

4 February, 2016

To The Corporate Relations Department. The Bombay Stock Exchange 1 <sup>st</sup> Floor, New Trading Ring Rotunda Building, P J Tower Dalal Street, Fort, Mumbai 400 001. Email: corp.relations@bseindia.com Tel: 022 2272 2066/1233 Fax: 022 2272 3121 <b>BSE CODE: 532978</b>	To National Stock Exchange of India Ltd Exchange Plaza, 5 <sup>th</sup> Floor Plot No.C-1, G Block Bandra-Kurla Complex Bandra (East), MUMBAI 400 051. Email: cmlist@nse.co.in Tel: 022 26598452/8235 Fax: 022 2659 8237/8238 <b>NSE CODE: BAJAJFINSV</b>
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**Sub: Intimation of Conference Call for analyst/institutional investors for financial results of the third quarter ended 31 December, 2015, along with Investor Presentation.**

Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 read with Schedule III thereto, this is to inform you that a conference call for analysts/institutional investors is scheduled on 5 February 2016 at 10 a.m. IST for financial results for the third quarter ended 31 December 2015. Dial in and other details of the call, along with Investor Presentation for the third quarter ended 31 December 2015 are enclosed herewith

This is for your information please.

Thanking you,

Yours faithfully,

**For Bajaj Finserv Limited.**



**Sonal R Tiwari**

**Company Secretary**

Encl: as above.



**Bajaj Finserv Limited**

Corporate Office: 6th Floor, Bajaj Finserv Corporate Office, Off Pune-Ahmednagar Road,  
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www.bajajfinserv.in  
Corporate ID No: L65923PN2007PLC130075

**JM Financial Institutional Securities invites you to the  
Q3FY16 earnings conference call with**

## **Bajaj FinServ**

**on Friday, 5<sup>th</sup> February 2016**

10:00 AM IST | 11:30 PM USA EDT (4<sup>th</sup> Feb) | 4:30 AM UK TIME | 12:30 PM HK/SINGAPORE TIME

### **Company Participants**

**Mr. S.Sreenivasan**

CFO, Bajaj Finserv Limited

**Mr. Ramandeep Singh Sahni**

CFO, Bajaj Allianz Life Insurance

**Mr. Milind Choudhari**

CFO, Bajaj Allianz General Insurance

### **Primary Access Number for participants:**

+91-22-3960 0857\* / +91-22-6746 8357\*

### **Local Access Number for participants:**

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Ahmedabad, Bangalore, Chennai, NCR, Kolkata: 3940 3977\*

### **Toll Free Number – International**

**USA:**  
1 866 746 2133

**UK:**  
0 808 101 1573

**Singapore:**  
800 101 2045

**Hong Kong:**  
800 964 448

Note: \*Universally accessible from all networks and all countries

#Accessible from all major carriers except BSNL/MTNL

Please dial-in 10 minutes prior to the conference schedule to ensure that you are connected in time

### **For further information, please contact**

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Mr. Nikhil Walecha	+91-22-6630 3027	nikhil.walecha@jmfl.com
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### **JM Financial Institutional Securities Limited**

(Formerly known as JM Financial Institutional Securities Private Limited)

Corporate Identity Number: U65192MH1995PLC092522

Member of BSE Ltd. and National Stock Exchange of India Ltd. and Metropolitan Stock Exchange of India Ltd.

SEBI Registration Nos.: BSE - INZ010012532, NSE - INZ230012536 and MSEI - INZ260012539

Registered Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +9122 6630 3030 | Fax: +91 22 6630 3488 | Email: [jmfinancial.research@jmfl.com](mailto:jmfinancial.research@jmfl.com) | [www.jmfl.com](http://www.jmfl.com)

Compliance Officer: Mr. Sunny Shah | Tel: +91 22 6630 3383 | Email: [sunny.shah@jmfl.com](mailto:sunny.shah@jmfl.com)

### **Safe harbor:**

The proposed management discussion and comments thereof may include forward-looking statements. Forward-looking statements are statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results of operations and financial conditions to differ materially from those contemplated by the relevant statement. All Conference Call Participants should not place undue reliance on these forward-looking statements.



# **Bajaj Finserv Limited**

**Investor Presentation Q3 FY16**

# Disclaimer

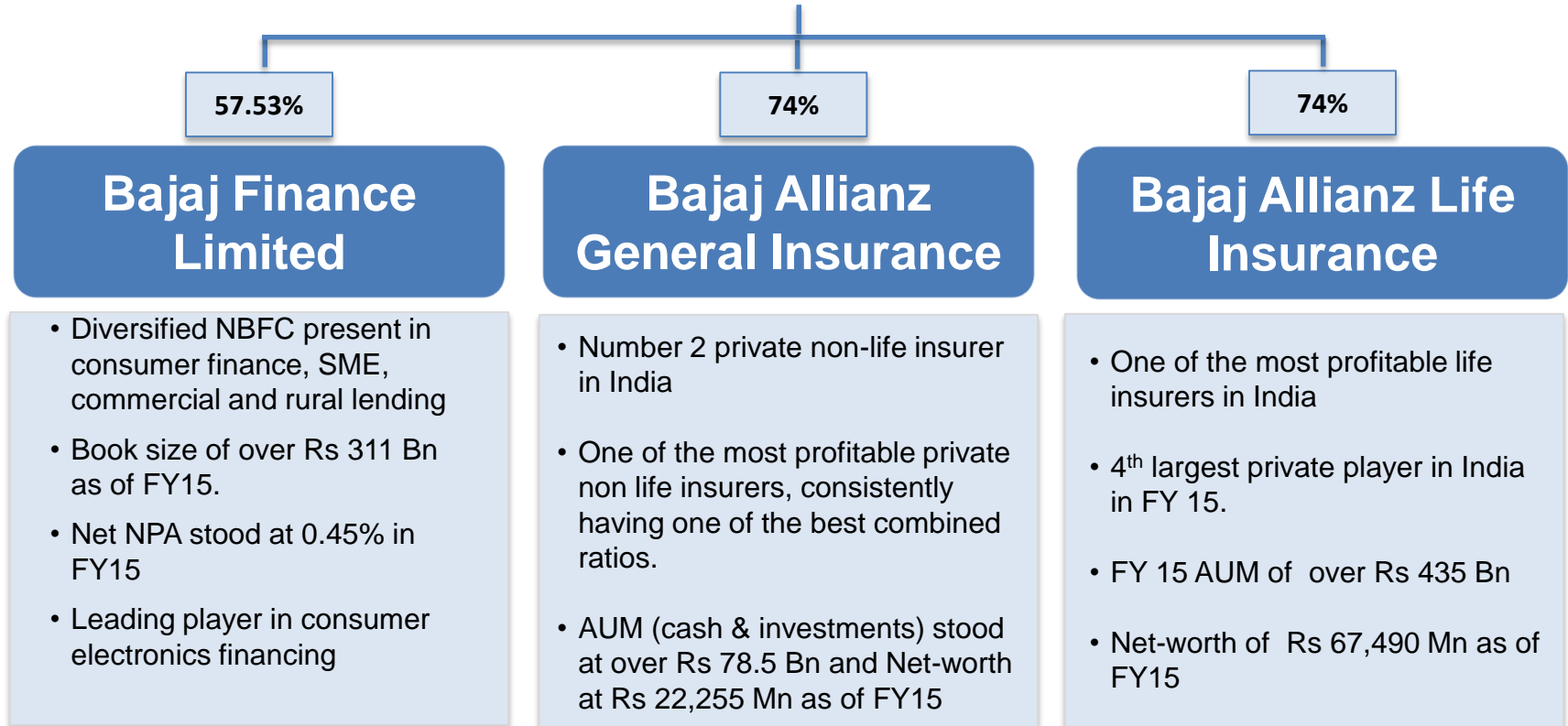


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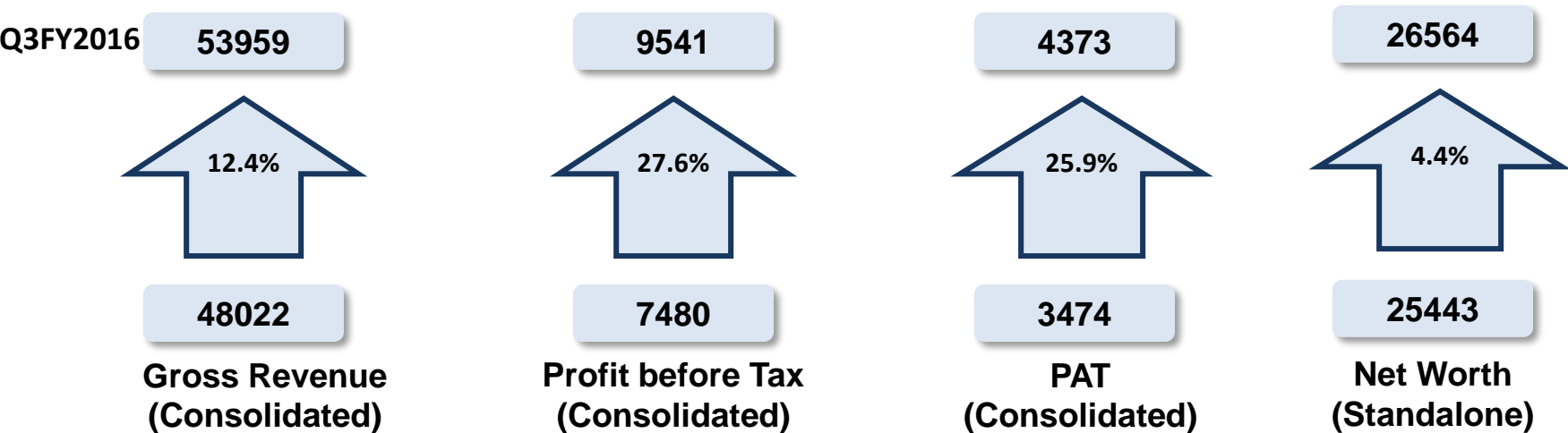
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- Bajaj group has a long track record of building large scale, profitable businesses
- Bajaj Finserv is a diversified group spanning life insurance, general insurance, and lending, with a pan India presence
- Bajaj Finserv is also a listed opportunity to participate in India's insurance sector

All Figures in Rs Million

## Performance Highlights of Q3 FY 2016 over Q3 FY2015

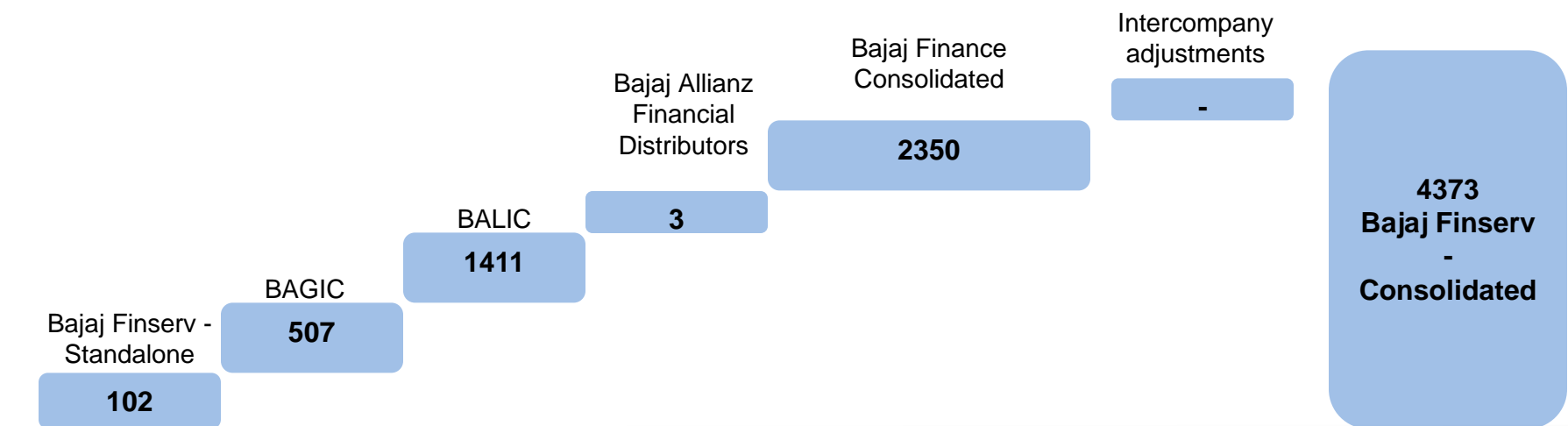


- Bajaj Finserv Standalone : Bajaj Finserv remains a debt free company. Bajaj Finserv's surplus funds stood at Rs. 7753 million as on December 31, 2015.
- Consolidated Net Worth stood at Rs. 129098 million and Consolidated Book Value Per Share at Rs. 811.

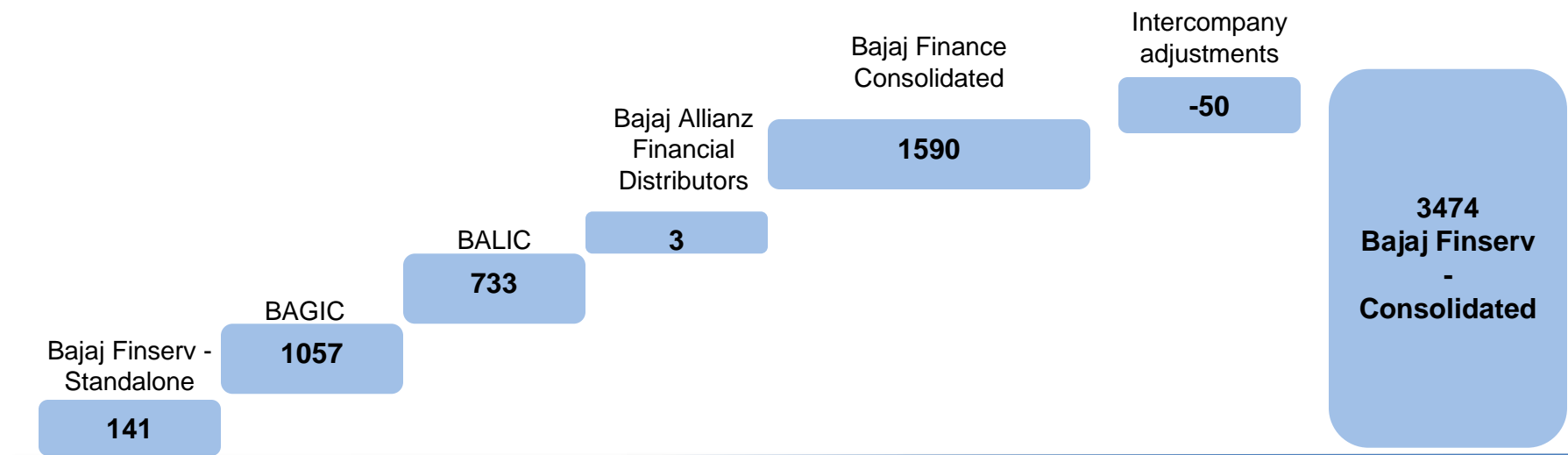
# Consolidated profit components

All Figures in Rs Million

## Consolidated profit components for Q3 FY2016



## Consolidated profit components for Q3 FY2015





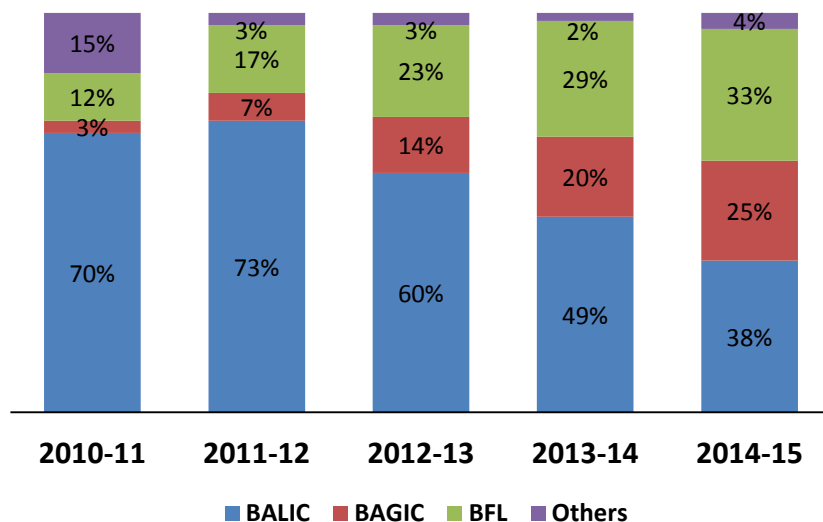
All Figures in Rs Million



## Consolidated Bajaj Finserv Highlights

BAJAJ FINSERV	9M FY16	9M FY15	Growth
Gross Revenue	154,081	134,321	15%
Net worth	129,098	102,819	26%
PAT	13,453	9,827	37%

## Consolidated Profit Components\*



## Group Company Highlights

BALIC	9M FY16	9M FY15	Growth
GWP	34,788	36,383	-4%
New Business	16,716	15,754	6%
Total Investments	433,614	421,693	3%
PAT#	6,474	3,171	#Refer Note

BAGIC	9M FY16	9M FY15	Growth
GWP	41,705	38,357	9%
NEP	30,976	28,321	9%
AUM (cash & investments)	90,899	72,510	25%
PAT	3,563	4,179	-15%

BAJAJ FINANCE	9M FY16	9M FY15	Growth
Book Size	417,604	295,276	41%
Total Income	54,260	39,732	37%
PAT	9,635	6,669	44%

# Note: BALIC's PAT for 9M FY 16 includes an amount of Rs 2,120 Mn, which represents the transfer of shareholders' share of policyholder surplus arising in 9M FY16. In the previous years, such profit was transferred only at the end of the year. Had the transfer not been made, 9M FY16 PAT would have been Rs 4,354 Mn.

- Others includes Bajaj Finserv Standalone, and all remaining components.





**Bajaj Allianz Life Insurance**

## STRATEGY

The strategy is to balance growth with sustainability, and steadily increase market share. This will be backed by diversified distribution channels, an efficient operating model and a balanced product mix.

## DIFFERENTIATORS

### Large Proprietary Agency Force

- Large pan India agency force. Deep pan India distribution reach of offices and agents
- Support structure is quite lean

### Capital Efficiency

- BALIC is a highly capital efficient player

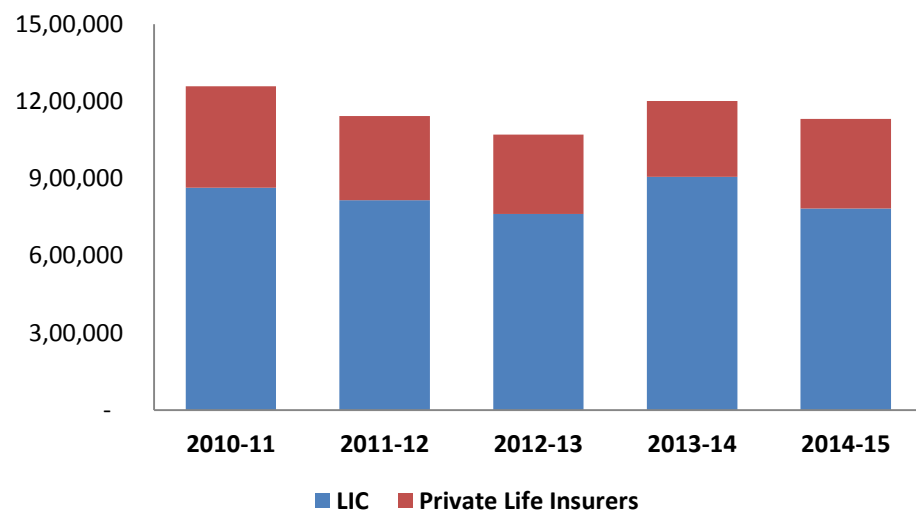
### Sustainable model

- Product mix isn't skewed towards any one product line.
- FY15 13th month persistency at 67.6%. Q2 FY16 persistency has remained stable over same period last year.\*

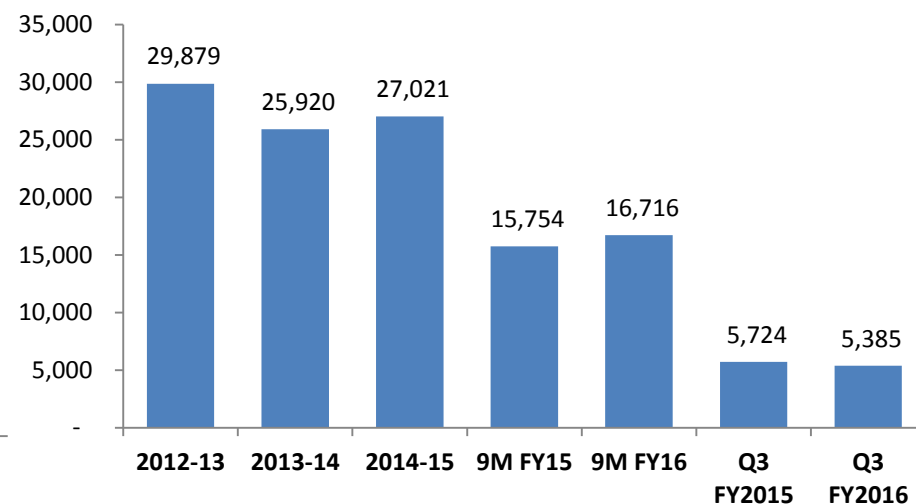
# New business trend

All Figures in Rs Million

## Industry New Business Trend



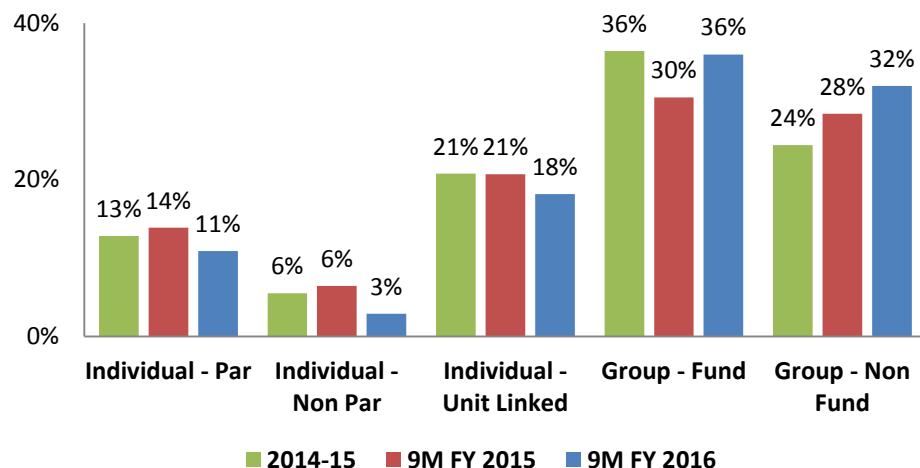
## New Business - BALIC



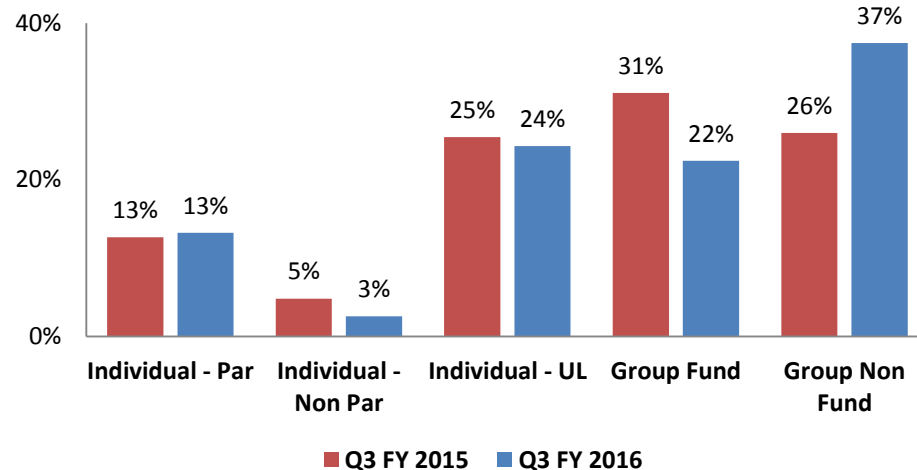
- New business was down 6% in Q3 FY16 over Q3 FY15.
- 9M FY16 new business grew 6% over corresponding period last year

# The product mix is diversified

**New Business Premium - Product Mix**



**New Business Premium - Product Mix**

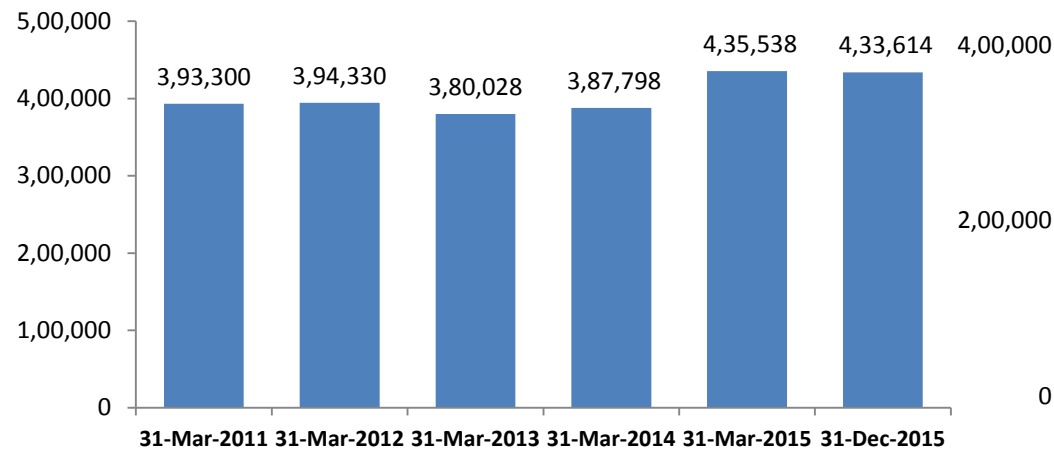


Product mix depicted on percentage basis to new business.

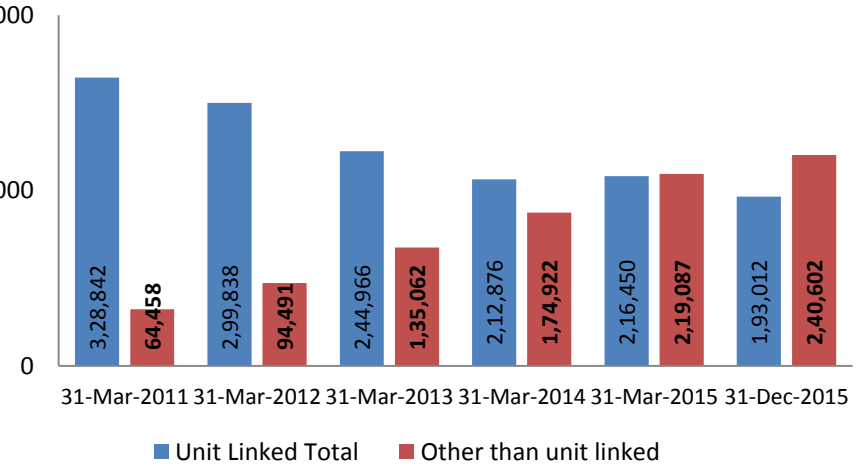
# Assets under management are significant

All Figures in Rs Million

## Investments Growth



## Assets Under Management

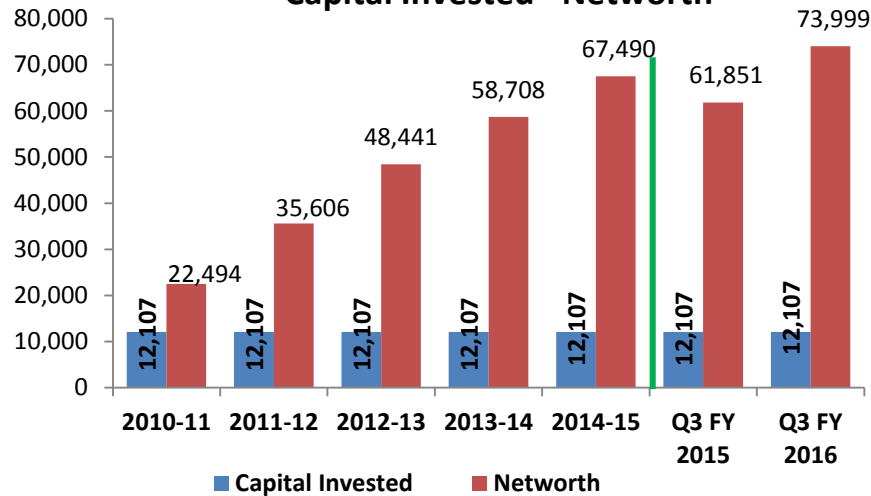


- Equity funds out of the unit linked funds stood at Rs 134,332 Mn as of 31<sup>st</sup> Dec 2015

# Net worth and PAT

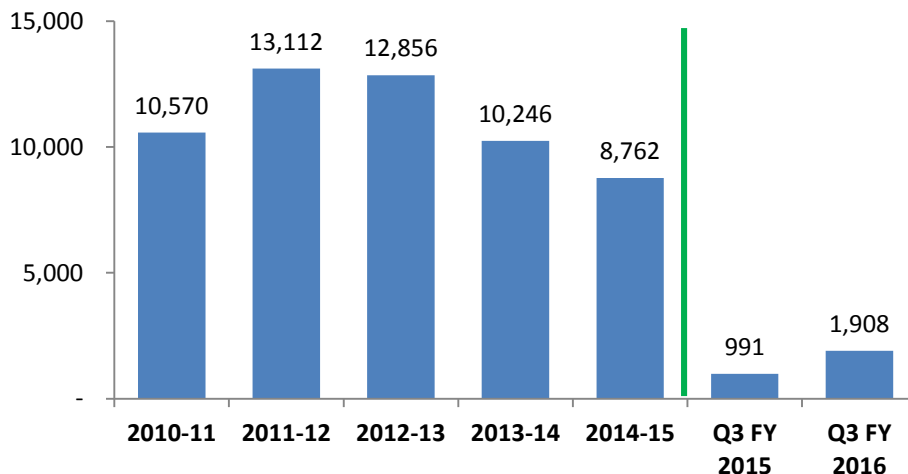
All Figures in Rs Million

**Capital Invested - Network**



BALIC is a capital efficient insurer

**PAT**

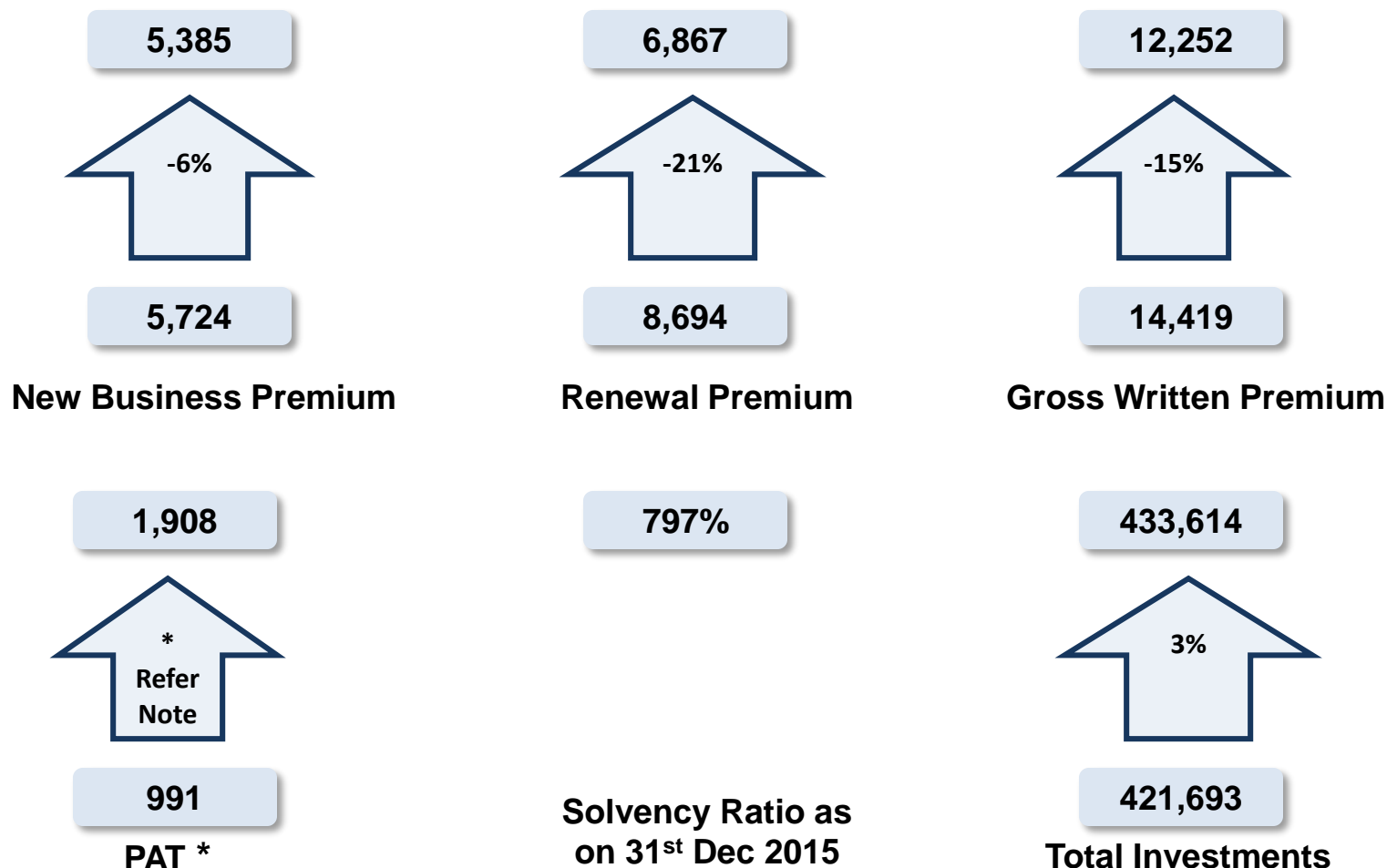


Policyholders surplus for Q3 FY16 stood at Rs 532 Mn vs Rs 766 Mn in Q3 FY15

Note: PAT for Q3 of FY 16 includes an amount of Rs 486 Mn, which represents the transfer of shareholders' share of policyholder surplus arising in the quarter. In the previous years, such profit was transferred only at the end of the year. Had the transfer not been made in Q3 FY16, PAT would have been Rs 1,421 Mn.

All Figures in Rs Million

## Performance Highlights of Q3 FY2016 over Q3 FY2015



\*Note: PAT for Q3 of FY 16 includes an amount of Rs 486 Mn, which represents the transfer of shareholders' share of policyholder surplus arising in the quarter. In the previous years, such profit was transferred only at the end of the year. Had the transfer not been made in Q3 FY16, PAT would have been Rs 1,421 Mn.





**Bajaj Allianz General Insurance**

## STRATEGY

Strategy is to retain focus on retail product lines, with diversified distribution, prudent underwriting and strong cash flow generation, while delivering excellence in customer service.

## DIFFERENTIATORS

### Underwriting Standards

- Deeply ingrained underwriting focus, which has reflected in industry leading combined ratios over time.
- FY15 Combined Ratio stood at 96.7%

### Sustained Innovation

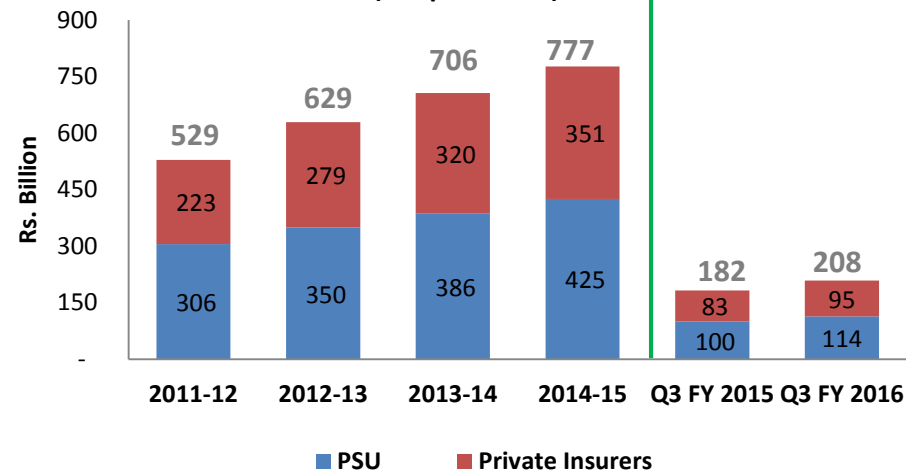
- Early adopter of cash less claims in the industry
- First to have an in house health administration team to handle health insurance claims

### Distribution Depth & Servicing

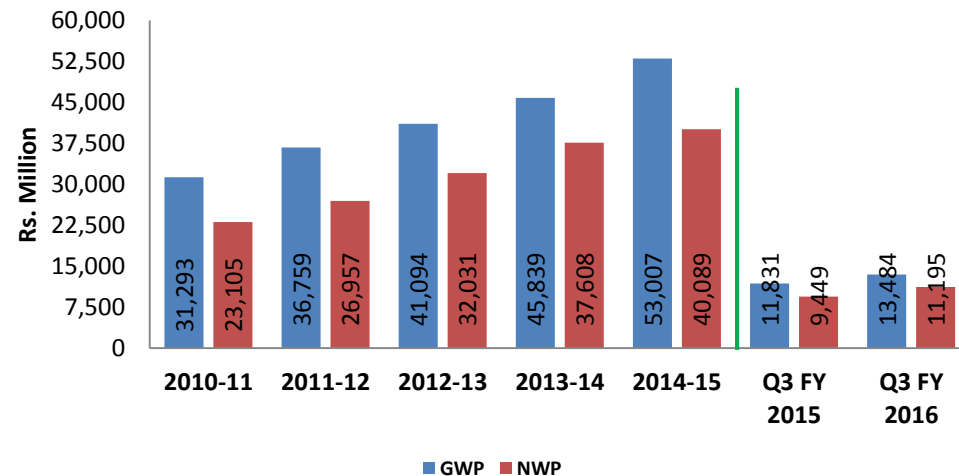
- Multi-channel distribution network consisting of motor dealers, manufacturer tie ups, agency, banca, direct etc. Has a track record of excellence in claims servicing

# BAGIC is the second largest private sector general insurer

**Industry Premium Trends  
(Ex Specialized)**



**BAGIC Premium Trend**

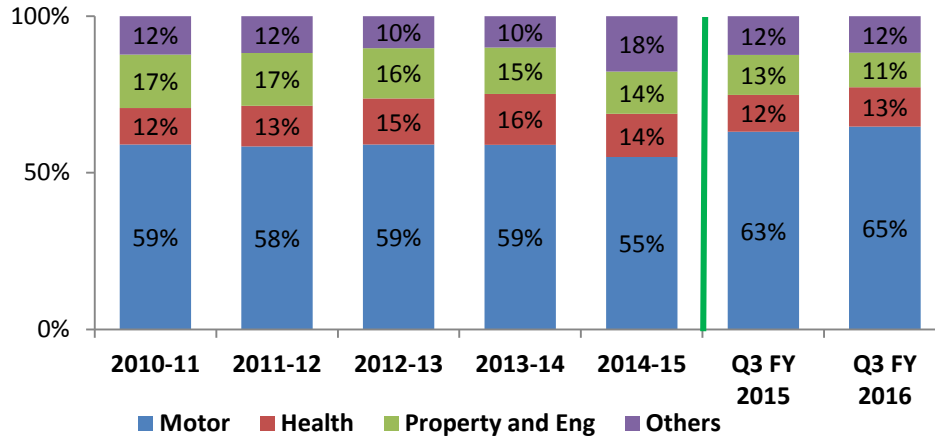


- BAGIC grew GWP in Q3 FY 2016 By 14% compared to corresponding period last year

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

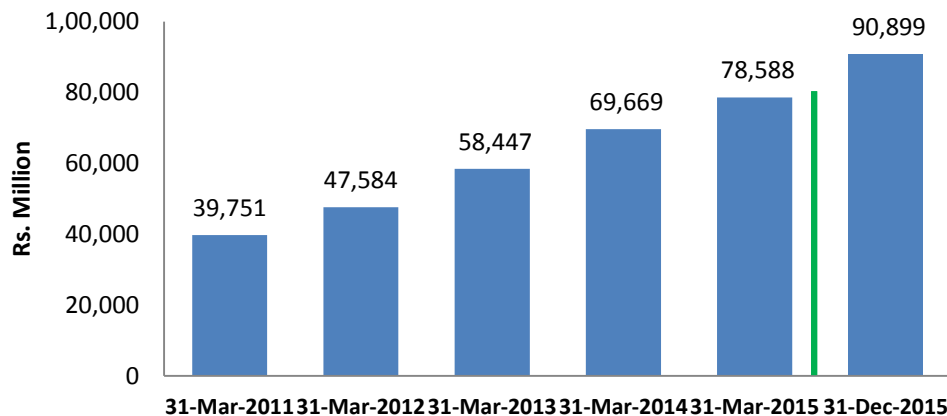
All Figures in Rs Million

**Business Mix**



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

**AUM (cash & investments)**

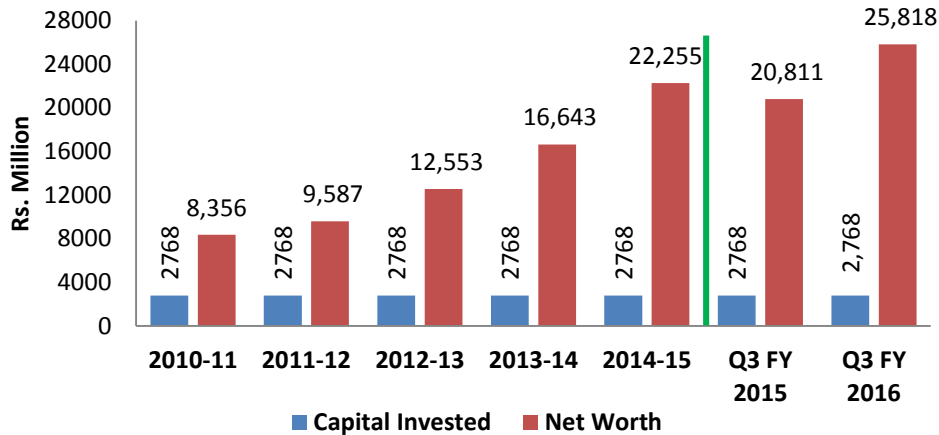


BAGIC continues to grow its AUM strongly. Investments are largely in fixed income securities.

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

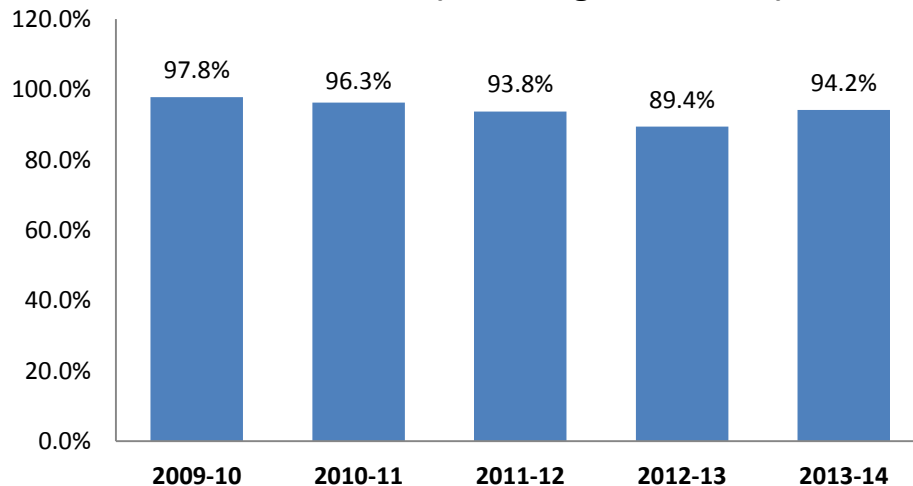
All Figures in Rs Million

## BAGIC - Capital Invested - Networth

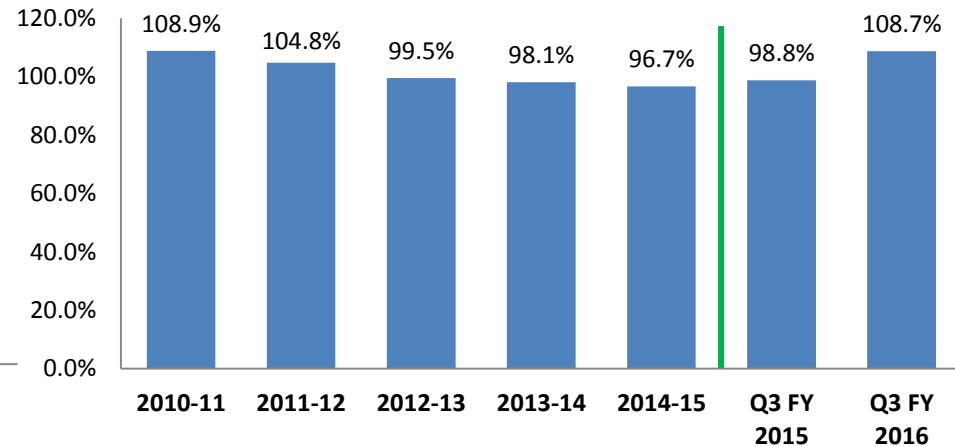


Q3 FY 2016 combined ratio affected due to Chennai floods during November and December 2015. Without this impact, combined ratio would have been 101.4%

## Combined Ratios (Excluding Motor Pool)



## Combined Ratios (Including Pool)



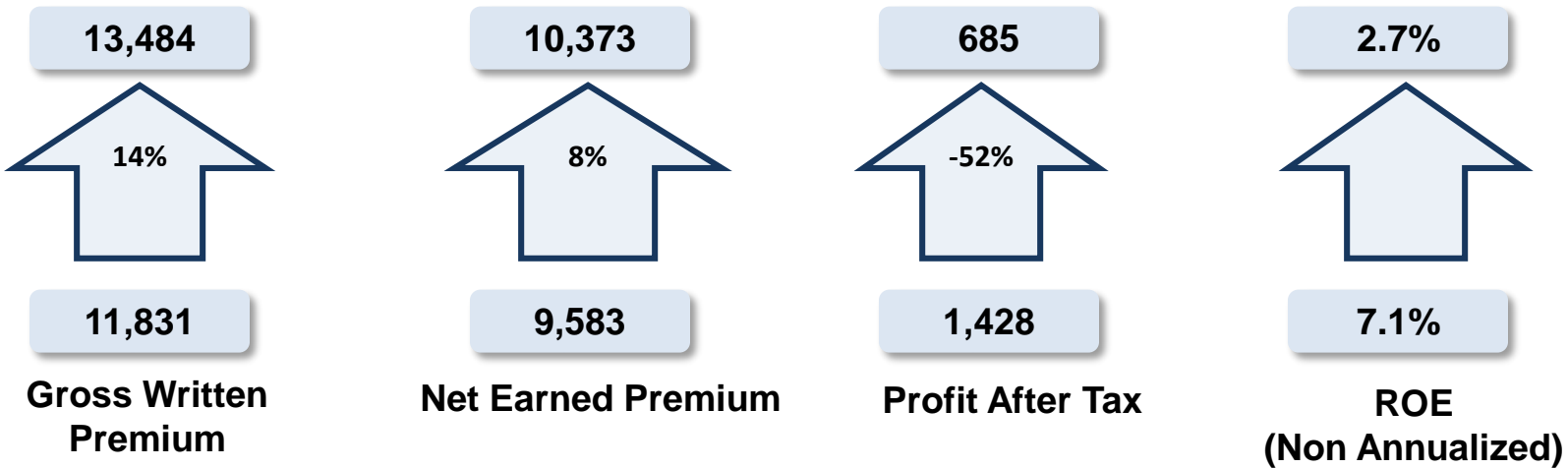
**Note on Combined Ratio:** Combined Ratios are in accordance with the Master Circular on 'Preparation of Financial statements of General Insurance Business' issued by IRDA effective from 1<sup>st</sup> April, 2013. (Net claims incurred divided by Net Earned Premium) + (Expenses of management including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

# Bajaj Allianz General performance highlights

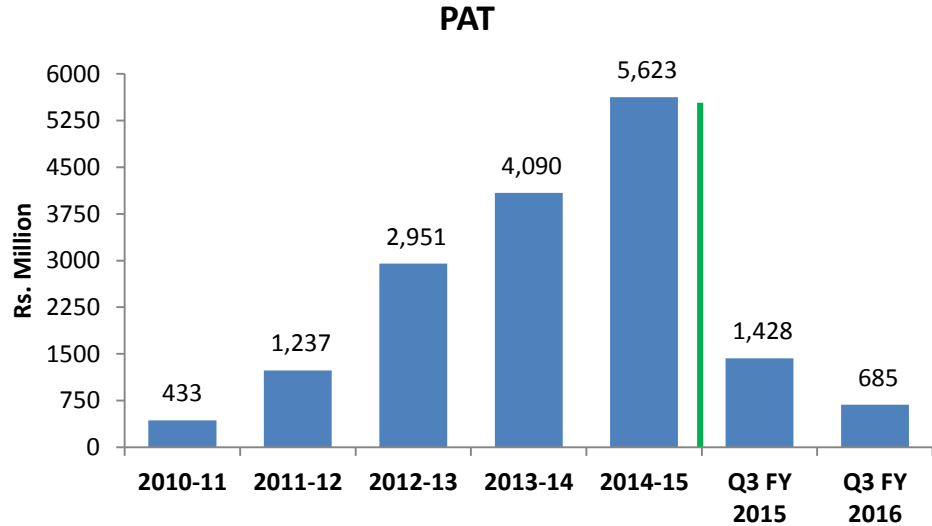


All Figures in Rs Million

## Performance Highlights of Q3 FY2016 over Q3 FY2015



Solvency Ratio was 254% as against regulatory requirement of 150% as of 31<sup>st</sup> Dec 2015





**Bajaj Finance Limited**



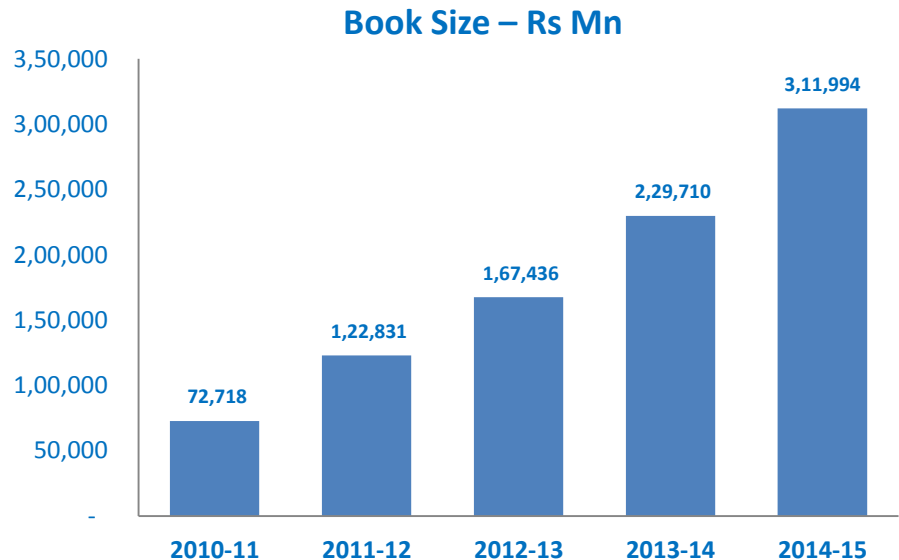
## Overview

- A non bank with strategy, structure & support model of a bank
- Diversified financial services strategy envisages an optimal mix of risk and profit to deliver a sustainable business model
- The business construct is to deliver a sustainable and superior ROA & ROE in the medium term

## Diversified Lending

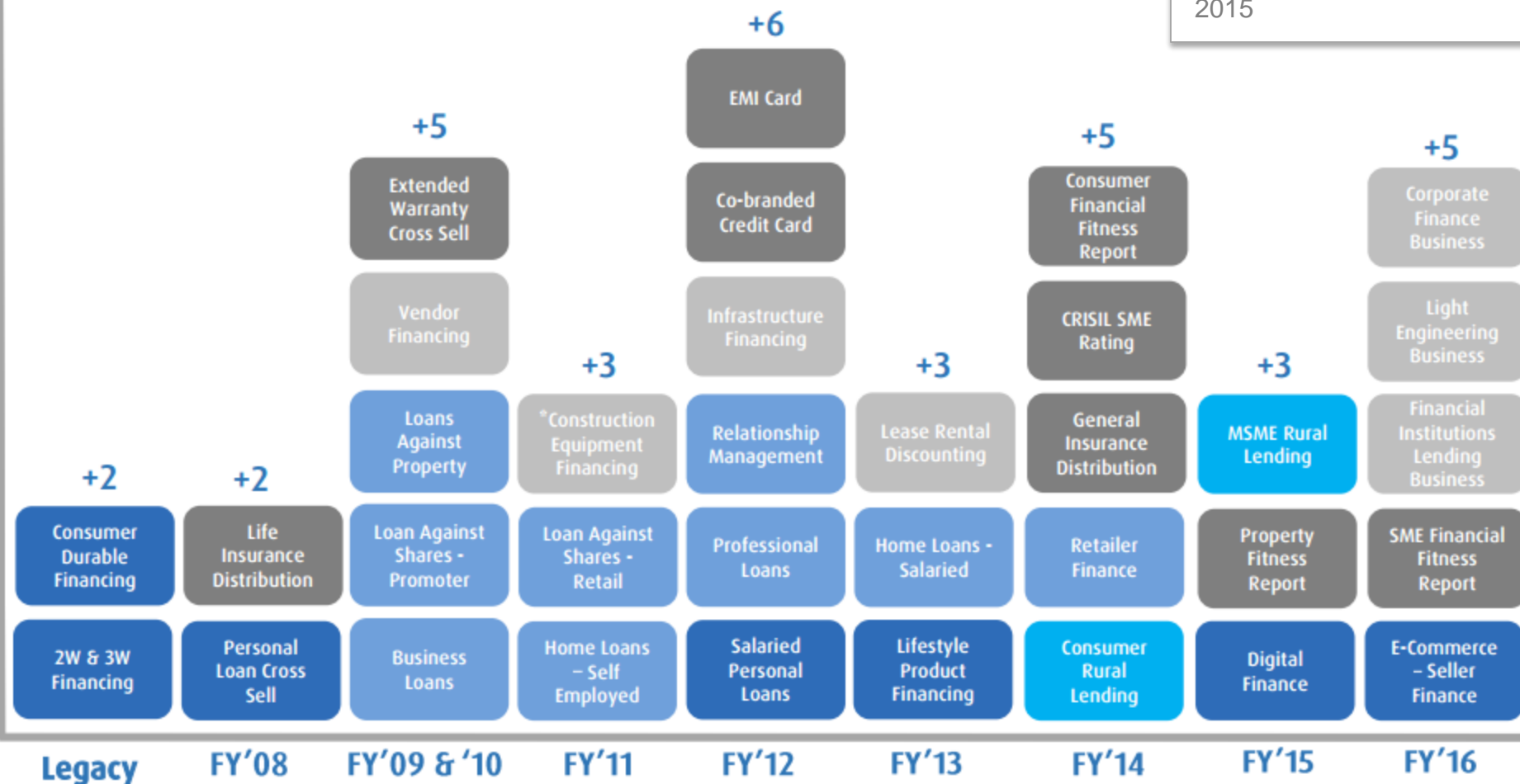


## Sustained Growth



# Bajaj Finance – Business / Product Launch Journey

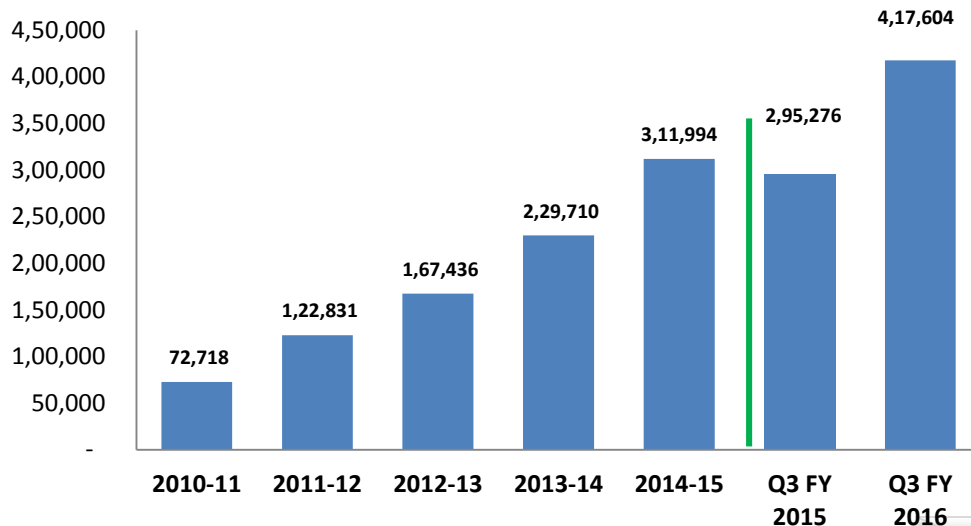
AUM mix:  
Consumer (42%), SME (44%), Commercial (11%), Rural (3%) as of Dec 31 2015



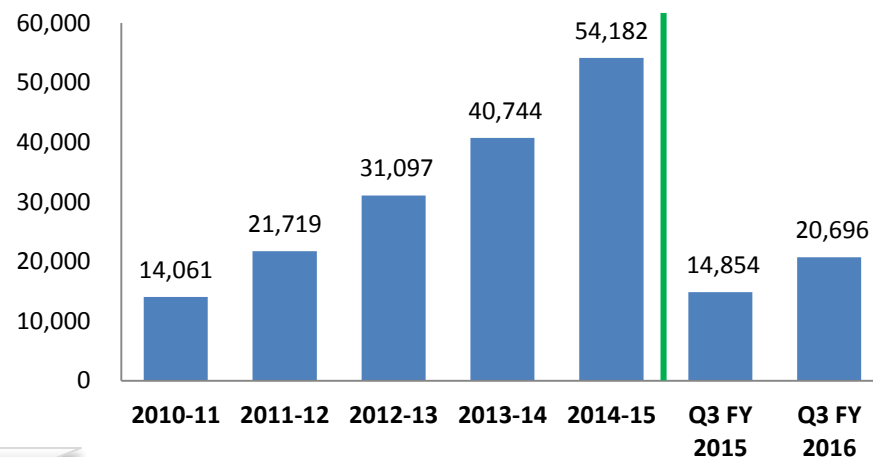
# Bajaj Finance has clocked healthy growth in revenues

All Figures in Rs Million

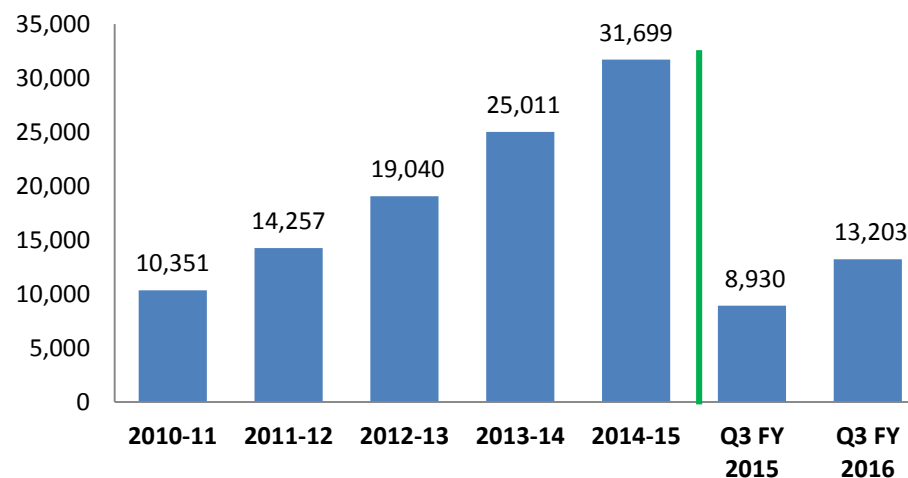
## Book Size



## Revenues



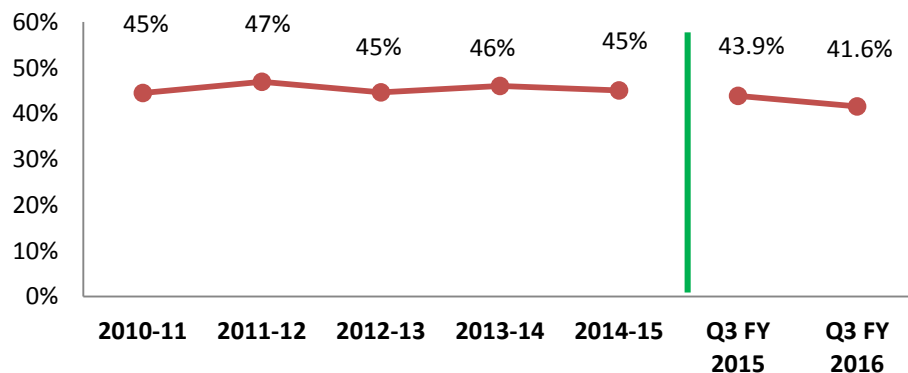
## Net Interest Income



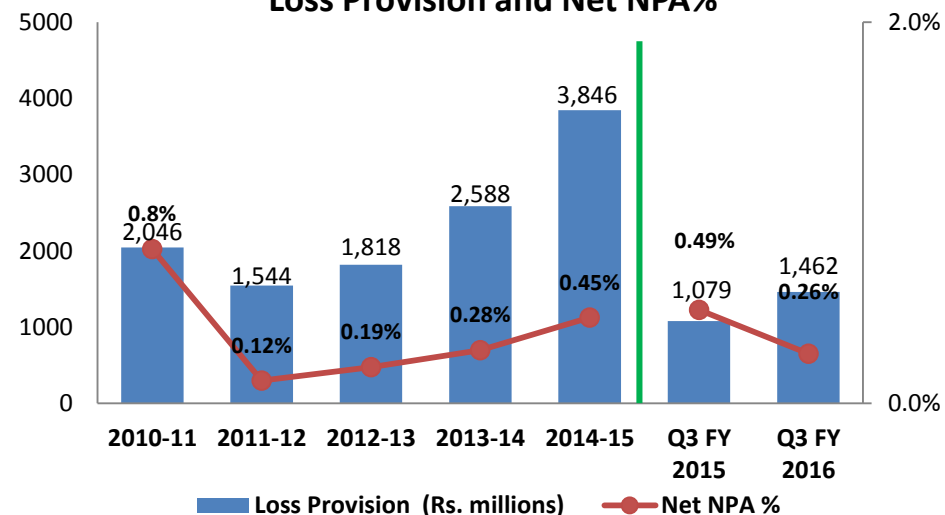
# Quality of assets is good, and operating costs remain under control

All Figures in Rs Million

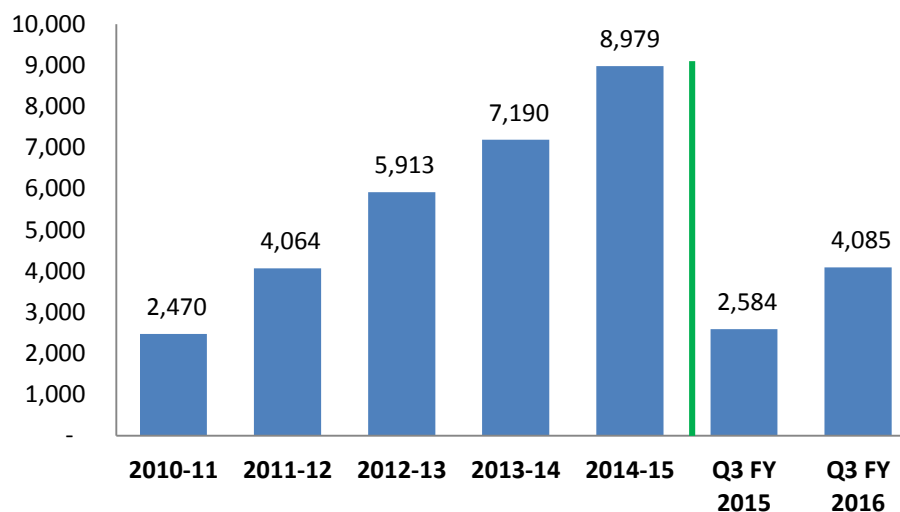
## Operating expenses as a % of NII



## Loss Provision and Net NPA%



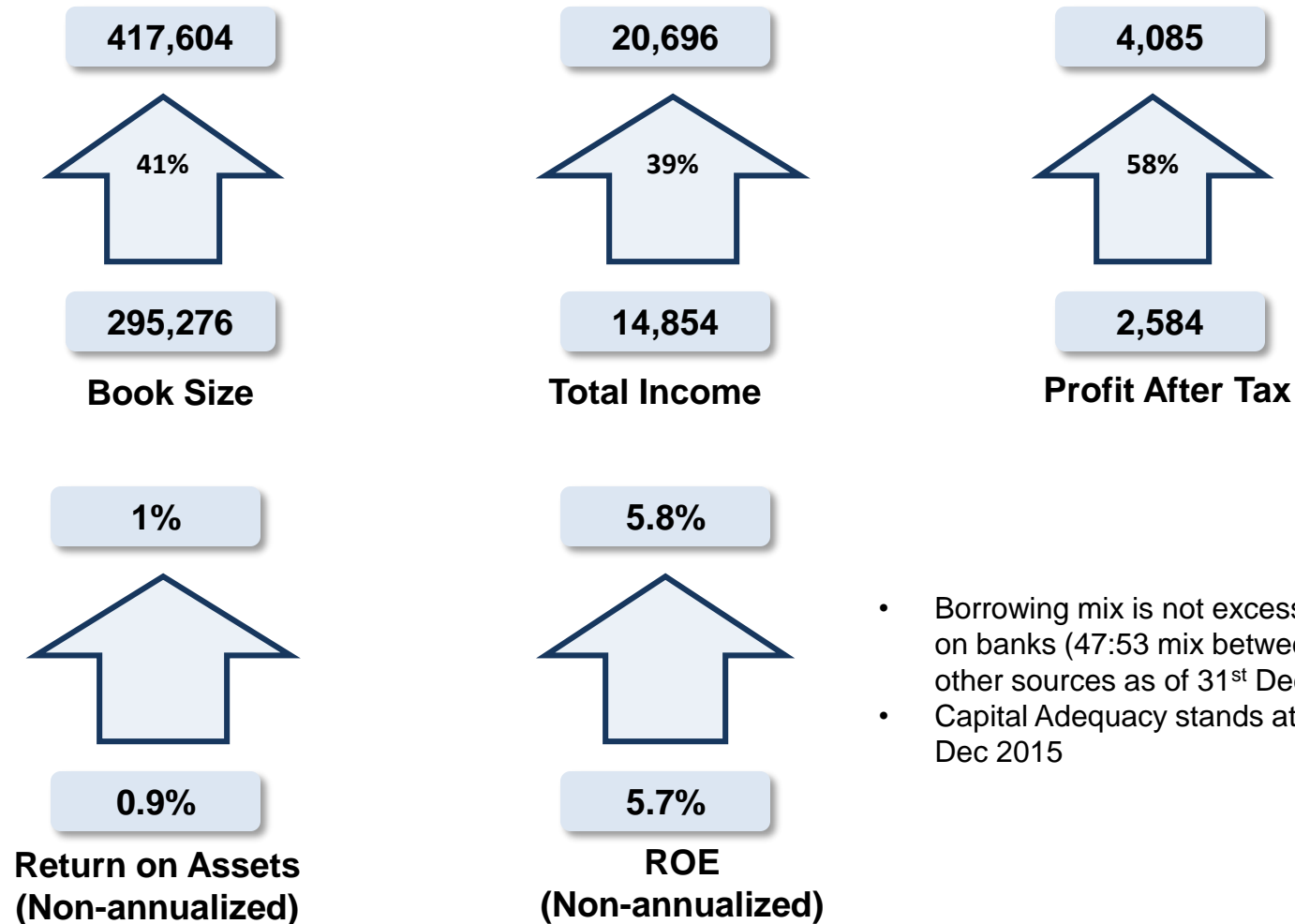
## PAT



# Bajaj Finance performance highlights

All Figures in Rs Million

## Performance Highlights of Q3 FY2016 over Q3 FY2015



- Borrowing mix is not excessively dependent on banks (47:53 mix between banks and other sources as of 31<sup>st</sup> Dec 2015).
- Capital Adequacy stands at 19.54% as of 31<sup>st</sup> Dec 2015

**Thank You**