# Bajaj Finance Limited
# Q4'11 Presentation
# May 17' 2011

# Q4’11 Overview

- An excellent quarter aided by strong volume growth in Consumer and Small business lines. Strong momentum across all 06 product lines.

- The company acquired 3,70,000 customers in Q4, a growth of 42% QoQ. Total disbursals grew to 2487 Crores, a growth of 88%.

- Continued improvement in asset quality. Loan loss provision was down to 38 Crores for the quarter including a 06 Crores of one time provision on account of standard asset provisioning change required by RBI. NPA provision coverage ratio as at March 2011 stood at 79%.

- Net NPA fell to .80% as of March 31’ 2011.

- Q4’11 PAT growth of 184% to Rs 71 Crores over Q4’10.

- Continued focus on longer tenor borrowings including Tier II capital.

# Summary financial statement

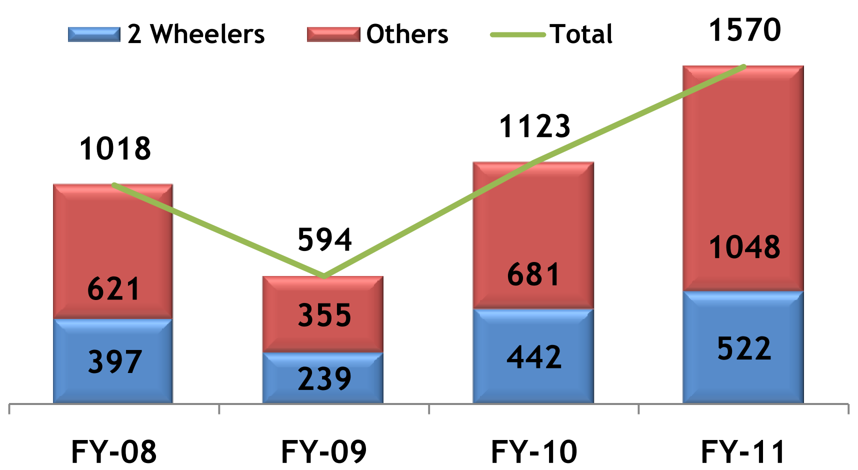
| Financials snapshot | Rs. In crores | | | | CAGR |
| --- | --- | --- | --- | --- | --- |
| | 07-08 | 08-09 | 09-10 | 10-11 | |
| Deployments | 3036 | 2451 | 4585 | 9435 | 46% |
| Assets under finance | 2478 | 2539 | 4032 | 7270 | 43% |
| Assets under management (AUM) | **2478** | **2539** | **4032** | **7571** | **45%** |
| Income from operations | 503 | 599 | 916 | 1406 | 41% |
| Interest expenses | 170 | 164 | 202 | 378 | 30% |
| Net Interest Income (NII) | **332** | **435** | **715** | **1028** | **46%** |
| Operating Expenses | 193 | 220 | 320 | 454 | 33% |
| Loan Losses & Provision | 109 | 164 | 261 | 205 | 23% |
| **Profit before tax** | **30** | **51** | **134** | **370** | **131%** |
| Income tax | 9 | 17 | 45 | 123 | 136% |
| **Profit after tax** | **21** | **34** | **89** | **247** | **129%** |

| Ratios | 07-08 | 08-09 | 09-10 | 10-11 | CAGR |
| --- | --- | --- | --- | --- | --- |
| **Total Opex to NII** | 58.1% | 50.7% | 44.7% | 44.1% | |
| **Loan loss to Assets under finance** | 4.4% | 6.4% | 6.5% | 2.8% | |
| **ROA - post tax** | 0.7% | 1.4% | 2.8% | 4.3% | |
| **Earning per share (Rs.)** | 5.68 | 9.27 | 24.43 | 67.47 | |
| **ROE - post tax** | **2.0%** | **3.2%** | **8.0%** | **19.7%** | |

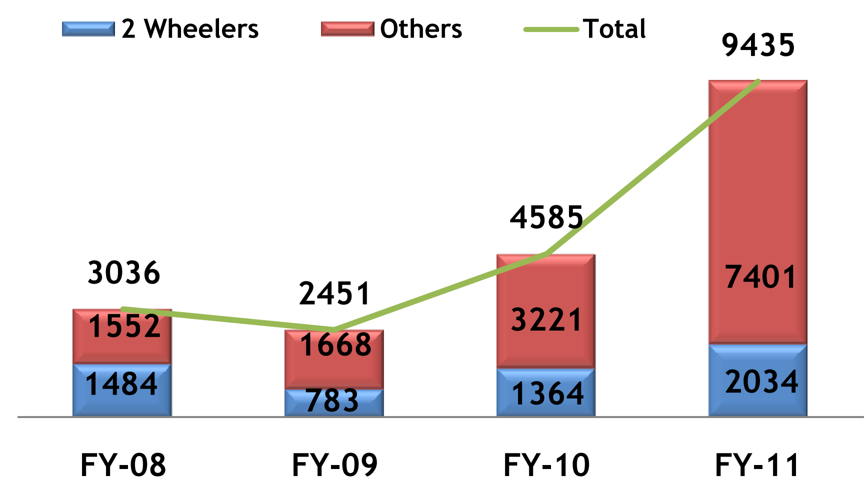
# Financial performance trends FY-11

BAJAJ FINSERV | LENDING

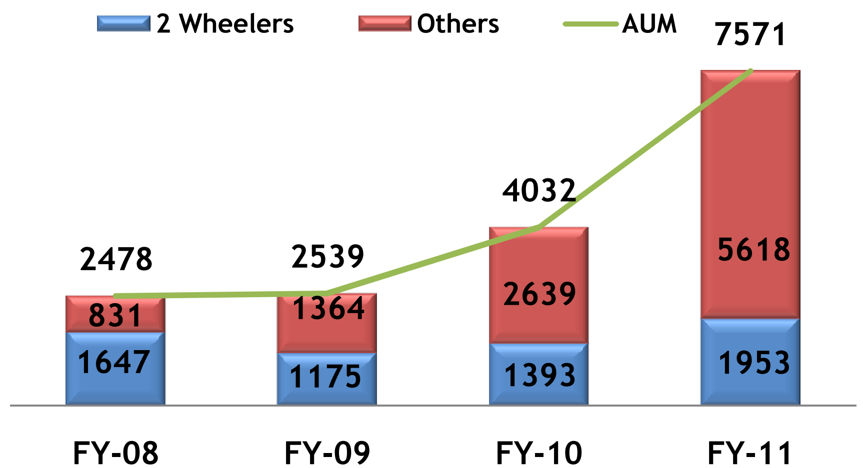
## Customers acquired (Nos.'000) 40 %



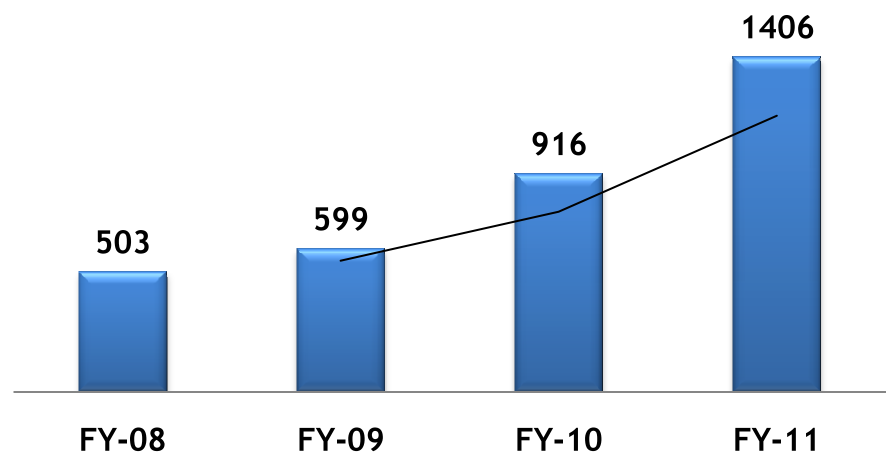

## Disbursements (` crores) 106 %




## AUM (` crores) 88%




## Revenue (` crores) 53%



# Financial performance trends FY-11

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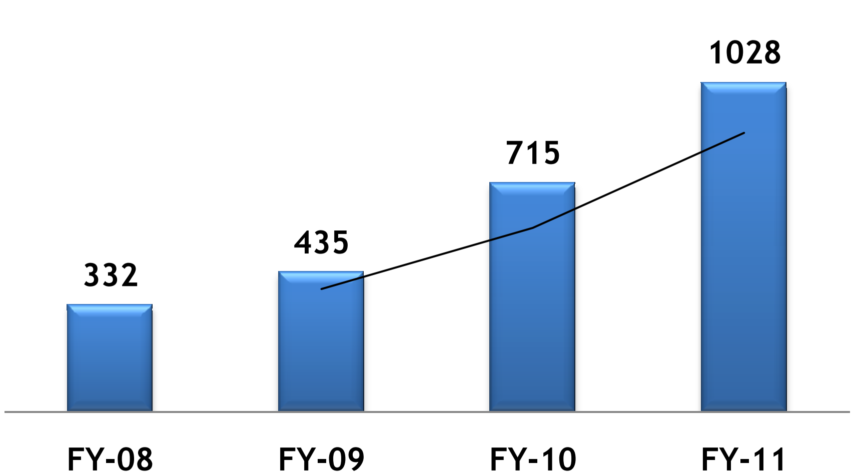
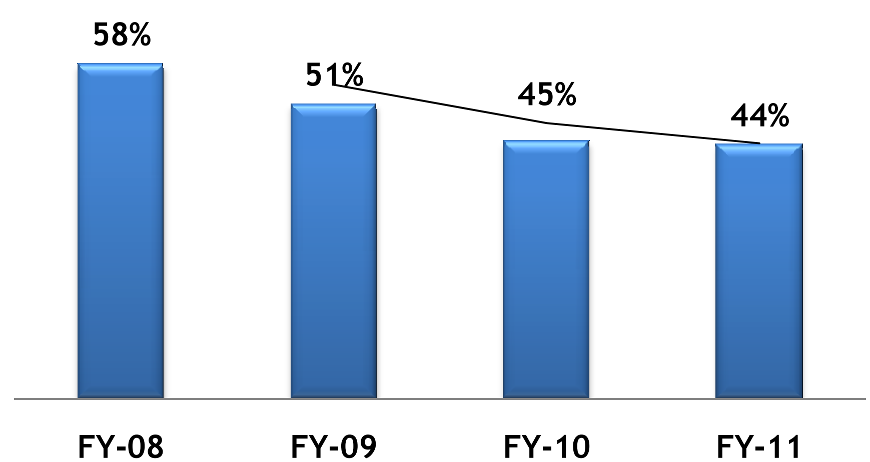
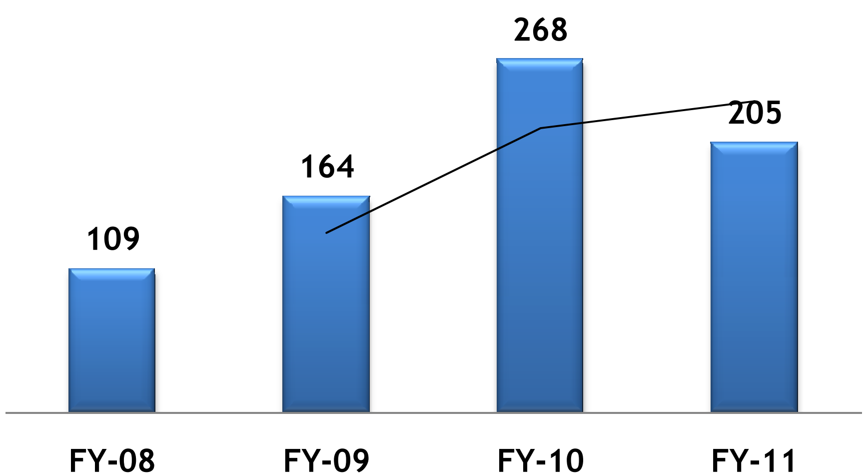
## NII (` crores) 44%



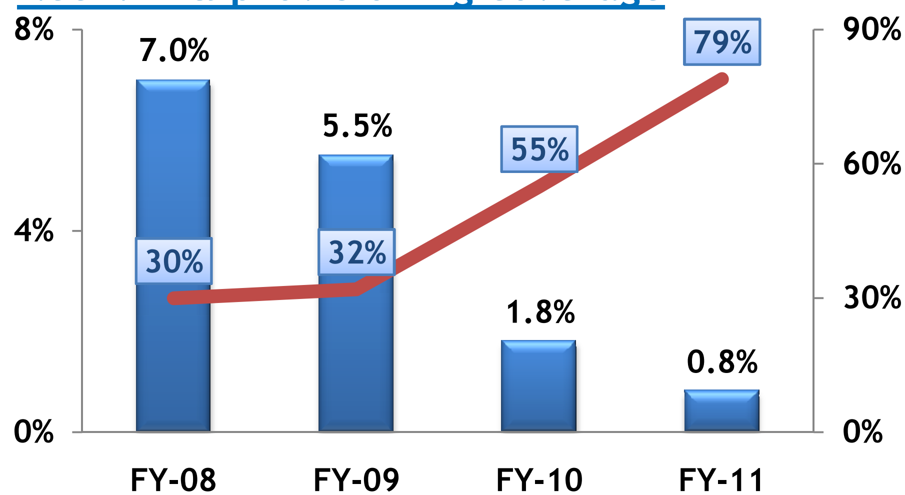

## Operating Expenses % of NII




## Loss provision (` crores) 21%

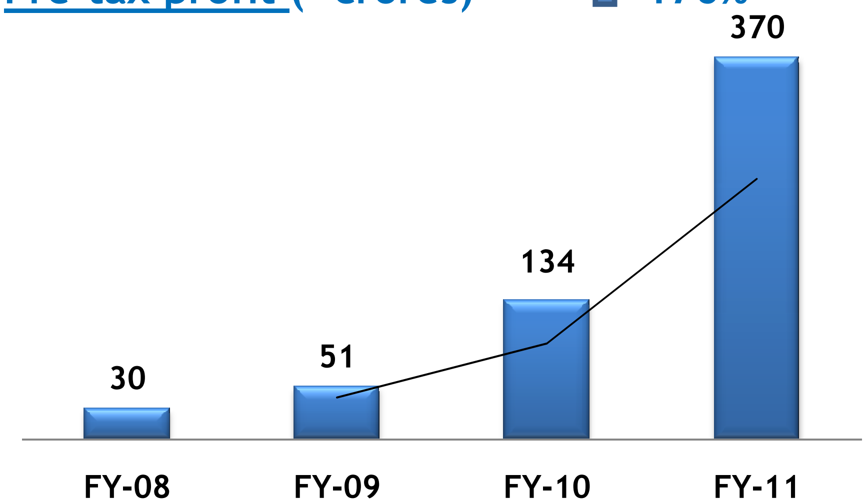



## Net NPA & provisioning coverage

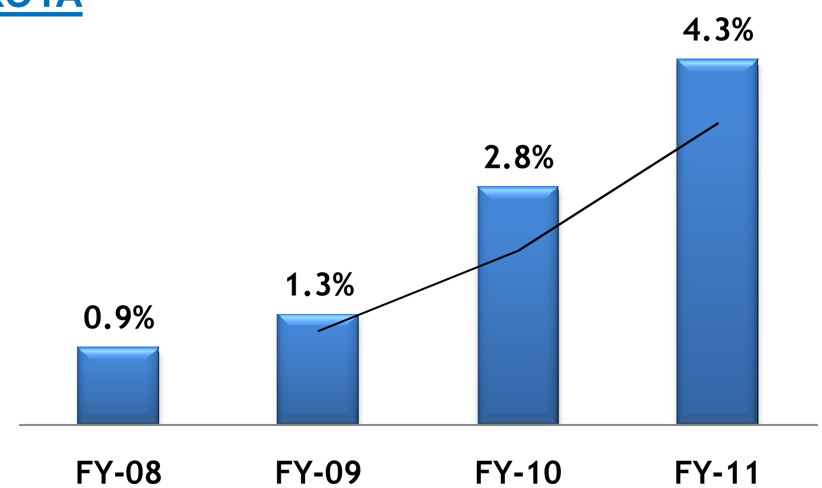


# Financial performance trends FY-11

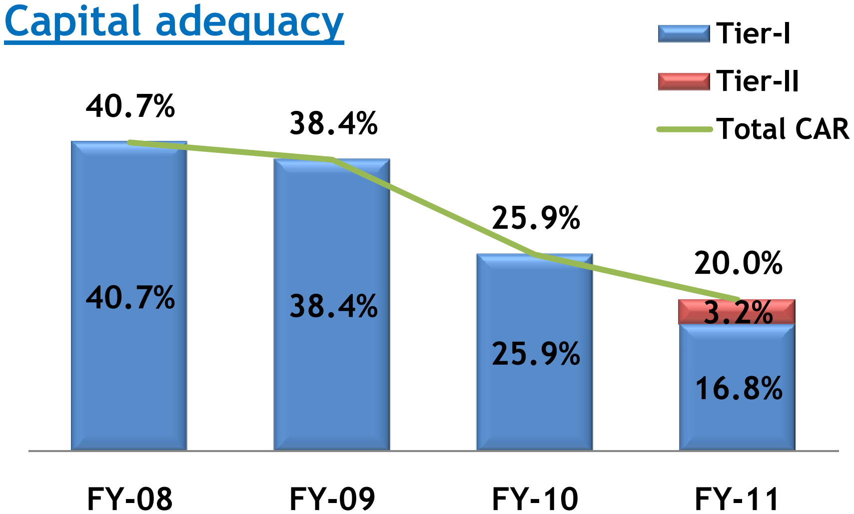
## Pre-tax profit (` crores)   176%



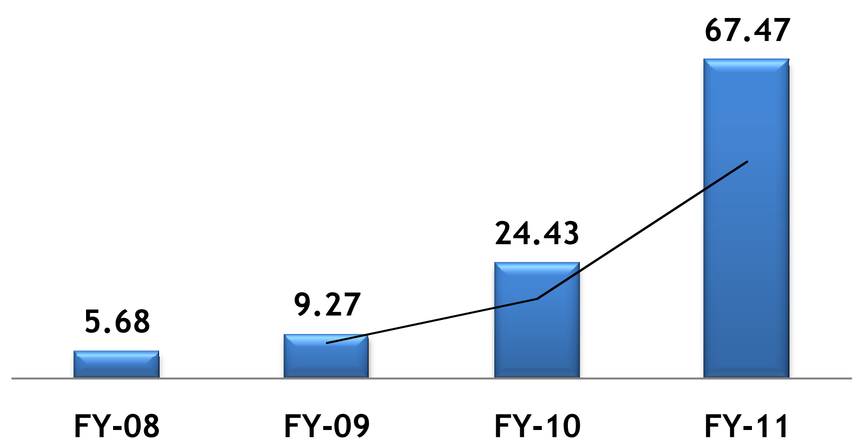

## ROTA




## Capital adequacy




## Earnings per share (`)   176%



# Quarter's financial statement

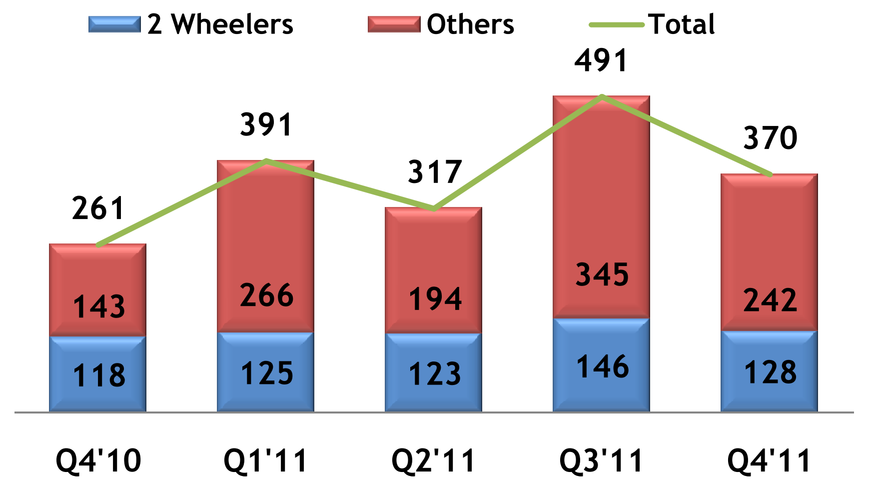
| Financials snapshot | Rs. In crores Q4'11 | Q4'10 | FY'11 | FY'10 | QoQ | YoY |
|---|---|---|---|---|---|---|
| Deployments | 2487 | 1326 | 9435 | 4585 | 88% | 106% |
| Assets under finance | 7270 | 4032 | 7270 | 4032 | 80% | 80% |
| Assets under management (AUM) | **7571** | **4032** | **7571** | **4032** | **88%** | **88%** |
| Income from operations | 395 | 257 | 1406 | 916 | 54% | 53% |
| Interest expenses | 118 | 59 | 378 | 202 | 101% | 87% |
| Net Interest Income (NII) | **276** | **198** | **1028** | **715** | **39%** | **44%** |
| Operating Expenses | 133 | 74 | 454 | 320 | 79% | 42% |
| Loan Losses & Provision | 38 | 89 | 205 | 261 | -58% | -21% |
| **Profit before tax** | **106** | **35** | **370** | **134** | **200%** | **176%** |
| Income tax | 35 | 10 | 123 | 45 | 245% | 174% |
| **Profit after tax** | **71** | **25** | **247** | **89** | **184%** | **178%** |

| Ratios | Q4'11 | Q4'10 | FY'11 | FY'10 | QoQ | YoY |
|---|---|---|---|---|---|---|
| **Total Opex to NII** | 48.0% | 37.5% | 44.1% | 44.7% | | |
| **Loan loss to Assets under finance , not annualised** | 0.5% | 2.2% | 2.8% | 6.5% | | |
| **ROA - post tax, not annualised** | 1.0% | 0.7% | 4.3% | 2.8% | | |
| **Earning per share (Rs.), not annualised** | 19.40 | 6.88 | 67.47 | 24.43 | | |
| **ROE - post tax, not annualised** | **5.3%** | **2.2%** | **19.7%** | **8.0%** | | |

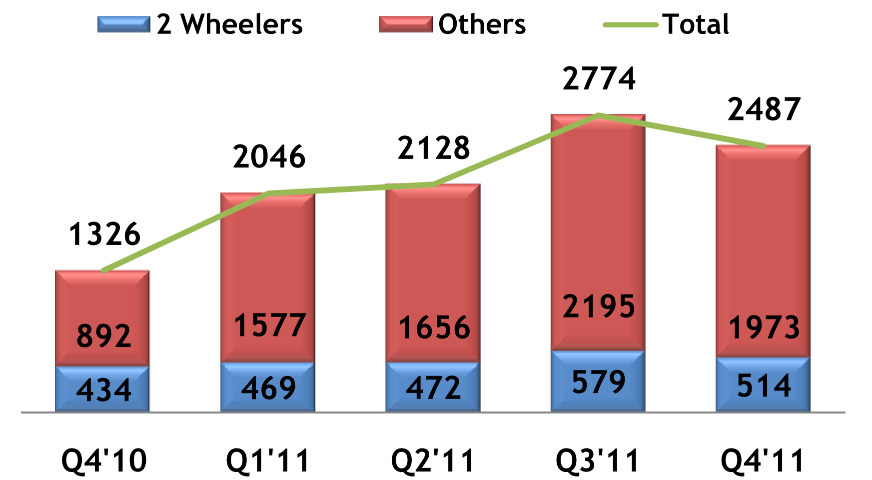
# Financial performance trends Q4'11

BAJAJ FINSERV | LENDING

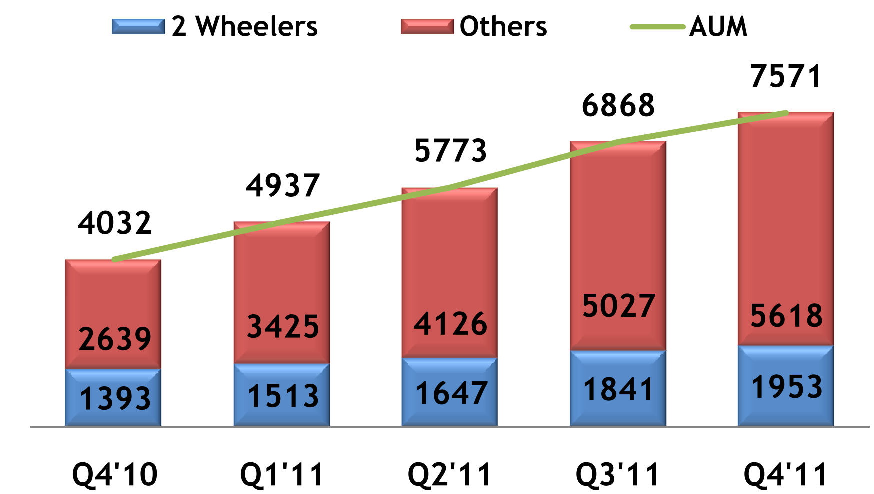
## Customers acquired (Nos.'000) 42% QoQ



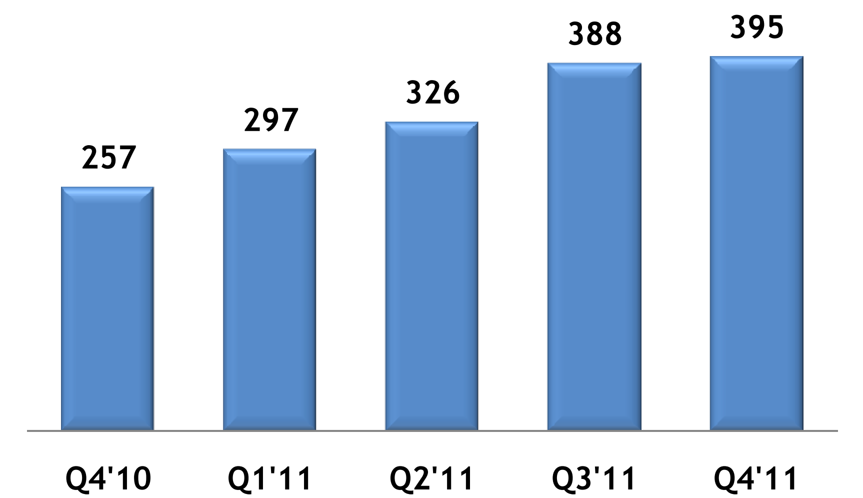

## Disbursements (` crores) 88% QoQ




## AUM (` crores) 88% QoQ



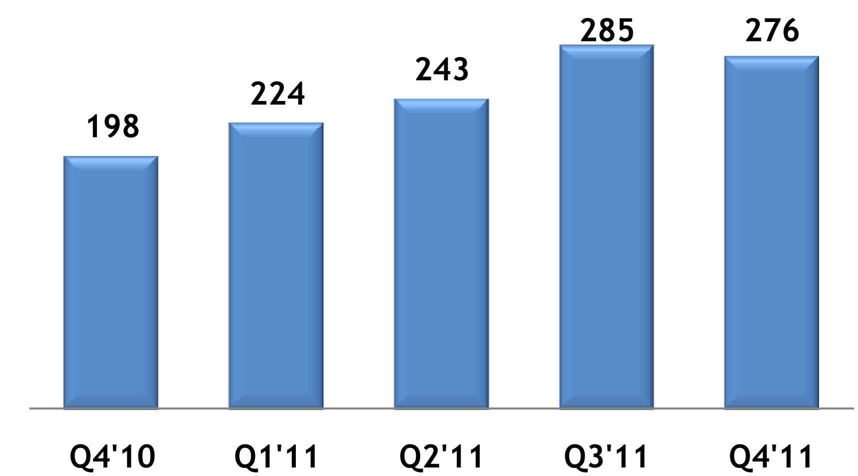

## Revenue (` crores) 54% QoQ



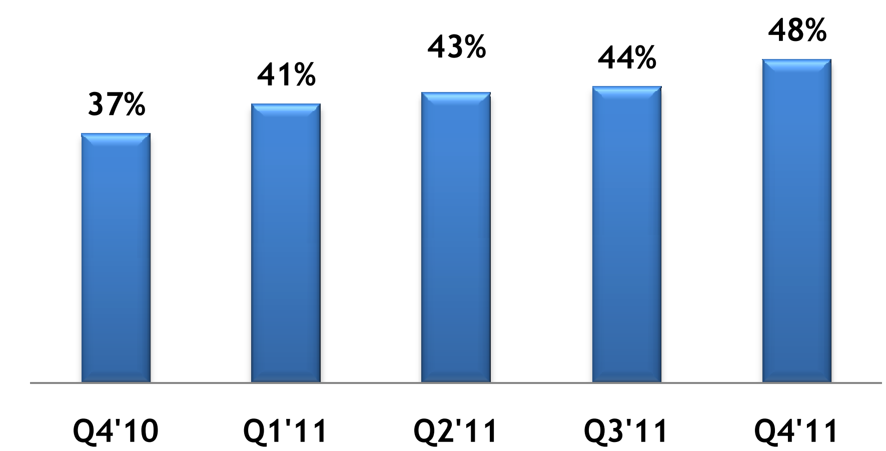
# Financial performance trends Q4’11

BAJAJ FINSERV | LENDING

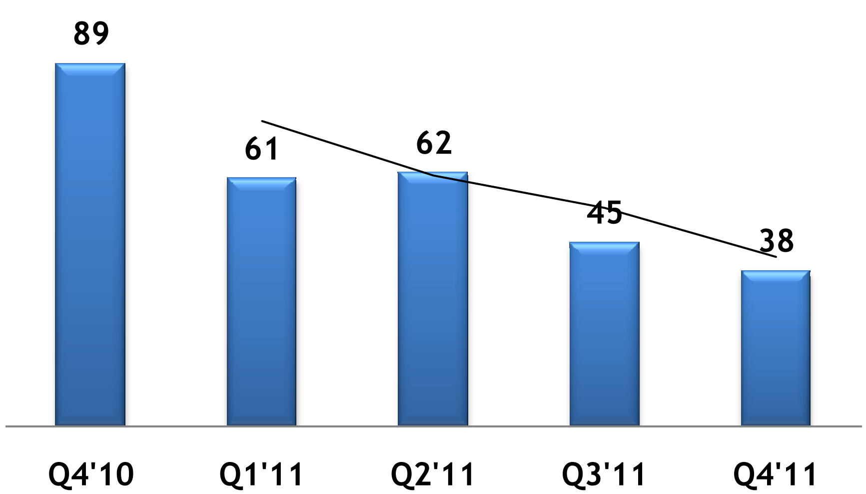
## NII (` crores) ⇧ 39% QoQ



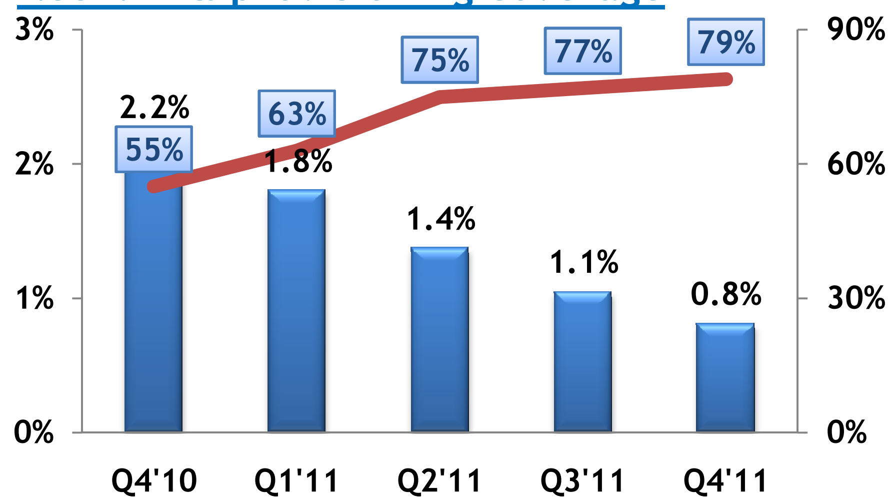

## Operating Expenses % of NII




## Loss provision (` crores) ⇩ 58% QoQ



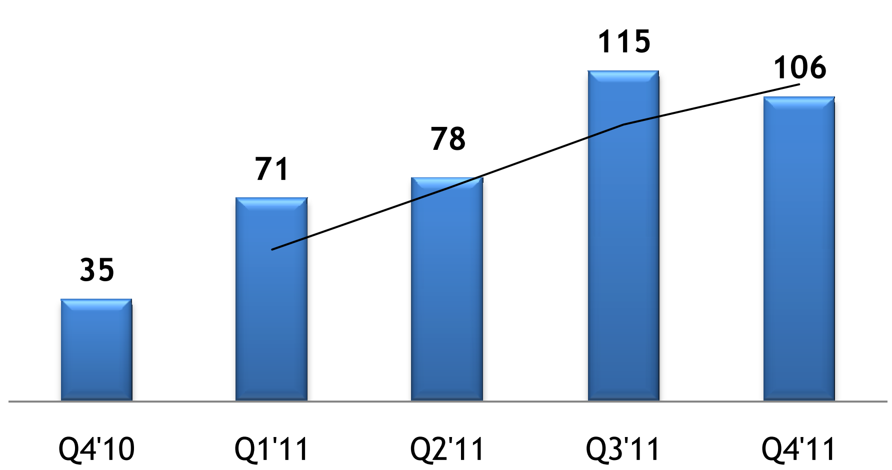

## Net NPA & provisioning coverage



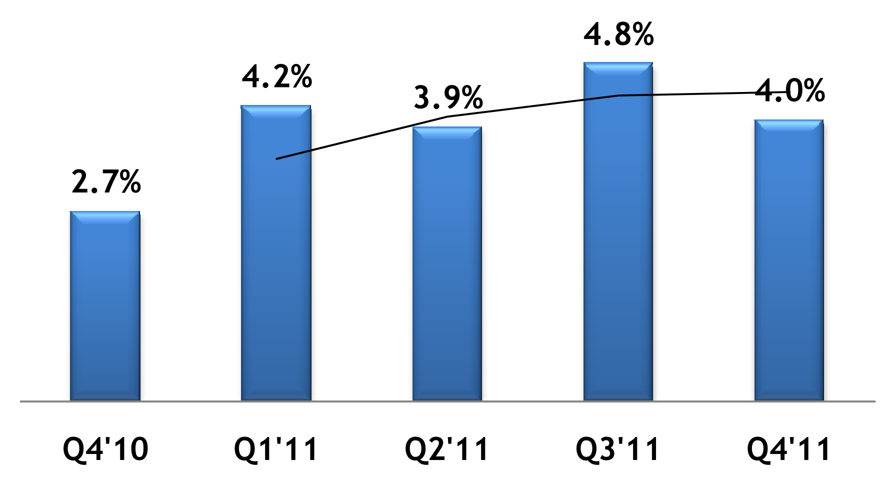
# Financial performance trends Q4'11

BAJAJ FINSERV LENDING

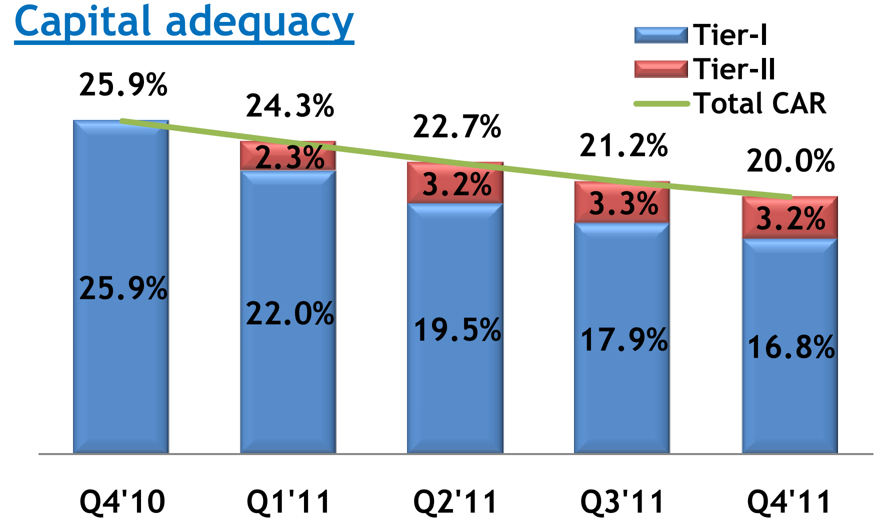
## Pre-tax profit (` crores)   200% QoQ



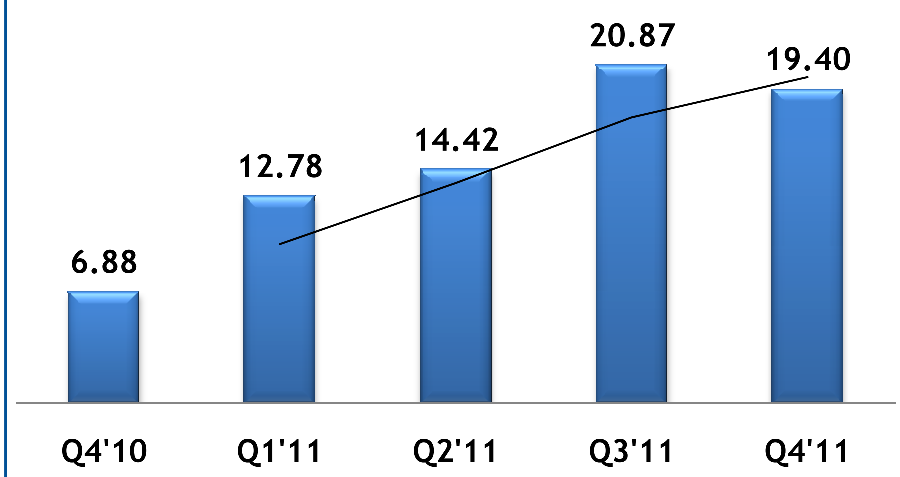

## ROTA (annualized)




## Capital adequacy




## Earnings per share (`)   182 % QoQ



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# Thank you