

## PRESS RELEASE

### Bajaj Finance Limited Results - 4<sup>th</sup> Quarter FY 15-16

***Bajaj Finance reports AUM of ₹44,229 crore and a quarterly profit after tax of ₹315 crore - A growth of 36% over corresponding quarter of previous year.***

The Board of Directors of Bajaj Finance Limited in their meeting held today took on record the Unaudited Financial Results of the Company for the quarter ended 31 March 2016.

### Performance Highlights - Q4

- **Customers** acquired during Q4 FY16 was ↑ 36% to 15,82,954 from 11,62,742 in Q4 FY15.
- **Total income** for Q4 FY16 was ↑ 35% to ₹1,957 crore from ₹1,445 crore in Q4 FY15.
- **Loan losses and provisions** for Q4 FY16 was ↑ 37% to ₹156 crore as against ₹114 crore in Q4 FY15. The Company continued to strengthen its provisioning policy. During the quarter, the Company made an additional provision of ₹43.9 crore in one of its Infrastructure lending account. Adjusted for this provision, loan loss and provision has increased by 16%.
- **Profit before tax** for Q4 FY16 was ↑ 42% to ₹489 crore from ₹345 crore in Q4 FY15.
- **Profit after tax** for Q4 FY16 was ↑ 36% to ₹315 crore from ₹231 crore in Q4 FY15. (Effective tax rate for Q4 FY15 was lower owing to the revaluation of deferred tax assets by the higher tax rate effective April 1, 2015)

### Performance Highlights - FY 15-16

- **Customers** acquired during FY16 was ↑ 39% to 68,34,762 from 49,24,448 in FY15.
- **Assets under Management (AUM)** as of 31 March 2016 was ↑ 36% to 44,229 crore from 32,410 crore in FY15.
- **Total income** for FY16 was ↑ 36% to ₹7,384 crore from ₹5,418 crore in FY15.
- **Loan losses and provisions** for FY16 ↑ 41% to ₹543 crore as against ₹385 crore in FY15. During the year, the Company made an additional provision of ₹74.9 crore in two accounts of Infrastructure lending portfolio, being wound down. Adjusted for this provision, loan loss and provision has increased by 27%.
- **Profit before tax** for FY16 was ↑ 45% to ₹1,965 crore from ₹1357 crore in FY15.
- **Profit after tax** for FY16 was ↑ 42% to ₹1,279 crore from ₹898 crore in FY15.

- **Gross NPA and Net NPA** as of 31 March 2016 stood at 1.23% and 0.28% respectively. The provisioning coverage ratio stood at 77% as of 31 March 2016. The Company continues to provide for loan losses in excess of RBI requirements.
- **Capital adequacy ratio** (including Tier-II capital) as of 31 March 2016 stood at 19.50%. The Tier-I capital stood at 16.06%. The Company continues to be well capitalized to support its growth trajectory.
- The Board of Directors, at its meeting held on 9 March 2016, declared an interim dividend at the rate of ₹18 per share of face value ₹10 (180%). The Board of Directors have recommended a final dividend of ₹7 per share of face value ₹10 (70%) for FY15-16. The interim dividend and final dividend will aggregate to ₹25 per share of face value ₹10 (250%) (Previous year 180%).

## Key financial figures

(₹ crore)

Particulars	Q4'16	Q4'15	QoQ	FY 15-16	FY 14-15	YOY
Customers acquired (nos. in '000)	1,583	1,163	36%	6,835	4,924	39%
Assets under management	44,229	32,410	36%	44,229	32,410	36%
Receivables under finance	42,756	31,199	37%	42,756	31,199	37%
Interest and fee income	1,957	1,445	35%	7,384	5,418	36%
Interest Expenses	806	612	32%	2,927	2,248	30%
Net Interest Income (NII)	1,151	833	38%	4,457	3,170	41%
Operating Expenses	506	374	35%	1,949	1,428	36%
Loan Losses & Provisions	156	114	37%	543	385	41%
Profit before tax	489	345	42%	1,965	1,357	45%
Profit after tax	315	231	36%	1,279	898	42%

(₹ crore)

Assets Under Management (AUM)	FY 15-16	FY 14-15	YOY
<i>Consumer</i>	18,996	13,202	44%
<i>SME</i>	18,692	15,550	20%
<i>Commercial</i>	5,202	3,325	56%
<i>Rural</i>	1,339	333	302%
<b>Total</b>	<b>44,229</b>	<b>32,410</b>	<b>36%</b>

Fixed Deposit book stood at ₹2,243 crore as of 31 March 2016.

The Company has been recognized as one of "Asia's Best Workplaces 2016" by Great Place to Work Institute. The Company has improved its position to 16th best employer in India in 2016 versus 23rd in 2015.

The Company has also once again been recognized amongst "Top 25 Employers in India, 2016" by AON Hewitt. This is third time in a row that the Company has received this recognition. Bajaj Finance Limited is one of the only 4 companies to make it to this list for a third year in a row.

# BAJAJ FINANCE LIMITED

The Company started to offer EMI financing to its EMI card customers on Flipkart platform.

The Company added a new category of Life Care Financing in its Lifestyle Finance business.

The Company expanded its EMI card proposition to new categories of fashion, travel and small appliances. Customer can now avail easy EMI financing on purchase of apparels, eyewear, accessories, small appliances and travel related expenditures. The Company has currently launched this business in 3 cities.

The Company launched India's first pure flexi term loan offering for its SME customers across Business Loans, Professional Loans & Loan Against Properties businesses.

For Bajaj Finance Limited

  
Rajeev Jain  
Managing Director

Pune  
24 May 2016