

BAJAJ FINANCE LIMITED

SEC/BM/2018/57

1 February 2018

The Manager, BSE Limited DCS - CRD Phiroze Jeejeebhoy Towers Dalal Street, <u>Mumbai - 400 001</u>	The Manager, Listing Department National Stock Exchange of India Ltd. Exchange Plaza, C-1. Block G, Bandra - Kurla Complex, Bandra (East) <u>Mumbai - 400 051</u>
Scrip Code: 500034	Scrip Code: BAJFINANCE – EQ

Dear Sir / Madam,

Sub: Investor Presentation for the quarter ended 31 December 2017

Please find enclosed herewith Investor presentation for the quarter ended 31 December 2017.

Thanking you,

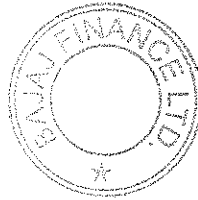
Yours faithfully,

For **BAJAJ FINANCE LIMITED**



ANANT DAMLE

COMPANY SECRETARY



Encl.: As above





BAJAJ FINANCE LIMITED

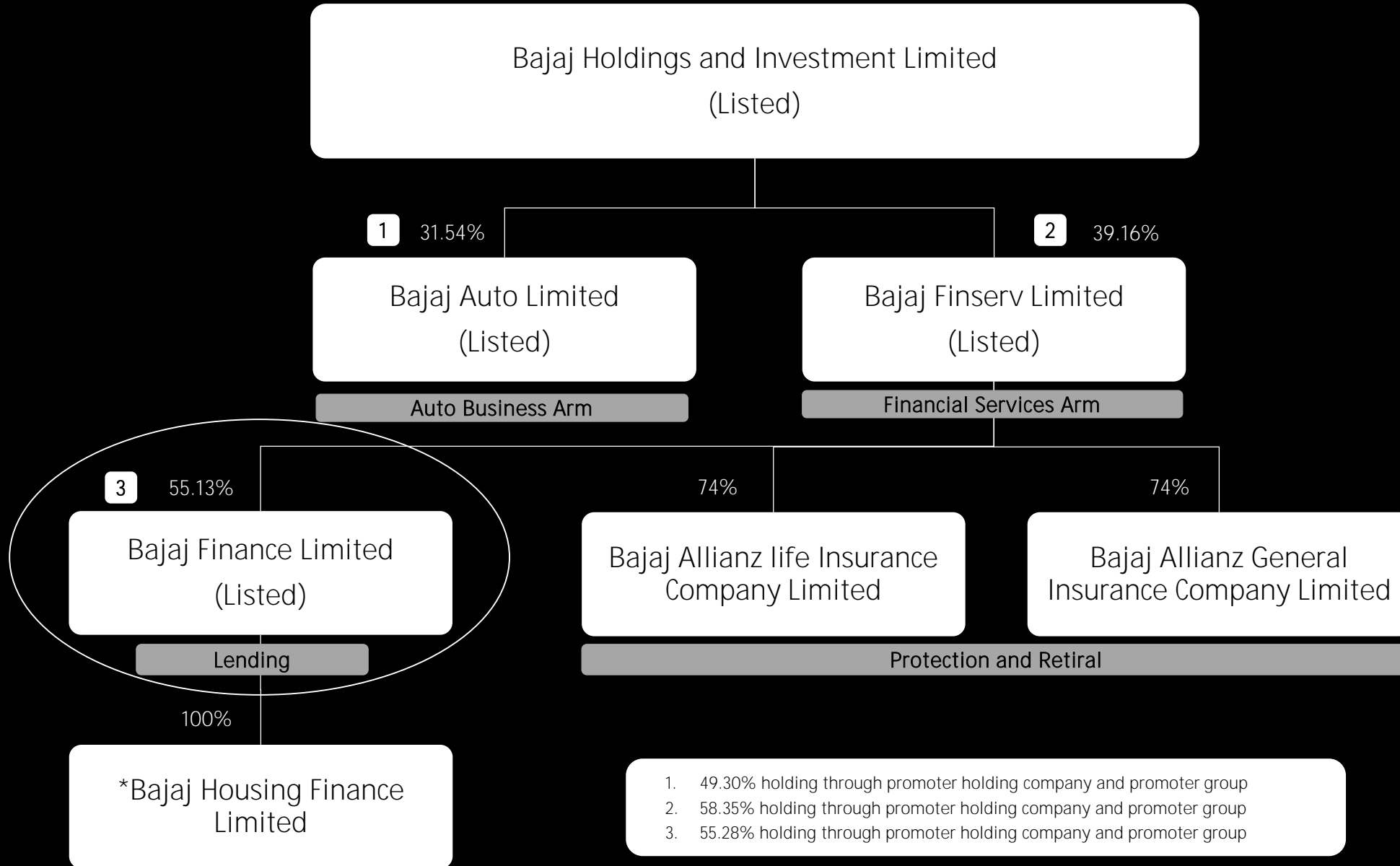
Q3 FY18 Investor Presentation

1 February 2018

PRESENTATION PATH

• Bajaj group structure	3
• Bajaj Finserv group - Executive summary	4
• What do we stand for	5
• Key strategic differentiators	6
• Bajaj Finance – Shareholder profile	7
• Financial snapshot	8
• Bajaj Finance Limited product suite	9
• Executive summary	10
• Key performance highlights for Q3 FY18	12
• Non financial commentary	13
• Business Segment wise AUM	14
• Customer franchise	15
• Strong distribution reach	16
• Financial statement summary	17
• Financial performance trends Q3 FY18	18
• Credit quality – Portfolio composition	21
• Credit quality – Provisioning coverage	24
• Disclaimer	25
• Annexures	27

BAJAJ GROUP STRUCTURE



- 1. 49.30% holding through promoter holding company and promoter group
- 2. 58.35% holding through promoter holding company and promoter group
- 3. 55.28% holding through promoter holding company and promoter group

Above shareholding is as of 31 December 2017
 *W.e.f Nov 2014 . Bajaj Housing Finance Limited has a 100% subsidiary named Bajaj Financial Securities Limited which does not have any operations

“Non bank with strategy & structure of a bank”

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

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

“Business construct to deliver a sustainable ROA of 3% and ROE of 18-20% in the medium term”

“Focused on continuous innovation to transform customer experience to create growth opportunities...”

KEY STRATEGIC DIFFERENTIATORS

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

Overall franchise of 24.81 MM and Cross sell client base of 14.37 MM

Strong focus on cross selling assets, insurance and wealth products to existing customer

Centre of Excellence for each business vertical to bring efficiencies across businesses and improve cross sell opportunity

Diversified lending strategy

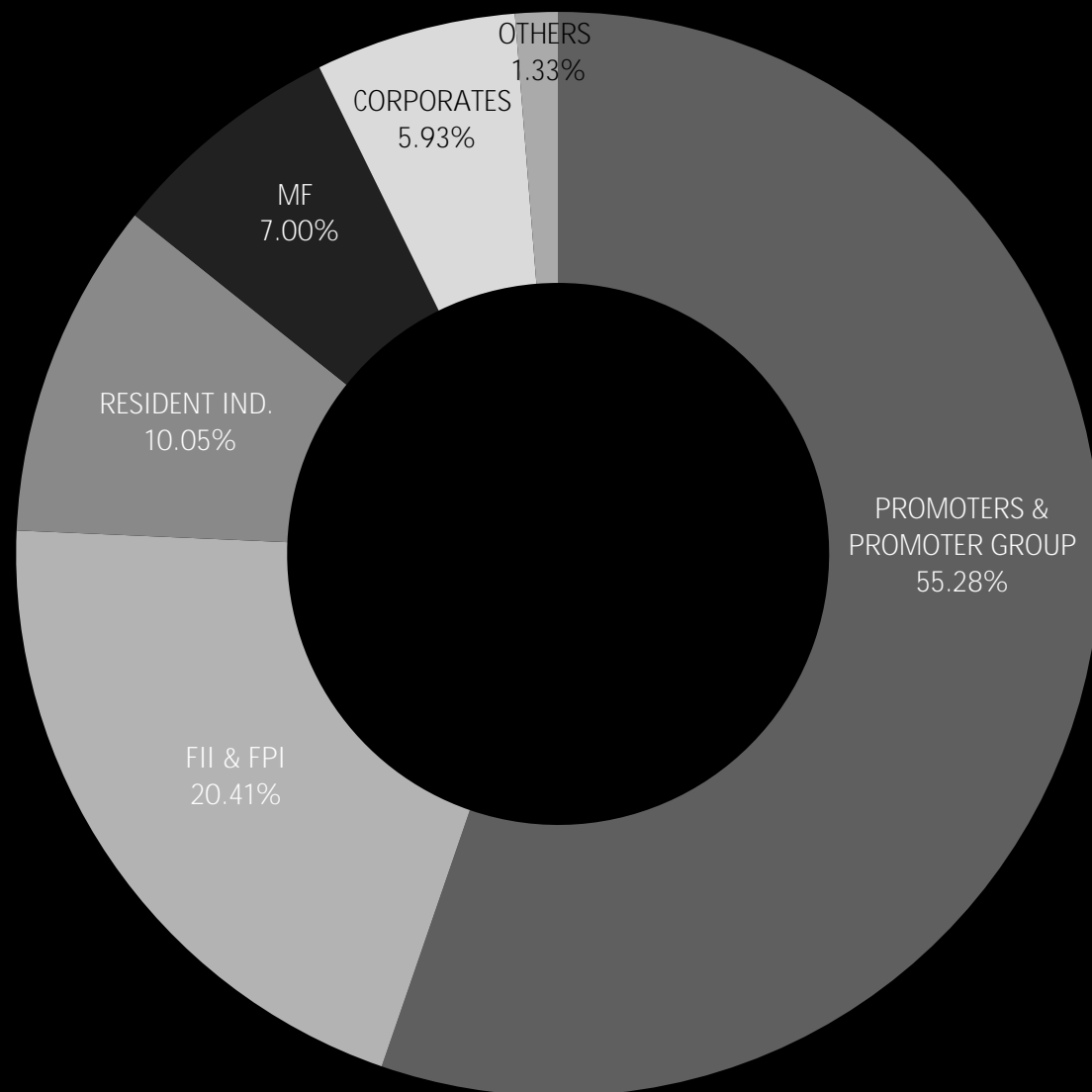
Consolidated AUM mix for Consumer : SME : Commercial : Rural stood at 47.9% : 31.5% : 13.5% : 7.1%

Highly agile & highly innovative

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

Deep investment in technology and analytics

Has helped establish a highly metricised company and manage risk & controllership effectively



Top 20 investors & their holdings

S.No	Name of Shareholder	As on 31 Mar'17	As on 30 Sep'17	As on 31 Dec'17
1	BAJAJ FINSERV LTD	57.80%	55.13%	55.13%
2	GOVERNMENT OF SINGAPORE	2.56%	3.99%	3.94%
3	MAHARASHTRA SCOOTERS	3.45%	3.29%	3.29%
4	SMALLCAP WORLD FUND, INC	1.11%	1.06%	1.06%
5	NEW HORIZON OPPORTUNITIES MASTER FUND	0.89%	0.84%	0.81%
6	AXIS LONG TERM EQUITY FUND	0.82%	0.69%	0.69%
7	NOMURA INDIA INVESTMENT MOTHER FUND	-	0.37%	0.57%
8	NEW WORLD FUND	0.55%	0.61%	0.56%
9	STEADVIEW CAPITAL MAURITIUS LTD.	0.39%	0.44%	0.52%
10	VANGUARD EMERGING MARKETS STOCK INDEX FUND	0.49%	0.50%	0.50%
11	MOTILAL OSWAL FOCUSSED MULTICAP 35 FUND	0.43%	0.47%	0.42%
12	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	0.36%	0.36%	0.41%
13	ADITYA BIRLA SUNLIFE TRUSTEE PVT. LTD.	0.34%	0.46%	0.39%
14	ISHARES INDIA INDEX MAURITIUS COMPANY	0.36%	0.34%	0.33%
15	GOLDMAN SACHS INDIA LTD.	0.39%	0.32%	0.32%
16	BNY MELLON TRUST AND DEPOSITARY LTD.	0.19%	0.27%	0.31%
17	SBI ETF NIFTY	-	-	0.29%
18	UTI EQUITY FUND	-	-	0.29%
19	KOTAK SELECT FOCUS FUND	0.29%	0.28%	0.28%
20	BFL EMPLOYEE WELFARE TRUST	0.56%	0.31%	0.28%

FINANCIAL SNAPSHOT

₹ in Crs

Financials snapshot	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	YoY FY16 – FY17	CAGR (10 years)
Assets under management	2,478	2,539	4,032	7,573	13,107	17,517	24,061	32,410	44,229	60,194	36%	43%
Income from operations	503	599	916	1,406	2,172	3,110	4,073	5,418	7,333	9,989	36%	39%
Interest expenses	170	164	201	371	746	1,206	1,573	2,248	2,927	3,803	30%	41%
Net Interest Income (NII)	332	435	715	1,035	1,426	1,904	2,500	3,170	4,406	6,186	40%	38%
Operating Expenses	193	220	320	460	670	850	1,151	1,428	1,898	2,564	35%	33%
Loan Losses & Provision	109	164	261	205	154	182	258	385	543	804	48%	25%
Profit before tax	30	51	134	370	602	872	1,091	1,357	1,965	2,818	43%	66%
Profit after tax	21	34	89	247	406	591	719	898	1,279	1,837	44%	65%

Ratios	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Opex to NII	58.1%	50.6%	44.8%	44.4%	47.0%	44.6%	46.0%	45.0%	43.1%	41.4%
Return on assets	0.9%	1.4%	2.8%	4.4%	4.2%	4.1%	3.6%	3.3%	3.5%	3.7%
Return on equity	2.0%	3.2%	8.0%	19.7%	24.0%	21.9%	19.5%	20.4%	20.9%	21.6%
Earning per share (Basic) - ^	0.56	0.93	2.42	6.75	11.08	13.57	14.48	17.99	24.23	34.01
Net NPA	7.05%	5.50%	2.20%	0.80%	0.12%	0.19%	0.28%	0.45%	*0.28%	**0.44%
NPA provisioning coverage	29%	32%	55%	79%	89%	83%	76%	71%	77%	74%

As per the RBI regulations, NBFCs were required to transition to 5 months overdue by March 2016 and 4 months overdue by March 2017. Hence NPA numbers are not comparable

*The net NPA & provisioning coverage numbers for FY16 are at 5 months overdue while the same for previous years are at 6 months overdue

**The net NPA & provisioning coverage numbers for FY17 are at 4 months overdue

^ EPS numbers adjusted for bonus and split

BAJAJ FINANCE LIMITED PRODUCT SUITE

Consumer	SME	Commercial	Rural	Deposits	Partnerships & Services
<ul style="list-style-type: none"> • Consumer Durable Loans • Digital Product Loans ⁽¹⁾ • Lifestyle Product Loans • EMI Cards • EMI cards - Retail Spend Financing • 2-Wheeler & 3-Wheeler Loans • Personal Loan Cross-Sell • Salaried Personal Loans ⁽¹⁾ • Salaried Home Loans ^{(1) *} • E-Commerce - Consumer Finance • Retailer Finance • Loan against property to Salaried * • Urban Gold Loans 	<ul style="list-style-type: none"> • Unsecured Working Capital Loans ⁽¹⁾ • Loans to Professionals ⁽¹⁾ • Loan Against Property * • Home Loans to Self Employed * • Lease Rental Discounting • SME Cross-Sell (SE-Magnus) • Developer Finance * 	<ul style="list-style-type: none"> • Securities Lending • Large Value Lease Rental Discounting • Vendor Financing • Financial Institutions Lending • Light Engineering Lending • Corporate Finance Loans • Warehouse Financing 	<ul style="list-style-type: none"> • Consumer Durable Loans • Digital Product Loans • Personal Loans Cross Sell • Salaried Personal Loans • Gold Loans • Unsecured Working Capital Loans • Loans to Professionals • Loans Against Property * • Home Loans * 	<ul style="list-style-type: none"> • Retail Term Deposits • Corporate Term Deposits 	<ul style="list-style-type: none"> • Life Insurance Distribution • General Insurance Distribution • Co-Branded Credit Card • Co-Branded Wallet • Financial Fitness Report

(1) Also available through digital channels

* Hosted in Bajaj Housing Finance Ltd.

- Bajaj Finance
- 30 year old non bank with a demonstrated track record of profitability
 - Focused on Consumer, Rural, SME & Commercial lines of businesses
 - Consolidated AUM mix for Consumer : SME : Commercial : Rural stood at 47.9% : 31.5% : 13.5 : 7.1%
 - Strategic business unit organization design supported by horizontal common utility functions to drive domain expertise, scalability and operating leverage
 - Strategy is to focus on cross sell, customer experience and product & process innovations to create a differentiated & profitable business model
 - The company has ₹ 77,970 Crs of consolidated Assets Under Management with net NPA of 0.53% (3 months overdue) and a capital adequacy of 24.84% as of 31 Dec 2017. The company in Q3 FY18 has delivered a post tax profit of ₹ 767 Crs which is a 38% growth at an ROA* of 1.1% and ROE* of 5.0%

-
- Consumer business
- **Two wheeler financing business contributed to 46% of Bajaj Auto's domestic two wheeler sales in Q3 FY18 and disbursed 214K accounts. Three wheeler financing business contributed to 31% of Bajaj Auto's three wheeler sales in Q3 FY18 and disbursed 34K accounts**
 - Present in 529 locations with 46,000+ active distribution point of sale
 - Largest consumer electronics, digital products & furniture lender in India
 - Amongst the largest personal loan lenders in India
 - EMI Card franchise crossed 11.4 MM cards (CIF)
 - Bajaj Finance Limited and RBL Bank co-branded credit card CIF stood at 255 K as of 31 Dec 2017
 - Amongst the largest new loans acquirers in India (4.53 MM in Q3 FY18)

-
- Rural business
- Highly diversified lender in the rural locations offering 9 loan products in consumer and RSME business categories with a unique hub and spoke business model
 - Geographic presence across 588 towns and villages with retail presence across 7,200+ stores

EXECUTIVE SUMMARY

SME Business	<ul style="list-style-type: none">• Focused on affluent SMEs with an average annual sales of ₹ 10-12 Crores with established financials & demonstrated borrowing track records• Offer a range of working capital & growth capital products and mortgage (Loan against property, Lease Rental Discounting & Home Loans) products to SME & self employed professionals• Offer full range of growth & working capital lending products to professionals (doctors, CAs & engineers)• Dedicated SME Relationship Management strategy to provide wide range of cross sell products to SME franchise
Commercial business	<ul style="list-style-type: none">• Offer wholesale lending products covering short, medium and long term needs of Auto component & Light Engineering companies and Financial institutions in India• Offer a range of structured products collateralized by marketable securities or mortgage
Treasury	<ul style="list-style-type: none">• Strategy is to create a balanced mix of wholesale and retail borrowings• The company's standalone borrowings stood at ₹ 57,901 Crs with a mix of 32 : 57 : 11 between banks, money markets and deposits as of 31 Dec 2017
Credit Quality	<ul style="list-style-type: none">• Gross NPA and Net NPA as of 31 Dec 2017 stood at 1.67% and 0.53% respectively. The comparable Gross & Net NPA on 4 months overdue stood at 1.43% & 0.41% respectively as against 1.47% & 0.39% respectively as of 31 Dec 2016• Provisioning coverage ratio stood at 68% as of 31 Dec 2017.
Credit Rating	<p>Bajaj Finance Limited</p> <ul style="list-style-type: none">• Credit rating for Long Term Debt Program is AAA/Stable by CRISIL, ICRA, CARE & India Ratings• Credit rating for Short Term Debt Program is A1+ by CRISIL, ICRA & India Ratings• Credit rating for FD program is FAAA/Stable by CRISIL & MAAA (Stable) by ICRA <p>Bajaj Housing Finance Limited</p> <ul style="list-style-type: none">• Credit rating for Long Term Debt Program is AAA/Stable by CRISIL & India Ratings• Credit rating for Short Term Debt Program is A1+ by CRISIL & India Ratings

KEY PERFORMANCE HIGHLIGHTS FOR Q3 FY18

- Customer franchise as of 31 Dec 2017 ↑ 29% to 24.81 MM from 19.18 MM as of 31 Dec 2016. During the quarter, the company acquired 1.81 MM new customers
- New loans booked during Q3 FY18 ↑ 58% to 4,535,818 from 2,879,595 in Q3 FY17. New loans booked during 9M FY18 has crossed 10 million in numbers
- AUM as of 31 Dec 2017 was ↑33% to ₹ 76,384 crore from ₹ 57,605 crore as of 31 Dec 2016

Bajaj Housing Finance Limited (BHFL), a 100% subsidiary of Bajaj Finance, which started its operations in July 2017 has become fully operational in the current quarter. Its AUM as of 31 Dec 2017 stood at ₹ 1,586 crore

Consolidated AUM of Bajaj Finance as of 31 Dec 2017 was ↑35% to ₹ 77,970 crore from ₹ 57,605 crore as of 31 Dec 2016

- Net Interest income for Q3 FY18 ↑38% to ₹ 2,372 crore from ₹1,720 crore in Q3 FY17
- Loan losses and provisions for Q3 FY18 ↑ 40% were ₹247 crore as against ₹176 crore in Q3 FY17
- Profit after tax for Q3 FY18 ↑ 38% to ₹767 crore from ₹556 crore in Q3 FY17
- Return on Assets and Return on Equity for Q3 FY18 were 1.1% (not annualized) and 5.0% (not annualized) respectively
- Gross NPA and Net NPA as of 31 Dec 2017 stood at 1.67% and 0.53% respectively. The provisioning coverage ratio stood at 68% as of 31 Dec 2017. The Company continues to provide for loan losses in excess of RBI requirements.

As required by RBI guidelines, the Company has moved its NPA recognition policy from 4 months overdue to 3 months overdue in this financial year. The comparable Gross and Net NPA at 4 months overdue stood at 1.43% and 0.41% respectively as against 1.47% and 0.39% respectively as of 31 Dec 2016.

- Capital adequacy ratio (including Tier-II capital) as of 31 Dec 2017 stood at 24.84%. The Tier-I capital stood at 19.60%.
- Deposit book stood at ₹ 6,458 crore as of 31 Dec 2017 – **at 11% of BFL's overall borrowings book.**

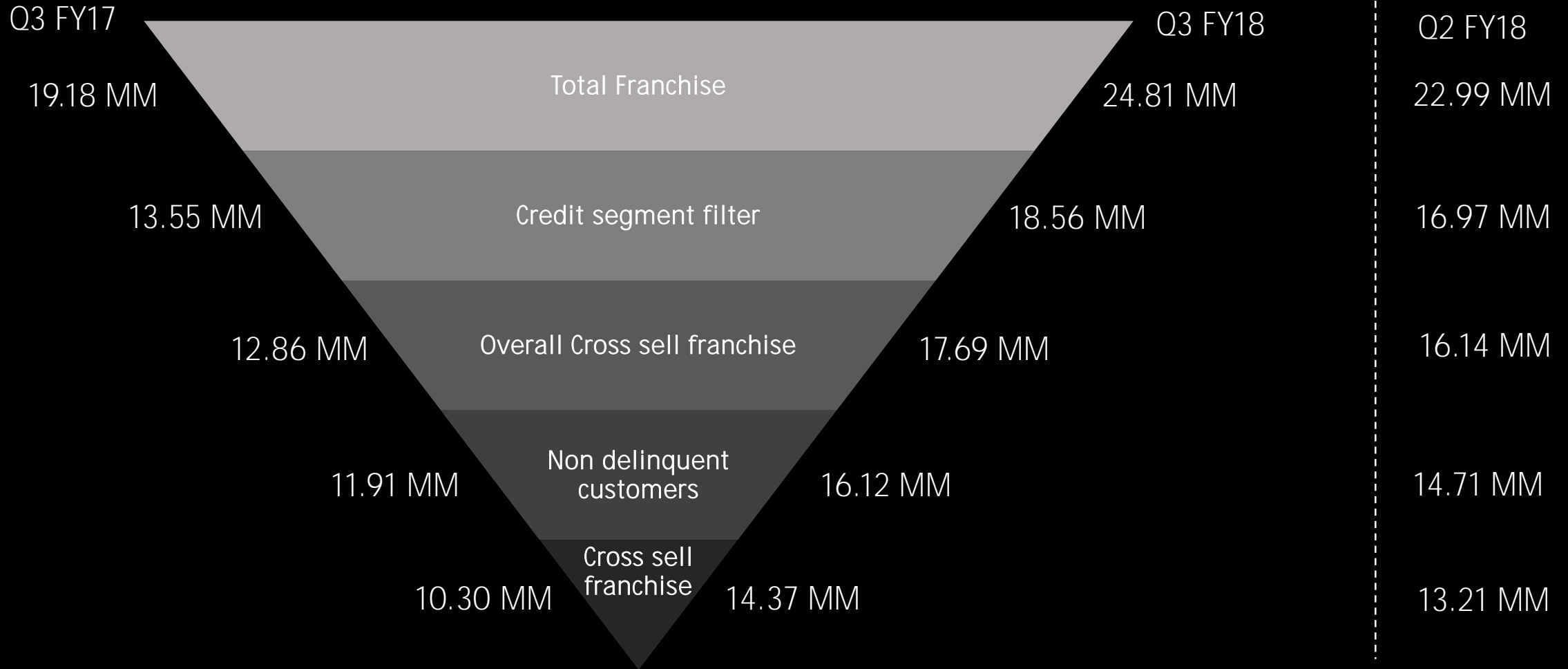
- Plan to book all incremental mortgage assets in Bajaj Housing Finance Limited by March 2018
- New leadership team from within Bajaj Finance Limited has been identified for Bajaj Housing Finance Limited
- Mortgage and Payments business to be key drivers of growth in the next few years. Expect these businesses to grow faster than Bajaj Finance Limited growth rates over the next few years
- New category expansion, geographic expansion and rural business expansion to drive growth in near and medium term for **B2B Sales Financing businesses**
- Geographic expansion to continue at 15-20% annual growth rate
- Management of costs (Opex to NIM) to mitigate margin compression. Company has invested deeply over the last 18 months and is well invested in talent and technology to drive growth and operating leverage in medium term, while delivering better Opex to NIM
- Company has managed its ALM well and in the event of interest rates hardening, company is well placed from a P&L standpoint to manage its impact
- Portfolio quality is at its record best in the current fiscal, except some pressures in self employed mortgages (LAP & SEHL)

BUSINESS SEGMENT WISE AUM

₹ crore

Assets Under Management	As of 31 Dec 2017			BFL Consolidated as of 31 Dec 2016	Growth
	BFL Standalone	BHFL Standalone	BFL Consolidated		
Consumer B2B Businesses	17,136	-	17,136	13,714	25%
Consumer B2C Businesses	18,943	1,303	20,246	13,284	52%
SME Businesses	24,259	283	24,542	21,079	16%
Commercial Businesses	10,549	-	10,549	6,954	52%
Rural Business	5,497	-	5,497	2,575	113%
Total	76,384	1,586	77,970	57,605	35%
Mortgages	21,109	1,586	22,695	18,751	21%

CUSTOMER FRANCHISE



New to Bajaj Finance Customers



Growing customer cross sell franchise by 25-30% every year...

STRONG DISTRIBUTION REACH

Geographic presence				
Business Line	31 Mar 2015	31 Mar 2016	31 Mar 2017	31 Dec 2017
Urban	161	262	377	529
Rural	232	397	538	588
Of which Rural Lending branches	50	105	177	219
Of which Rural Lending franchisees	182	292	361	369
Total Bajaj Finance presence	393	659	915	1,117

Active distribution – point of sale				
Distribution Network	31 Mar 2015	31 Mar 2016	31 Mar 2017	31 Dec 2017
Consumer durable stores – Urban	7,000+	9,400+	14,000+	14,000+
Consumer durable stores – Rural	1,500+	3,200+	5,500+	7,200+
Digital product stores	2,650+	5,200+	5,900+	10,700+
Lifestyle retail stores	1,150+	3,200+	3,900+	5,600+
EMI card – retail spends stores	-	-	5,600+	10,300+
Bajaj Auto dealers, sub-dealerships and authorised service centres	3,000+	3,000+	3,200+	3,800+
Rural Authorized Sales & Services Centres	-	-	-	270+
Direct Sales Agents	700+	800+	1,500+	1,700+
Overall active distribution network	16,000+	24,800+	39,600+	53,500+

FINANCIAL STATEMENT SUMMARY



₹ in crore

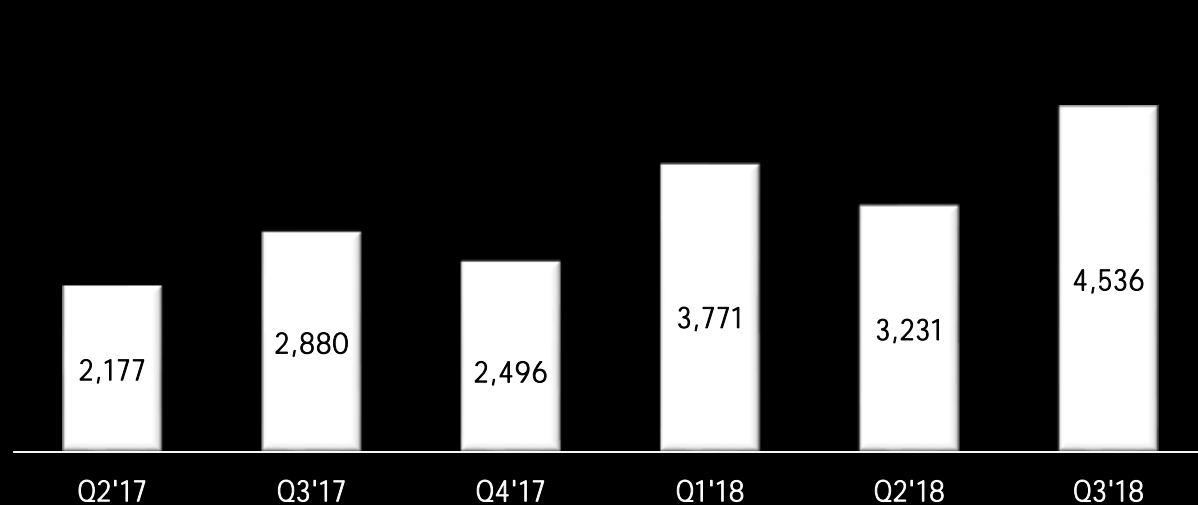
Financials snapshot	Q3 FY18	Q3 FY17	YoY	9M'18	9M'17	YoY	FY17
Assets under management (AUM)	76,384	57,605	33%	76,384	57,605	33%	60,194
Assets under management (Consol.)	77,970	57,605	35%	77,970	57,605	35%	60,194
Total Interest & fee Income	3,543	2,700	31%	9,772	7,319	34%	9,989
Interest expenses	1,171	980	19%	3,393	2,820	20%	3,803
Net Interest Income (NII)	2,372	1,720	38%	6,379	4,499	42%	6,186
Operating Expenses	949	694	37%	2,666	1,854	44%	2,564
Loan Losses & Provision	247	176	40%	756	517	46%	804
Profit before tax	1,176	850	38%	2,957	2,128	39%	2,818
Income tax	409	294	39%	1,031	741	39%	981
Profit after tax	767	556	38%	1,926	1,387	39%	1,837
Ratios	Q3 FY18	Q3 FY17		9M'18	9M'17		FY17
Total Opex to NII	40.0%	40.3%		41.8%	41.2%		41.4%
Total Opex to Total Income	26.8%	25.7%		27.3%	25.3%		25.7%
Loan loss to AUF*	0.3%	0.3%		1.0%	0.9%		1.4%
Return on Average AUF*	1.1%	1.1%		3.0%	2.9%		3.7%
Earning per share - Basic (Rs.) *	13.3	10.3		34.5	25.8		34.0
Return on Average Equity *	5.0%	6.4%		15.2%	16.7%		21.6%

* Not annualized

FINANCIAL PERFORMANCE TRENDS – Q3 FY18

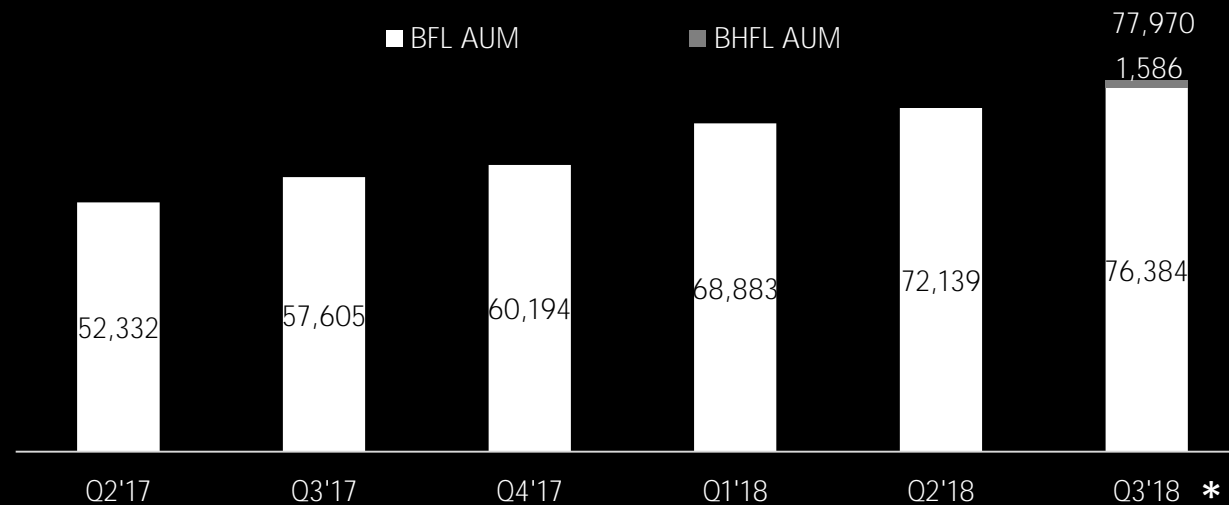
of Loans Disbursed ('000)

↑ 58% YoY



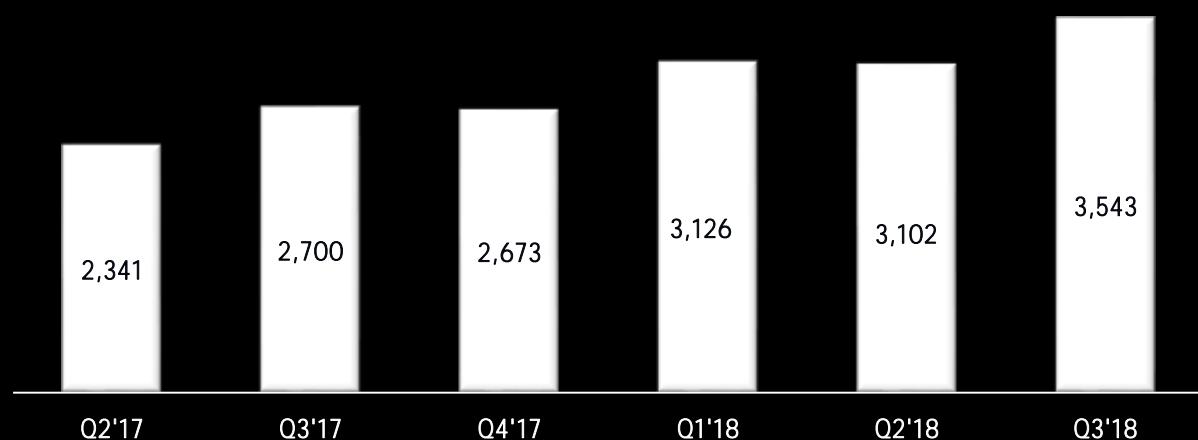
AUM (₹ crore) * Consolidated for Q3 FY18

↑ 35% YoY



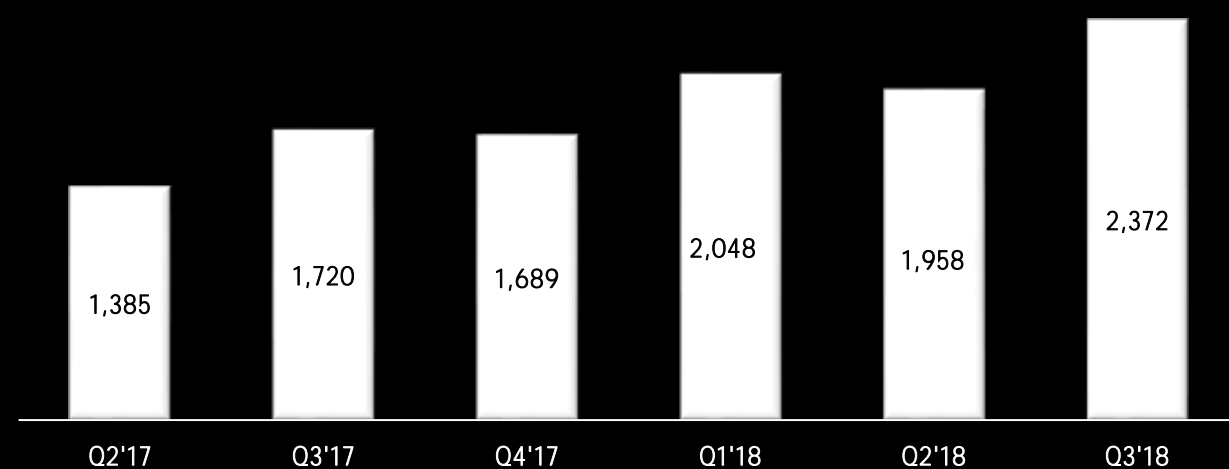
Revenue (₹ crore)

↑ 31% YoY



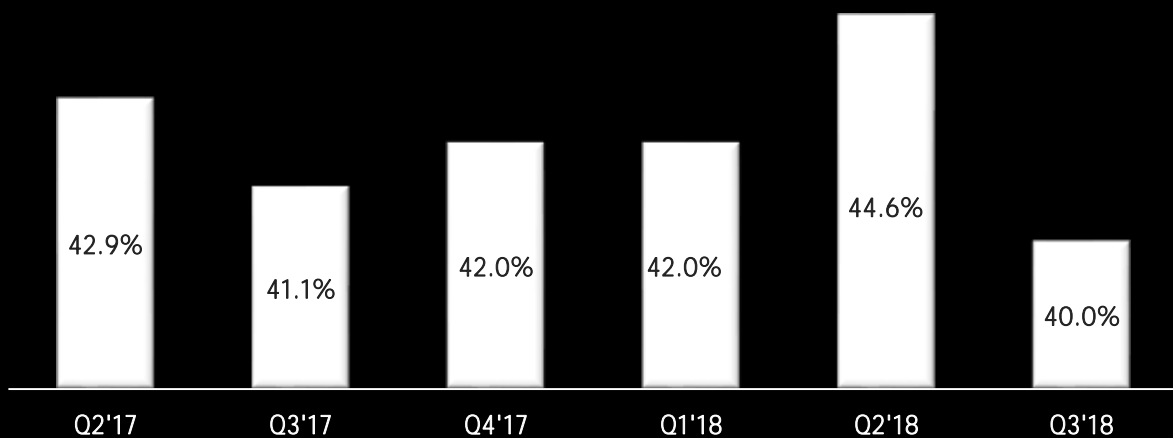
Net Interest Income (NII) (₹ crore)

↑ 38% YoY



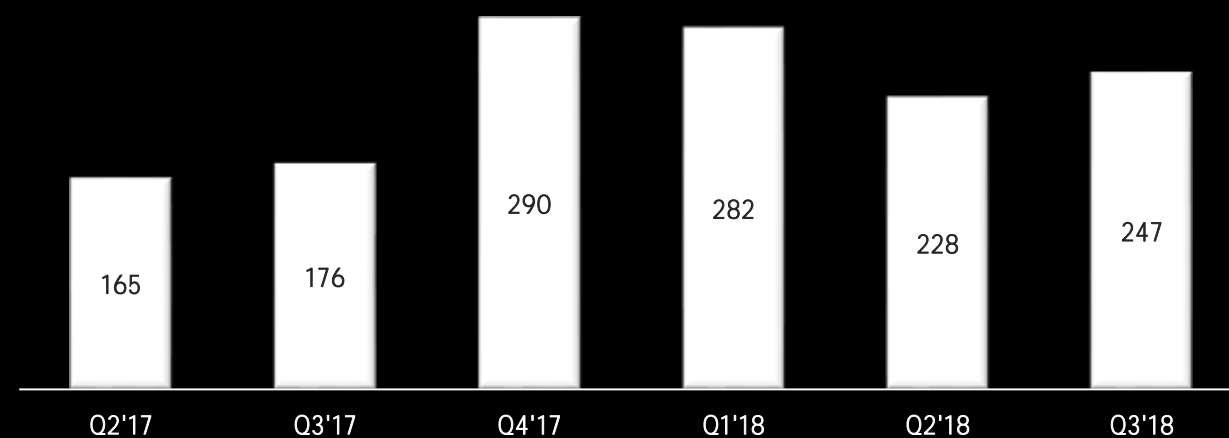
FINANCIAL PERFORMANCE TRENDS – Q3 FY18

Operating Expenses % of NII

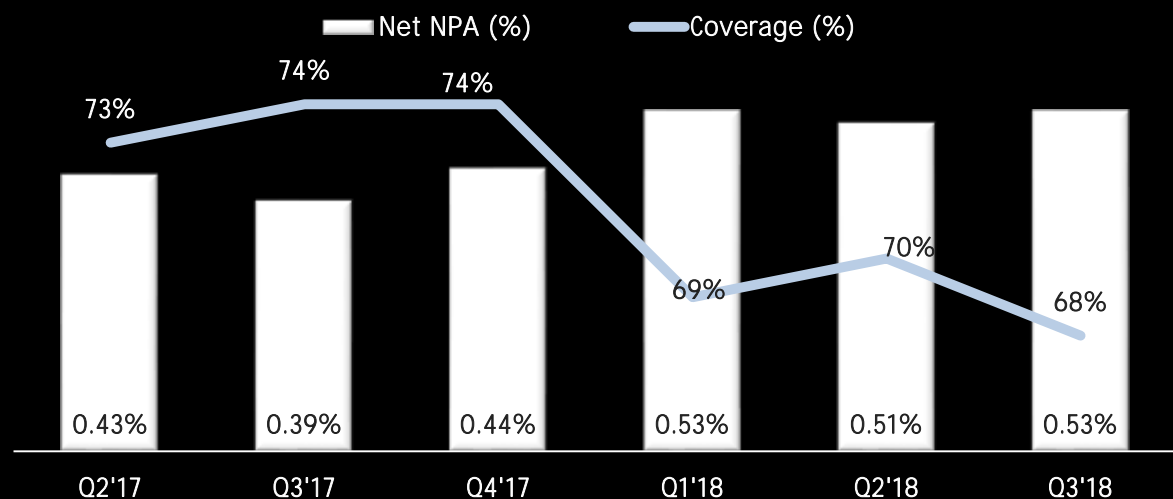


Loan Loss Provision (₹ crore)

↑ 40% YoY

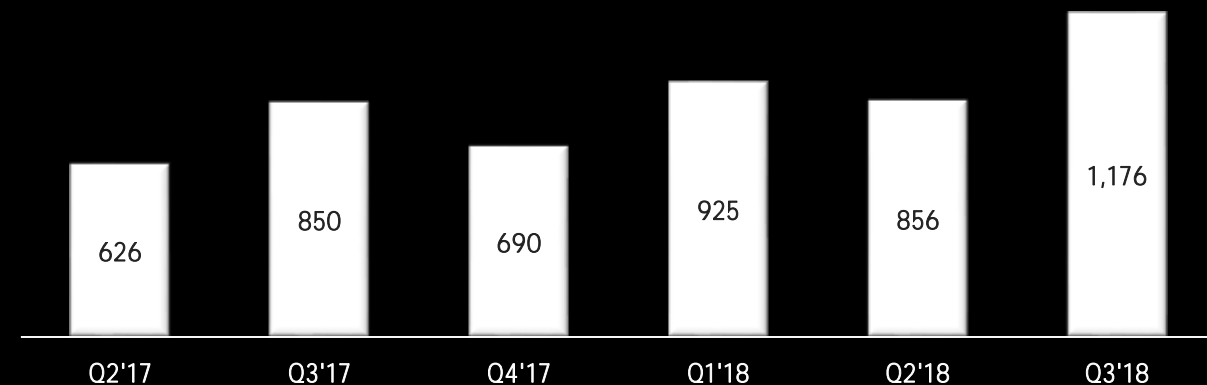


Net NPA & Provisioning Coverage



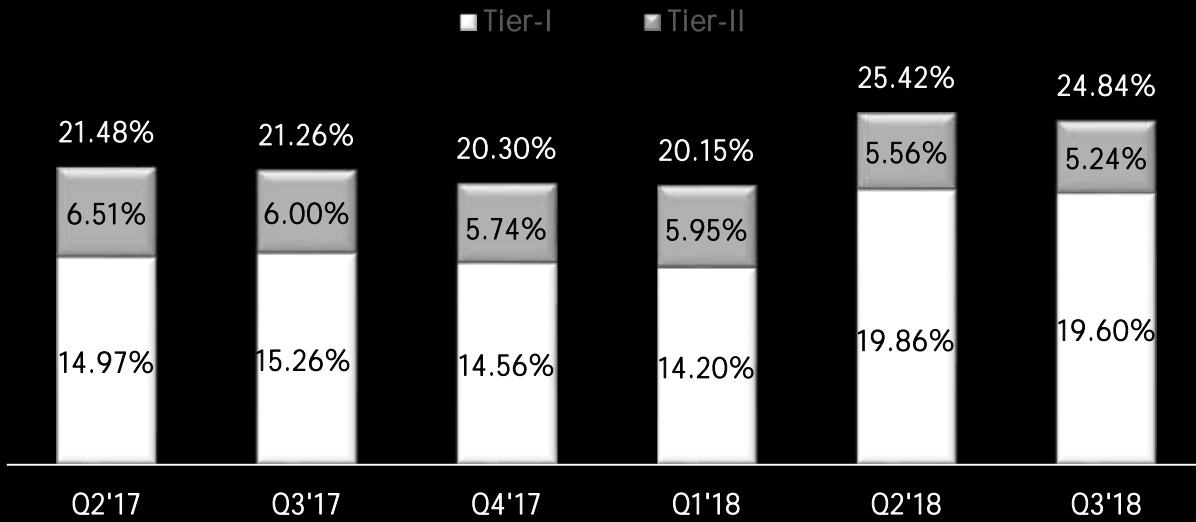
Profit Before Tax (₹ crore)

↑ 38% YoY



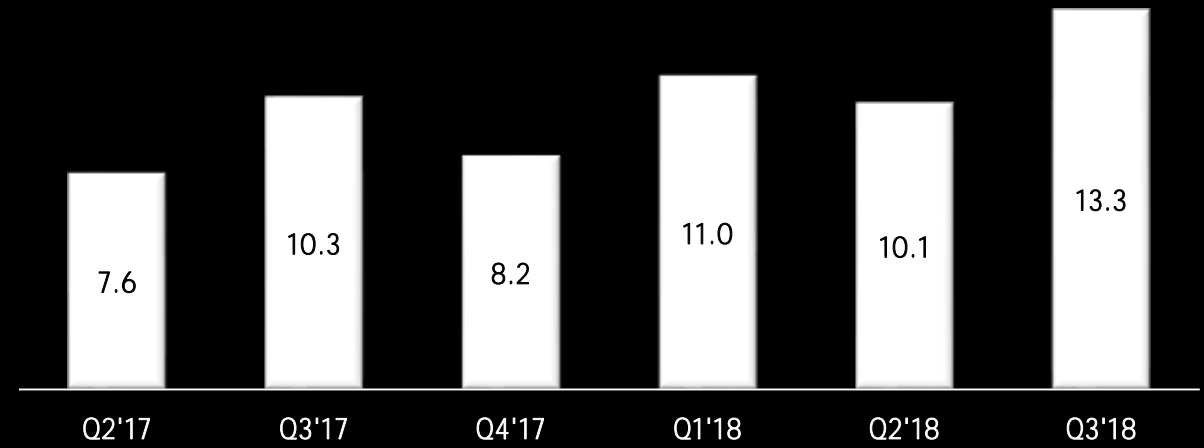
FINANCIAL PERFORMANCE TRENDS – Q3 FY18

Capital Adequacy Ratio



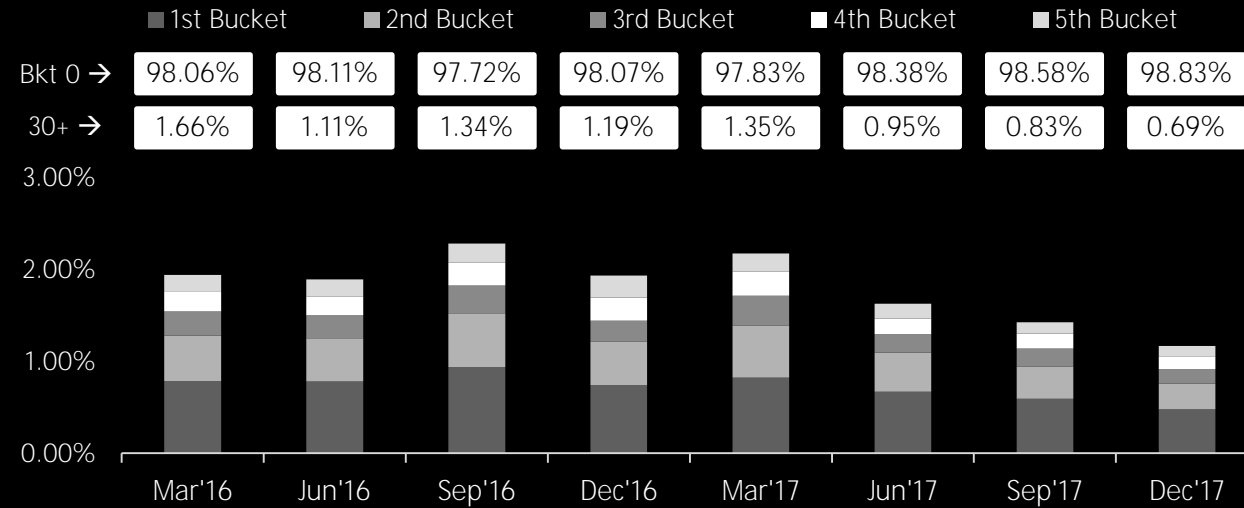
Earnings per share – Basic (₹)

↑ 30% YoY

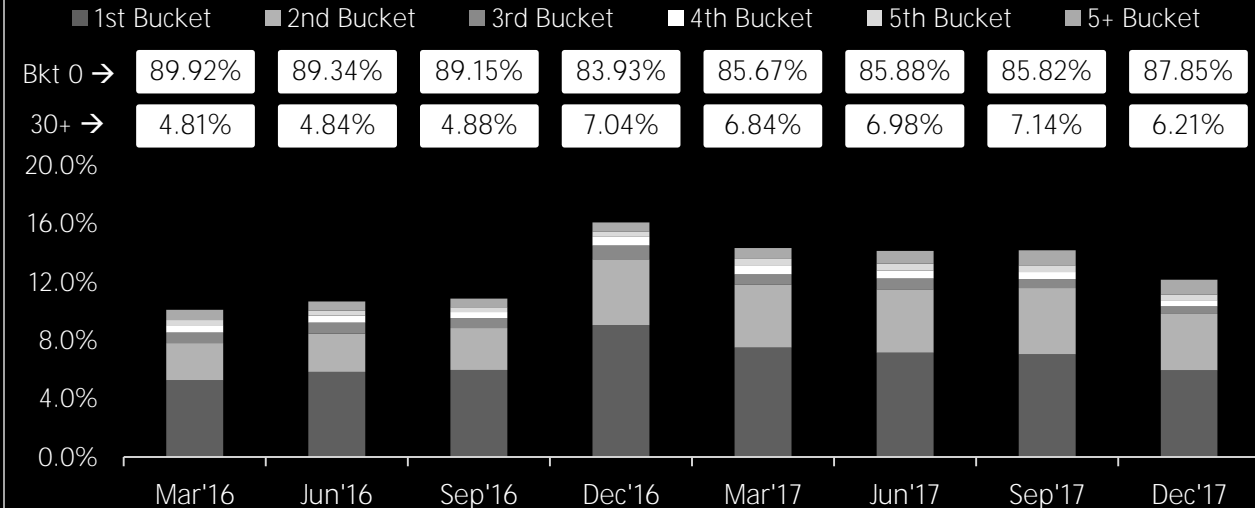


CREDIT QUALITY – PORTFOLIO COMPOSITION

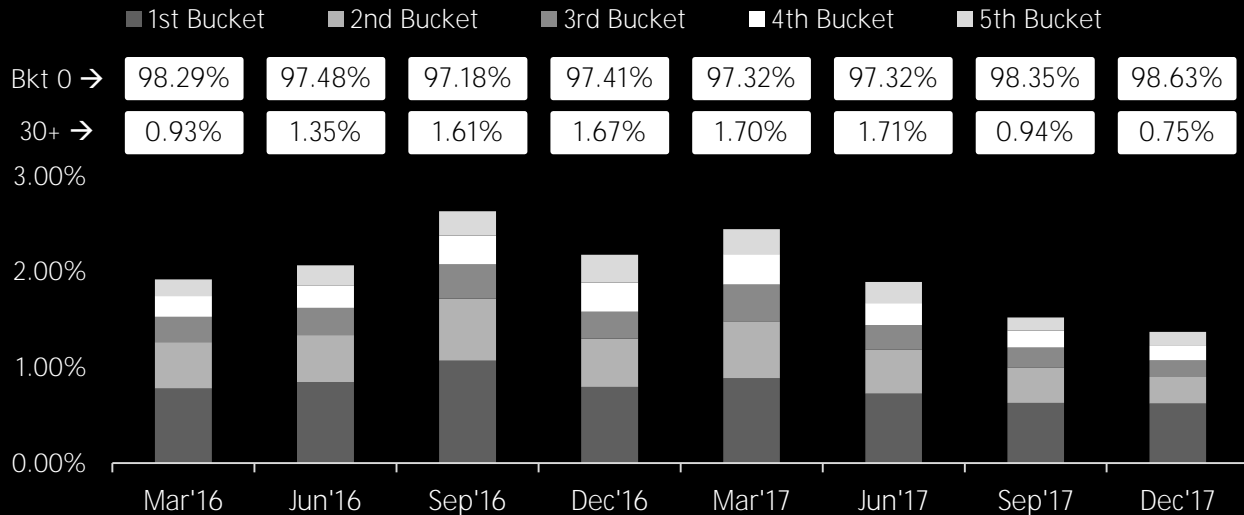
CD loan portfolio



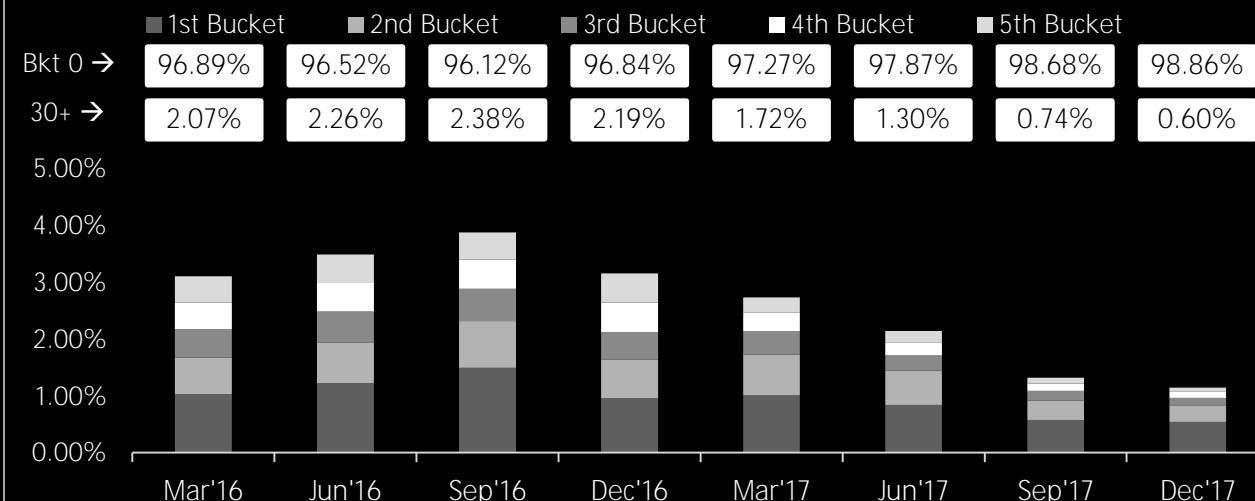
Two & Three wheeler loan portfolio



Lifestyle finance loan portfolio

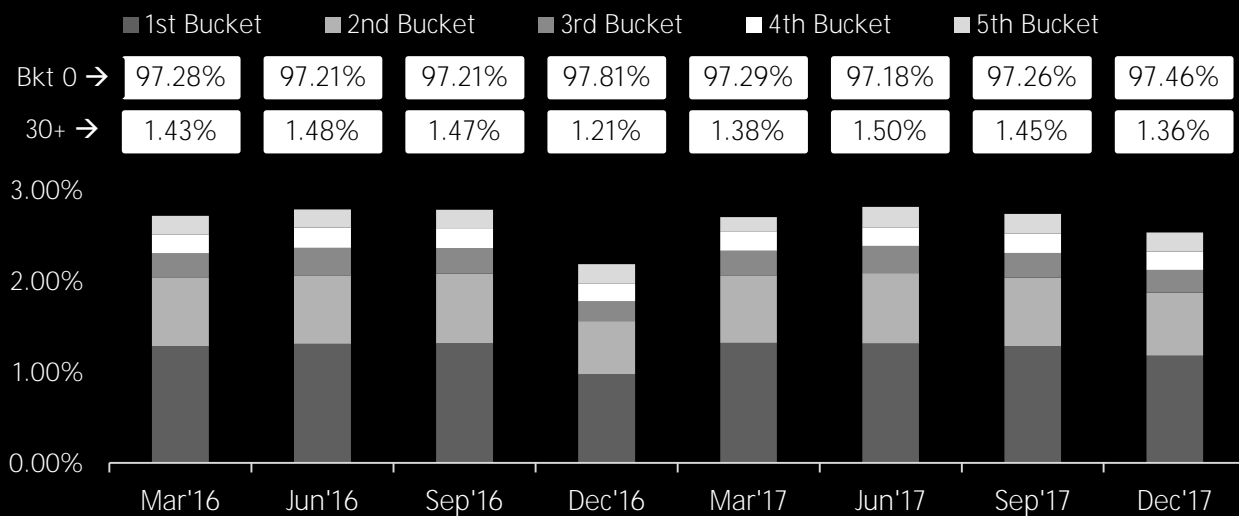


Digital product finance loan portfolio

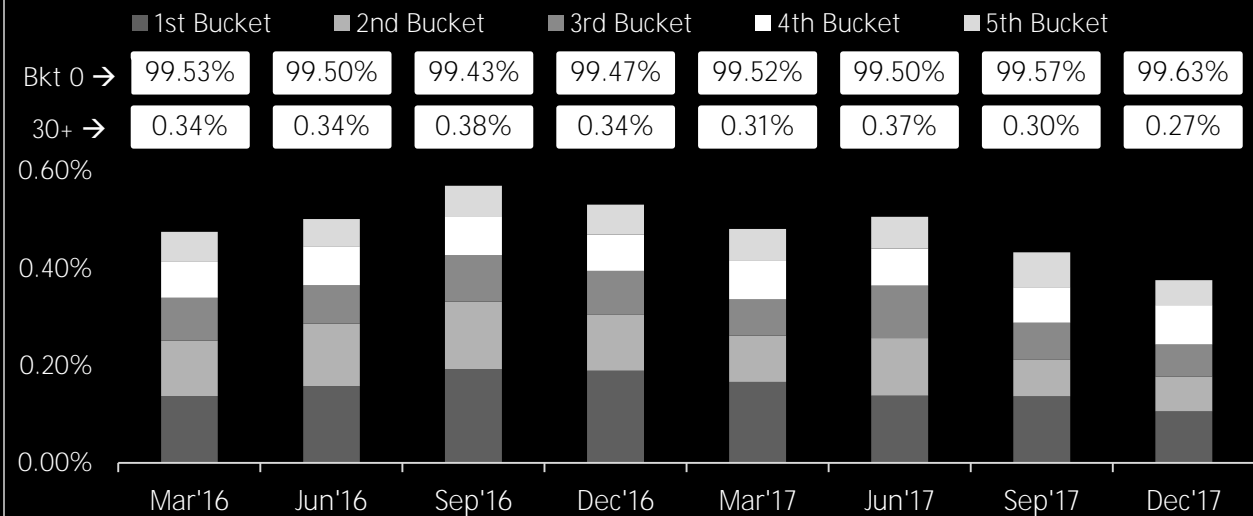


CREDIT QUALITY – PORTFOLIO COMPOSITION

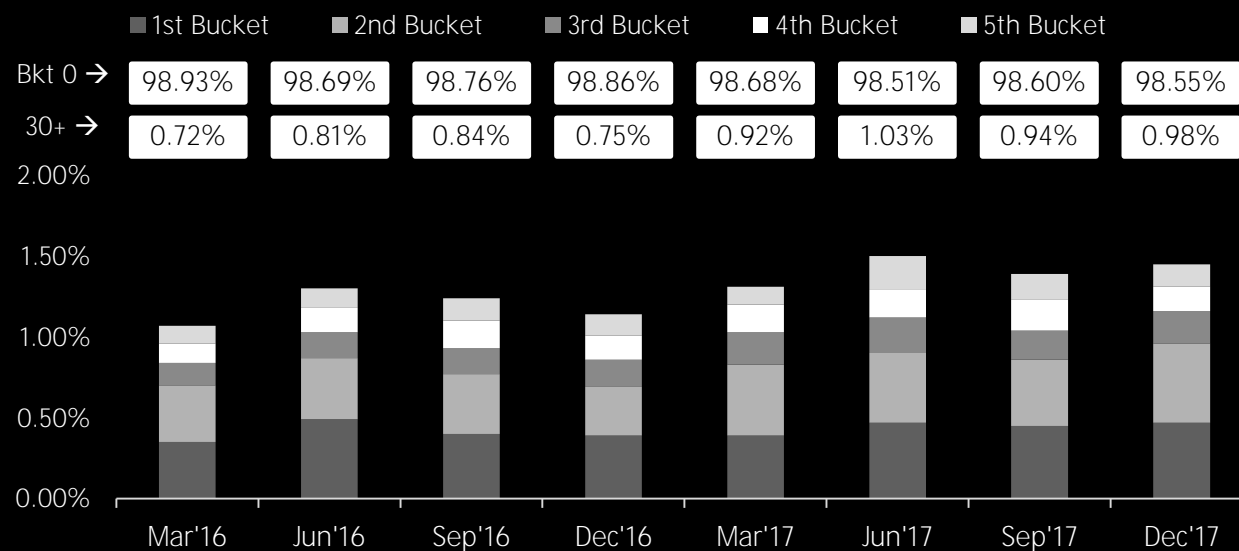
Personal Loans Cross Sell portfolio



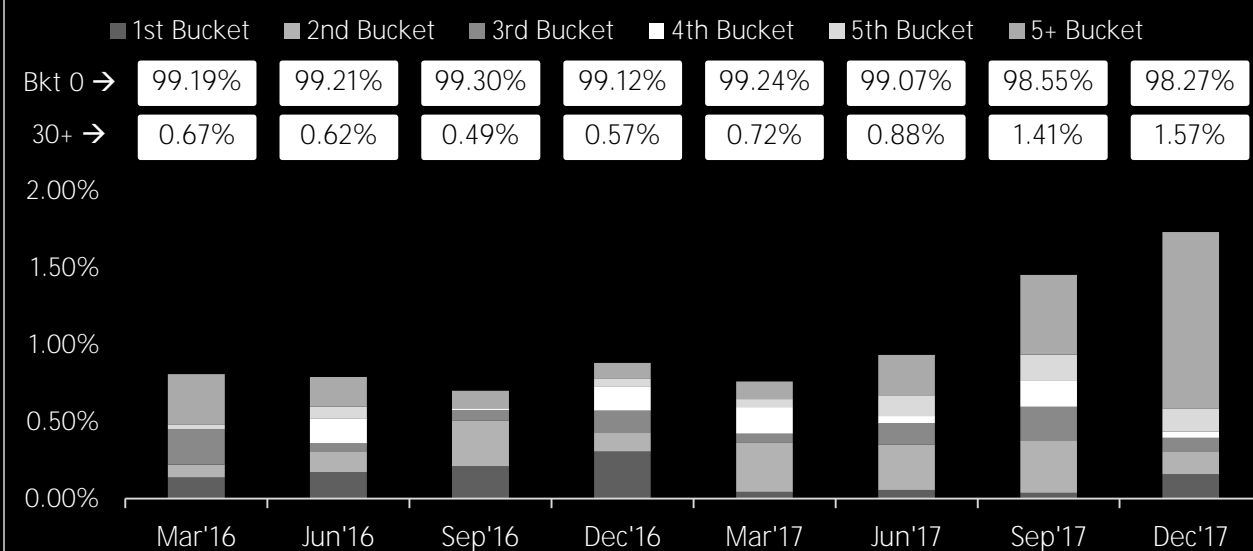
Salaried Personal Loans portfolio



Business Loans portfolio *



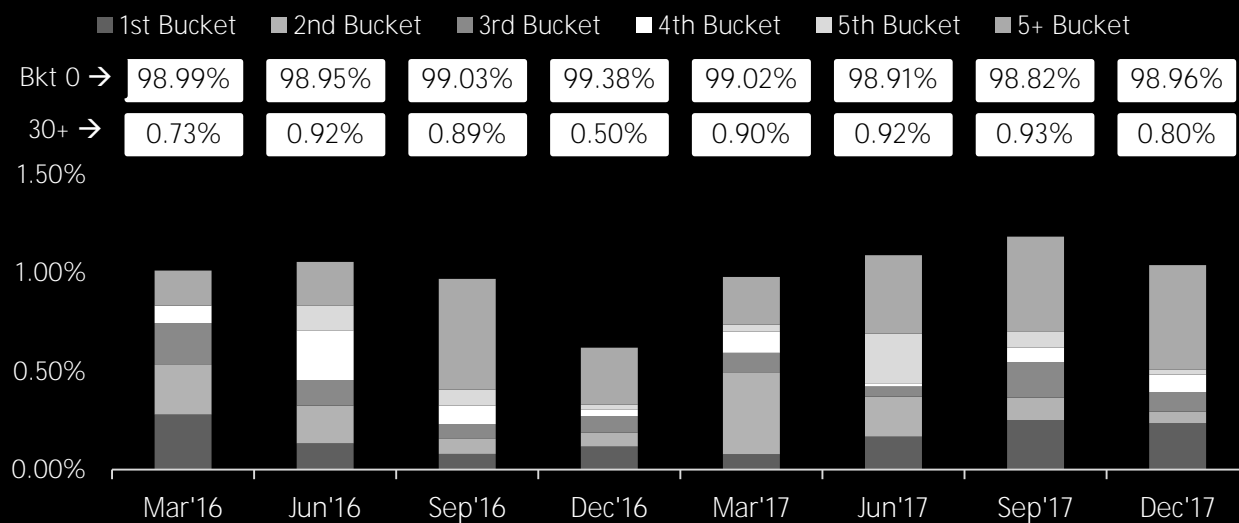
Loan Against Property portfolio



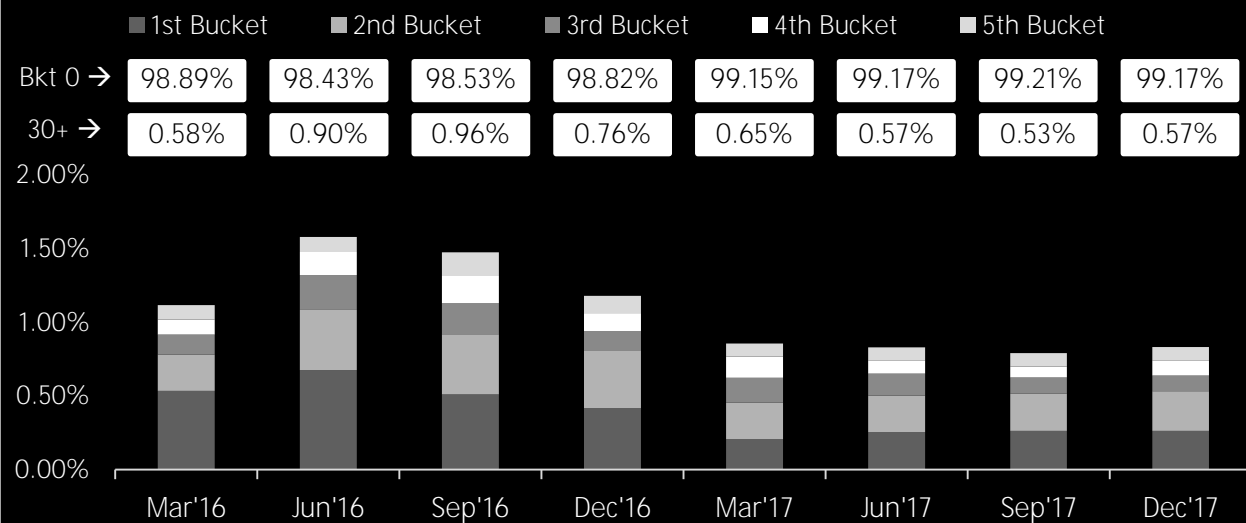
* Number restated as Business Loans to professionals added

CREDIT QUALITY – PORTFOLIO COMPOSITION

Home Loans portfolio



Rural Lending portfolio



CREDIT QUALITY – PROVISIONING COVERAGE

Business Segment (Values in ₹ Cr)	Consolidated AUM (Cr.)	GNPA (Cr.)	NNPA	PCR (%)	GNPA	NNPA
Consumer Business	37,382	795	231	71%	2.12%	0.63%
SME Business	24,542	396	138	65%	1.82%	0.64%
Commercial Business	10,549	3	2	29%	0.03%	0.02%
Rural Business	5,497	60	25	58%	1.09%	0.47%
Bajaj Finance	77,970	1,254	397	68%	1.67%	0.53%

This presentation has been prepared by and is the sole responsibility of Bajaj Finance Limited (together with its subsidiaries, referred to as the “Company” or “Bajaj Finance”). By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute or does not intend to constitute or form part of any offer or invitation or inducement to sell, or any solicitation of any offer or recommendation to purchase, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefor. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate. However, the Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

These materials are being given solely for your information and may not be copied, reproduced or redistributed to any other person in any manner. The distribution of these materials in certain jurisdictions may be restricted by law and persons into whose possession these materials comes should inform themselves about and observe any such restrictions. Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward-looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the **Company’s** actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) material changes in the regulations governing the **Company’s** businesses; (b) the Company's ability to comply with the capital adequacy norms prescribed by the RBI; (c) decreases in the value of the Company's collateral or delays in enforcing the Company's collateral upon default by borrowers on their obligations to the Company; (d) the Company's ability to control the level of NPAs in the Company's portfolio effectively; (e) internal or external fraud, operational errors, systems malfunctions, or cyber security incidents; (f) volatility in interest rates and other market conditions; and (g) any adverse changes to the Indian economy.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The information contained in this presentation is only current as of its date and the Company does not undertake any obligation to update the information as a result of new information, future events or otherwise.

BAJAJ FINANCE LIMITED

Q3 FY18 Investor Presentation

Thank You

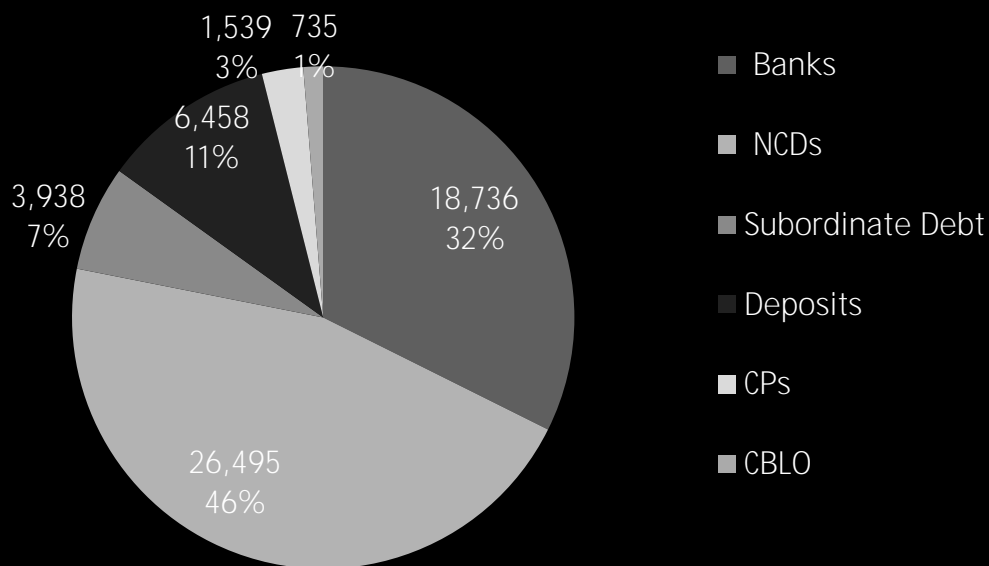
ANNEXURES

GLOSSARY

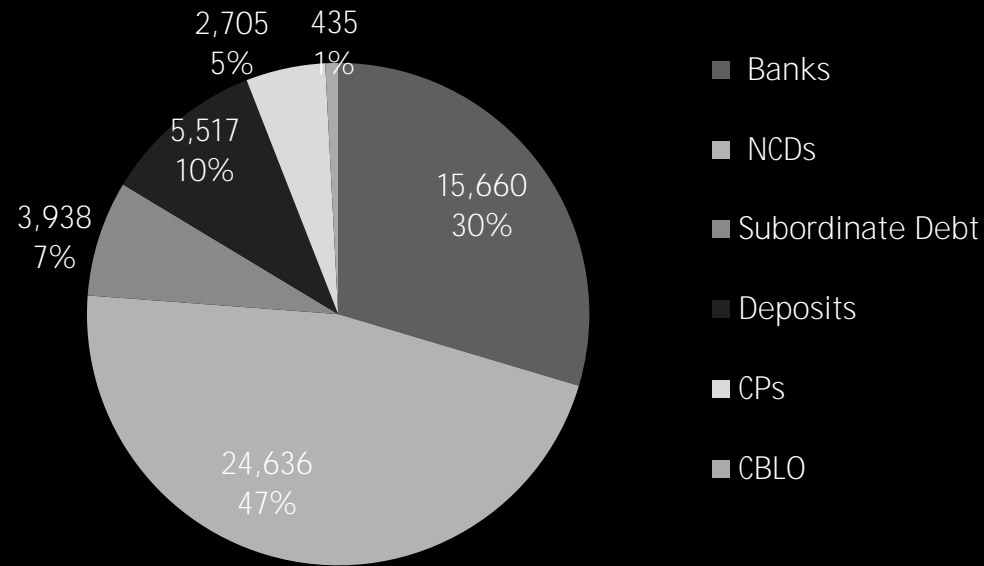
2W	Two Wheeler	IRR	Internal Rate of Return
3W	Three Wheeler	LAP	Loan Against Property
ACMF	Auto Components Manufacturer Financing	LAS	Loan Against Securities
ALM	Asset & Liability Management	MF	Mutual Fund
AR	Assets Receivable	MM	Million
ARU	Activation, Retention & Usage	MSME	Micro, Small & Medium Enterprise
ASC	Authorized Service Centers	NII	Net Interest Income
AUF	Assets Under Finance	NNPA	Net Non Performing Assets
AUM	Assets Under Management	NTB	New to Bajaj Finance
B2B	Business to Business	Opex	Operating Expenses
B2C	Business to Customer	PAT	Profit After Tax
BL	Business Loan	PBT	Profit Before Tax
CAGR	Compounded Annual Growth Rate	POS	Point of Sale
CIF	Cards in Force	PPC	Products Per Customer
CPI	Consumer Price Index	RBI	Reserve Bank of India
EMI	Existing Member Identification	ROA	Return on Assets
EPS	Earnings Per Share	ROE	Return on Equity
FIG	Financial Institutions Group	SE	Self Employed
FII	Foreign Institutional Investor	SME	Small & Medium Enterprise
FPI	Foreign Portfolio Investment	TAT	Turn Around Time
GNPA	Gross Non Performing Assets	TTD	Through the Door
HL	Home Loan	WPI	Wholesale Price Index
IFA	Independent Financial Advisor		

ALM STRATEGY (Standalone)

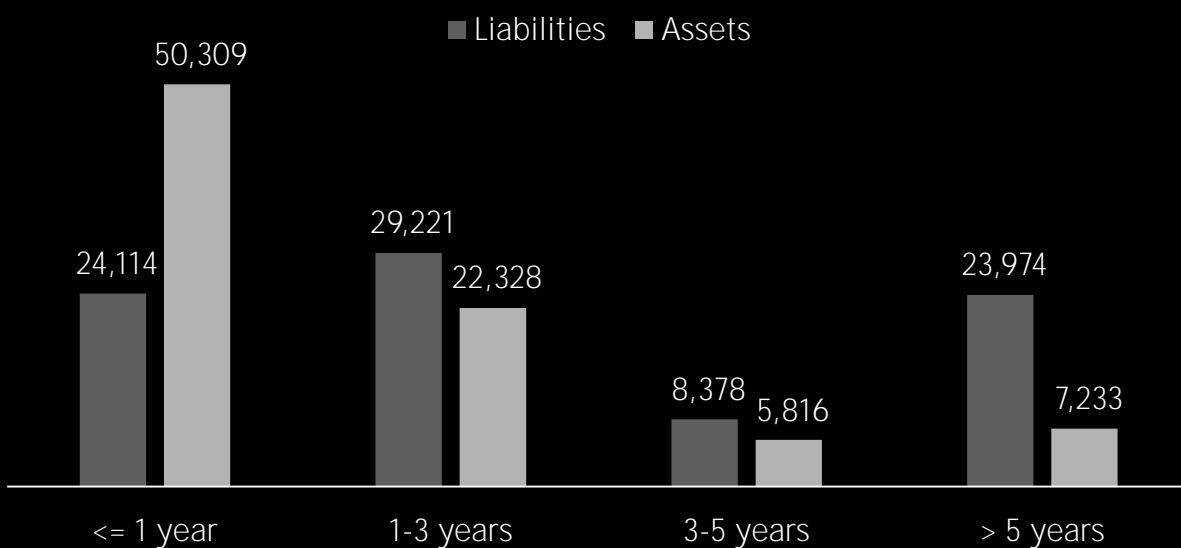
Borrowings – Dec '17 (₹ 57,901 Crs)



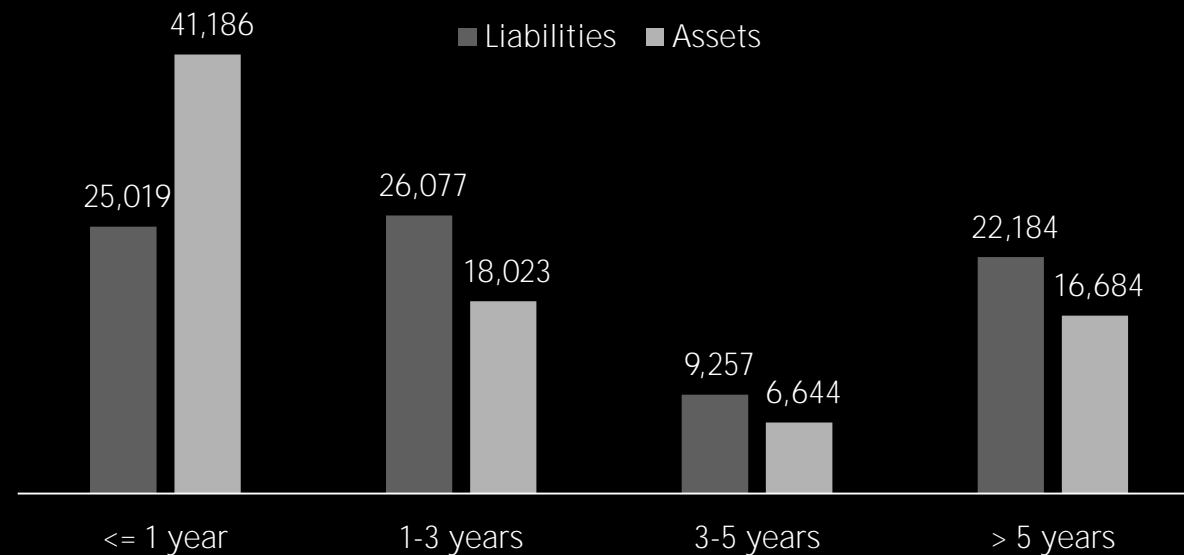
Borrowings – Sept '17 (₹ 52,891 Crs)



Behaviourilised ALM (₹ Crs) – Dec'17



Behaviourilised ALM (₹ Crs) – Sept'17



NPA PROVISIONING STANDARDS

MOD - Months overdue

Consumer Lending

Consumer Durable Loans, EMI Cards – Retail Spends Financing, and Digital Product Loans:

- 3 – 5 MOD – 75%
- Above 5 MOD – 100%

Lifestyle loans:

- 3 – 5 MOD – 65%
- Above 5 MOD – 100%

2 and 3 Wheeler Loans:

- 3 – 5 MOD - 40%
- 6 – 12 MOD – 60%
- Above 12 MOD 100%

Personal Loan Cross-Sell and Salaried Personal Loans:

- 3 – 5 MOD - 75%
- Above 5 MOD – 100%

Salaried Home Loans:

- Please see “SME Lending – Home Loans, Loans against Property, Lease Rental Discounting”.

SME Lending

Home Loans, Loans against Property, Lease Rental Discounting:

- 3–5 MOD - 15%
- 6 – 12 MOD – 25%
- 13 – 18 MOD – 40%
- 19 – 24 MOD – 60%
- Above 24 MOD – 100%

Working Capital Loans/ Loans to Professionals:

- 3 – 5 MOD – 75%
- Above 5 MOD – 100%

Commercial Lending

Vendor Financing:

- 3 – 8 MOD – 10%
- 9 – 14 MOD – 20%
- Above 14 MOD - 100%
- Graded provision on secured portfolio

Infrastructure Finance, Securities Lending, Financial Institution Lending, Light Engineering Lending and Corporate Finance Loans:

- As per RBI norms
- Additionally, we assess impairment in the value of securities & provide for the uncovered portion, where considered necessary.

Construction Equipment Finance:

- 3 – 5 MOD - 15%
- 6 – 9 MOD - 30%
- 10 – 12 MOD - 60%
- Above 12 MOD - 100%

Rural Lending

Consumer Durable Loans and Digital Product Loans:

- 3 – 5 MOD – 75%
- Above 5 MOD – 100%

Personal Loan Cross-Sell and Salaried Personal Loans:

- 3 – 5 MOD 75%
- Above 5 MOD – 100%

Working Capital Loans, and Loans to Professionals:

- 3 – 5 MOD – 75%
- Above 5 MOD – 100%

Loans Against Property and Home Loans:

- Please see “SME Lending – Home Loans/Loans against Property/Lease Rental Discounting”.

We provide a general provision of 0.40% on all standard assets (0.50% on Loan against property, Lease rental discounting and Developer Finance)

Some of our provisioning standards exceed RBI norms applicable for NBFC's.