

25 May 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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Sir/Madam,

**Subject: Investor Presentation for financial results of the fourth quarter ended 31 March 2016**

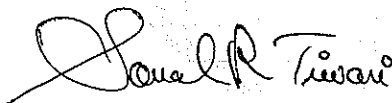
Further to our letter dated 17 May 2016, please find enclosed Investor Presentation for financial results of the fourth quarter ended 31 March 2016 under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 read with Schedule III thereto.

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**

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Corporate ID No: L65923PN2007PLC130075



# **Bajaj Finserv Limited**

**Investor Presentation - Q4 FY16**

# Disclaimer

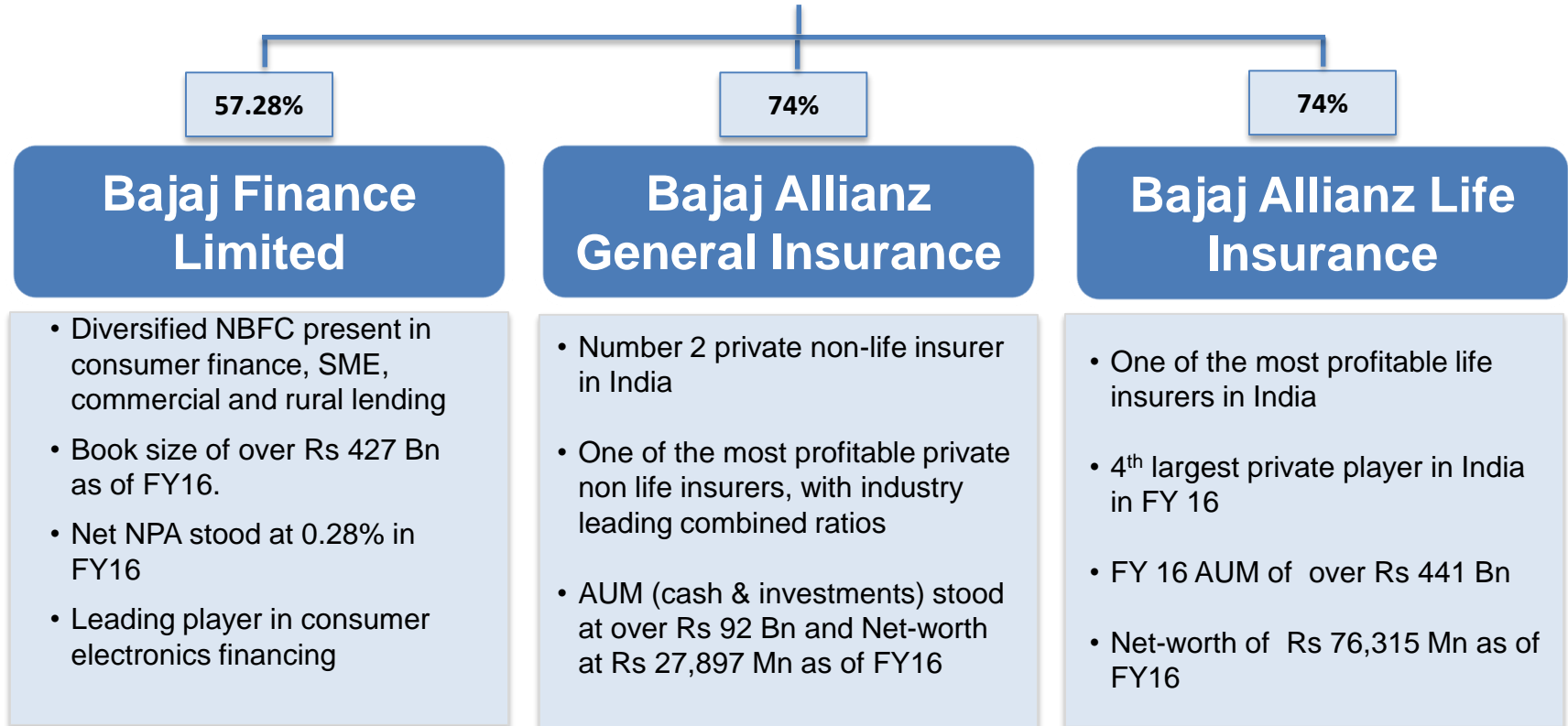


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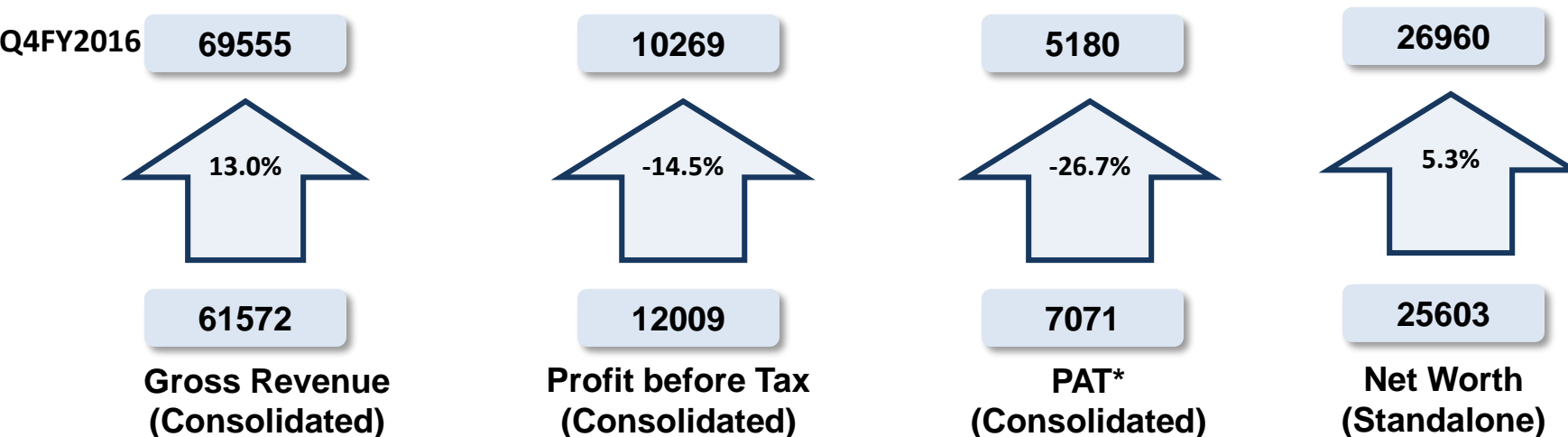
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- Bajaj group has a long track record of building large scale, profitable businesses
- Bajaj Finserv is a diversified group spanning life insurance, general insurance, and lending, with a pan India presence
- Bajaj Finserv is also a listed opportunity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

All Figures in Rs Million

## Performance Highlights of Q4 FY 2016 over Q4 FY2015



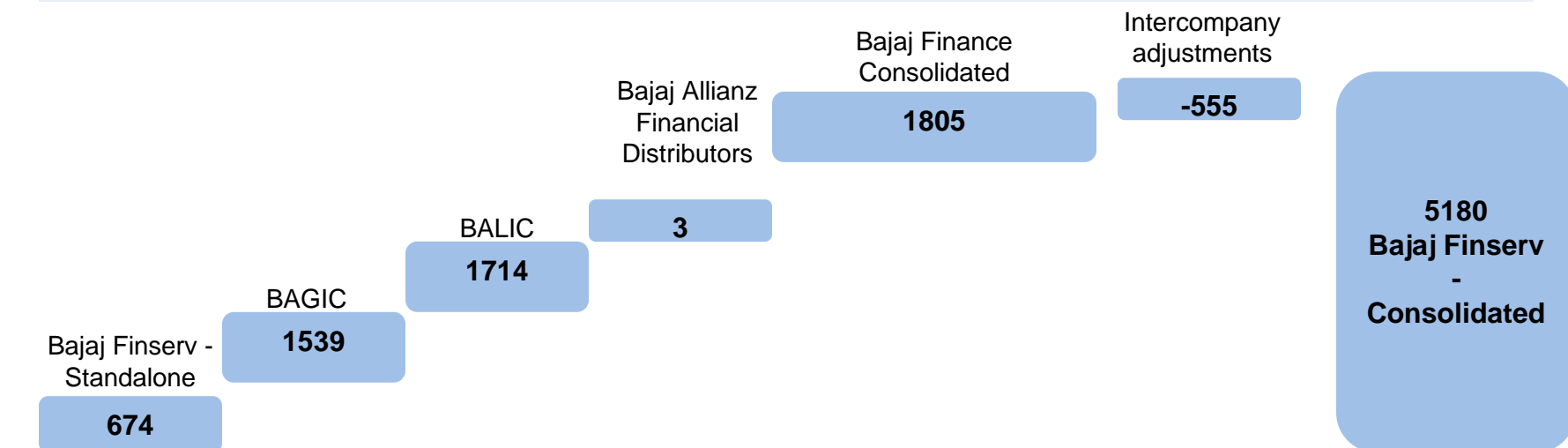
- Bajaj Finserv Standalone : Bajaj Finserv remains a debt free company. Bajaj Finserv's surplus funds stood at Rs. 7994 million as on March 31, 2016.
- Consolidated Net Worth stood at Rs. 133911 million and Consolidated Book Value Per Share at Rs. 842.

\*NOTE: Q4 profits for the previous financial year (FY 2015) include the transfer of policyholders' profit to the shareholders' account in respect of BALIC for the full year since such transfer was made annually. For the current financial year (FY 2016), such profits have been transferred quarterly and to that extent the consolidated profits for Q4 are not comparable with Q4 of the previous year.

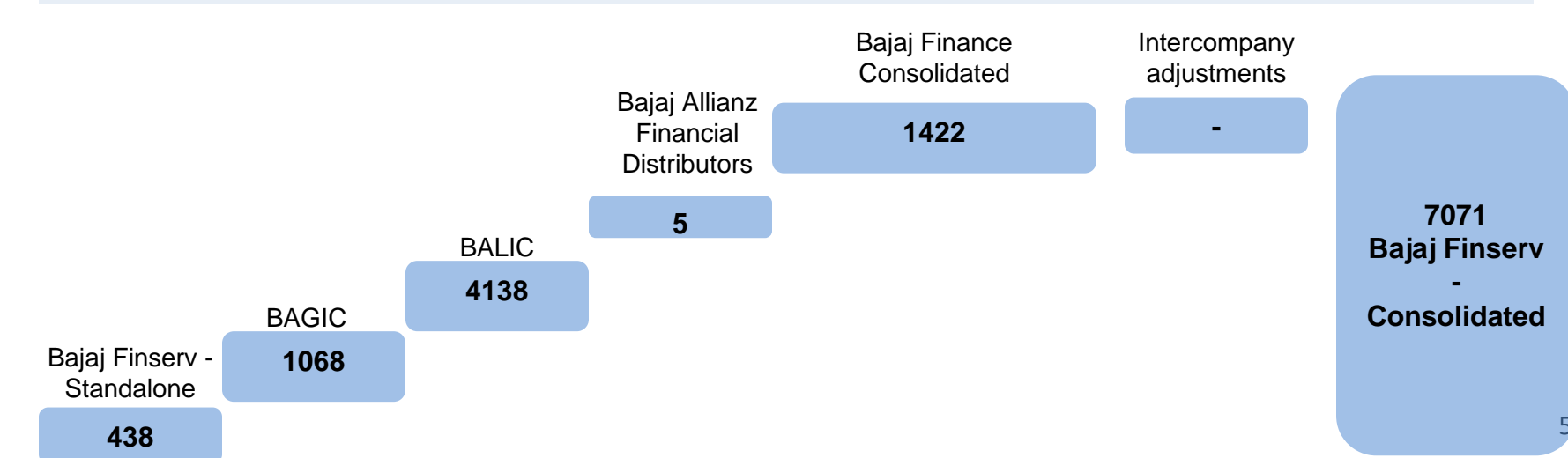
# Consolidated profit components – Q4

All Figures in Rs Million

## Consolidated profit components for Q4 FY2016



## Consolidated profit components for Q4 FY2015

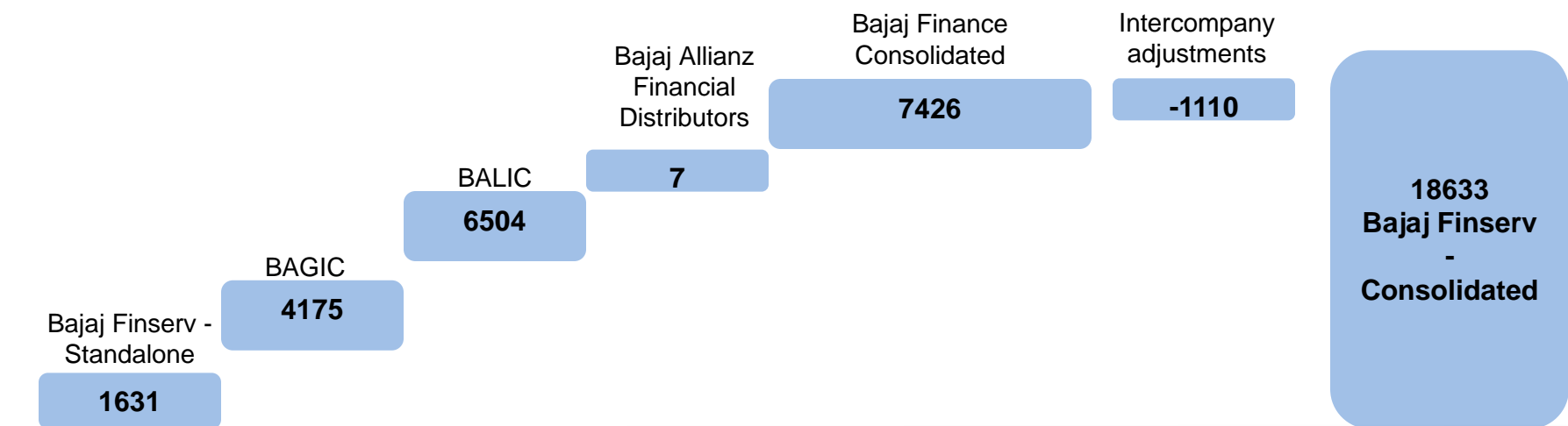


\*Note on Bajaj Finserv's Consolidated Profit: Q4 profits for the previous financial year (FY 2015) include the transfer of policyholders' profit to the shareholders' account in respect of BALIC for the full year since such transfer was made annually. For the current financial year (FY 2016), such profits have been transferred quarterly and to that extent the consolidated profits for Q4 are not comparable with Q4 of the previous year.

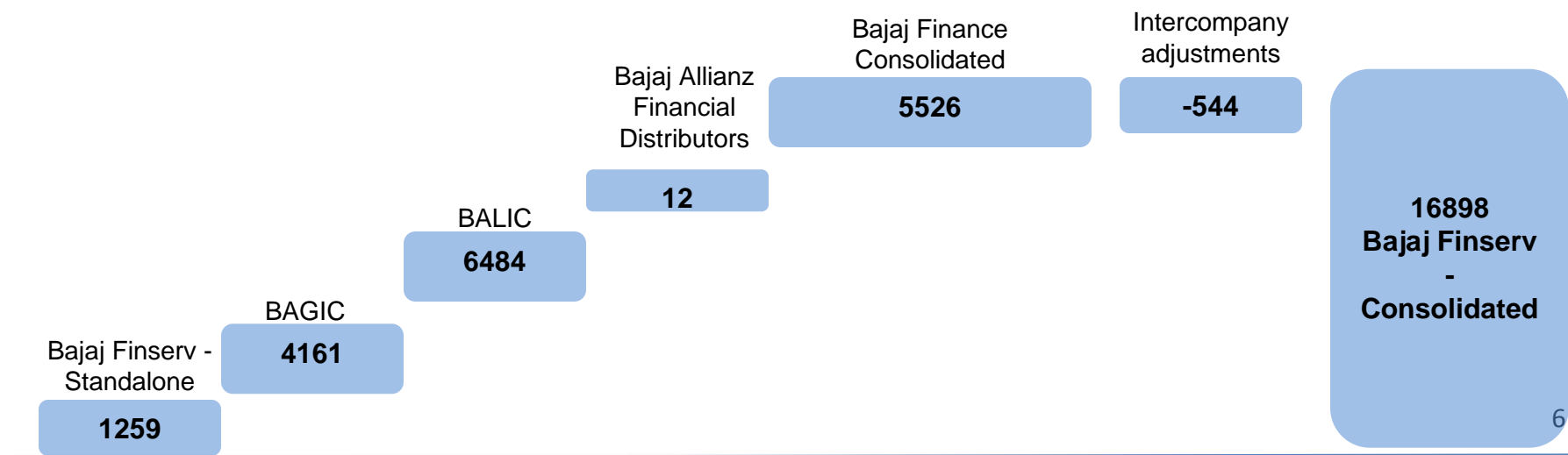
# Consolidated profit components – Full Year

All Figures in Rs Million

## Consolidated profit components for FY2016



## Consolidated profit components for FY2015



# Full Year Highlights



## Consolidated Bajaj Finserv Highlights

All Figures in Rs Million

BAJAJ FINSERV	FY16	FY15	Growth
Gross Revenue	223,636	195,893	14%
Net worth	133,911	109,646	22%
PAT	18,633	16,898	10%

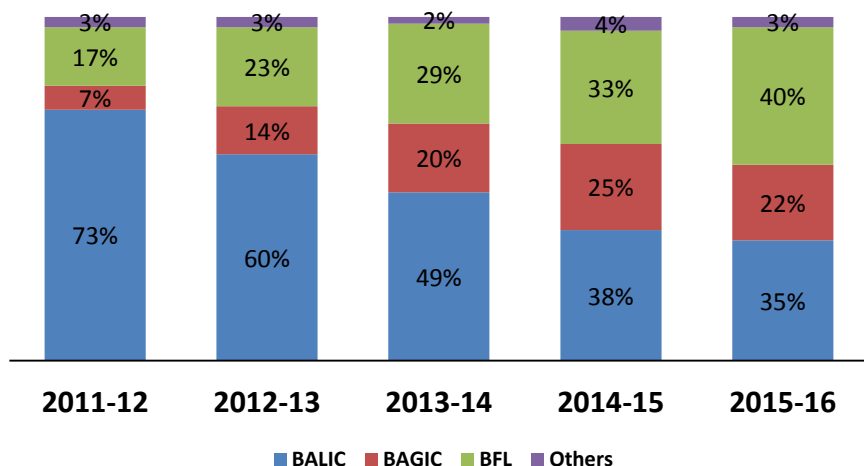
## Group Company Highlights

BALIC	FY16	FY15	Growth
GWP	58,973	60,173	-2%
New Business	28,845	27,021	7%
AUM	441,075	435,538	1%
PAT	8,790	8,762	0.3%

BAGIC	FY16	FY15	Growth
GWP	59,006	53,007	11%
NEP	42,236	38,319	10%
AUM (cash & investments)	92,112	78,588	17%
PAT	5,642	5,623	0.3%

BAJAJ FINANCE #	FY16	FY15	Growth
Book Size	427,558	311,994	37%
Total Income	73,835	54,182	36%
PAT	12,785	8,979	42%

## Consolidated Profit Components \*



\* Others includes Bajaj Finserv Standalone, and all remaining components.

# Standalone





**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

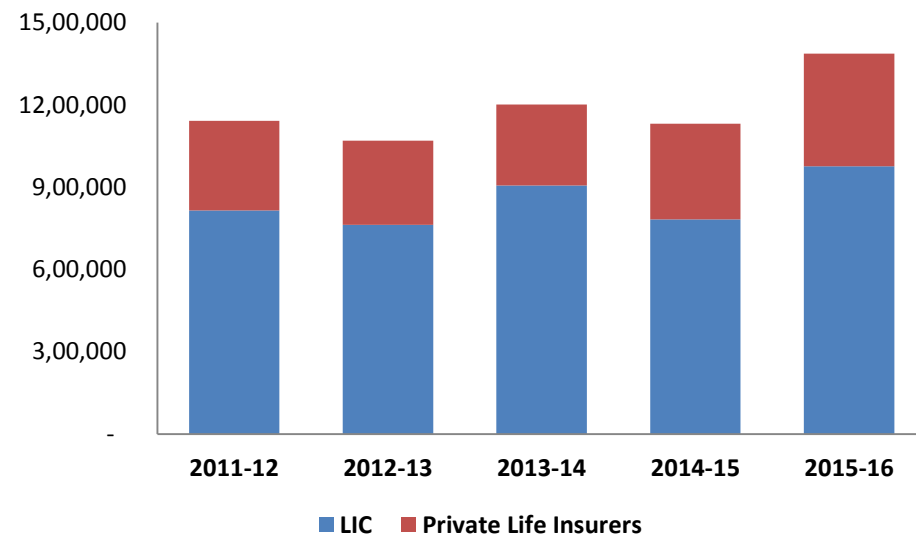
### Sustainable model

- Product mix isn't skewed towards any one product line.
- FY15 13th month persistency at 67.6%.

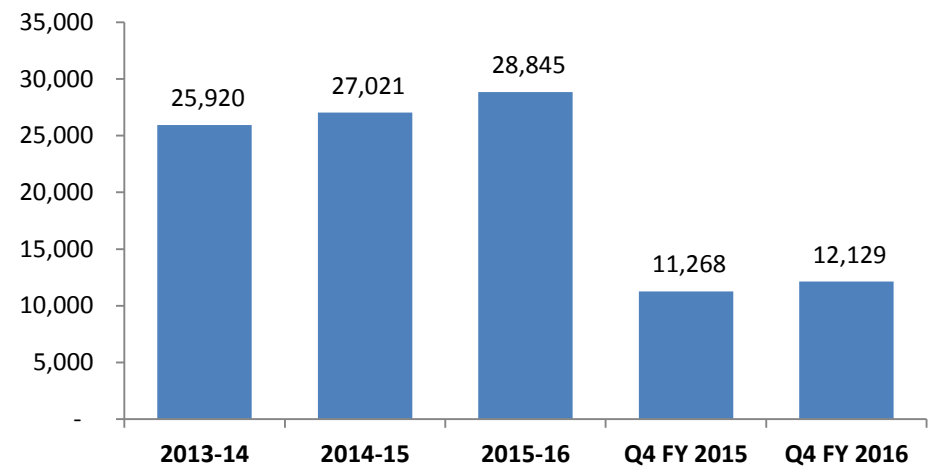
# New business trend

All Figures in Rs Million

## Industry New Business Premium



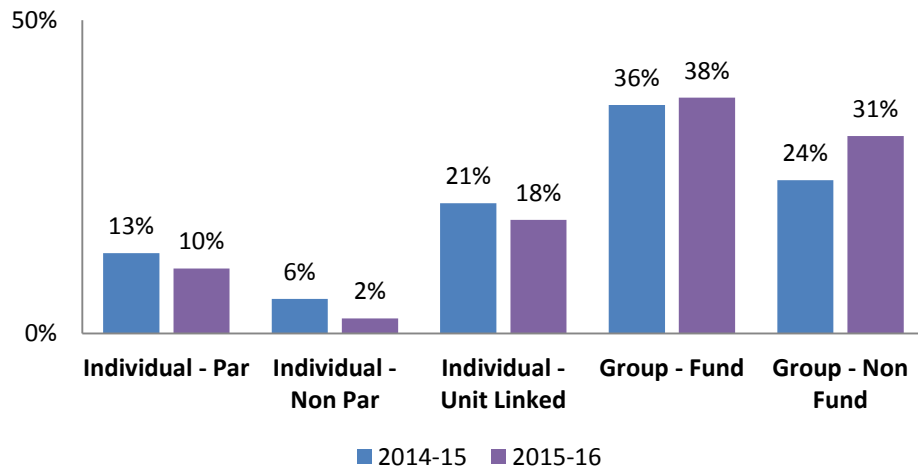
## New Business - BALIC



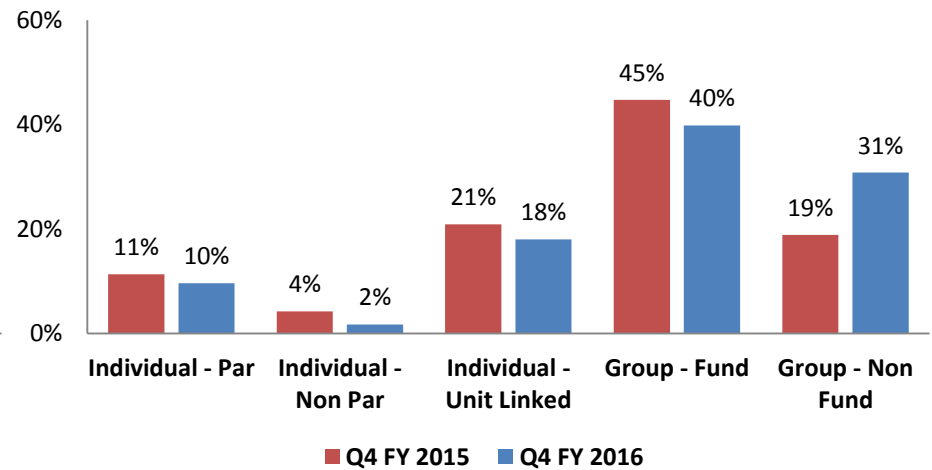
- New business was up 8% in Q4 FY16 over Q4 FY15.

# The product mix is diversified

New Business Premium - Product Mix



New Business Premium - Product Mix

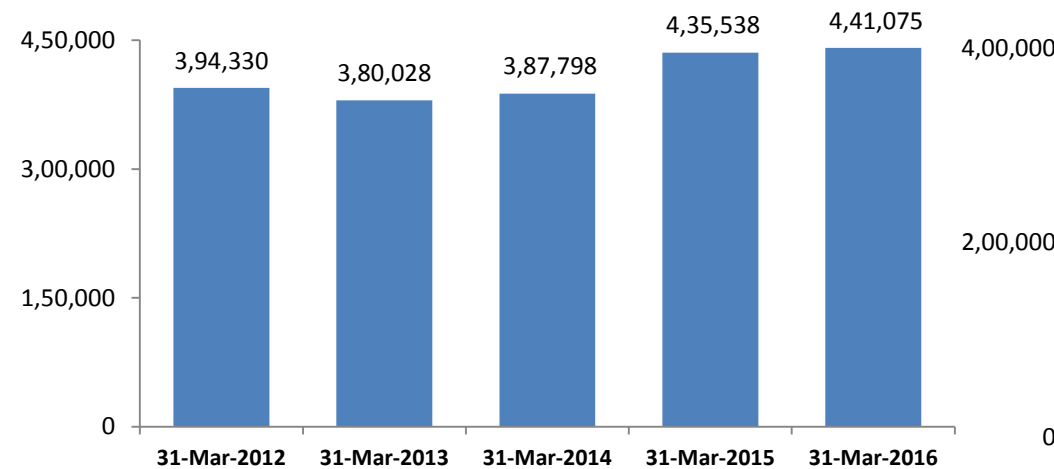


Product mix depicted on percentage basis to new business.

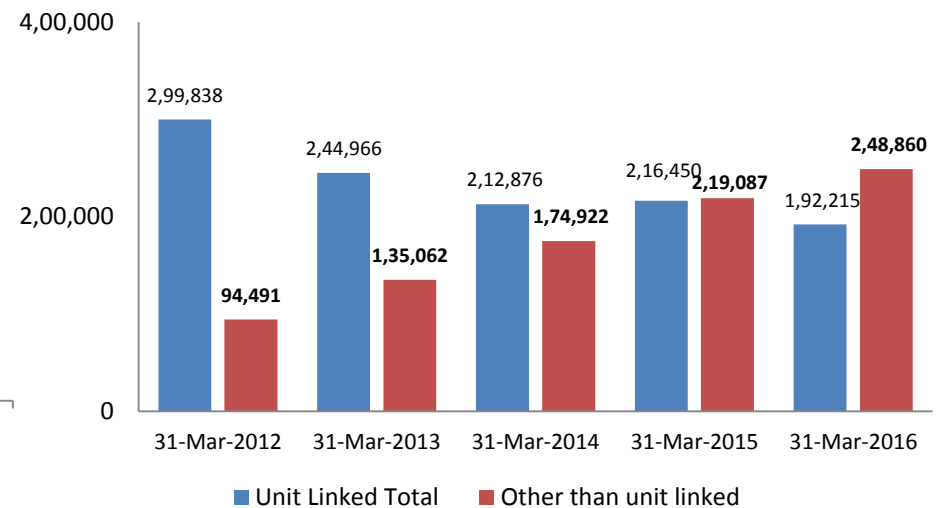
# Assets under management are significant

All Figures in Rs Million

**Assets Under Management**



**Assets Under Management**

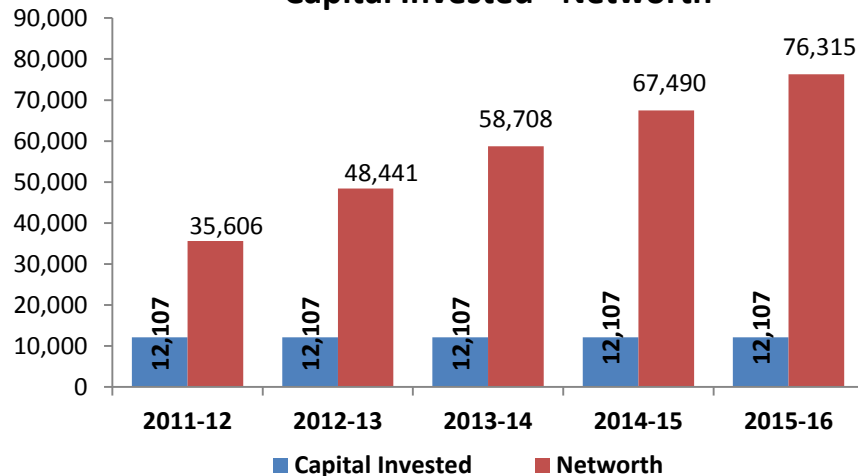


- Equity funds out of the unit linked funds stood at Rs 126,850 Mn as of 31<sup>st</sup> Mar 2016

# Net worth and PAT

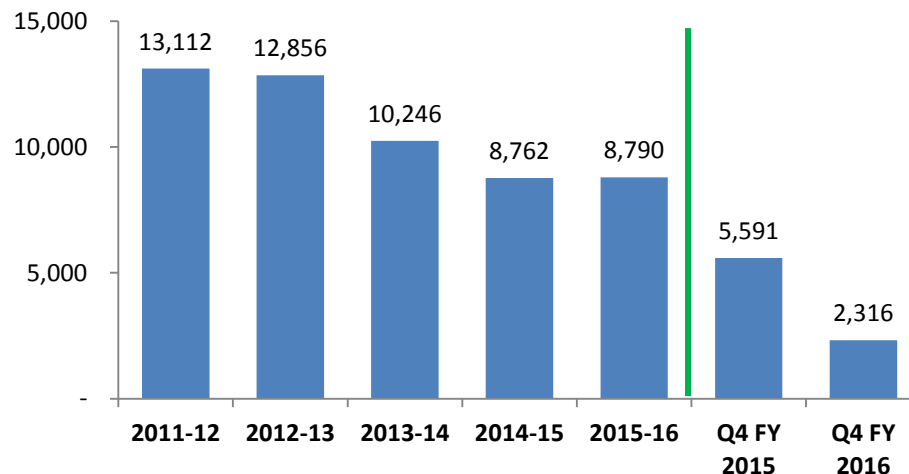
All Figures in Rs Million

**Capital Invested - Network**



BALIC is a capital efficient insurer

**PAT**

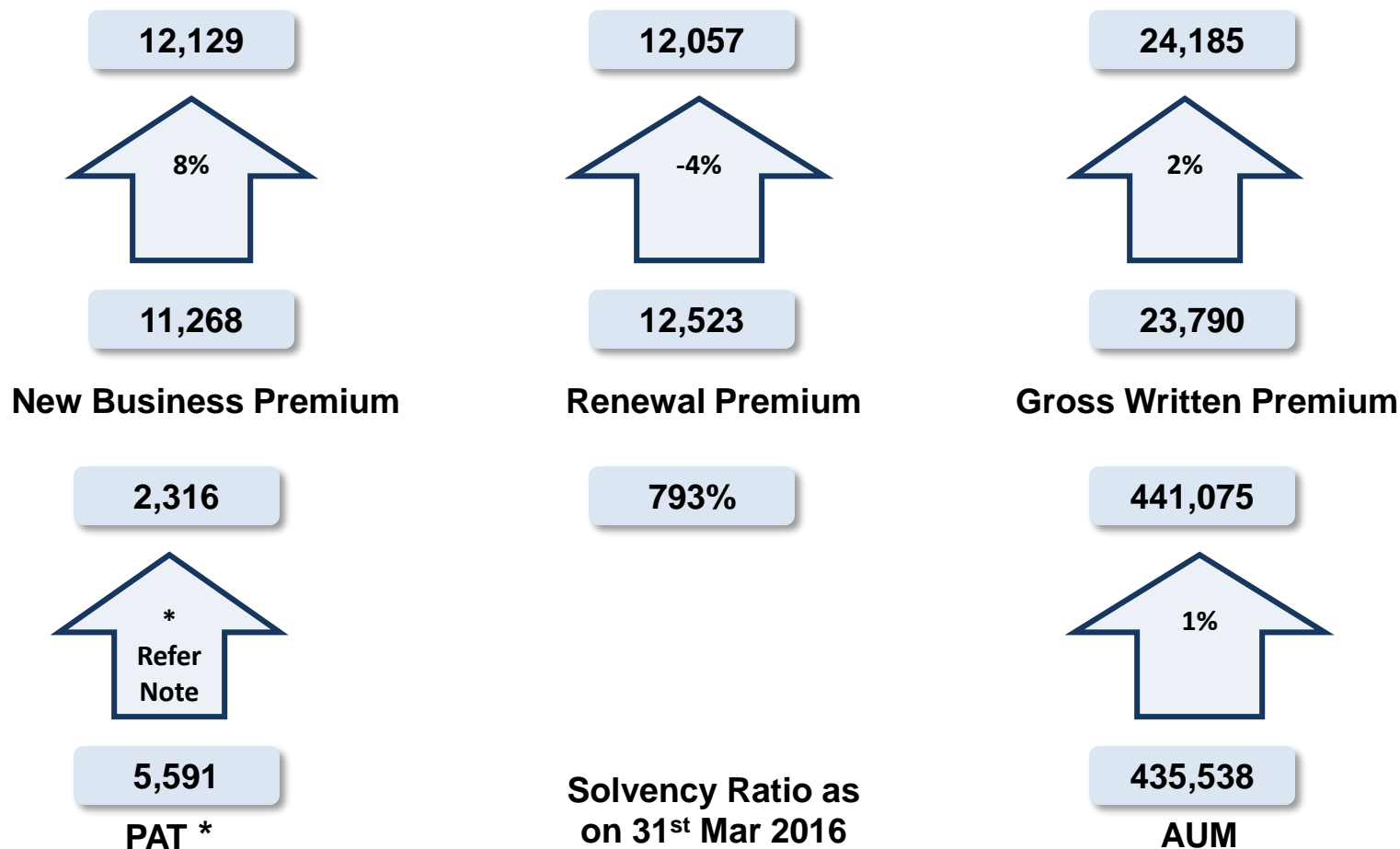


Policyholders surplus for FY16 stood at Rs 3,944 Mn versus Rs 4,283 Mn in FY15.

**Note:** PAT for Q4 FY16 includes an amount of Rs 995 Mn, which represents the transfer of shareholders' share of policyholder surplus arising in the quarter. In the previous years, such profit for the entire year was transferred only at the end of the year (In Q4 FY15, the transfer was Rs 4,879 Mn). As a result Q4 FY15 and Q4 FY16 profit figures are not directly comparable. The figures for the full year FY16 and FY15 would, however, be comparable.

All Figures in Rs Million

## Performance Highlights of Q4 FY2016 over Q4 FY2015



• **Note:** PAT for Q4 FY16 includes an amount of Rs 995 Mn, which represents the transfer of shareholders' share of policyholder surplus arising in the quarter. In the previous years, such profit for the entire year was transferred only at the end of the year (In Q4 FY15, the transfer was Rs 4,879 Mn). As a result Q4 FY15 and Q4 FY16 profit figures are not directly comparable. The figures for the full year FY16 and FY15 would, however, be comparable.

All Figures in Rs Mn

Parameter	FY 15	FY 16
Annualized Premium** (ANP)	9,858	9,656
New Business Value* (NBV)	1,780	1,603
Implied Margins on ANP	18.1%	16.6%
Embedded Value++ (EV)	93,019	98,763

- One-year forward rates derived from the risk free yield curve are used for discounting cash flows. Allowance for risk is provided in computing cash flows for various risks and the cost of risk capital. Investment returns are derived from the risk free yield curve. Currently applicable tax rate of 14.42% is assumed.
- Results not audited or reviewed externally but methodology is in line with APS 10 of the Institute of Actuaries of India.

\* New Business Value represents discounted present value of expected net cash flows from new business written during the year.

\*\*ANP refers to annualised new business written during the year and is calculated by assigning a 10% weight to single premium and 100% weight to regular premium. Group Fund business is included in the definition of ANP.

++On Market consistent basis



# MCEV Movement

Figures in Rs Million



\* PAR business overruns are considered at 100% of overrun. As per regulation, the surplus from PAR business is to be shared between policyholders and shareholders in the ratio of 90:10. Expense over run would have been Rs 1736 Mn if PAR business overruns were to be considered at 10%, being the shareholders' portion thereof. MCEV figures would be unchanged in both cases.

Unwinding is the roll forward of opening figures at Best Estimate rate of interest. It also contains the Best Estimate expected profit transferred from the Value In Force to NAV over the year.



**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.
- FY16 Combined Ratio stood at 99.3%

### Sustained Innovation

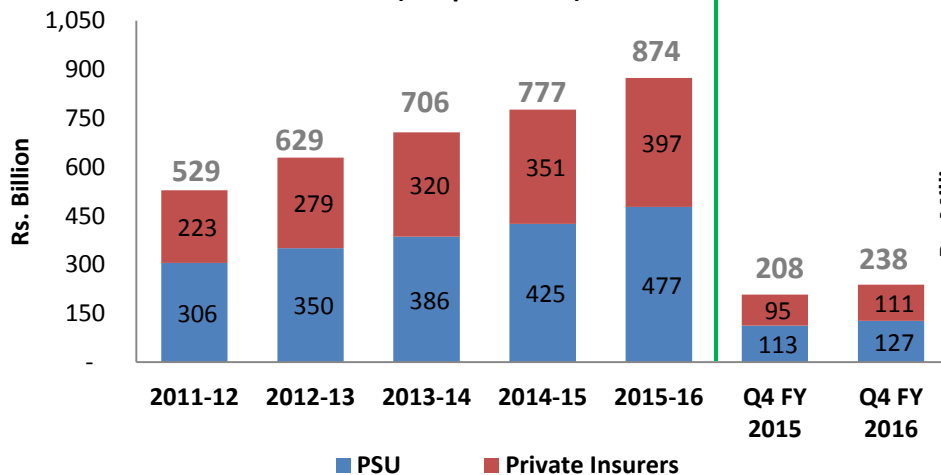
- Early adopter of cash less claims in the industry
- First to have an in house health administration team to handle health insurance claims

### Distribution Depth & Servicing

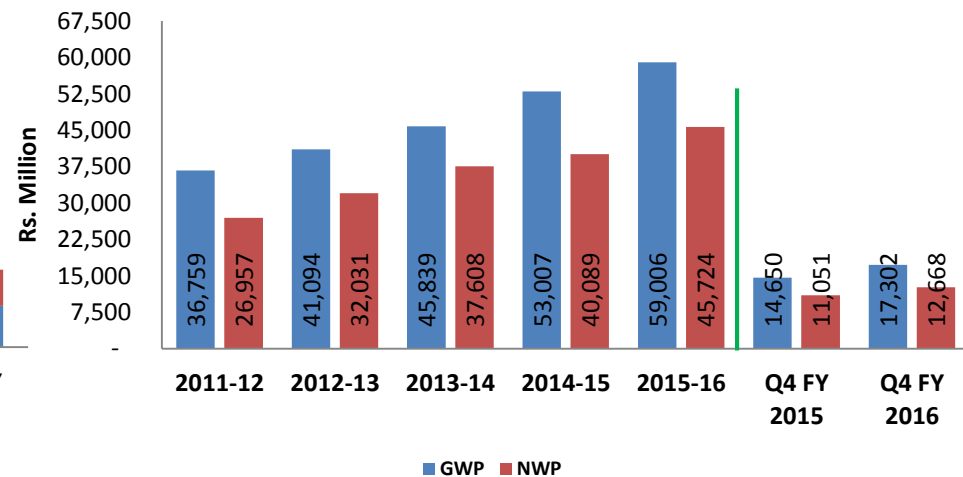
- Multi-channel distribution network consisting of motor dealers, manufacturer tie ups, agency, banca, direct etc. Has a track record of excellence in claims servicing

# BAGIC is the second largest private sector general insurer

**Industry Premium Trends  
(Ex Specialized)**



**BAGIC Premium Trend**

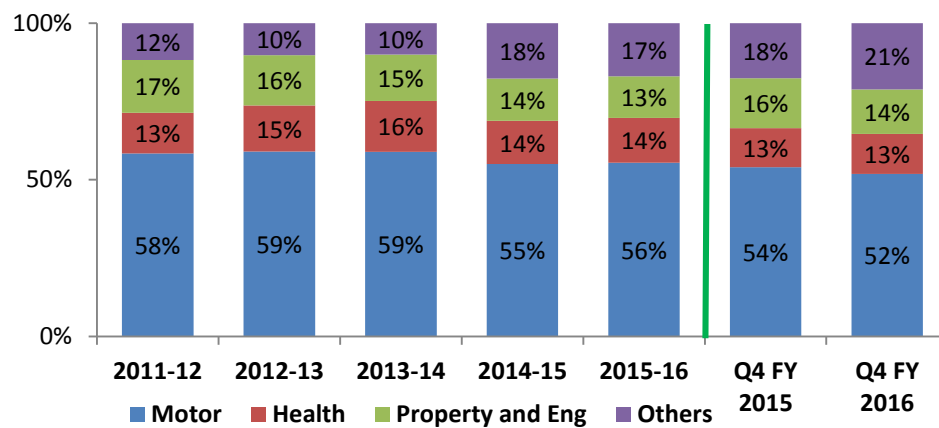


- BAGIC grew GWP in Q4 FY 2016 By 18% compared to corresponding period last year

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

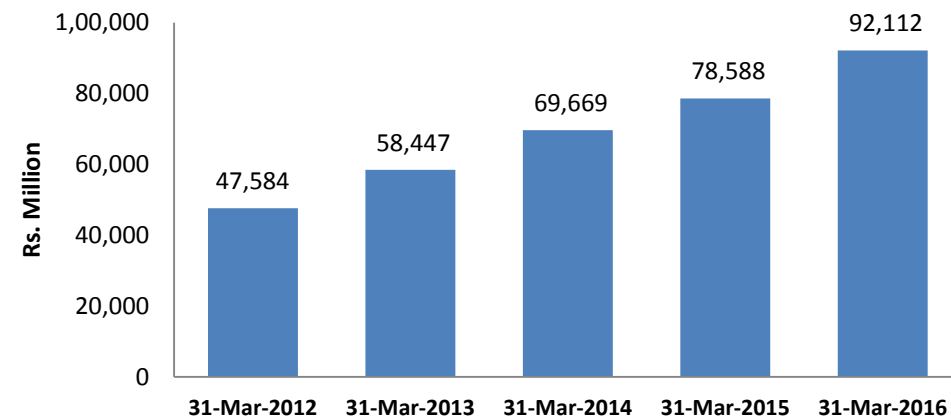
All Figures in Rs Million

**Business Mix**



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

**AUM (cash and investments)**

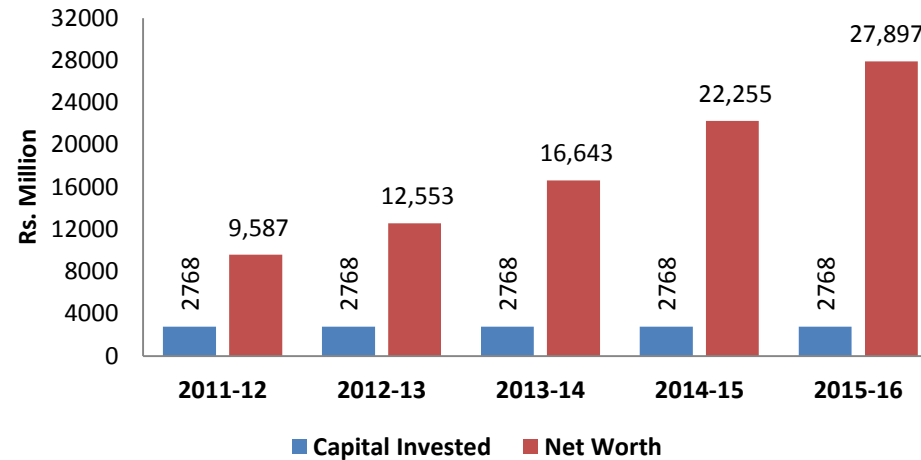


BAGIC continues to grow its AUM strongly. Investments are largely in fixed income securities.

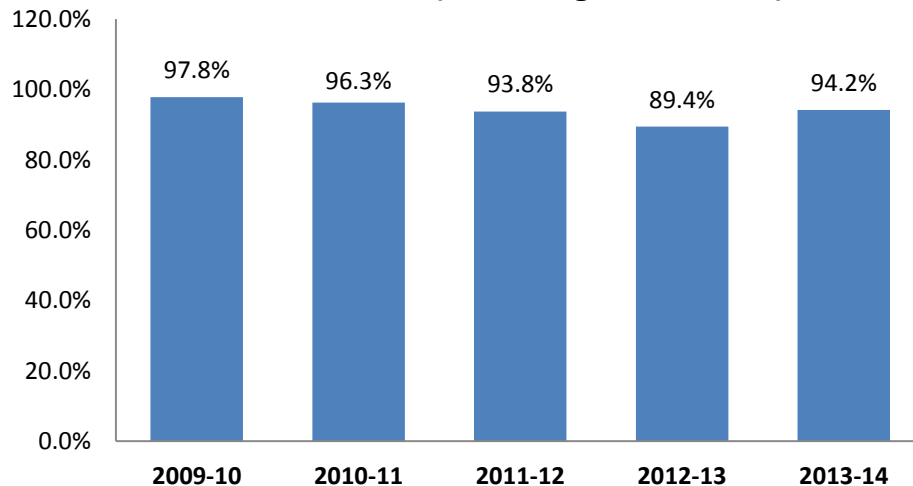
# BAGIC has high capital efficiency coupled with a very good combined ratio

All Figures in Rs Million

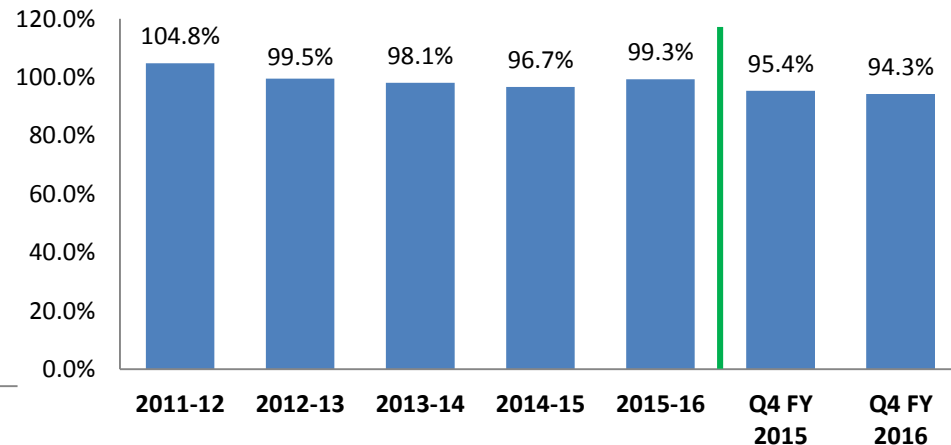
**BAGIC - Capital Invested - Networth**



**Combined Ratios (Excluding Motor Pool)**



**Combined Ratios (Including Pool)**

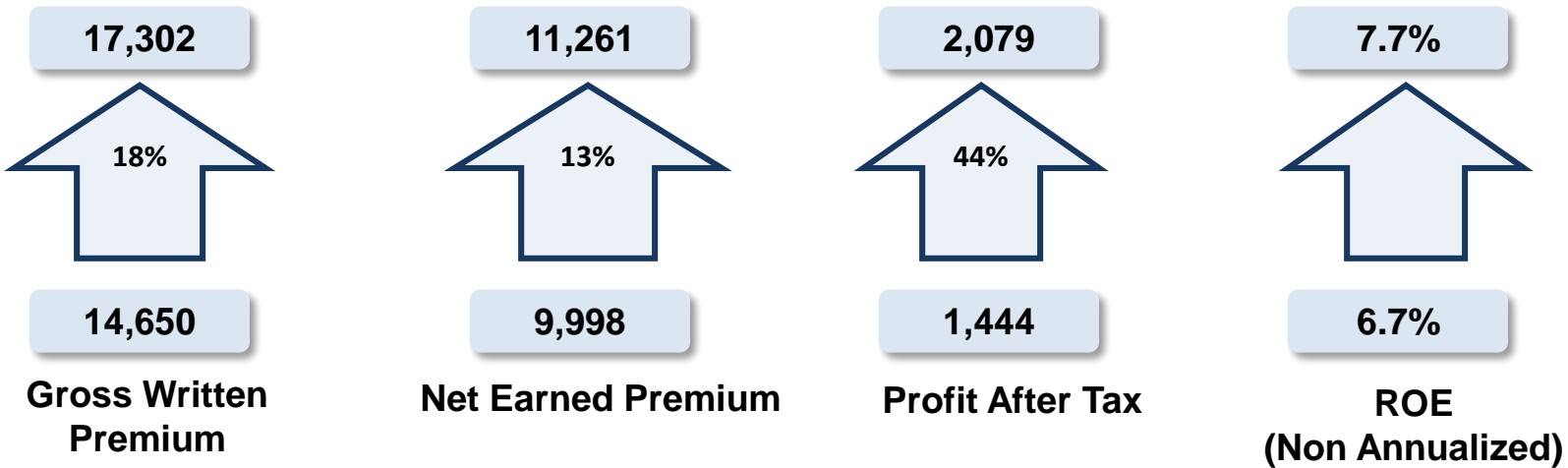


**Note on Combined Ratio:** Combined Ratios are in accordance with the Master Circular on 'Preparation of Financial statements of General Insurance Business' issued by IRDA effective from 1<sup>st</sup> April, 2013. (Net claims incurred divided by Net Earned Premium) + ( Expenses of management including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

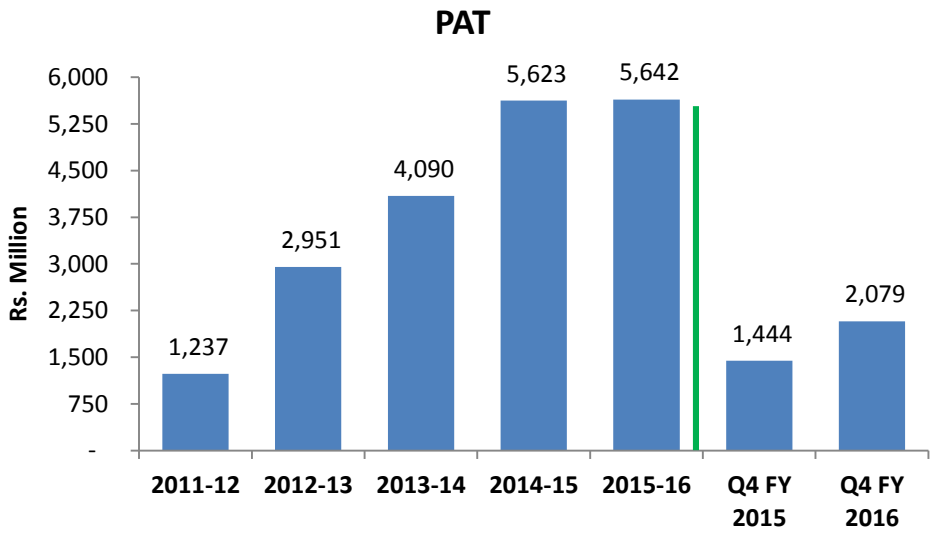
# Bajaj Allianz General performance highlights

All Figures in Rs Million

## Performance Highlights of Q4 FY2016 over Q4 FY2015



Solvency Ratio was 251% as against regulatory requirement of 150% as of 31<sup>st</sup> Mar 2016





**Bajaj Finance Limited #**



## Overview

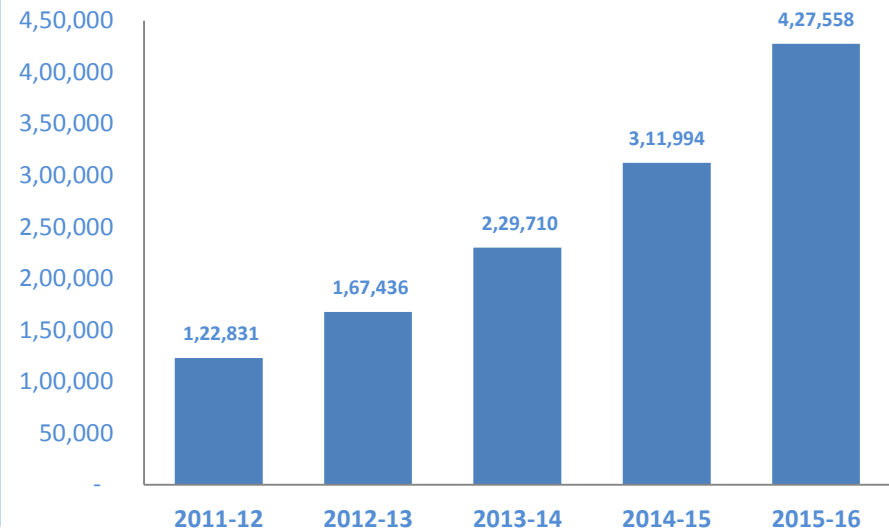
- A non bank with strategy, structure & support model of a bank
- Diversified financial services strategy envisages an optimal mix of risk and profit to deliver a sustainable business model
- The business construct is to deliver a sustainable and superior ROA & ROE in the medium term

## Diversified Lending



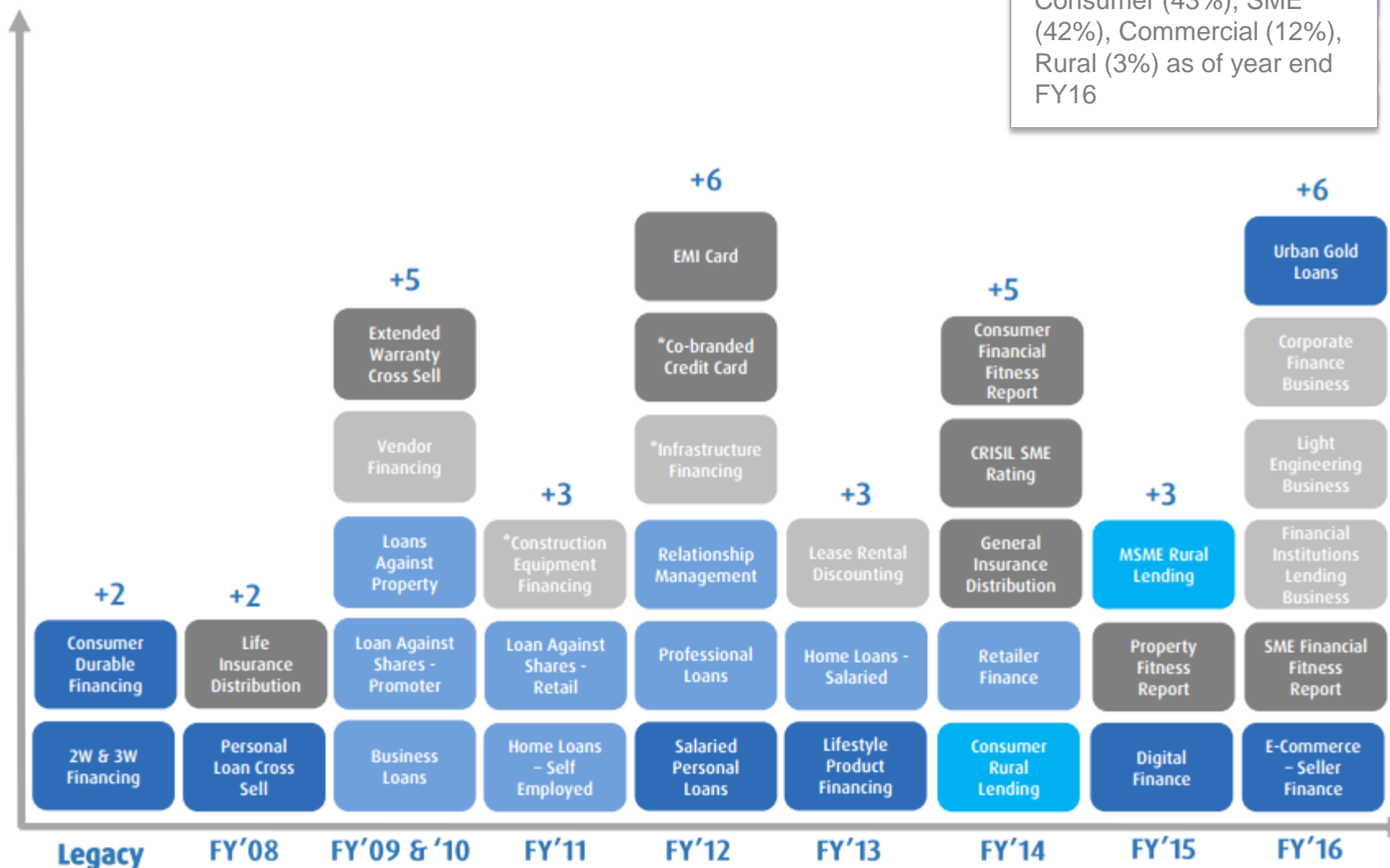
## Sustained Growth

Book Size – Rs Mn



# Bajaj Finance – Business / Product Launch Journey

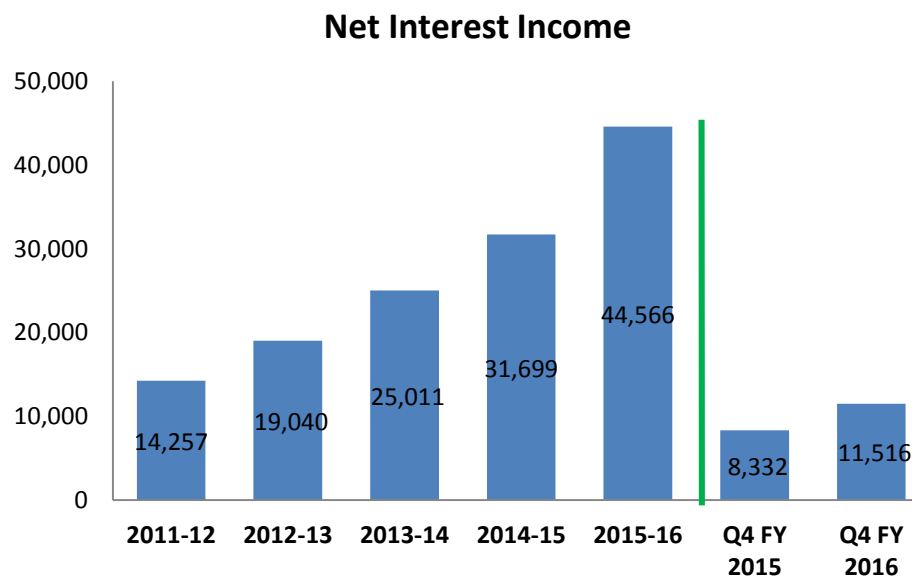
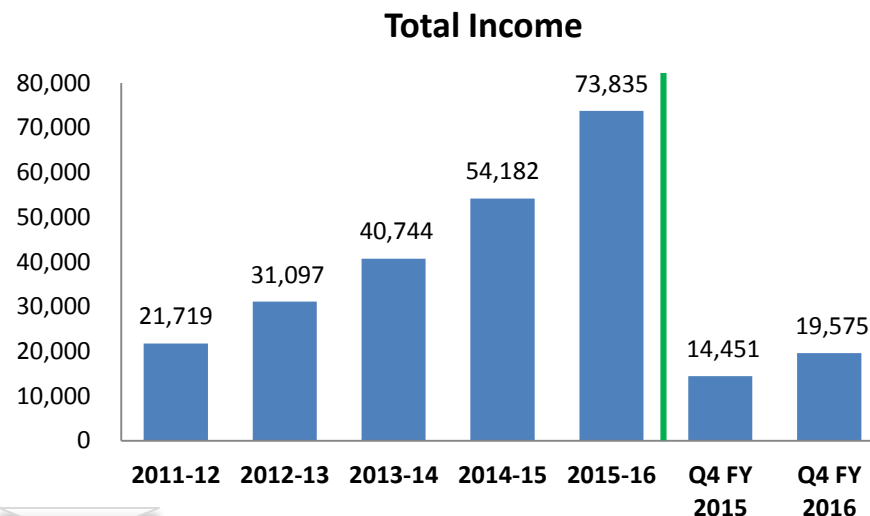
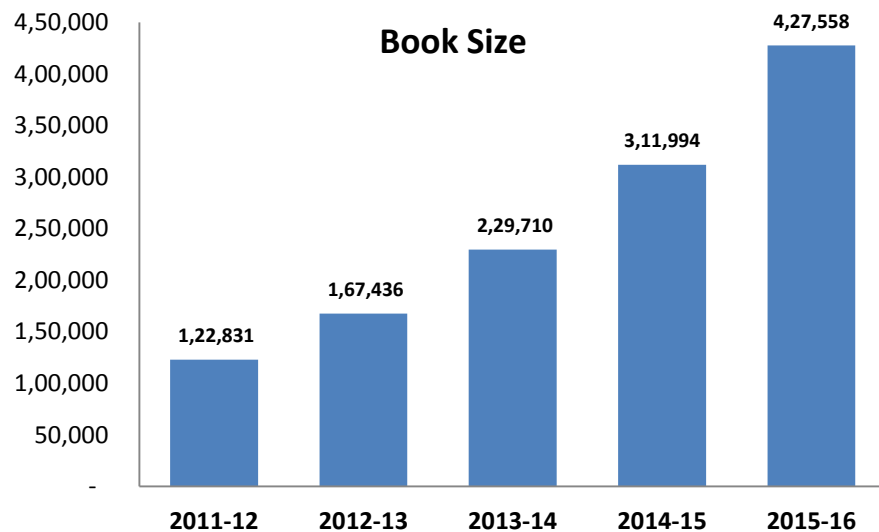
AUM mix:  
Consumer (43%), SME (42%), Commercial (12%), Rural (3%) as of year end FY16



\* Closed

# Bajaj Finance has clocked healthy growth in revenues

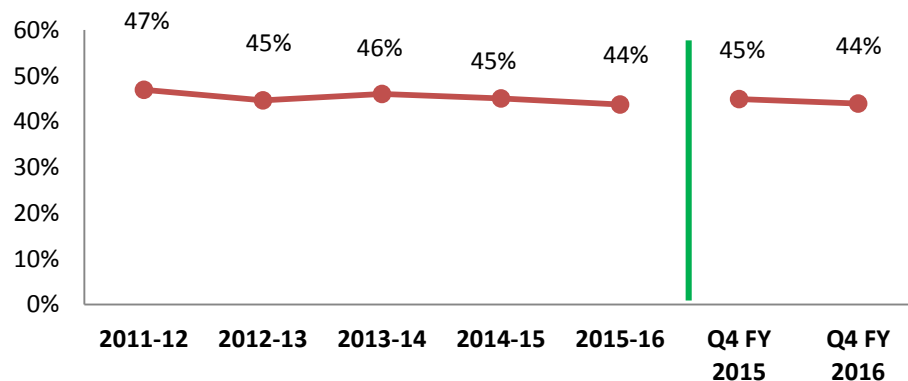
All Figures in Rs Million



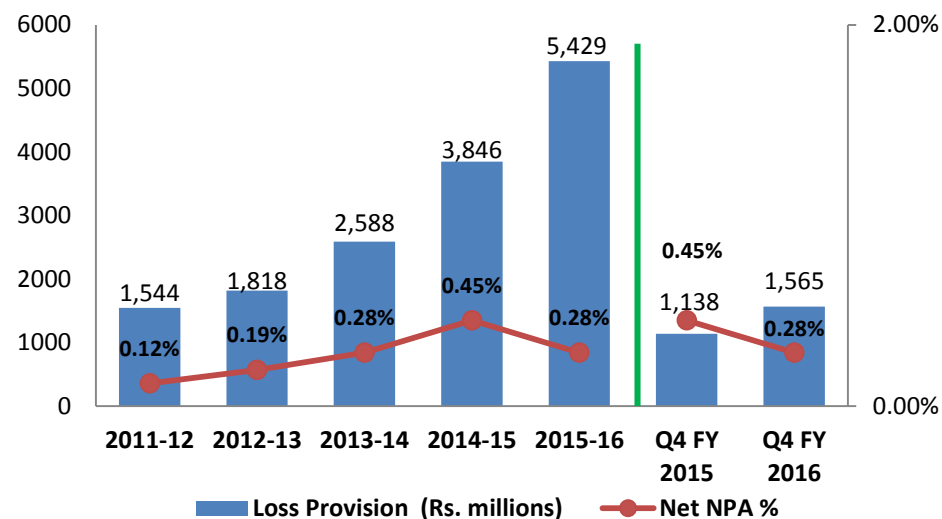
# Quality of assets is good, and operating costs remain under control

All Figures in Rs Million

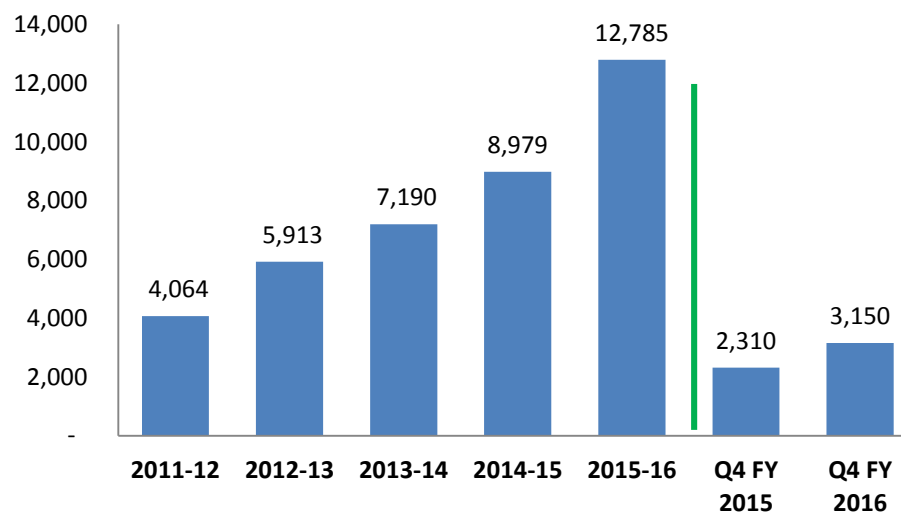
## Operating expenses as a % of NII



## Loss Provision and Net NPA%



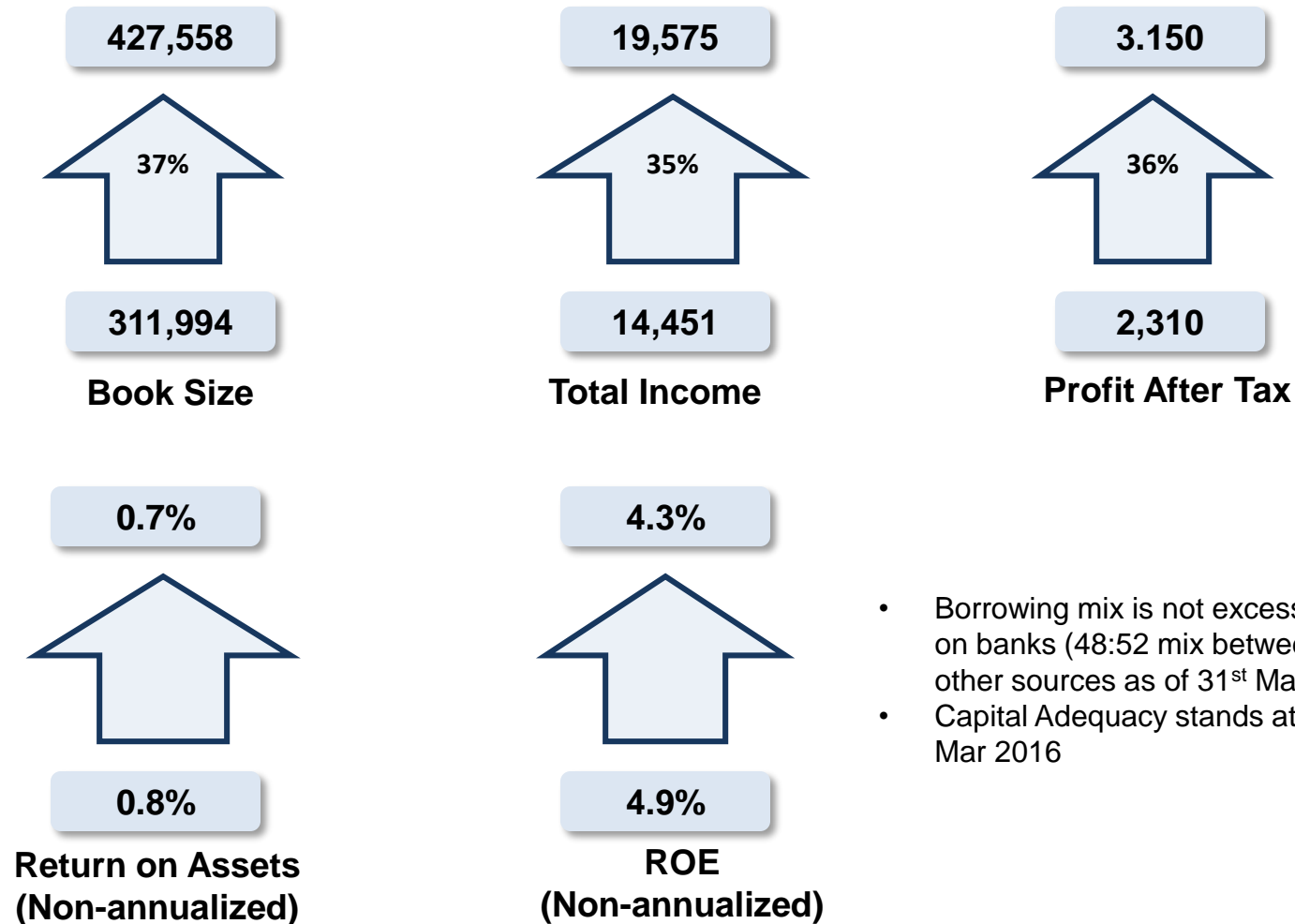
## PAT



# Bajaj Finance performance highlights

All Figures in Rs Million

## Performance Highlights of Q4 FY2016 over Q4 FY2015



- Borrowing mix is not excessively dependent on banks (48:52 mix between banks and other sources as of 31<sup>st</sup> Mar 2016).
- Capital Adequacy stands at 19.5% as of 31<sup>st</sup> Mar 2016

**Thank You**