

Aditya Birla Sun Life (ABSL) AMC, a JV between Aditya Birla Capital Ltd and Sun Life AMC, is one of the leading asset management services in India. ABSL AMC is ranked as the largest non-bank affiliated AMC in India in terms of Quarterly Average AUM (QAAUM) since 31<sup>st</sup> March 2018, and ranks among four largest AMCs in India by QAAUM since September 2011. As on June 2021, the company's total AUM stood at ₹ 293642 crore.

ABSL AMC, since inception in 1994, has established strong geographical presence comprising 194 branches (covering 284 locations) spread over 27 states and 6 union territories. ABSL has extensive & multi-channel distribution network with over 66000 mutual fund distributors, over 240 national distributors and over 100 banks/financial intermediaries.

In terms of mutual fund business, ABSL manages 118 schemes with QAAUM of ~₹ 2.7 lakh crore as on June 2021. Apart from mutual fund business, ABSL also offers PMS, offshore and real estate offerings which comprises of AUM ₹ 11515 crore. In FY21, revenue stood at ₹ 1191 crore, i.e ~39 bps of AAUM. PAT came at ₹ 526 crore (~19 bps of AAUM), with RoE at 33.7%.

## Growth driven by strong systematic flows

ABSL's individual investor MAAUM has seen growth at a CAGR of 18.38% in FY16-21. The company offers a range of systematic transaction options and add-on features including SIPs, STPs and SWPs. As of June 30, 2021, SIPs have become a material portion of AUM accounting for ~41.7% of total equity-oriented mutual fund AUM and ~34% of total individual investor mutual fund AUM.

## Focused on B-30 penetration to increase customer acquisition

ABSL is focused on expansion in B-30 cities which has helped to grow retail customer acquisition and retention rates. As of June 30, 2021, MAAUM from B-30 cities was ₹ 44701 crore; market share of individual MAAUM from B-30 cities at 7.8%. A large part of industry growth is expected to come from B-30 cities, and ABSL with an existing large presence & distribution capabilities in B-30 cities, remain well placed to attract customers.

## Key Risks and Concerns

- Increased competition may lead to decrease in market share
- Underperformance of investment portfolio could impact AUM
- Concentration risk of investment portfolio to persist

## Priced at 7.4% Q1FY22 P/QAAUM on upper band

Post issue, market capitalisation at upper band will be ₹ 20505 crore. At ₹ 712, the stock is available at ~7.4% Q1FY22 QAAUM and at ~33.1x Q1FY22 PAT (annualised basis).

### Key Financial Summary

(₹ crore)	FY19	FY20	FY21	Q1FY22	2 year CAGR (FY19-21)
Total Income	1407.3	1234.8	1205.8	336.2	-7%
PAT	446.8	494.4	526.3	154.9	9%
EPS (₹)	15.5	17.2	18.3	5.4	
BV (₹)	42.4	45.7	59.2	62.4	
RoA (%)*	29.8	31.5	26.5	29.7	
RoE (%)*	36.6	37.5	30.9	34.4	
P/E (x)*	45.9	41.5	39.0	33.1	
P/BV (x)	16.8	15.6	12.0	11.4	
P/QAAUM (%)	8.3%	8.3%	7.6%	7.4%	

Source: RHP, ICICI Direct Research \* Figures for Q1FY22 are annualised



### Particulars

#### Issue Details

Issue Opens	29th September 2021
Issue Closes	1st October 2021
Issue Size	₹ 2702-2768 crore
Fresh Issue	0
Price Band	₹ 695-712
No. of shares on offer (in crore)	3.88 crore
QIB (%)	50
Retail (%)	35
Minimum lot size (no of shares)	20
<i>1944000 equity shares reserved for ABCL employees</i>	

#### Shareholding Pattern (%)

	Pre-Issue	Post-Issue
ABCL	51.00	50.01
Sun Life	49.00	36.49
Public	0.00	13.50

#### Objects of issue

##### Objects of the Issue

The objects of the offer are to achieve the benefits of listing the Equity Shares on the Stock Exchanges. ₹ 2702-2768 crore

#### Research Analyst

Kajal Gandhi  
kajal.gandhi@icicisecurities.com

Vishal Namolia  
vishal.namolia@icicisecurities.com

Sameer Sawant  
sameer.sawant@icicisecurities.com

## Company background

Aditya Birla Sun Life (ABSL) AMC, is currently set up as a JV between Aditya Birla Capital Ltd and Sun Life AMC. ABSL is one of the leading asset management services in India and it manages the investment portfolios of Aditya Birla Sun Life Mutual Fund. ABSL AMC is ranked as the largest non-bank affiliated AMC in India in terms of Quarterly Average AUM (QAAUM) since 31<sup>st</sup> March 2018 and among four largest AMCs in India by QAAUM since September 2011. As on June 2021, the company's total AUM stood at ₹ 293642 crore.

ABSL AMC, since inception in 1994, has established strong geographical presence comprising 194 branches (covering 284 locations) spread over 27 states and 6 union territories. The company has extensive and multi-channel distribution network with significant physical and digital presence. As of 30<sup>th</sup> June 2021, it has over 66000 mutual fund distributors, over 240 national distributors and over 100 banks/financial intermediaries.

In terms of mutual fund business, the company manages 118 mutual fund schemes comprising 37 equity, 68 debt, 2 liquid, 5 ETFs and 6 domestic FoFs with a QAAUM of ~₹ 2.7 lakh crore as on June 2021. Apart from mutual fund business, the company provides PMS, offshore and real estate offerings which comprises of AUM ₹ 11515 crore. ABSL's caters to wide range of customers including individual and institutional investors. Institutional investors contribute ~51.2% of closing AUM 45.4% is from individual investors.

Exhibit 1: ABSL's AUM breakup

(in ₹ crore)	FY19		FY20		FY21		Q1FY22	
	AUM	% of Total	AUM	% of Total	AUM	% of Total	AUM	% of Total
Mutual Fund - Equity	94105	36.8%	65602	30.5%	96323	35.6%	107285	36.5%
Mutual Fund - Fixed Income	144413	56.5%	136793	63.5%	163099	60.2%	174842	59.5%
<b>Mutual Fund SubTotal</b>	<b>238518</b>	<b>93.3%</b>	<b>202395</b>	<b>94.0%</b>	<b>259422</b>	<b>95.8%</b>	<b>282127</b>	<b>96.1%</b>
Portfolio Management Services (PMS)	2949	1.2%	2055	1.0%	1759	0.6%	1828	0.6%
Offshore	13293	5.2%	10326	4.8%	9077	3.4%	9194	3.1%
Real Estate	855	0.3%	493	0.2%	493	0.2%	493	0.2%
<b>Alternate Assets Sub Total</b>	<b>17097</b>	<b>6.7%</b>	<b>12874</b>	<b>6.0%</b>	<b>11329</b>	<b>4.2%</b>	<b>11515</b>	<b>3.9%</b>
<b>Total</b>	<b>255615</b>	<b>100.0%</b>	<b>215269</b>	<b>100.0%</b>	<b>270751</b>	<b>100.0%</b>	<b>293642</b>	<b>100.0%</b>

Source: RHP, ICICI Direct Research

The company continues to focus on equity-oriented scheme mix which proves to be a significant factor in enhancing the profitability, as equity-oriented schemes generally generate higher management fees compared to other schemes. Between 2016 and 2021, Monthly Average AUM (MAAUM) grew at a CAGR of ~24.9%, correspondingly the share of equity oriented MAAUM in total MAAUM increased from 23.66% as on March 2016 to 38.09% as on June 2021. The increase in equity mix was greater than industry's increase of 13.65% over the same period.

The company has achieved substantial growth in the individual investor MAAUM and customer base. The company is the fifth largest player in terms of market share in individual MAAUM. The individual MAAUM grew at a CAGR of 18.38% taking the MAAUM mix to 47.01% as on June 2021, which was second highest increase among five largest AMCs in India.

Exhibit 2: Customer wise AUM breakup (MAAUM)

MAAUM (in ₹ crore)	FY19	FY20	FY21	Q1FY22
Individual	124948	106496	126982	133353
Institutional	122683	118890	144021	150304

Source: RHP, ICICI Direct Research

## Industry & Peer Comparison

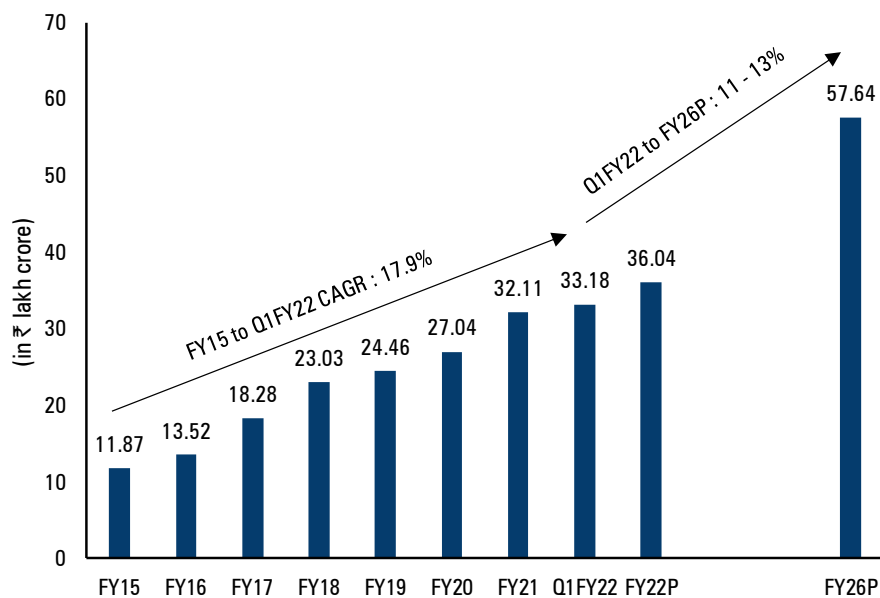
Exhibit 3: Peer Comparison

(in ₹ crore)	AAUM (June'21)	Market Share (%)	Proportion of Equity MAAUM	Revenue (FY21)	Rev as % of AAUM*	PAT (FY21)	PAT as % of AAUM**	ROE (%)	Mcap	Price to AAUM
SBI AMC	537700	15.8%	29.0%	1617.5	0.32%	862.8	0.17%	37.84%		
HDFC AMC	426900	12.5%	45.2%	2201.7	0.54%	1325.8	0.32%	30.11%	68400.2	16.0%
ICICI Prudential AMC	423200	12.4%	44.3%	2233.7	0.55%	1245.4	0.31%	80.28%		
<b>Aditya Birla Sun Life AMC</b>	<b>283700</b>	<b>8.3%</b>	<b>38.1%</b>	<b>1054.9</b>	<b>0.39%</b>	<b>517.1</b>	<b>0.19%</b>	<b>33.70%</b>	<b>20505.6</b>	<b>7.2%</b>
Kotak Mahindra AMC	253400	7.4%	41.6%	645.3	0.28%	323.3	0.14%	35.17%		
Nippon AMC	248100	7.3%	42.0%	1325.7	0.58%	649.4	0.28%	23.30%	27022.5	10.9%
Axis AMC	218600	6.4%	56.3%	655.3	0.33%	243.7	0.12%	43.07%		
UTI AMC	193600	5.7%	37.5%	968.2	0.52%	351.7	0.19%	12.85%	13916.1	7.2%
IDFC AMC	126300	3.7%	23.2%	371.1	0.31%	143.00	0.12%	42.56%		
DSP AMC	104800	3.1%	60.5%	580.6	0.59%	259.2	0.27%	19.11%		
Top 10 total/average	2816400	82.6%	44.7%	11449.0	0.43%	5921.4	0.22%	35.80%		

\* This number is calculated as Revenue/AAUM \*\* This number is calculated as PAT/AAUM

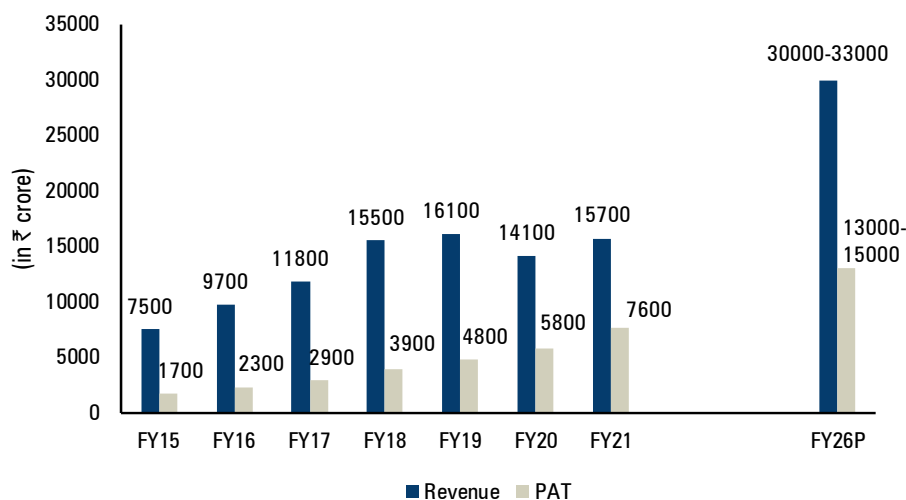
Source: RHP, BSE, ICICI Direct Research

Exhibit 4: Projected growth for industry QAAUM



Source: RHP, ICICI Direct Research

Exhibit 5: Projected Revenue growth for industry



Source: RHP, ICICI Direct Research

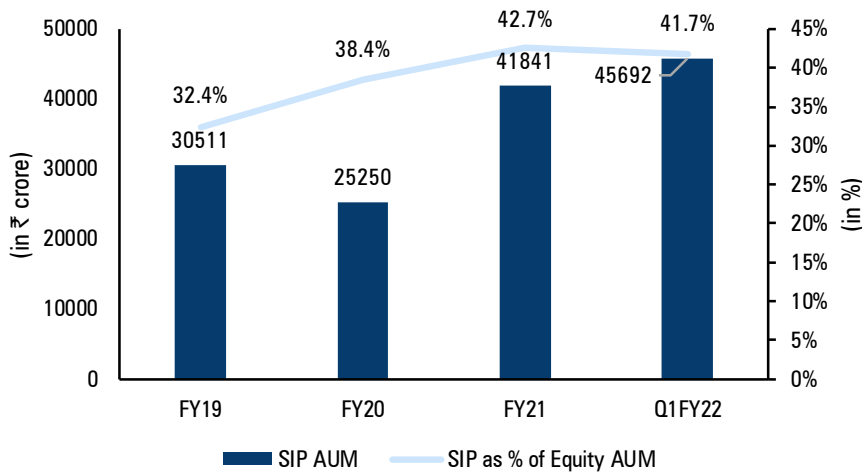
## Investment Rationale

### Growth driven by strong systematic flows

ABSL’s individual investor MAAUM has seen growth at a CAGR of 18.38% from ₹ 54613 crore in March 2016 to ₹ 126982 crore in March 2021 and ₹ 133353 crore in June 2021. It is the fifth largest player in terms of market share in individual MAAUM among top 10 AMCs. Investor folios were more than doubled from 29.3 lakh in March 2016 to 71.8 lakh in June 2021, taking the market share to 7.13%. The growth in customer base and individual investor MAAUM has been largely driven by development of its digital platforms, particularly in the utilization of systematic transactions, as well as focus on building relationships with distributors, especially through deepening the B-30 cities presence.

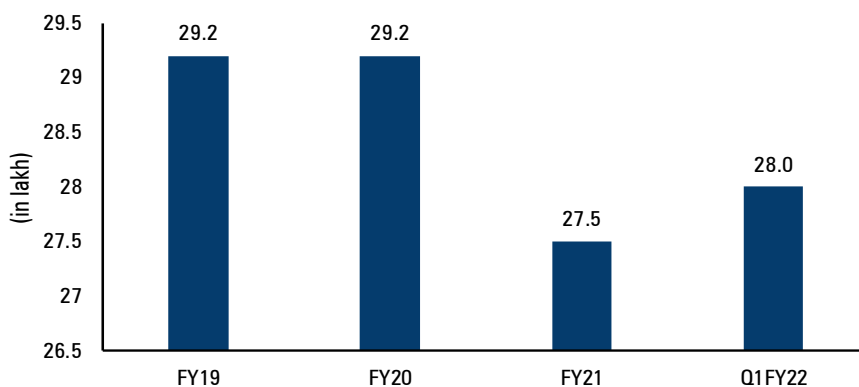
The investments through systematic transaction have become a popular form of investing in the mutual funds as it offers customers the opportunity to invest smaller amounts over longer periods and helps mitigate the risk of market timing. The company offers a range of systematic transaction options and add-on features including SIPs, STPs and SWPs. As of June 30, 2021, SIPs have become a material proportion of the AUM accounting for ~41.7% of total equity-oriented mutual fund AUM and ~34% of total individual investor mutual fund AUM. The outstanding SIPs grew from 8.6 lakhs as of March 31, 2016, to 28 lakhs as of June 30, 2021, and SIP AUM grew from ₹ 8523 crore to ₹ 45692 crore over the same period. The share of SIP AUM in total equity-oriented mutual fund AUM increased from 25.7% to 41.7% during the same period, which was higher than the industry shares of 31.36% as of June 30, 2021. As of June 30, 2021, 86.31% of outstanding SIPs had more than 5-year vintage, while 77.05% of outstanding SIPs had a more than 10-year vintage depicting customer stickiness.

Exhibit 6: SIP growth over years



Source: RHP, ICICI Direct Research

Exhibit 7: SIP count over years

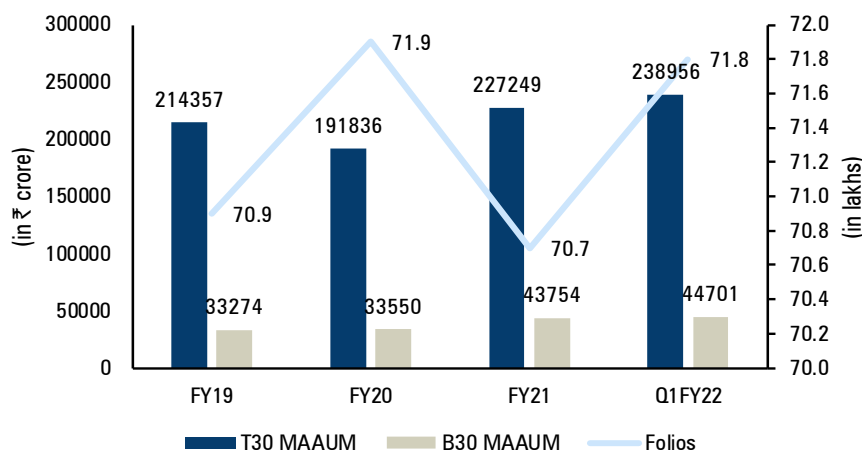


Source: RHP, ICICI Direct Research

## Focused on B-30 penetration to increase customer acquisition

ABSL is focused on expansion on underpenetrated B-30 cities which has helped to grow its retail customer acquisition and retention rates. The MAAUM from B-30 cities was ₹ 44701 crore as of June 30, 2021. The share of MAAUM from B-30 cities in total MAAUM as of June 30, 2021, was second highest amongst the five largest AMCs in India (in terms of MAAUM). The share of individual MAAUM from B-30 cities in total individual MAAUM increased from 19.32% as of March 31, 2016, to 27.35% as of June 30, 2021. The share of equity-oriented MAAUM from B-30 cities in total equity-oriented MAAUM increased from 24.51% as of March 31, 2016, to 28.82% as of June 30, 2021. As of June 30, 2021, the market share of individual MAAUM from B-30 cities was 7.8% and the market share of MAAUM from B-30 cities was 8.03%. A large part of industry growth is expected to come from B-30 cities, and AMCs with an existing large presence in B-30 cities will be well placed to attract customers in these locations due to their established position, infrastructure and distribution capabilities.

Exhibit 8: T30 & B30 MAAUM



Source: RHP, ICICI Direct Research

## Diversified distribution network with widespread reach

ABSL has established a geographically diversified pan-India distribution that is not only extensive but multi-channelled, with a significant physical as well as digital presence. As of June 30, 2021, the company had a presence in 284 locations, comprising 194 branches in India, spread over 27 states and 6 union territories; of these 143 branches were located in B-30 cities. Emerging Market (EM) areas are untapped markets in India which have high growth potential without material capital expenditure.

ABSL's hub and spoke model further enables them to more effectively leverage its extensive branch and EM representatives network while keeping its distribution costs low. Diversification of distribution base had led to a reduction in the concentration of AUM sourced from top 10 distributors from 49% in 2016 to 37% in 2021.

Mutual Fund Distributor's (MFDs), national distributors and banks/financial intermediaries contribute 30.18%, 14.37% and 8.59%, respectively, of the total QAAUM as of June 30, 2021, while direct marketing efforts contribute to 46.86%. Investment in MFDs has led to increase in equity oriented QAAUM from MFDs from ₹ 12754 crore in March 2016 to ₹ 51932 crore in June 2021. Since 2019, the company has added over 8000 MFDs to the distribution network. MFDs have become a significant channel for growth of equity oriented schemes.

The company intends to continue to increase its footprint across India by focusing on growing its presence in B-30 cities and rural markets that remain underpenetrated and have less competition. The company believes that entering these markets at an early stage will enable them to maximize both consumer mindshare and market share in such areas. ABSL have an established team dedicated towards deepening its EM presence. The team operates on a Build, Operate & Transfer (“BOT”) model, and evaluates each potential location meticulously in consideration of several parameters. While it continually seeks to strengthen and expand its distribution network through engagements with public/ co-operative banks and national distributors, preferably with robust online presence, the company focuses to remain investing in and expanding its MFD network.

## Key risks and concerns

### Increased competition may lead to decrease in market share

The mutual fund industry is rapidly evolving and is intensely competitive and is further expected to intensify in the future. Further, low barriers to entry has also resulted in a large number of smaller participants entering in the market. It is further possible that there may be in the future be consolidation in the market. Any consolidation may create stronger competitors in the market overall, or leave it at a competitive disadvantage.

ABSL faces significant competition from companies seeking to attract investors' financial assets, including traditional and online brokerage firms, other mutual fund companies and financial institutions. Competitors may offer a wide range of financial products and services, at lower investment management fee, with a wider distribution network. Increased competition may result either in a decrease in AUM market share, or force to reduce its management fees so as to preserve such market share, either of which would decrease the revenue from operations.

### Underperformance of investment portfolio could impact AUM

The investment products in respect of which asset management services is provided may not outperform either relevant benchmarks, or similar investment products provided by the competitors. The investments held by the mutual fund may be illiquid or volatile which can result into loss. Such underperformance may have adverse effect on the business, like existing investors may withdraw funds which can reduce the AUM, or the ability to attract funds from new investors, or negative absolute performance may directly reduce the value of AUM.

### Concentration risk of investment portfolio to persist

A large portion of ABSL's AUM is concentrated in few schemes. As of June 30, 2021, its top five schemes accounted for ₹111017 crores, i.e. 40.3% of the total QAAUM, whereas its top five equity-oriented schemes accounted for ₹61333 crores, i.e. 59.73% of total equity-oriented QAAUM and its top five debt-oriented schemes accounted for ₹89494 crores, i.e. 69.03% of debt-oriented QAAUM. The performance of these schemes may have a significant impact on AUM and consequently on the revenues. Underperformance by any of these funds may cause increased redemptions and have a disproportionate adverse impact on the liquidity, AUM & income.

### Exposure to regulatory risk

As an asset management company, ABSL is regulated by SEBI through a variety of regulations, guidelines, circulars and notifications issued from time to time as applicable for mutual funds, PMS and AIFs. Failing to comply with any regulations or guidelines could lead to fines, sanctions and court proceedings. Compliance or other costs may rise due to changes in regulations which may reduce profit. In the event the company is unable to comply with the observations made by SEBI, it could be subject to penalties and restrictions which may be imposed by SEBI.

## Financial Summary

Exhibit 9: Profit & Loss Statement				
(₹ crore)				
Particulars	FY19	FY20	FY21	Q1FY22
Revenue from Operations	1406.1	1233.8	1191.0	333.2
Other Income	1.2	0.9	14.8	3.0
<b>Total Income</b>	<b>1407.3</b>	<b>1234.8</b>	<b>1205.8</b>	<b>336.2</b>
Expenses				
Fees & Commission Expense	143.5	75.1	47.1	6.2
Finance Cost	5.7	5.4	5.6	1.3
Employee Expenses	277.5	242.0	240.7	69.0
Depreciation and amortization	32.4	36.5	37.4	9.0
Other Expenses	302.3	215.0	179.2	44.9
<b>Total Expenses</b>	<b>761.5</b>	<b>574.0</b>	<b>510.0</b>	<b>130.4</b>
PBT	645.8	660.7	695.9	205.9
Tax	199.0	166.3	169.6	50.9
<b>PAT</b>	<b>446.8</b>	<b>494.4</b>	<b>526.3</b>	<b>154.9</b>

Source: RHP, ICICI Direct Research

Exhibit 10: Balance Sheet				
(₹ crore)				
Particulars	FY19	FY20	FY21	Q1FY22
<b>Assets</b>				
Cash and cash equivalents	38.5	46.9	56.8	52.3
Receivables	25.7	40.5	31.0	25.7
Loans	0.1	0.1	0.0	0.0
Investments	1138.1	1263.4	1726.3	1852.1
Non Financial Assets	267.7	208.2	151.3	143.0
Other Assets	28.5	12.9	19.2	12.7
<b>Total</b>	<b>1498.5</b>	<b>1572.0</b>	<b>1984.6</b>	<b>2085.9</b>
<b>Equity &amp; Liabilities</b>				
Equity	18.0	18.0	18.0	144.0
Reserves & Surplus	1202.6	1298.9	1686.6	1658.2
Networth	1220.6	1316.9	1704.6	1802.2
Provisions	50.3	70.5	94.5	95.5
Deferred Tax Liabilities (Net)	7.0	14.6	13.7	9.9
Other liabilities	220.5	169.9	171.7	178.2
<b>Total</b>	<b>1498.5</b>	<b>1572.0</b>	<b>1984.6</b>	<b>2085.9</b>

Source: RHP, ICICI Direct Research

Exhibit 11: Key Ratios				
	FY19	FY20	FY21	Q1FY22
No. of shares (crore)	28.80	28.80	28.80	28.88
BV (₹)	42.4	45.7	59.2	62.4
EPS (₹)	15.5	17.2	18.3	5.4
P/E (x)*	45.9	41.5	39.0	33.1
P/BV	16.8	15.6	12.0	11.4
RoA (%)*	29.8	31.5	26.5	29.7
RoE (%)*	36.6	37.5	30.9	34.4

Source: RHP, ICICI Direct Research

\* Figures for Q1FY22 are annualised



## RATING RATIONALE

ICICI Direct endeavours to provide objective opinions and recommendations. ICICI Direct assigns ratings to companies that are coming out with their initial public offerings and then categorises them as Subscribe, Subscribe for the long term and Avoid.

Subscribe: Apply for the IPO

Avoid: Do not apply for the IPO

Subscribe only for long term: Apply for the IPO only from a long term investment perspective



**Pankaj Pandey**

**Head – Research**

**pankaj.pandey@icicisecurities.com**

**ICICI Direct Research Desk,  
ICICI Securities Limited,  
1st Floor, Akruiti Trade Centre,  
Road No 7, MIDC,  
Andheri (East)  
Mumbai – 400 093  
research@icicidirect.com**

## ANALYST CERTIFICATION

I/We, Kajal Gandhi, CA, Vishal Narnolia, MBA and Sameer Sawant, MBA, Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

## Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products.

ICICI Securities is Sebi registered stock broker, merchant banker, investment adviser, portfolio manager and Research Analyst. ICICI Securities is registered with Insurance Regulatory Development Authority of India Limited (IRDAI) as a composite corporate agent and with PFRDA as a Point of Presence. ICICI Securities Limited Research Analyst SEBI Registration Number – INH000000990. ICICI Securities Limited SEBI Registration is INZ000183631 for stock broker. ICICI Securities is a subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on [www.icicibank.com](http://www.icicibank.com).

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities and its analysts, persons reporting to analysts and their relatives are generally prohibited from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

Recommendation in reports based on technical and derivative analysis centre on studying charts of a stock's price movement, outstanding positions, trading volume etc. as opposed to focusing on a company's fundamentals and, as such, may not match with the recommendation in fundamental reports. Investors may visit [icidirect.com](http://icidirect.com) to view the Fundamental and Technical Research Reports.

Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

ICICI Securities Limited has two independent equity research groups: Institutional Research and Retail Research. This report has been prepared by the Retail Research. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the Institutional Research.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

ICICI Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither ICICI Securities nor Research Analysts and their relatives have any material conflict of interest at the time of publication of this report.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

ICICI Securities or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities and ICICI Securities as a entity are engaged in various financial service businesses, they might have financial interests or beneficial ownership in various companies including the subject company/companies mentioned in this report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject ICICI Securities and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction

ICICI Securities Limited has been appointed as one of the Book Running Lead Managers to the initial public offer of Aditya Birla Sun Life AMC Limited. This report is prepared on the basis of publicly available information