

We have lost 2 leading figures of our Company, 'Shri Nanoo Pamnani' and 'Shri Rahul Bajaj' in the last 2 years. Over years, they helped shape your Company with their tremendous support, guidance and wisdom. While their void can never be filled, we are committed to be guided by their wisdom as we take the Company forward...

Excellent quarter across AUM growth, portfolio metrics and profitability

Highest ever profit after tax.

Crossed balance sheet of ₹ 2 lakh crore

Highest ever quarterly customer addition - 2.73 MM.

15-years financial snapshot

BAJAJ FINANCE LIMITED

																₹ in crore
Financials snapshot [@]	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	CAGR (15 yrs.)
AUM	2,478	2,539	4,032	7,573	13,107	17,517	24,061	32,410	44,229	60,196	82,422	1,15,888	1,47,153	152,947	1,97,452	37%
Income from operations	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	31,640	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	9,748	34%
Net Interest Income (NII)	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	21,892	35%
Operating Expenses	193	220	320	460	670	850	1,151	1,428	1,898	2,564	3,270	4,197	5,662	5,308	7,585	30%
Loan Losses & Provision	109	164	261	205	154	182	258	385	543	804	1,030	1,501	3,929	5,969	4,803	31%
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	51%
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	51%

Ratios	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	
Opex to NII	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%	34.6%	
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%	
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%	
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%	
Provision coverage ratio	30%	32%	55%	79%	89%	83%	76%	71%	77%	74%	70%	60%	60%	58%	58%	
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%	
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	

BAJAJ FINANCE LIMITED						
Consumer	SME	Commercial	Rural	Deposits	Payments	Partnerships & Services
1. Consumer Durable Loans	1. Unsecured Working Capital Loans ^(E)	1. Loan against securities	1. Consumer Durable Loans	1. Retail Term Deposits	Issuance	1. Life Insurance Distribution
2. Digital Product Loans ^(E)		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 ^(E)	3. ESOP financing	3. Lifestyle Product Loans	3. Systematic Deposit Plan	2. UPI	3. Health Insurance Distribution
4. Lifecare financing		4. Vendor financing to auto component manufacturers	4. Personal Loans Cross Sell		3. BBPS	4. Pocket Insurance ^(E)
5. EMI Cards	3. Secured Enterprise Loans	5. Financial Institutions Lending	5. Salaried Personal Loans		Acquiring	5. RBL Co-Branded Credit Card
6. Retail spend financing	4. Used-car financing	6. Light Engineering Lending	6. Gold Loans		1. Merchant QR	6. DBS Co-Branded Credit Card
7. 2-Wheeler & 3-Wheeler loans	5. Medical equipment financing	7. Specialty Chemicals Lending	7. Loans to Professionals			7. Financial Fitness Report
8. Personal Loan Cross-Sell						
9. Salaried Personal Loans ^(E)						
10. E-Commerce financing						
11. Retailer finance						
12. Health EMI Card						

BAJAJ HOUSING FINANCE LIMITED			
1. Salaried Home Loans ^(E)	1. Loan Against Property	1. Developer Finance	1. Loan Against Property
2. Salaried Loan Against Property	2. Self Employed Home Loans	2. Commercial Construction Finance	2. Home Loans
3. Affordable housing finance	3. Lease Rental Discounting	3. Corporate Lease Rental Discounting	3. Secured Enterprise Loans

BAJAJ FINANCIAL SECURITIES LIMITED		
1. Trading Account ^(E)	4. HNI Broking	7. Mutual Funds ^(E)
2. Depository Services ^(E)	5. Retail Broking ^(E)	8. Distribution of PMS
3. Margin Trading Financing ^(E)	6. IPOs and OFS	9. Proprietary Trading

(E) Also available through digital channels

Financial statement summary – Consolidated

BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	FY21	FY22	Growth
Assets under management	152,947	197,452	29%
Total Income	26,683	31,640	19%
Interest expenses	9,414	9,748	4%
Net Interest Income	17,269	21,892	27%
Operating Expenses	5,308	7,585	43%
Loan losses and provisions	5,969	4,803	(20%)
Profit before tax	5,992	9,504	59%
Profit after tax	4,420	7,028	59%

Ratios

Operating expenses to Net Interest Income	30.7%	34.6%
Return on Average Assets	3.1%	4.2%
Return on Average Equity	12.8%	17.4%
GNPA	1.79%	1.60%
NNPA	0.75%	0.68%

Bajaj Housing Finance Limited :

Particulars	FY21	FY22	Growth
Assets under management	38,871	53,322	37%
Net Interest Income	1,189	1,612	36%
Profit after tax	453	710	57%
Gross NPA	0.35%	0.31%	
Net NPA	0.22%	0.14%	

Bajaj Financial Securities Limited :

Particulars	FY21	FY22	Growth
Customer franchise (#)	42,988	3,31,000	670%
Profit after tax	5.6	17	204%

Q1 business performance was impacted by second wave

Vaccine roll out by Govt was exemplary. It saved lives and livelihood

Impact of third wave on business performance was minimal

Your Company is well prepared to weather future disruptions

India's GDP grew by 8.9% in FY22 - remained flat for last 2 years

The Government of India took several measures
to lift the economy

Cautiously optimistic about India's prospects
given the strong resilience

In FY23, India's GDP growth rate projected at 7.5%-8%

Governments and Central banks globally responding with urgency

The Government of India and RBI have taken several measures

It should result in improvement over the next 1-2 quarters

Cascading impact on the demand environment is expected

Your Company is optimistic about FY23 with strong start to fiscal and its Omnipresence strategy

Central banks globally remained accommodative on liquidity and interest rates during the Pandemic

Central banks globally are now rapidly raising rates to curb inflation

RBI has increased repo rate by 90 bps

Your Company has started to gradually increase rates

NBFC sector remained agile, innovative and frugal while providing formal financial services to millions of Indians

NBFCs continue to deliver healthy growth rates

The sector has successfully navigated 4 large events and continued strong performance

RBI issued a scale-based regulation to make the sector sound and more resilient

Your Company is likely to be classified in the upper layer and will be subject to bank like regulations and supervision

Your Company is well equipped for these changes and remain focused on sustainable growth

Omnipresence strategy was outlined in
AGM of FY2021...

Aim is to become a significant payments and financial services
Company in India

‘Omnipresent’ financial services company dominant across physical,
app, web, social and eventually virtual

Significant progress and investments made in FY22

It has 6 critical components – covered in next few slides

Added 516 new locations, including 50 financial inclusion branches.
Overall location presence at 3,504

Added 23,000 distribution points and now present in 1,33,200
points of sale

Plan to open 400-450 new locations in FY23

Target is to be present in 5,000 locations and 2,00,000 point of sale in
medium term

App platform provides a new user interface, full payments stack, all service features, Bajaj Mall, Insurance & Investment Bazaars

Frictionless DIY journeys already rolled out for few products

Currently 23 MM customers on the platform

Final phase of app platform will go live in November 2022

Intention is to be fully DIGITAL across all products and services on the app platform by March 2023

Building an altogether new platform for a platform agnostic experience

Both web and app to be enabled by a common technology infrastructure, common content and information management layer

Phase 1 to go live by 01 October 2022
and Phase 2 by 01 March 2023

To drive customer engagement and retention on app and web

Full payments stack with UPI, Wallets and bill pay functionality live

6.4 MM wallet account opened, 2 MM UPI handles created and 2.3 MM bill pay transactions made

Plan is to deploy point of sale EDC terminals, QR solutions and own payment gateway in FY23

Integrated with web and app for faster consumer response

Consumers can request for a product or service and receive response by any of the physical channels between 5-30 minutes

Significantly enhances employee engagement, productivity and controllership

The Company launched 2 productivity apps – Sales One app and Debt management services app

Sales One App

Live with lead management, performance dashboards, customer service, debt management

FY23 to have enhanced features like Merchant onboarding & interactive reports

Debt management services App

Live with mobile receipting, settlement workflow, call recording, customer service, code of conduct

FY23 to include features like repossession module, DMS helpline and meeting calendar

Critical to the success of the overall omnichannel experience

Enables multi channel campaign orchestration, customer communication and calling governance

Has an integrated multi dialer and multi-lingual architecture

Plan to invest in newer capabilities and functionalities in FY23

Credit and Portfolio Risk management...

Covid severely tested your Company's risk management capabilities

Enhanced capabilities across financial risk, credit risk, portfolio risk, liquidity risk, operational risk, market risk and reputation risk

'Risk-first' approach remaining focused on all aspects of risks

Ended FY22 with CRAR of 27.22%, surplus liquidity of over 10,110 crore, GNPA of 1.60%, NNPA of 0.68% and exit ROA of 5.3%

ESG – an emerging risk across the globe...

Identify and invest in areas for a sustainable and inclusive future for consumers and society

Focus on GHG emission and process automation to reduce paper usage

Brought over 3.4 MM customers to formal financial system. Launched 50 financial inclusion branches

Helped the community by facilitating multiple vaccination drives

Accelerating ESG commitment, by focusing on diversity quotient, end to end process digitization and host of renewable projects in FY23

I have come to the last section of my update. I will now briefly cover a medium-term strategic outlook of your Company...

An incredible journey over the last 15 years from an AUM of ₹ 2,500 crore to ₹ 2 lakh crore

Strong financial position and deep investments in Omnipresence strategy to drive growth momentum

Well poised to achieve an AUM of ₹ 4 lakh crore in next 3 years

₹ 2 lakh crore in 15 years and ₹ 4 Lakh crore in 18 – power of compounding

Your Company's business built like a flywheel having 5 components

① Capital ② People ③ Products ④ Channels ⑤ Customers

Effort is hard in the beginning but gains velocity as one gets better

Company relentlessly pursuing the flywheel effect for the last 15 years

⑤ Customers

60 MM customers and growing by 9-10 MM annually.

④ Channels

3,586 branches, 1,38,900 points of sale presence and present across physical, app and web.

③ Products

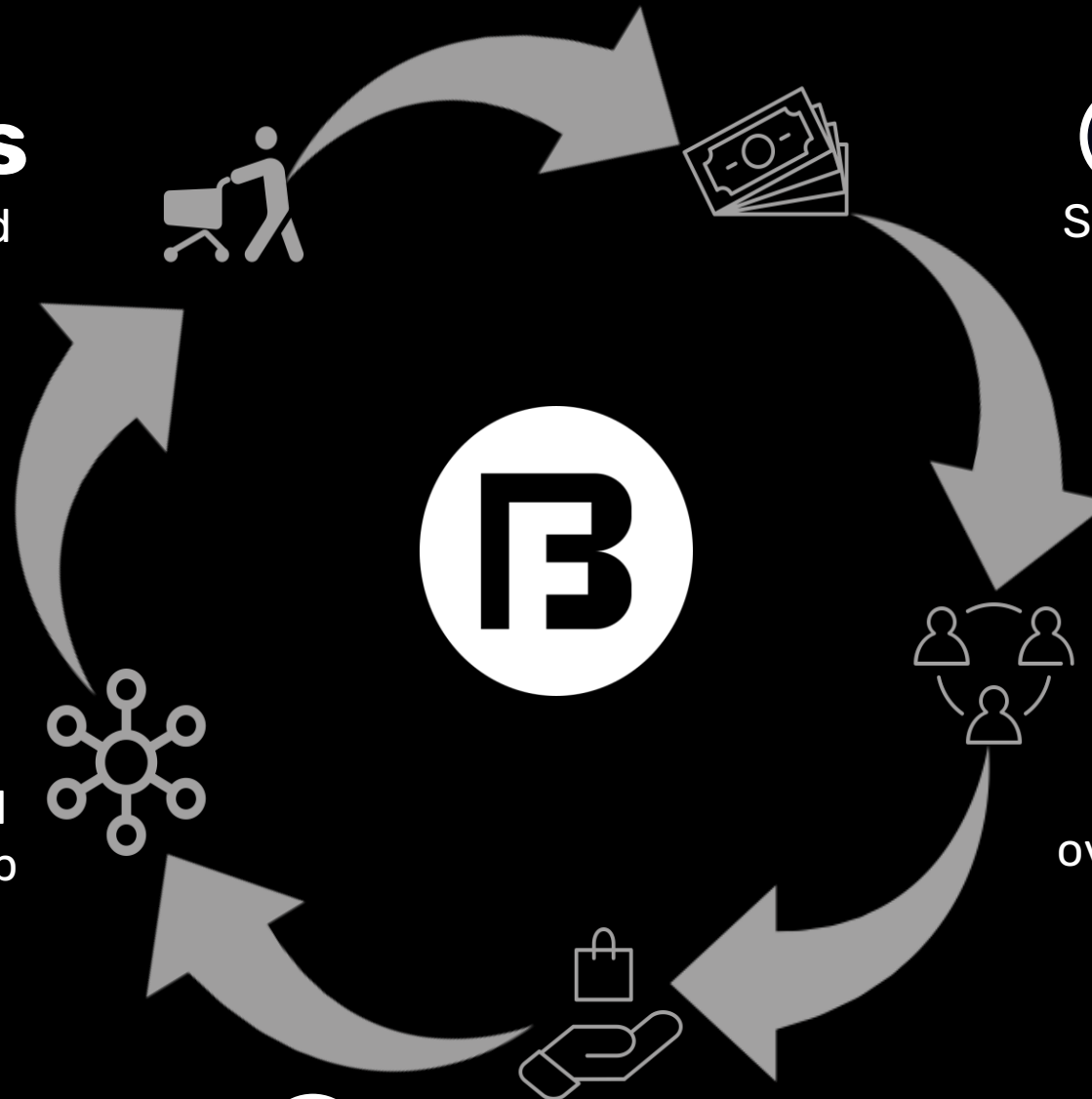
From 1 product we are now a 25 products Company. New auto loans – the final product will get launched in FY24.

① Capital

Strong capital position. 27% CRAR.

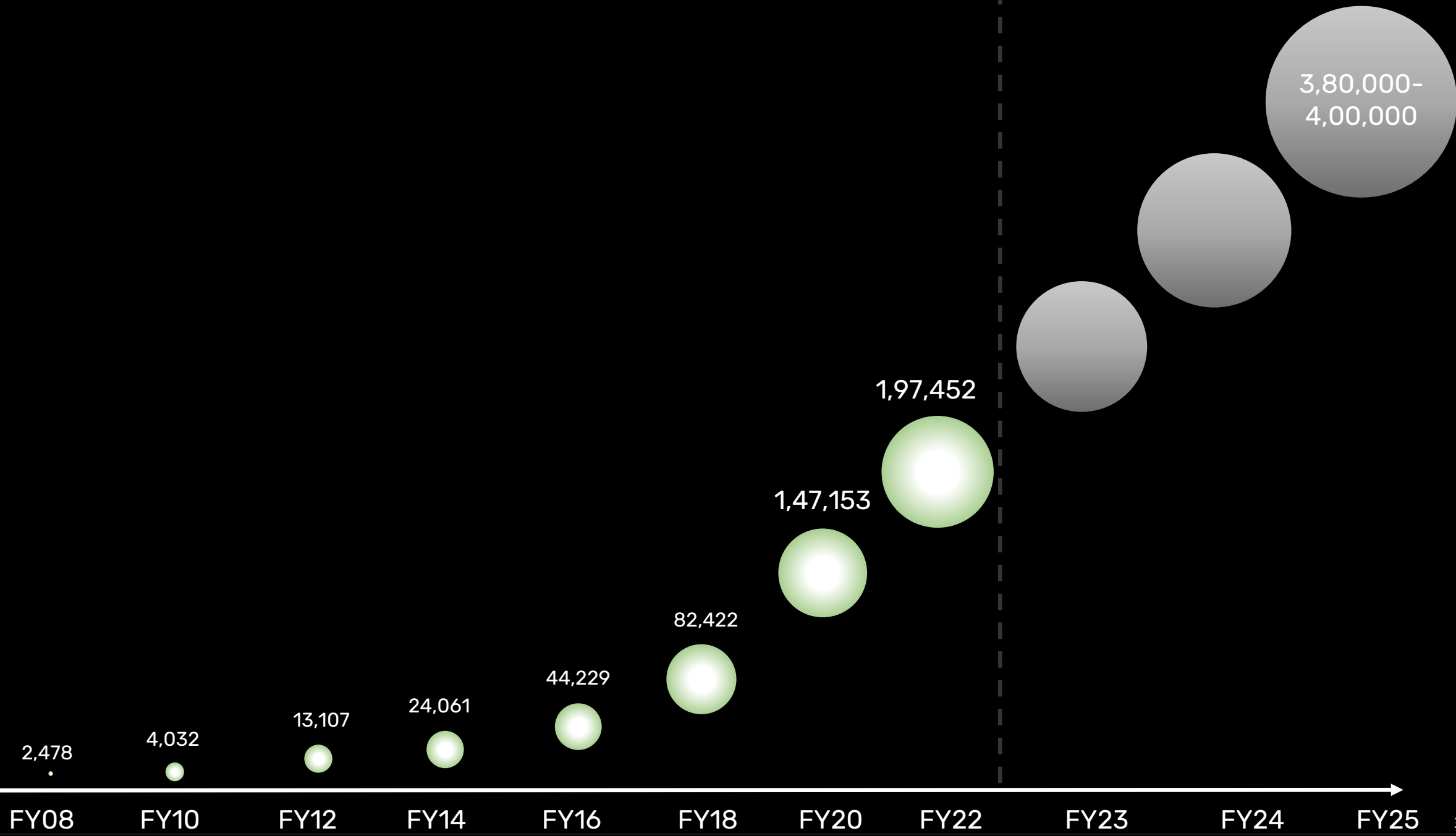
② People

325-member senior management structure and overall employee base of 37,873.



Power of compounding

AUM (in ₹ crore)



"We are just getting started!"

I have come to the end of my update. I genuinely believe that we are just getting started. I would say most of the hard work is behind us. All the stakeholders have tirelessly, over the last 15 years, worked towards building a very strong and sustainable business. On top of that, given the tremendous India opportunity, if we just stayed at it relentlessly, ₹ 4 Lakh crore will happen...

Thank You