

<b>THE MANAGER, BSE LIMITED DCS - CRD PHIROZE JEEJEEBHOY TOWERS DALAL STREET, MUMBAI - 400 001</b>	<b>THE MANAGER, LISTING DEPARTMENT NATIONAL STOCK EXCHANGE OF INDIA LTD. EXCHANGE PLAZA, C-1. BLOCK G, BANDRA - KURLA COMPLEX, BANDRA (EAST) MUMBAI - 400 051</b>
<b>SCRIP CODE: 500034</b>	<b>SCRIP CODE: BAJFINANCE - EQ</b>

Dear Sir/Madam,

**Sub: Investor Presentation for the quarter ended 30 June 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Presentation to be made to analyst/investor for the quarter ended 30 June 2023.

Please access the live webcast of conference call scheduled to be held today i.e., 26 July 2023 at 6.30 p.m. IST at

<https://event.choruscall.com/mediaframe/webcast.html?webcastid=vLffGdUF>

We request you to kindly take the same on record.

Thanking you,  
Yours Faithfully,  
For **Bajaj Finance Limited**

**R. Vijay**  
**Company Secretary**  
Email ID: [investor.service@bajajfinserv.in](mailto:investor.service@bajajfinserv.in)

Copy to Catalyst Trustee Ltd. (Debenture Trustee, Pune)  
Encl.: As above

**BAJAJ FINANCE LIMITED**

[www.bajajfinserv.in/corporate-bajaj-finance](http://www.bajajfinserv.in/corporate-bajaj-finance)

**Corporate Office:** 4<sup>th</sup> Floor, Bajaj Finserv Corporate Office, Off Pune-Ahmednagar Road, Viman Nagar, Pune - 411 014, Maharashtra, India

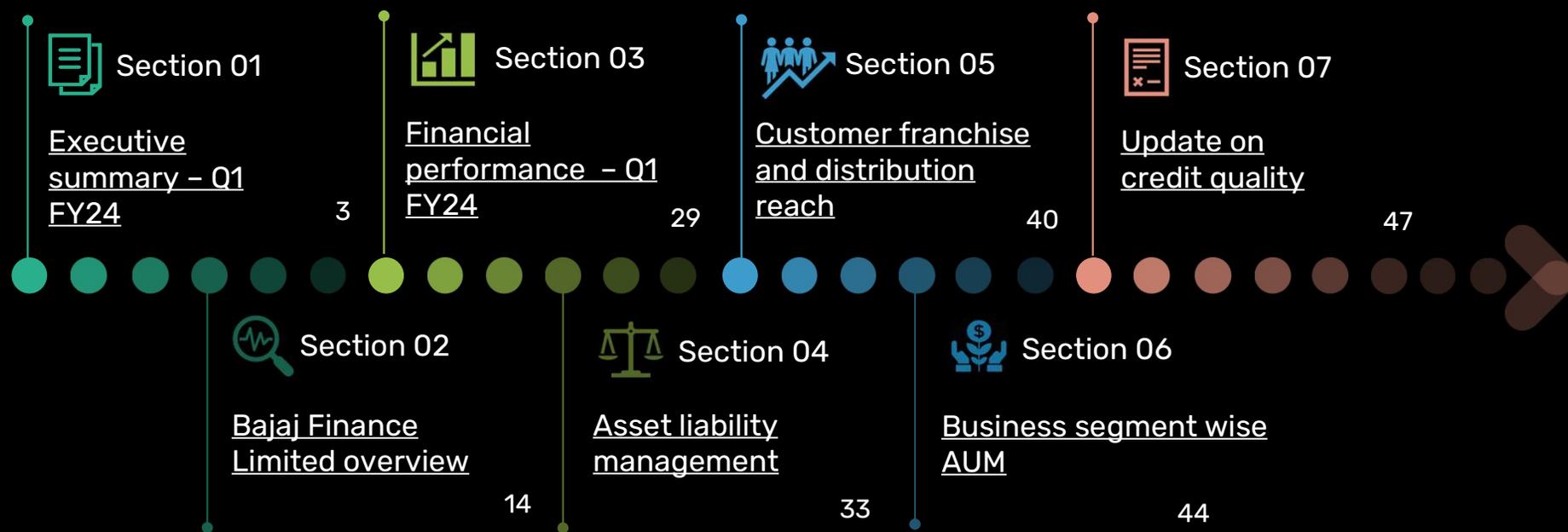
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**Corporate ID No.:** L65910MH1987PLCD42961





**BAJAJ FINANCE LIMITED**



 **Section 01**  
**Executive summary – Q1**  
**FY24**

1.1

Quarter gone by

1.2

Lead financial indicators

1.4

Omnipresence strategy update

Excellent quarter across all financial and portfolio metrics. Delivered highest ever AUM growth of ₹ 22,718 crore, booked 9.94 MM new loans and added 3.84 MM new customers in Q1. As of 30 June 2023, Bajaj Finserv App has 40.2 MM net users.

## AUM



## Opex to NII



## PAT



## ROE



## Net NPA



# Lead financial indicators (1/5)

BAJAJ FINANCE LIMITED

## **Balance sheet and business metrics**

1. Highest ever quarterly AUM growth of ₹ 22,718 crore in Q1. Based on strong Q1 start, we estimate AUM growth to be in the range of 29-31% for FY24.
2. AUM was up 32% at ₹ 2,70,097 crore as against ₹ 2,04,018 crore as of 30 June 2022. AUM composition remains steady.
3. New loans booked were up 34% to 9.94 MM in Q1 as against 7.42 MM in Q1 FY23, highest ever new loans in a quarter.
4. In Q1, B2B disbursements were up 37% at ₹ 22,625 crore as against ₹ 16,502 crore in Q1 FY23.

## **Customer franchise and geographic footprint**

5. In Q1, the Company added highest ever new customer of 3.84 MM to the franchise. Confident of adding 12-13 MM new customers in FY24.
6. Customer franchise stood at 73.0 MM as of 30 June 2023. Cross sell franchise stood at 44.3 MM.
7. In Q1, the Company added 95 new locations and added 12.5K distribution points. Geographic presence stood at 3,828 locations and over 167K active distribution points as of 30 June 2023.

## **Liquidity and cost of fund**

8. Liquidity buffer stood at ₹ 12,704 crore as of 30 June 2023.
9. In Q1, cost of funds was 7.61%, an increase of 22 *bps* over Q4 FY23. Given strong ALM management and diversified balance sheet profile, net impact on NII sequentially was 11 *bps*. We expect gradual moderation in NII to continue through FY24.

# Lead financial indicators (2/5)

BAJAJ FINANCE LIMITED

## Liquidity and cost of fund

10. Deposits book grew by 46% YoY and stood at ₹ 49,944 crore as of 30 June 2023. In Q1, net deposit growth was ₹ 5,278 crore. Deposits contributed to 21% of consolidated borrowings as of 30 June 2023.

## Operating efficiencies

11. In Q1, Net interest income (NII) grew by 26% to ₹ 8,398 crore as against ₹ 6,640 crore in Q1 FY23.

12. In Q1, Opex to NII improved to 34.0% versus 35.9% in Q1 FY23.

13. Employee headcount stood at 46,567 (BFL, BHFL & BFSL) as of 30 June 2023. Company added 3,420 employees in Q1. Annualized attrition in Q1 FY24 was 13.8% as against 14.5% in Q1 FY23.

## Credit cost

14. In Q1, loan losses & provisions were ₹ 995 crore. The Company holds a management & macro-economic overlay of ₹ 840 crore as of 30 June 2023. The Company released ₹ 120 crore from the overlay in Q1.

15. Lowest ever GNPA of 0.87% and NNPA of 0.31% as of 30 June 2023 as against 1.25% and 0.51% as of 30 June 2022.

16. Stage 3 assets stood at ₹ 2,348 crore as of 30 June 2023 as against ₹ 2,539 crore as of 30 June 2022.

17. Risk metrics across all businesses were strong except Rural B2C business. The Company has taken risk actions in Rural B2C business resulting in muted growth in Q1.

## Lead financial indicators (3/5)

BAJAJ FINANCE LIMITED

### Profitability and capital

18. Consolidated profit before tax grew by 30% to ₹ 4,551 crore in Q1 FY24 as against ₹ 3,503 crore in Q1 FY23.
19. Consolidated profit after tax grew by 32% to ₹ 3,437 crore in Q1 FY24 as against ₹ 2,596 crore in Q1 FY23. Adjusted for reversal of deferred tax liability of ₹ 73 crore, PAT growth for Q1 was 30%.
20. In Q1, the Company delivered annualized ROA of 5.42% as against 5.33% in Q1 FY23. Adjusted for reversal of deferred tax liability, ROA was 5.30%.
21. In Q1, the Company delivered annualized ROE of 24.47% as against 23.07% in Q1 FY23. Adjusted for reversal of deferred tax liability, ROE was 23.95%.
22. Capital adequacy remained strong at 24.61% as of 30 June 2023. Tier-1 capital was 23.01%.

### Bajaj Housing Finance Limited (BHFL)

#### BHFL - Balance sheet and geography

23. AUM was up 29% at ₹ 74,124 crore as against ₹ 57,425 crore as of 30 June 2023.
24. Home loans AUM grew by 19%, Loan against property grew by 5%, Lease rental discounting grew by 83%, Developer finance grew by 76% and Rural mortgages grew by 16%.
25. Portfolio composition for HL : LAP : LRD : DF : Rural : Others stood at 58% : 9% : 18% : 9% : 4% : 2% as of 30 June 2023.
26. In Q1, overall approvals grew by 18%. Approvals were ₹ 18,882 crore in Q1 FY24 as against ₹ 16,002 crore in Q1 FY23.

# Lead financial indicators (4/5)

BAJAJ FINANCE LIMITED

## **BHFL - Balance sheet and geography**

27. In Q1, disbursements were ₹ 10,383 crore as against ₹ 9,255 crore in Q1 FY23, recording a growth of 12%.

28. Geographic presence stood at 167 locations.

## **BHFL - Liquidity and cost of fund**

29. Liquidity buffer stood at ₹ 3,191 crore as of 30 June 2023.

30. In Q1, cost of funds was 7.67%, an increase of 19 bps over Q4 FY23.

31. Borrowing mix - Banks : NHB : Money market : Assignment stood at 47% : 7% : 34% : 12% as of 30 June 2023.

## **BHFL - Operating efficiencies**

32. Net interest income (NII) grew by 18% to ₹ 702 crore in Q1 FY24 as against ₹ 594 crore in Q1 FY23.

33. In Q1, Opex to NII stood at 24.1% as against 26.8% in Q1 FY23.

34. Total employee headcount stood at 2,773 as of 30 June 2023.

## **BHFL - Credit costs**

35. In Q1, loan losses and provisions were ₹ 7 crore as against ₹ 7 crore in Q1 FY23. BHFL holds a management and macro-economic overlay provision of ₹ 224 crore as of 30 June 2023.

36. GNPA & NNPA stood at 0.23% and 0.08% as of 30 June 2023 as against 0.27% and 0.11% as of 30 June 2022.

37. Overall stage 3 assets stood at ₹ 152 crore as of 30 June 2023 as against ₹ 134 crore as of 30 June 2022.

## Lead financial indicators (5/5)

**BAJAJ FINANCE LIMITED**

### **BHFL - Profitability and capital**

38. Profit before tax grew by 23% to ₹ 526 crore in Q1 FY24 as against ₹ 428 crore in Q1 FY23.
39. Profit after tax grew by 46% to ₹ 462 crore in Q1 FY24 as against ₹ 316 crore in Q1 FY23. Adjusted for reversal of deferred tax liability of ₹ 73 crore, PAT growth for Q1 was 23%.
40. In Q1, the Company delivered annualized ROA of 2.88% as against 2.62% in Q1 FY23. Adjusted for reversal of deferred tax liability, ROA was 2.42%.
41. In Q1, the Company delivered annualized ROE of 17.21% as against 15.51% in Q1 FY23. Adjusted for reversal of deferred tax liability, ROE was 14.49%
42. Capital adequacy ratio stood at 22.52% as of 30 June 2023. Tier-1 capital was 21.79%.

### **Bajaj Financial Securities Limited (BFSL)**

43. In Q1, BFSL added 20K customers to its franchise. Retail and HNI customer franchise stood at 585K as of 30 June 2023.
44. Margin Trading Finance AUM grew by 62% at ₹ 1,202 crore as of 30 June 2023 as against ₹ 741 crore as of 30 June 2022.
45. Geographic presence stood at 28 locations. In Q1, BFSL added 2 new locations and 3 new branches.
46. In Q1, BFSL delivered significant upgrades to its Web and App platforms with addition of 30 new features.
47. In Q1, total Income was ₹ 75 crore as against ₹ 39 crore in Q1 FY23.
48. Profit after tax stood at ₹ 5 crore as against ₹ 1 crore in Q1 FY23.
49. Total employee headcount stood at 626 as of 30 June 2023.

# **Omnipresence strategy update**

# Omnipresence metrics - Strong growth momentum across Geography and Digital metrics

**BAJAJ FINANCE LIMITED**

Particulars	Unit	Q1 FY23	Q4 FY23	Q1 FY24	YoY
<b>Geography</b>					
New locations added - in the Qtr	#	82	19	95	
Locations - Cumulative	#	3,586	3,733	3,828	242
Gold loan branches - Cumulative	#	155	181	424	269
<b>App Metrics</b>					
Downloads - In the Qtr	# in MM	11.01	13.43	15.10	37%
Net Installs - Cumulative	# in MM	23.0	35.5	40.2	75%
In-App programs - Cumulative	#	62	104	118	90%
Ranking in financial domain in Playstore	#	6	5	5	↑
Service requests initiated on app - In the Qtr	% of total SR	15%	26%	34%	↑
<b>App Payments metrics</b>					
UPI handles - Cumulative	# in MM	3.61	12.98	15.48	329%
Bill pay transactions - In the Qtr	# in MM	2.06	5.27	5.44	164%
QRs at merchant PoS - Cumulative	# in MM	0.018	0.63	1.14	NA
Rewards issued - In the Qtr	# in MM	4.8	13.5	18.1	277%

# Omnipresence metrics - Strong growth momentum across Geography and Digital metrics

**BAJAJ FINANCE LIMITED**

Particulars	Unit	Q1 FY23	Q4 FY23	Q1 FY24	YoY
<b>App business metrics</b>					
EMI cards acquired on App - In the Qtr	# in '000	69	99	123	78%
Personal loan disbursed on App - In the Qtr	In ₹ cr	2,109	2,607	2,760	31%
Credit card acquisition on App - In the Qtr	# in '000	30	72	77	157%
Flexi loan transactions on App - In the Qtr	# in MM	0.87	1.55	1.70	95%
DMS receipts on App - In the Qtr	# in '000	644	972	982	52%
<b>Marketplace metrics</b>					
Bajaj Mall visits - In the Qtr	# in MM	31.8	47.1	49.0	54%
Bajaj Mall loans - In the Qtr	# in '000	645	607	826	28%
Insurance Bazaar policies - In the Qtr	# in '000	9.5	107.6	112.0	1079%
Investments Bazaar MF A/C - In the Qtr	# in '000	10	23.6	25.4	154%
<b>Digital EMI card metrics</b>					
EMI cards acquired digitally - In the Qtr	# in '000	522	598	665	27%
EMI cards acquired digitally - CIF	# in MM	2.3	3.6	3.8	65%
B2B loans from digital EMI cards - in the Qtr	# in '000	227	291	416	83%

# Customer franchise - Key financial metrics

**BAJAJ FINANCE LIMITED**

Particulars	Unit	FY17	FY18	FY19	FY20	FY21	FY22	FY23	Q1 FY23	Q1 FY24	YoY
New loans booked	In MM	10.1	15.3	23.5	27.4	16.9	24.7	29.6	7.42	9.94	34%
New customer addition	In MM	4.1	6.1	8.3	8.1	6.0	9.0	11.6	2.73	3.84	40%
Existing customer mix	%	59.8%	60.3%	64.8%	70.4%	64.6%	63.5%	60.9%	63.2%	61.4%	-
Total franchise	in MM	20.1	26.2	34.5	42.6	48.6	57.6	69.1	60.3	73.0	21%
Cross sell franchise	in MM	11.0	15.4	20.7	24.1	26.9	32.8	40.6	34.7	44.3	28%
Co-branded credit cards sold	in MM	0.03	0.39	0.81	1.12	0.70	1.36	1.92	0.38	0.55	20%
Other financial products sold to existing customers	in MM	0.06	0.08	0.19	0.27	0.67	2.23	2.36	0.50	0.65	30%
AUM per cross sell franchise	₹	54,722	53,417	56,066	60,983	56,879	58,617	60,991	58,863	61,011	4%
PAT per cross sell franchise	₹	1,670	1,618	1,933	2,182	1,644	2,145	2,837	749	776	4%

 **Section 02**

**Bajaj Finance Limited  
overview**

2.1 Bajaj group structure

2.2 What do we stand for

2.3 BFL Consolidated and BHFL long-term  
guidance on financial metrics

2.4 Key strategic differentiators

2.5 Our shareholder profile

2.6 BFL Consolidated 16-years financial  
snapshot

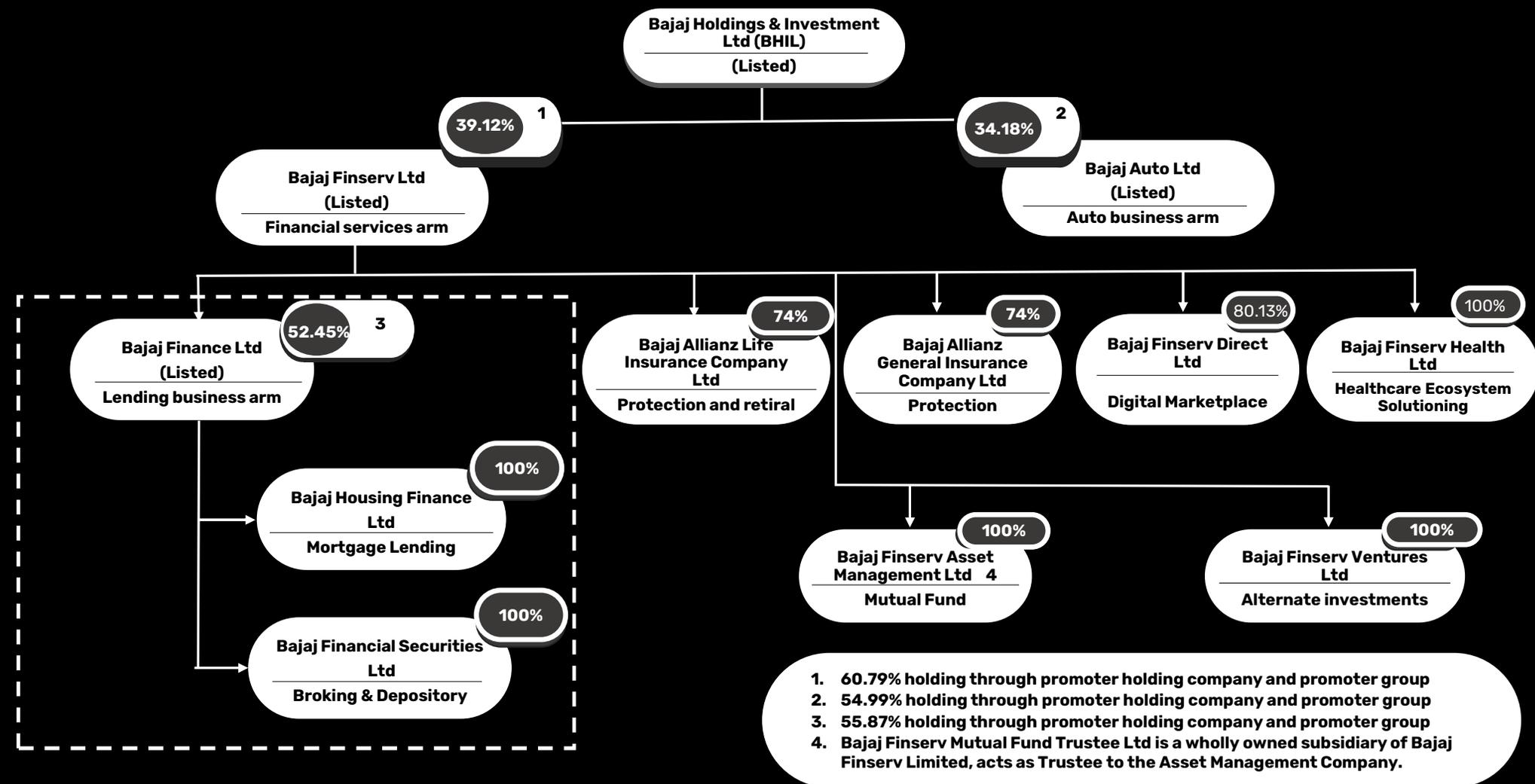
2.7 BHFL 6-years financial snapshot

2.8 Product suite

2.9 Executive summary

# Bajaj group structure

# BAJAJ FINANCE LIMITED



Above shareholding is as of 30 June 2023

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

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

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

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“Business construct to deliver a sustainable ROA of 4.6%-4.8% and ROE of 21%-23% in the long term”

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“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  
1.2%-1.4%



NNPA  
in corridor of  
0.4%-0.5%



Return on assets  
in corridor of  
4.6%-4.8%



Return on equity  
in corridor of  
21%-23%

**BHFL long-term guidance on financial metrics**



AUM growth  
in corridor of  
26%-28%



Profit growth  
in corridor of  
28%-30%



GNPA  
in corridor of  
0.40%-0.60%



NNPA  
in corridor of  
0.15%-0.25%



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 73.0 MM

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

Highly data oriented. Deep data talent bench and technology architecture to enable cross sell

A well diversified balance sheet

Consolidated lending AUM mix for Urban: Rural: SME: Commercial: Mortgages stood at 33% : 10% : 13% : 13% : 31%. Consolidated borrowing mix for Money Markets: Banks: Deposits: ECB stood at 47% : 31% : 21% : 1%

Agile and innovative

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

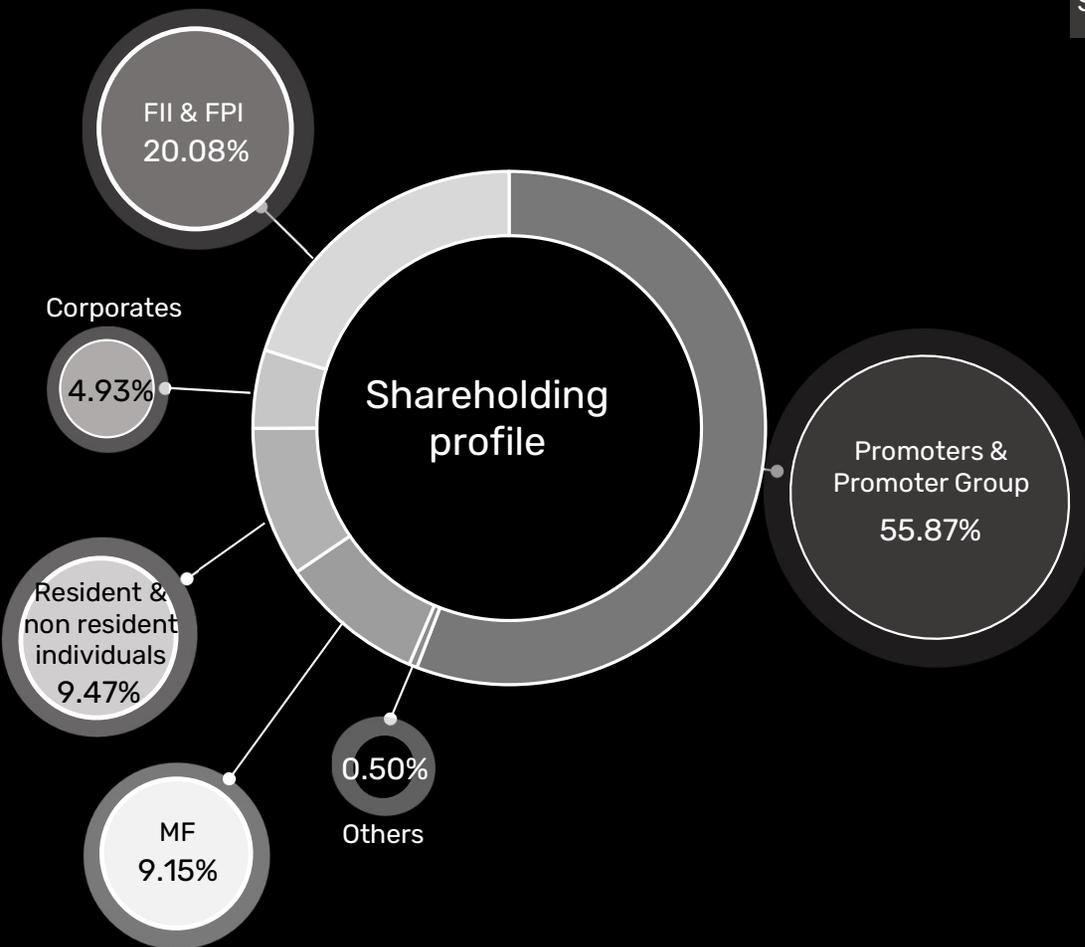
Committed to technology and analytics to transform customer experience

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



# BAJAJ FINANCE LIMITED

## Top 20 investors & their holdings

S.No	Name of Shareholder	As on 30 Jun 22	As on 31 Mar 23	As on 30 Jun 23
1	BAJAJ FINSERV LTD	52.49%	52.49%	52.45%
2	GOVERNMENT OF SINGAPORE	3.29%	3.41%	3.37%
3	MAHARASHTRA SCOOTERS LIMITED	3.13%	3.13%	3.13%
4	SBI NIFTY 50 ETF	0.78%	0.82%	0.84%
5	AXIS MUTUAL FUND TRUSTEE LIMITED A/C AXIS MUTUAL FUND A/C AXIS LONG TERM EQUITY FUND	0.73%	0.71%	0.70%
6	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED	0.44%	0.68%	0.69%
7	AXIS MUTUAL FUND TRUSTEE LIMITED A/C AXIS MUTUAL FUND A/C AXIS BLUECHIP FUND	0.78%	0.69%	0.64%
8	SBI S&P BSE SENSEX ETF	0.48%	0.55%	0.64%
9	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUNDS	0.55%	0.54%	0.57%
10	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	0.51%	0.51%	0.54%
11	SBI EQUITY HYBRID FUND	0.35%	0.50%	0.54%
12	SBI LIFE INSURANCE CO. LTD	0.48%	0.49%	0.50%
13	GOVERNMENT PENSION FUND GLOBAL	0.29%	0.35%	0.48%
14	EUROPACIFIC GROWTH FUND	0.44%	0.44%	0.47%
15	NEW HORIZON OPPORTUNITIES MASTER FUND	0.59%	0.42%	0.43%
16	ISHARES CORE MSCI EMERGING MARKETS ETF	-	0.42%	0.41%
17	PEOPLE'S BANK OF CHINA	0.39%	0.40%	0.41%
18	FIDELITY INVESTMENT TRUST FIDELITY SERIES EMERGINGMARKETS OPPORTUNITIES FUND	0.38%	0.35%	0.39%
19	SBI FOCUSED EQUITY FUND	0.17%	0.35%	0.37%
20	UTI FLEXI CAP FUND	0.35%	0.35%	0.35%

Above shareholding is as of 30 June 2023

# 16-years financial snapshot - Consolidated

## BAJAJ FINANCE LIMITED

₹ in crore

Financials snapshot <sup>@</sup>	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	CAGR (16 yrs.)
Loans booked (MM)	1.0	0.6	0.9	1.6	2.2	2.8	3.4	4.9	6.8	10.1	15.3	23.5	27.4	16.9	24.7	29.6	25%
Customer franchise (MM)	0.8	1.2	1.9	3.0	4.7	6.7	9.3	12.9	16.1	20.1	26.2	34.5	42.6	48.6	57.6	69.1	35%
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	2,47,379	36%
Total income	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	31,648	41,415	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	9,754	12,560	33%
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	21,894	28,855	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	7,587	10,139	30%
Loan Losses & Provision	109	164	261	205	154	182	258	385	543	804	1,030	1,501	3,929	5,969	4,803	3,190	25%
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	15,528	52%
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	11,508	52%
Ratios	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	
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%	34.7%	35.1%	
Loan loss to avg. AUF	3.58%	4.89%	7.05%	3.63%	1.58%	1.25%	1.30%	1.42%	1.47%	1.61%	1.50%	1.55%	3.10%	4.14%	2.84%	1.47%	
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%	5.3%	
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%	23.5%	
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%	0.34%	
Provision coverage ratio	30%	32%	55%	79%	89%	83%	76%	71%	77%	74%	70%	60%	60%	58%	58%	64%	
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%	25.0%	
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	5.1	

@ 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, FY18 to Nov'21 are at 3 months overdue and Dec'21 onwards are at 91 days past due. Hence NPA across periods are not comparable.

# 6-years financial snapshot - BHFL

# BAJAJ FINANCE LIMITED

₹ in crore

Financials snapshot	FY18	FY19	FY20	FY21	FY22	FY23	CAGR (6 yrs.)
AUM	3,570	17,562	32,705	38,871	53,322	69,228	81%
Total income	106	1,156	2,646	3,155	3,767	5,665	122%
Interest expenses	47	685	1,616	1,966	2,155	3,211	133%
Net Interest Income (NII)	59	471	1,030	1,189	1,612	2,454	111%
Operating Expenses	44	297	339	329	471	630	70%
Loan Losses & Provision	4	25	124	247	181	124	99%
Profit before tax	11	149	567	613	960	1,700	174%
Profit after tax	10	110	421	453	710	1,258	163%
Ratios	FY18	FY19	FY20	FY21	FY22	FY23	
Opex to NII	74.6%	63.1%	32.9%	27.7%	29.2%	25.7%	
Loan loss to avg. AUF	0.22%	0.24%	0.55%	0.80%	0.45%	0.23%	
Return on assets	0.6%	1.1%	1.9%	1.5%	1.8%	2.3%	
Return on equity	1.1%	4.2%	9.1%	7.8%	11.1%	14.6%	
Gross NPA	0.00%	0.05%	0.08%	0.35%	0.31%	0.22%	
Net NPA	0.00%	0.04%	0.05%	0.22%	0.14%	0.08%	
Provision coverage ratio	-	35%	38%	38%	54%	64%	
CRAR (standalone)	45.12%	25.81%	25.15%	21.33%	19.71%	22.97%	
Leverage ratio	3.03	5.26	5.62	6.28	7.20	6.16	
Capital infusion*	1,200	2,000	1,500	-	-	2,500	

\* Capital infusion of ₹ 328 crore prior to FY18

## BAJAJ FINANCE LIMITED

Consumer	SME	Commercial	Rural	Deposits	Payments	Partnerships & Services
1. Consumer Durable Loans	1. Unsecured Working Capital Loans	1. Loan against securities	1. Consumer Durable Loans	1. Retail Term Deposits	Issuance	1. Life Insurance Distribution
2. Digital Product Loans		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	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
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		6. Light Engineering Lending	6. Gold Loans		1. Merchant QR	6. DBS Co-Branded Credit Card
7. 2W and 3W financing	4. Used-car financing	7. Specialty Chemicals Lending	7. Loans to Professionals			7. Financial Fitness Report
8. Personal Loan Cross-Sell	5. Medical equipment financing					
9. Salaried Personal Loans	6. <b>New car financing</b>					
10. E-Commerce financing						
11. Retailer finance						
12. Health EMI Card						

## BAJAJ HOUSING FINANCE LIMITED

1. Salaried Home Loans	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	

## BAJAJ FINANCIAL SECURITIES LIMITED

1. Trading Account	4. HNI Broking	7. Mutual Funds
2. Depository Services	5. Retail Broking	8. Distribution of PMS
3. Margin Trading Financing	6. IPOs and OFS	9. Proprietary Trading

New product

# Executive summary – Bajaj Finance Limited

**BAJAJ FINANCE LIMITED**

<b>Overview</b>	<ul style="list-style-type: none"><li>• Focused on Urban, Rural, SME, Commercial and Payments businesses</li><li>• Strategic business unit organization design supported by horizontal common utility functions to drive domain expertise, scalability and operating leverage</li><li>• Focused on cross sell, customer experience and product &amp; process innovations to create a differentiated &amp; profitable business model</li><li>• AUM of ₹ 1,99,579 crore as of 30 June 2023</li><li>• AUM mix as of 30 June 2023 – Urban : Rural : SME : Commercial : Mortgage stood at 45% : 13% : 17% : 17% : 8%</li><li>• Profit after tax of ₹ 2,959 crore in Q1 FY24</li><li>• Capital adequacy ratio (including Tier II capital) of 24.61% as of 30 June 2023. Tier I capital stood at 23.01%</li></ul>
<b>Consumer business</b>	<ul style="list-style-type: none"><li>• Present in 1,422 locations with 119.7K+ active distribution points of sale as of 31 March 2023</li><li>• Largest consumer electronics, digital products &amp; lifestyle products lender in India</li><li>• 2-wheeler financing business disbursed 266.4K accounts in Q1 FY24 (growth of 78% YOY)</li><li>• 3-wheeler financing business disbursed 47.4K accounts in Q1 FY24 (growth of 179% YOY)</li><li>• Amongst the largest personal loan lenders in India</li></ul>
<b>Payments</b>	<ul style="list-style-type: none"><li>• EMI Card franchise stood at 41.6 MM cards in force (CIF) as of 30 June 2023</li><li>• Co-branded credit card CIF stood at 3.67 MM as of 30 June 2023</li><li>• Digital app platform has 40.2 MM net users as of 30 June 2023</li></ul>
<b>Rural business</b>	<ul style="list-style-type: none"><li>• Highly diversified lender in rural markets offering 10 loan products across consumer and SME business ;categories</li><li>• Operates with a unique hub and spoke business model</li><li>• Present in 2,406 towns and villages with 39.8K+ active distribution points of sale as of 30 June 2023</li></ul>

# Executive summary – Bajaj Finance Limited

**BAJAJ FINANCE LIMITED**

<b>SME Business</b>	<ul style="list-style-type: none"><li>• Offers unsecured working capital loans to SME and self-employed professionals</li><li>• Secured offerings include enterprise loans against property</li><li>• Focused on accelerating used car financing business</li><li>• Focused on affluent SMEs with established financials &amp; demonstrated borrowing track record</li><li>• Offers medical equipment financing from ₹ 3 Lakh to ₹ 6 crore for medical professionals</li></ul>
<b>Commercial business</b>	<ul style="list-style-type: none"><li>• Offers short, medium and long-term financing to mid market corporates</li><li>• Focused on auto ancillaries, pharma, specialty chemicals, financial institution groups, lease rental discounting and top mid corporate clients in India</li></ul>
<b>Treasury</b>	<ul style="list-style-type: none"><li>• Strategy is to create a balanced mix of wholesale and retail borrowings with a focus on long term borrowings</li><li>• Strategy is that deposits should contribute to 25% of consolidated borrowings</li><li>• Borrowings stood at ₹ 1,76,602 crore with a mix of 49% : 22% : 28% : 1% between money markets, banks, deposits &amp; ECB as of 30 June 2023</li></ul>
<b>Credit Quality</b>	<ul style="list-style-type: none"><li>• GNPA and NNPA as of 30 June 2023 stood at 1.09% and 0.39% respectively</li><li>• Provisioning coverage ratio as of 30 June 2023 was 65%</li><li>• Provisioning coverage on stage 1 &amp; 2 stood at 131 bps as of 30 June 2023</li></ul>
<b>Credit Rating</b>	<ul style="list-style-type: none"><li>• Credit rating for long term borrowing is AAA/Stable by CRISIL, ICRA, CARE &amp; India Ratings</li><li>• Credit rating for short term borrowing is A1+ by CRISIL, ICRA &amp; India Ratings</li><li>• Credit rating for FD program is CRISIL AAA (Stable) by CRISIL &amp; ICRA AAA (Stable) by ICRA</li><li>• Long term issuer credit rating of BBB-/Stable and short-term rating of A-3 by S&amp;P Global ratings</li></ul>
<b>Regulated by</b>	<ul style="list-style-type: none"><li>• Reserve Bank of India</li><li>• Securities and Exchange Board of India</li></ul>

# Executive summary – Bajaj Housing Finance Ltd. BAJAJ FINANCE LIMITED

## Overview

- A 100% subsidiary of Bajaj Finance Limited
- 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 ₹ 74,124 crore as of 30 June 2023. Post tax profit of ₹ 462 crore for Q1FY24
- Capital adequacy ratio (including Tier II capital) was 22.52% as of 30 June 2023

## Home Loans

- Offers home loans to salaried customers for an average ticket size of 50 lakh
- Focused on originating home loans at developer points and through distributors
- Focused on home loans – fresh, resale and balance transfer directly as well as through channel partners
- Present in 59 locations as of 30 June 2023
- Home loan mix as of 30 June 2023 – Salaried : Self Employed : Professionals stood at 91% : 5% : 4%

## Loan Against Property

- Offers loan to mass affluent and above self-employed customers for an average ticket size of 70 lakh
- Focused on offering customized propositions to both self employed and salaried customers
- Present in 27 locations as of 30 June 2023

## Rural

- Offers home loans and loans against property to salaried and self-employed customers with an average ticket size of approximately 20 lakh for home loans and 15 lakh for loan against property
- Hub and spoke strategy through branch network, ASSC tie ups and channel partners
- Present in 109 locations as of 30 June 2023

# Executive summary – Bajaj Housing Finance Ltd. BAJAJ FINANCE LIMITED

## Lease Rental Discounting (LRD)

- Offers LRD to high net-worth individuals and developers against commercial property leased to corporate lessees
- Offers construction finance for commercial properties to existing LRD customers
- LRD transactions are backed by rentals through escrow mechanism
- Offers LRD from ₹ 10 crore to ₹ 550 crore
- Present in 12 locations as of 30 June 2023

## Developer Financing

- Offers construction finance and inventory finance mainly to category A and A+ developers in India
- Offers developer financing from ₹ 5 crore to ₹ 500 crore
- Present in 14 locations as of 30 June 2023

## Credit Quality

- GNPA and NNPA as of 30 June 2023 stood at 0.23% and 0.08% respectively

## Treasury

- Strategy is to create a balanced and sustained mix of borrowings
- Borrowings stood at ₹ 58,560 crore with a mix of 53% : 8% : 39% between banks : NHB : money markets as of 30 June 2023

## Credit Rating

- 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

## Regulated by

- Reserve Bank of India
- Supervised by National Housing Bank
- Securities and Exchange Board of India

# Executive summary – BFSL

**BAJAJ FINANCE LIMITED**

<b>Overview</b>	<ul style="list-style-type: none"><li>• A 100% subsidiary of Bajaj Finance Limited</li><li>• Offers Capital Market products - Broking, Depository services, Margin Trade Financing, Mutual Funds, IPOs and Distribution of PMS</li><li>• Broking business caters to two different business segments – HNI and Retail</li><li>• Total Income stood at ₹ 75 crore in Q1 FY24</li><li>• Delivered PAT of ₹ 5 crore for Q1 FY24</li></ul>
<b>HNI Broking</b>	<ul style="list-style-type: none"><li>• Business oriented towards delivering relationship-based Broking solutions to UHNI &amp; HNI client segment</li><li>• Focus on building Margin Trade Financing book, total loan book stood at ₹ 1,101 crore as of Q1 FY24</li><li>• Present in 28 locations as of 30 June 2023</li><li>• Added 5K UHNI/HNI clients in Q1 FY24. Total client base stood at 28K as of 30 June 2023.</li></ul>
<b>Retail Broking</b>	<ul style="list-style-type: none"><li>• Added 15K+ trading and demat accounts in Q1 FY24 with focus to add accounts with higher propensity to trade.</li><li>• Total retail client base stood at 557K as of 30 June 2023</li><li>• Crossed 1,100+ network of partners and affiliates online accounts</li><li>• Working with 100+ Independent Business Advisor (IBAs)</li><li>• Margin Trade Financing book as of Q1FY24 stands at ₹ 101 crore</li><li>• Focused on driving client activation of BFSL Platform, monthly activation rate stands at 23%</li></ul>
<b>Credit Rating</b>	<ul style="list-style-type: none"><li>• Credit rating for Long term borrowing is AAA/Stable by CRISIL Ratings</li><li>• Credit rating for short term borrowing is A1+ by CRISIL &amp; IND A1+ by India Ratings</li></ul>
<b>Regulated by</b>	<ul style="list-style-type: none"><li>• Securities and Exchange Board of India</li></ul>

# **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

₹ in Crore

Financials snapshot	Q1 FY24	Q1 FY23	Y-o-Y	FY23	FY22	Y-o-Y
Assets under management	2,70,097	2,04,018	32%	2,47,379	1,97,452	25%
Core Assets under management	2,70,097	2,04,018	32%	2,47,379	1,92,087	29%
Assets under finance	2,65,296	1,98,352	34%	2,42,269	1,91,423	27%
Interest income	10,821	7,921	37%	35,550	27,277	30%
Fees, commission, and other non-interest income	1,680	1,365	23%	5,865	4,371	34%
<b>Total Income</b>	<b>12,501</b>	<b>9,286</b>	<b>35%</b>	<b>41,415</b>	<b>31,648</b>	<b>31%</b>
Interest expenses	4,103	2,646	55%	12,560	9,754	29%
<b>Net Interest Income</b>	<b>8,398</b>	<b>6,640</b>	<b>26%</b>	<b>28,855</b>	<b>21,894</b>	<b>32%</b>
Operating Expenses	2,855	2,382	20%	10,139	7,587	34%
Loan losses and provisions	995	755	32%	3,190	4,803	(34%)
Share of profit of associate	3	-	-	2	-	-
<b>Profit before tax</b>	<b>4,551</b>	<b>3,503</b>	<b>30%</b>	<b>15,528</b>	<b>9,504</b>	<b>63%</b>
<b>Profit after tax</b>	<b>3,437</b>	<b>2,596</b>	<b>32%</b>	<b>11,508</b>	<b>7,028</b>	<b>64%</b>
<b>Ratios</b>						
Operating expenses to Net Interest Income	34.0%	35.9%		35.1%	34.7%	
Annualized Loan Loss to Average AUF	1.57%	1.55%		1.47%	2.84%	
Annualized Return on Average AUF	5.42%	5.33%		5.31%	4.16%	
Annualized Return on Average Equity	24.47%	23.07%		23.46%	17.43%	
Earning per share - Basic (₹) *	56.8	43.0	32%	190.5	116.6	63%

\*Not annualized

# Financial statement summary – Bajaj Finance

# BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	Q1 FY24	Q1 FY23	Y-o-Y	FY23	FY22	Y-o-Y
Assets under management	1,99,579	1,49,980	33%	1,80,999	1,46,743	23%
Core Assets under management	1,99,579	1,49,980	33%	1,80,999	1,41,378	28%
Assets under finance	1,97,797	1,47,678	34%	1,79,097	1,44,276	24%
Interest income	9,108	6,829	33%	30,142	23,736	27%
Fees, commission, and other non-interest income	1,558	1,319	18%	5,545	4,143	34%
<b>Total Income</b>	<b>10,666</b>	<b>8,148</b>	31%	<b>35,687</b>	<b>27,879</b>	<b>28%</b>
Interest expenses	3,013	2,006	50%	9,286	7,578	23%
<b>Net Interest Income</b>	<b>7,653</b>	<b>6,142</b>	25%	<b>26,401</b>	<b>20,301</b>	<b>30%</b>
Operating Expenses	2,659	2,218	20%	9,453	7,093	33%
Loan losses and provisions	989	748	32%	3,066	4,622	(34%)
<b>Profit before tax</b>	<b>4,005</b>	<b>3,176</b>	26%	<b>13,882</b>	<b>8,586</b>	<b>62%</b>
<b>Profit after tax</b>	<b>2,959</b>	<b>2,356</b>	26%	<b>10,290</b>	<b>6,350</b>	<b>62%</b>
<b>Ratios</b>						
Operating expenses to Net Interest Income	34.7%	36.1%		35.8%	34.9%	
Annualized Loan Loss to Average AUF	2.10%	2.05%		1.90%	3.59%	
Annualized Return on Average AUF	6.28%	6.46%		6.36%	4.93%	
Annualized Return on Average Equity	22.31%	21.79%		22.00%	16.28%	
Earning per share - Basic (₹) *	48.9	39.0	25%	170.4	105.4	62%

\*Not annualized

## Financial statement summary – BHFL

## BAJAJ FINANCE LIMITED

₹ in Crore

Financials snapshot	Q1 FY24	Q1 FY23	Y-o-Y	FY23	FY22	Y-o-Y
Assets under management	74,124	57,425	29%	69,228	53,322	30%
Assets under finance	66,334	50,039	33%	62,114	46,482	34%
Interest income	1,668	1,072	56%	5,269	3,482	51%
Fees, commission, and other non-interest income	97	151	(36%)	396	285	39%
Total Income	1,765	1,223	44%	5,665	3,767	50%
Interest expenses	1,063	629	69%	3,211	2,155	49%
Net Interest Income	702	594	18%	2,454	1,612	52%
Operating Expenses	169	159	6%	630	471	34%
Loan losses and provisions	7	7	-	124	181	(31%)
Profit before tax	526	428	23%	1,700	960	77%
Profit after tax	462	316	46%	1,258	710	77%
<b>Ratios</b>						
Operating expenses to Net Interest Income	24.1%	26.8%		25.7%	29.2%	
Annualized Loan Loss to Average AUF	0.04%	0.06%		0.23%	0.45%	
Annualized Return on Average AUF	2.88%	2.62%		2.32%	1.78%	
Annualized Return on Average Equity	17.21%	15.51%		14.59%	11.12%	
Earning per share - Basic (₹) *	0.69	0.48	44%	1.88	1.45	30%

\*Not annualized

 **Section 04**  
**Asset liability management**

4.1

Conservative leverage standards – Consolidated

4.2

Resilient business model – Consolidated

4.3

Behaviouralized ALM – Bajaj Finance Limited

4.4

Behaviouralized ALM – Bajaj Housing Finance Limited

4.5

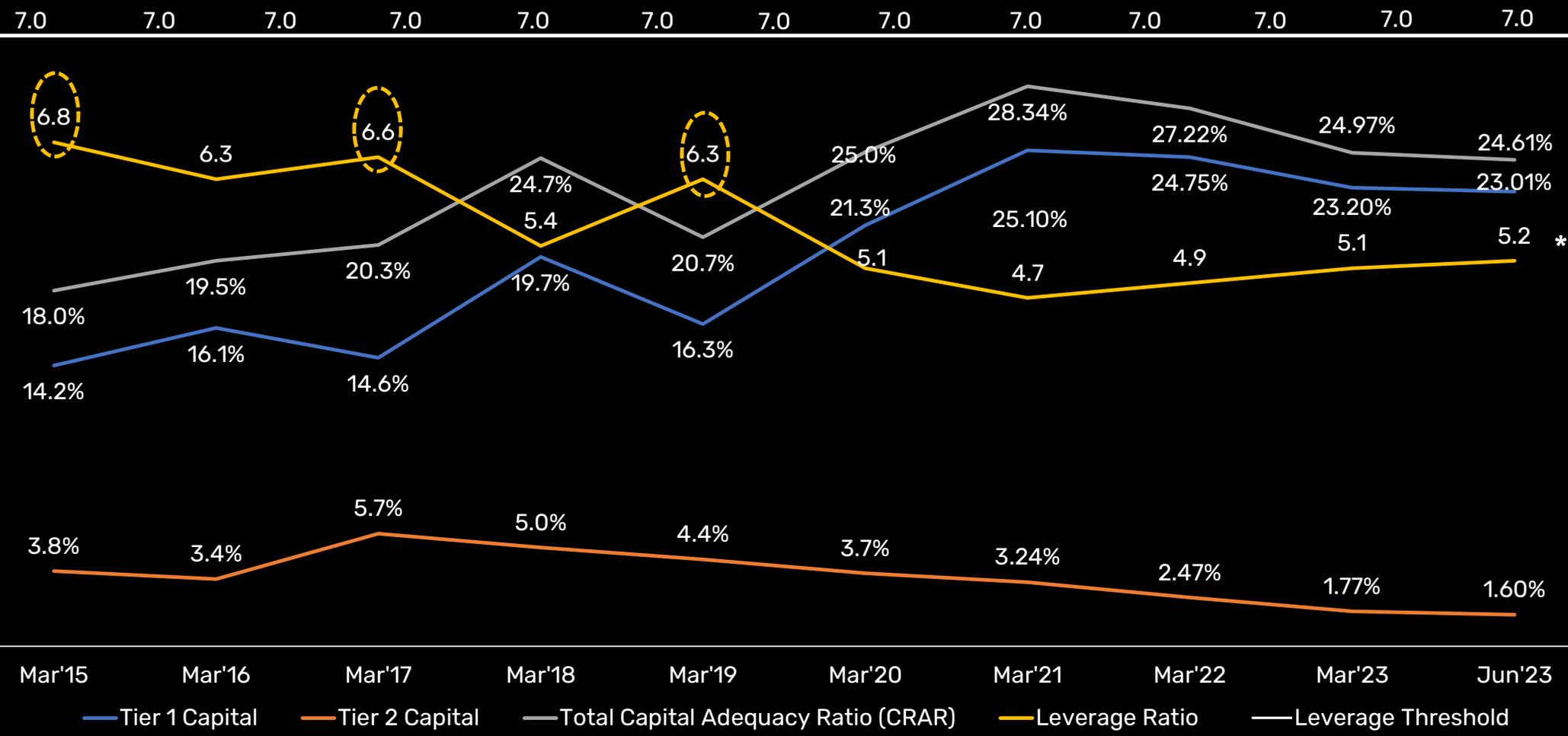
Disciplined ALM Management – Bajaj Finance Limited

4.6

Consolidated liability mix

# Conservative leverage standards

# BAJAJ FINANCE LIMITED



\*Standalone leverage is approximately 4.3X as of 30 June 2023

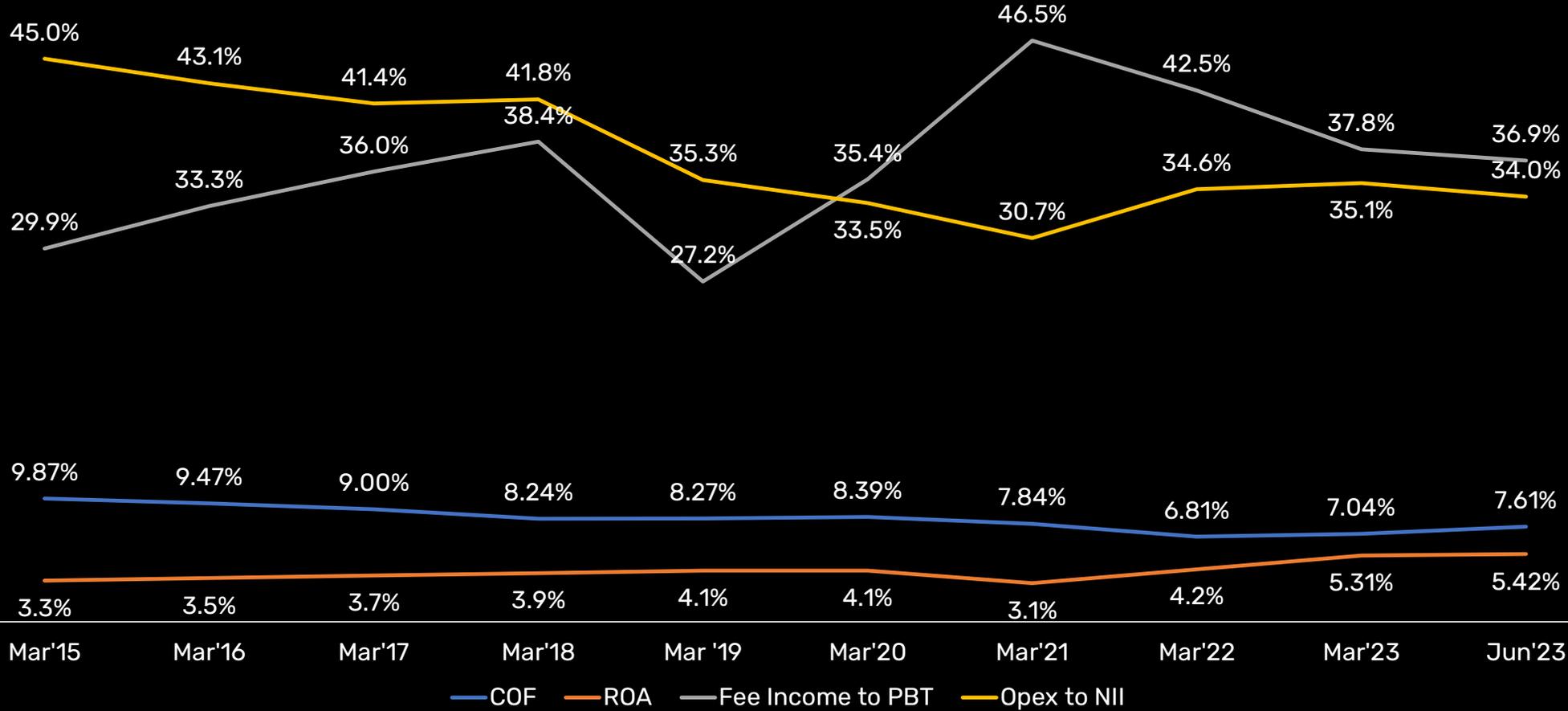
Capital Adequacy Ratios (CRAR) are on standalone basis

Mar '19 onwards numbers are as per Ind AS

Denotes point at which the Company initiated its capital raising plan

# Resilient business model – Consolidated

**BAJAJ FINANCE LIMITED**



Mar '19 onwards numbers are as per Ind AS. Jun'23 COF number is for the quarter.

# Behaviouralized ALM as of 30 Jun 2023 – BFL BAJAJ FINANCE LIMITED

₹ in Crore

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 Y	Total
Cash & Investments	14,704	0	1,283	11	25	15	3,002	977	1,702	9,738	31,457
Advances	7,097	2,122	4,008	9,502	8,847	20,559	33,659	71,702	25,830	18,312	2,01,638
Other inflows	6,181	288	226	627	131	40	629	785	280	3,962	13,149
<b>Total Inflows (A)</b>	<b>27,982</b>	<b>2,411</b>	<b>5,517</b>	<b>10,140</b>	<b>9,002</b>	<b>20,614</b>	<b>37,290</b>	<b>73,464</b>	<b>27,812</b>	<b>32,012</b>	<b>2,46,244</b>
<b>Cumulative Total Inflows (B)</b>	<b>27,982</b>	<b>30,393</b>	<b>35,910</b>	<b>46,050</b>	<b>55,052</b>	<b>75,667</b>	<b>1,12,957</b>	<b>1,86,420</b>	<b>2,14,232</b>	<b>2,46,244</b>	
Borrowings	8,921	2,401	3,588	9,498	7,643	11,476	36,038	55,511	26,919	21,423	1,83,417
Capital Reserves and Surplus	-	-	-	-	-	-	-	-	-	54,637	54,637
Other Outflows	2,243	535	1,728	1,619	100	47	382	280	320	936	8,189
<b>Total Outflows (C)</b>	<b>11,164</b>	<b>2,936</b>	<b>5,316</b>	<b>11,117</b>	<b>7,743</b>	<b>11,522</b>	<b>36,421</b>	<b>55,791</b>	<b>27,238</b>	<b>76,996</b>	<b>2,46,244</b>
<b>Cumulative Total Outflows (D)</b>	<b>11,164</b>	<b>14,100</b>	<b>19,416</b>	<b>30,533</b>	<b>38,276</b>	<b>49,798</b>	<b>86,219</b>	<b>1,42,010</b>	<b>1,69,248</b>	<b>2,46,244</b>	
<b>Mismatch (E = A - C)</b>	<b>16,818</b>	<b>(525)</b>	<b>202</b>	<b>(977)</b>	<b>1,260</b>	<b>9,092</b>	<b>869</b>	<b>17,673</b>	<b>573</b>	<b>(44,984)</b>	
<b>Cumulative mismatch (F = B-D)</b>	<b>16,818</b>	<b>16,293</b>	<b>16,494</b>	<b>15,517</b>	<b>16,777</b>	<b>25,868</b>	<b>26,738</b>	<b>44,411</b>	<b>44,984</b>	<b>-</b>	
<b>Cumulative mismatch as % (F/D)</b>	<b>151%</b>	<b>116%</b>	<b>85%</b>	<b>51%</b>	<b>44%</b>	<b>52%</b>	<b>31%</b>	<b>31%</b>	<b>27%</b>	<b>0%</b>	
Permissible cumulative gap %	(10%)	(10%)	(20%)								
Additional borrowings possible			25,472								

In Q1, daily average LCR was 373% as against regulatory requirement of 70%

# Behaviouralized ALM as of 30 Jun 2023 – BHFL BAJAJ FINANCE LIMITED

₹ in Crore

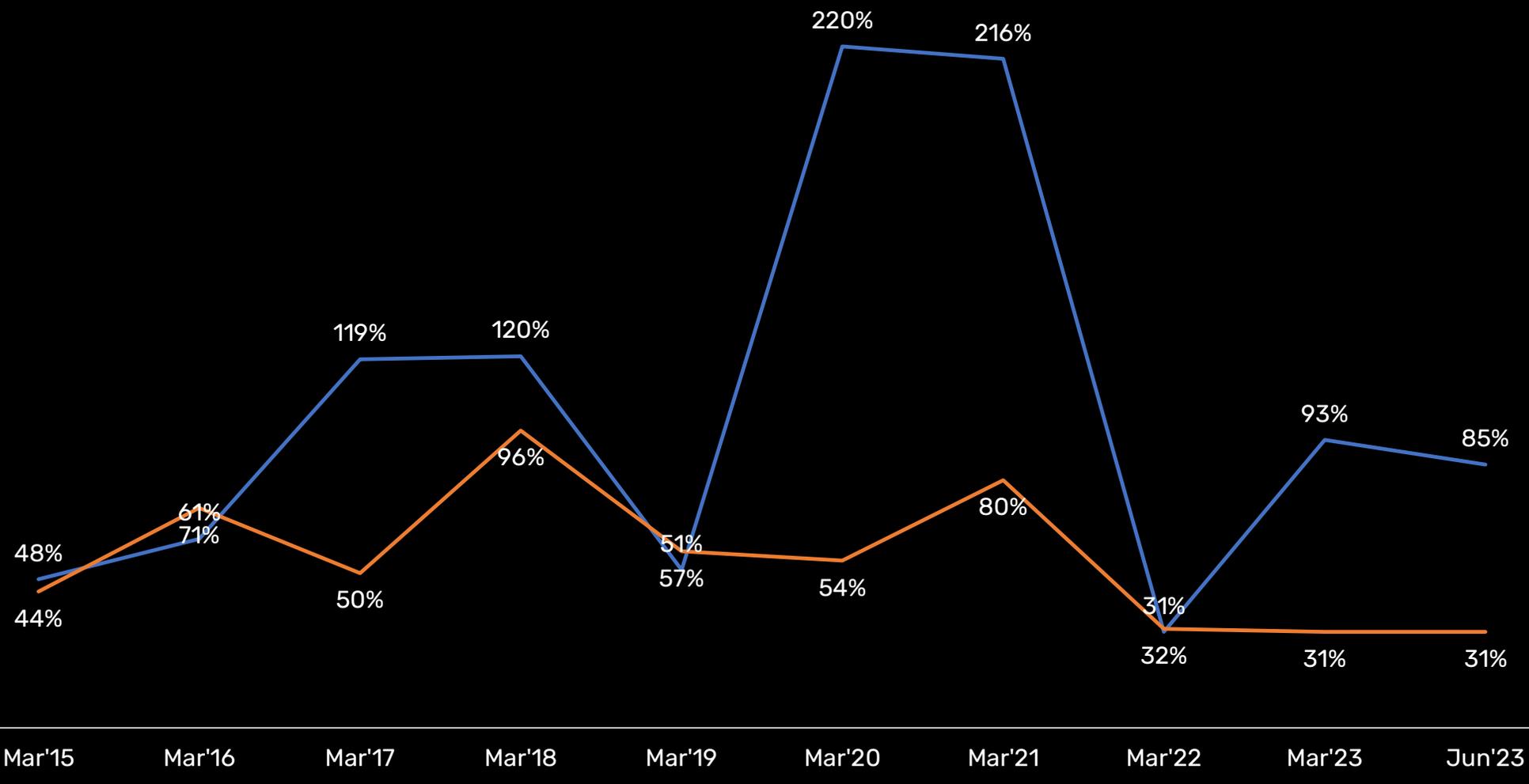
Particulars	1-7 D	8-14 D	15-30 D	>1-2 M	>2-3 M	>3-6 M	>6 M-1 Y	>1-3 Y	>3-5 Y	>5 Y	Total
Cash & Investments	994	300	850	248	-	83	718	0	-	-	3,192
Advances	698	595	653	1,455	1,405	3,985	6,878	18,898	11,415	20,351	66,334
Other inflows	0	-	318	273	2,205	489	4,088	4,542	1,937	7,470	21,323
<b>Total Inflows (A)</b>	<b>1,692</b>	<b>895</b>	<b>1,822</b>	<b>1,977</b>	<b>3,610</b>	<b>4,556</b>	<b>11,684</b>	<b>23,440</b>	<b>13,352</b>	<b>27,821</b>	<b>90,849</b>
<b>Cumulative Total Inflows (B)</b>	<b>1,692</b>	<b>2,588</b>	<b>4,409</b>	<b>6,386</b>	<b>9,996</b>	<b>14,552</b>	<b>26,236</b>	<b>49,676</b>	<b>63,028</b>	<b>90,849</b>	
Borrowings	105	72	318	460	1,700	2,166	9,695	21,415	14,468	8,161	58,560
Capital Reserves and Surplus	-	-	-	-	-	-	-	-	-	10,965	10,965
Other Outflows	1,094	543	1,036	965	745	1,730	4,542	5,843	602	4,225	21,324
<b>Total Outflows (C)</b>	<b>1,199</b>	<b>615</b>	<b>1,354</b>	<b>1,425</b>	<b>2,445</b>	<b>3,897</b>	<b>14,237</b>	<b>27,258</b>	<b>15,069</b>	<b>23,351</b>	<b>90,849</b>
<b>Cumulative Total Outflows (D)</b>	<b>1,199</b>	<b>1,814</b>	<b>3,168</b>	<b>4,593</b>	<b>7,038</b>	<b>10,934</b>	<b>25,172</b>	<b>52,429</b>	<b>67,499</b>	<b>90,849</b>	
<b>Mismatch (E = A - C)</b>	<b>493</b>	<b>280</b>	<b>468</b>	<b>552</b>	<b>1,165</b>	<b>660</b>	<b>(2,554)</b>	<b>(3,818)</b>	<b>(1,717)</b>	<b>4,471</b>	
<b>Cumulative mismatch (F = B-D)</b>	493	773	1,241	1,793	2,958	3,618	1,064	(2,753)	(4,471)	(0)	
<b>Cumulative mismatch as % (F/D)</b>	41%	43%	39%	39%	42%	33%	4%	(5%)	(7%)	0%	
<b>Permissible cumulative gap %</b>	<b>(10%)</b>	<b>(10%)</b>	<b>(20%)</b>								
<b>Additional borrowings possible</b>			<b>2,342</b>								

In Q1, daily average LCR was 129% as against regulatory requirement of 60%

# Disciplined ALM Management - BFL

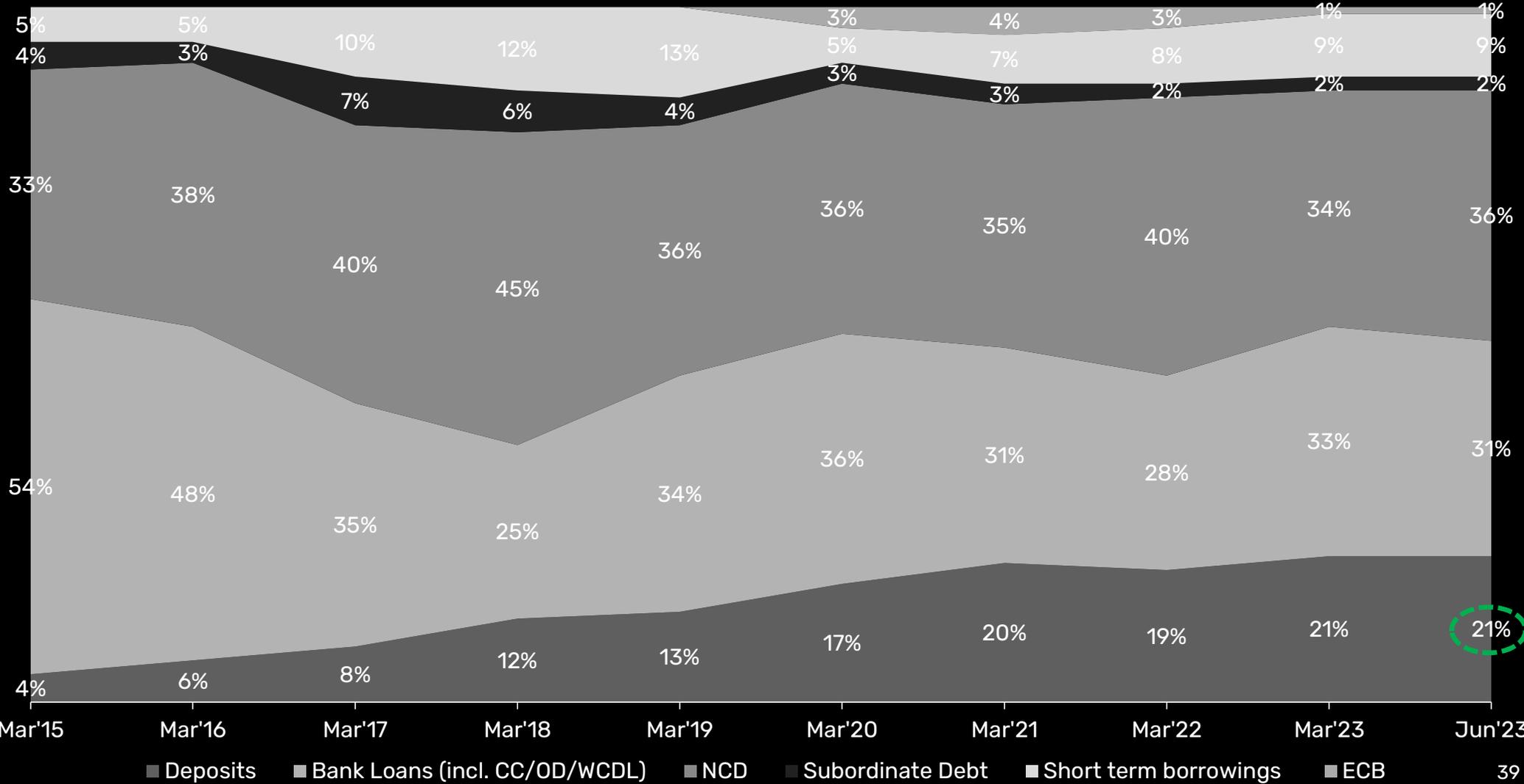
BAJAJ FINANCE LIMITED

— Cumulative gap upto 1 month      — Cumulative gap upto 12 month



# Consolidated liability mix

**BAJAJ FINANCE LIMITED**



Deposits
  Bank Loans (incl. CC/OD/WCDL)
  NCD
  Subordinate Debt
  Short term borrowings
  ECB



## Section 05

### Customer franchise and distribution reach

5.1

Customer franchise

5.2

Geographic presence

5.3

Strong distribution reach

# Customer franchise

# BAJAJ FINANCE LIMITED

**Q1 FY23**

**Q1 FY24**

**Q4 FY23**

60.30MM

Total Franchise

72.98 MM

69.14 MM

47.27 MM

Credit segment filter

56.89 MM

53.63 MM

45.66 MM

Overall Cross sell franchise

55.19 MM

51.95 MM

40.31 MM

Non delinquent customers

48.91 MM

45.87 MM

34.66 MM  
(57.5%)\*

Cross sell franchise

44.27 MM  
(60.7%)\*

40.56 MM  
(58.7%)\*

## Customer Franchise addition

Q4 FY22  
2.21 MM

Q1 FY23  
2.73 MM

Q2 FY23  
2.61 MM

Q3 FY23  
3.14 MM

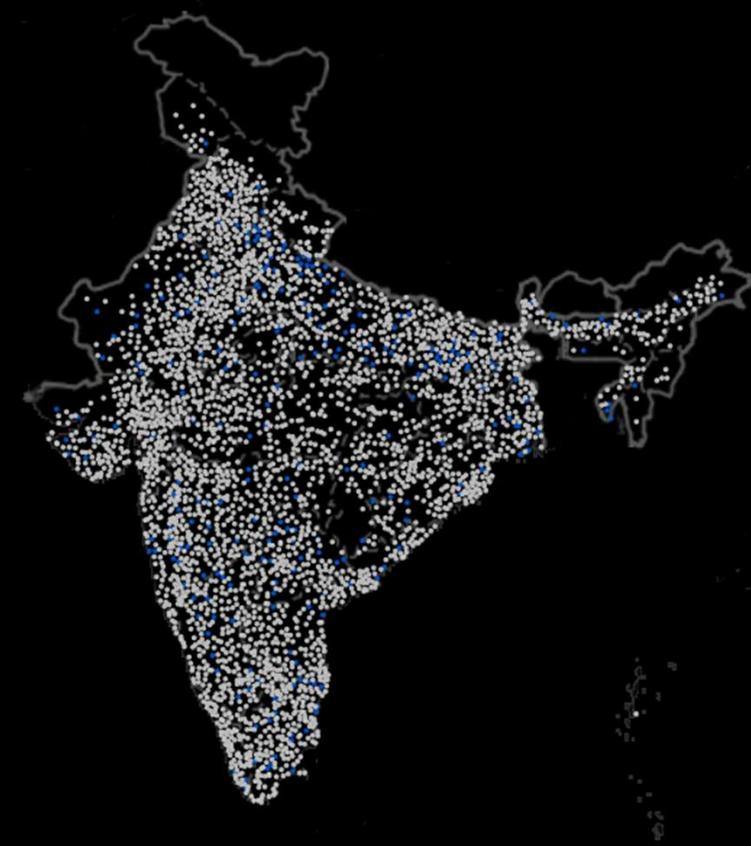
Q4 FY23  
3.09 MM

Q1 FY24  
3.84 MM

\*Represents cross sell franchise as a % of total franchise

# Geographic presence

**BAJAJ FINANCE LIMITED**



<b>Geographic Presence</b>	30 Jun 2020	30 Jun 2021	30 Jun 2022	30 Sep 2022	31 Dec 2022	31 Mar 2023	30 Jun 2023
Urban lending branches	1,049	1,368	1,368	1,372	1,392	1,392	1,422
Rural lending branches	1,359	1,745	2,218	2,313	2,322	2,341	2,406
Total Bajaj Finance presence	2,408	3,113	3,586	3,685	3,714	3,733	3,828
Net additions in the period	513	705	473	99	29	19	95

# Strong distribution reach

**BAJAJ FINANCE LIMITED**

Active distribution	30 Jun 2020	30 Jun 2021	30 Jun 2022	30 Sep 2022	31 Dec 2022	31 Mar 2023	30 Jun 2023
Consumer durable stores – Urban	24,200+	26,900+	31,000+	31,400+	32,000+	33,950+	36,850+
Consumer durable stores – Rural	19,600+	24,000+	31,500+	33,500+	33,550+	37,000+	39,850+
Digital product stores	26,400+	26,350+	31,150+	31,400+	32,050+	33,000+	35,250+
Lifestyle retail stores	9500+	9,400+	11,050+	11,500+	11,150+	13,200+	13,950+
EMI card – retail spends stores	24,300+	14,500+	20,050+	20,800+	20,950+	22,200+	24,400+
Bajaj Auto dealers, sub-dealers & ASSC	5,500+	5,800+	5,550+	5,700+	5,100+	5,150+	5,350+
Non-captive 2W dealers, sub-dealers & ASSC	-	-	1,170+	1,150+	1,600+	2,650+	3,300+
New Auto dealers	-	-	-	-	-	-	650+
DSA/Independent Financial Agents	4,900+	7500+	7,500+	7,500+	7,500+	7,500+	7,500+
Overall active distribution network	1,14,400+	1,14,400+	1,38,900+	1,43,300+	1,43,900+	1,54,650+	1,67,100+
Net addition in the period	17,400	-	5,700	4,400	600	10,750	12,450



## Section 06

### Business Segment wise AUM

5.1

Business segment wise AUM -  
Consolidated

5.2

Business segment wise AUM -  
Consolidated Mortgages and BHFL

# Business segment wise AUM - Consolidated

## BAJAJ FINANCE LIMITED

₹ in Crore

Assets Under Management (Businesses)	Consolidated as of 30 Jun 2022	BFL as of 30 Jun 2023	BHFL as of 30 Jun 2023	Consolidated as of 30 Jun 2023	Growth YoY	Composition as of 30 Jun 2022	Composition as of 30 Jun 2023
Two & Three wheeler Finance	9,962	14,736	-	14,736	48%	5%	5%
Urban Sales Finance	16,790	22,321	-	22,321	33%	8%	8%
Urban B2C	41,970	53,203	1,642	54,845	31%	21%	20%
Rural Sales Finance	4,249	5,567	-	5,567	31%	2%	2%
Rural B2C	16,740	20,272	-	20,272	21%	8%	8%
SME Lending	25,801	34,864	131	34,964	36%	13%	13%
Loan Against Securities	10,801	15,036	-	16,238	50%	5%	6%
Commercial Lending	12,040	18,064	-	18,064	50%	6%	7%
Mortgages	65,665	15,516	72,351	83,090	27%	32%	31%
<b>Total</b>	<b>2,04,018</b>	<b>1,99,579</b>	<b>74,124</b>	<b>2,70,097</b>	<b>32%</b>	<b>100%</b>	<b>100%</b>
Co-brand Credit Card CIF	2.96 MM			3.67 MM	24%		
EMI Card CIF	32.8 MM			41.6 MM	27%		

# Business segment wise AUM - Mortgages

**BAJAJ FINANCE LIMITED**

₹ in Crore

Assets Under Management (Businesses)	AUM as of 30 June 2022	AUM as of 30 June 2023	Growth YoY	Mix as of 30 June 2022	Mix as of 30 June 2023
<b>Consolidated mortgages</b>					
Home loans	37,792	44,326	17%	58%	53%
Loan against property	12,827	14,726	15%	19%	18%
Lease rental discounting	8,716	14,595	67%	13%	17%
Developer finance	3,689	6,511	76%	6%	8%
Rural mortgages	2,641	2,932	11%	4%	4%
<b>Total</b>	<b>65,665</b>	<b>83,090</b>	<b>27%</b>	<b>100%</b>	<b>100%</b>
<b>Bajaj Housing Finance Limited</b>					
Home loans	35,910	42,881	19%	63%	58%
Loan against property	6,417	6,767	5%	11%	9%
Lease rental discounting	7,352	13,450	83%	13%	18%
Developer finance	3,689	6,511	76%	6%	9%
Rural mortgages	2,356	2,743	16%	4%	4%
Other loans	1,701	1,772	4%	3%	2%
<b>Total</b>	<b>57,425</b>	<b>74,124</b>	<b>29%</b>	<b>100%</b>	<b>100%</b>

 **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

**BAJAJ FINANCE LIMITED**

₹ in Crore

Particulars	AUM 30 Jun 23	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					30 Jun 22	31 Mar 23	30 Jun 23	30 Jun 22	31 Mar 23	30 Jun 23
Two & Three Wheeler Finance	14,736	594	292	51%	10.15%	4.79%	3.88%	5.35%	2.43%	1.95%
Urban Sales Finance	22,321	80	17	79%	0.32%	0.39%	0.35%	0.06%	0.09%	0.07%
Urban B2C	54,845	511	128	75%	0.83%	0.93%	0.94%	0.21%	0.24%	0.24%
Rural Sales Finance	5,567	20	4	80%	0.21%	0.38%	0.36%	0.03%	0.09%	0.07%
Rural B2C	20,272	196	58	70%	1.01%	0.95%	0.94%	0.29%	0.28%	0.28%
SME Lending	34,964	429	106	75%	1.33%	1.24%	1.20%	0.33%	0.31%	0.30%
Loan Against Securities	16,238	2	2	11%	0.02%	0.02%	0.01%	0.02%	0.02%	0.01%
Commercial Lending	18,064	42	22	47%	0.29%	0.26%	0.23%	0.15%	0.14%	0.12%
Mortgages	83,090	474	198	58%	0.74%	0.60%	0.59%	0.34%	0.26%	0.25%
<b>Total</b>	<b>2,70,097</b>	<b>2,348</b>	<b>827</b>	<b>65%</b>	<b>1.25%</b>	<b>0.94%</b>	<b>0.87%</b>	<b>0.51%</b>	<b>0.34%</b>	<b>0.31%</b>

# Stagewise ECL provisioning - Consolidated

**BAJAJ FINANCE LIMITED**

₹ in Crore

	Gross Assets Receivable			ECL Provision			PCR %		
	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
Two & Three Wheeler Finance	14,033	684	594	137	137	302	1.0%	20.1%	50.8%
Urban Sales Finance	22,327	192	80	125	89	63	0.6%	46.3%	79.2%
Urban B2C	53,153	913	511	625	365	383	1.2%	40.0%	75.0%
Rural Sales Finance	5,569	40	20	24	22	16	0.4%	53.5%	79.7%
Rural B2C	20,126	525	196	256	180	138	1.3%	34.3%	70.4%
SME Lending	34,945	284	429	366	136	323	1.0%	47.8%	75.2%
Loan Against Securities	16,240	5	2	10	0	-	0.1%	4.9%	11.0%
Commercial Lending	18,051	28	42	32	5	20	0.2%	17.8%	47.1%
Mortgages	79,793	616	474	411	135	276	0.5%	21.9%	58.3%
<b>Total as of 30 Jun 2023</b>	<b>2,64,236</b>	<b>3,287*</b>	<b>2,348</b>	<b>1,986</b>	<b>1,068^</b>	<b>1,521</b>	<b>0.75%</b>	<b>32.5%</b>	<b>64.8%</b>
Total as of 31 Mar 2023	2,41,290	3,033	2,313	1,957	933	1,476	0.8%	30.8%	63.8%
Total as of 30 Jun 2022	1,96,360	3,569	2,539	1,569	1,025	1,521	0.8%	28.7%	59.9%

\* Includes ₹ 114 Cr non overdue OTR assets classified as Stage 2 | ^ Includes ₹ 24 Cr ECL provision on OTR assets

# Provisioning Coverage - BHFL

## BAJAJ FINANCE LIMITED

₹ in Crore

Particulars	AUM 30 Jun 23	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					30 Jun 22	31 Mar 23	30 Jun 23	30 Jun 22	31 Mar 23	30 Jun 23
Home Loans	42,881	87	31	65%	0.23%	0.20%	0.22%	0.09%	0.07%	0.08%
Loan against property	6,767	28	9	68%	0.59%	0.56%	0.51%	0.28%	0.23%	0.17%
Lease rental discounting	13,450	-	-	-	-	-	-	-	-	-
Developer Finance	6,511	-	-	-	-	-	-	-	-	-
Rural Mortgages	2,743	27	9	67%	1.33%	1.15%	1.19%	0.65%	0.43%	0.40%
Other loans	1,772	10	3	69%	0.42%	0.50%	0.58%	0.12%	0.15%	0.17%
<b>Total</b>	<b>74,124</b>	<b>152</b>	<b>52</b>	<b>66%</b>	<b>0.27%</b>	<b>0.22%</b>	<b>0.23%</b>	<b>0.11%</b>	<b>0.08%</b>	<b>0.08%</b>

# Stagewise ECL provisioning - BHFL

**BAJAJ FINANCE LIMITED**

₹ in Crore

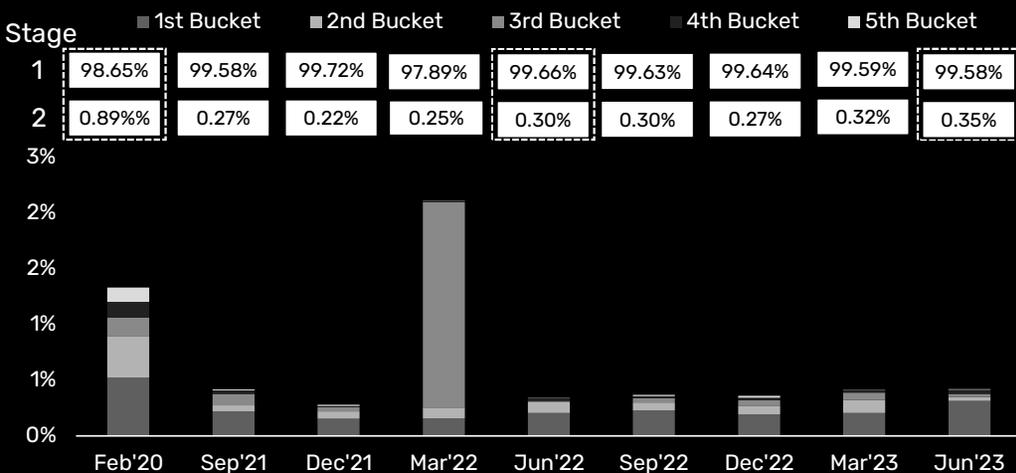
	Gross Assets Receivable			ECL Provision			PCR %		
	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
Home Loans	39,686	183	87	184	39	56	0.5%	21.4%	64.7%
Loan against property	5,335	97	28	36	18	19	0.7%	18.8%	67.7%
Lease rental discounting	10,862	-	-	65	-	-	0.6%	-	-
Developer Finance	6,554	-	-	46	-	-	0.7%	-	-
Rural Mortgages	2,154	54	27	13	11	18	0.6%	19.6%	66.6%
Other loans	1,775	12	10	14	3	7	0.8%	28.3%	70.2%
<b>Total as of 30 Jun 2023</b>	<b>66,365</b>	<b>346*</b>	<b>152</b>	<b>357</b>	<b>71^</b>	<b>100</b>	<b>0.5%</b>	<b>20.6%</b>	<b>65.9%</b>
Total as of 31 Mar 2023	62,142	360	137	360	78	87	0.6%	21.8%	63.6%
Total as of 30 Jun 2022	49,878	492	134	283	104	78	0.6%	21.2%	58.2%

\* Includes ₹ 19 Cr non overdue OTR assets classified as Stage 2 | ^ Includes ₹ 4 Cr ECL provision on OTR assets

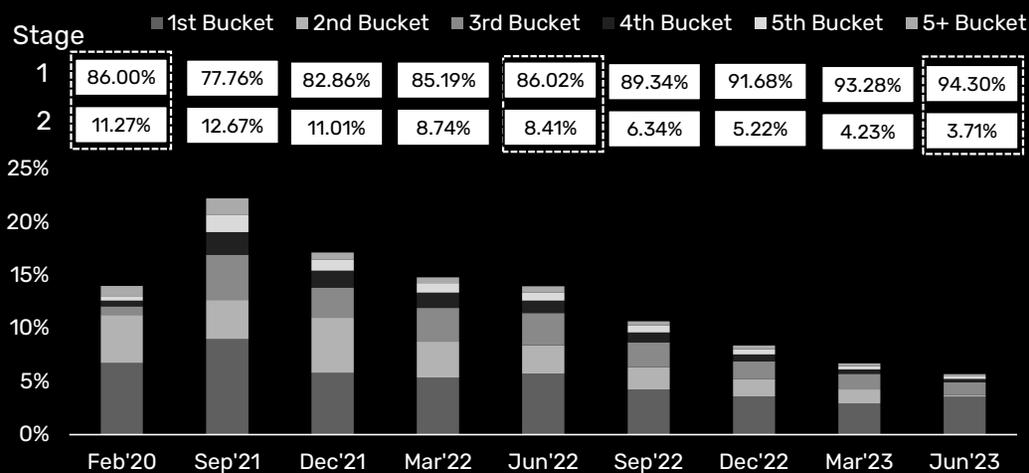
# Portfolio credit quality – Consolidated

# BAJAJ FINANCE LIMITED

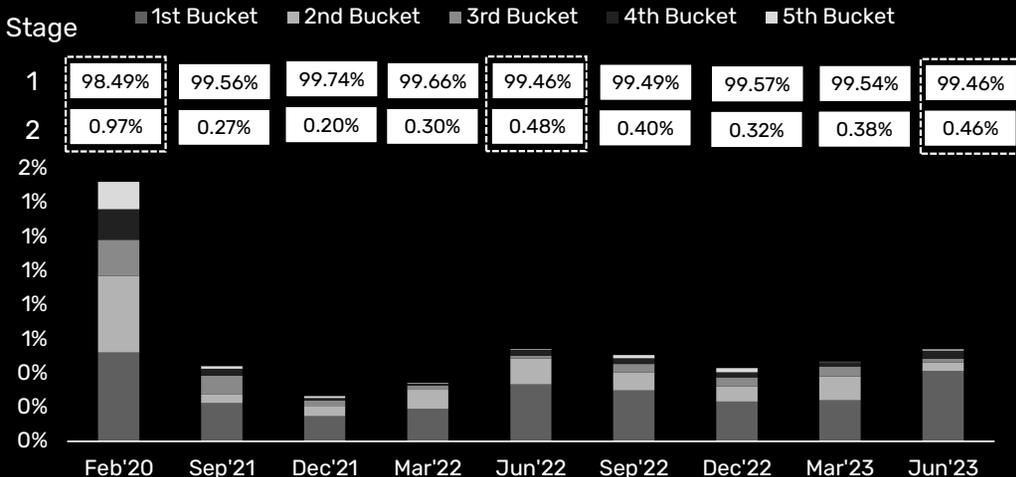
## Consumer Durable & Lifestyle



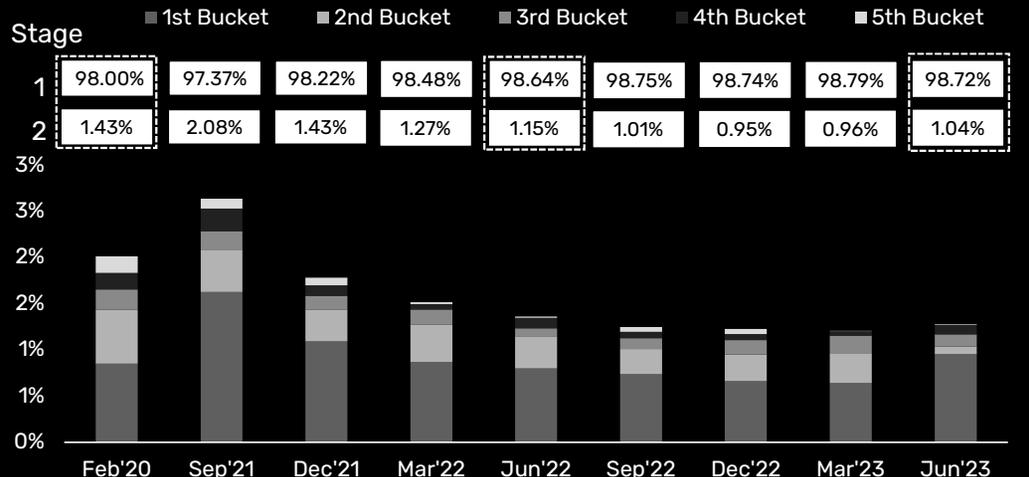
## Two & three wheeler



## Digital product



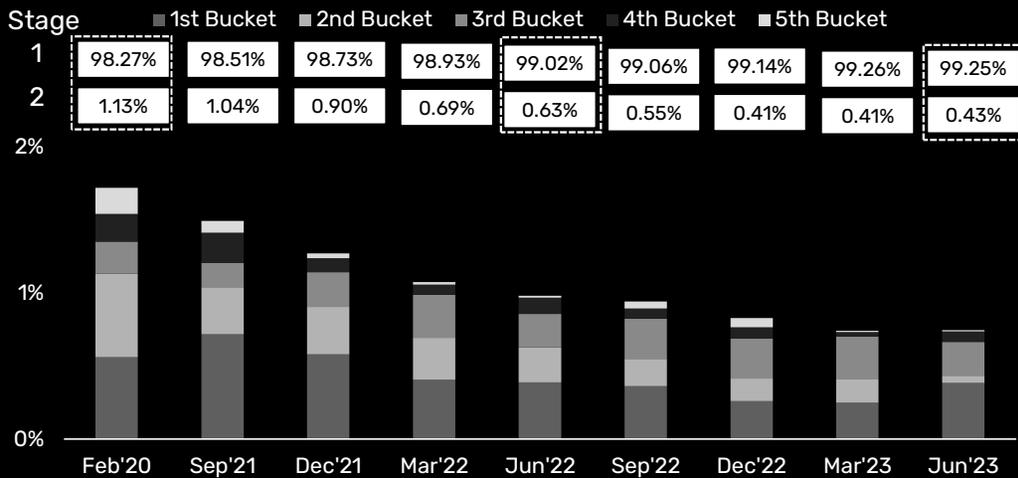
## Urban B2C



Portfolio credit quality after adjusting ECL provisions | Feb'20 has been retained as a pre covid benchmark

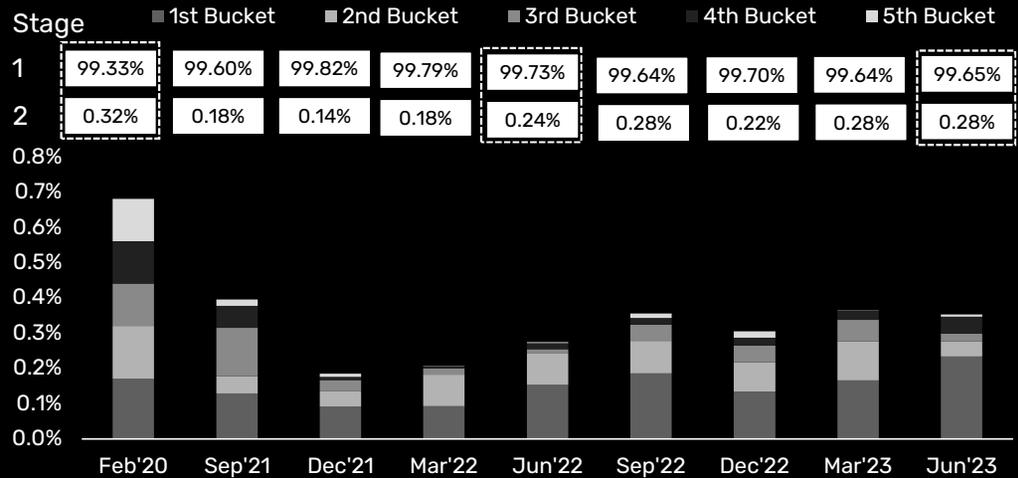
# Portfolio credit quality – Consolidated

## Business, Professional & Used car loans

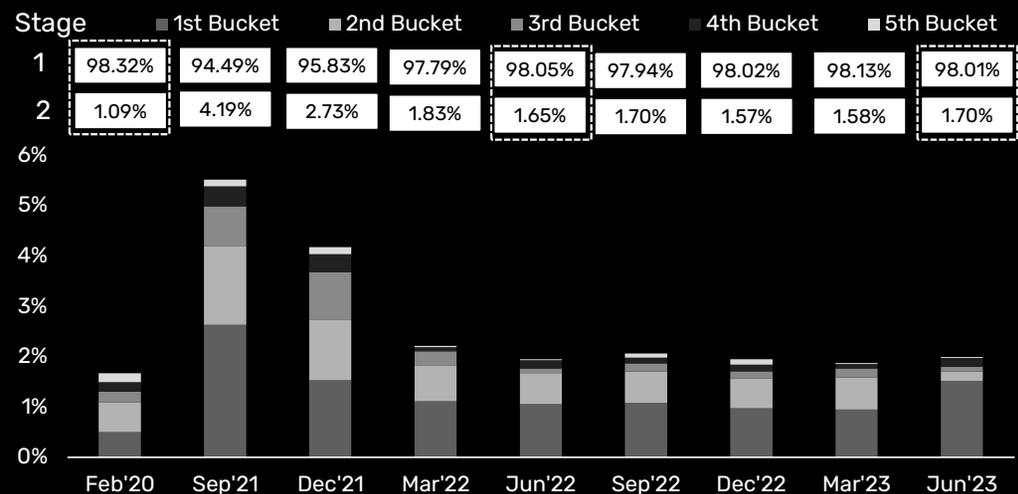


# BAJAJ FINANCE LIMITED

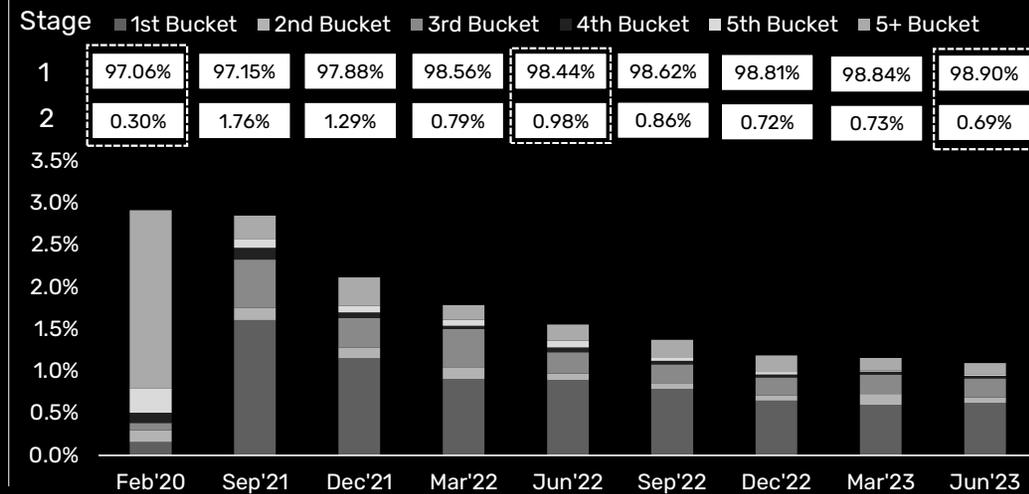
## Rural B2B



## Rural B2C



## Loan against property

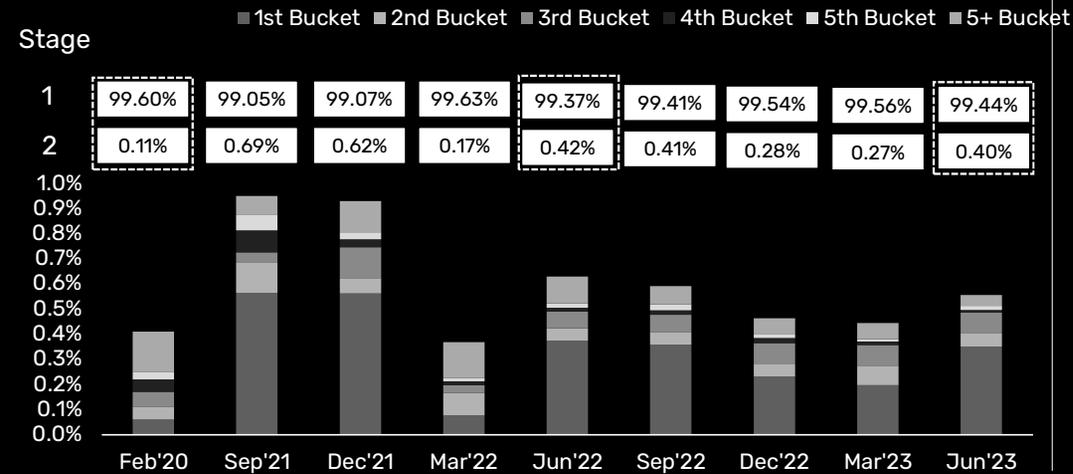


Portfolio credit quality after adjusting ECL provisions | Feb'20 has been retained as a pre covid benchmark

# Portfolio credit quality – Consolidated

BAJAJ FINANCE LIMITED

## Home loans



## Commercial lending

- Commercial lending business portfolio is 99.88% current

## Loan against securities

- Loan against securities business portfolio is 99.99% current

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## BAJAJ FINANCE LIMITED

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**Q1 FY24 Investor Presentation  
Thank You**

# Glossary

# BAJAJ FINANCE LIMITED

Abbreviation	Expansion	Abbreviation	Expansion
ALM	Asset liability management	LRD	Lease rental discounting
AMO	After market order	MF	Mutual funds
AR	Augmented reality	MFI	Microfinance
ASSC	Authorised sales & support centre	MSME	Micro, Small & Medium Enterprises
AUM	Assets under management	MTF	Margin Trading Finance
AUF	Assets under finance	NII	Net interest income
BBPS	Bharat bill payment system	NIM	Net interest margin
BL	Business loan	NNPA	Net non performing assets
CC	Cash credit	NPA	Non performing assets
CIF	Cards in force	OD	Overdraft
COF	Cost of funds	ONDC	Open Network for Digital Commerce
CV	Commercial vehicle	OTR	One time restructuring
CX	Customer experience	PAT	Profit after tax
DF	Developer finance	PBT	Profit before tax
DMS	Debt management services	PCR	Provision coverage ratio
DSA	Direct sourcing agency	PL	Personal loan
ECB	External commercial borrowing	PMS	Portfolio Management Services
ECL	Expected credit loss	POA	Power of Attorney
EDC	Electronic data capture machine	PPI	Prepaid instruments
FII	Foreign institutional investor	QR	Quick response
FPC	Fair Practice Code	ROA	Return on assets
FPI	Foreign Portfolio Investor	ROE	Return on equity
GMV	Gross merchandise value	SME	Small & Medium Enterprise
GNPA	Gross non performing assets	STP	Straight through process
HL	Home loan	T1	Trade + 1 Day
HNI	High Networth Individual	T2	Trade + 2 Days
ICD	Inter corporate deposits	UHNI	Ultra High Networth Individual
IPO	Initial Public Offer	UI	User Interface
LAFD	Loan against fixed deposit	UPI	Unified payment interface
LAP	Loan against property	UX	User Experience
LAS	Loan against securities	WCDL	Working capital demand loan
LCR	Liquidity Coverage Ratio	XIRR	Extended Internal Rate of Return