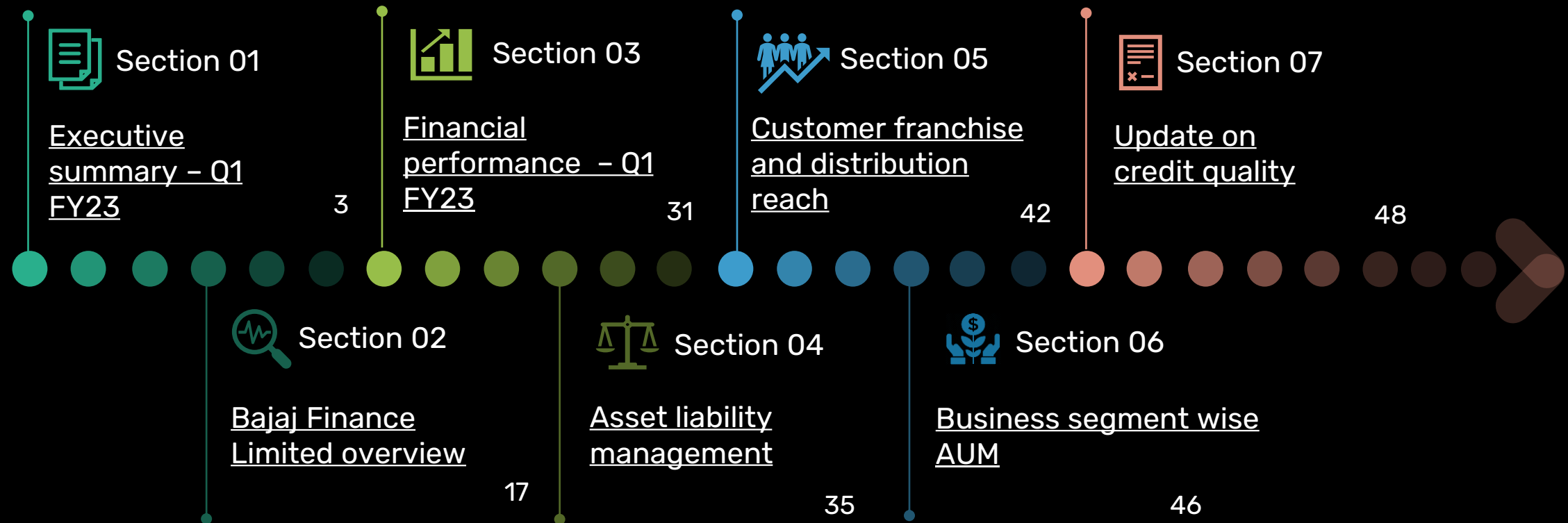




BAJAJ FINANCE LIMITED

Q1 FY23 Investor Presentation
27 July 2022



Section 01

Executive summary – Q1 FY23

1.1

Quarter gone by

1.2

Lead financial indicators

1.3

Omnipresence strategy update

Quarter gone by

An excellent quarter for the Company across balance sheet growth, portfolio quality and profitability. Highest ever new customer acquisition in Q1. Overall, strong start to the fiscal. Back to all long term guidance metrics for the last 3 quarters. On track to go fully digital across all products and services on app (January 2023) and web (March 2023).



Consolidated performance

1. Strong core AUM growth* of \$ 1,545 MM in Q1. AUM growth continues to be secular across all lines of businesses.
2. Core AUM was up 31% at \$ 26,425 MM as against \$ 20,220 MM as of 30 June 2021.
3. In Q1, the Company booked 7.42 MM new loans as against 4.63 MM in Q1 FY22.
4. In Q1, overall B2B business disbursements grew by 83%. B2B disbursements were \$ 2,088 MM in Q1 FY23 as against \$ 1,139 MM in Q1 FY22.
5. The Company launched its non-captive two-wheeler financing business on 6 July 2022. The product offers consumers a full stack two-wheeler marketplace, pre-approved limit for 30 MM customers and our full suite of point-of-sale capabilities.
6. In Q1, the Company added 2.73 MM new customers to the franchise. Highest ever customer franchise addition in a quarter.
7. Customer franchise stood at 60.30 MM as of 30 June 2022. Cross sell franchise stood at 34.66 MM. The Company is confident of adding 9-10 MM new customers in FY23.
8. In Q1, the Company added 82 new locations. Geographic presence stood at 3,586 locations and 1,38,900+ distribution points as of 30 June 2022.
9. Competitive intensity remained elevated across products. The Company continues to protect its margin profile across businesses. The Company has started increasing pricing across products gradually from June 2022.
10. In Q1, cost of funds was 6.64%. Liquidity buffer stood at \$ 1,500 MM as of 30 June 2022. Given the strong ALM management, the impact of recent interest rate hikes on cost of funds will be gradual.

*Core AUM growth = (AUM growth for the quarter – short tenor IPO financing book).

11. Deposits book stood at \$ 4,417 MM as of 30 June 2022. In Q1, the net deposit growth was \$ 428 MM. Deposits contributed 20% of consolidated borrowings as of 30 June 2022. During the quarter, with rising interest rates, the Company has revised its deposit rates upwards by 55-70 bps. The Company is accelerating retail deposits acquisition to achieve its long-term goal of 25% of consolidated borrowings from deposits.
12. In Q1, Opex to NII was 35.9%. The Company continues to invest in teams and technology for business transformation. Given the deep investments being committed to Omnichannel strategy (geo-expansion, app platform, web platform) and payments, the Company expects Opex to NII to remain between 35-36% for FY23.
13. In Q1, loan losses and provisions were \$ 98 MM. This includes an impact of \$ 25 MM towards one large B2B commercial account written off in Q1. The Company expects its loan losses at 1.35-1.45% of average assets in FY23. The Company currently holds a management overlay of \$ 130 MM as of 30 June 2022.
14. GNPA & NNPA stood at 1.25% and 0.51% as of 30 June 2022 as against 1.60% and 0.68% as of 31 March 2022.
15. Overall stage 2 assets stood at \$ 462 MM as of 30 June 2022 as against \$ 500 MM as of 31 March 2022.
16. Overall stage 3 assets stood at \$ 329 MM as of 30 June 2022 as against \$ 406 MM as of 31 March 2022.
17. On portfolio credit quality, 10 portfolios are green and 1 is yellow (two and three-wheeler).
18. Consolidated post tax profit grew by 159% to \$ 336 MM in Q1 FY23 as compared to \$ 130 MM in Q1 FY22.
19. Capital adequacy remained strong at 26.16% as of 30 June 2022. Tier-1 capital was 23.84%.
20. Total employee headcount stood at 37,873 as of 30 June 2022.

Bajaj Housing Finance Limited (BHFL)

21. AUM was up 40% at \$ 7,438 MM as against \$ 5,303 MM as of 30 June 2021. Home Loans AUM grew by 41%, Loan against property grew by 33%, Lease Rental Discounting grew by 43% and Developer Finance grew by 68%.
22. In Q1, overall approvals grew by 127%. Approvals were \$ 2,073 MM in Q1 FY23 as against \$ 913 MM in Q1 FY22.
23. In Q1, overall disbursements grew by 118%. Disbursements were \$ 1,199 MM in Q1 FY23 as against \$ 550 MM in Q1 FY22.
24. Geographic presence stood at 158 locations.
25. Portfolio composition for HL : LAP : LRD : DF : Rural : Others stood at 63% : 11% : 13% : 6% : 4% : 3% as of 30 June 2022. Home loan remains a key growth area.
26. In Q1, cost of funds was 6.28%. Liquidity buffer stood at \$ 453 MM as of 30 June 2022. Given the strong ALM management, the impact of recent interest rate hikes on cost of funds will be gradual.
27. Borrowing mix between Banks : Money market : Assignment : ICD was at 53% : 32% : 14% : 1% as of 30 June 2022.
28. Capital adequacy ratio stood at 24.57% as of 30 June 2022.
29. In Q1, BHFL delivered post tax profit of \$ 41 MM as against \$ 21 MM in Q1 FY22; growth of 96%.
30. In Q1, Opex to NII stood at 26.8% as against 27.2% in Q1 FY22.
31. In Q1, loan losses and provisions were \$ 0.9 MM as against \$ 3.4 MM in Q1 FY22. BHFL has maintained its management overlay provision at \$ 28 MM as of 30 June 2022.
32. GNPA & NNPA stood at 0.27% and 0.11% as of 30 June 2022 as against 0.31% and 0.14% as of 31 March 2022.

- 33. Overall stage 2 assets stood at \$ 64 MM as of 30 June 2022 as against \$ 78 MM as of 31 March 2022. Non overdue one-time resolution (OTR) assets classified as stage 2 as of 30 June 2022 stood at \$ 32 MM.
- 34. Overall stage 3 assets stood at \$ 17 MM as of 30 June 2022 as against \$ 19 MM as of 31 March 2022.
- 35. Total employee headcount stood at 3,567 as of 30 June 2022.

Bajaj Financial Securities Limited (BFSL)

- 36. In Q1, BFSL added 36.5K customers to its broking franchise. Its Retail and HNI customer franchise stood at 367.5K as of 30 June 2022.
- 37. Margin Trading Finance book grew to \$ 96 MM as of 30 June 2022 as against \$ 26 MM as of 30 June 2021.
- 38. In Q1, total Income was \$ 5 MM as against \$ 2 MM in Q1 FY22.
- 39. In Q1, Profit after tax was \$ 0.1 MM as against loss of \$ 0.4 MM in Q1 FY22.
- 40. Total employee headcount stood at 266 as of 30 June 2022.

Omnipresence strategy update

Geography

1. Total geographic footprint stood at 3,586 locations and 1,38,900+ distribution points. The Company continues to invest deeply in UP, Bihar and north-eastern states.

App platform update

2. Phase 1 of app platform is live on both the app stores. Phase 2 will have 3 sprints. Sprint 1 is scheduled to go live on 31 August 2022, sprint 2 on 15 November 2022 and sprint 3 on 31 January 2023.
3. Sprint 1 will have full consumer application journey for personal loans, EMI card, co-brand Credit Cards and gateway to new two-wheeler marketplace. Sprint 1 will also have new feature additions in credit card, gold loan, EMI card services, new calculators along with significantly enhanced customer request section.
4. Given the significant expansion in products and services, a category landing page (CLP), which enables consumers with easier navigation and information, is being introduced. Sprint 1 will have 5 CLP sections and overall, 6 such CLP sections.
5. Given the significant expansion in products and services, a product display page (PDP) section will be available for all consumers across all our products and services. It will offer consumers an enhanced pre buy experience. Sprint 1 will have 4 PDP sections. Overall, there will be 10 PDP sections.

Payments

6. All Phase 1 features of the Issuance stack are live on the app store. Sprint 1, which is scheduled to go live by 31 August 2022 will have regulatory changes such as 2nd factor authentication on wallet debit transactions and new category additions like credit card, LIC premium payment in the bill payment section.

Payments

7. Sprint 2 is planned to go live by 15 November 2022. This release will have significantly better experience on UPI registration and payments transactions enabled through direct API with PSP Bank, PPI interoperability through UPI railroad and unified dispute and issue resolution (UDIR) mechanism
8. The company has partnered with worldline, global leader in payments services, to develop Point-of-sales (POS) payments acquiring solutions for merchants. With this tie up, the Company aims to enhance its relationship with both existing and new network of merchant partners by enabling all its payment instruments such as EMI cards, credit cards, UPI and wallets on these terminals. The Company expects to go live with the pilot launch by February 2023.

Web platform update

9. Web platform transformation will have 2 phases. Phase 1 is scheduled to go live on 01 October 2022 and Phase 2 on 01 March 2023.
10. Company is on track to transform web experience enabled by common technology infrastructure layer, common content and information management layer delivering consistent experience across both app and web ('web' = 'App').
11. Phase 1 of the new web platform will go live by 01 October 2022 with full stack customer service offerings, Consumer application journeys for personal loans, EMI card, co-brand Credit Cards, B2B and two-wheeler marketplace. Phase 1 will also have revamped home page, customer assistance tools like calculators, credit reports, cart etc.

Particulars	Unit	Q4 FY22	Q1 FY23	FY23 estimates
Geography				
New locations added – in the quarter	#	81	82	400-450
Locations - Cumulative	#	3,504	3,586	3,900-3,950
Gold loan branches – Cumulative	#	132	155	232
App Metrics				
Downloads – In the quarter	# in MM	5.83	11.01	53-55
Net Installs – Cumulative	# in MM	19.1	23.0	35-38
In-App programs - Cumulative	#	48	62	100+
App Payments metrics				
Wallet accounts – Cumulative	# in MM	6.44	8.91	18.50
UPI handles - Cumulative	# in MM	1.66	3.61	12
Bill pay transactions – in the quarter	# in MM	1.36	2.06	12
QR deployment at merchant PoS - Cumulative	# in '000	-	18	100
Rewards issued - In the quarter	# in MM	0.75	4.8	20-22

Particulars	Unit	Q4 FY22	Q1 FY23	FY23 estimates
App business metrics				
Digital EMI card acquisition – In the quarter	# in '000	12	69	300-325
Personal loan disbursement – In the quarter	In \$ MM	233	273	1,166-1,295
Credit card acquisition - In the quarter	# in '000	29	30	175-200
Flexi loan transactions - In the quarter	# in '000	780	866	3.6-3.8 MM
DMS receipts - In the quarter	# in '000	385	644	3.0-3.2 MM
Marketplace metrics				
Bajaj Mall visits - In the quarter	# in MM	36.9	31.8	140-150
Bajaj Mall loans - In the quarter	# in '000	526	645	2.6-2.8 MM
Insurance Bazaar policies sold – In the quarter	# in '000	-	9.5	250-275
Investments Bazaar MF A/C – In the quarter	# in '000	-	10	100-110
Digital EMI card metrics				
Digital EMI card acquisition – In the quarter	# in '000	455	522	2.0-2.2 MM
Digital EMI card acquisition – In the CIF	# in MM	1.8	2.3	3.8-4.0
B2B loans from digital EMI cards – in the quarter	# in '000	234	227	1.0-1.2 MM



Section 02

Bajaj Finance Limited overview

2.1

Bajaj group structure

2.2

What do we stand for

2.3

BFL - Consolidated long-term guidance
on financial metrics

2.4

BHFL long-term guidance on financial
metrics

2.5

Key strategic differentiators

2.6

Our shareholder profile

2.7

15-years financial snapshot

2.8

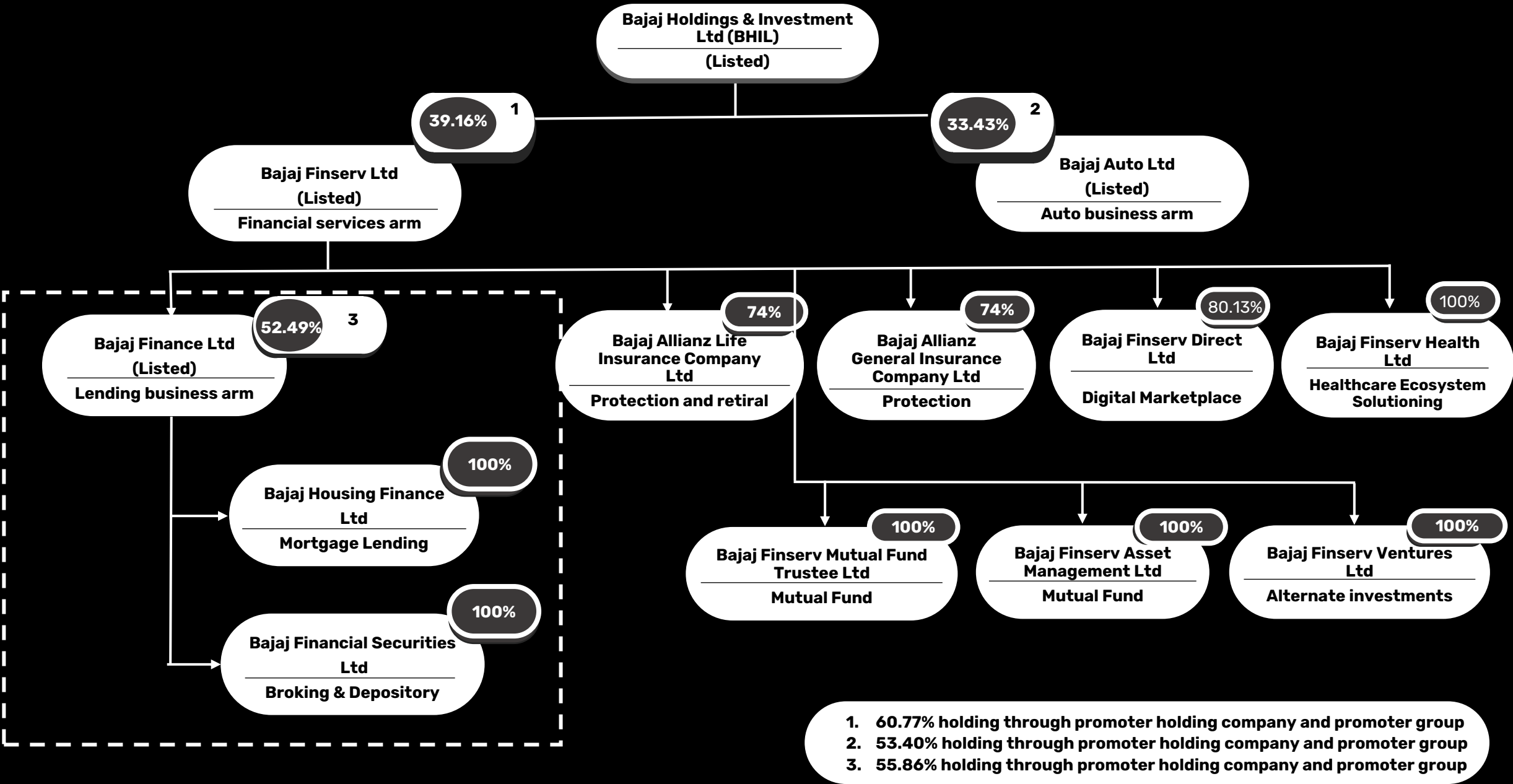
Product suite

2.9

Executive summary

Bajaj group structure

BAJAJ FINANCE LIMITED



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

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

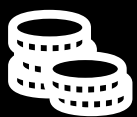
“Diversified financial services strategy with an optimal mix of risk and profit to deliver a sustainable business model”

“Business construct to deliver a sustainable ROA of 4-4.5% and ROE of 19-21% in the long term”

“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
1.4%-1.7%



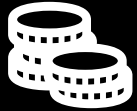
NNPA
in corridor of
0.4%-0.7%



Return on assets
in corridor of
4%-4.5%



Return on equity
in corridor of
19%-21%



AUM growth
in corridor of
26%–28%



Profit growth
in corridor of
28%–30%



GNPA
in corridor of
0.60%–0.80%



NNPA
in corridor of
0.30%–0.40%



Return on assets
in corridor of
1.7%–2.0%



Return on equity
in corridor of
13%–15%

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 60.30 MM

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

Centre of Excellence for each business vertical to bring efficiencies across businesses and improve cross sell opportunity

A well diversified balance sheet

Consolidated lending AUM mix for Urban: Rural: SME: Commercial: Mortgages stood at 34% : 10% : 13% : 11% : 32%. Consolidated borrowing mix for Money Markets: Banks: Deposits: ECB stood at 46% : 31% : 20% : 3%

Agile and innovative

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

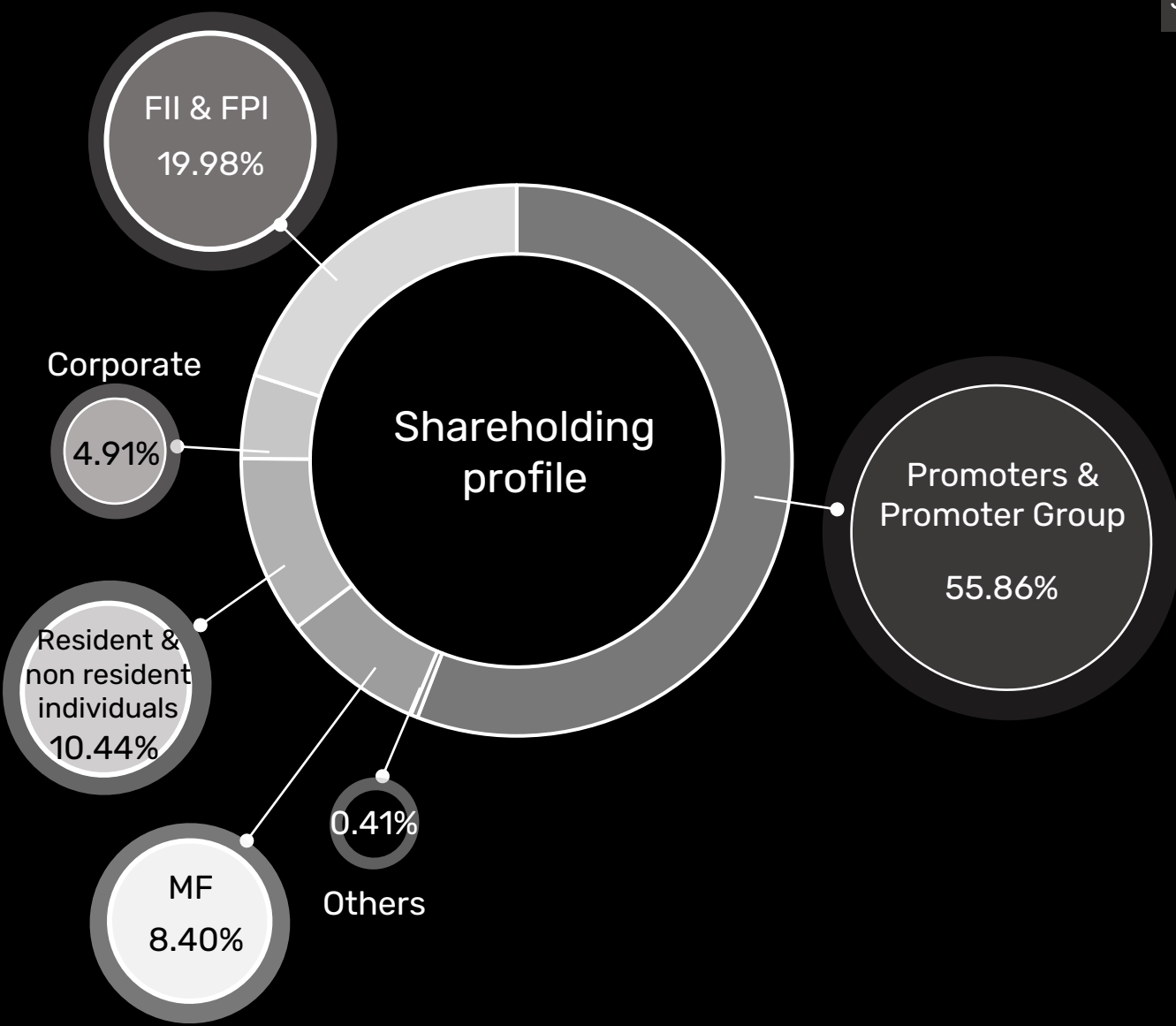
Committed to technology and analytics to transform customer experience

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



Above shareholding is as of 30 June 2022

BAJAJ FINANCE LIMITED

Top 20 investors & their holdings

S.No	Name of Shareholder	As on 30 Jun 22	As on 31 Mar 22	As on 30 Jun 21
1	BAJAJ FINSERV LTD	52.49%	52.49%	52.65%
2	GOVERNMENT OF SINGAPORE	3.29%	3.19%	4.09%
3	MAHARASHTRA SCOOTERS LIMITED	3.13%	3.13%	3.14%
4	AXIS MUTUAL FUND TRUSTEE LIMITED A/C AXIS MUTUAL FUND A/C AXIS BLUECHIP FUND	0.78%	0.79%	0.67%
5	SBI-ETF NIFTY 50	0.78%	0.74%	0.66%
6	AXIS MUTUAL FUND TRUSTEE LIMITED A/C AXIS MUTUAL FUND A/C AXIS LONG TERM EQUITY FUND	0.73%	0.75%	0.79%
7	NEW WORLD FUND INC	0.61%	0.61%	0.56%
8	NEW HORIZON OPPORTUNITIES MASTER FUND	0.59%	0.74%	0.77%
9	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUNDS	0.55%	0.54%	0.52%
10	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	0.51%	0.50%	0.48%
11	SBI LIFE INSURANCE CO. LTD	0.48%	0.48%	0.41%
12	SBI-ETF SENSEX	0.48%	0.44%	0.36%
13	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED	0.44%	0.33%	0.04%
14	EUROPACIFIC GROWTH FUND	0.44%	0.44%	0.27%
15	AXIS MUTUAL FUND TRUSTEE LIMITED A/C AXIS MUTUAL FUND A/C AXIS FOCUSED 25 FUND	0.43%	0.45%	0.47%
16	LIFE INSURANCE CORPORATION OF INDIA	0.40%	0.27%	0.62%
17	ISHARES CORE EMERGING MARKETS MAURITIUS CO	0.39%	0.40%	0.39%
18	PEOPLE'S BANK OF CHINA	0.39%	0.39%	0.40%
19	FIDELITY INVESTMENT TRUST FIDELITY SERIES EMERGINGMARKETS OPPORTUNITIES FUND	0.38%	0.37%	0.35%
20	ST. JAMES'S PLACE EMERGING MARKETS EQUITY UNIT TRUST MANAGED BY WASATCH ADVISORS INC	0.38%	0.39%	0.46%

Financials snapshot [@]	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	CAGR (15 yrs.)
AUM	321	329	522	981	1,698	2,269	3,116	4,198	5,729	7,797	10,676	15,010	19,060	19,810	25,574	37%
Income from operations	65	78	119	182	281	403	528	702	950	1,294	1,652	2,396	3,418	3,456	4,098	34%
Interest expenses	22	21	26	48	97	156	204	291	379	493	598	858	1,227	1,219	1,263	34%
Net Interest Income (NII)	43	56	93	134	185	247	324	411	571	801	1,055	1,538	2,191	2,237	2,836	35%
Operating Expenses	25	28	41	60	87	110	149	185	246	332	424	544	733	688	982	30%
Loan Losses & Provision	14	21	34	27	20	24	33	50	70	104	133	194	509	773	622	31%
Profit before tax	4	7	17	48	78	113	141	176	255	365	498	800	948	776	1,231	51%
Profit after tax	3	4	12	32	53	77	93	116	166	238	323	517	682	572	910	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

@ 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 and FY18 onwards are at 3 months overdue. Hence NPA across periods are not comparable.

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BAJAJ FINANCE LIMITED

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

BAJAJ HOUSING FINANCE LIMITED

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

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

Overview	<ul style="list-style-type: none">• 35-year-old non-bank with a demonstrated track record of profitable growth• Diversified financial services company focused on Urban, Rural, SME, Commercial, Mortgages and Payments• Focused on mass affluent client with a strategy to cross sell• Strong focus on deposits acceptance and fee product distribution• Present in 3,586 locations with over 138.9K+ point of sale• Customer franchise of 60.30 MM as of 30 June 2022• Amongst the largest new loan acquirers in the country (7.42 MM in Q1 FY23)• AUM mix as of 30 June 2022 – Urban : Rural : SME : Commercial : Mortgages stood at 34% : 10% : 13% : 11% : 32%• Core AUM of \$ 26,425 MM as of 30 June 2022 and post tax profit of \$ 336 MM in Q1 FY23• Capital adequacy ratio (including Tier II capital) of 26.16% as of 30 June 2022. Tier I capital stood at 23.84%
Subsidiaries	<ul style="list-style-type: none">• 100% shareholding in Bajaj Housing Finance Limited• 100% shareholding in Bajaj Financial Securities Limited
Treasury	<ul style="list-style-type: none">• Strategy is to create a balanced mix of wholesale and retail borrowings• Borrowings of \$ 22,290 MM with a mix of 46% : 31% : 20% : 3% between money markets, banks, deposits & ECB as of 30 June 2022
Credit Quality	<ul style="list-style-type: none">• Consolidated GNPA and NNPA as of 30 June 2022 stood at 1.25% and 0.51% respectively• Provisioning coverage ratio was 60% as of 30 June 2022• Provisioning coverage on stage 1 & 2 stood at 130 bps as of 30 June 2022

Executive summary – Bajaj Finance Limited

Overview	<ul style="list-style-type: none">• Focused on Urban, Rural, SME, Commercial and Payments businesses• Strategic business unit organization 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 \$ 19,426 MM as of 30 June 2022• AUM mix as of 30 June 2022 – Consumer : Rural : SME : Commercial : Mortgage stood at 44% : 14% : 18% : 15% : 9%• Post tax profit of \$ 305 MM in Q1 FY23• Capital adequacy ratio (including Tier II capital) of 26.16% as of 30 June 2022. Tier I capital stood at 23.84%
Consumer business	<ul style="list-style-type: none">• Present in 1,368 locations with 99.9K+ active distribution points of sale as of 30 June 2022• Largest consumer electronics, digital products & lifestyle products lender in India• 2-wheeler financing business disbursed 149.7K accounts in Q1 FY23 (growth of 10% YOY)• 3-wheeler financing business disbursed 16.9K accounts in Q1 FY23 (growth of 120% YOY)• Amongst the largest personal loan lenders in India
Payments	<ul style="list-style-type: none">• EMI Card franchise stood at 32.8 MM cards in force (CIF) as of 30 June 2022• Co-branded credit card CIF stood at 2.96 MM as of 30 June 2022• Co brand wallet has 22.3 MM users as of 30 June 2022 who have linked their EMI card to the wallet• Digital app platform has 23 MM active users as of 30 June 2022
Rural business	<ul style="list-style-type: none">• 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 2,218 towns and villages with 31.5K+ active distribution points of sale as of 30 June 2022

SME Business	<ul style="list-style-type: none">• Offers unsecured working capital loans to SME and self-employed professionals• Secured offerings include enterprise loans against property• Focused on accelerating used car financing business (average ticket size of ~ \$ 9k)• Focused on affluent SMEs (average sales of \$ 2 to 3 MM) with established financials & demonstrated borrowing track record
Commercial business	<ul style="list-style-type: none">• Offers short, medium and long-term financing to mid market corporates• Focused on auto ancillaries, pharma, specialty chemicals, financial institution groups, lease rental discounting and top mid corporate clients in India
Treasury	<ul style="list-style-type: none">• Strategy is to create a balanced mix of wholesale and retail borrowings with a focus on long term borrowings• Borrowings stood at \$ 16,498 MM with a mix of 50% : 20% : 26% : 4% between money markets, banks, deposits & ECB as of 30 June 2022
Credit Quality	<ul style="list-style-type: none">• GNPA and NNPA as of 30 June 2022 stood at 1.59% and 0.64% respectively• Provisioning coverage ratio as of 30 June 2022 was 60%• Provisioning coverage on stage 1 & 2 stood at 148 bps as of 30 June 2022
Credit Rating	<ul style="list-style-type: none">• Credit rating for long term borrowing is AAA/Stable by CRISIL, ICRA, CARE & India Ratings• Credit rating for short term borrowing is A1+ by CRISIL, ICRA & India Ratings• Credit rating for FD program is CRISIL AAA/STABLE by CRISIL & [ICRA] AAA (Stable) by ICRA• Long term issuer credit rating of BB+/Positive and short-term rating of B by S&P Global ratings

Executive summary – Bajaj Housing Finance Ltd. BAJAJ FINANCE LIMITED

Overview	<ul style="list-style-type: none">• A 100% subsidiary of Bajaj Finance Limited, registered with National Housing Bank as a Housing Finance Company• Independent organization 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 \$ 7,438 MM as of 30 June 2022. Post tax profit of \$ 41 MM for Q1 FY23• Capital adequacy ratio (including Tier II capital) was 24.57% as of 30 June 2022
Home Loans	<ul style="list-style-type: none">• Offers home loans to salaried customers for an average ticket size of approximately \$ 65k• Focused on originating home loans at developer points for B2B home loans business through open market distribution and developer finance relationships• Focused on enabling customers to buy homes along with balance transfer proposition directly & through channel partners• Currently present across 49 locations in India• Home loan mix as of 30 June 2022 – Salaried : Self Employed : Professionals stood at 90% : 5% : 5%
Loan Against Property	<ul style="list-style-type: none">• Offers loan to mass affluent and above self-employed customers for an average ticket size of \$ 76k• Focused on offering customized propositions to both self employed and salaried customers directly as well as through channel partners• Currently present across 26 locations in India
Rural	<ul style="list-style-type: none">• Offers home loans and loans against property to salaried and self-employed customers with an average ticket size of approximately \$ 23k for home loans and \$ 17k for loan against property• Hub and spoke strategy through branch network and ASSC tie ups• Currently present across 109 locations in India

Executive summary – Bajaj Housing Finance Ltd. BAJAJ FINANCE LIMITED

Values in MM
USD 1 – INR 77

Lease Rental Discounting	<ul style="list-style-type: none">• Offers loan against lease rentals to high net-worth individuals and developers on commercial property leased mainly to corporate tenants• Offers construction finance for commercial properties to existing LRD customers• All lease rental discounting transactions are backed by rentals through escrow mechanism• Ticket size of lease rental discounting ranges up to \$ 97 MM with an average ticket size of approximately \$ 6 MM• Currently present across 11 locations in India
Developer Financing	<ul style="list-style-type: none">• Offers construction finance and inventory finance mainly to category A and A+ developers in India• Average ticket size ranges between \$ 3-4 MM• Currently present in 11 locations
Credit Quality	<ul style="list-style-type: none">• GNPA and NNPA, recognized as per extant RBI prudential norms and provisioned as per Expected Credit Loss (ECL) method prescribed in Ind AS, as of 30 June 2022 stood at 0.27% and 0.11% respectively
Treasury	<ul style="list-style-type: none">• Strategy is to create a balanced and sustained mix of borrowings• Borrowings stood at \$ 5,707 MM with a mix of 53% : 32% : 14% : 1% between banks : money markets : assignment : ICD as of 30 June 2022 against mix of 51% : 34% : 14% : 1% as of 31 March 2022
Credit Rating	<ul style="list-style-type: none">• 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

Executive summary – Bajaj Financial Securities Limited

BAJAJ FINANCE LIMITED

Overview

- A 100% subsidiary of Bajaj Finance Limited, registered with Securities and Exchange Board of India (SEBI)
- Member of Stock Exchanges (NSE and BSE), Depositories (NSDL & CDSL) and AMFI for distribution of Mutual Funds
- Offers Capital Market products – Broking, Depository services, Margin Trade Financing, Mutual Funds, IPOs and Distribution of PMS
- Broking business caters to two different business segments – HNI and Retail
- Received issuer rating of AAA from CRISIL
- Total Income for Q1 FY23 stands at \$ 5 MM
- Delivered PAT of ~ \$ 0.1 MM in Q1 FY23

HNI Broking

- Business oriented towards delivering relationship-based Broking solutions to UHNI & HNI client segment
- Focus on building Margin Trade Financing book, total loan book as of Q1 FY23 stands at \$ 96 MM
- Physical branch network across 7 locations – Mumbai, Ahmedabad, Pune, Bangalore, Kolkata, Delhi and Rajkot (New)
- Working on Geo-Expansion of our Branch network and planning to add 15-20 new locations over the next 90 days
- Added 1.5K UHNI/HNI clients in Q1. Total client base stood at 7K+ as of 30 June 2022

Retail Broking

- Added 35K+ trading and demat accounts in Q1 FY23 . Total retail client base stood at 360K as of 30 June 2022
- Crossed 1,000+ network of partners and affiliates online accounts
- Working with 200+ Independent Business Advisor (IBAs)
- Focused on driving client activation of BFSL Platform, monthly activation rate stands at 27%

Executive summary – Bajaj Financial Securities Limited

BAJAJ FINANCE LIMITED

Q1 capabilities update

Gone live with below capabilities on web and mobile during Q1 FY23

- Bonds: Online investments in Bonds in partnership with Golden Pi
- Scanners : Stock analysis and filter basis key parameter and matrices to find new trading ideas efficiently.
- Appsflyer : App analytics engine to understand customer behavior on our Mobile platforms.
- Pre IPO : Allow early access in IPO application via UPI from BFSL Platform
- Online Nomination : options for clients to add nominee in trading account through online process
- Online account closure : enables our user to raise an account closure request online
- App account Migration : Migration of Mobile app ownership from parent company to dedicated account of Bajaj Financial Securities
- Flutter Update : Update of flutter version to newer version improving performance.
- Firebase Integration : tool provides tools for tracking analytics, reporting and fixing app crashes, creating marketing and product experiment.

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

Financial statement summary – Consolidated

BAJAJ FINANCE LIMITED

				Values in MM USD 1 – INR 77		
Financials snapshot	Q1 FY23	Q1 FY22	Y-o-Y	FY22	FY21	Y-o-Y
Assets under management	26,425	20,601	28%	25,574	19,810	29%
Assets under finance	25,691	19,835	30%	24,794	18,999	30%
Interest income	1,026	771	33%	3,532	3,018	17%
Fee and other income	171	89	91%	524	361	45%
Net gain on fair value changes on investment	6	13	(55%)	42	77	(45%)
Total Income	1,202	873	38%	4,098	3,456	19%
Interest expenses	343	292	17%	1,263	1,219	4%
Net Interest Income	860	581	48%	2,836	2,237	27%
Operating Expenses	308	178	73%	982	688	43%
Loan losses and provisions	98	227	(57%)	622	773	(20%)
Profit before tax	454	177	156%	1,231	776	59%
Profit after tax	336	130	159%	910	572	59%
Ratios						
Operating expenses to Net Interest Income	35.9%	30.6%		34.6%	30.7%	
Annualized loan loss to average AUF	1.55%	4.67%		2.84%	4.14%	
Annualized Return on Average Assets	5.33%	2.67%		4.16%	3.07%	
Annualized Return on Average Equity	23.07%	10.70%		17.43%	12.77%	
Earning per share - Basic (\$) *	0.56	0.22		1.51	0.95	

Financial statement summary – Bajaj Finance Ltd

BAJAJ FINANCE LIMITED

Values in MM USD 1 – INR 77						
Financials snapshot	Q1 FY23	Q1 FY22	Y-o-Y	FY22	FY21	Y-o-Y
Assets under management	19,426	15,487	25%	19,007	14,949	27%
Assets under finance	19,128	15,202	26%	18,687	14,648	28%
Interest income	884	670	32%	3,073	2,645	16%
Fee and other income	167	86	95%	503	337	49%
Net gain on fair value changes on investment	3	11	(67%)	34	68	(51%)
Total Income	1,055	766	38%	3,610	3,050	18%
Interest expenses	260	228	14%	981	964	2%
Net Interest Income	795	538	48%	2,629	2,085	26%
Operating Expenses	287	166	73%	918	650	41%
Loan losses and provisions	97	223	(57%)	599	741	(19%)
Profit before tax	411	149	176%	1,112	695	60%
Profit after tax	305	109	179%	822	512	61%
Ratios						
Operating expenses to Net Interest Income	36.1%	30.8%		34.9%	31.2%	
Annualized loan loss to average AUF	2.05%	5.98%		3.59%	5.05%	
Annualized Return on Average Assets	6.46%	2.93%		4.93%	3.49%	
Annualized Return on Average Equity	21.79%	9.26%		16.28%	11.68%	
Earning per share - Basic (\$) *	0.51	0.18		1.37	0.89	

Financial statement summary – BHFL

BAJAJ FINANCE LIMITED

				Values in MM USD 1 – INR 77		
Financials snapshot	Q1 FY23	Q1 FY22	YoY	FY22	FY21	YoY
Assets under management	7,438	5,303	40%	6,906	5,035	37%
Assets under finance	6,481	4,632	40%	6,020	4,329	39%
Interest income	139	101	38%	451	373	21%
Fee and other income	18	4	369%	29	28	4%
Net gain on fair value changes on investment	2	2	(6%)	8	8	(2%)
Total Income	158	106	49%	488	409	19%
Interest expenses	81	63	29%	279	255	10%
Net Interest Income	77	43	77%	209	154	36%
Operating Expenses	21	12	75%	61	43	43%
Loan losses and provisions	1	3	(73%)	23	32	(27%)
Profit before tax	55	28	96%	124	79	57%
Profit after tax	41	21	96%	92	59	57%
Ratios						
Operating expenses to Net Interest Income	26.8%	27.2%		29.2%	27.7%	
Annualized loan loss to average AUF	0.06%	0.30%		0.45%	0.80%	
Annualized Return on Average Assets	2.62%	1.86%		1.78%	1.48%	
Annualized Return on Average Equity	15.51%	10.51%		11.11%	7.80%	
Earning per share - Basic (\$) *	0.006	0.004		0.019	0.012	



Section 04

Asset liability management

4.1

Conservative leverage standards –
Bajaj Finance Limited

4.2

Resilient business model –
Consolidated

4.3

Behaviouralized ALM – Bajaj Finance
Limited

4.4

Behaviouralized ALM – Bajaj Housing
Finance Limited

4.5

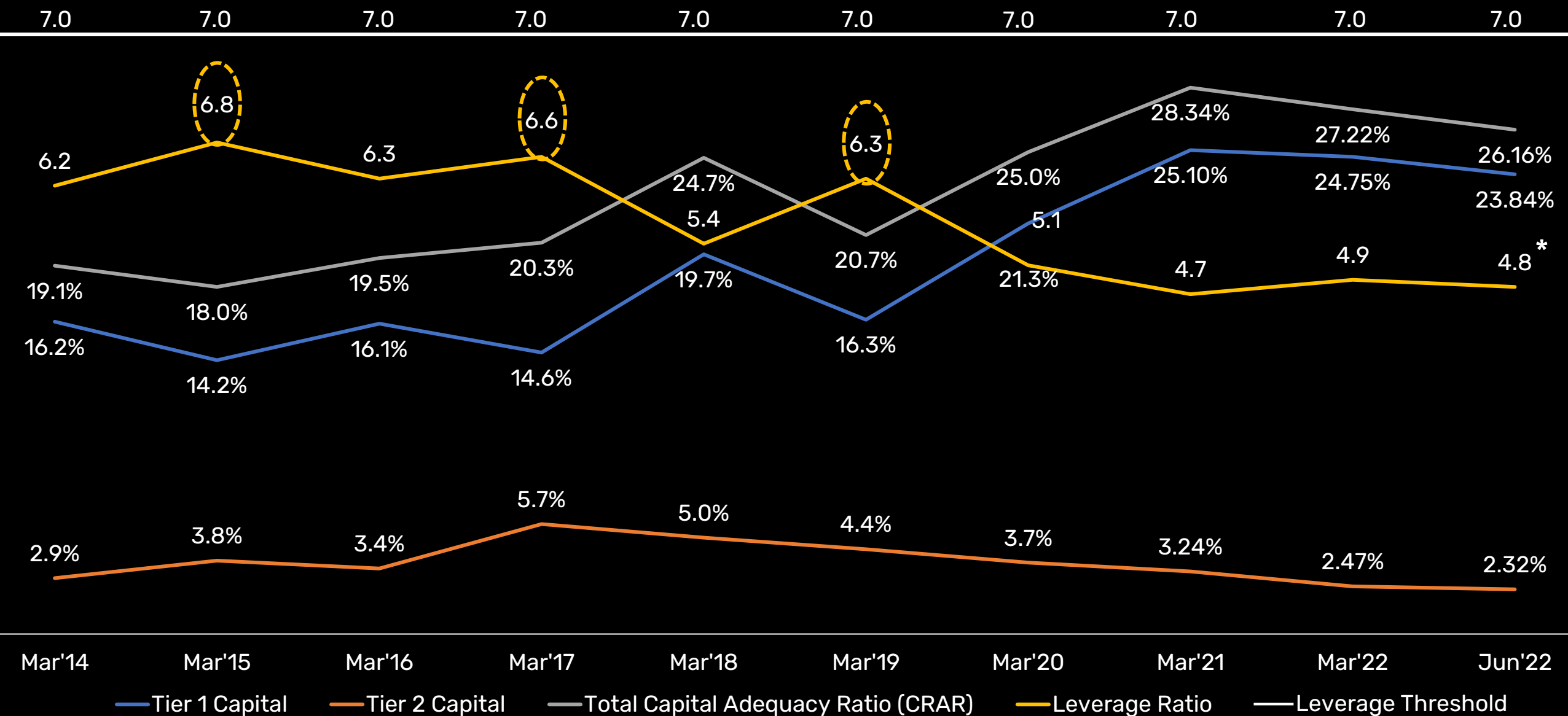
Disciplined ALM Management –
Bajaj Finance Limited

4.6

Consolidated liability mix

Conservative leverage standards

BAJAJ FINANCE LIMITED

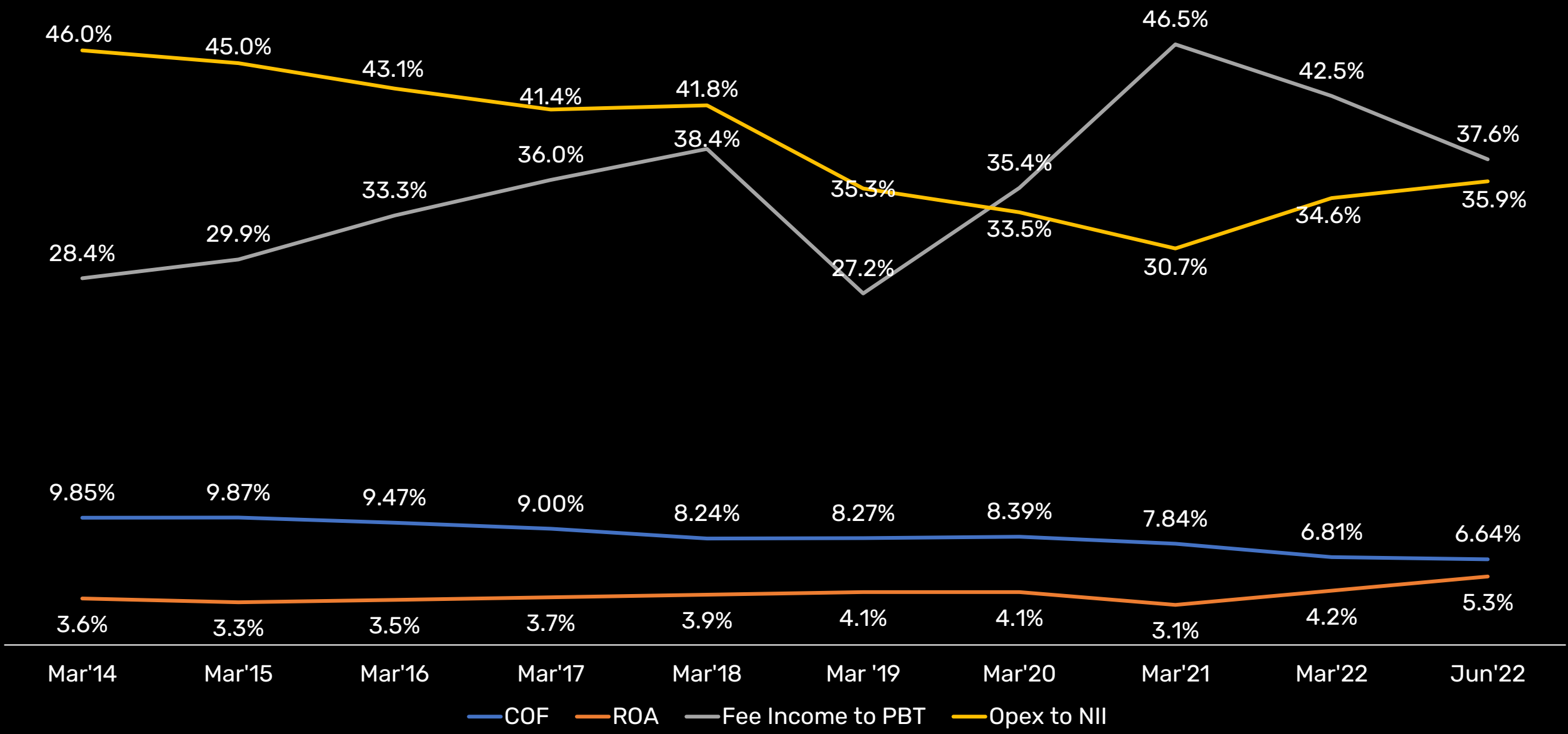


*Standalone leverage is approximately 3.9X as of 30 June 2022

Capital Adequacy Ratios (CRAR) are on standalone basis

Mar '19 onwards numbers are as per Ind AS

Denotes point at which the Company initiated its capital raising plan

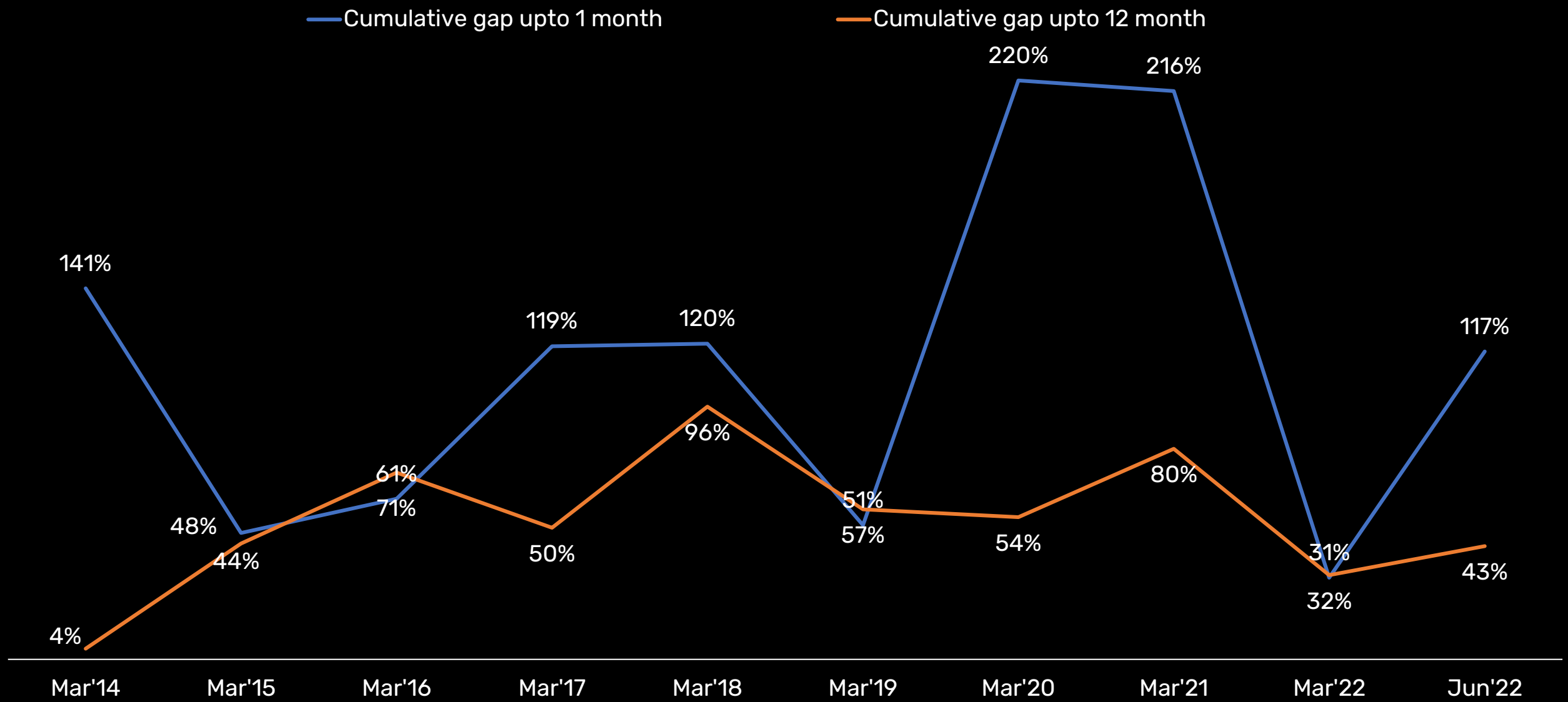


BAJAJ FINANCE LIMITED

USD 1 – INR 77

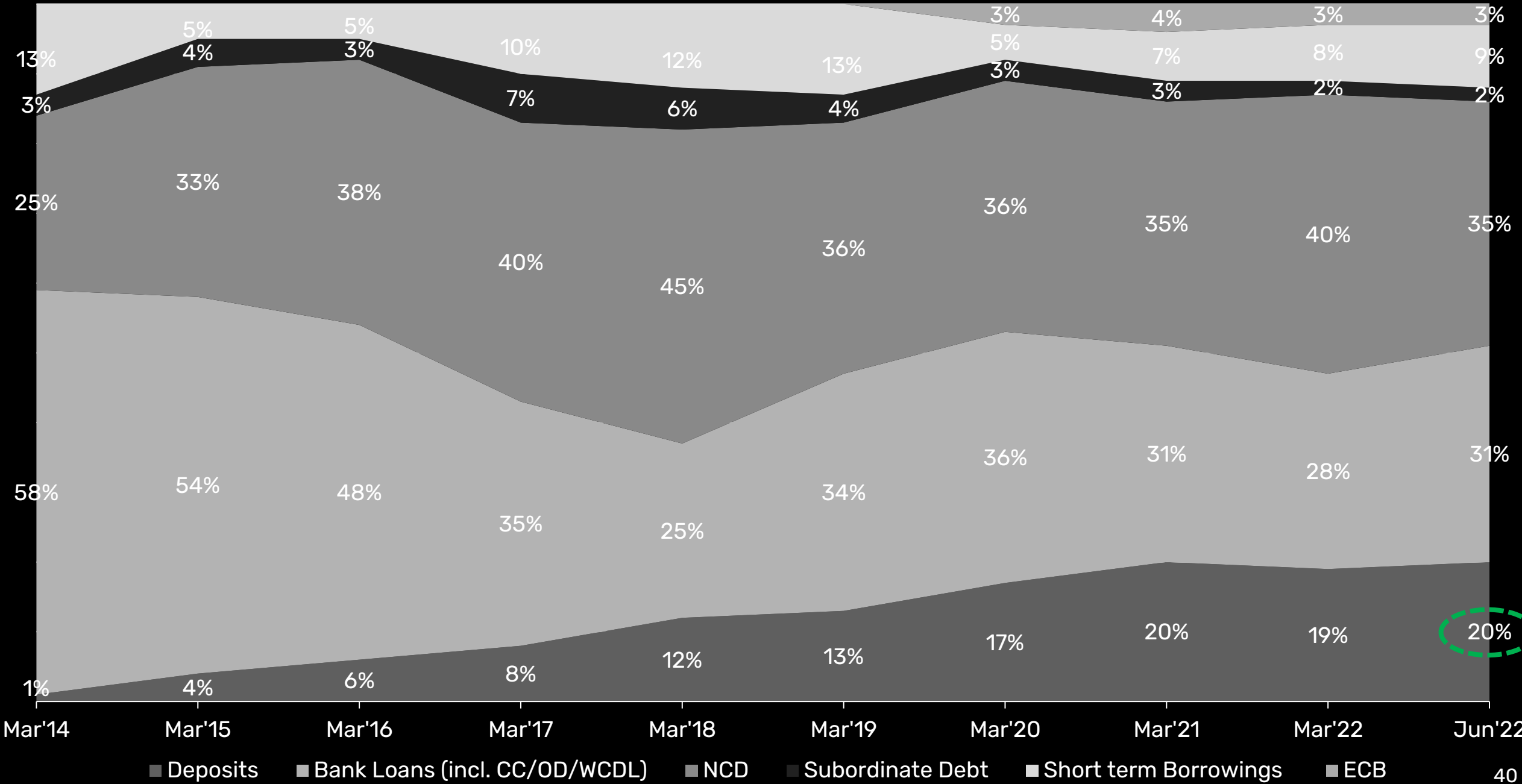
Particulars	1-7 D	8-14 D	15-30 D	>1-2 M	>2-3 M	>3-6 M	>6 M-1 Y	>1-3 Y	>3-5 Y	>5 -7 Y	>7Y - 10 Y	> 10Y	Total	
Cash & Investments	190	38	78	97	22	29	-	-	-	-	-	-	453	
Advances	63	45	70	130	142	352	613	1,737	1,076	733	691	829	6,481	
Other inflows	1	1	199	100	68	154	524	332	343	78	55	142	1,997	
Total Inflows (A)	254	84	346	327	233	535	1,137	2,070	1,419	811	746	971	8,932	
Cumulative Total Inflows (B)	254	338	684	1,011	1,244	1,778	2,915	4,985	6,404	7,215	7,961	8,932		
Borrowings	123	-	148	204	142	407	909	2,597	1,393	251	73	233	6,481	
Capital Reserves and Surplus	-	-	-	-	-	-	-	-	-	-	-	1,238	1,238	
Other Outflows	99	66	128	76	41	124	120	232	1	-	324	-	1,213	
Total Outflows (C)	222	66	276	280	184	531	1,029	2,829	1,394	252	397	1,471	8,932	
Cumulative Total Outflows (D)	222	289	565	845	1,029	1,560	2,590	5,418	6,812	7,064	7,461	8,932		
Mismatch (E = A - C)	32	17	70	47	49	3	108	(759)	25	560	349	(500)		
Cumulative mismatch (F = B-D)	32	49	119	166	215	218	326	(433)	(409)	151	500			
Cumulative mismatch as % (F/D)	14%	17%	21%	20%	21%	14%	13%	-8%	-6%	2%	7%	0%		
Permissible cumulative gap %	-10%	-10%	-20%											
Additional borrowings possible	290													

In Q1, daily average LCR was 115% as against regulatory requirement of 50%



Consolidated liability mix

BAJAJ FINANCE LIMITED





Section 05

Customer franchise and distribution reach

5.1

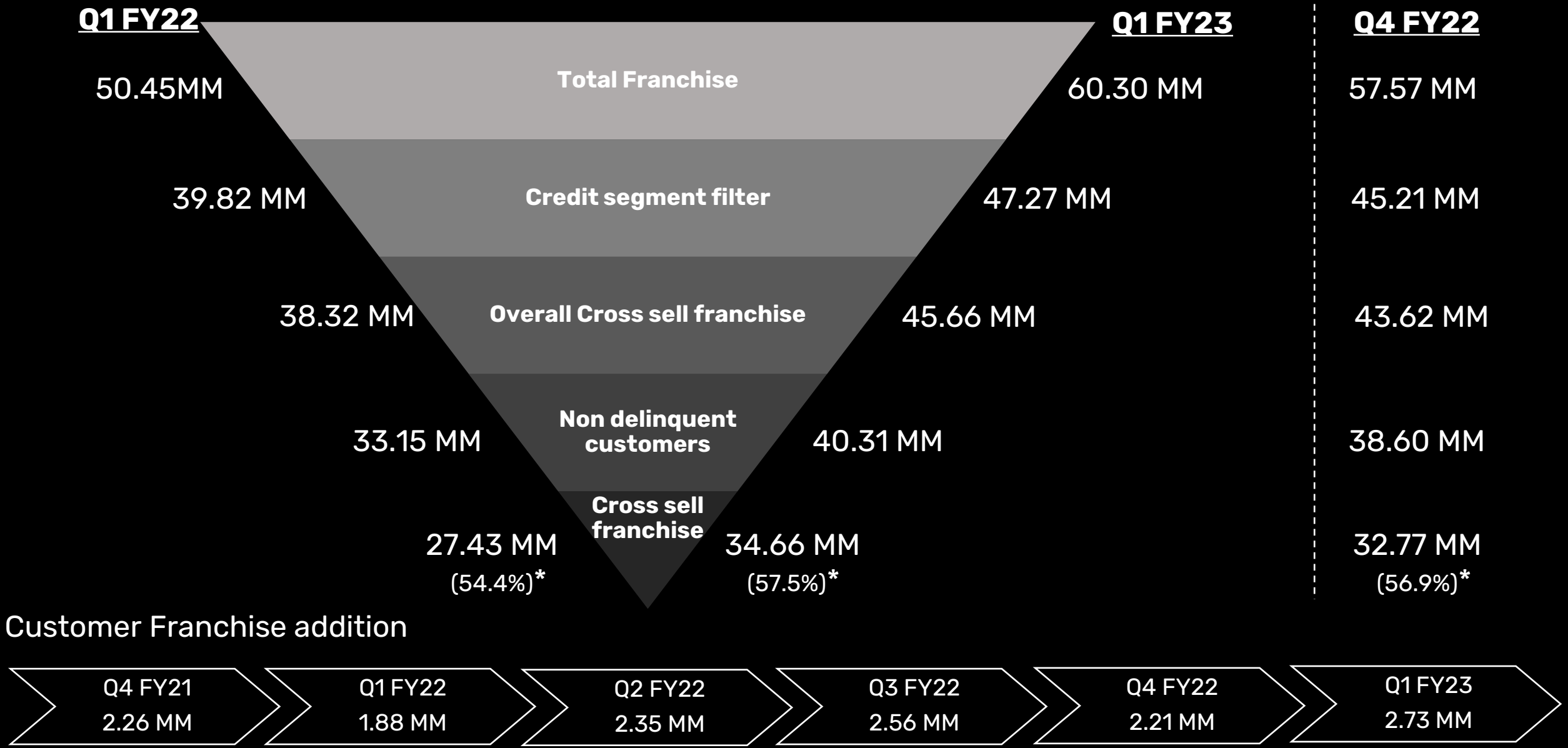
Customer franchise

5.2

Geographic presence

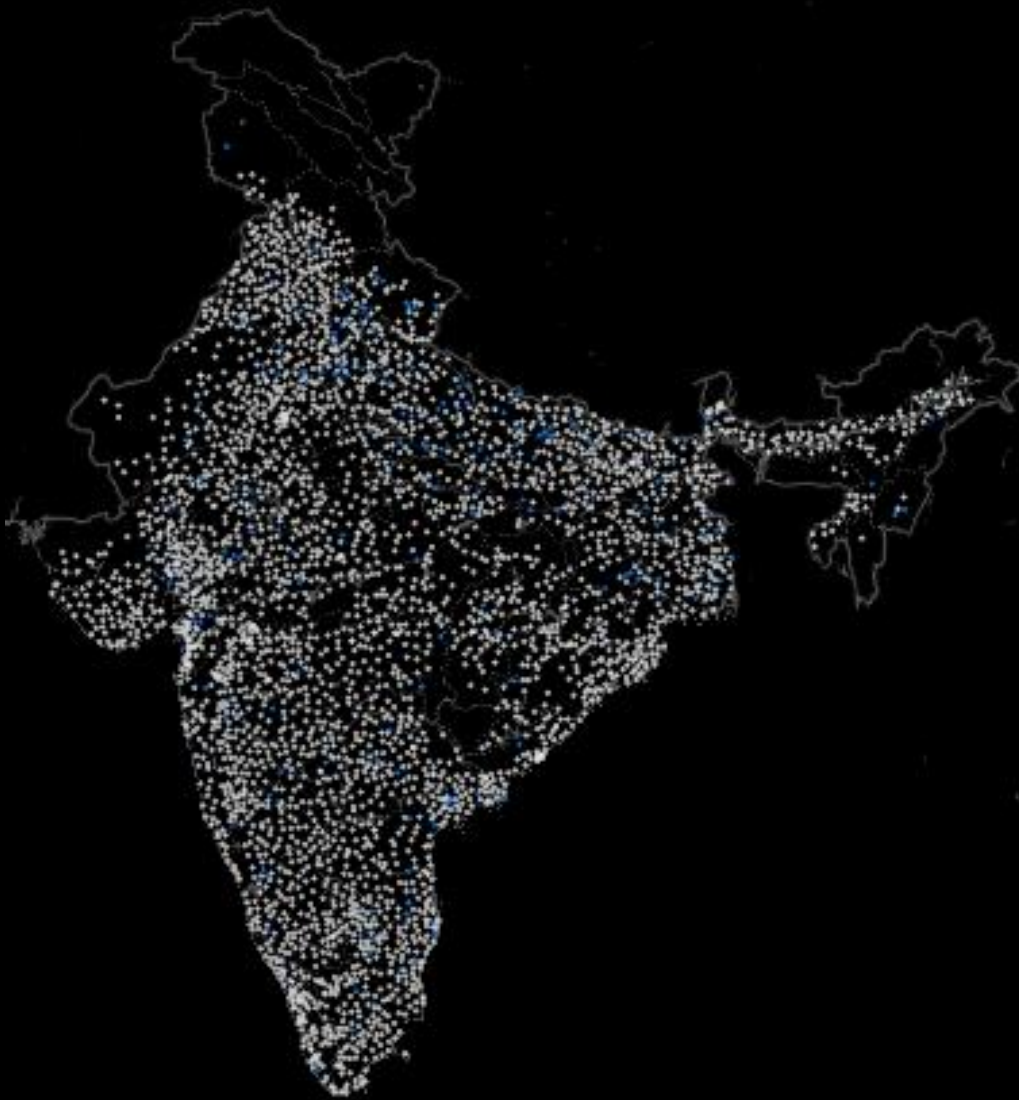
5.3

Strong distribution reach



*Represents cross sell franchise as a % of total franchise

Geographic presence



Geographic Presence	30 Jun 2018	30 Jun 2019	30 Jun 2020	30 Jun 2021	31 Mar 2022	30 Jun 2022
Urban lending branches	793	944	1,049	1,368	1,368	1,368
Rural lending branches	693	951	1,359	1,745	2,136	2,218
Total Bajaj Finance presence	1,486	1,895	2,408	3,113	3,504	3,586

Strong distribution reach

Active distribution	30 Jun 2019	30 Jun 2020	30 Jun 2021	31 Dec 2021	31 Mar 2022	30 Jun 2022
Consumer durable stores – Urban	22,000+	24,200+	26,900+	29,500+	30,600+	31,000+
Consumer durable stores – Rural	15,200+	19,600+	24,000+	27,900+	29,800+	31,500+
Digital product stores	23,100+	26,400+	26,350+	28,800+	29,500+	31,150+
Lifestyle retail stores	8,300+	9,500+	9,400+	10,800+	11,000+	11,050+
EMI card – retail spends stores	20,700+	24,300+	14,500+	17,800+	18,800+	20,050+
Bajaj Auto dealers, sub-dealers & ASSC	4,900+	5,500+	5,800+	6,000+	6,000+	5,550+
Non-captive 2W dealers, sub-dealers & ASSC*	-	-	-	-	-	1,170+
DSA/Independent Financial Agents	2,800+	4,900+	7,500+	7,500+	7,500+	7,500+
Overall active distribution network	97,000+	1,14,400+	1,14,400+	1,28,300+	1,33,200+	1,38,900+



Section 06

Business segment wise AUM

6.1

Business segment wise AUM - Consolidated

6.2

Business segment wise AUM - Mortgages

Business segment wise AUM - Consolidated					BAJAJ FINANCE LIMITED		
					Values in MM USD 1 – INR 77		
Assets Under Management	AUM as of 30 June 2021	BFL as of 30 June 2022	BHFL as of 30 June 2022	AUM as of 30 June 2022	Growth YoY	Composition as of 30 June 2021	Composition as of 30 June 2022
Auto Finance Business	1,470	1,290	-	1,290	(12%)	7%	5%
Urban Sales Finance Business	1,447	2,134	-	2,134	47%	7%	8%
Urban B2C Business	4,067	5,136	201	5,337	31%	20%	21%
Rural Sales Finance Business	377	591	-	591	57%	2%	2%
Rural B2C Business	1,624	2,168	-	2,168	34%	8%	8%
SME Lending Business	2,634	3,434	19	3,441	31%	13%	13%
Securities Lending Business	815	1,303	-	1,399	72%	4%	5%
IPO Financing Business	381	-	-	-	(100%)	2%	0%
Commercial Lending Business	1,167	1,559	-	1,559	34%	6%	6%
Mortgages Business	6,620	1,809	7,218	8,505	28%	31%	32%
Total	20,601	19,426	7,438	26,425	28%	100%	100%
Co-brand Credit Card CIF	2.13 MM			2.96 MM			
EMI Card CIF	24.1 MM			32.8 MM			
Co-brand Wallets	20.9 MM			22.3 MM			

Business segment wise AUM – Mortgages					BAJAJ FINANCE LIMITED			
					Values in MM USD 1 – INR 77			
Bajaj Housing Finance Limited					Mortgages – All			
Assets Under Management	AUM as of 30 June 2021	AUM as of 30 June 2022	Growth	Composition as of 30 Jun 2022	AUM as of 30 June 2021	AUM as of 30 June 2022	Growth	Composition as of 30 Jun 2022
Home Loans business	3,288	4,651	41%	64%	3,736	4,895	31%	58%
Loan against property business	623	831	33%	12%	1,471	1,661	13%	20%
Lease rental discounting business	666	952	43%	13%	807	1,129	40%	13%
Developer Finance business	285	478	68%	7%	286	478	67%	6%
Rural	262	305	17%	4%	320	342	7%	4%
Total	5,124	7,218	41%	100%	6,620	8,505	28%	100%
</								

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

Values in MM
USD 1 – INR 77

Particulars	AUM 30 Jun 22	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					31 Dec 21	31 Mar 22	30 Jun 22	31 Dec 21	31 Mar 22	30 Jun 22
Auto Finance Business	1,290	144	72	50%	11.04%	11.01%	10.15%	5.84%	5.83%	5.35%
Urban Sales Finance Business	2,134	7	1	82%	0.30%	2.81%	0.32%	0.06%	1.32%	0.06%
Urban B2C Business	5,337	43	11	75%	1.33%	0.95%	0.83%	0.34%	0.24%	0.21%
Rural Sales Finance Business	591	1	0	86%	0.24%	0.16%	0.21%	0.05%	0.02%	0.03%
Rural B2C Business	2,168	23	6	72%	2.55%	1.19%	1.01%	1.42%	0.37%	0.29%
SME Lending Business	3,441	46	12	75%	1.39%	1.43%	1.33%	0.35%	0.36%	0.33%
Securities Lending Business	1,399	0	0	10%	0.06%	0.01%	0.02%	0.06%	0.01%	0.02%
Commercial Lending Business	1,559	5	2	49%	0.42%	0.38%	0.29%	0.26%	0.18%	0.15%
Mortgages Business	8,505	60	27	55%	0.95%	0.86%	0.74%	0.52%	0.40%	0.34%
Total	26,425	329	132	60%	1.73%	1.60%	1.25%	0.78%	0.68%	0.51%

BAJAJ FINANCE LIMITED

Values in MM
USD 1 – INR 77

Gross Assets Receivable					ECL Provision				PCR %			
	Stage 1	Stage 2		Stage 3	Stage 1	Stage 2		Stage 3	Stage 1	Stage 2		Stage 3
		OTR*	Normal			OTR*	Normal			OTR*	Normal	
Auto Finance Business	1,128	-	145	144	18	0	36	72	1.6%	-	25.0%	50.0%
Urban Sales Finance Business	2,138	-	18	7	15	-	9	6	0.7%	-	47.8%	81.8%
Urban B2C Business	5,117	2	91	43	63	-	32	33	1.2%	18.1%	34.9%	74.9%
Rural Sales Finance Business	592	-	4	1	2	-	2	1	0.4%	-	52.8%	85.6%
Rural B2C Business	2,152	-	52	23	26	0	16	16	1.2%	-	30.2%	71.9%
SME Lending Business	3,418	3	33	46	32	1	12	35	0.9%	21.2%	36.1%	75.2%
Securities Lending Business	1,409	-	1	-	1	-	-	-	0.0%	-	0.1%	10.1%
Commercial Lending Business	1,560	-	-	5	3	-	-	2	0.2%	-	-	49.5%
Mortgages Business	7,919	56	58	60	42	13	12	33	0.5%	23.2%	21.3%	54.5%
Total as of 30 Jun 2022	25,433	61	401	329	203	14	119	197	0.8%	23.0%	29.6%	59.9%
Total as of 31 Mar 2022	24,458	93	407	406	195	19	121	235	0.8%	20.1%	29.8%	58.0%
Total as of 31 Dec 2019	17,668	-	464	305	100	-	87	173	0.6%	-	18.8%	56.7%

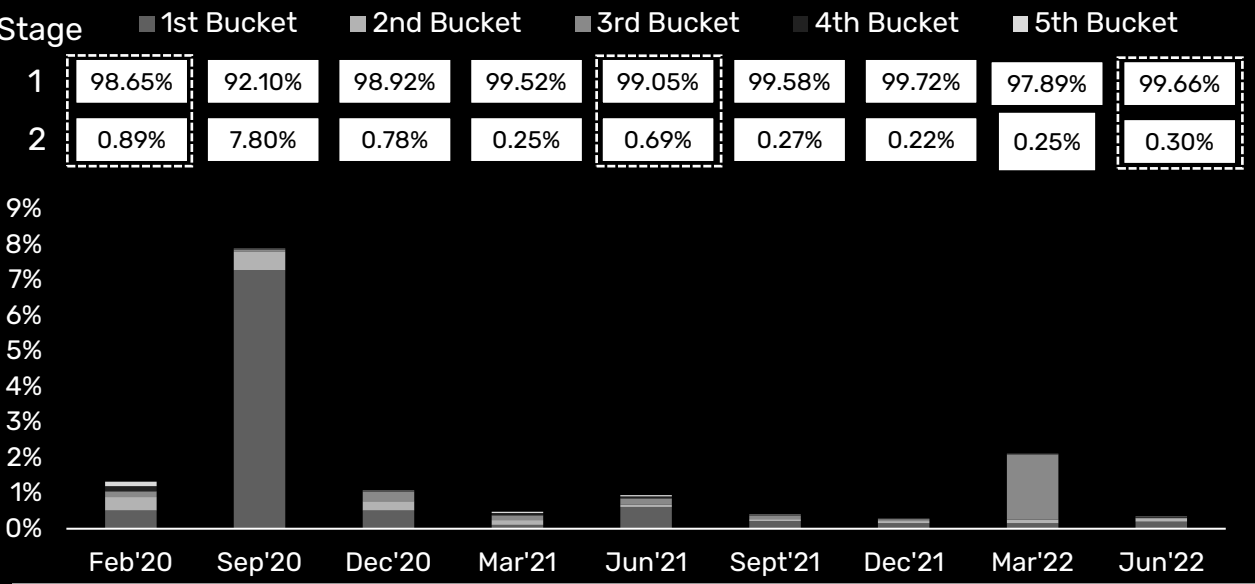
BAJAJ FINANCE LIMITED

Particulars	AUM 30 Jun 22	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					31 Dec 21	31 Mar 22	30 Jun 22	31 Dec 21	31 Mar 22	30 Jun 22
Home Loans business	4,651	10	4	61%	0.31%	0.27%	0.23%	0.15%	0.12%	0.09%
Loan against property business	831	4	2	54%	0.68%	0.65%	0.59%	0.39%	0.33%	0.28%
Lease rental discounting business	952	-	-	-	-	-	-	-	-	-
Developer Finance business	478	0	0	-	0.04%	0.03%	0.00%	0.03%	-	0.00%
Rural business	305	3	1	52%	1.27%	1.22%	1.33%	0.67%	0.59%	0.64%
Other business	220	1	0	72%	0.47%	0.41%	0.42%	0.16%	0.13%	0.12%
Total	7,438	17	7	58%	0.35%	0.31%	0.27%	0.18%	0.14%	0.11%

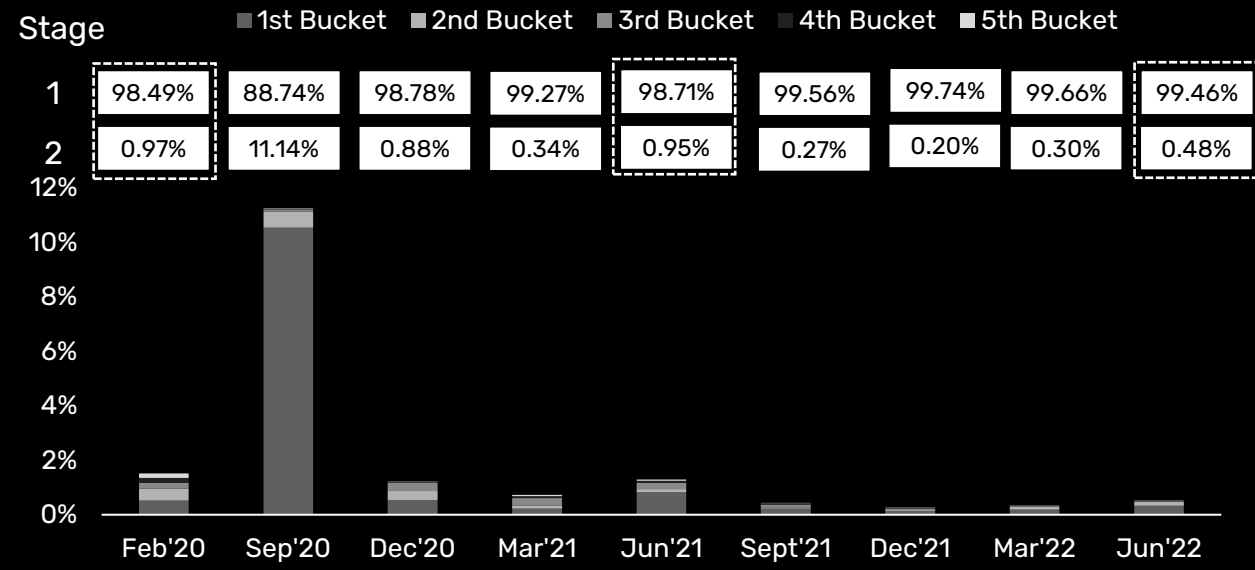
	Gross Assets Receivable				ECL Provision				PCR %			
	Stage 1	Stage 2		Stage 3	Stage 1	Stage 2		Stage 3	Stage 1	Stage 2		Stage 3
		OTR*	Normal			OTR*	Normal			OTR*	Normal	
Home Loans business	4,118	20	15	10	21	5	3	6	0.5%	26.5%	17.1%	60.6%
Loan against property business	630	7	8	4	4	2	1	2	0.7%	23.4%	16.1%	53.7%
Lease rental discounting business	802	-	-	-	5	-	-	-	0.6%	-	13.4%	-
Developer Finance business	481	-	-	-	3	-	-	-	0.7%	-	23.1%	-
Rural business	208	3	8	3	1	1	1	2	0.6%	26.1%	15.7%	51.7%
Other business	220	1	1	1	2	-	-	1	0.9%	23.7%	28.7%	72.0%
Total as of 30 Jun 2022	6,460	32	32	17	37	8	5	10	0.6%	25.6%	16.9%	58.2%
Total as of 31 Mar 2022	5,984	47	31	19	34	12	5	10	0. 6%	24.5%	16.3%	54.3%
Total as of 31 Dec 2019	3,342	-	24	3	4	-	1	1	0.1%	-	6.1%	31.3%

Portfolio credit quality – Consolidated

Consumer Durable & Lifestyle

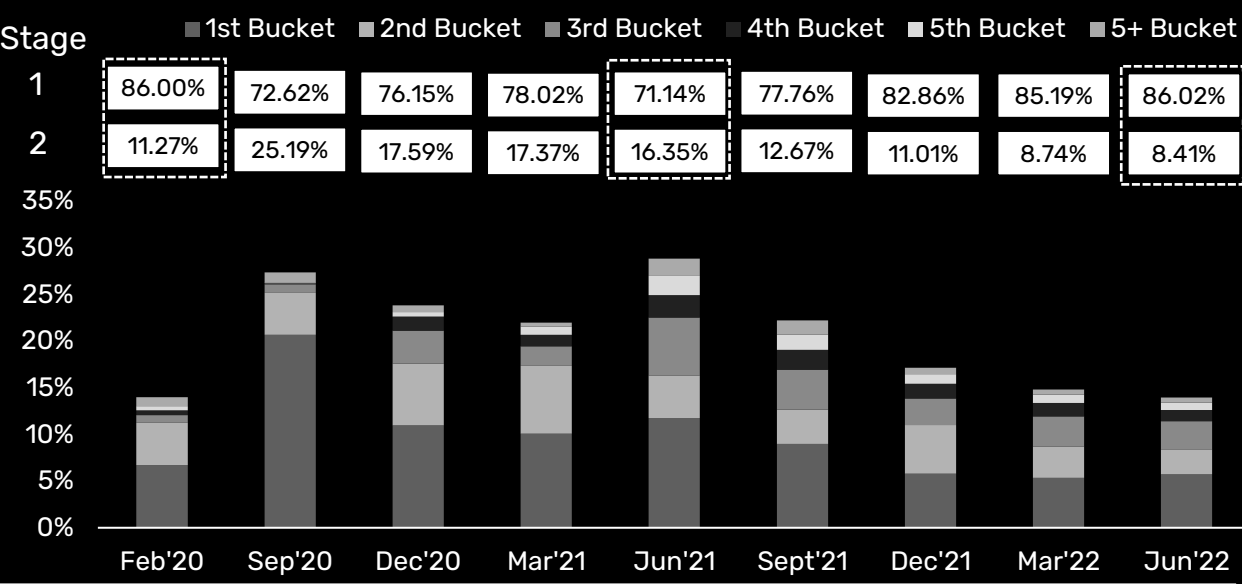


Digital product

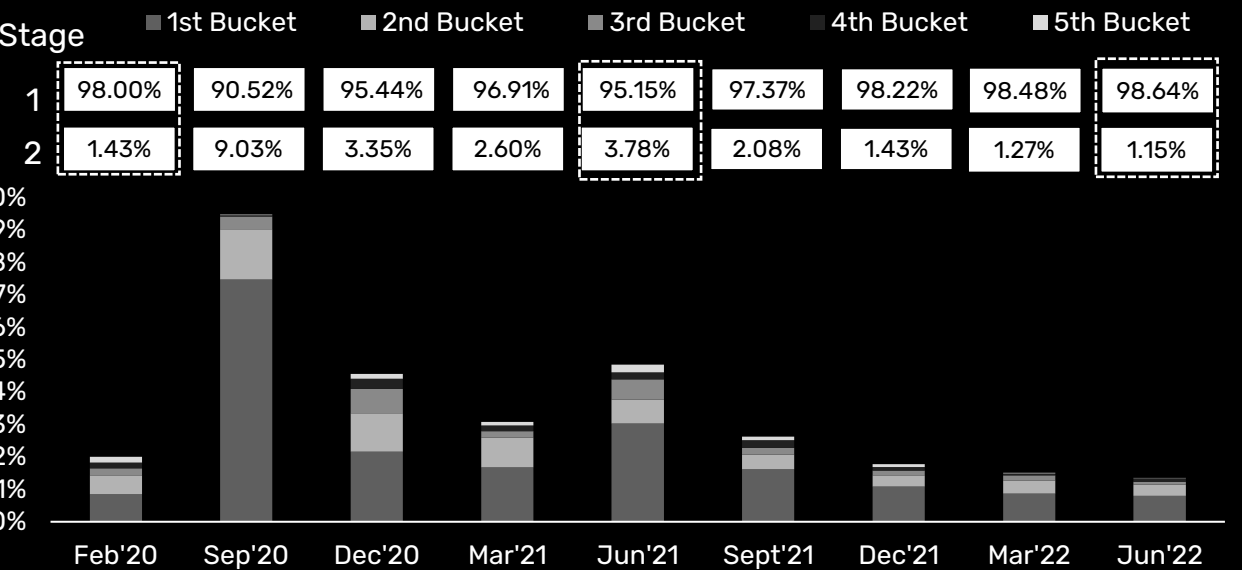


Portfolio credit quality after adjusting ECL provisions

Two & three-wheeler



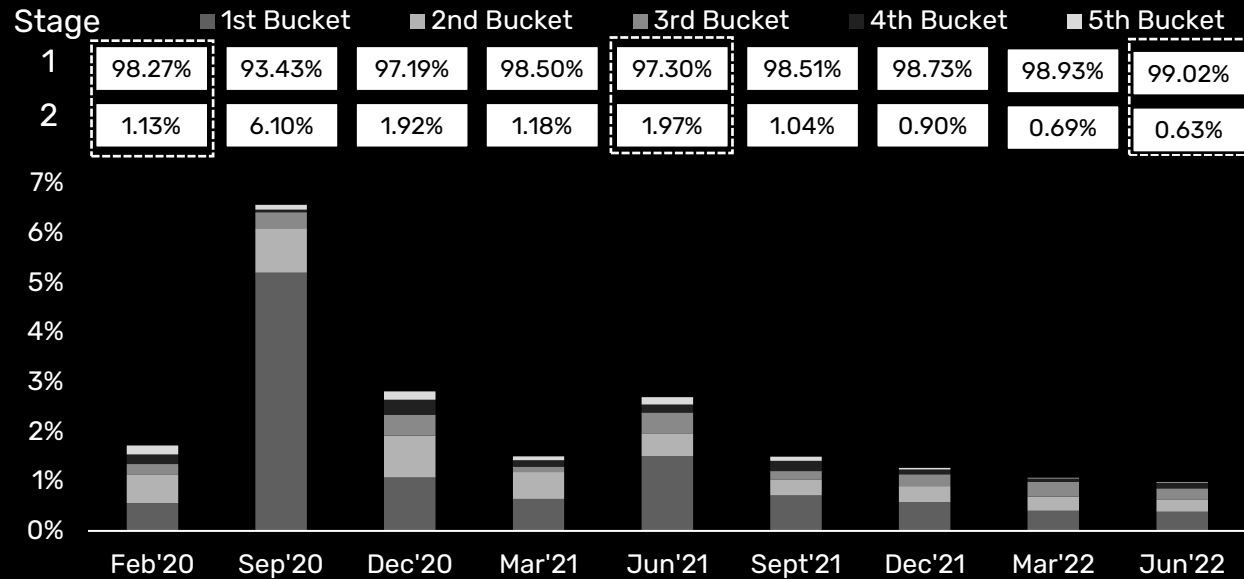
Urban B2C



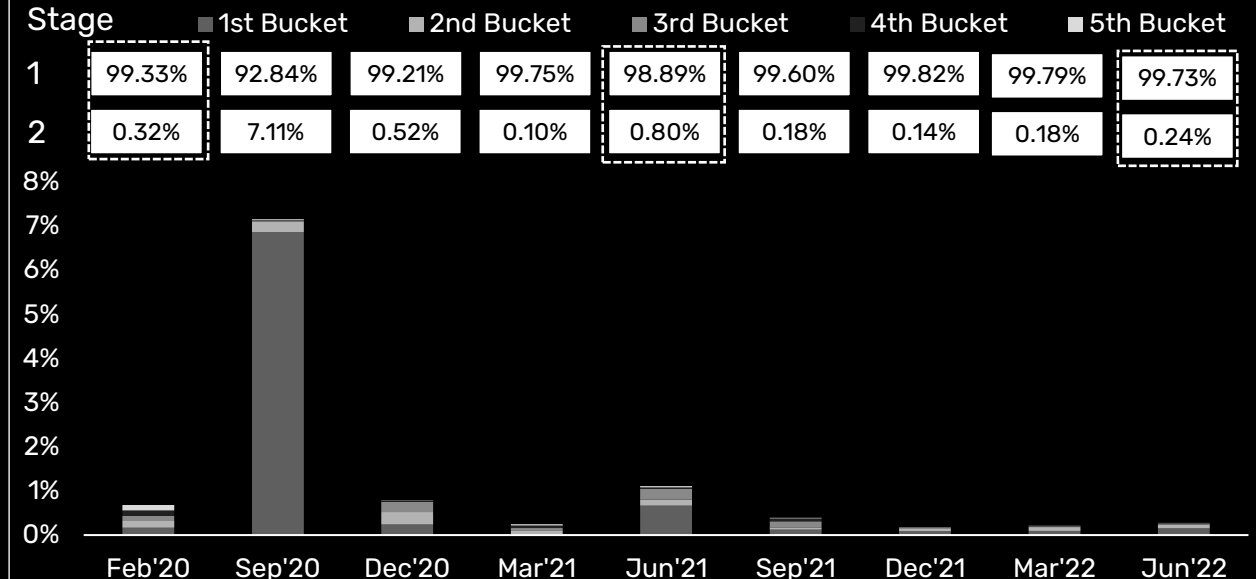
Portfolio credit quality – Consolidated

BAJAJ FINANCE LIMITED

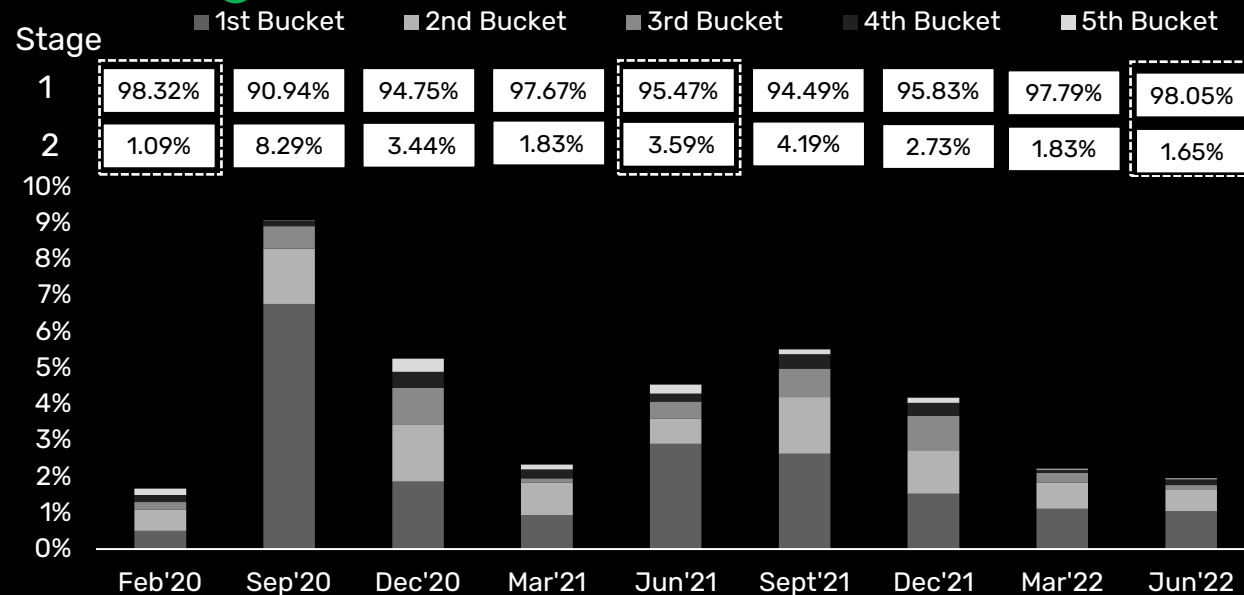
Business & professional loans



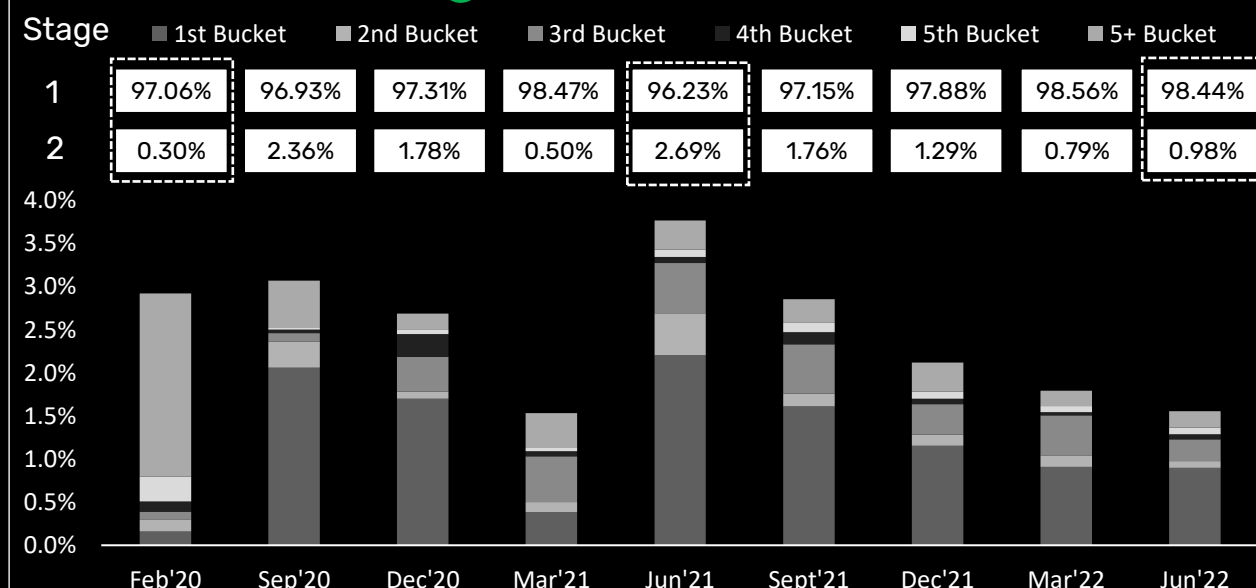
Rural B2B



Rural B2C

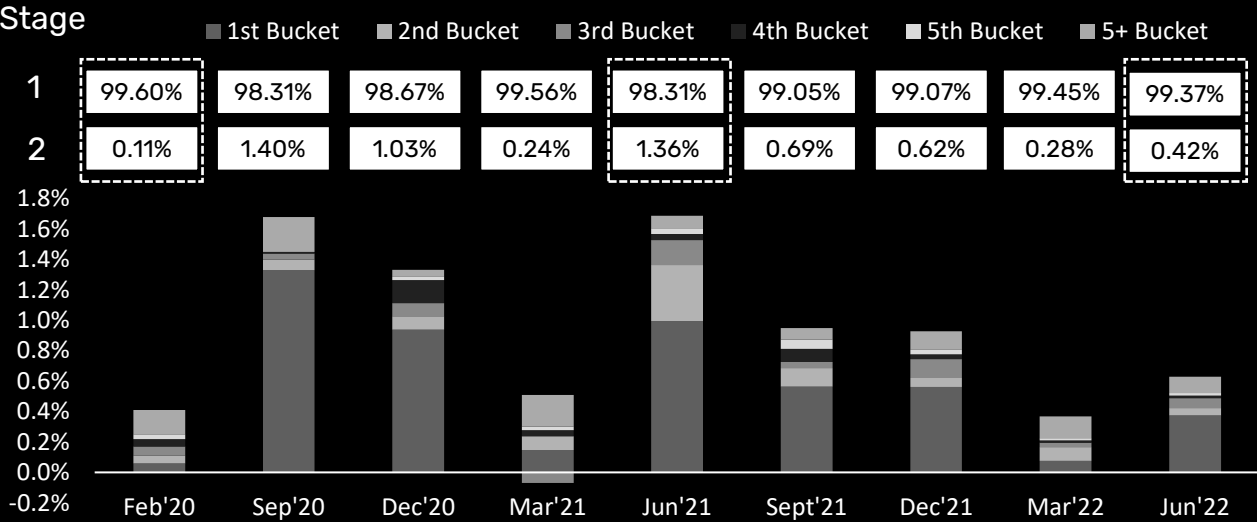


Loan against property



Portfolio credit quality – Consolidated

Home loans



Commercial lending

- Commercial lending business portfolio is 99.85% current

Securities lending

- Securities lending business portfolio is 99.98% current

BAJAJ FINANCE LIMITED
Q1 FY23 Investor Presentation
Thank You

Annexure

As a Company, we believe that the purpose of any business transformation is a means to an end. It should result in stronger growth momentum, superior customer experience, better cross sell, lower risk and/or improved operating efficiencies. We are pursuing business transformation singularly with that objective...

At the outset, “All business transformation takes time, team and technology.” It’s been 15 months since we started phase 1 of business transformation project. Due to wave 2, it got delayed by 3 months. Phase 1 of the digital platform has now gone live with a staggered release methodology. The Company plans to transition all consumers to the new digital platform from February onwards. Next 2 slides cover details of the new digital platform and the way forward...

Digital App platform – Phase 1 feature set

Payments	UPI		Wallet		EMI Card		Credit Card		6-in-1 Payment Checkout		Bill Payment					
Network	CD Network		DPF Network		REMI Network		LSF Network		LCF Network		E-Com Network		Coaching Network			
Marketplace & Proprietary Apps	No cost EMI Marketplace			Insurance Marketplace			Investment Marketplace			Health RX			Demat and Broking			
3-in-1 Financial Services	No Cost EMI		Unsecured Loans		Mortgage Loans		Other Secured		SME/Prof. Lending		Cards		Deposits		Fee based Services	
	<ul style="list-style-type: none">Consumer Durable MobileLifestyle		<ul style="list-style-type: none">Personal Loans(2)Salaried PL-Lead		<ul style="list-style-type: none">Home LoanLAP		<ul style="list-style-type: none">Gold LoanLASUsed Car		<ul style="list-style-type: none">Professional LoansSME LoansMedical equipment		<ul style="list-style-type: none">EMI CardRBL Bank Card		<ul style="list-style-type: none">Fixed DepositSystematic Dep Plan (SDP)		<ul style="list-style-type: none">Fin fitness reportCredit health report	
Rewards	Earn For “Payment transactions”								Burn							
	<ul style="list-style-type: none">Offers		<ul style="list-style-type: none">Cashbacks		<ul style="list-style-type: none">Vouchers		<ul style="list-style-type: none">Bajaj Coins		<ul style="list-style-type: none">Convert to Cash		<ul style="list-style-type: none">Bill Payment		<ul style="list-style-type: none">Voucher Purchase			
Integrated Voice and Marketing Cloud	Customer Data Platform			Centralized Offer Repository			Multi Channel Orchestration			Multi Dialler Orchestration			Cloud Telephony Infra for Distributed Sales Workforce			
Productivity Apps	Sales One App				Debt management One App				Partner One App 1.0							
Services	Information		EMI , Credit Card		Statement		Documents		Repayment		FD & SDP		Profile Update		Calculators	
	<ul style="list-style-type: none">Loan InfoDeposit InfoFlexi Loan InfoMandate ServicesMutual Fund		<ul style="list-style-type: none">Card LimitCard StatusCard Block/UnblockPIN Change		<ul style="list-style-type: none">Loan StatementRepay ScheduleFD StatementNOCCert. of InsuranceGold receipt		<ul style="list-style-type: none">InvoiceEMI Charge SlipApp. FormT & CAgreementForm 15G		<ul style="list-style-type: none">Overdue, Advance PaymentsPrepaymentsDrawdown		<ul style="list-style-type: none">FD DetailsTDS WaiverNominee addition		<ul style="list-style-type: none">PAN UpdateMobile UpdateEmail ID UpdateAddress UpdateDOB Update		<ul style="list-style-type: none">EMI CalculatorFlexi CalculatorLoan EligibilityFD Calculator	
Engagement Stack (31)	Travel (4)		Entertainment (3)		Food (3)		Utilities(4)		Shopping(6)		Health & Wellness(4)		Education(1)		Other Networks(6)	

Digital App platform – Phase 1 enablers

	Stimulation	Offers and Promotions	Search	Service	Sales	Engagement	Utilities	
Core Components (20)	<ul style="list-style-type: none">Notification EngineNudgesPersonalization	<ul style="list-style-type: none">Dynamic BannersOffersWishlist	<ul style="list-style-type: none">SearchContent Streams	<ul style="list-style-type: none">Raise a RequestFAQDocument Centre	<ul style="list-style-type: none">5 Mins Call BackTrack and Resume Application	<ul style="list-style-type: none">Social ShareNPS/FeedbackIn-App Programs	<ul style="list-style-type: none">Locate Us- MapsQRCalculatorsExpense Manager	
	Channels Data	Structured		Unstructured		Consent based App Data		
Data	<ul style="list-style-type: none">WebMobileIVRDiallerEmail	<ul style="list-style-type: none">Customer DemographicsLoan & Other InformationBanking & CollectionsTransactions		<ul style="list-style-type: none">CookiesConsent based SMS dataClick Streams		<ul style="list-style-type: none">Device InfoAppographyContacts InfoNetwork Info		
APIs	400+ Digital APIs							
	Loan/Deposit Origination Platform	Loan/ Deposit Booking Platform		Debt Management Platform		Loan/Deposit Service Management Platform		
Core Platform	<ul style="list-style-type: none">Loan/Deposit Sourcing APIsJourney WorkflowsJourney Business RulesDecision Engine	<ul style="list-style-type: none">Loan Booking APIsLoan Disbursement APIsDeposit Booking APIs		<ul style="list-style-type: none">Overdue Payment APIsAdvance Payment APIsLoan Settlement APIs		<ul style="list-style-type: none">Service APIs for LoansRepayment APIsService APIs for Deposits		
Core Infrastructure	High Availability (HA) Infrastructure	Disaster Recovery (DR) Infrastructure	Near DR Infrastructure		Cyber Security		Data Security	
Digital & Data Infrastructure	Data Lake	Enterprise Datawarehouse	Change Data Mgmt	APIs / Micro Services	Kubernetes		TechOps	
	<ul style="list-style-type: none">Onboarded 580+ Laterals and Fresh hires in last 18 Months in multiple domains							
New Talent Onboarded	120+ UI/UX , Content Management, & Digital Domain specialist	120+ Payment Domain Resources		240+ Engineering Resources		60+ Data Resources		40+ Core Platform & Infra Resources

There are 15 stacks and 55 features and components.

Previous 2 slides have covered the phase 1 of transformation journey. Phase 1 was focused on creating a strong, stable and scalable foundation. Phase 2 will focus on new to Bajaj customer journeys, introducing new features and functionalities, augmenting current feature sets and nuanced journeys for existing customers for each line of business to take them closer and closer to DIY...

Payments	UPI	Wallet	EMI Card	Credit Card	4-in-1 Payment checkout	Bill Payment	POS terminals	4-in-1 Check Out for Partners	QR Based P2M Transaction	
Network	CD Network	DPF Network	REMI Network	LSF Network	LCF Network	E-Com Network	Coaching Network	P2M Network	QR Network	
Marketplace & Proprietary Apps	No cost EMI Marketplace	Insurance Marketplace	Investment Marketplace	2-Wheeler Marketplace	Health RX	Doctor RX	Demat and Broking			
3-in-1 Financial Services	No Cost EMI	Unsecured Lending	Mortgage	Other Secured	SME/Prof. Lending	Cards	Deposits	Fee based Services		
	<ul style="list-style-type: none">Cons. Durable- NTBMobile- NTBLifestyle- NTB	<ul style="list-style-type: none">Personal Loans (9)Salaried PL (15)	<ul style="list-style-type: none">Home LoanLAPSec. Enterprise Loan	<ul style="list-style-type: none">Gold Loan(3)LAS2-Wheeler & Used Car. (1)	<ul style="list-style-type: none">Prof. Loans (5)SME Loans (2)Medical equipment	<ul style="list-style-type: none">EMI CardHealth CardRBL Bank CardDBS Bank Card	<ul style="list-style-type: none">Fixed Deposits(6)SDP(2)GBSLoan Against FD	<ul style="list-style-type: none">Credit health report (2.0)		
Rewards	Earn				Burn					
	<ul style="list-style-type: none">Offers	<ul style="list-style-type: none">Cashbacks	<ul style="list-style-type: none">VouchersMerchant Sponsored Vouchers	<ul style="list-style-type: none">Bajaj Coins	<ul style="list-style-type: none">Convert to Cash	<ul style="list-style-type: none">Bill Payment	<ul style="list-style-type: none">Voucher Purchase			
Integrated Voice & Marketing Cloud	Customer Data Platform	Centralized Offer Repository	Multi Channel Orchestration	Multi Dialer Orchestration	One View for Backend Agents	Cloud Telephony Infra for Distributed Sales	Voice Call Governance			
Productivity Apps	Sales One App	Debt management One App		Partner One App 2.0		Merchant One App				
	<ul style="list-style-type: none">Enhanced Engage & Compliance Frames		<ul style="list-style-type: none">Compliance, Legal & Repo Mgmt.		<ul style="list-style-type: none">Loan Sourcing , Dashboards		<ul style="list-style-type: none">Onboarding, Payment Dashboards			
Services	Information	EMI, Credit Card	Statement	Documents	Repayments	FD & SDP	Profile Update	Calculators		
	<ul style="list-style-type: none">Loan InfoDeposit InfoFlexi Loan InfoMandate ServicesMutual Fund	<ul style="list-style-type: none">Limit & EnhancementCard StatusCard Block/UnblockPIN ChangeEMI Card Trx history	<ul style="list-style-type: none">Loan Stat.Repay ScheduleFD StatementNOCCOI (10)GDR & FDR	<ul style="list-style-type: none">InvoiceLTS & Charge SlipApp. FormT & CSanc Letter & AgmtForm 15G	<ul style="list-style-type: none">OD & Adv PayPrepay, DD & FCGL – Part ReleaseEMI VaultCash Pick-up 2.0Smart Debit 2.0	<ul style="list-style-type: none">FD DetailsNominee additionRenew FDTDS WaiverPre-Maturity FDStart Stop SDP	<ul style="list-style-type: none">PAN & DOBMobile & Email IDAddressBank DetailsRe-KYC	<ul style="list-style-type: none">EMI & FlexiLoan EligibilityShares + MF calFD, SDP & GBSMortgage CalGST Cal		
Engagement Stack(100+)	Travel (7+2)	Entertainment(2)	Food(7 + 5)	Utilities(4)	Shopping (34 + 8)	Gaming (10 + 10)	Health & Fitness (7 + 3)	Education(2)	Other networks (3)	Donate(1+1)

	Stimulation	Offers and Promotions	Search	Service	Sales	Engagement	Utilities
Core Components (23)	<ul style="list-style-type: none">Notification EngineNudgesPersonalization	<ul style="list-style-type: none">Dynamic BannersOffersWishlist & CartSegmented Banners	<ul style="list-style-type: none">SearchContent StreamsGeo Search	<ul style="list-style-type: none">Raise a RequestFAQDocument Centre	<ul style="list-style-type: none">5 Mins Call BackTrack and Resume Application	<ul style="list-style-type: none">Social ShareNPS/FeedbackIn-App Programs	<ul style="list-style-type: none">Locate Us- MapsQRCalculatorsExpense ManagerPODs (4)

	Channels Data	Structured	Unstructured	Consent based App Data	Contextual Data
Data	<ul style="list-style-type: none">WebMobileIVRDialerEmail	<ul style="list-style-type: none">Customer DemographicsLoan & Other InformationBanking & Collections Txns.Financial Services Journey HeatmapsExternal – Bureau, Acc Agg, etc.	<ul style="list-style-type: none">CookiesConsent based SMS DataConsent based Email DataClick Streams	<ul style="list-style-type: none">Device InfoAppographyContacts InfoNetwork InfoLocation & Phone State	<ul style="list-style-type: none">Personal EventsExternal Events

APIs	600+ Digital APIs				
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	Loan/Deposit Origination Platform	Loan/ Deposit Booking Platform	Debt Management Platform	Loan/Deposit Service Management Platform
Core Platform	<ul style="list-style-type: none">Loan/Deposit Sourcing APIs 2.0Journey Workflows 2.0Journey Business Rules 2.0Decision Engine	<ul style="list-style-type: none">Loan Booking APIsLoan Disbursement APIsDeposit Booking APIs	<ul style="list-style-type: none">Overdue Payment APIsAdvance Payment APIsLoan Settlement APIs	<ul style="list-style-type: none">Service APIs for Loans 2.0Repayment APIsService APIs for Deposits

Core Infrastructure	High Availability (HA) Infrastructure	Disaster Recovery(DR) Infrastructure	Near DR Infrastructure	Cyber Security	Data Security
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Digital & Data Infrastructure	Data Lake	Enterprise Datawarehouse	Change Data Mgmt	APIs / Micro Services	Kubernetes	TechOps
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<ul style="list-style-type: none">Projected Cumulative addition of 1400+ Lateral and Fresh hires in Phase 1 and 2 of Digital Transformation Journey					
New Talent Onboarded	150+ UI/UX , Content Management, & Digital Domain specialist	400+ Payment Domain Resources	625+ Engineering Resources	130+ Data Resources	100+ Core Platform & Infra Resources

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