

FAX NO. 022 26598237/ 8238/ 66418125 / 8126

17 July 2012

National Stock Exchange of India Ltd  
Exchange Plaza, 5th Floor  
Plot No.C-1, G Block  
Bandra-Kurla Complex  
Bandra (East)  
MUMBAI 400 051

Dear Sir/s :

**Sub : Unaudited financial results for the first quarter  
ended 30 June 2012 – limited review**

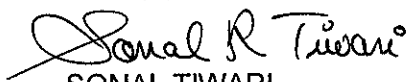
In terms of the provisions of clause 41 of the listing agreement, the Unaudited Stand-alone Financial Results for the first quarter ended 30 June 2012 subjected to a limited review by the auditors of the company and Consolidated Financial Results for the said quarter ended 30 June 2012 were taken on record by our board of directors at its meeting held today, the 17 July 2012.

Accordingly, please find enclosed the following :

- a) Certified true copy of Unaudited Stand-alone and Consolidated Financial Results for the first quarter ended 30 June 2012.
- b) Limited Review Report for the first quarter ended 30 June 2012, and
- c) One copy of the press release.

Thanking you,

Yours faithfully,  
for Bajaj Finserv Limited,



SONAL TIWARI  
COMPANY SECRETARY

Encl : as above

Confirmation copy sent by hand delivery



# Bajaj Finserv Limited

Registered Office : Mumbai - Pune Road, Akurdi, Pune 411 035

Corporate Office : Off Pune - Ahmednagar Road, Viman Nagar, Pune - 411 014

## Statement of standalone unaudited financial results for the quarter ended 30 June 2012

(₹ In Crore)

|    | Particulars                                                                                    | Quarter ended             |                           |                           | Year ended              |
|----|------------------------------------------------------------------------------------------------|---------------------------|---------------------------|---------------------------|-------------------------|
|    |                                                                                                | 30.06.2012<br>(Unaudited) | 31.03.2012<br>(Unaudited) | 30.06.2011<br>(Unaudited) | 31.03.2012<br>(Audited) |
| 1  | Income from Operations                                                                         | 25.00                     | 19.98                     | 25.70                     | 135.77                  |
| 2  | Expenses                                                                                       |                           |                           |                           |                         |
|    | (a) Employee benefits expense                                                                  | 3.35                      | 2.47                      | 2.44                      | 10.79                   |
|    | (b) Depreciation                                                                               | 0.32                      | 0.34                      | 0.59                      | 1.56                    |
|    | (c) Other expenses(See note 1)                                                                 | 7.94                      | 5.85                      | 5.76                      | 24.13                   |
|    | Total expenses                                                                                 | 11.61                     | 8.66                      | 8.79                      | 36.48                   |
| 3  | Profit from operations before other income, finance costs and exceptional items (1-2)          | 13.39                     | 11.32                     | 16.91                     | 99.29                   |
| 4  | Other income                                                                                   | 2.57                      | 2.07                      | 1.85                      | 8.41                    |
| 5  | Profit from ordinary activities before finance costs and exceptional items (3+4)               | 15.96                     | 13.39                     | 18.76                     | 107.70                  |
| 6  | Finance costs                                                                                  | -                         | -                         | -                         | -                       |
| 7  | Profit from ordinary activities after finance costs but before exceptional items (5-6)         | 15.96                     | 13.39                     | 18.76                     | 107.70                  |
| 8  | Exceptional items                                                                              | -                         | -                         | -                         | -                       |
| 9  | Profit from ordinary activities before tax (7+8)                                               | 15.96                     | 13.39                     | 18.76                     | 107.70                  |
| 10 | Tax expense                                                                                    | 5.94                      | 5.57                      | 6.55                      | 31.13                   |
| 11 | Net Profit from ordinary activities after tax (9-10)                                           | 10.02                     | 7.82                      | 12.21                     | 76.57                   |
| 12 | Paid up Equity Share Capital (Face value of ₹ 5)                                               | 72.34                     | 72.34                     | 72.34                     | 72.34                   |
| 13 | Reserves excluding Revaluation Reserves                                                        |                           |                           |                           | 1,372.69                |
| 14 | Basic and Diluted Earnings Per Share (₹) (not annualised) before and after extraordinary items | 0.7                       | 0.5                       | 0.8                       | 5.3                     |

|   | Particulars                                                                             | Quarter ended |            |            | Year ended |
|---|-----------------------------------------------------------------------------------------|---------------|------------|------------|------------|
|   |                                                                                         | 30.06.2012    | 31.03.2012 | 30.06.2011 | 31.03.2012 |
| A | Particulars of shareholding                                                             |               |            |            |            |
| 1 | Public shareholding @                                                                   |               |            |            |            |
|   | Number of shares                                                                        | 59,500,720    | 59,500,720 | 60,173,273 | 59,500,720 |
|   | Percentage of shareholding                                                              | 41.12%        | 41.12%     | 41.59%     | 41.12%     |
| 2 | Promoters and Promoter Group Shareholding                                               |               |            |            |            |
|   | (a) Pledged / Encumbered                                                                |               |            |            |            |
|   | Number of shares                                                                        | -             | -          | -          | -          |
|   | Percentage of shares (as a % of the total shareholding of promoters and promoter group) | -             | -          | -          | -          |
|   | Percentage of shares (as a % of the total share capital of the company)                 | -             | -          | -          | -          |
|   | (b) Non-encumbered                                                                      |               |            |            |            |
|   | Number of shares                                                                        | 85,182,790    | 85,182,790 | 84,510,237 | 85,182,790 |
|   | Percentage of shares (as a % of the total shareholding of promoters and promoter group) | 100.00%       | 100.00%    | 100.00%    | 100.00%    |
|   | Percentage of shares (as a % of the total share capital of the company)                 | 58.88%        | 58.88%     | 58.41%     | 58.88%     |

@ including equity shares represented by GDRs.

|   | Particulars                                    | Quarter ended |
|---|------------------------------------------------|---------------|
|   |                                                | 30.06.2012    |
| B | Investor complaints                            |               |
|   | Pending at the beginning of the quarter        | Nil           |
|   | Received during the quarter                    | 1             |
|   | Disposed of during the quarter                 | 1             |
|   | Remaining unresolved at the end of the quarter | Nil           |



**Notes:**

1. Other expenses includes following -

(₹ In Crore)

| Particulars                                 | Quarter ended |            |            | Year ended |
|---------------------------------------------|---------------|------------|------------|------------|
|                                             | 30.06.2012    | 31.03.2012 | 30.06.2011 | 31.03.2012 |
| Operation & maintenance charges of windmill | 1.92          | 2.06       | 1.74       | 7.28       |

2. The company has opted to publish consolidated financial results, pursuant to option made available as per Clause 41 of the Listing Agreement. These stand alone financial results are available on the company's website viz. [www.bajajfinserv.in](http://www.bajajfinserv.in) and on the websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://www.nseindia.com)).

3. Figures for previous year / period have been regrouped wherever necessary.

4. ₹ 1 crore is equal to ₹ 10 million.

5. The above results have been reviewed by the Audit Committee, approved by the Board of Directors in the meeting held on 17 July 2012 and subjected to a limited review by the statutory auditors.

BY ORDER OF THE BOARD OF DIRECTORS  
FOR BAJAJ FINSERV LIMITED

  
RAHUL BAJAJ  
Chairman

Pune

Date: 17 July 2012





# Bajaj Finserv Limited

Registered Office : Mumbai - Pune Road, Akurdi, Pune 411 035  
Corporate Office : Off Pune - Ahmednagar Road, Viman Nagar, Pune - 411 014

## Statement of consolidated unaudited financial results for the quarter ended 30 June 2012

(₹ In Crore)

| Particulars                                                                                               | Quarter ended             |                           |                           | Year ended              |
|-----------------------------------------------------------------------------------------------------------|---------------------------|---------------------------|---------------------------|-------------------------|
|                                                                                                           | 30.06.2012<br>(Unaudited) | 31.03.2012<br>(Unaudited) | 30.06.2011<br>(Unaudited) | 31.03.2012<br>(Audited) |
| <b>Gross revenue</b>                                                                                      |                           |                           |                           |                         |
| i. Gross written premium                                                                                  |                           |                           |                           |                         |
| a) Life Insurance - Bajaj Allianz Life Insurance Co. Ltd.                                                 | 1,211.44                  | 2,743.78                  | 1,387.65                  | 7,483.80                |
| b) General Insurance - Bajaj Allianz General Insurance Co. Ltd.                                           | 977.33                    | 1,291.77                  | 798.11                    | 3,675.89                |
| ii. Gross income - Bajaj Finance Ltd.                                                                     | 703.02                    | 623.30                    | 451.75                    | 2,171.91                |
| iii. Income from windpower generation - Bajaj Finserv Ltd.                                                | 21.46                     | 12.76                     | 16.57                     | 84.37                   |
| iv. Investment income (excluding accretions on unit linked investment)                                    | 319.92                    | 299.41                    | 231.27                    | 1,048.33                |
| v. Others                                                                                                 | 18.75                     | 15.66                     | 14.56                     | 62.11                   |
| <b>Total</b>                                                                                              | <b>3,251.92</b>           | <b>4,986.68</b>           | <b>2,899.91</b>           | <b>14,526.41</b>        |
| <b>1 Income</b>                                                                                           |                           |                           |                           |                         |
| a. Income from operations                                                                                 | 927.48                    | 682.43                    | 612.64                    | 2,833.92                |
| b. Transfer from Policyholders' Account                                                                   | -                         | 1,069.13                  | -                         | 1,069.13                |
| <b>Total income from operations (net)</b>                                                                 | <b>927.48</b>             | <b>1,751.56</b>           | <b>612.64</b>             | <b>3,903.05</b>         |
| <b>2 Expenses</b>                                                                                         |                           |                           |                           |                         |
| (a) Transfer to Policyholders' Account                                                                    | 2.27                      | 1.75                      | 1.18                      | 2.85                    |
| (b) Employee benefits expense                                                                             | 79.78                     | 67.44                     | 62.32                     | 264.70                  |
| (c) Marketing and other commission                                                                        | 45.49                     | 41.88                     | 33.84                     | 160.69                  |
| (d) Recovery cost                                                                                         | 27.80                     | 25.71                     | 17.98                     | 89.11                   |
| (e) Loan losses and provisions                                                                            | 32.02                     | 40.31                     | 34.21                     | 154.38                  |
| (f) Depreciation                                                                                          | 3.62                      | 2.20                      | 2.96                      | 14.12                   |
| (g) Other expenses                                                                                        | 75.19                     | 79.89                     | 50.00                     | 248.61                  |
| <b>Total expenses</b>                                                                                     | <b>266.17</b>             | <b>259.18</b>             | <b>202.49</b>             | <b>934.46</b>           |
| <b>3 Profit from operations before other income, finance costs and exceptional items (1-2)</b>            | <b>661.31</b>             | <b>1,492.38</b>           | <b>410.15</b>             | <b>2,968.59</b>         |
| 4 Other income                                                                                            | 0.45                      | 0.44                      | 0.37                      | 1.73                    |
| <b>5 Profit from ordinary activities before finance costs and exceptional items (3+4)</b>                 | <b>661.76</b>             | <b>1,492.82</b>           | <b>410.52</b>             | <b>2,970.32</b>         |
| 6 Finance costs                                                                                           | 263.10                    | 228.44                    | 140.56                    | 744.10                  |
| <b>7 Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>           | <b>398.66</b>             | <b>1,264.38</b>           | <b>269.96</b>             | <b>2,226.22</b>         |
| 8 Exceptional items                                                                                       | -                         | -                         | -                         | -                       |
| <b>9 Profit from ordinary activities before tax (7+8)</b>                                                 | <b>398.66</b>             | <b>1,264.38</b>           | <b>269.96</b>             | <b>2,226.22</b>         |
| 10 Tax expense                                                                                            | 113.28                    | 49.82                     | 77.52                     | 336.47                  |
| <b>11 Net Profit from ordinary activities after tax (9-10)</b>                                            | <b>285.38</b>             | <b>1,214.56</b>           | <b>192.44</b>             | <b>1,889.75</b>         |
| 12 Add: Share of Profit after tax on Investments in Associates                                            | -                         | -                         | -                         | -                       |
| 13 Less: Minority Interest in Net Income of subsidiaries                                                  | 90.15                     | 333.77                    | 63.71                     | 551.98                  |
| <b>14 Net Profit after taxes, minority interest and share of profit / (loss) of associates (11+12-13)</b> | <b>195.23</b>             | <b>880.79</b>             | <b>128.73</b>             | <b>1,337.77</b>         |
| 15 Paid up Equity Share Capital (Face value of ₹ 5)                                                       | 72.34                     | 72.34                     | 72.34                     | 72.34                   |
| 16 Reserves excluding Revaluation Reserves                                                                |                           |                           |                           | 5,027.79                |
| <b>17 Basic and Diluted Earnings Per Share (₹) (not annualised) before and after extraordinary items</b>  | <b>13.5</b>               | <b>60.9</b>               | <b>8.9</b>                | <b>92.5</b>             |



|                                                | Particulars                                                                             | Quarter ended |            |            | Year ended |
|------------------------------------------------|-----------------------------------------------------------------------------------------|---------------|------------|------------|------------|
|                                                |                                                                                         | 30.06.2012    | 31.03.2012 | 30.06.2011 | 31.03.2012 |
| <b>A</b>                                       | <b>Particulars of shareholding</b>                                                      |               |            |            |            |
| <b>1</b>                                       | <b>Public shareholding @</b>                                                            |               |            |            |            |
|                                                | Number of shares                                                                        | 59,500,720    | 59,500,720 | 60,173,273 | 59,500,720 |
|                                                | Percentage of shareholding                                                              | 41.12%        | 41.12%     | 41.59%     | 41.12%     |
| <b>2</b>                                       | <b>Promoters and Promoter Group Shareholding</b>                                        |               |            |            |            |
|                                                | (a) Pledged / Encumbered                                                                |               |            |            |            |
|                                                | Number of shares                                                                        | -             | -          | -          | -          |
|                                                | Percentage of shares (as a % of the total shareholding of promoters and promoter group) | -             | -          | -          | -          |
|                                                | Percentage of shares (as a % of the total share capital of the company)                 | -             | -          | -          | -          |
|                                                | (b) Non-encumbered                                                                      |               |            |            |            |
|                                                | Number of shares                                                                        | 85,182,790    | 85,182,790 | 84,510,237 | 85,182,790 |
|                                                | Percentage of shares (as a % of the total shareholding of promoters and promoter group) | 100.00%       | 100.00%    | 100.00%    | 100.00%    |
|                                                | Percentage of shares (as a % of the total share capital of the company)                 | 58.88%        | 58.88%     | 58.41%     | 58.88%     |
| @ including equity shares represented by GDRs. |                                                                                         |               |            |            |            |

|          | Quarter ended                                  |
|----------|------------------------------------------------|
|          | 30.06.2012                                     |
| <b>B</b> | <b>Investor complaints</b>                     |
|          | Pending at the beginning of the quarter        |
|          | Received during the quarter                    |
|          | Disposed of during the quarter                 |
|          | Remaining unresolved at the end of the quarter |



**Segment-wise revenue, results and capital employed**

(₹ In Crore)

|   | Particulars                                                              | Quarter ended             |                           |                           | Year ended              |
|---|--------------------------------------------------------------------------|---------------------------|---------------------------|---------------------------|-------------------------|
|   |                                                                          | 30.06.2012<br>(Unaudited) | 31.03.2012<br>(Unaudited) | 30.06.2011<br>(Unaudited) | 31.03.2012<br>(Audited) |
| 1 | <b>Segment revenue</b>                                                   |                           |                           |                           |                         |
|   | <b>Insurance</b>                                                         |                           |                           |                           |                         |
|   | Gross written premium                                                    | 1,211.44                  | 2,743.78                  | 1,387.65                  | 7,483.80                |
|   | Life Insurance                                                           | 977.33                    | 1,291.77                  | 798.11                    | 3,675.89                |
|   | General Insurance                                                        | 2,188.77                  | 4,035.55                  | 2,185.76                  | 11,159.69               |
|   | Less: Reinsurance ceded                                                  | 241.84                    | 292.15                    | 246.16                    | 1,030.40                |
|   | Reserve for unexpired risk                                               | 115.77                    | 168.86                    | 33.59                     | 220.99                  |
|   |                                                                          | 1,831.16                  | 3,574.54                  | 1,906.01                  | 9,908.30                |
|   | Investment and other income(excluding accretions to unit linked holders) | 316.58                    | 292.57                    | 221.51                    | 1,017.34                |
|   | <b>Insurance total</b>                                                   | 2,147.74                  | 3,867.11                  | 2,127.52                  | 10,925.64               |
|   | Investments & Others                                                     | 24.86                     | 24.95                     | 25.54                     | 121.92                  |
|   | Retail financing                                                         | 703.02                    | 623.30                    | 451.75                    | 2,171.91                |
|   | Windmill                                                                 | 21.46                     | 12.76                     | 16.57                     | 84.37                   |
|   |                                                                          | 2,897.08                  | 4,528.12                  | 2,621.38                  | 13,303.84               |
|   | Less : Inter-segment revenue                                             | 2.77                      | 2.45                      | 1.22                      | 28.82                   |
|   | <b>Total</b>                                                             | <b>2,894.31</b>           | <b>4,525.67</b>           | <b>2,620.16</b>           | <b>13,275.02</b>        |
| 2 | <b>Segment profit / (loss) before tax and finance cost</b>               |                           |                           |                           |                         |
|   | <b>Insurance</b>                                                         |                           |                           |                           |                         |
|   | Life Insurance                                                           | 86.05                     | 1,150.19                  | 60.37                     | 1,349.58                |
|   | General Insurance                                                        | 92.04                     | (58.98)                   | 57.96                     | 193.99                  |
|   | <b>total</b>                                                             | 178.09                    | 1,091.21                  | 118.33                    | 1,543.57                |
|   | Investments & Others                                                     | 3.49                      | 30.55                     | 2.89                      | 40.17                   |
|   | Retail financing                                                         | 199.62                    | 133.14                    | 135.67                    | 572.06                  |
|   | Windmill                                                                 | 17.46                     | 9.48                      | 13.07                     | 70.42                   |
|   | <b>Total</b>                                                             | <b>398.66</b>             | <b>1,264.38</b>           | <b>269.96</b>             | <b>2,226.22</b>         |
|   | Less: Finance cost                                                       | -                         | -                         | -                         | -                       |
|   | <b>Total profit before tax</b>                                           | <b>398.66</b>             | <b>1,264.38</b>           | <b>269.96</b>             | <b>2,226.22</b>         |
| 3 | <b>Capital employed</b>                                                  |                           |                           |                           |                         |
|   | <b>Insurance</b>                                                         |                           |                           |                           |                         |
|   | Life Insurance                                                           | 3,602.69                  | 3,590.03                  | 2,302.23                  | 3,590.03                |
|   | General Insurance                                                        | 969.20                    | 910.66                    | 804.62                    | 910.66                  |
|   | <b>total</b>                                                             | 4,571.89                  | 4,500.69                  | 3,106.85                  | 4,500.69                |
|   | Investments & Others                                                     | 271.64                    | 276.43                    | 552.00                    | 276.43                  |
|   | Retail financing                                                         | 13,518.24                 | 12,398.13                 | 8,505.12                  | 12,398.13               |
|   | Windmill                                                                 | 50.01                     | 33.61                     | 36.64                     | 33.61                   |
|   | Unallocable                                                              | (27.80)                   | (24.55)                   | (12.45)                   | (24.55)                 |
|   | <b>Total</b>                                                             | <b>18,383.98</b>          | <b>17,184.31</b>          | <b>12,188.16</b>          | <b>17,184.31</b>        |



**Notes:**

1. The consolidated financial results include results of the following companies:

| Name of the company                                 | % shareholding and voting power of Bajaj Finserv Limited | Segment             | Consolidated as |
|-----------------------------------------------------|----------------------------------------------------------|---------------------|-----------------|
| (a) Bajaj Allianz Life Insurance Company Limited    | 74%                                                      | Insurance - life    | Subsidiary      |
| (b) Bajaj Allianz General Insurance Company Limited | 74%                                                      | Insurance - general | Subsidiary      |
| (c) Bajaj Finance Limited                           | 60.98%                                                   | Retail Financing    | Subsidiary      |
| (d) Bajaj Financial Solutions Limited *             | 100%                                                     | Others              | Subsidiary      |
| (e) Bajaj Allianz Financial Distributors Limited    | 50%                                                      | Others              | Joint venture   |

\* The consolidated financial results of Bajaj Financial Solutions Limited include 100% interest in Bajaj Financial Securities Limited as a subsidiary.

2. For the purpose of consolidated financials the surplus of the insurance business revenue accounts together with shareholders income in accordance with the reporting framework of IRDA, amounting to ₹ 181.36 crore for the current quarter has been recognised as "income from operations" (corresponding previous year quarter surplus of ₹ 120.37 crore and previous year ₹ 486.27 crore). Transfers from Policyholders' revenue accounts is recognised in total income, but does not form part of segment revenue as for reporting segment information, segment revenues for both insurance businesses represent the premiums earned and other income.

3. Policyholders' surplus, if any, will be transferred to shareholders' account at the yearend on the basis of audited accounts.

4. The Company has opted to publish consolidated financial results, pursuant to option made available as per Clause 41 of the Listing Agreement. The standalone financial results are available on the company's website viz. [www.bajajfinserv.in](http://www.bajajfinserv.in) and on the websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://www.nseindia.com)). Key standalone financial information is given below:

(₹ In Crore)

| Particulars                           | Quarter ended |            |            | Year ended |
|---------------------------------------|---------------|------------|------------|------------|
|                                       | 30.06.2012    | 31.03.2012 | 30.06.2011 | 31.03.2012 |
| Income from operations & other income | 27.57         | 22.05      | 27.55      | 144.18     |
| Profit before tax                     | 15.96         | 13.39      | 18.76      | 107.70     |
| Profit after tax                      | 10.02         | 7.82       | 12.21      | 76.57      |

5. Figures for previous year / period have been regrouped wherever necessary.

6. ₹ 1 crore is equal to ₹ 10 million.

7. The above results have been reviewed by the Audit Committee, approved by the Board of Directors in the meeting held on 17 July 2012 and subjected to a limited review by the statutory auditors.

BY ORDER OF THE BOARD OF DIRECTORS  
FOR BAJAJ FINSERV LIMITED

RAHUL BAJAJ  
Chairman

Pune

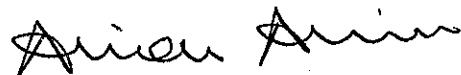
Date: 17 July 2012



The Board of Directors  
Bajaj Finserv Limited  
Bajaj Auto Limited Complex,  
Mumbai-Pune Road,  
Akurdi, Pune :- 411035

1. We have reviewed the accompanying "Standalone unaudited financial results" in which are included the results for the quarter ended 30<sup>th</sup> June, 2012 (the "Statement") of Bajaj Finserv Limited, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Dalal & Shah  
Firm Registration Number: 102021W  
Chartered Accountants



Place: Pune  
Date: 17<sup>th</sup> July, 2012

Anish P Amin  
Partner  
Membership Number 40451

The Board of Directors  
Bajaj Finserv Limited  
Bajaj Auto Limited Complex,  
Mumbai-Pune Road,  
Akurdi, Pune :- 411035

1. We have reviewed the accompanying "Statement of consolidated unaudited financial results" in which are included the consolidated results for the quarter ended 30<sup>th</sup> June, 2012 (the "Statement") of Bajaj Finserv Limited, its subsidiaries and jointly controlled entity hereinafter referred to as the "Group" (refer Note [1] on the Statement), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in Bajaj Finserv Limited which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Group's Management pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Group's Management and has been approved by the Board of Directors of Bajaj Finserv Limited. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement.
3. A review is limited primarily to inquiries of group's personnel and analytical procedures applied to group's financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in Bajaj Finserv Limited in the Statement from the disclosures made by the Group's Management and are, therefore, not expressing a review opinion thereon.
5. We did not review the financial statements of 3 subsidiaries and one jointly controlled entity considered in the preparation of the Statement and which constitute total revenue of Rs.2,166. 49 Crores and net profit of Rs 100.64 Crores for the quarter then ended. These financial statements and other financial information have not been subject to Limited Review and accordingly we do not express any opinion on the unreviewed results consolidated.
6. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Dalal & Shah  
Firm Registration Number:  
102021W  
Chartered Accountants



Anish P Amin  
Partner  
Membership Number 40451

Place: Pune  
Date: 17<sup>th</sup> July, 2012

**Press Release**  
**Income ↑51% ; Profit after tax ↑51% !!**

A meeting of the Board of Directors of Bajaj Finserv Limited was held today to consider and approve the results for Q1 FY13.

**Bajaj Finserv** is Bajaj group's holding company for all financial services business namely "Protection", "Lending", and "Financial advisory and Wealth management".

**1. PERFORMANCE**

In a challenging environment, company's strategy of pursuing profitable growth has paid rich dividends. While **consolidated gross revenue** increased from ₹ 2,900 crore to ₹ **3,252 crore**, **profit after tax** grew **51%** from ₹ 129 crore to ₹ **195 crore**.

**HIGHLIGHTS – Q1 FY13 v/s Q1 FY12**

|                                                  |                                                        |
|--------------------------------------------------|--------------------------------------------------------|
| ✓ Consolidated gross revenue                     | – ₹ <b>3,252 crore</b> v/s ₹ 2,900 crore; ↑ <b>12%</b> |
| ✓ Consolidated income from operations            | – ₹ <b>927 crore</b> v/s ₹ 613 crore; ↑ <b>51%</b>     |
| ✓ Consolidated profit after tax                  | – ₹ <b>195 crore</b> v/s ₹ 129 crore; ↑ <b>51%</b>     |
| ✓ Bajaj Finance, profit after tax                | – ₹ <b>139 crore</b> v/s ₹ 91 crore; ↑ <b>53%</b>      |
| ✓ General insurance, profit after tax            | – ₹ <b>65 crore</b> v/s ₹ 39 crore; ↑ <b>66%</b>       |
| ✓ Life insurance, shareholders' profit after tax | – ₹ <b>74 crore</b> v/s ₹ 53 crore; ↑ <b>40%</b>       |

Summary of consolidated results is given in Annexure A.

A synopsis on the performance of the subsidiaries is given below:

**A. Bajaj Finance Limited**

- Total income ↑ **56%**; ₹ **703 crore** in Q1 FY13 v/s ₹ 452 crore during Q1 FY12.
- Profit after tax ↑ **53%**; ₹ **139 crore** in Q1 FY13 v/s ₹ 91 crore in Q1 FY12.
- Deployments ↑ **32%**; ₹ **4,728 crore** in Q1 FY13 v/s ₹ 3,588 crore during Q1 FY12.
- Assets under management stood at ₹ **14,485 crore** as on 30 June 2012 v/s ₹ 13,107 crore as on 31 March 2012.
- **Net NPA** for Q1 FY13 stood at **0.10%** - **lowest** for the Company in the last 5 years.
- Capital adequacy ratio stood at **16.8%** as on 30 June 2012. RBI norm is 15%.

Summary of financial results is given in Annexure B.

**B. Bajaj Allianz General Insurance Company Limited (BAGIC)**

- Gross Written Premium (excluding motor pool) ↑18%; ₹ 940 crore in Q1 FY13 v/s ₹ 798 crore in Q1 FY12.
- Profit after tax grew by 66% to ₹ 65 crore in Q1 FY13 v/s ₹ 39 crore in Q1 FY12.
- Net Earned Premium (excluding motor pool) ↑14%; ₹ 601 crore in Q1 FY13 v/s ₹ 527 crore in Q1 FY12.
- Claim ratio improved by 8.4% to 56.6% in Q1 FY13 from 65.0% in Q1 FY12.
- Combined ratio (excluding motor pool losses) stood at a healthy 89.8% in Q1 FY13 v/s 96.7% in Q1 FY12.
- Underwriting profit before pool losses significantly improved to ₹ 61 crore in Q1 FY13 v/s ₹ 17 crore in Q1 FY12.
- Cash and investments as on 30 June 2012 stood at ₹ 5,228 crore.

Summary of financial results and key ratios is given in Annexure C.

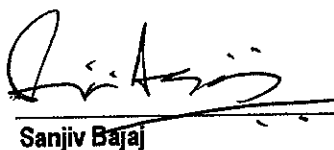
**C. Bajaj Allianz Life Insurance Company Limited (BALIC)**

- New Business Premium for Q1 FY13 was ₹ 484 crore v/s ₹ 378 crore in Q1 FY12 – growth of 28%.
- Gross Written Premium for Q1 FY13 was ₹ 1,211 crore v/s ₹ 1,388 crore in Q1 FY12.
- Business profit for Q1 FY13 was ₹ 287 crore v/s ₹ 279 crore in Q1 FY12.
- Shareholders' profit ↑ 40%; ₹ 74 crore in Q1 FY13 v/s ₹ 53 crore in Q1 FY12.
- Renewal Premium for Q1 FY13 was ₹ 727 crore v/s ₹ 1,010 crore in Q1 FY12.
- As on 30 June 2012, Net worth was ₹ 3,635 crore.
- Solvency ratio was a healthy 560% as on 30 June 2012 (minimum regulatory requirement - 150%).
- Total investments as at 30 June 2012 stood at ₹ 39,333 crore.

Summary of financial results is given in Annexure D

**2. RAISING OF CAPITAL**

The Board of Directors at its meeting held today approved the raising of funds through Rights Issue of equity shares upto ₹ 1,000 crore.



**Sanjiv Bajaj**  
**Managing Director**

17 July 2012.



## Annexure A



## Bajaj Finserv Limited

Registered Office : Mumbai - Pune Road, Akurdi, Pune 411 035

Corporate Office : Off Pune - Ahmednagar Road, Viman Nagar, Pune - 411 014

## Statement of consolidated unaudited financial results for the quarter ended 30 June 2012

(₹ In Crore)

|           | Particulars                                                                                            | Quarter ended             |                           | Year ended              |
|-----------|--------------------------------------------------------------------------------------------------------|---------------------------|---------------------------|-------------------------|
|           |                                                                                                        | 30.06.2012<br>(Unaudited) | 30.06.2011<br>(Unaudited) | 31.03.2012<br>(Audited) |
|           | <b>Gross revenue</b>                                                                                   |                           |                           |                         |
|           | i. Gross written premium                                                                               |                           |                           |                         |
|           | a) Life Insurance - Bajaj Allianz Life Insurance Co. Ltd.                                              | 1,211.44                  | 1,387.65                  | 7,483.80                |
|           | b) General Insurance - Bajaj Allianz General Insurance Co. Ltd.                                        | 977.33                    | 798.11                    | 3,675.89                |
|           | ii. Gross income - Bajaj Finance Ltd.                                                                  | 703.02                    | 451.75                    | 2,171.91                |
|           | iii. Income from windpower generation - Bajaj Finserv Ltd.                                             | 21.46                     | 16.57                     | 84.37                   |
|           | iv. Investment income (excluding accretions on unit linked investment)                                 | 319.92                    | 231.27                    | 1,048.33                |
|           | v. Others                                                                                              | 18.75                     | 14.56                     | 62.11                   |
|           | <b>Total</b>                                                                                           | <b>3,251.92</b>           | <b>2,899.91</b>           | <b>14,526.41</b>        |
| <b>1</b>  | <b>Income</b>                                                                                          |                           |                           |                         |
| a.        | Income from operations                                                                                 | 927.48                    | 612.64                    | 2,833.92                |
| b.        | Transfer from Policyholders' Account                                                                   | -                         | -                         | 1,069.13                |
|           | <b>Total income from operations (net)</b>                                                              | <b>927.48</b>             | <b>612.64</b>             | <b>3,903.05</b>         |
| <b>2</b>  | <b>Expenses</b>                                                                                        |                           |                           |                         |
|           | (a) Transfer to Policyholders' Account                                                                 | 2.27                      | 1.18                      | 2.85                    |
|           | (b) Employee benefits expense                                                                          | 79.78                     | 62.32                     | 264.70                  |
|           | (c) Marketing and other commission                                                                     | 45.49                     | 33.84                     | 160.69                  |
|           | (d) Recovery cost                                                                                      | 27.80                     | 17.98                     | 89.11                   |
|           | (e) Loan losses and provisions                                                                         | 32.02                     | 34.21                     | 154.38                  |
|           | (f) Depreciation                                                                                       | 3.62                      | 2.96                      | 14.12                   |
|           | (g) Other expenses                                                                                     | 75.19                     | 50.00                     | 248.61                  |
|           | <b>Total expenses</b>                                                                                  | <b>266.17</b>             | <b>202.49</b>             | <b>934.46</b>           |
| <b>3</b>  | <b>Profit from operations before other income, finance costs and exceptional items (1-2)</b>           | <b>661.31</b>             | <b>410.15</b>             | <b>2,968.59</b>         |
| <b>4</b>  | <b>Other income</b>                                                                                    | <b>0.45</b>               | <b>0.37</b>               | <b>1.73</b>             |
| <b>5</b>  | <b>Profit from ordinary activities before finance costs and exceptional items (3+4)</b>                | <b>661.76</b>             | <b>410.52</b>             | <b>2,970.32</b>         |
| <b>6</b>  | <b>Finance costs</b>                                                                                   | <b>263.10</b>             | <b>140.56</b>             | <b>744.10</b>           |
| <b>7</b>  | <b>Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>          | <b>398.66</b>             | <b>269.96</b>             | <b>2,226.22</b>         |
| <b>8</b>  | <b>Exceptional items</b>                                                                               | <b>-</b>                  | <b>-</b>                  | <b>-</b>                |
| <b>9</b>  | <b>Profit from ordinary activities before tax (7+8)</b>                                                | <b>398.66</b>             | <b>269.96</b>             | <b>2,226.22</b>         |
| <b>10</b> | <b>Tax expense</b>                                                                                     | <b>113.28</b>             | <b>77.52</b>              | <b>336.47</b>           |
| <b>11</b> | <b>Net Profit from ordinary activities after tax (9-10)</b>                                            | <b>285.38</b>             | <b>192.44</b>             | <b>1,889.75</b>         |
| <b>12</b> | <b>Add: Share of Profit after tax on Investments in Associates</b>                                     | <b>-</b>                  | <b>-</b>                  | <b>-</b>                |
| <b>13</b> | <b>Less: Minority Interest in Net Income of subsidiaries</b>                                           | <b>90.15</b>              | <b>63.71</b>              | <b>551.98</b>           |
| <b>14</b> | <b>Net Profit after taxes, minority interest and share of profit / (loss) of associates (11+12-13)</b> | <b>195.23</b>             | <b>128.73</b>             | <b>1,337.77</b>         |
| <b>15</b> | <b>Paid up Equity Share Capital (Face value of ₹ 5)</b>                                                | <b>72.34</b>              | <b>72.34</b>              | <b>72.34</b>            |
| <b>16</b> | <b>Reserves excluding Revaluation Reserves</b>                                                         |                           |                           | <b>5,027.79</b>         |
| <b>17</b> | <b>Basic and Diluted Earnings Per Share (₹) (not annualised) before and after extraordinary items</b>  | <b>13.5</b>               | <b>8.9</b>                | <b>92.5</b>             |

#### Annexure B - Summary financial results of Bajaj Finance Ltd

| ₹ In Crore                           | Q1 FY13    | Q1 FY12    | FY12         |
|--------------------------------------|------------|------------|--------------|
| Total income                         | 703        | 452        | 2,172        |
| Interest expenses                    | 264        | 141        | 746          |
| <b>Net interest income</b>           | <b>439</b> | <b>311</b> | <b>1,426</b> |
| Operating expenses                   | 201        | 142        | 670          |
| Loan losses and provisions           | 32         | 34         | 154          |
| <b>Profit before tax</b>             | <b>206</b> | <b>135</b> | <b>602</b>   |
| <b>Profit after tax</b>              | <b>139</b> | <b>91</b>  | <b>406</b>   |
| Earnings per share (EPS), basic, ₹   | 33.6*      | 24.8*      | 110.8        |
| Earnings per share (EPS), diluted, ₹ | 33.2*      | 24.8*      | 110.3        |

\*Not annualised

#### Annexure C - Summary financial results of BAGIC

| ₹ In Crore                                             | Q1 FY13   | Q1 FY12   | FY12       |
|--------------------------------------------------------|-----------|-----------|------------|
| Gross Written Premium *                                | 940       | 798       | 3,338      |
| Net Earned Premium *                                   | 601       | 527       | 2,196      |
| Underwriting profit/(loss) excluding Motor pool losses | 61        | 17        | 86         |
| Provision for Motor Pool losses                        | -69       | -42       | -264       |
| Investment income                                      | 100       | 83        | 372        |
| <b>Profit before tax</b>                               | <b>92</b> | <b>58</b> | <b>194</b> |
| <b>Profit after tax</b>                                | <b>65</b> | <b>39</b> | <b>124</b> |

#### KEY RATIOS

|                                           |        |        |        |
|-------------------------------------------|--------|--------|--------|
| Claim Ratio                               | 56.6%  | 65.0%  | 62.3%  |
| Combined Ratio (excluding pool losses) ** | 89.8%  | 96.7%  | 96.1%  |
| Combined ratio (including pool losses)**  | 101.3% | 104.7% | 107.2% |

\* Figures are excluding inward reinsurance premiums from motor pool

\*\* (Net claims incurred + Net commission income + operating expenses) / Net earned premium

#### Annexure D - Summary financial results of BALIC

| ₹ In Crore                                   | Q1 FY13 | Q1 FY12 | FY12         |
|----------------------------------------------|---------|---------|--------------|
| Gross Written Premium                        | 1,211   | 1,388   | 7,484        |
| New Business Premium                         | 484     | 378     | 2,718        |
| Renewal premium                              | 727     | 1,010   | 4,766        |
| Policyholders' Surplus *                     | 213     | 226     | 1,006        |
| Shareholders' Profit                         | 74      | 53      | 242          |
| Total Profit (Policyholders' +Shareholders') | 287     | 279     | 1,248        |
| <b>Total Shareholder's Profit **</b>         |         |         | <b>1,311</b> |

\* Policyholders' surplus, if any, will be transferred to shareholders' account in Q4 FY13 after audited accounts.

\*\*Shareholders' profit for the year comprises of profit for the year - ₹ 242 crore, distribution of surplus from policyholders' account - ₹ 979 crore and release from "Reserve for Lapsed unit linked policies unlikely to be revived" - ₹ 90 crore.

