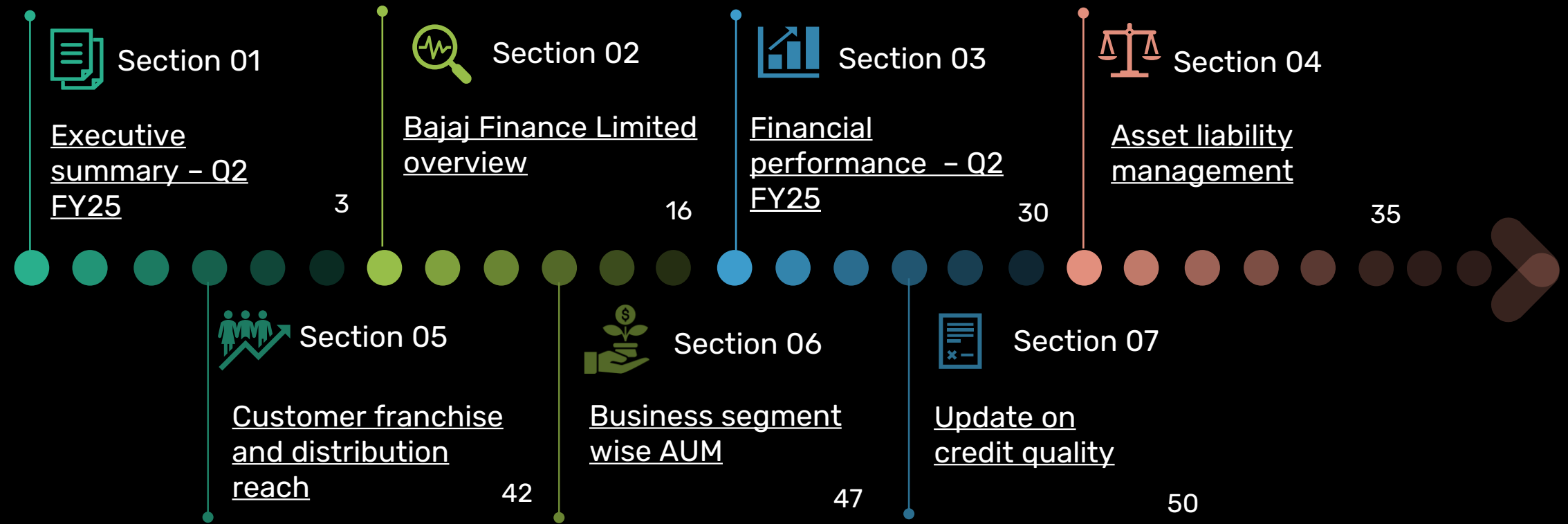




**BAJAJ FINANCE LIMITED**





# Section 01

## Executive summary – Q2 FY25

1.1

Quarter gone by

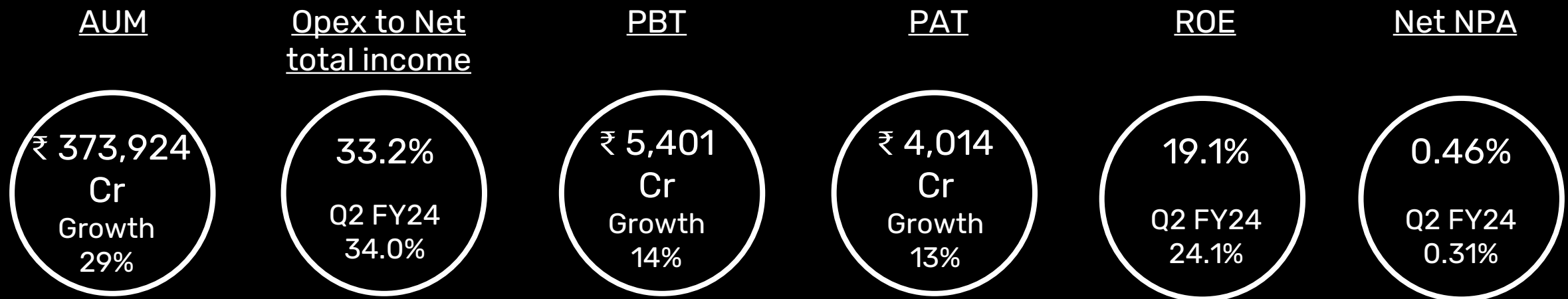
1.2

Lead financial indicators

1.3

Omnipresence strategy update

Mixed quarter. Good quarter on volumes, AUM & operating efficiencies. Loan losses remained elevated in Q2. As a result, profit growth and ROA were muted. Delivered AUM growth of ₹ 19,732 crore, booked 9.69 MM new loans and added 3.98 MM new customers in Q2. Bajaj Finserv App now has 61.67 MM net users.



## Balance sheet and business metrics

1. AUM was up 29% at ₹ 3,73,924 crore as against ₹ 2,90,264 crore as of 30 September 2023. New lines of businesses have started contributing 2%-3% of AUM growth. AUM composition on YoY basis remained stable.
2. Delivered AUM growth of ₹ 19,732 crore in Q2.
3. New loans booked were up 14% to 9.69 MM in Q2 FY25 as against 8.53 MM in Q2 FY24.

## Customer franchise and geographic footprint

4. In Q2, the Company added 3.98 MM new customers to the franchise. The Company estimates new customer addition to be 15-16 MM in FY25.
5. Customer franchise stood at 92.09 MM as of 30 September 2024. Optimistic of crossing a milestone of 100 MM customer franchise in FY25. Cross sell franchise stood at 57.70 MM.
6. In Q2, the Company added 43 new locations and 8.6K distribution points. Geographic presence stood at 4,245 locations and over 215K active distribution points as of 30 September 2024.

## Liquidity and cost of funds

7. Liquidity buffer stood at ₹ 20,196 crore as of 30 September 2024.
8. In Q2, cost of funds was 7.97%, an increase of 3 *bps* over Q1 FY25. The Company estimates that COF has peaked as of Q2.
9. Deposits book grew by 21% YoY and stood at ₹ 66,131 crore as of 30 September 2024. In Q2, deposits book growth was ₹ 3,357 crore. Deposits contributed to 20% of consolidated borrowings as of 30 September 2024.

## Operating efficiencies

10. Net interest income grew by 23% to ₹ 8,838 crore as against ₹ 7,196 crore in Q2 FY24. NIM has stabilised in Q2 FY25.
11. Net total income grew by 24% to ₹ 10,946 crore as against ₹ 8,847 crore in Q2 FY24.
12. Opex to Net total income improved to 33.2% as against 34.0% in Q2 FY24. The Company continues to optimise its operating expenses and rapidly implement GenAI capabilities to improve productivity.
13. Employee headcount stood at 59,352 (BFL, BHFL & BFinsec) as of 30 September 2024. The Company added 4,007 employees in Q2. Annualised attrition as of 30 September 2024 was 16.4%.

## Credit cost

14. Gross loan losses and provisions was ₹ 1,934 crore in Q2 FY25.
15. Loan losses and provisions remained elevated in Q2. In Q2, stage 2 assets have reduced by ₹ 357 Cr and stage 3 assets have increased by ₹ 899 Cr. Net increase in stage 2 & 3 assets was ₹ 542 Cr. This increase was across all retail and SME lines of businesses. Company continues to take risk actions by cutting segments and pruning exposures.
16. Gross loan loss to average AUF was 2.16% in Q2, in line with Q1. We are cautiously optimistic that loan loss to average AUF has peaked. The Company estimates loan loss to average AUF to go down to 2% by Q4 FY25.
17. Net loan losses and provisions were ₹ 1,909 crore. During the quarter, the Company utilised management overlay of ₹ 25 crore towards loan losses and provisions. Net loan loss to average AUF was 2.13% in Q2.
18. The Company had estimated its net loan loss to average AUF in the corridor of 1.75%-1.85% for FY25 with improvement projected in H2 FY25. At this juncture, the Company estimates FY25 net loan losses to average AUF at 2.05%.

19. GNPA & NNPA stood at 1.06% & 0.46%, respectively, as of 30 September 2024 as against 0.91% & 0.31% as of 30 September 2023, amongst the lowest in the industry.
20. The Company's leverage analysis basis June'24 bureau data suggests that customers having 3 or more live unsecured loans are showing higher propensity to default and lower collection efficiencies. The Company is further tightening its underwriting norms for such customers across all products.

## **Profitability and capital**

21. Consolidated pre-provisioning operating profit grew by 25% to ₹ 7,307 crore in Q2 FY25.
22. Consolidated profit before tax grew by 14% to ₹ 5,401 crore in Q2 FY25.
23. Consolidated profit after tax grew by 13% to ₹ 4,014 crore in Q2 FY25.
24. In Q2, the Company delivered annualised ROA of 4.48% as against 5.16% in Q2 FY24.
25. In Q2, the Company delivered annualised ROE of 19.08% as against 24.10% in Q2 FY24.
26. Capital adequacy remained strong at 21.69% as of 30 September 2024. Tier-1 capital was 20.90%.

## Additional updates

27. In June 2022, BFL started non-Bajaj Auto (BAL) two-wheelers (2W) financing business. In September 2022, BAL decided to setup its own captive financing unit namely, Bajaj Auto Credit Limited (BACL). BACL started its operations in Q4 FY24.
28. In FY24, BFL financed 864K 2W and 199K three-wheelers (3W) of BAL. During H1 FY25, BFL financed 217K 2W and 55K 3W of BAL. The Company's financing to BAL customers has reduced considerably post start of business operations by BACL.
29. Over the last 2 years, the Company has already grown its non-Bajaj Auto 2W financing business to 35K accounts per month. The Company expects to disburse 480K non-BAL 2W loans in FY25 and 720K loans in FY26. Non-BAL 2W financing is a large opportunity and the Company expects to significantly expand this business in the medium term. The Company is evaluating its strategy for 3W business.
30. On 17 October 2024, Moody's rating has assigned a first-time Baa3/P-3 long-term and short term foreign and local currency issuer ratings with stable outlook to the Company.



## Bajaj Housing Finance Limited (BHFL)

31. BHFL successfully concluded its Initial Public Offer (IPO) of ₹ 6,560 crore. This included issuance of new equity shares amounting to ₹ 3,560 crore and an offer for sale by BFL amounting to ₹ 3,000 crore. BHFL equity shares were listed on stock exchanges on 16 September 2024. Consequently, BFL's shareholding in BHFL reduced from 100% to 88.75%.

## BHFL - Balance sheet and geography

32. AUM was up 26% at ₹ 1,02,569 crore as against ₹ 81,215 crore as of 30 September 2023.

33. Home loans AUM grew by 24%, Loan against property grew by 18%, Lease rental discounting grew by 28%, Developer finance grew by 56%.

34. Portfolio composition for HL : LAP : LRD : DF : Others stood at 57% : 10% : 19% : 12% : 2% as of 30 September 2024.

35. In Q2, overall approvals were ₹ 19,984 crore as against ₹ 19,949 crore in Q2 FY24.

36. In Q2, disbursements were ₹ 12,014 crore as against ₹ 12,154 crore in Q2 FY24.

37. Geographic presence stood at 175 locations.

## BHFL - Liquidity and cost of fund

38. Liquidity buffer stood at ₹ 3,220 crore as of 30 September 2024.

39. In Q2, cost of funds was 7.92%.

40. Borrowing mix - Banks : NHB : Money market stood at 44% : 11% : 45% as of 30 September 2024.

## **BHFL - Operating efficiencies**

- 41. In Q2, Net interest income grew by 13% to ₹ 713 crore as against ₹ 632 crore in Q2 FY24.
- 42. In Q2, Net total income grew by 18% to ₹ 897 crore as against ₹ 761 crore in Q2 FY24.
- 43. In Q2, Opex to Net total income improved to 20.5% as against 22.1% in Q2 FY24.
- 44. Total employee headcount stood at 2,120 as of 30 September 2024.

## **BHFL - Credit costs**

- 45. In Q2, loan losses and provisions were ₹ 5 crore as against ₹ 18 crore in Q2 FY24.
- 46. GNPA & NNPA stood at 0.29% and 0.12% as of 30 September 2024 as against 0.24% and 0.09% as of 30 September 2023.

## **BHFL - Profitability and capital**

- 47. Pre-provisioning operating profit grew by 20% to ₹ 713 crore in Q2 FY25.
- 48. Profit before tax grew by 23% to ₹ 708 crore in Q2 FY25.
- 49. Profit after tax grew by 21% to ₹ 546 crore in Q2 FY25.
- 50. In Q2, the Company delivered annualised ROA of 2.49%.
- 51. In Q2, the Company delivered annualised ROE of 13.03%.
- 52. Capital adequacy ratio stood at 28.98% as of 30 September 2024. Tier-1 capital was 28.46%.

## Bajaj Financial Securities Limited (BFinsec)

53. Margin Trading Facility AUM was up 164% at ₹ 5,430 crore as against ₹ 2,056 crore as of 30 September 2023.

54. Added 77K customers to its franchise in Q2. Retail and HNI customer franchise stood at 833K as of 30 September 2024.

55. Geographic presence stood at 45 locations.

56. In Q2, Net total income grew by 78% to ₹ 121 crore as against ₹ 68 crore in Q2 FY24.

57. Total employee headcount stood at 786 as of 30 September 2024.

58. Profit before tax grew by 200% to ₹ 51 crore in Q2 FY25.

59. Profit after tax grew by 185% to ₹ 37 crore in Q2 FY25.

# **Omnipresence strategy update**

# Omnipresence metrics - Strong growth momentum across Geography and Digital metrics

**BAJAJ FINANCE LIMITED**

Particulars	Unit	Q2 FY24	Q1 FY25	Q2 FY25	YoY
<b>Geography</b>					
New locations added	#	106	57	43	NA
Locations - Cumulative	#	3,934	4,202	4,245	8%
Standalone Gold loan branches - Cumulative	#	514	692	757	47%
<b>App + Web Metrics</b>					
App downloads	# in MM	16.74	18.34	18.67	12%
App Net installs - Cumulative	# in MM	44.7	56.8	61.7	38%
In-App programs - Cumulative	#	134	153	161	20%
Total traffic on Web	# in MM	114	112	165	45%
Web domain authority	#	52	61	59	NA
Service requests initiated on App and Web	% of total SR	41.7%	38.6%	40.1%	NA
<b>App Payments metrics</b>					
UPI handles - Cumulative	# in MM	18.60	28.46	32.24	73%
Bill pay transactions	# in MM	6.43	8.61	8.57	33%
QRs at merchant PoS - Cumulative	# in MM	2.16	3.31	3.41	58%
Rewards issued	# in MM	22.1	20.3	30.5	38%

# Omnipresence metrics - Strong growth momentum across Geography and Digital metrics

**BAJAJ FINANCE LIMITED**

Particulars	Unit	Q2 FY24	Q1 FY25	Q2 FY25	YoY
<b>App + Web business metrics</b>					
EMI cards acquired *	# in '000	199	134	275	38%
Personal loan disbursed	In ₹ Cr	4,657	5,100	5,248	13%
Credit card acquisition	# in '000	105.6	39.0	31.8	(70%)
Gold loan origination	In ₹ Cr	294	561	480	63%
Flexi loan transactions	# in MM	2.43	2.83	2.99	23%
DMS receipts	# in 'MM	1.29	1.59	1.60	24%
<b>Marketplace metrics</b>					
Bajaj Mall visits *	# in MM	52.0	41.3	46.6	(10%)
Bajaj Mall loans *	# in '000	589	721	793	35%
Insurance Bazaar policies	# in '000	106.0	306.8	291.0	175%
Investments Bazaar MF A/C	# in '000	38.5	23.4	23.6	(39%)
<b>Digital EMI card metrics</b>					
EMI cards acquired digitally *	# in '000	678	502	1,051	55%
EMI cards acquired digitally – CIF *	# in MM	4.2	5.3	6.3	50%
B2B loans from digital EMI cards *	# in '000	346	155	306	(12%)

\* Impacted due to embargo on Insta EMI card transactions

# Customer franchise - Key financial metrics

**BAJAJ FINANCE LIMITED**

Particulars <sup>@</sup>	Unit	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	H1 FY24	H1 FY25	YoY
New loans booked	In MM	10.1	15.3	23.5	27.4	16.9	24.7	29.6	36.2	18.5	20.7	12%
New customer addition	In MM	4.1	6.1	8.3	8.1	6.0	9.0	11.6	14.5	7.4	8.5	14%
Existing customer mix	%	59.8%	60.3%	64.8%	70.4%	64.6%	63.5%	60.9%	59.9%	59.8%	59.1%	-
Total franchise	in MM	20.1	26.2	34.5	42.6	48.6	57.6	69.1	83.6	76.6	92.1	20%
Cross sell franchise	in MM	11.0	15.4	20.7	24.1	26.9	32.8	40.6	50.8	46.7	57.7	24%
Co-branded credit cards sold	in MM	0.03	0.39	0.81	1.12	0.70	1.36	1.92	1.85	1.04	0.47	(55%)
Other financial products sold to existing customers	in MM	0.06	0.08	0.19	0.27	0.67	2.23	2.36	2.61	1.26	1.05	(17%)
AUM per cross sell franchise	₹	54,722	53,417	56,066	60,983	56,879	58,617	60,991	65,146	62,195	64,805	4%
PAT per cross sell franchise	₹	1,670	1,618	1,933	2,182	1,644	2,145	2,837	2,847	1,497	1,374	(8%)

# **Section 02**

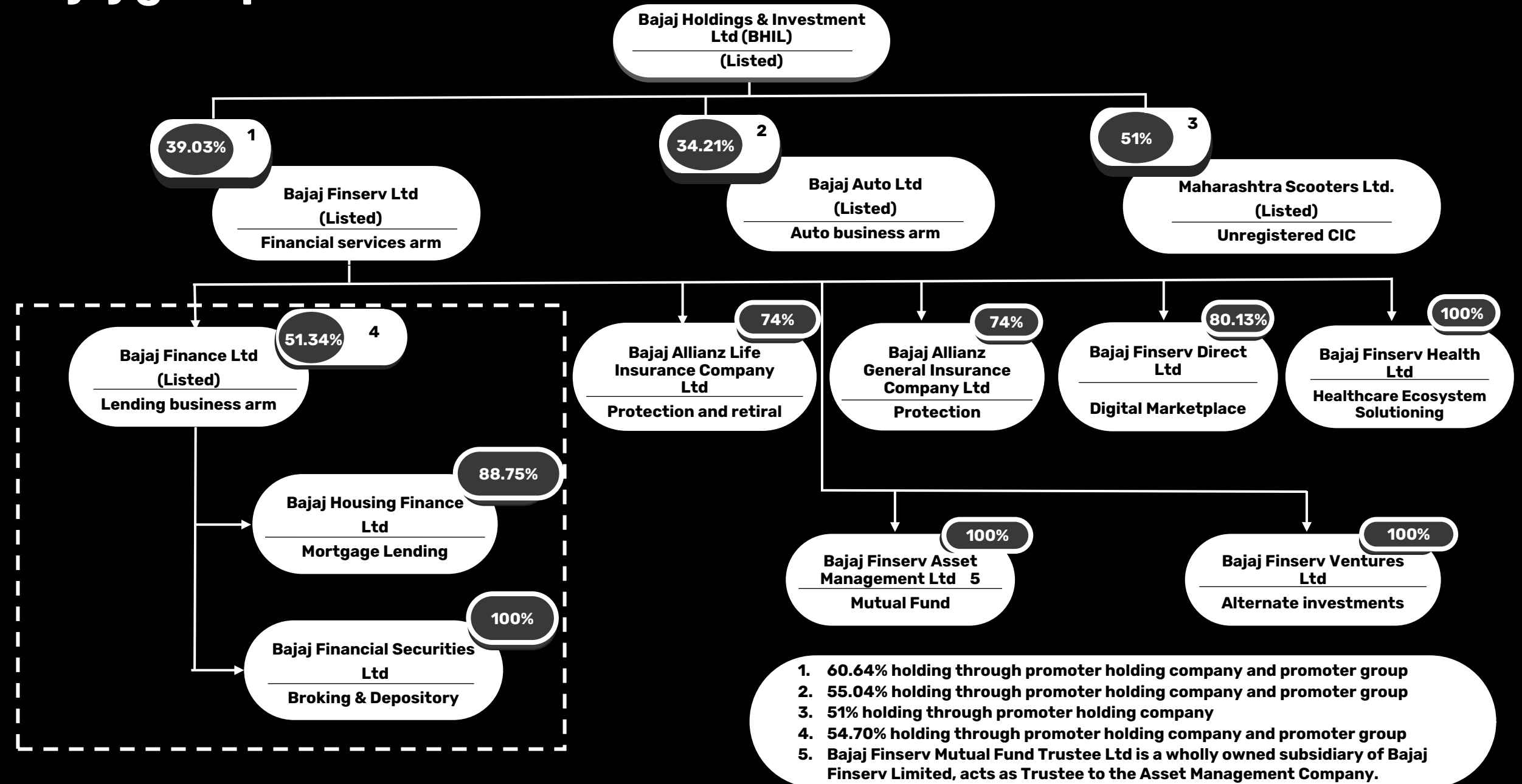
## **Bajaj Finance Limited overview**

- 2.1 Bajaj group structure
- 2.2 What do we stand for
- 2.3 Key strategic differentiators
- 2.4 Our shareholder profile
- 2.5 BFL Consolidated 17-years financial snapshot
- 2.6 BHFL 7-years financial snapshot
- 2.7 Product suite
- 2.8 Executive summary



# Bajaj group structure

# BAJAJ FINANCE LIMITED



“Non-bank with strategy & structure of a bank”

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“Focused on mass affluent & above clients with a strategy to cross sell”

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“Diversified financial services strategy with an optimal mix of risk and profit to deliver a sustainable business model”

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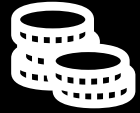
“Business construct to deliver a sustainable ROA of 4.6%-4.8% and ROE of 21%-23% in the long term”

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“Focused on continuous innovation to transform customer experience and create growth opportunities”

# BFL Consolidated long-term guidance on financial metrics

BAJAJ FINANCE LIMITED



AUM growth  
in corridor of  
25%-27%



Profit growth  
in corridor of  
23%-24%



GNPA  
in corridor of  
1.2%-1.4%



NNPA  
in corridor of  
0.4%-0.5%



Return on assets  
in corridor of  
4.6%-4.8%



Return on equity  
in corridor of  
21%-23%

# Key strategic differentiators

**BAJAJ FINANCE LIMITED**

Part of the Bajaj group – one of the oldest & most respected business houses

A trusted brand with strong brand equity

Focus on mass affluent and above clients

Total customer franchise of 92.09 MM

Strong focus on cross selling assets, payments, insurance and deposit products to existing customers

Highly data oriented. Deep data talent bench and technology architecture to enable cross sell

A well-diversified balance sheet

Consolidated lending AUM mix for Urban : Rural : SME : Commercial : Mortgages stood at 33% : 9% : 14% : 13% : 31%. Consolidated borrowing mix for Money Markets: Banks: Deposits: ECB stood at 47% : 29% : 20% : 4%

Agile and innovative

Continuous transformation in product features and digital technologies to maintain competitive edge

Committed to technology and analytics to transform customer experience

Has helped achieve multi product cross sell and manage risk & controllership effectively. Focussed on delivering frictionless experience to customer

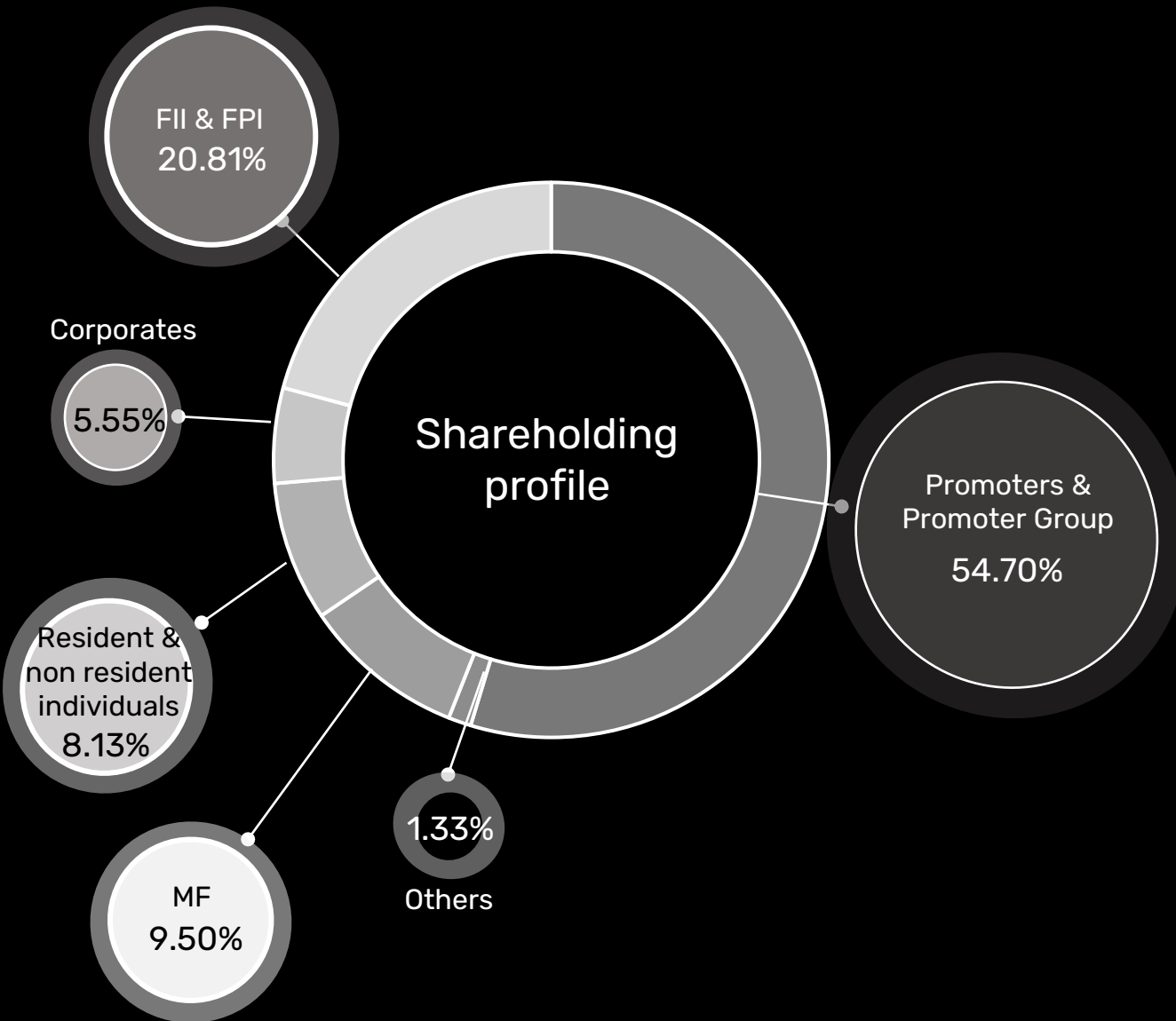
Committed to digital

Has adopted digital technology trends and navigated from digitisation to digitalisation. Now transforming to a customer centric digital enterprise

# Our shareholder profile

# BAJAJ FINANCE LIMITED

## Top 20 investors and their holdings



S.No	Name of Shareholder	As on 30 Sep 23	As on 30 Jun 24	As on 30 Sep 24
1	BAJAJ FINSERV LTD	52.45%	51.34%	51.34%
2	MAHARASHTRA SCOOTERS LIMITED	3.13%	3.07%	3.07%
3	GOVERNMENT OF SINGAPORE	3.35%	3.29%	3.06%
4	LIFE INSURANCE CORPORATION OF INDIA	0.36%	1.04%	1.18%
5	SBI NIFTY 50 ETF	0.82%	0.82%	0.83%
6	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED	0.78%	0.78%	0.72%
7	LIFE INSURANCE CORPORATION OF INDIA - P & GS FUND	0.19%	0.42%	0.68%
8	SBI BSE SENSEX ETF	0.57%	0.59%	0.60%
9	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	0.54%	0.56%	0.56%
10	GOVERNMENT PENSION FUND GLOBAL	0.41%	0.46%	0.56%
11	SBI EQUITY HYBRID FUND	0.50%	0.53%	0.53%
12	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUND	0.55%	0.53%	0.52%
13	SBI LIFE INSURANCE CO. LTD	0.52%	0.48%	0.49%
14	AXIS MUTUAL FUND TRUSTEE LIMITED A/C AXIS MUTUAL FUND A/C AXIS BLUECHIP FUND	0.59%	0.40%	0.40%
15	ISHARES CORE MSCI EMERGING MARKETS ETF	0.41%	0.40%	0.40%
16	FIDELITY INVESTMENT TRUST FIDELITY SERIES EMERGING MARKETS OPPORTUNITIES FUND	0.35%	0.37%	0.37%
17	AXIS ELSS TAX SAVER FUND	0.61%	0.41%	0.36%
18	ST. JAMES'S PLACE EMERGING MARKETS EQUITY UNIT TRUST MANAGED BY WASATCH ADVISORS INC	0.20%	0.30%	0.35%
19	DF INTERNATIONAL PARTNERS II LLC	0.00%	0.34%	0.34%
20	SBI FOCUSED EQUITY FUND	0.35%	0.34%	0.34%

Above shareholding is as of 30 September 2024

# 17-years financial snapshot - Consolidated

## BAJAJ FINANCE LIMITED

₹ in crore

Financials snapshot <sup>@</sup>	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	CAGR (17 yrs.)
Loans booked (MM)	1.0	0.6	0.9	1.6	2.2	2.8	3.4	4.9	6.8	10.1	15.3	23.5	27.4	16.9	24.7	29.6	36.2	25%
Customer franchise (MM)	0.8	1.2	1.9	3.0	4.7	6.7	9.3	12.9	16.1	20.1	26.2	34.5	42.6	48.6	57.6	69.1	83.6	34%
AUM (₹ '000 Cr)	2.5	2.5	4.0	7.6	13.1	17.5	24.1	32.4	44.2	60.2	82.4	115.9	147.2	152.9	197.5	247.4	330.6	36%
Total income	503	599	916	1,406	2,172	3,110	4,073	5,418	7,333	9,989	12,757	18,500	26,386	26,683	31,648	41,418	54,983	34%
Interest expenses	170	164	201	371	746	1,206	1,573	2,248	2,927	3,803	4,614	6,623	9,473	9,414	9,754	12,560	18,725	34%
Net total income (NTI)	332	435	715	1,035	1,426	1,904	2,500	3,170	4,406	6,186	8,143	11,877	16,913	17,269	21,894	28,858	36,258	34%
Operating expenses	193	220	320	460	670	850	1,151	1,428	1,898	2,564	3,270	4,197	5,662	5,308	7,587	10,142	12,325	30%
Loan losses & provision	109	164	261	205	154	182	258	385	543	804	1,030	1,501	3,929	5,969	4,803	3,190	4,631	26%
Profit before tax	30	51	134	370	602	872	1,091	1,357	1,965	2,818	3,843	6,179	7,322	5,992	9,504	15,528	19,310	50%
Profit after tax	21	34	89	247	406	591	719	898	1,279	1,837	2,496	3,995	5,264	4,420	7,028	11,508	14,451	50%
Ratios	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	
Opex to NTI	58.1%	50.6%	44.8%	44.4%	47.0%	44.6%	46.0%	45.0%	43.1%	41.4%	40.2%	35.3%	33.5%	30.7%	34.7%	35.1%	34.0%	
Loan loss to avg. AUF	3.58%	4.89%	7.05%	3.63%	1.58%	1.25%	1.30%	1.42%	1.47%	1.61%	1.50%	1.55%	3.10%	4.14%	2.84%	1.47%	1.63%	
Return on assets	0.7%	1.4%	2.8%	4.4%	4.2%	4.1%	3.6%	3.3%	3.5%	3.7%	3.7%	4.2%	4.1%	3.1%	4.2%	5.3%	5.1%	
Return on equity	2.0%	3.2%	8%	19.7%	24.0%	21.9%	19.5%	20.4%	20.9%	21.6%	20.1%	22.5%	20.2%	12.8%	17.4%	23.5%	22.1%	
Net NPA *	7%	5.50%	2.20%	0.80%	0.12%	0.19%	0.28%	0.45%	0.28%	0.44%	0.43%	0.63%	0.65%	0.75%	0.68%	0.34%	0.37%	
Provisioning coverage	30%	32%	55%	79%	89%	83%	76%	71%	77%	74%	70%	60%	60%	58%	58%	64%	57%	
CRAR (standalone)	40.7%	38.4%	25.9%	20.0%	17.5%	21.9%	19.1%	18.0%	19.5%	20.3%	24.7%	20.7%	25.0%	28.3%	27.2%	25.0%	22.5%	
Leverage ratio	2.6	2.5	3.8	5.9	6.4	5.3	6.2	6.8	6.3	6.6	5.4	6.3	5.1	4.7	4.9	5.1	4.9	

<sup>@</sup> All figures till FY17 are as per previous GAAP on standalone basis. All figures from FY18 onwards are as per Ind AS and on consolidated basis.

\* As per the RBI regulations, NNPA numbers up to FY15 are at 6 months overdue, FY16 are at 5 months overdue, FY17 are at 4 months overdue, FY18 to Nov'21 are at 3 months overdue and Dec'21 onwards are at 91 days past due. Hence NPA across periods are not comparable.

# 7-years financial snapshot – BHFL

# BAJAJ FINANCE LIMITED

₹ in crore

Financials snapshot	FY18	FY19	FY20	FY21	FY22	FY23	FY24	CAGR (7 yrs.)
AUM (₹ '000 Cr)	3.57	17.56	32.71	38.87	53.32	69.23	91.37	72%
Total income	106	1,156	2,646	3,155	3,767	5,665	7,617	104%
Interest expenses	47	685	1,616	1,966	2,155	3,211	4,692	115%
Net total income (NTI)	59	471	1,030	1,189	1,612	2,454	2,925	92%
Operating expenses	44	297	339	329	471	630	703	59%
Loan losses & provision	4	25	124	247	181	124	61	57%
Profit before tax	11	149	567	613	960	1,700	2,161	141%
Profit after tax	10	110	421	453	710	1,258	1,731	136%
Ratios	FY18	FY19	FY20	FY21	FY22	FY23	FY24	
Opex to NTI	74.6%	63.1%	32.9%	27.7%	29.2%	25.7%	24.0%	
Loan loss to avg. AUF	0.22%	0.24%	0.55%	0.80%	0.45%	0.23%	0.09%	
Return on assets	0.6%	1.1%	1.9%	1.5%	1.8%	2.3%	2.4%	
Return on equity	1.1%	4.2%	9.1%	7.8%	11.1%	14.6%	15.2%	
Gross NPA	0.00%	0.05%	0.08%	0.35%	0.31%	0.22%	0.27%	
Net NPA	0.00%	0.04%	0.05%	0.22%	0.14%	0.08%	0.10%	
Provisioning coverage	-	35%	38%	38%	54%	64%	64%	
CRAR (standalone)	45.12%	25.81%	25.15%	21.33%	19.71%	22.97%	21.28%	
Leverage ratio	3.03	5.26	5.62	6.28	7.20	6.16	6.69	
Capital infusion*	1,200	2,000	1,500	-	-	2,500	-	

\* Capital infusion of ₹ 328 crore prior to FY18

## BAJAJ FINANCE LIMITED

Consumer	SME	Commercial	Rural	Deposits	Payments	Partnerships & Services
1. Consumer Durable Loans	1. Unsecured Working Capital Loans	1. Loan against securities	1. Consumer Durable Loans	1. Retail Term Deposits	Issuance	1. Life Insurance Distribution
2. Digital Product Loans		2. IPO financing	2. Digital Product Loans	2. Corporate Term Deposits	1. PPI	2. General Insurance Distribution
3. Lifestyle Product Loans	2. Loans to self-employed and Professionals	3. ESOP financing	3. Lifestyle Product Loans	3. Systematic Deposit Plan	2. UPI	3. Health Insurance Distribution
4. Lifecare financing	3. Business Loans Secured	4. Vendor financing to auto component manufacturers	4. Personal Loans Cross Sell		3. BBPS	4. Pocket Insurance
5. EMI Card	4. Used-car financing	5. Financial Institutions Lending	5. Salaried Personal Loans		4. FASTag	5. RBL Co-Branded Credit Card
6. Retail spend financing	5. Medical equipment financing	6. Light Engineering Lending	6. Gold Loans		5. Bajaj Prime	6. DBS Co-Branded Credit Card
7. 2W and 3W financing	6. Loan against property	7. Specialty Chemicals Lending	7. Loans to Professionals		Acquiring	7. Financial Fitness Report
8. Personal Loan Cross-Sell	7. New car financing	8. Emerging Corporate Lending	8. Microfinance		6. Merchant QR	
9. Salaried Personal Loans	8. Commercial vehicle financing	9. Large Corporate Lending	9. Tractor financing		7. EDC machine	
10. E-Commerce financing	9. <b>Auto leasing</b>		10. <b>Bharat mortgages</b>			
11. Retailer finance						

## BAJAJ HOUSING FINANCE LIMITED

1. Salaried Home Loans	4. Loan Against Property	7. Developer Finance
2. Salaried Loan Against Property	5. Self Employed Home Loans	8. Commercial Construction Finance
3. Near Prime & Affordable housing finance	6. Lease Rental Discounting	9. Corporate Lease Rental Discounting

## BAJAJ FINANCIAL SECURITIES LIMITED

1. Trading Account	4. HNI Broking	7. Distribution of Mutual Funds
2. Depository Services	5. Retail Broking	8. Distribution of PMS
3. Margin Trading Financing	6. IPOs and OFS	9. Proprietary Trading



## Overview

- Focused on Urban, Rural, SME, Commercial and Payments businesses
- Strategic business unit organisation design supported by horizontal common utility functions to drive domain expertise, scalability and operating leverage
- Focused on cross sell, customer experience and product & process innovations to create a differentiated & profitable business model
- AUM of ₹ 2,75,043 crore as of 30 September 2024
- AUM mix as of 30 September 2024 – Urban : Rural : SME : Commercial : Mortgage stood at 44% : 12% : 20% : 15% : 9%
- Profit after tax of ₹ 5,614 crore in Q2 FY25 (including ₹ 2,181 crore exceptional gain net of tax)
- Capital adequacy ratio (including Tier II capital) of 21.69% as of 30 September 2024. Tier I capital stood at 20.90%

## Consumer business

- Present in 1,596 locations with 148K+ active distribution points of sale as of 30 September 2024
- Largest consumer electronics, digital products & lifestyle products lender in India
- 2-wheeler financing business disbursed 163.4K accounts in Q2 FY25 (degrowth of 34% YOY)
- 3-wheeler financing business disbursed 27.8K accounts in Q2 FY25 (degrowth of 53% YOY)
- Amongst the largest personal loan lenders in India

## Payments

- EMI Card franchise stood at 55.3 MM cards in force (CIF) as of 30 September 2024
- Co-branded credit card CIF stood at 4 MM as of 30 September 2024
- Digital app platform has 61.67 MM net users as of 30 September 2024

## Rural business

- Highly diversified lender in rural markets offering 10 loan products across consumer and SME business categories
- Operates with a unique hub and spoke business model
- Present in 2,649 towns and villages with 57K+ active distribution points of sale as of 30 September 2024

# Executive summary – Bajaj Finance

**BAJAJ FINANCE LIMITED**

<b>SME Business</b>	<ul style="list-style-type: none"><li>• Offers unsecured working capital loans to SME and self-employed professionals</li><li>• Secured offerings include enterprise loans against property</li><li>• Focused on accelerating used car financing business</li><li>• Focused on affluent SMEs with established financials &amp; demonstrated borrowing track record</li><li>• Offers medical equipment financing from ₹ 3 Lakh to ₹ 6 crore for medical professionals</li></ul>
<b>Commercial business</b>	<ul style="list-style-type: none"><li>• Offers short, medium and long-term financing to mid market corporates</li><li>• Focused on auto ancillaries, pharma, specialty chemicals, financial institution groups, lease rental discounting and top mid corporate clients in India</li></ul>
<b>Treasury</b>	<ul style="list-style-type: none"><li>• Strategy is to create a balanced mix of wholesale and retail borrowings with a focus on long term borrowings</li><li>• Strategy is that deposits should contribute to 25% of consolidated borrowings</li><li>• In Q2, standalone cost of funds was 7.98%</li><li>• Borrowings stood at ₹ 2,44,708 crore with a mix of 47% : 21% : 5% : 27% between money markets, banks, ECB and deposits as of 30 September 2024</li></ul>
<b>Credit Quality</b>	<ul style="list-style-type: none"><li>• GNPA and NNPA as of 30 September 2024 stood at 1.33% and 0.58% respectively</li><li>• Provisioning coverage ratio as of 30 September 2024 was 57%</li><li>• Provisioning coverage on stage 1 &amp; 2 stood at 117 <i>bps</i> as of 30 September 2024</li></ul>
<b>Credit Rating</b>	<ul style="list-style-type: none"><li>• Credit rating for long term borrowing is AAA/Stable by CRISIL, ICRA, CARE &amp; India Ratings</li><li>• Credit rating for short term borrowing is A1+ by CRISIL, ICRA, CARE &amp; India Ratings</li><li>• Credit rating for FD program is CRISIL AAA (Stable) by CRISIL &amp; ICRA AAA (Stable) by ICRA</li><li>• Long-term issuer credit rating of BBB-/Stable and short-term rating of A-3 by S&amp;P Global ratings</li><li>• Long-term issuer credit rating of Baa3/Stable and short-term rating of P-3 by Moody's ratings</li></ul>
<b>Regulated by</b>	<ul style="list-style-type: none"><li>• Reserve Bank of India</li><li>• Securities and Exchange Board of India</li><li>• Insurance Regulatory Development Authority of India (IRDAI)</li></ul>

## Overview

- Subsidiary of Bajaj Finance Limited
- Independent organisation design having all dedicated functions and units to drive domain expertise, scalability and operating leverage
- Offers full range of mortgage products such as home loans, loan against property and lease rental discounting to salaried & self-employed customers. It also offers construction finance and inventory finance to credit worthy developers
- Focused on mass affluent and above customers (salaried and self employed)
- AUM of ₹ 1,02,569 crore as of 30 September 2024. Profit after tax of ₹ 546 crore in Q2 FY25
- Capital adequacy ratio (including Tier II capital) was 28.98% as of 30 September 2024

## Home Loans

- Offers home loans to salaried customers for an average ticket size of 46 lakh
- Focused on originating home loans at developer points and through distributors
- Focused on home loans – purchase and balance transfer directly as well as through channel partners
- Present in 175 locations as of 30 September 2024
- Home loan mix as of 30 September 2024 – Salaried : Self Employed : Professionals stood at 86% : 10% : 4%

## Loan Against Property

- Offers loan to mass affluent and above self-employed customers for an average ticket size of 60 lakh
- Focused on offering customised propositions to both self employed and salaried customers
- Present in 74 locations as of 30 September 2024

## Lease Rental Discounting

- Offers LRD to high net-worth individuals and developers against commercial property leased to corporate lessees
- Offers construction finance for commercial properties to existing LRD customers
- LRD transactions are backed by rentals through escrow mechanism
- Offers LRD from ₹ 10 crore to ₹ 550 crore
- Present in 15 locations as of 30 September 2024

## Developer Financing

- Offers construction finance and inventory finance mainly to category A and A+ developers in India
- Offers developer financing from ₹ 5 crore to ₹ 500 crore
- Present in 15 locations as of 30 September 2024

## Credit Quality

- GNPA and NNPA as of 30 September 2024 stood at 0.29% and 0.12% respectively

## Treasury

- Strategy is to create a balanced and sustained mix of borrowings
- Borrowings stood at ₹ 74,475 crore with a mix of 44% : 11% : 45% between banks, NHB and money markets as of 30 September 2024

## Credit Rating

- Credit rating for long term borrowing is AAA/Stable by CRISIL & IND AAA/Stable by India Ratings
- Credit rating for short term borrowing is A1+ by CRISIL & IND A1+ by India Ratings

## Regulated by

- Reserve Bank of India and supervised by National Housing Bank
- Securities and Exchange Board of India
- Insurance Regulatory Development Authority of India (IRDAI)

# Executive summary – Bajaj Financial Securities **BAJAJ FINANCE LIMITED**

- A 100% subsidiary of Bajaj Finance Limited
  - Offers a wide range of capital market products - Broking, Depository services, Margin Trade Financing, IPOs and Distribution of Mutual Funds, PMS, and AIF.
- Overview**
- Broking business caters to two different business segments – HNI and Retail
  - Margin Trade Financing (MTF) book as of 30 September 2024 stood at ₹ 5,430 crore
  - Net total income was ₹ 121 crore in Q2 FY25.
  - Profit after tax was ₹ 37 crore in Q2 FY25.

- HNI Broking**
- Business oriented towards delivering relationship-based broking solutions to UHNI & HNI client segment
  - Focused on building MTF relationship. MTF book stood at ₹ 4,814 crore as of 30 September 2024
  - Present in 45 locations as of 30 September 2024
  - Added 7K UHNI/HNI clients in Q2 FY25. Total client base stood at 55K as of 30 September 2024

- Retail Broking**
- Added 70K trading and demat accounts in Q2 FY25 with focus to add accounts with higher propensity to trade.
  - Total retail client base stood at 778K as of 30 September 2024
  - Crossed 1,200+ network of partners and affiliates online accounts
  - Working with 135+ Independent Business Advisor (IBAs)
  - MTF book stood at ₹ 616 crore as of 30 September 2024
  - Focused on driving client activation of Bajaj Broking Platform, activation rate stands at 19%

- Credit Rating**
- Credit rating for long term borrowing is AAA/Stable by CRISIL Ratings
  - Credit rating for short term borrowing is A1+ by CRISIL & IND A1+ by India Ratings

- Regulated by**
- Securities and Exchange Board of India

# **Section 03** **Financial performance**

3.1

Financial statement summary –  
Consolidated

3.2

Financial statement summary –  
Bajaj Finance Limited

3.3

Financial statement summary –  
Bajaj Housing Finance Limited

3.4

Financial statement summary –  
Bajaj Financial Securities Limited

# Financial summary – Consolidated

# BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	Q2 FY25	Q2 FY24	Q-o-Q	H1 FY25	H1 FY24	H-o-H
<b>Assets under management</b>	<b>3,73,924</b>	<b>2,90,264</b>	<b>29%</b>	<b>3,73,924</b>	<b>2,90,264</b>	<b>29%</b>
Assets under finance	3,67,491	2,85,748	29%	3,67,491	2,85,748	29%
Interest income	14,987	11,733	28%	29,036	22,553	29%
Interest expenses	6,149	4,537	36%	11,833	8,640	37%
<b>Net interest income</b>	<b>8,838</b>	<b>7,196</b>	<b>23%</b>	<b>17,203</b>	<b>13,913</b>	<b>24%</b>
Fees and commission income	1,426	1,313	9%	2,951	2,651	11%
Net gain on fair value changes	148	71	108%	252	161	57%
Sale of services & Income on de-recognised loans	175	11	1491%	247	34	626%
Other operating income & other income	359	256	40%	712	485	47%
<b>Net total income</b>	<b>10,946</b>	<b>8,847</b>	<b>24%</b>	<b>21,365</b>	<b>17,244</b>	<b>24%</b>
Operating Expenses	3,639	3,012	21%	7,110	5,866	21%
<b>Pre-provisioning operating profit</b>	<b>7,307</b>	<b>5,835</b>	<b>25%</b>	<b>14,255</b>	<b>11,378</b>	<b>25%</b>
Loan losses and provisions	1,909	1,077	77%	3,594	2,072	73%
Share of profit of associates	3	-	-	6	3	100%
<b>Profit before tax</b>	<b>5,401</b>	<b>4,758</b>	<b>14%</b>	<b>10,667</b>	<b>9,309</b>	<b>15%</b>
<b>Profit after tax</b>	<b>4,014</b>	<b>3,551</b>	<b>13%</b>	<b>7,926</b>	<b>6,988</b>	<b>13%</b>
Attributable to Owners of the Company	4,000	3,551	13%	7,912	6,988	13%
Attributable to Non-controlling Interest	14	-	-	14	-	-
<b>Ratios</b>						
Operating expenses to Net total income	33.2%	34.0%	-	33.3%	34.0%	-
Annualised Loan Loss to Average AUF	2.13%	1.56%	-	2.07%	1.57%	-
Annualised Return on Average AUF	4.48%	5.16%	-	4.57%	5.29%	-
Annualised Return on Average Equity	19.08%	24.10%	-	19.36%	24.47%	-
Earning per share - Basic (₹) (Not annualised)	64.7	58.7	10%	128.0	115.5	11%

# Financial summary – Bajaj Finance

# BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	Q2 FY25	Q2 FY24	Q-o-Q	H1 FY25	H1 FY24	H-o-H
<b>Assets under management</b>	<b>2,75,043</b>	<b>2,14,891</b>	<b>28%</b>	<b>2,75,043</b>	<b>2,14,891</b>	<b>28%</b>
Assets under finance	2,72,191	2,13,210	28%	2,72,191	2,13,210	28%
Interest income	12,598	9,884	27%	24,447	18,991	29%
Interest expenses	4,544	3,352	36%	8,746	6,364	37%
<b>Net interest income</b>	<b>8,054</b>	<b>6,532</b>	<b>23%</b>	<b>15,701</b>	<b>12,627</b>	<b>24%</b>
Fees and commission income	1,337	1,254	7%	2,764	2,538	9%
Net gain on fair value changes	95	29	228%	137	73	88%
Sale of services & Income on de-recognised loans	116	4	2800%	185	10	1750%
Other operating income & other income	345	241	43%	685	464	48%
<b>Net total income</b>	<b>9,947</b>	<b>8,060</b>	<b>23%</b>	<b>19,472</b>	<b>15,712</b>	<b>24%</b>
Operating Expenses	3,397	2,810	21%	6,648	5,470	22%
<b>Pre-provisioning operating profit</b>	<b>6,550</b>	<b>5,250</b>	<b>25%</b>	<b>12,824</b>	<b>10,242</b>	<b>25%</b>
Loan losses and provisions	1,903	1,059	80%	3,575	2,047	75%
<b>Profit before exceptional gain and tax</b>	<b>4,647</b>	<b>4,191</b>	<b>11%</b>	<b>9,249</b>	<b>8,195</b>	<b>13%</b>
Exceptional gain (on sale of BHFL shares)	2,544	-		2,544	-	
<b>Profit before tax</b>	<b>7,191</b>	<b>4,191</b>	<b>72%</b>	<b>11,793</b>	<b>8,195</b>	<b>44%</b>
<b>Profit after tax</b>	<b>5,614</b>	<b>3,106</b>	<b>81%</b>	<b>9,015</b>	<b>6,065</b>	<b>49%</b>
<b>Ratios</b>						
Operating expenses to Net total income	34.2%	34.9%		34.1%	34.8%	
Annualised Loan Loss to Average AUF	2.86%	2.06%		2.77%	2.09%	
Annualised Return on Average AUF	8.44%	6.05%		7.00%	6.18%	
Annualised Return on Average Equity	28.99%	22.44%		23.85%	22.55%	
Earning per share - Basic (₹) (Not annualised)	90.8	51.3	77%	145.8	100.2	46%
Annualised Return on Average AUF (excl. OFS gain)	5.16%	6.05%		5.30%	6.18%	
Annualised Return on Average Equity (excl. OFS gain)	17.98%	22.44%		18.34%	22.55%	



# Financial summary – Bajaj Housing Finance

# BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	Q2 FY25	Q2 FY24	Q-o-Q	H1 FY25	H1 FY24	H-o-H
<b>Assets under management</b>	<b>1,02,569</b>	<b>81,215</b>	<b>26%</b>	<b>1,02,569</b>	<b>81,215</b>	<b>26%</b>
Assets under finance	89,878	70,954	27%	89,878	70,954	27%
Interest income	2,227	1,782	25%	4,290	3,449	24%
Interest expenses	1,514	1,150	32%	2,912	2,213	32%
<b>Net interest income</b>	<b>713</b>	<b>632</b>	<b>13%</b>	<b>1,378</b>	<b>1,236</b>	<b>11%</b>
Fees and commission income	45	31	45%	101	64	58%
Net gain on fair value changes	45	35	29%	96	71	35%
Sale of services & Income on de-recognised loans	81	51	59%	107	75	43%
Other operating income & other income	13	12	8%	25	16	56%
<b>Net total income</b>	<b>897</b>	<b>761</b>	<b>18%</b>	<b>1,707</b>	<b>1,462</b>	<b>17%</b>
Operating Expenses	184	168	10%	355	336	6%
<b>Pre-provisioning operating profit</b>	<b>713</b>	<b>593</b>	<b>20%</b>	<b>1,352</b>	<b>1,126</b>	<b>20%</b>
Loan losses and provisions	5	18	(72%)	15	25	(40%)
<b>Profit before tax</b>	<b>708</b>	<b>575</b>	<b>23%</b>	<b>1,337</b>	<b>1,101</b>	<b>21%</b>
<b>Profit after tax</b>	<b>546</b>	<b>451</b>	<b>21%</b>	<b>1,028</b>	<b>913</b>	<b>13%</b>
<b>Ratios</b>						
Operating expenses to Net total income	20.5%	22.1%		20.7%	23.0%	
Annualised Loan Loss to Average AUF	0.02%	0.10%		0.04%	0.08%	
Annualised Return on Average AUF	2.49%	2.63%		2.43%	2.74%	
Annualised Return on Average Equity	13.03%	16.12%		13.26%	16.66%	
Earning per share – Basic (₹) (Not annualised)	0.69	0.67	3%	1.31	1.36	(4%)

# Financial summary – Bajaj Financial Securities

# BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	Q2 FY25	Q2 FY24	Q-o-Q	H1 FY25	H1 FY24	H-o-H
<b>Assets under finance (MTF book)</b>	<b>5,430</b>	<b>2,056</b>	<b>164%</b>	<b>5,430</b>	<b>2,056</b>	<b>164%</b>
Interest income	157	68	131%	291	111	162%
Interest expenses	93	41	127%	179	68	163%
<b>Net interest income</b>	<b>64</b>	<b>27</b>	<b>137%</b>	<b>112</b>	<b>43</b>	<b>160%</b>
Fees and commission income	48	31	55%	90	52	73%
Net gain on fair value changes	8	7	14%	18	17	6%
Others <sup>^</sup>	1	3	(67%)	3	3	0%
<b>Net total income</b>	<b>121</b>	<b>68</b>	<b>78%</b>	<b>223</b>	<b>115</b>	<b>94%</b>
Operating Expenses	69	50	38%	134	91	47%
<b>Pre-provisioning operating profit</b>	<b>52</b>	<b>18</b>	<b>189%</b>	<b>89</b>	<b>24</b>	<b>271%</b>
Loan losses and provisions	1	1	0%	1	1	0%
<b>Profit before tax</b>	<b>51</b>	<b>17</b>	<b>200%</b>	<b>88</b>	<b>23</b>	<b>283%</b>
<b>Profit after tax</b>	<b>37</b>	<b>13</b>	<b>185%</b>	<b>68</b>	<b>18</b>	<b>278%</b>
<b>Ratios</b>						
Operating expenses to Net total income	57.0%	73.5%		60.1%	79.1%	
Annualised Return on Average Equity	12.38%	7.20%		12.36%	4.91%	
Earning per share – Basic (₹) (Not annualised)	0.39	0.20	95%	0.76	0.28	171%

<sup>^</sup> Others include dividend income, other operating income and other income



# Section 04

## Asset liability management

4.1

Conservative leverage standards – Consolidated

4.2

Resilient business model – Consolidated

4.3

Behaviouralized ALM – Bajaj Finance Limited

4.4

Behaviouralized ALM – Bajaj Housing Finance Limited

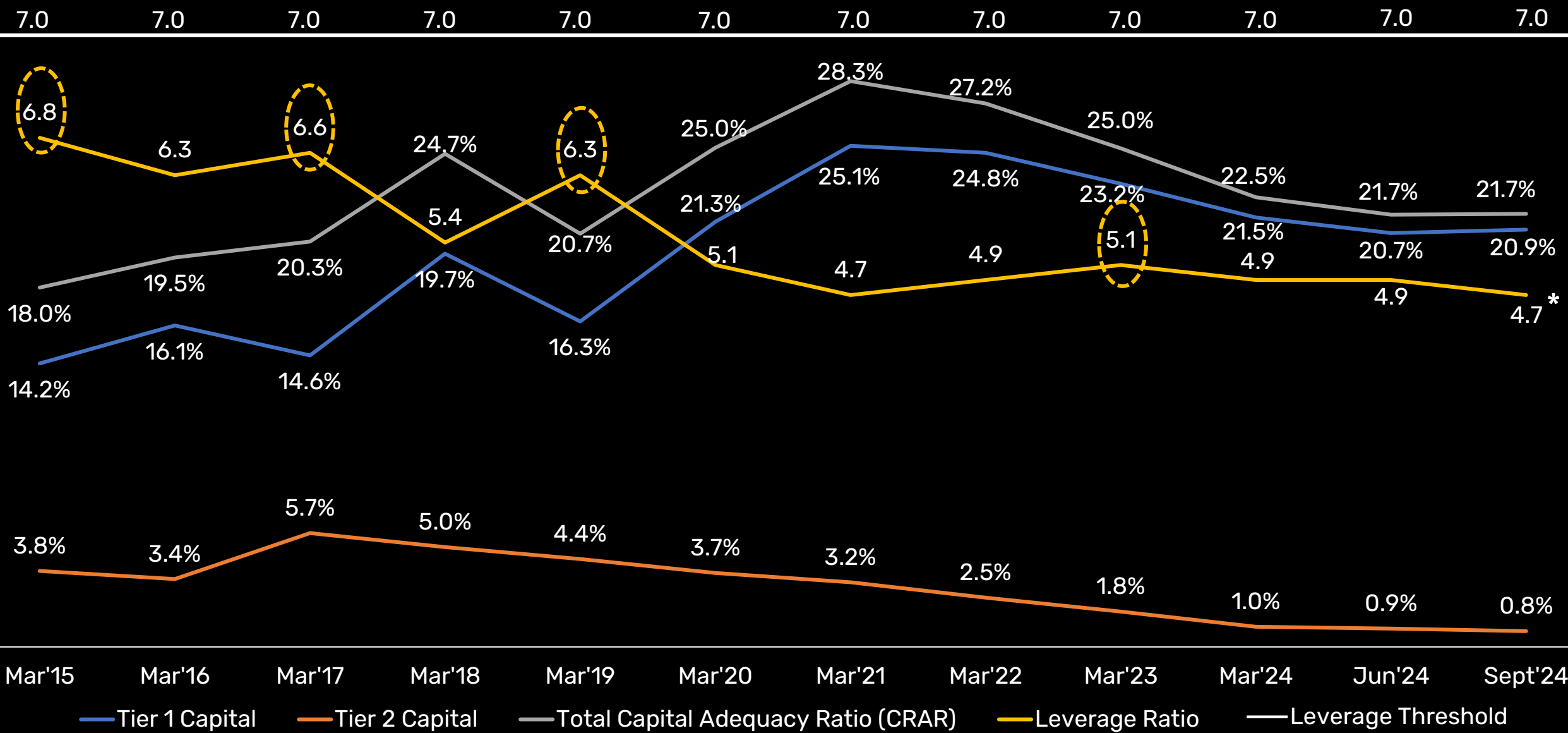
4.5

Disciplined ALM Management – Bajaj Finance Limited

4.6

Consolidated liability mix

# Conservative leverage standards



\*Standalone leverage is approximately 4.2X as of 30 Sep 2024

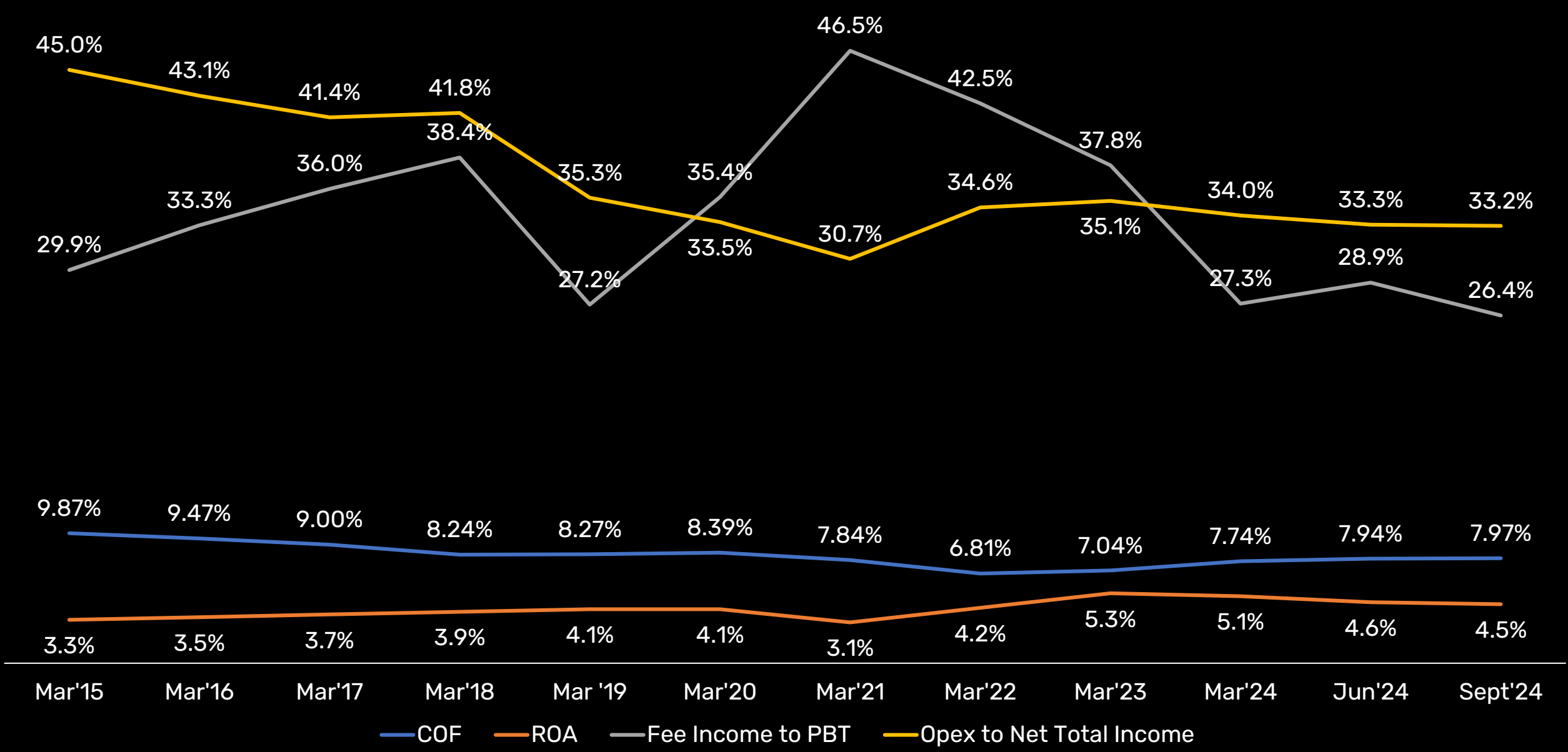
Capital Adequacy Ratios (CRAR) are on standalone basis

@All figures till FY18 are as per Previous GAAP and from Mar'19 onwards numbers are as per Ind AS

Denotes point at which the Company initiated its capital raising plan

# Resilient business model – Consolidated

**BAJAJ FINANCE LIMITED**



@All figures till FY18 are as per Previous GAAP and from Mar'19 onwards numbers are as per Ind AS. Jun'24 & Sep'24 figures are for the quarter.

Behaviouralized ALM as of 30 Sep 2024 – BFL											BAJAJ FINANCE LIMITED
											₹ in Crore
Particulars,	1-7 D	8-14 D	15-30 D	>1-2 M	>2-3 M	>3-6 M	>6 M-1 Y	>1-3 Y	>3-5 Y	>5 Y	Total
Cash & Investments	21,328	1	4,705	79	27	587	4,909	3,948	599	12,426	48,609
Advances	10,806	2,675	6,760	14,171	13,710	34,018	53,195	1,00,265	27,653	18,838	2,82,092
Other inflows	12,163	217	877	558	146	469	556	838	561	4,605	20,989
Total Inflows (A)	44,297	2,893	12,342	14,807	13,883	35,074	58,660	1,05,051	28,814	35,869	3,51,690
<b>Cumulative Total Inflows (B)</b>	<b>44,297</b>	<b>47,190</b>	<b>59,532</b>	<b>74,339</b>	<b>88,223</b>	<b>1,23,296</b>	<b>1,81,956</b>	<b>2,87,008</b>	<b>3,15,821</b>	<b>3,51,690</b>	
Borrowings	1,522	1,367	3,791	3,978	2,118	11,006	24,529	74,178	27,904	28,588	1,78,981
Capital Reserves and Surplus	-	-	-	-	-	-	-	-	-	79,210	79,210
Other Outflows	15,334	1,169	4,145	4,952	3,417	9,475	13,483	30,418	8,729	2,377	93,500
Total Outflows (C)	16,856	2,536	7,936	8,929	5,536	20,481	38,012	1,04,596	36,633	1,10,175	3,51,690
<b>Cumulative Total Outflows (D)</b>	<b>16,856</b>	<b>19,392</b>	<b>27,328</b>	<b>36,258</b>	<b>41,793</b>	<b>62,274</b>	<b>1,00,286</b>	<b>2,04,882</b>	<b>2,41,515</b>	<b>3,51,690</b>	
Mismatch (E = A - C)	27,441	357	4,406	5,878	8,348	14,593	20,648	456	(7,819)	(74,306)	
<b>Cumulative mismatch (F = B-D)</b>	<b>27,441</b>	<b>27,798</b>	<b>32,204</b>	<b>38,082</b>	<b>46,430</b>	<b>61,022</b>	<b>81,670</b>	<b>82,126</b>	<b>74,306</b>	<b>0</b>	
<b>Cumulative mismatch as % (F/D)</b>	<b>163%</b>	<b>143%</b>	<b>118%</b>	<b>105%</b>	<b>111%</b>	<b>98%</b>	<b>81%</b>	<b>40%</b>	<b>31%</b>	<b>0%</b>	
Permissible cumulative gap %	(10%)	(10%)	(20%)								
Additional borrowings possible			47,087								
In Q2, daily average LCR was 286% as against regulatory requirement of 85%											38

# Behaviouralized ALM as of 30 Sep 2024 – BHFL BAJAJ FINANCE LIMITED

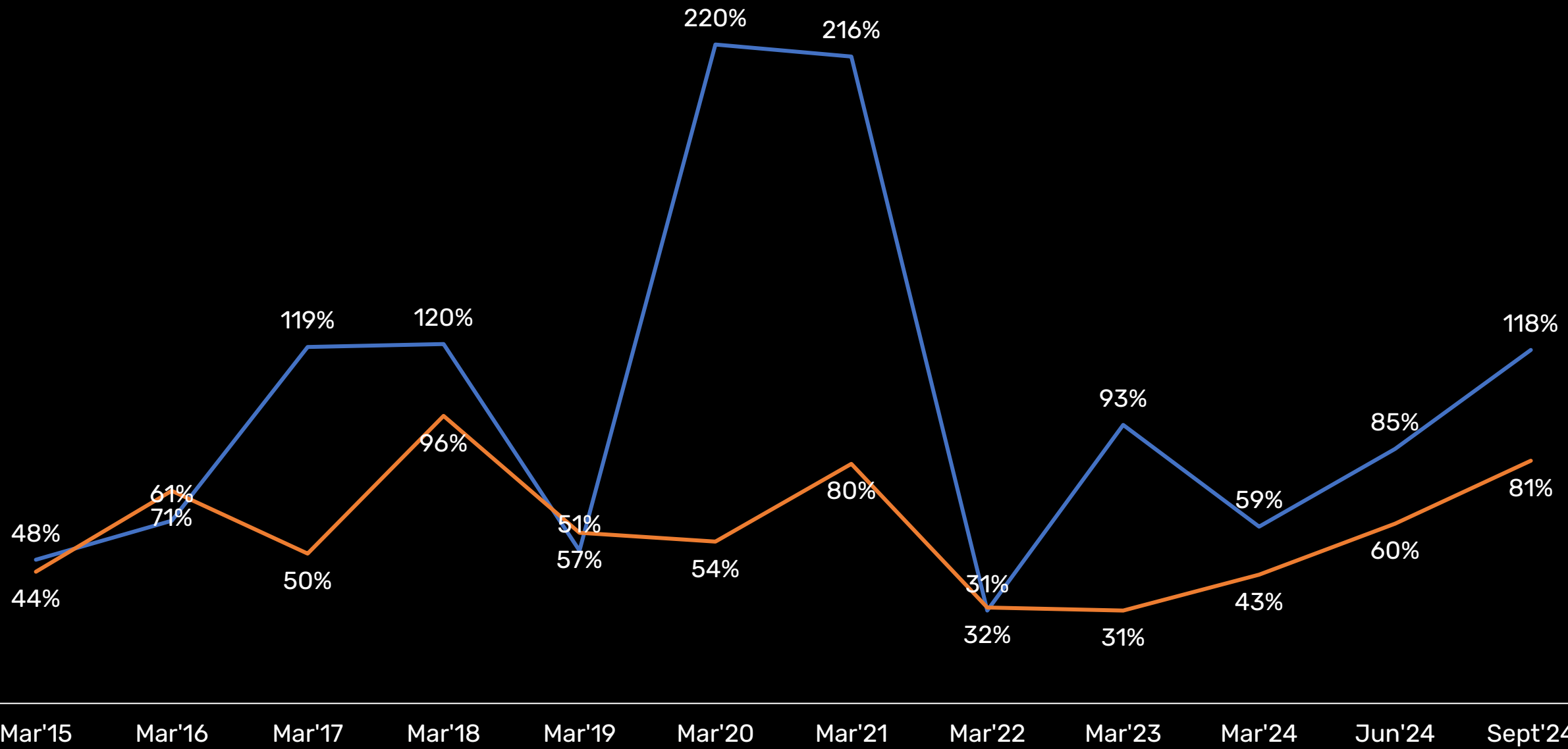
₹ in Crore

Particulars	1-7 D	8-14 D	15-30 D	>1-2 M	>2-3 M	>3-6 M	>6 M-1 Y	>1-3 Y	>3-5 Y	>5 Y	Total
Cash & Investments	86	6	1515	-	10	-	670	-	935	-	3,222
Advances	951	643	843	1815	1782	5112	9084	26872	15629	27147	89,878
Other inflows	150	200	34	388	1013	2433	3168	5964	3101	11715	28,166
<b>Total Inflows (A)</b>	<b>1,187</b>	<b>849</b>	<b>2,392</b>	<b>2,203</b>	<b>2,805</b>	<b>7,545</b>	<b>12,922</b>	<b>32,836</b>	<b>19,665</b>	<b>38,862</b>	<b>1,21,266</b>
<b>Cumulative Total Inflows (B)</b>	<b>1,187</b>	<b>2,036</b>	<b>4,428</b>	<b>6,631</b>	<b>9,436</b>	<b>16,981</b>	<b>29,903</b>	<b>62,739</b>	<b>82,404</b>	<b>1,21,266</b>	
Borrowings	-	-	92	188	1,318	4,124	7,138	32,165	14,871	14,579	74,475
Capital Reserves and Surplus	-	-	-	-	-	-	-	-	-	18,785	18,785
Other Outflows	824	700	1,052	894	1,081	2,840	7,341	9,637	348	3,289	28,006
<b>Total Outflows (C)</b>	<b>824</b>	<b>700</b>	<b>1,144</b>	<b>1,082</b>	<b>2,399</b>	<b>6,964</b>	<b>14,479</b>	<b>41,802</b>	<b>15,219</b>	<b>36,653</b>	<b>1,21,266</b>
<b>Cumulative Total Outflows (D)</b>	<b>824</b>	<b>1,524</b>	<b>2,668</b>	<b>3,750</b>	<b>6,149</b>	<b>13,113</b>	<b>27,592</b>	<b>69,394</b>	<b>84,613</b>	<b>1,21,266</b>	
Mismatch (E = A - C)	363	149	1,248	1,121	406	581	(1,557)	(8,966)	4,446	2,209	
<b>Cumulative mismatch (F = B-D)</b>	<b>363</b>	<b>512</b>	<b>1,760</b>	<b>2,881</b>	<b>3,287</b>	<b>3,868</b>	<b>2,311</b>	<b>(6,655)</b>	<b>(2,209)</b>	<b>-</b>	
<b>Cumulative mismatch as % (F/D)</b>	<b>44%</b>	<b>34%</b>	<b>66%</b>	<b>77%</b>	<b>53%</b>	<b>29%</b>	<b>8%</b>	<b>(10%)</b>	<b>(3%)</b>	<b>0%</b>	
Permissible cumulative gap %	(10%)	(10%)	(20%)								
Additional borrowings possible			2,857								

In Q2, daily average LCR was 221% as against regulatory requirement of 85%

# Disciplined ALM Management - BFL

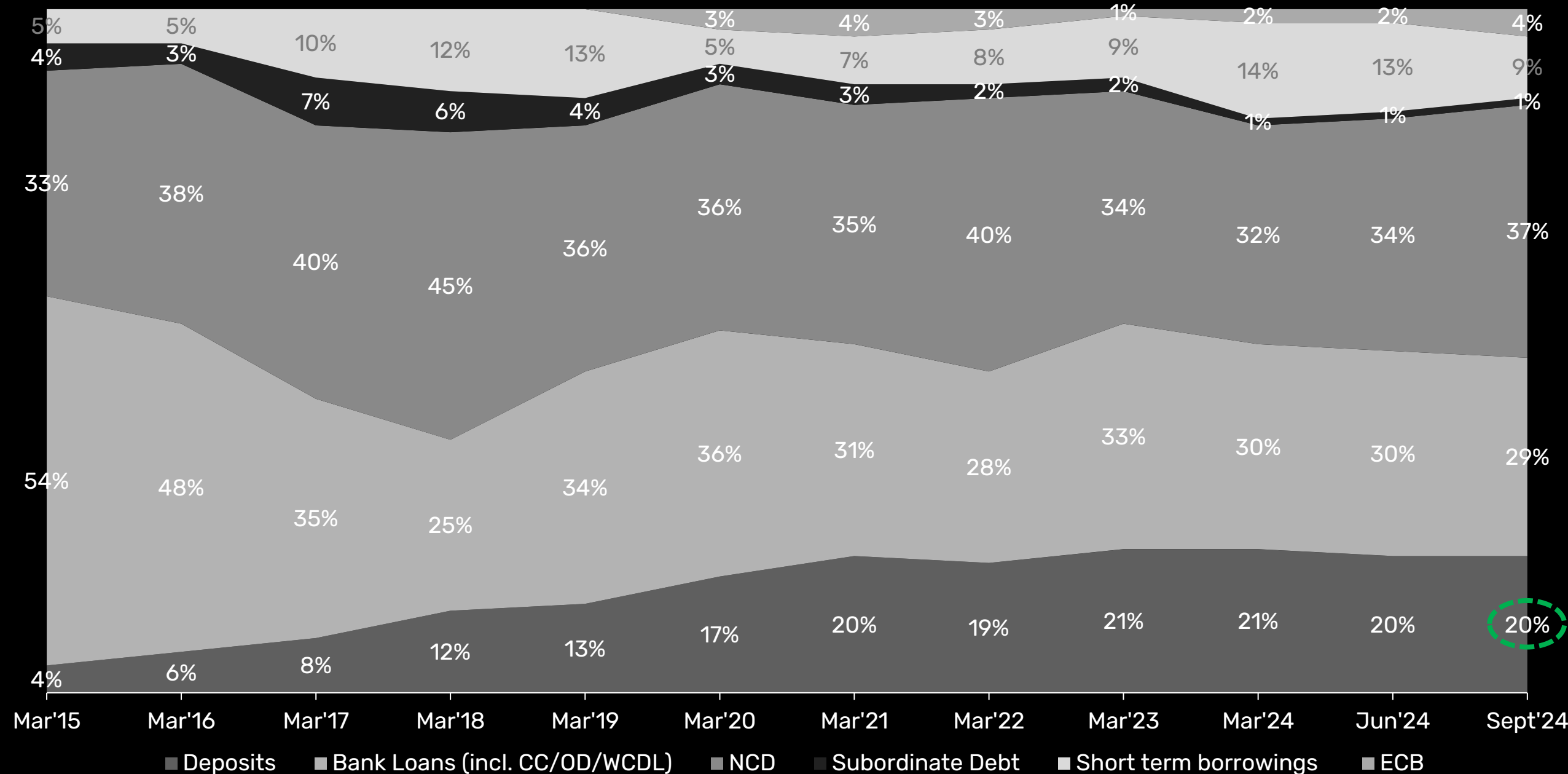
Cumulative gap upto 1 month      Cumulative gap upto 12 month





# Consolidated liability mix

**BAJAJ FINANCE LIMITED**



All figures till FY18 are as per Previous GAAP and Mar'19 onwards numbers are as per Ind AS



## Section 05

# Customer franchise and distribution reach

5.1

Customer franchise

5.2

Product per customer

5.3

Geographic presence

5.4

Strong distribution reach

# Customer franchise

# BAJAJ FINANCE LIMITED

**Q2 FY24**

**Q2 FY25**

**Q1 FY25**

76.56 MM

Total Franchise

92.09 MM

88.11 MM

59.68 MM

Credit segment filter

76.17 MM

73.28 MM

57.94 MM

Overall Cross sell franchise

73.74 MM

70.88 MM

51.31 MM

Non delinquent customers

65.82 MM

62.98 MM

46.67 MM  
(61.0%)\*

Cross sell franchise

57.70 MM  
(62.7%)\*

55.14 MM  
(62.6%)\*

## Customer Franchise addition

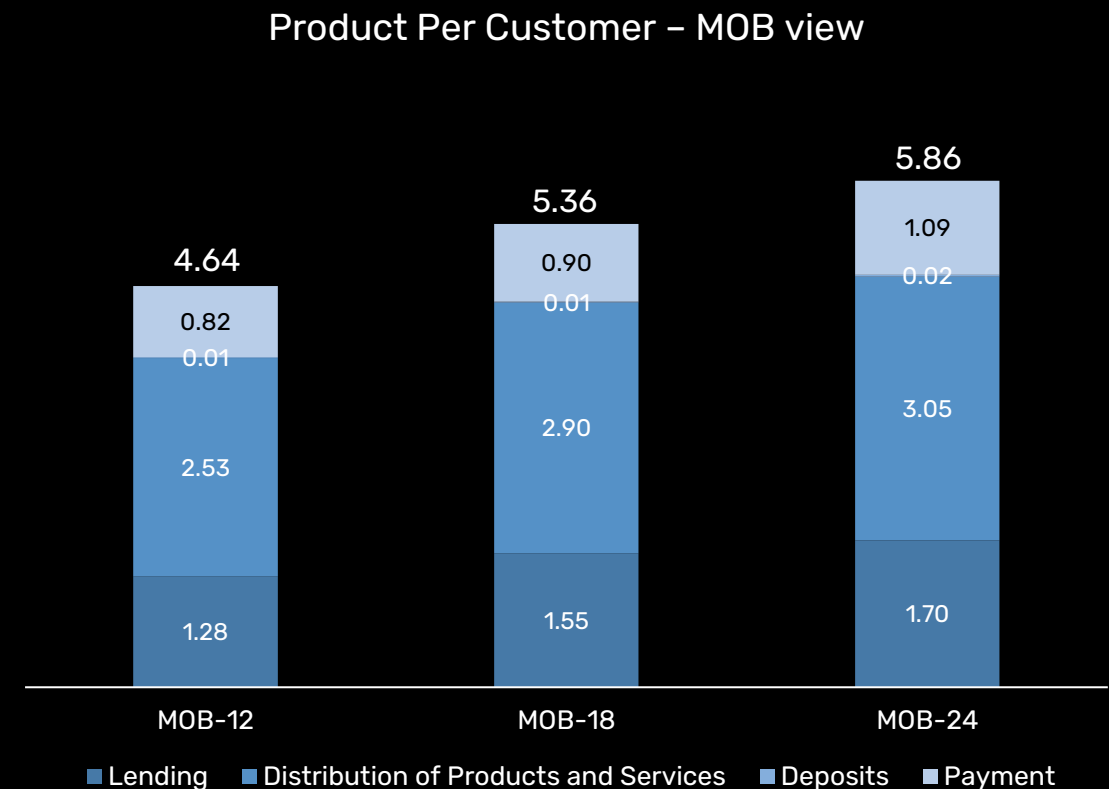
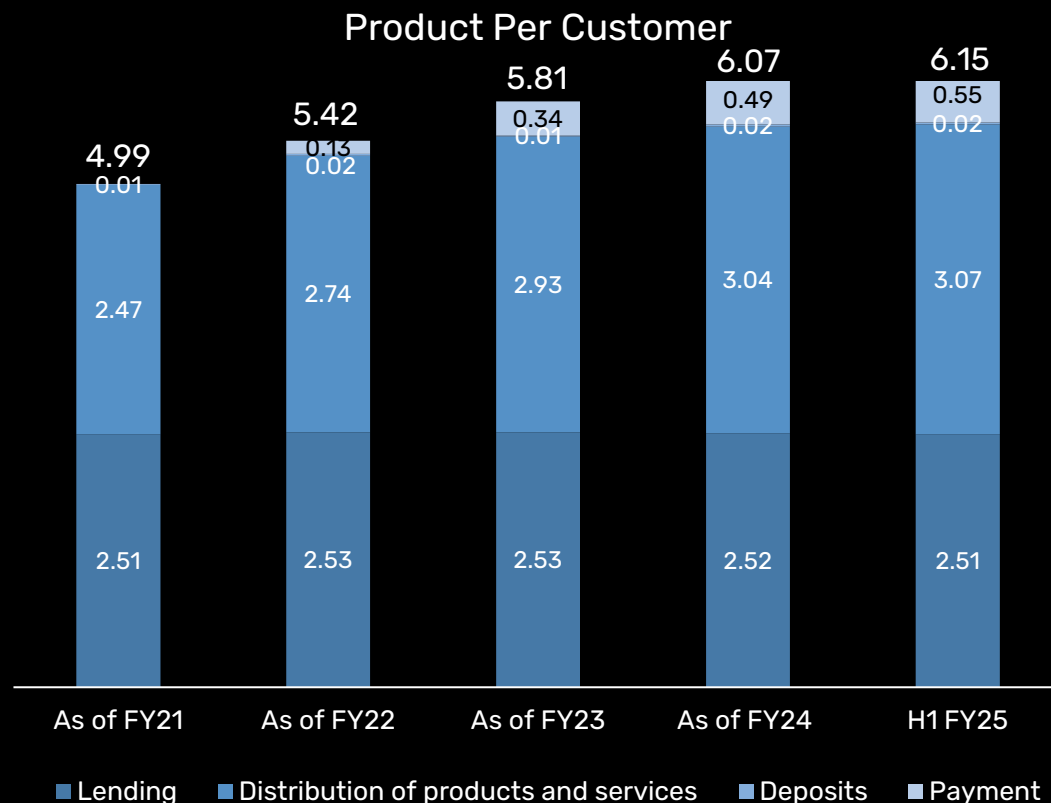


\*Represents cross sell franchise as a % of total franchise

# Product Per Customer (PPC)

Product Per Customer (PPC) is a business metric used to determine average number of products or services (active or closed) a customer has availed over the lifetime with BFL. Product offerings are classified into 4 product segments:

1. Lending: All lending products of the Company
2. Distribution of products and services: All value-added products and services of BFL and partners
3. Deposits: Fixed Deposits, Systematic Deposit Plan
4. Payments: UPI, PPI, BBPS, Merchant QR, FASTag



# Geographic presence



<b>Geographic Presence</b>	30 Sep 2021	30 Sep 2022	30 Sep 2023	31 Dec 2023	31 Mar 2024	30 Jun 2024	30 Sep 2024
Urban lending locations	1,368	1,372	1,469	1,538	1,569	1,585	1,596
Rural lending locations	1,961	2,313	2,465	2,554	2,576	2,617	2,649
Total Bajaj Finance presence	3,329	3,685	3,934	4,092	4,145	4,202	4,245
Net additions in the period	688	356	249	158	53	57	43

# Strong distribution reach

# BAJAJ FINANCE LIMITED

Active distribution	30 Sep 2021	30 Sep 2022	30 Sep 2023	31 Dec 2023	31 Mar 2024	30 Jun 2024	30 Sep 2024
Consumer durable stores – Urban	28,000+	31,400+	38,850+	40,150+	42,000+	44,200+	45,300+
Consumer durable stores – Rural	25,600+	33,500+	43,350+	46,300+	49,050+	53,050+	56,650+
Digital product stores	27,600	31,400+	37,100+	38,750+	40,250+	41,800+	43,700+
Lifestyle retail stores	9,700+	11,500+	14,650+	16,050+	16,900+	17,300+	18,200+
EMI card – retail spends stores	15,400+	20,800+	26,450+	27,650+	28,250+	29,100+	29,950+
Bajaj Auto dealers, sub-dealers & ASSC	5,900+	5,700+	5,400+	5,550+	3,450+	3,150+	2,450+
Non-captive 2W dealers, sub-dealers & ASSC	-	1,150+	4,650+	5,200+	5,350+	5,450+	6,800+
New Auto dealers	-	-	1,750+	1,350+	1,750+	2,000+	2,250+
Commercial Vehicle	-	-	-	-	-	50+	50+
Tractor Finance dealers	-	-	-	-	1,150+	1,400+	750+
DSA/Independent Financial Agents	7,500+	7,500+	8,900+	9,600+	10,100+	9,700+	9,700+
<b>Overall active distribution network</b>	<b>1,19,900+</b>	<b>1,43,300+</b>	<b>1,81,100+</b>	<b>1,90,600+</b>	<b>1,98,250+</b>	<b>2,07,200+</b>	<b>2,15,800+</b>
<b>Net addition in the period</b>	<b>5,500</b>	<b>23,400</b>	<b>37,800</b>	<b>9,500</b>	<b>7,650</b>	<b>8,950</b>	<b>8,600</b>



## Section 06

# Business Segment wise AUM

6.1

Business segment wise AUM -  
Consolidated

6.2

Business segment wise AUM -  
Consolidated Mortgages and BHFL

# Business segment wise AUM - Consolidated

**BAJAJ FINANCE LIMITED**

₹ in Crore

Particulars	Consolidated as of 30 Sep 2023	BFL as of 30 Sep 2024	BHFL as of 30 Sep 2024	Consolidated as of 30 Sep 2024	Growth YoY	Composition as of 30 Sep 2023	Composition as of 30 Sep 2024
Two & Three-wheeler Finance	16,548	18,960	-	18,960	15%	5.7%	5.1%
Urban Sales Finance	22,973	27,169	-	27,169	18%	7.9%	7.3%
Urban B2C Loans	58,178	75,615	1,624	77,239	33%	20.0%	20.7%
Rural Sales Finance	5,534	7,280	-	7,280	32%	1.9%	1.9%
Rural B2C Loans	17,105	18,815	-	18,815	10%	5.9%	5.0%
Gold Loans	3,658	6,363	-	6,363	74%	1.3%	1.7%
SME lending	34,439	44,261	121	44,382	29%	11.9%	11.9%
Car Loans	4,351	9,906	-	9,906	128%	1.5%	2.6%
Commercial Lending	19,558	24,615	-	24,615	26%	6.7%	6.6%
Loan Against Securities*	16,986	17,929	-	23,359	38%	5.9%	6.2%
Mortgages	90,934	24,130	1,00,824	1,15,836	27%	31.3%	31.0%
<b>Total</b>	<b>2,90,264</b>	<b>2,75,043</b>	<b>1,02,569</b>	<b>3,73,924</b>	<b>29%</b>	<b>100%</b>	<b>100%</b>
Co-brand Credit Card CIF	3.82 MM			4.00 MM	5%		
EMI Card CIF **	41.9 MM			55.3 MM	32%		

\*Loan against securities book includes Margin Trade Finance (MTF) book | \*\* Impacted due to embargo on Insta EMI card transactions



# Business segment wise AUM - Mortgages

**BAJAJ FINANCE LIMITED**

₹ in Crore

Particulars	AUM as of 30 Sep 2023	AUM as of 30 Sep 2024	Growth YoY	Composition as of 30 Sep 2023	Composition as of 30 Sep 2024
<b>Consolidated mortgages</b>					
Home Loans	48,858	59,805	22%	53.8%	51.6%
Loan Against Property	17,472	22,918	31%	19.2%	19.8%
Lease Rental Discounting	16,927	21,139	25%	18.6%	18.3%
Developer Finance	7,677	11,974	56%	8.4%	10.3%
<b>Total</b>	<b>90,934</b>	<b>1,15,836</b>	<b>27%</b>	<b>100%</b>	<b>100%</b>
<b>Bajaj Housing Finance Limited</b>					
Home Loans	47,469	58,661	24%	58.4%	57.2%
Loan Against Property	8,529	10,044	18%	10.5%	9.8%
Lease Rental Discounting	15,782	20,144	28%	19.4%	19.6%
Developer Finance	7,677	11,974	56%	9.5%	11.7%
Other Loans	1,758	1,746	(1%)	2.2%	1.7%
<b>Total</b>	<b>81,215</b>	<b>1,02,569</b>	<b>26%</b>	<b>100%</b>	<b>100%</b>

 **Section 07**  
**Update on credit quality**

7.1

Provisioning Coverage - Consolidated

7.2

Stagewise ECL provisioning - Consolidated

7.3

Provisioning Coverage - BHFL

7.4

Stagewise ECL provisioning - BHFL

7.5

Portfolio credit quality - Consolidated

# Provisioning Coverage - Consolidated

**BAJAJ FINANCE LIMITED**

₹ in Crore

Particulars	AUM 30 Sep 24	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					30 Sep 23	30 Jun 24	30 Sep 24	30 Sep 23	30 Jun 24	30 Sep 24
Two & Three-wheeler Finance	18,960	779	408	48%	3.09%	3.41%	3.98%	1.57%	1.85%	2.12%
Urban Sales Finance	27,169	222	41	82%	0.59%	0.53%	0.81%	0.12%	0.10%	0.15%
Urban B2C Loans	77,239	1,068	436	59%	1.19%	1.00%	1.38%	0.30%	0.44%	0.57%
Rural Sales Finance	7,280	59	11	82%	0.60%	0.38%	0.80%	0.12%	0.07%	0.15%
Rural B2C Loans	18,815	339	95	72%	1.44%	1.12%	1.73%	0.36%	0.31%	0.49%
Gold Loans	6,363	34	32	5%	0.35%	0.64%	0.53%	0.35%	0.61%	0.50%
SME lending	44,382	733	289	61%	1.34%	1.38%	1.64%	0.32%	0.58%	0.65%
Car Loans	9,906	114	65	43%	0.70%	0.83%	1.14%	0.39%	0.48%	0.66%
Commercial Lending	24,615	37	10	72%	0.27%	0.18%	0.15%	0.15%	0.05%	0.04%
Loan Against Securities*	23,359	2	2	25%	0.02%	0.01%	0.01%	0.02%	0.01%	0.01%
Mortgages	1,15,836	566	307	46%	0.49%	0.49%	0.50%	0.21%	0.23%	0.27%
<b>Total</b>	<b>3,73,924</b>	<b>3,953</b>	<b>1,696</b>	<b>57%</b>	<b>0.91%</b>	<b>0.86%</b>	<b>1.06%</b>	<b>0.31%</b>	<b>0.38%</b>	<b>0.46%</b>

\*Loan against securities book includes Margin Trade Finance (MTF) book

# Stagewise ECL provisioning - Consolidated

## BAJAJ FINANCE LIMITED

₹ in Crore

Particulars	Gross Assets Receivable			ECL Provision			PCR %		
	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
Two & Three-wheeler Finance	17,597	1,192	779	112	126	371	0.6%	10.5%	47.6%
Urban Sales Finance	27,091	271	222	125	109	182	0.5%	40.0%	81.7%
Urban B2C Loans	75,193	1,291	1,068	831	475	631	1.1%	36.8%	59.1%
Rural Sales Finance	7,268	46	59	26	19	48	0.4%	40.5%	81.6%
Rural B2C Loans	18,809	481	339	395	173	244	2.1%	36.1%	72.1%
Gold Loans	6,229	109	34	3	4	2	0.0%	3.7%	5.0%
SME lending	43,510	490	733	466	208	444	1.1%	42.4%	60.5%
Car Loans	9,807	70	114	28	8	49	0.3%	11.6%	42.8%
Commercial Lending	24,635	6	37	36	0	27	0.1%	0.5%	72.0%
Loan Against Securities	23,357	9	2	7	1	1	0.0%	7.8%	24.9%
Mortgages	1,11,370	554	566	339	100	259	0.3%	18.0%	45.8%
<b>Total as of 30 Sep 2024</b>	<b>3,64,866</b>	<b>4,519</b>	<b>3,953</b>	<b>2,368</b>	<b>1,221</b>	<b>2,257</b>	<b>0.6%</b>	<b>27.0%</b>	<b>57.1%</b>
Total as of 30 Jun 2024	3,47,163	4,876	3,054	2,266	1,435	1,712	0.7%	29.4%	56.1%
Total as of 30 Sep 2023	2,84,655	3,101	2,645	1,966	939	1,747	0.7%	30.3%	66.0%

# Provisioning Coverage - BHFL

**BAJAJ FINANCE LIMITED**

₹ in Crore

Particulars	AUM 30 Sept 24	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					30 Sep 23	30 Jun 24	30 Sep 24	30 Sep 23	30 Jun 24	30 Sep 24
Home Loans	58,661	172	77	56%	0.24%	0.28%	0.31%	0.10%	0.12%	0.14%
Loan Against Property	10,044	57	27	52%	0.74%	0.71%	0.79%	0.30%	0.31%	0.38%
Lease Rental Discounting	20,144	-	-	-	-	-	-	-	-	-
Developer Finance	11,974	12	1	88%	-	0.13%	0.10%	-	0.03%	0.01%
Other loans	1,746	17	4	78%	0.72%	0.94%	0.95%	0.15%	0.19%	0.21%
<b>Total</b>	<b>1,02,569</b>	<b>258</b>	<b>109</b>	<b>58%</b>	<b>0.24%</b>	<b>0.28%</b>	<b>0.29%</b>	<b>0.09%</b>	<b>0.11%</b>	<b>0.12%</b>

# Stagewise ECL provisioning - BHFL

**BAJAJ FINANCE LIMITED**

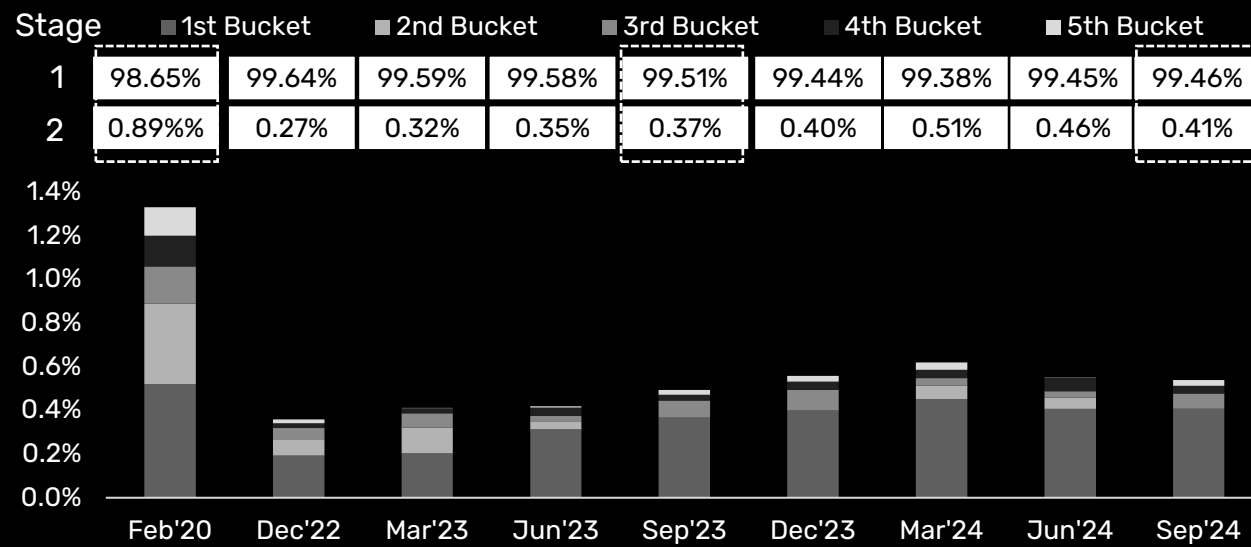
₹ in Crore

Particulars	Gross Assets Receivable			ECL Provision			PCR %		
	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
Home Loans	55,009	176	172	97	41	96	0.2%	23.7%	55.6%
Loan Against Property	7,141	104	57	40	23	30	0.6%	22.0%	52.4%
Lease Rental Discounting	13,912	-	-	85	-	-	0.6%	-	-
Developer Finance	12,047	0	12	74	0	10	0.6%	18.2%	88.1%
Other loans	1,741	9	17	6	3	13	0.3%	32.6%	78.5%
<b>Total as of 30 Sep 2024</b>	<b>89,850</b>	<b>289</b>	<b>258</b>	302	67	149	0.3%	23.4%	57.9%
Total as of 30 Jun 2024	85,254	322	236	314	75	140	0.4%	23.3%	59.3%
Total as of 30 Sep 2023	70,992	309	171	352	62	104	0.5%	20.1%	60.8%

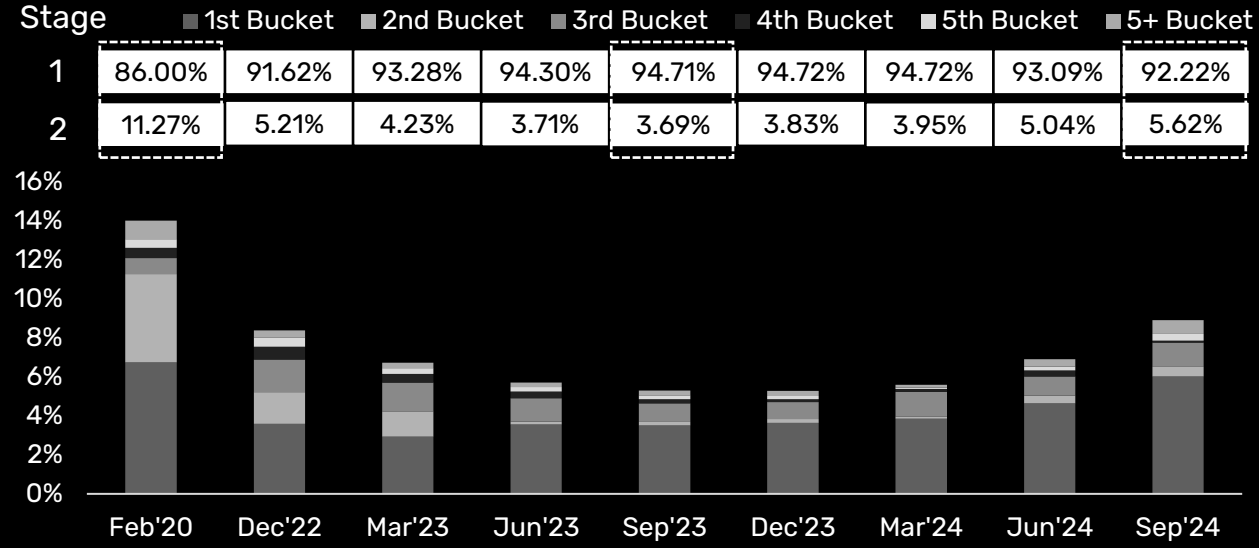
# Portfolio credit quality – Consolidated

**BAJAJ FINANCE LIMITED**

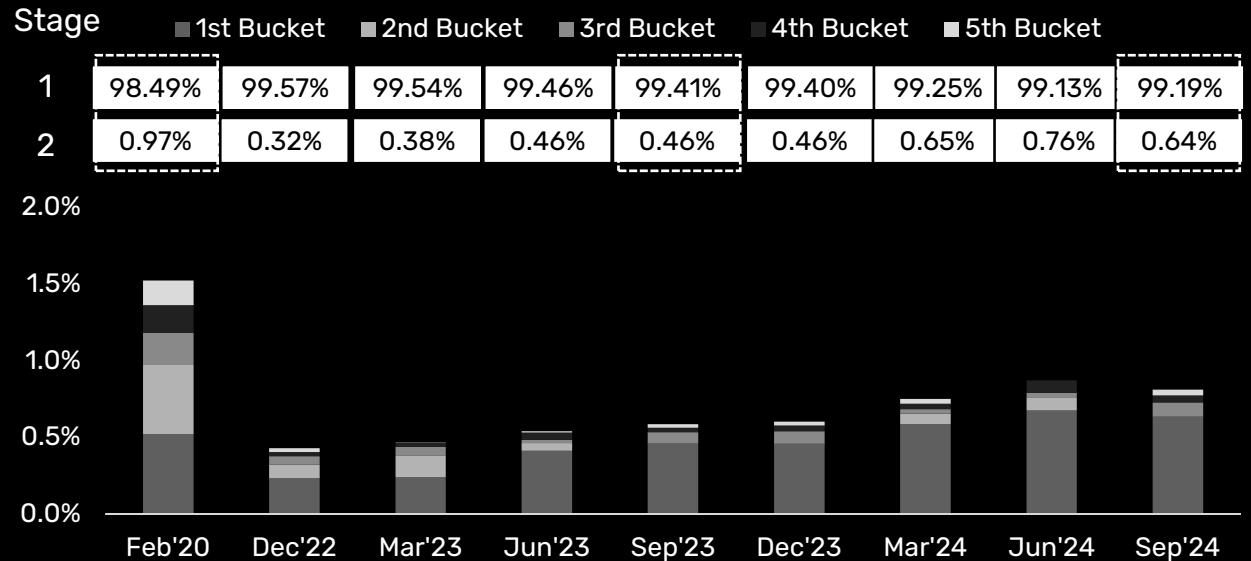
## Consumer Durable & Lifestyle



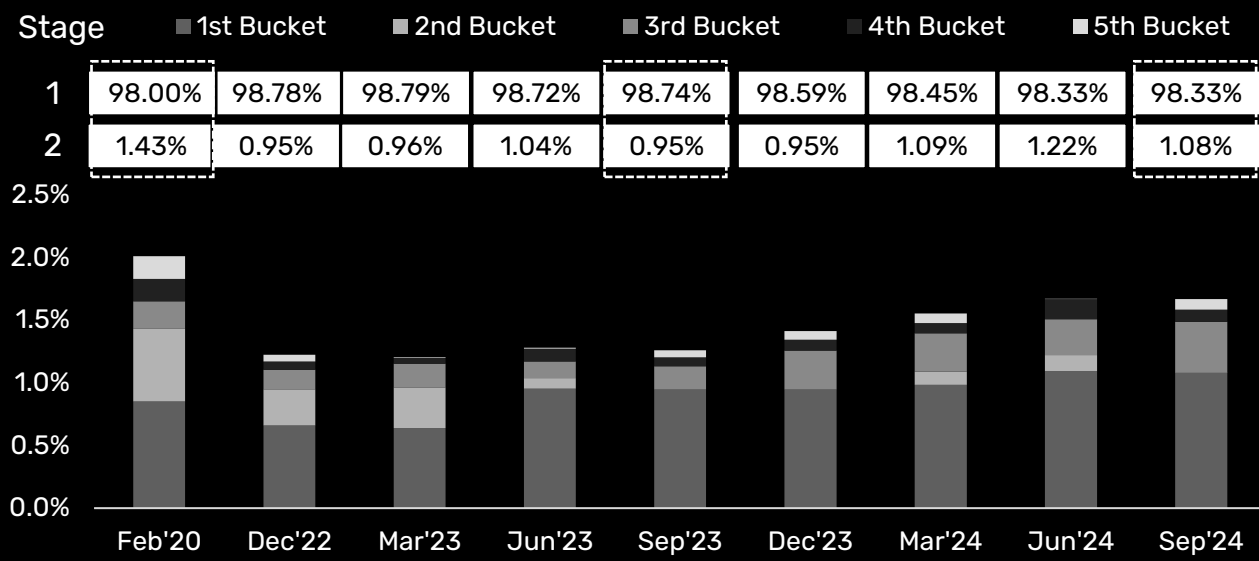
## Two & Three-Wheeler



## Digital Product



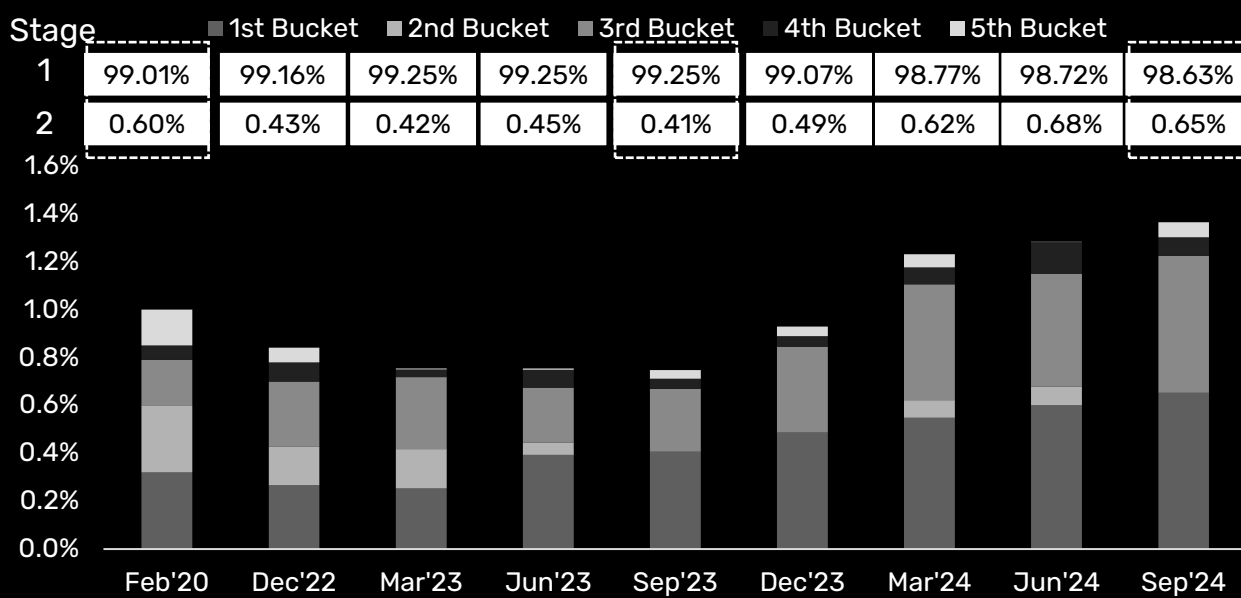
## Urban B2C



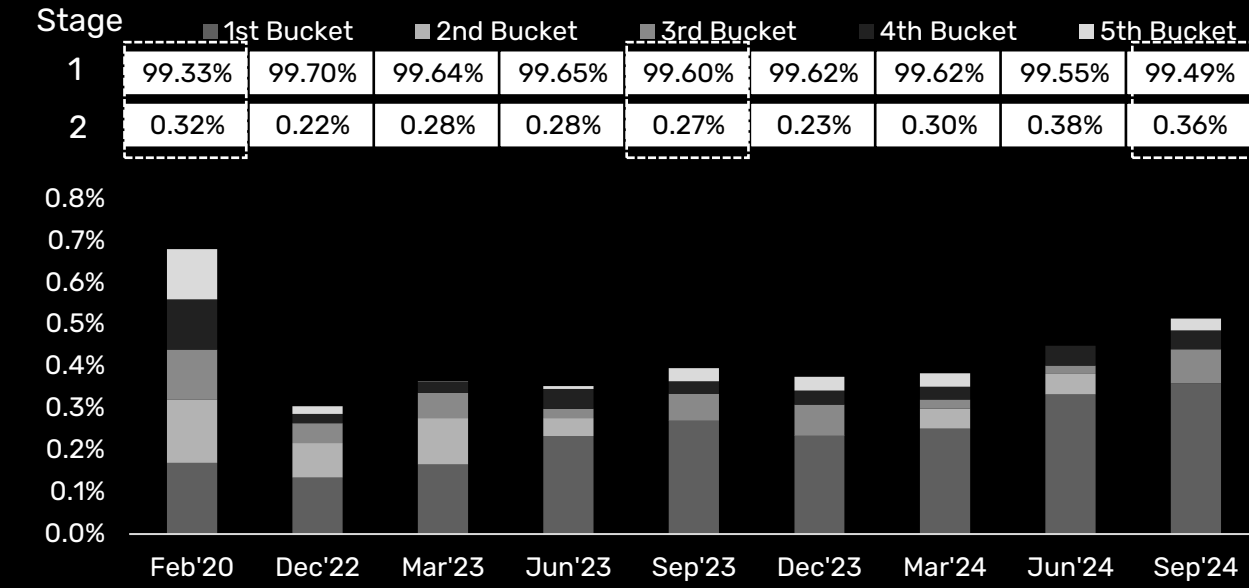
# Portfolio credit quality – Consolidated

# BAJAJ FINANCE LIMITED

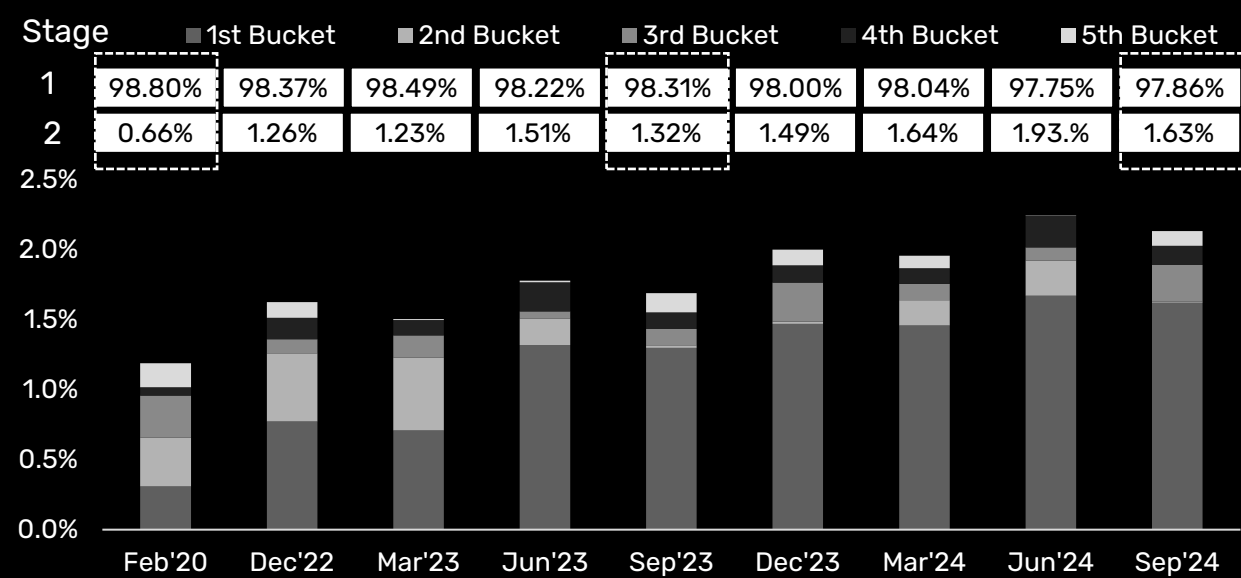
## Business & Professional loans



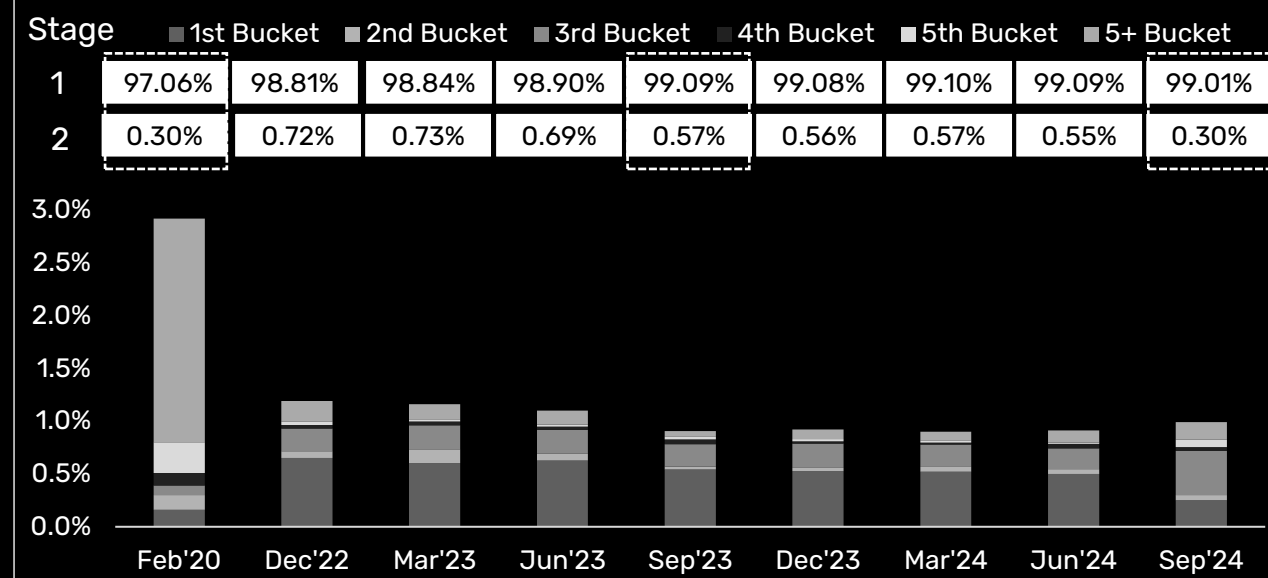
## Rural B2B



## Rural B2C



## Loan against property

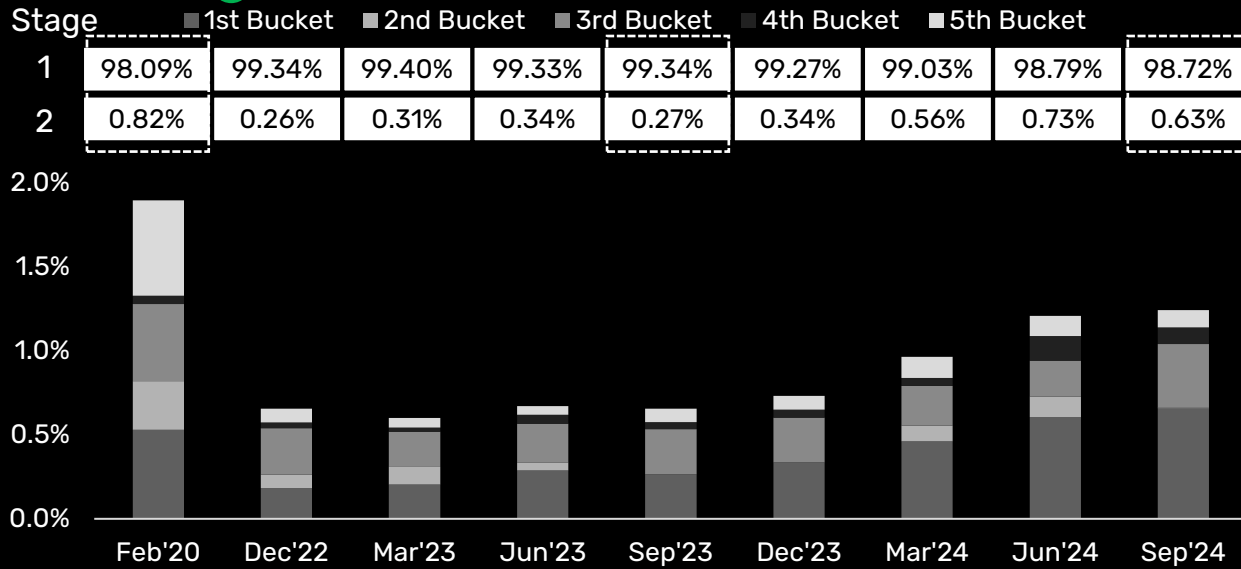




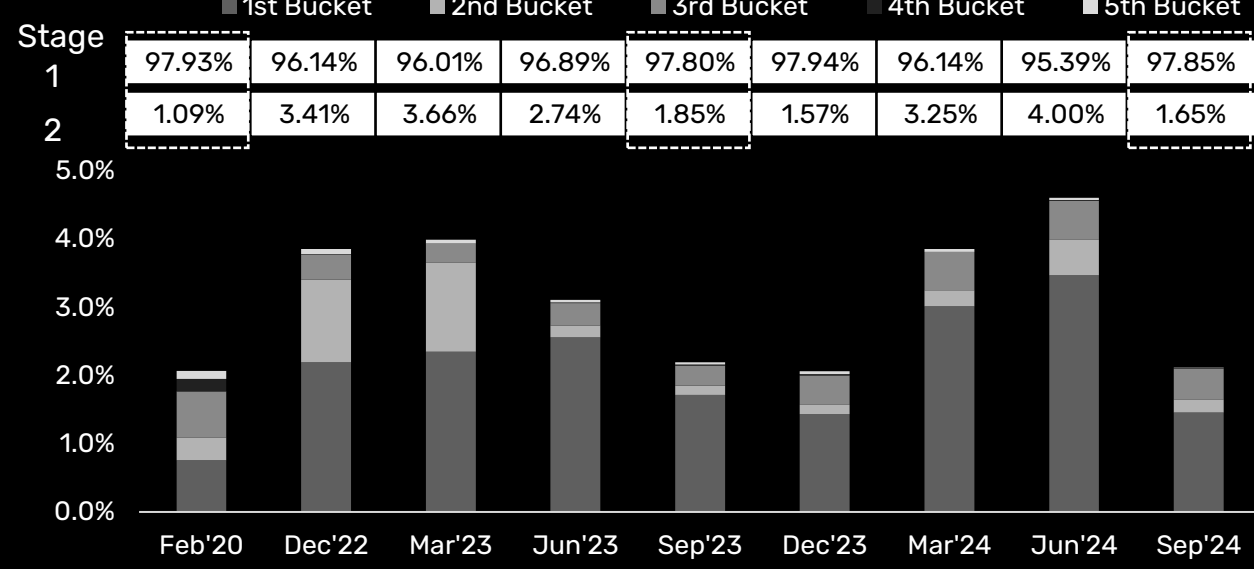
# Portfolio credit quality – Consolidated

# BAJAJ FINANCE LIMITED

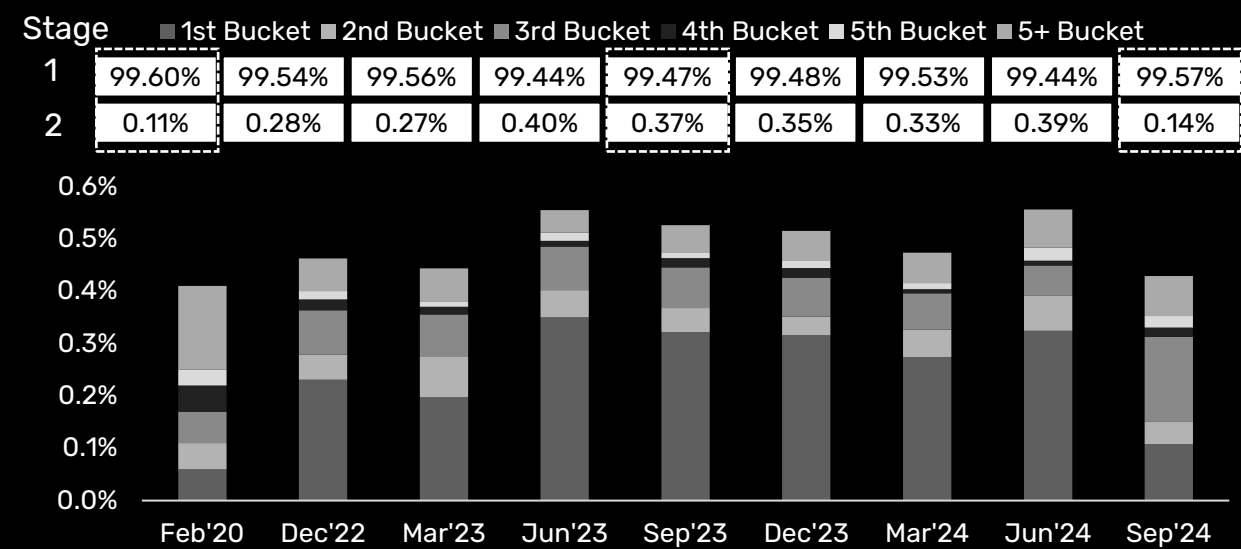
## Car loans



## Gold loans



## Home loans



## Commercial lending

- Commercial lending business portfolio is 99.96% current

## Loan against securities

- Loan against securities business portfolio is 99.99% current

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**Q2 FY25 Investor Presentation**  
**Thank You**

Abbreviation	Expansion	Abbreviation	Expansion
ALM	Asset liability management	LRD	Lease rental discounting
AMO	After market order	MF	Mutual funds
AR	Augmented reality	MFI	Microfinance
ASSC	Authorised sales & support centre	MSME	Micro, Small & Medium Enterprises
AUM	Assets under management	MTF	Margin Trading Finance
AUF	Assets under finance	NII	Net interest income
BBPS	Bharat bill payment system	NIM	Net interest margin
BL	Business loan	NNPA	Net non performing assets
CC	Cash credit	NPA	Non performing assets
CIF	Cards in force	OD	Overdraft
COF	Cost of funds	ONDC	Open Network for Digital Commerce
CV	Commercial vehicle	OTR	One time restructuring
CX	Customer experience	PAT	Profit after tax
DF	Developer finance	PBT	Profit before tax
DMS	Debt management services	PCR	Provision coverage ratio
DSA	Direct sourcing agency	PL	Personal loan
ECB	External commercial borrowing	PMS	Portfolio Management Services
ECL	Expected credit loss	POA	Power of Attorney
EDC	Electronic data capture machine	PPI	Prepaid instruments
FII	Foreign institutional investor	QR	Quick response
FPC	Fair Practice Code	ROA	Return on assets
FPI	Foreign Portfolio Investor	ROE	Return on equity
GMV	Gross merchandise value	SME	Small & Medium Enterprise
GNPA	Gross non performing assets	STP	Straight through process
HL	Home loan	T1	Trade + 1 Day
HNI	High Networth Individual	T2	Trade + 2 Days
ICD	Inter corporate deposits	UHNI	Ultra High Networth Individual
IPO	Initial Public Offer	UI	User Interface
LAFD	Loan against fixed deposit	UPI	Unified payment interface
LAP	Loan against property	UX	User Experience
LAS	Loan against securities	WCDL	Working capital demand loan
LCR	Liquidity Coverage Ratio	XIRR	Extended Internal Rate of Return