



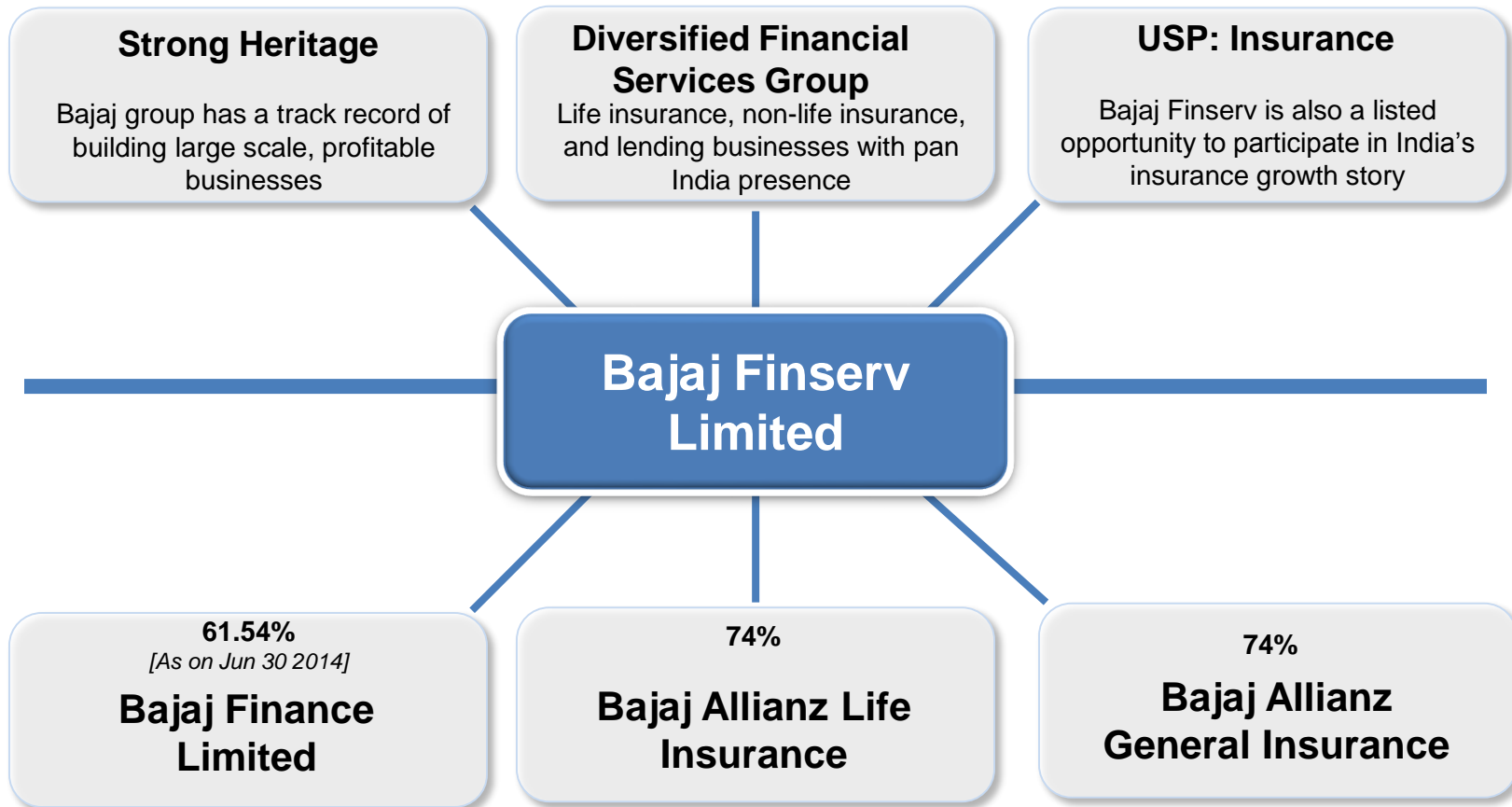
Bajaj Finserv Limited

Investor Presentation Q2 FY15

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Note: Chart only shows major subsidiary companies

Bajaj Finance Limited

- Diversified NBFC present in consumer finance, SME, & commercial lending. Deployments over Rs 260 Bn as of FY14.
- Market leader in consumer durables financing and motorcycle financing.

Bajaj Allianz General Insurance

- Number 2 private non-life insurer in India.
- One of the most profitable private non life insurers as of FY14, consistently having one of the best combined ratios.
- Investment book stood at over Rs 69 Bn as of FY14. Net-worth at Rs 16,643 Mn as of FY14.

Bajaj Allianz Life Insurance

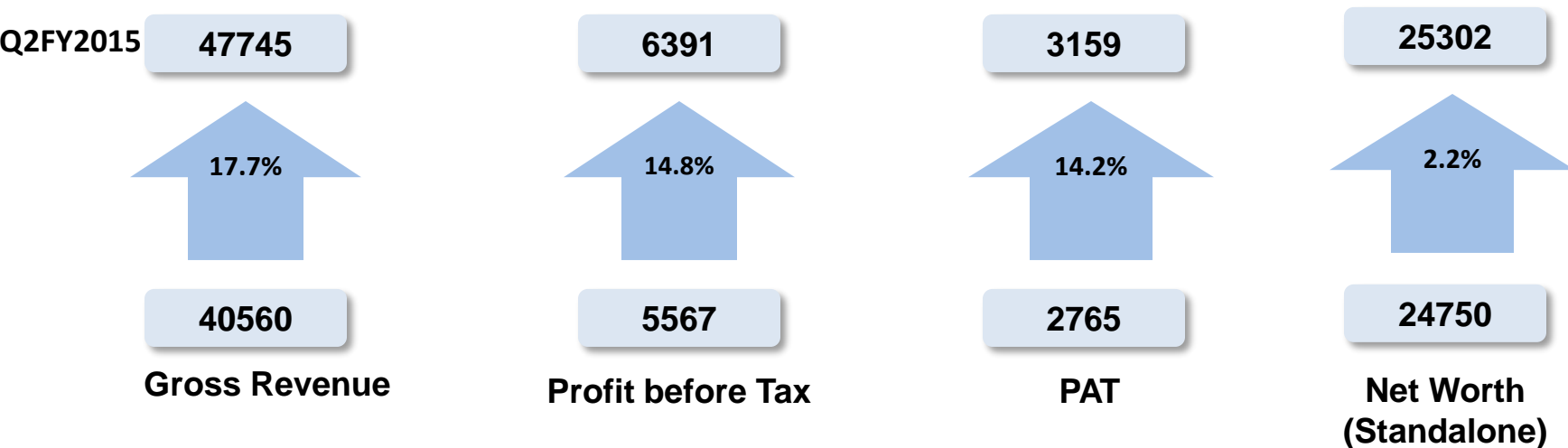
- One of the most profitable life insurers in India.
- A top 5 player. Live policy base of over 5.5 Mn, and AUM of Rs 388 Bn in FY14.
- Net-worth of Rs 58,708 Mn as of FY14

Bajaj Finserv performance highlights for Q2 FY2015 over Q2 FY2014



All Figures in Rs Million

Performance Highlights of Q2 FY 2015 over Q2 FY 2014

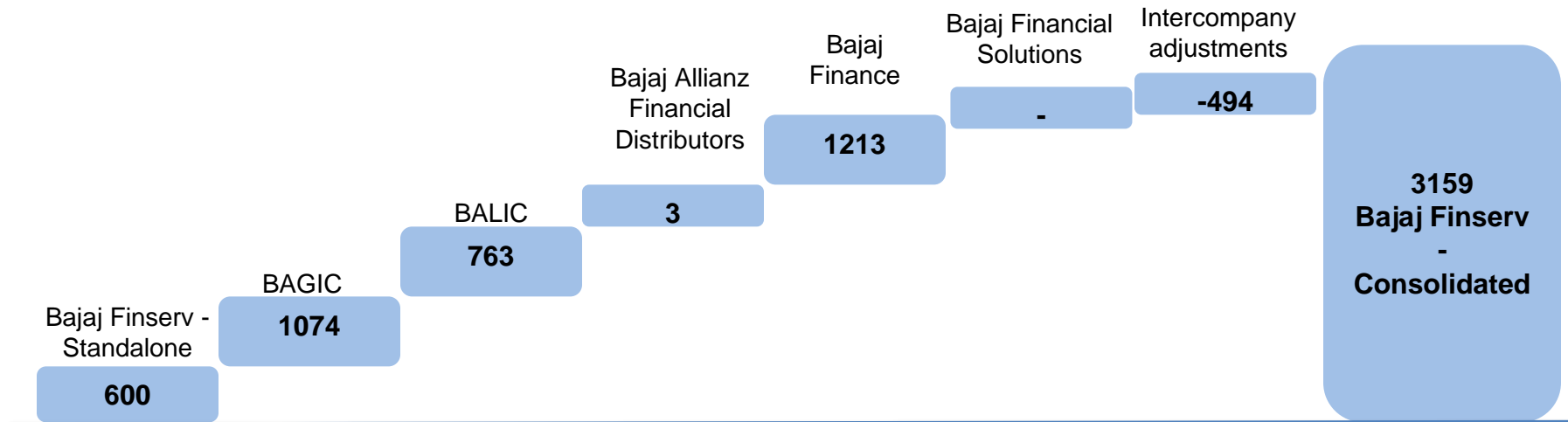


- Bajaj Finserv remains a debt free company
- Bajaj Finserv's surplus funds stood at Rs. 7461 million as on September 30, 2014
- Consolidated Book Value Per Share stood at Rs 624 as of Q2 FY15

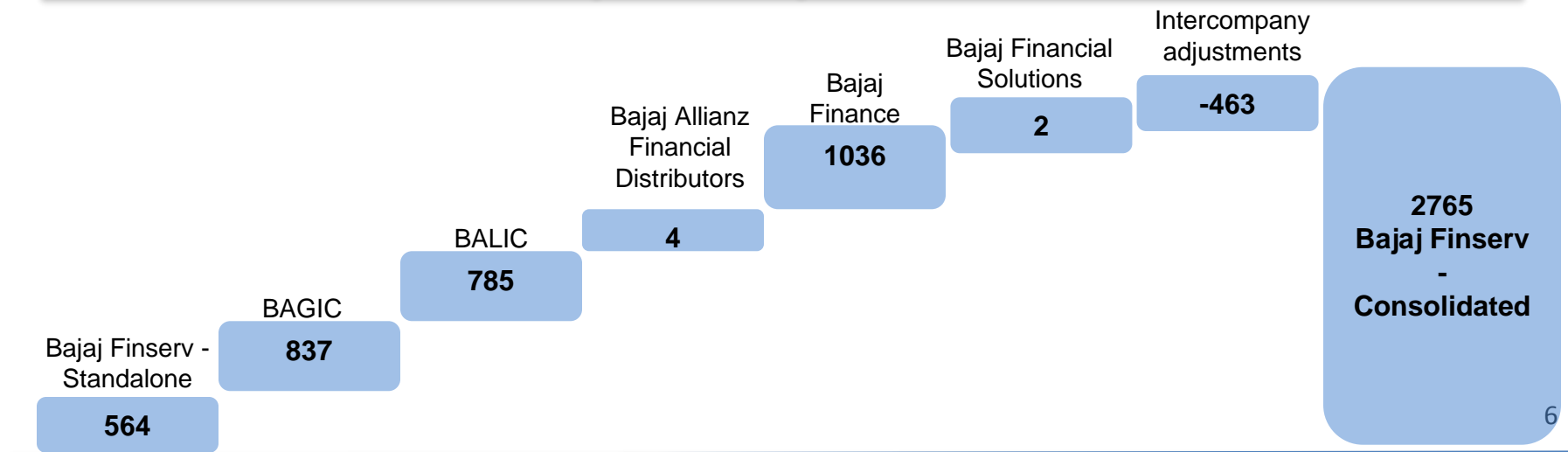
Bajaj Finance has become an important contributor to group profits. Life & General insurance profits remain significant.

All Figures in Rs Million

Consolidated profit components for Q2 FY2015



Consolidated profit components for Q2 FY2014



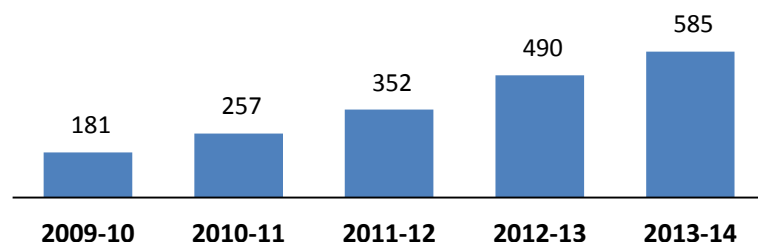
H1 Highlights



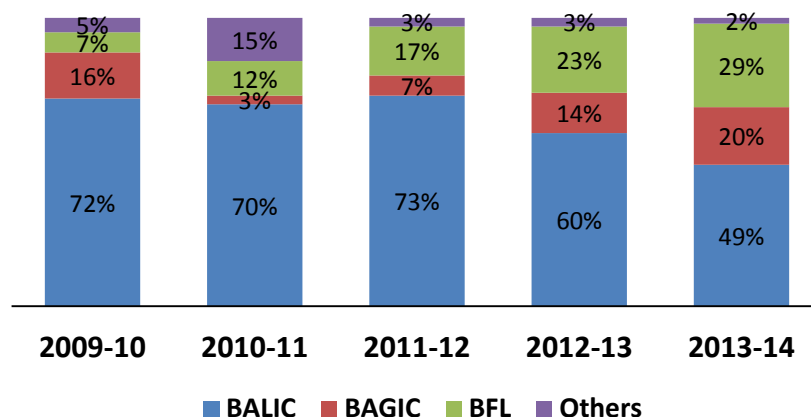
All Figures in Rs Million

BAJAJ FINSERV	H1 FY15	H1 FY14	Growth
Gross Revenue	86,299	75,213	15%
Net worth (Cons)	99,359	83,506	19%
PAT	6,353	5,553	14%

Consolidated Book Value Per Share (Rs)



Consolidated Profit Components*



Group Company Highlights

BALIC	H1 FY15	H1 FY14	Growth
GWP	21,964	23,177	-5%
Total Investments	409,433	369,610	11%
PAT	2,179	2,218	-2%

BAGIC	H1 FY15	H1 FY14	Growth
GWP	26,526	22,413	18%
Investments	75,127	63,392	19%
PAT	2,752	2,127	29%

BAJAJ FINANCE	H1 FY15	H1 FY14	Growth
Deployment	170,824	114,492	49%
Book Size	267,508	189,821	41%
PAT	4,085	3,428	19%

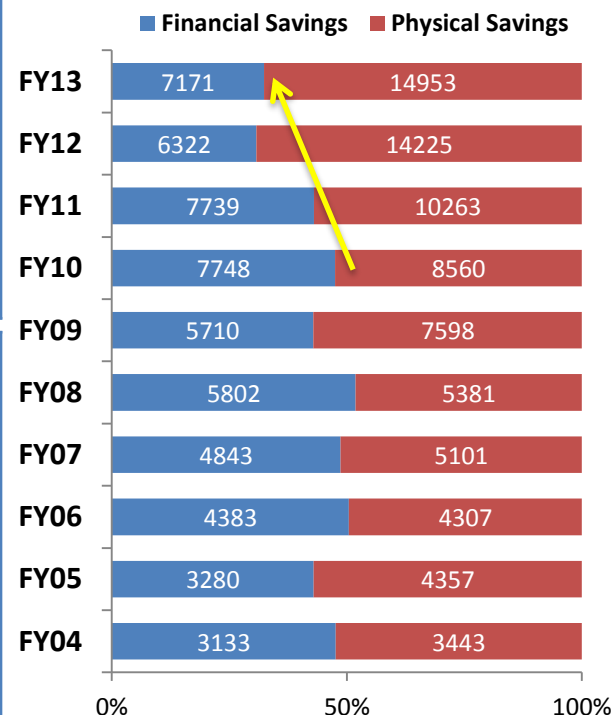


Bajaj Allianz Life Insurance

Strategy	<p>The strategy is to balance growth with profitability, and steadily increase market share. This will be done through an efficient operating cost model, diversified distribution channels and a balanced product mix.</p>
Key Focus Areas	<ul style="list-style-type: none"> • Build a balanced portfolio with higher contribution from non-Par • Improve agency productivity • Improve persistency • Manage operating costs – acquisition & management • Focus on investment performance in UL as well as traditional funds
Industry & Regulatory Perspective	<ul style="list-style-type: none"> • Industry NB was at Rs 1,196 Bn, up 12% in FY14, while private players were at Rs 295 Bn and down 4% compared to FY13 • Growth rates since 2008 have been muted due to <ul style="list-style-type: none"> • Indian household preference for physical assets like gold and real estate over financial assets in recent years • Lackluster equity market performance following the financial crisis • Cap on ULIP charges in 2010 <p>New product guidelines announced around linked and non-linked products came into force during FY14. Guidelines on individual products came into force in the last quarter of FY14.</p>

Households have preferred physical assets in recent years

(Household Sector Savings (Rs Bn))

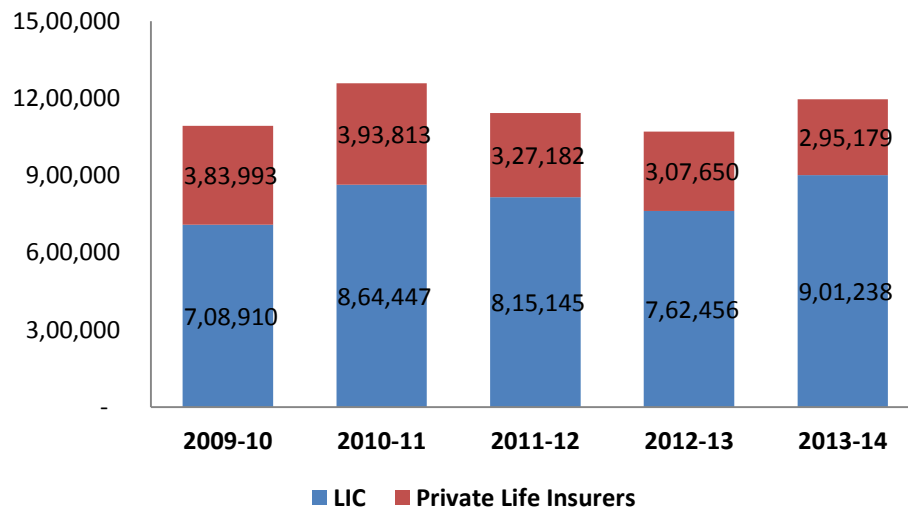


Source: Sector wise domestic savings (at current prices), RBI

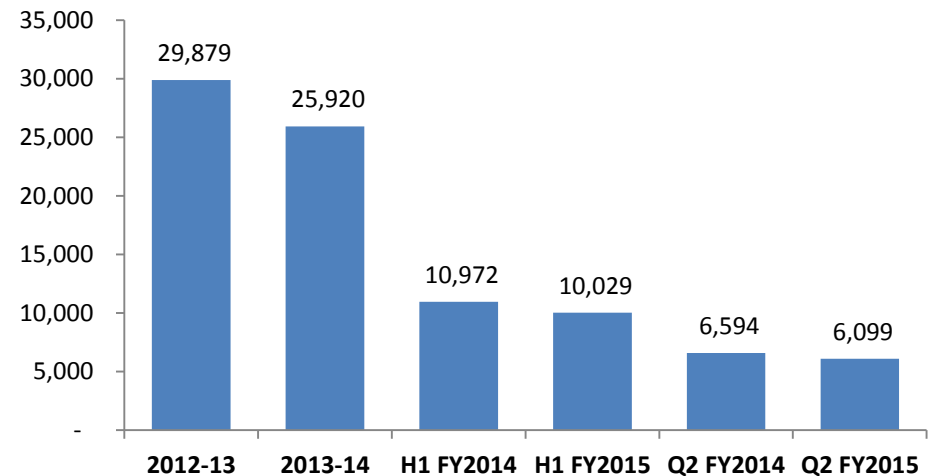
Impact of new product regulations was felt by the industry in FY14

All Figures in Rs Million

Industry New Business Premium



New Business - BALIC

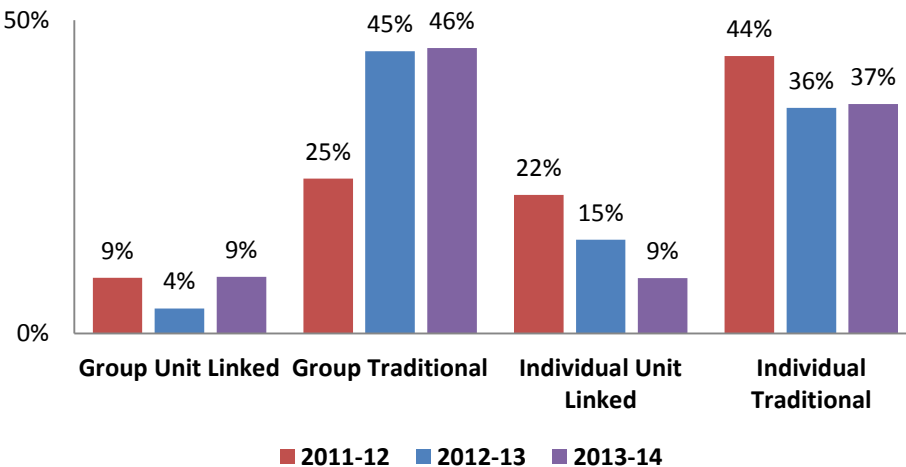


- For BALIC, Q2FY15 new business is down 8% over same period last year, while H1FY15 is down 9% over last year
- New product regulations around Individual products came into force in the beginning of Q4FY14

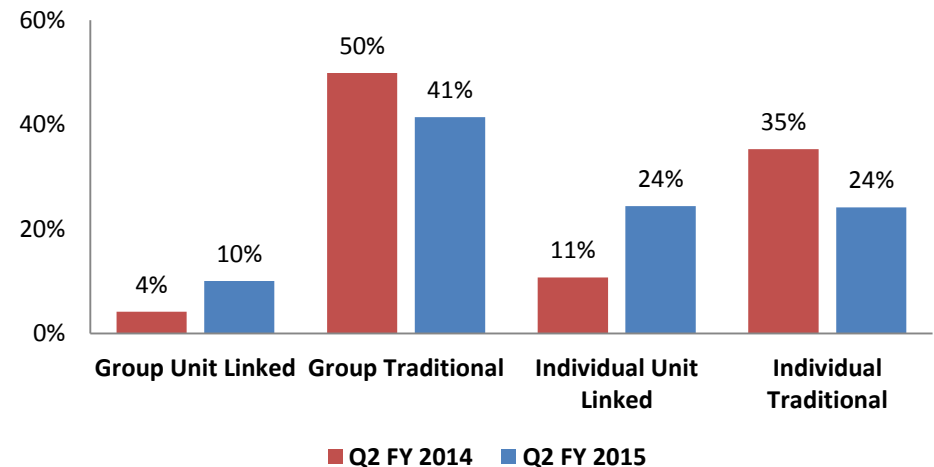
Currently, the product mix is predominantly traditional

All Figures in Rs Million

New Business Premium - Product Mix



New Business Premium - Product Mix

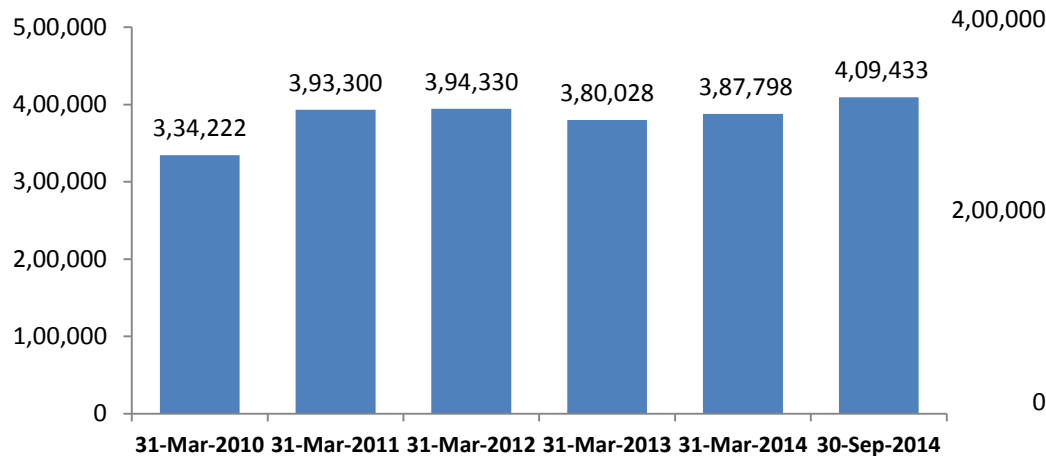


- Unit linked business share was 34% in Q2FY15
- Within group business in Q2 FY15, non-fund business stood at 46%

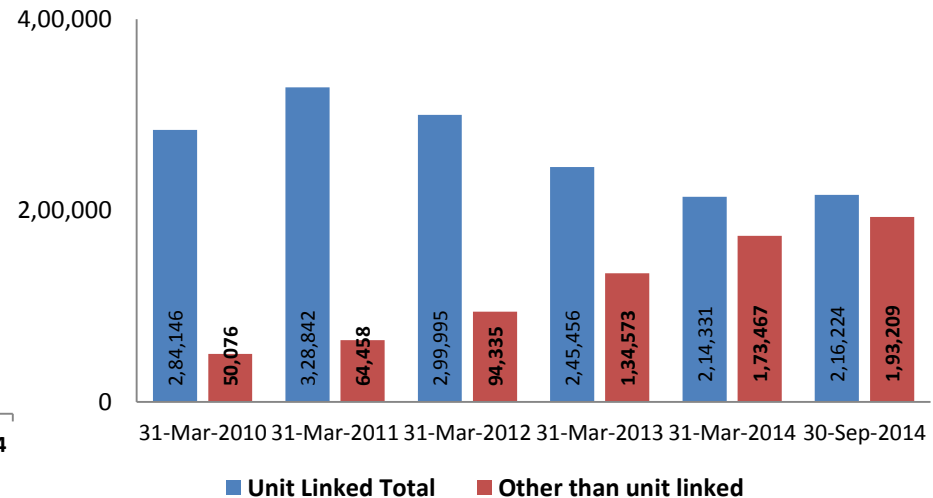
Assets under management are significant

All Figures in Rs Million

Investments Growth



Assets Under Management

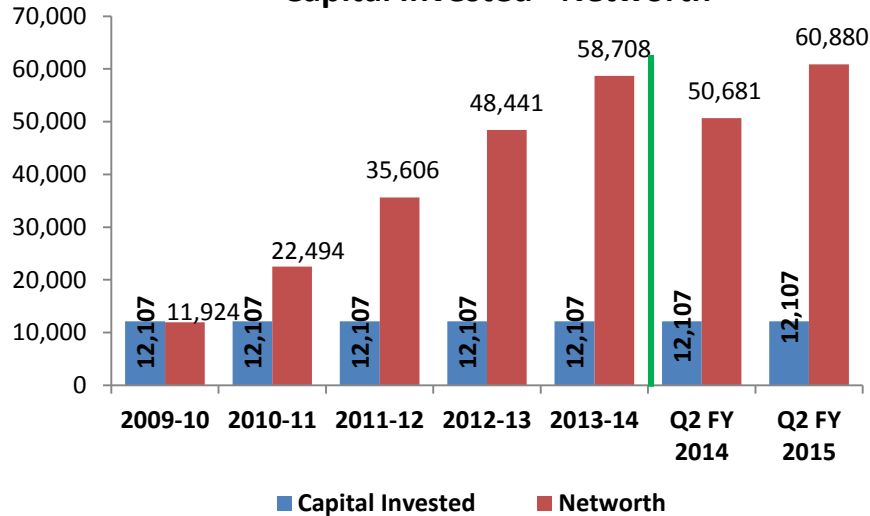


- Assets are a mix of linked and non-linked funds.
- Of the linked funds, Rs 159,257 Mn were in equity funds as of 30th Sep 2014

Bajaj Allianz Life is one of the most profitable life insurers in the private sector

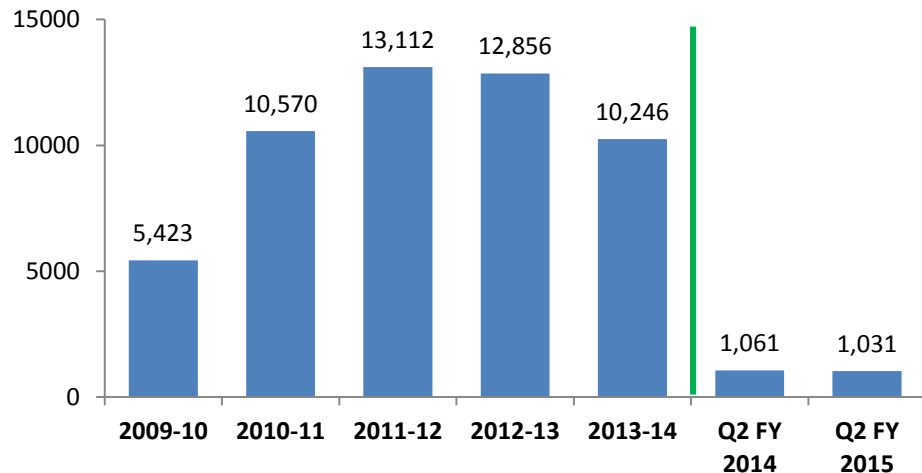
All Figures in Rs Million

Capital Invested - Networth



BALIC has been a very capital efficient insurer

Shareholders' profits

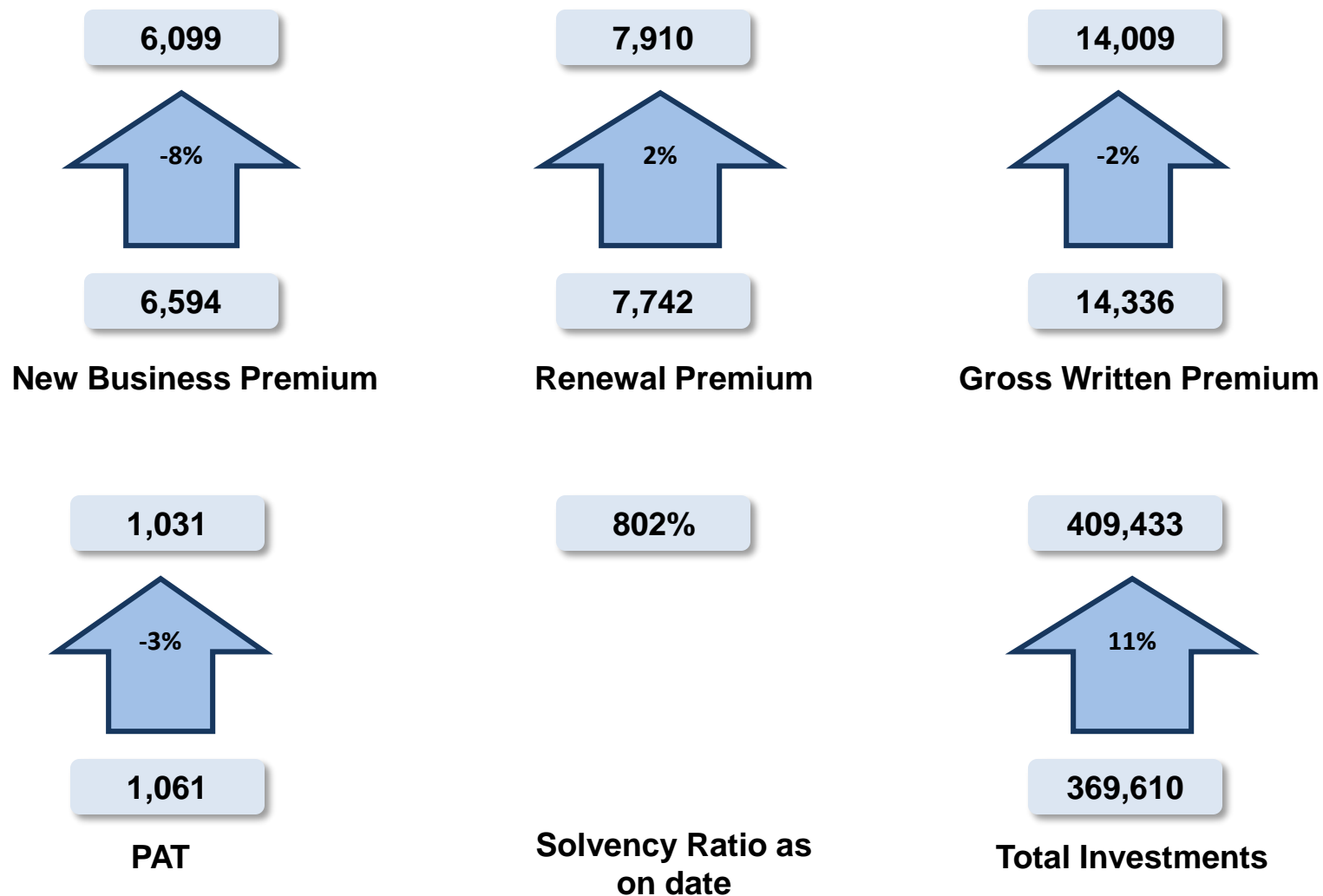


Policyholders surplus as of Q2FY15 stood at Rs 1,402 Mn, compared to Rs 1,438 Mn in Q2FY14

Note: Shareholders' share of policyholders' surplus are transferred at the end of the year, consistent with past practice.

All Figures in Rs Million

Performance Highlights of Q2 FY2015 over Q2 FY2014



* Total investments includes assets held to cover discontinued funds

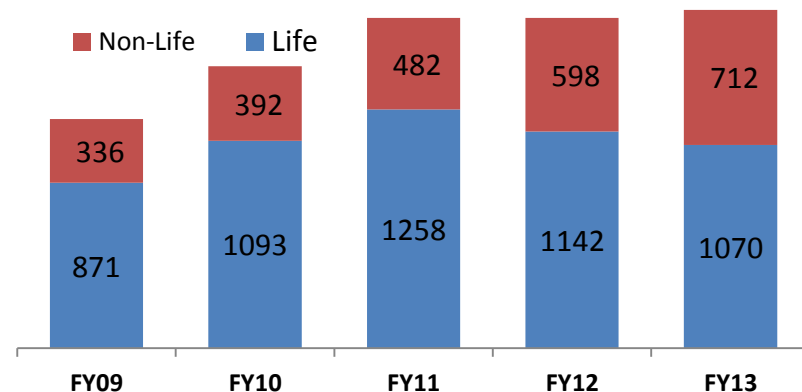


Bajaj Allianz General Insurance

Strategy	<p>Strategy is to focus predominantly on retail product lines, with diversified distribution channels, and profitable underwriting to deliver excellence in customer service, and steadily increase market share and profit.</p>
Key Focus Areas	<ul style="list-style-type: none"> • Prudent Underwriting: BAGIC has industry leading combined ratios • Continue to grow profitable segments: Grow retail, particularly health. • Develop Marine Cargo Business • Strengthen Direct channels
Industry & Regulatory Perspective	<ul style="list-style-type: none"> • In FY14, industry (ex specialized players) grew GDPI by 12%, while private players grew 15% • Old Motor Pool disbanded with effect from 01 April 2012. Bajaj Allianz's share of total pre-tax pool losses have been written off over FY 12,13 and 14. • New Declined Pool of much smaller size has come into effect from FY 13.

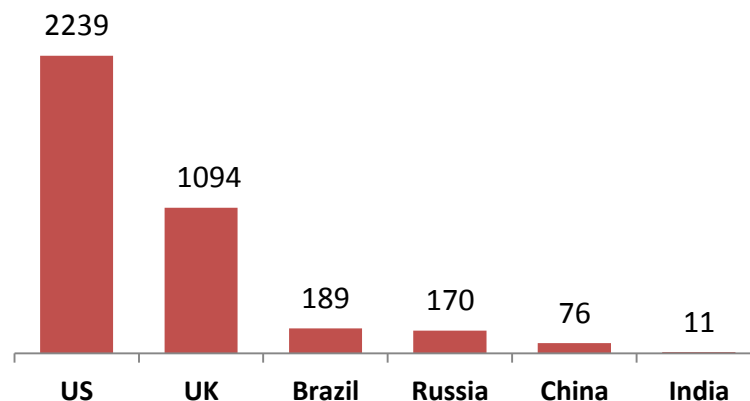
New Business Trend - Non-life contribution to the insurance industry is rising**

(Including Specialized Players, Rs Bn)



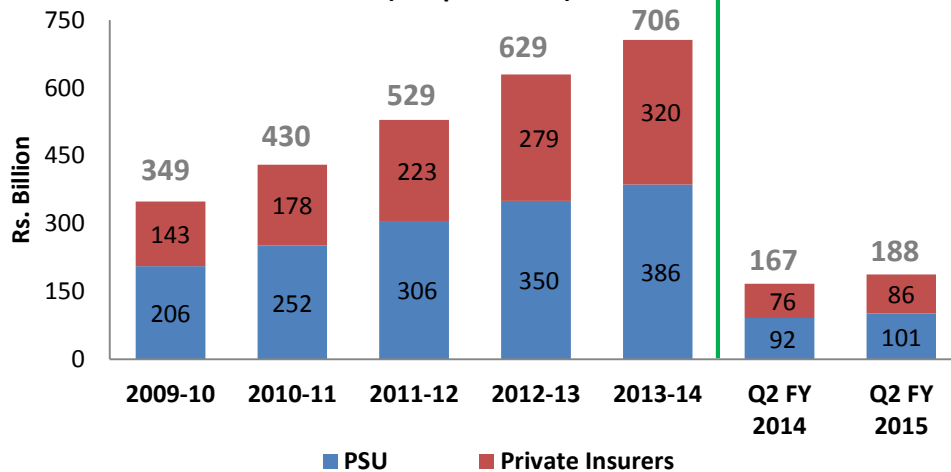
Non-life insurance Per Capita remains low

(USD, 2012, Source: 'World Insurance in 2012', by Swiss Re)

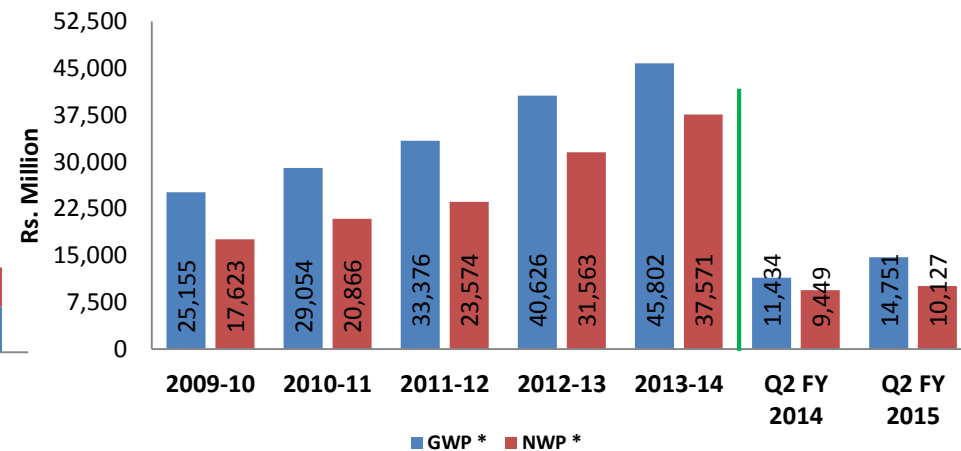


BAGIC has retained its second position amongst private sector general insurers

**Industry Premium Trends
(Ex Specialized)**



BAGIC Premium Trend



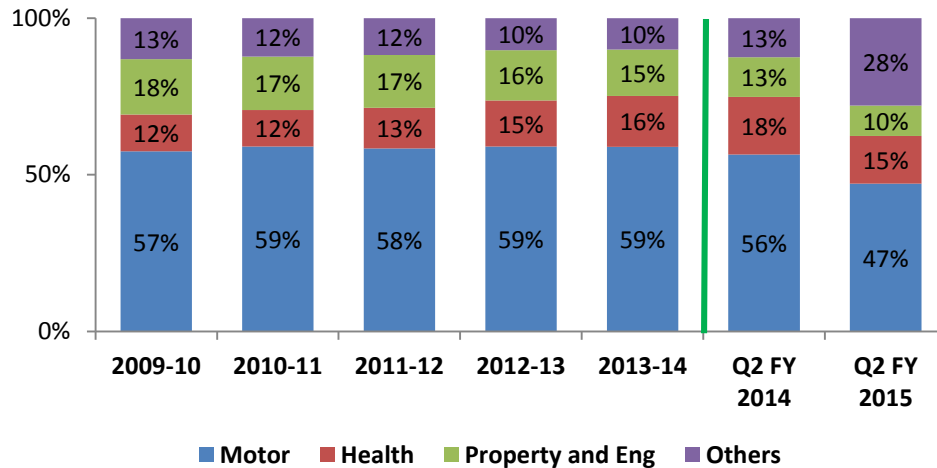
*Premiums for annual and quarterly periods up to FY14 excludes inward premiums from erstwhile IMTPIP, & IMTPDRIP

Industry grew GDPI at 12%, while private sector grew at 14% in Q2 compared to Q2 last year
BAGIC grew GWP in Q2 by 29% compared to the corresponding period last year

A healthy and profitable business mix - leading to a steady growth in investments – has added stability to revenues

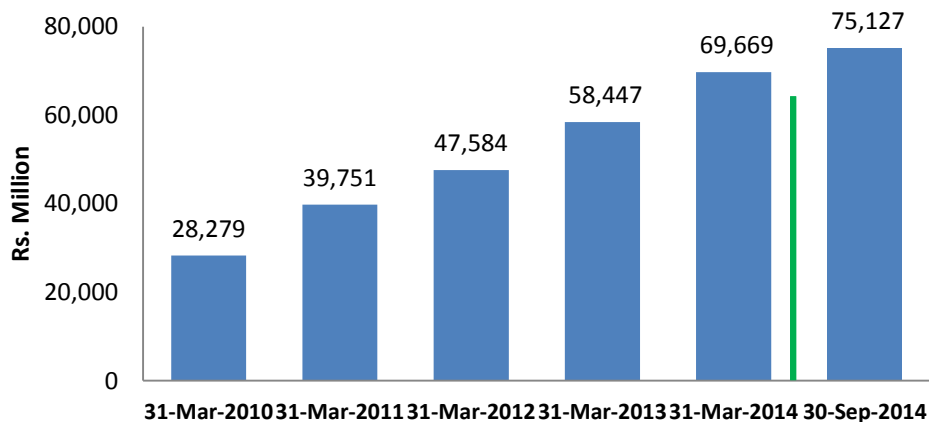
All Figures in Rs Million

Business Mix



Business mix is retail focused. Motor continues to lead the business mix.

Investment Growth



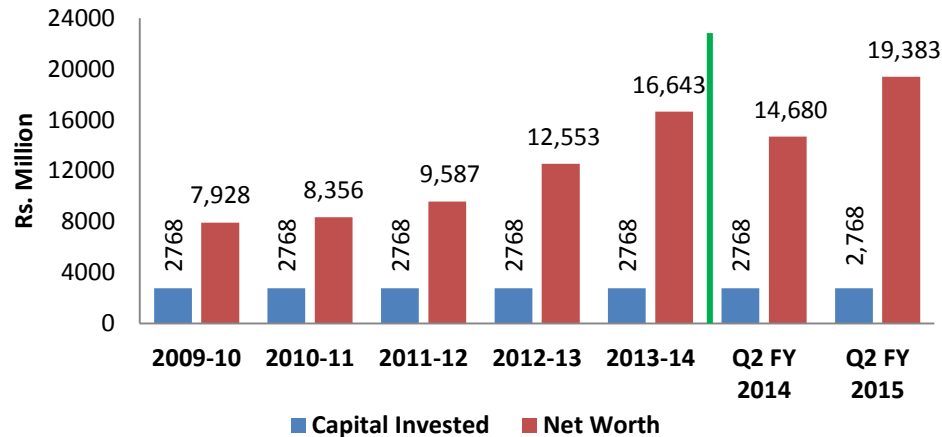
Strong cash generation has helped grow the investment book

Investments are largely in fixed income securities

BAGIC has a high capital efficiency coupled with a very good combined ratio

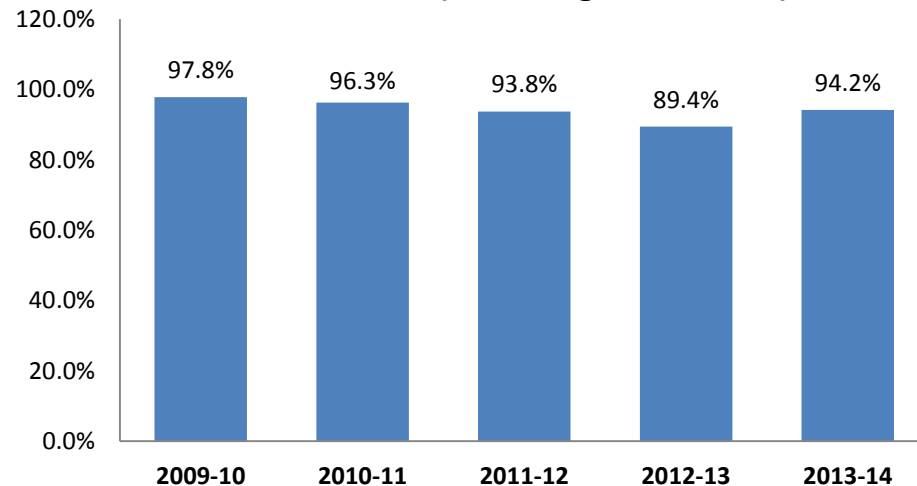
All Figures in Rs Million

BAGIC - Capital Invested - Networth

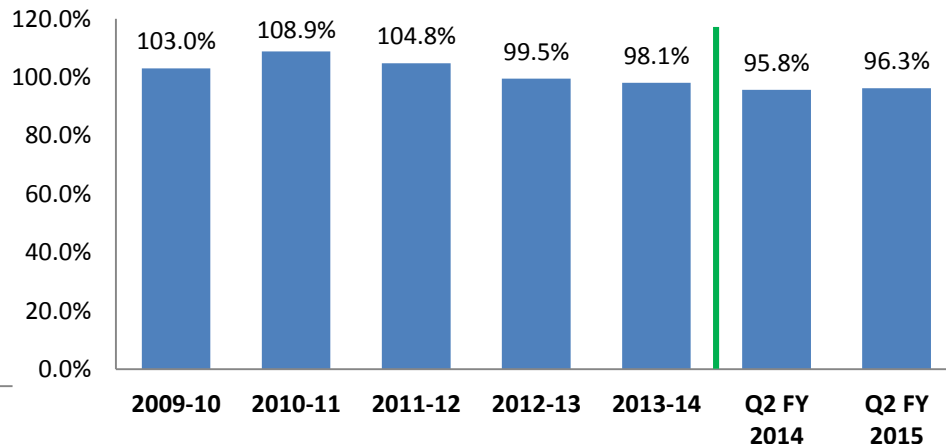


BAGIC's net worth now stands at Rs 19,383 Mn, which is 7 times capital invested.

Combined Ratios (Excluding Motor Pool)



Combined Ratios (Including Pool)



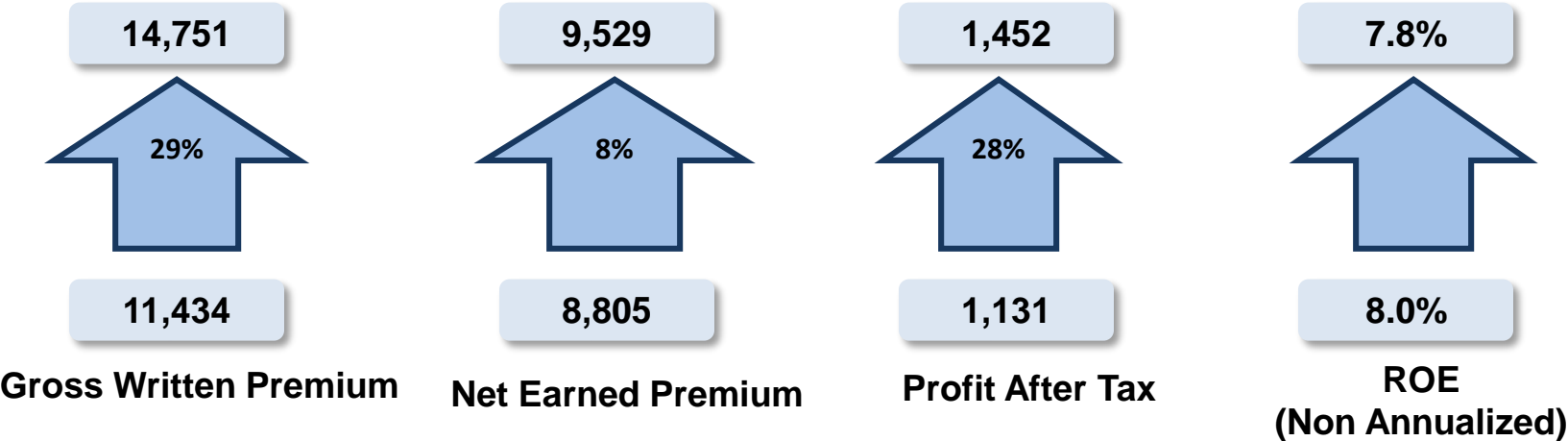
*** Note on Combined Ratio:** Combined Ratios are re-stated in accordance with the Master Circular on 'Preparation of Financial statements of General Insurance Business' issued by IRDA effective from 1st April, 2013. (Net claims incurred divided by Net Earned Premium) + (Expenses of management including net Commission divided by Net Written Premium). Pool losses, where applicable include the impact of the erstwhile IMTPIP and Declined Risk Pool.

Bajaj Allianz General performance highlights

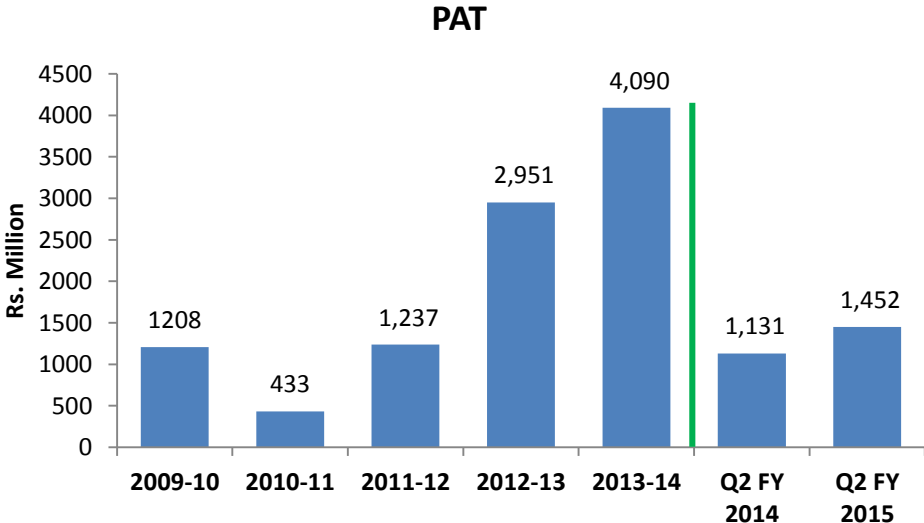


All Figures in Rs Million

Performance Highlights of Q2 FY2015 over Q2 FY2014



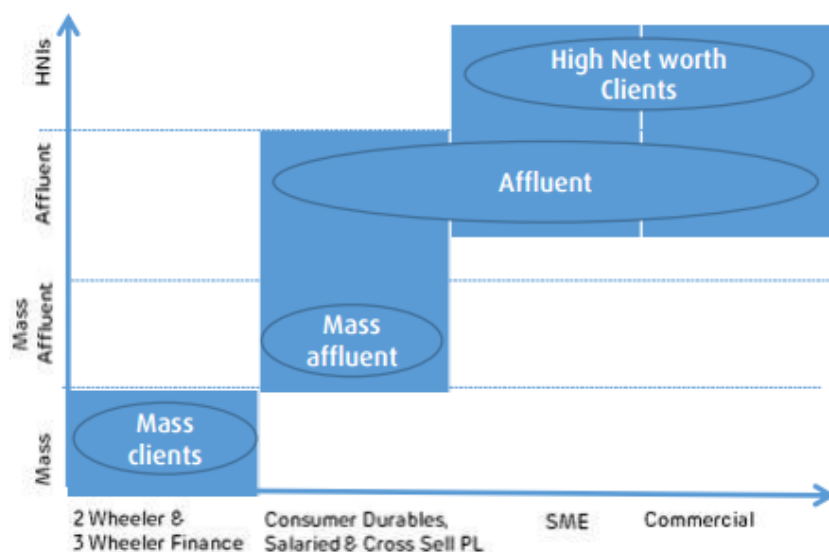
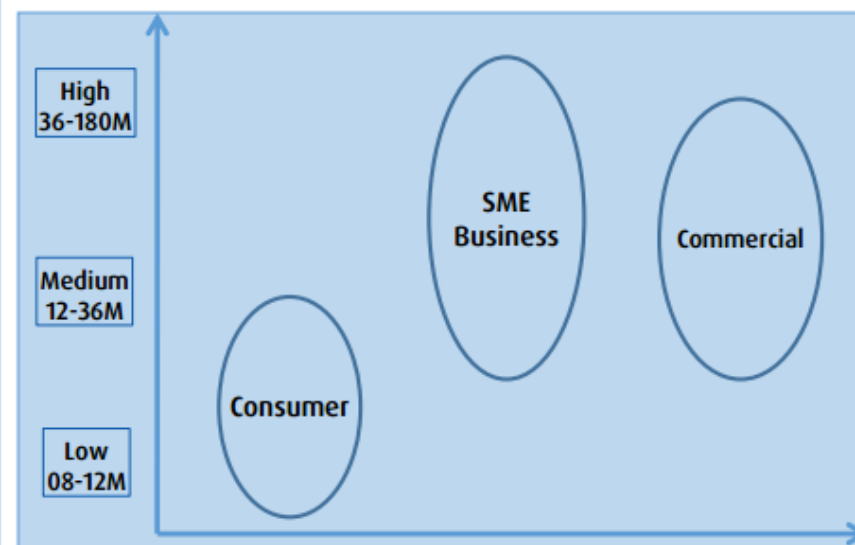
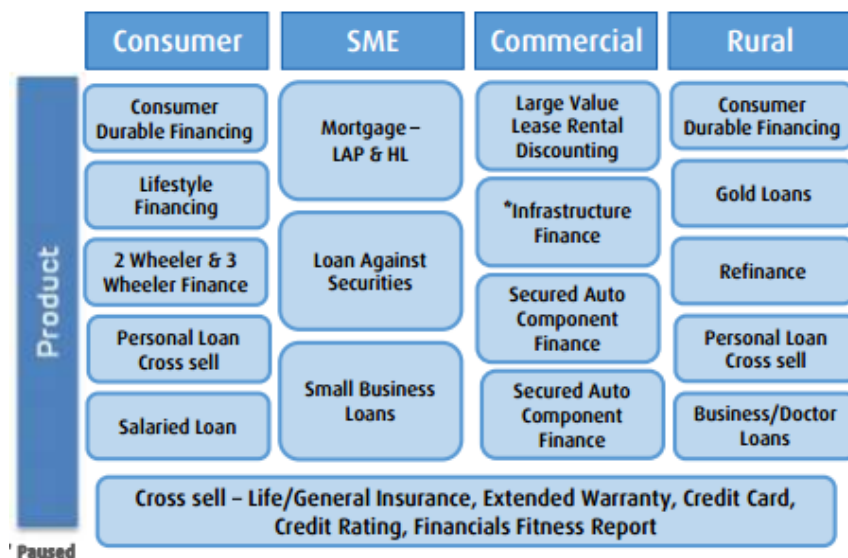
Solvency Ratio was 208% as against regulatory requirement of 150% as of 30th Sep 2014



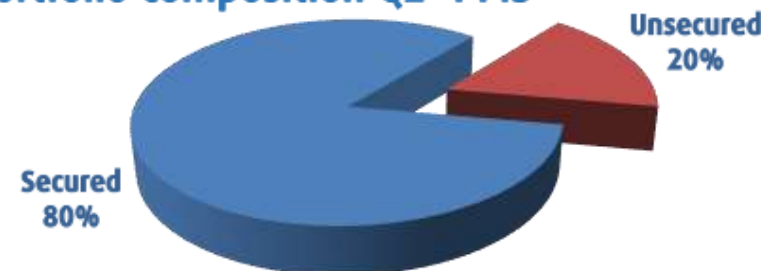


Bajaj Finance Limited

Bajaj Finance is a diversified NBFC present in consumer finance, SME, and commercial lending



Portfolio composition Q2- FY15

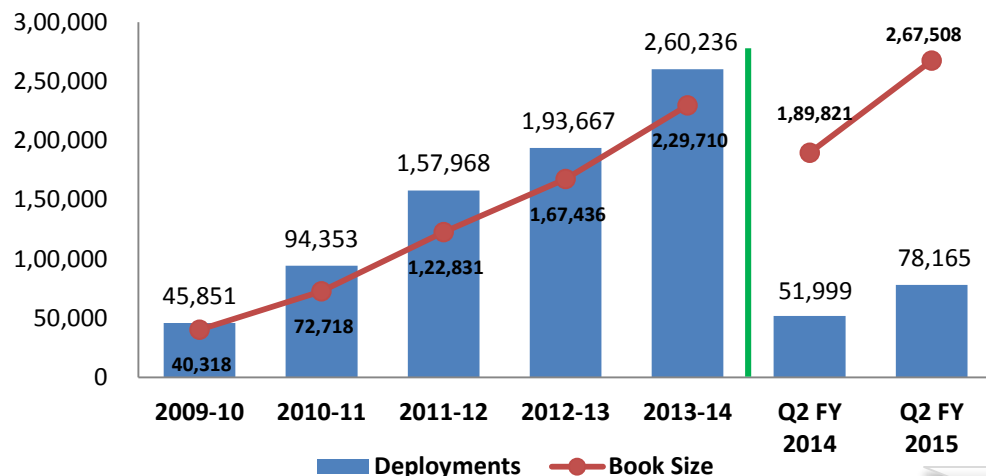


Segment	Mar'13	Jun'13	Sep'13	Dec'13	Mar'14	June'14	Sep'14
Consumer Finance	40%	42%	41%	40%	39%	40%	40%
SME Business	48%	49%	50%	52%	53%	53%	54%
Commercial	12%	9%	9%	8%	8%	7%	6%
Rural	-	-	-	-	-	-	0.5%

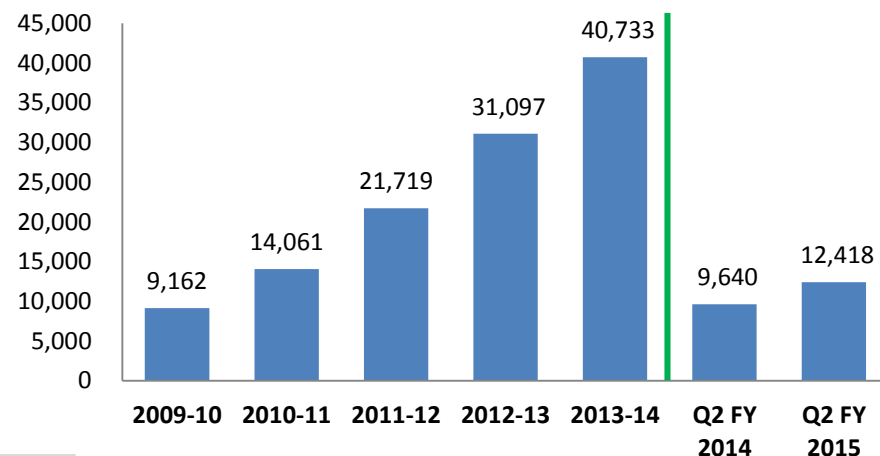
Bajaj Finance has clocked growth in disbursements while maintaining healthy NIMs

All Figures in Rs Million

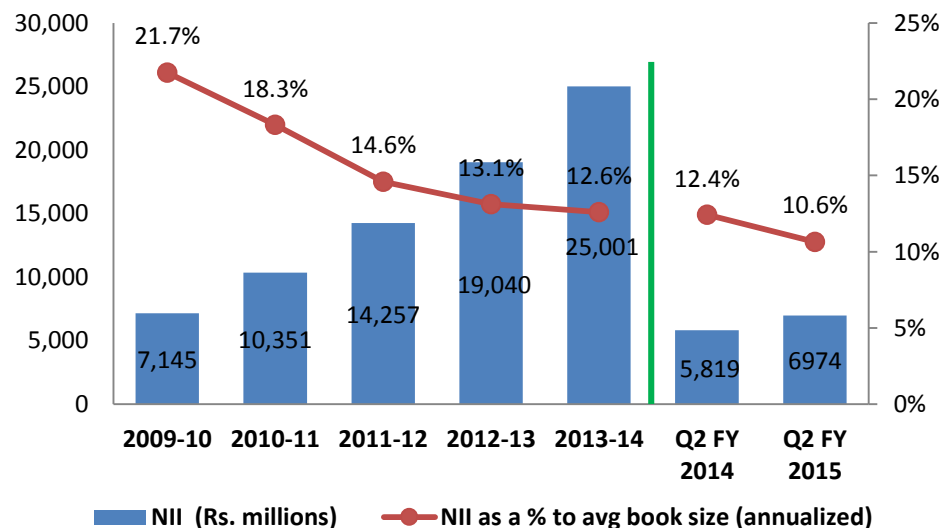
Deployments and Book Size



Revenues



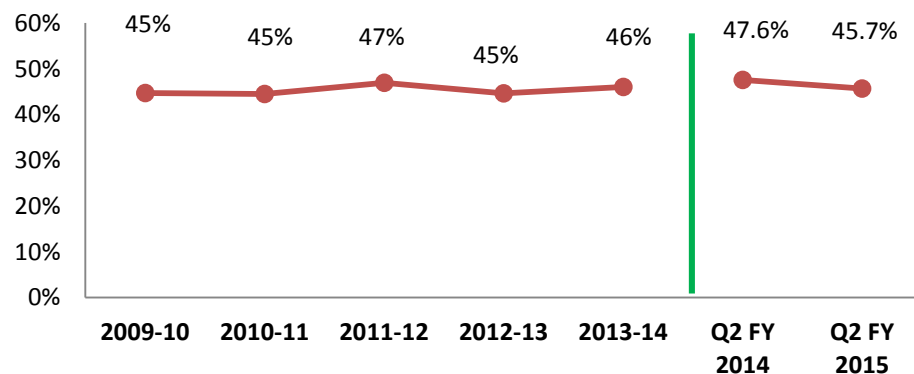
NII and NII as % to average book size



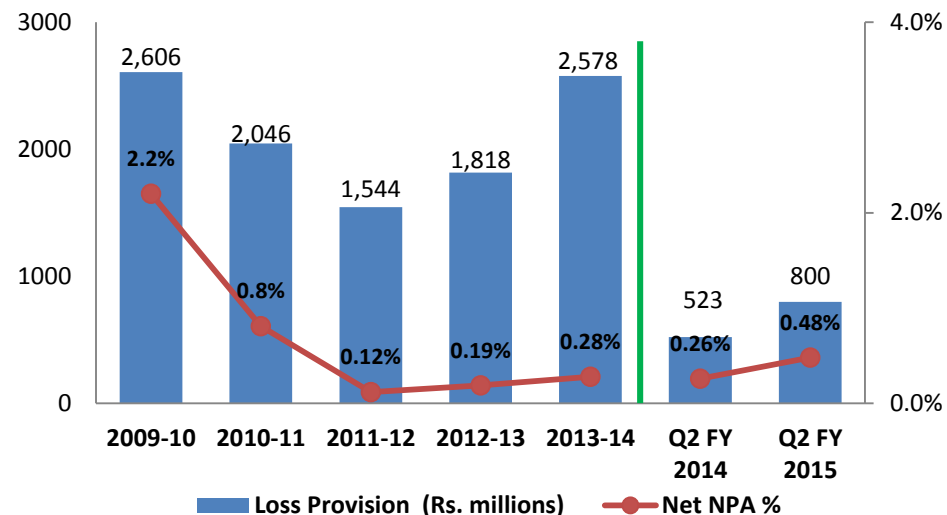
Quality of assets is good, and operating costs remain under control

All Figures in Rs Million

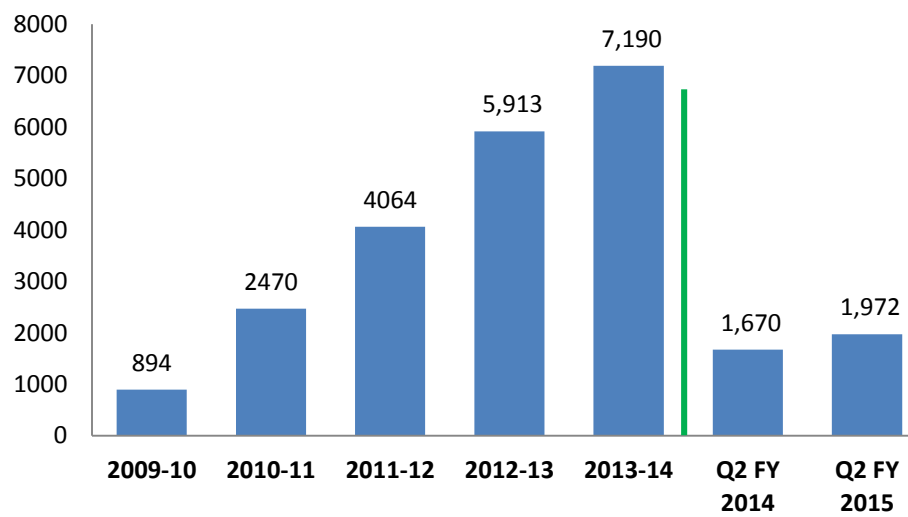
Operating expenses as a % of NII



Loss Provision and Net NPA%

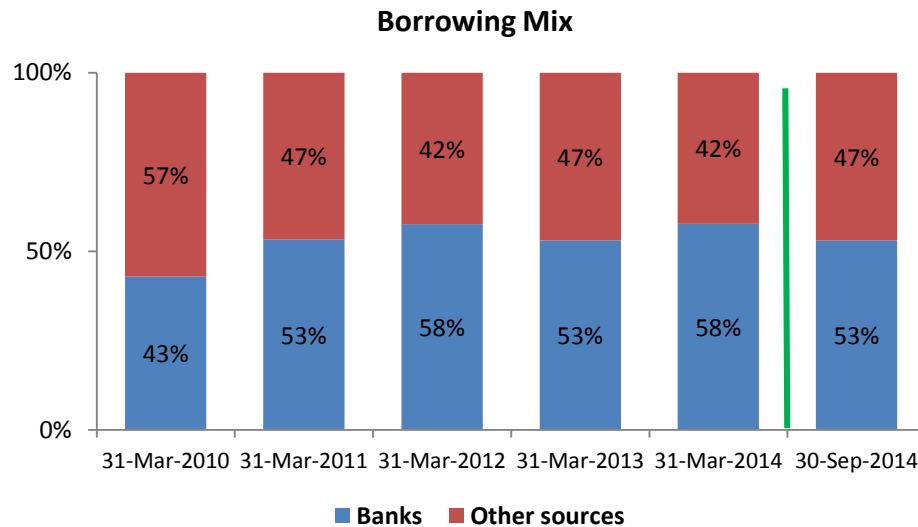


PAT



The company is not excessively dependent on bank lines

All Figures in Rs Million

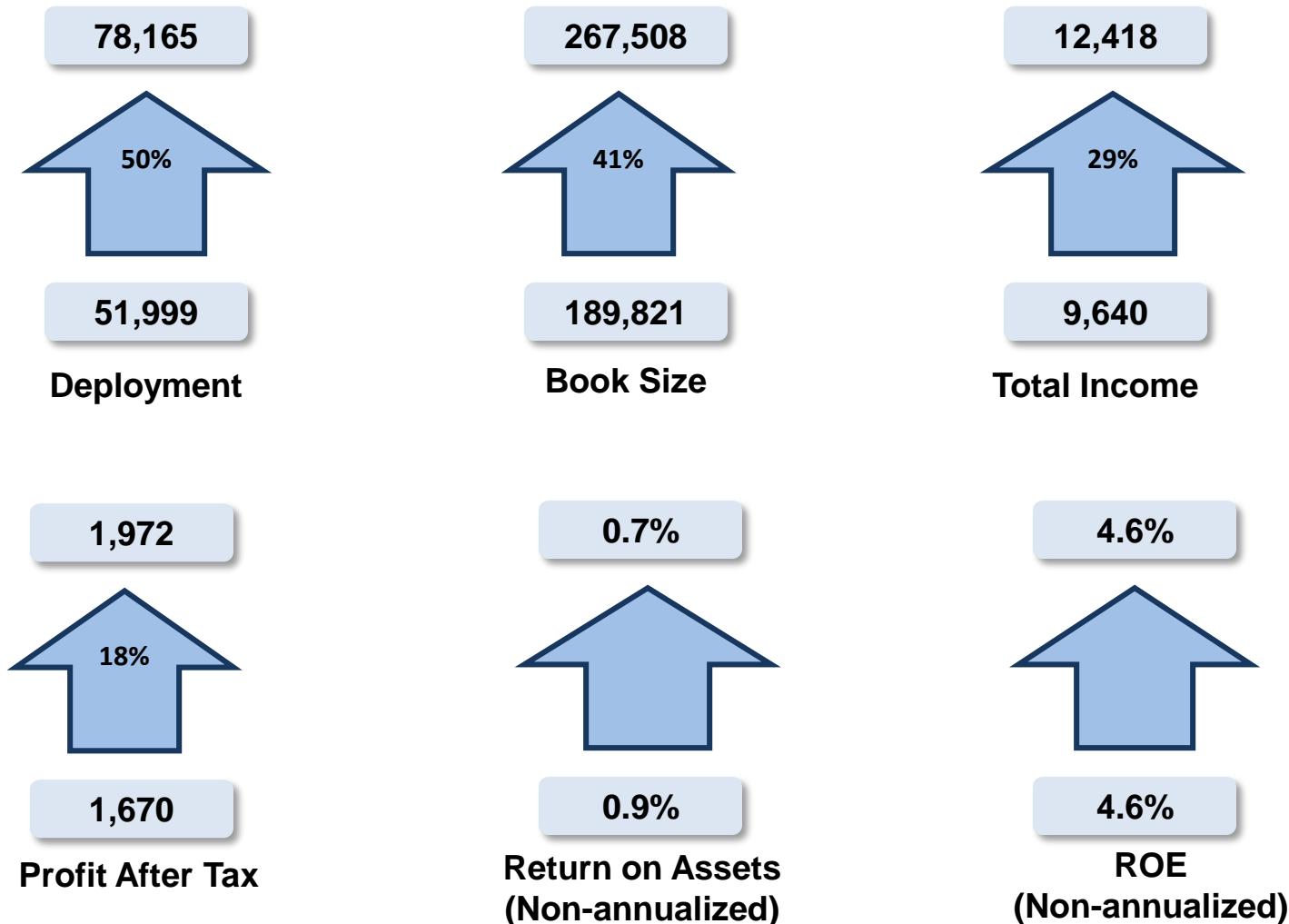


- Capital Adequacy Ratio (including Tier-II capital) stood at 19.3%.
- The company continues to be well capitalized to support its growth trajectory.

Bajaj Finance performance highlights

All Figures in Rs Million

Performance Highlights of Q2 FY2015 over Q2 FY2014



Thank You