

## PRESS RELEASE

### Bajaj Finance Limited Results -4<sup>th</sup> Quarter FY 13-14

***Bajaj Finance reports Assets under Management of ₹ 24,061 crore ↑ 37%, Profit before tax of ₹277 crore ↑ 16% & Profit after tax of ₹182 crore ↑ 11%***

The Board of Directors of Bajaj Finance Limited in their meeting held today took on record the Unaudited Financial Results of the Company for the 4<sup>th</sup> quarter ended 31 March 2014.

### Performance Highlights-Q4

- Total income for Q4 FY14 ↑ 30% to ₹1095 crore from ₹842 crore in Q4 FY13.
- Profit before tax for Q4 FY14 ↑ 16% to ₹277 crore from ₹238 crore in Q4 FY13
- Profit after tax for Q4 FY14 ↑ 11% to ₹182 crore from ₹164 crore in Q4 FY13. (Effective tax rate for Q4 FY13 was lower owing to the revaluation of deferred tax assets by the higher tax rate effective April 1, 2013 )
- Customers acquired during Q4 FY14 ↑ 23% to 7,68,137 from 6,22,513 in Q4 FY13.
- Deployments during Q4 FY14 ↑ 38% to ₹7,042 crore from ₹5,106 crore in Q4 FY13.
- Loan losses and provisions for Q4 FY14 ↑ 38% to ₹62 crore as against ₹45 crore in Q4 FY13.

### Performance Highlights-FY 13-14

- Total income for FY14 ↑ 31% to ₹4,073 crore from ₹3,110 crore in FY13.
- Profit after tax for FY14 ↑ 22% to ₹719 crore from ₹591 crore in FY13.
- Customers acquired during FY14 ↑ 21% to 33,89,560 from 28,08,816 in FY13.
- Deployments during FY14 ↑ 34% to ₹26,024 crore from ₹19,367 crore in FY13.
- Loan losses and provisions for FY14 ↑ 42% to ₹258 crore as against ₹182 crore in FY13. Without the accelerated provisions the increase in loan losses would have been 33%.



## **Bajaj Finance Limited**

Corporate Office: 4th Floor, Bajaj Finserv Corporate Office, Off Pune-Ahmednagar Road,  
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Corporate ID No.:  
L65910MH1987PLC042961

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- **Gross NPA and Net NPA** for Q4 FY14 stood at 1.18% and 0.28% respectively. The provisioning coverage ratio stood at 76% as of 31 March 2014. The Company provides for loan losses well in excess of RBI requirements.
- **Capital adequacy ratio** (including Tier-II capital) stood at 19.13%. The Company continues to be well capitalized to support its growth trajectory.
- The Board of Directors has recommended a dividend of ₹ 16 per share (160%).

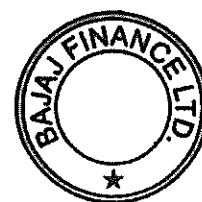
### Key financial figures

(₹ crore)

Particulars	Q4'14	Q4'13	QoQ	FY 13-14	FY 12-13	YOY
Customers acquired (nos in '000)	768	622	23%	3,389	2,808	21%
Assets under Management (at end of period)	24,061	17,517	37%	24,061	17,517	37%
Receivables under financing activity (at end of period)	22,971	16,744	37%	22,971	16,744	37%
Interest and fee income	1,095	842	30%	4,073	3,110	31%
Interest Expenses	450	327	38%	1,573	1,206	30%
Net Interest Income (NII)	645	515	25%	2,500	1,904	31%
Operating Expenses	306	232	32%	1,151	850	35%
Loan Losses & Provisions	62	45	38%	258	182	42%
Profit before tax	277	238	16%	1,091	872	25%
Profit after tax	182	164	11%	719	591	22%

(₹ crore)

Deployments	Q4 FY 14	Q4 FY 13	QoQ	FY 13-14	FY 12-13	YOY
Consumer	3,179	2,364	34%	13,360	9,851	36%
SME	3,019	2,047	47%	9,907	6,505	52%
Commercial	808	695	16%	2,680	3,011	-11%
Rural	36	0		77	0	
<b>Total Deployments</b>	<b>7,042</b>	<b>5,106</b>	<b>38%</b>	<b>26,024</b>	<b>19,367</b>	<b>34%</b>



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(₹ crore)

Assets under Management (AUM) (at end of period)	Q4 FY 14	Q4 FY 13	QoQ
Consumer	9,328	7,138	31%
SME	12,850	8,399	53%
Commercial	1,833	1,980	-7%
Rural	50	0	
<b>Total AUM</b>	<b>24,061</b>	<b>17,517</b>	<b>37%</b>

BFL launched its fixed deposit programme as an anchor wealth management product in Q4 FY14, to help build a strong foundation for a wealth management business as well as diversify its liability mix. The fixed deposit scheme has been rated FAAA/Stable by CRISIL and MAAA/Stable by ICRA. The response has been strong with the Company raising over ₹ 200 crore from over 7,300 customers in less than 90 days of its launch. The strategy would be to start offering broader wealth management services to these customers in the forthcoming years.

Pune  
14 May 2014



For Bajaj Finance Limited

*Rajeev Jain*  
Rajeev Jain  
Chief Executive Officer

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