31 July 2026

To Corporate Relations Department. **BSE Limited** 1st Floor, New Trading Ring, Rotunda Building, P J Tower, Dalal Street, Fort, Mumbai 400 001	To Corporate Listing Department. **National Stock Exchange of India Ltd** Exchange Plaza, 5th Floor Plot No.C-1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051
BSE Code: 532978	**NSE Code: BAJAJFINSV**

Dear Sir/Madam,

Sub.: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investors presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Schedule III and in continuation to our intimation dated 23 July 2026, please find enclosed herewith the presentation that will be made at Analyst/institutional investors meetings scheduled from 3 to 6 August 2026 in Singapore and Hong Kong.

We request you to bring the above to the notice of all concerned.

Thanking you,
FOR BAJAJ FINSERV LIMITED

UMA OMKAR SHENDE
Digitally signed by UMA OMKAR SHENDE
Date: 2026.07.31 17:58:05 +05'30'

UMA SHENDE
COMPANY SECRETARY
Email ID: investors@bajajfinserv.in
Encl.: As above

BAJAJ FINSERV LIMITED
https://www.aboutbajajfinserv.com/about-us

Corporate Office: 6th Floor, Bajaj Finserv Corporate Office, Off Pune - Ahmednagar Road, Viman Nagar, Pune - 411 014, Maharashtra, India
Tel: +91 20 7150 5700 | Fax: +91 20 7150 5792
Registered Office: C/o Bajaj Auto Limited Complex, Mumbai - Pune Road, Akurdi, Pune - 411 035, Maharashtra, India
Corporate ID No.: L65923PN2007PLC130075 | **Email ID:** investors@bajajfinserv.in

BAJAJ FINSERV LIMITED

International Investor Presentation – Q1 FY2027 and FY2026

INR to USD conversion rate of 94.5 used across the deck
Note: The insurance subsidiaries follow Ind-AS only for the purpose of consolidation with BFS and hence where standalone details given are on statutory GAAP basis

INDEX

01. BAJAJ FINSERV LIMITED – GROUP STRUCTURE AND STRATEGY

02. BAJAJ GENERAL INSURANCE LIMITED

03. BAJAJ LIFE INSURANCE LIMITED

04. EMERGING BUSINESSES

- a. BAJAJ FINSERV HEALTH LIMITED
- b. BAJAJ FINSERV DIRECT LIMITED (Marketplace and Tech)
- c. BAJAJ ASSET MANAGEMENT LIMITED

05. BAJAJ FINANCE LIMITED

06. BAJAJ HOUSING FINANCE LIMITED

07. ANNEXURES

- a. MORE ABOUT US – ONE FINSERV STORY
- b. PERFORMANCE UPDATE FOR THE QUARTER
- c. ENVIRONMENTAL, SOCIAL AND GOVERNANCE
- d. INDIA & BFSI OPPORTUNITY

Bajaj Finserv overview: A diversified financial services group

Bajaj Finserv Limited (Listed)

51.30%[1]
Bajaj Finance Limited (Listed)
(Consumer and Finance Business)

77.33%[2]
Bajaj Life Insurance Limited
(Life insurance, Retirement and Pension)

77.33%[2]
Bajaj General Insurance Limited
(General and Health Insurance)

100%
Bajaj Finserv Health Limited
(Health-tech platform)

86.70%
Bajaj Housing Finance Limited (Listed)
(Mortgage and Developer Finance)

100%
Bajaj Financial Securities Limited
(Digital Stockbroker)

100%
Vidal Healthcare Services Pvt. Ltd.
(TPA services and SAAS/PAAS provider)

19.90% 80.10%
Bajaj Finserv Direct Limited
(Digital Marketplace & Technology services)

100%
Bajaj Asset Management Limited
(Mutual Funds)

100%
Bajaj Alternate Investment Management Limited[3]
(Alternative Investments)

1. 54.67% holding via promoter holding & promoter group
2. 100% holding along with promoter group companies
3. Newly formed company, business to commence in Q2 FY2027. The company has received approval from SEBI to set up Portfolio Management Services and Cat II AIFs

Acquisition of Allianz stake in the Insurance Companies completed in FY2026, making our Insurance businesses 100% Bajaj – Made in India, Made for India, Made by India

Shareholding as on 30 June 2026 | Direct Subsidiaries | Indirect Subsidiaries

Our Vision – Lifecycle Partner to every Indian to achieve financial goals

Financial Life cycle needs of Individual, SME and corporate customers

Asset acquisition	Asset protection	Family, Health & Income Protection	Investment/ Wealth management	Retirement
Loan (Personal, Home, Business), Credit lines, Gold loan	General Insurance, Health care Platform	General, Health & Life Insurance, Digital access to health ecosystem	ULIPs*, Fixed Deposits, Mutual Funds, Shares, AIF, PMS etc.	Annuities, Pension, Wealth Planning

Bajaj Finserv Limited (Listed)
Financial Services

PRODUCTS & SOLUTIONS

- **Bajaj Life Insurance Limited** (Life Insurance, Retirement & Pension)
- **Bajaj General Insurance Limited** (General and Health Insurance)
- **Bajaj Finance Limited (BFL)** (Consumer & Finance Business)
- **Bajaj Housing Finance Limited (BHFL)** (Mortgage and Developer Financing)
- **Bajaj Asset Management Ltd. (Bajaj AMC)** (Mutual Funds)

PLATFORMS

- **Bajaj Finserv Direct Limited** (Digital Marketplace & Technology Services)
- **Bajaj Finserv Health Limited** (Health-tech Platform and TPA services)
- **Bajaj Financial Securities Limited (BFSL)** (Digital Stockbroker)

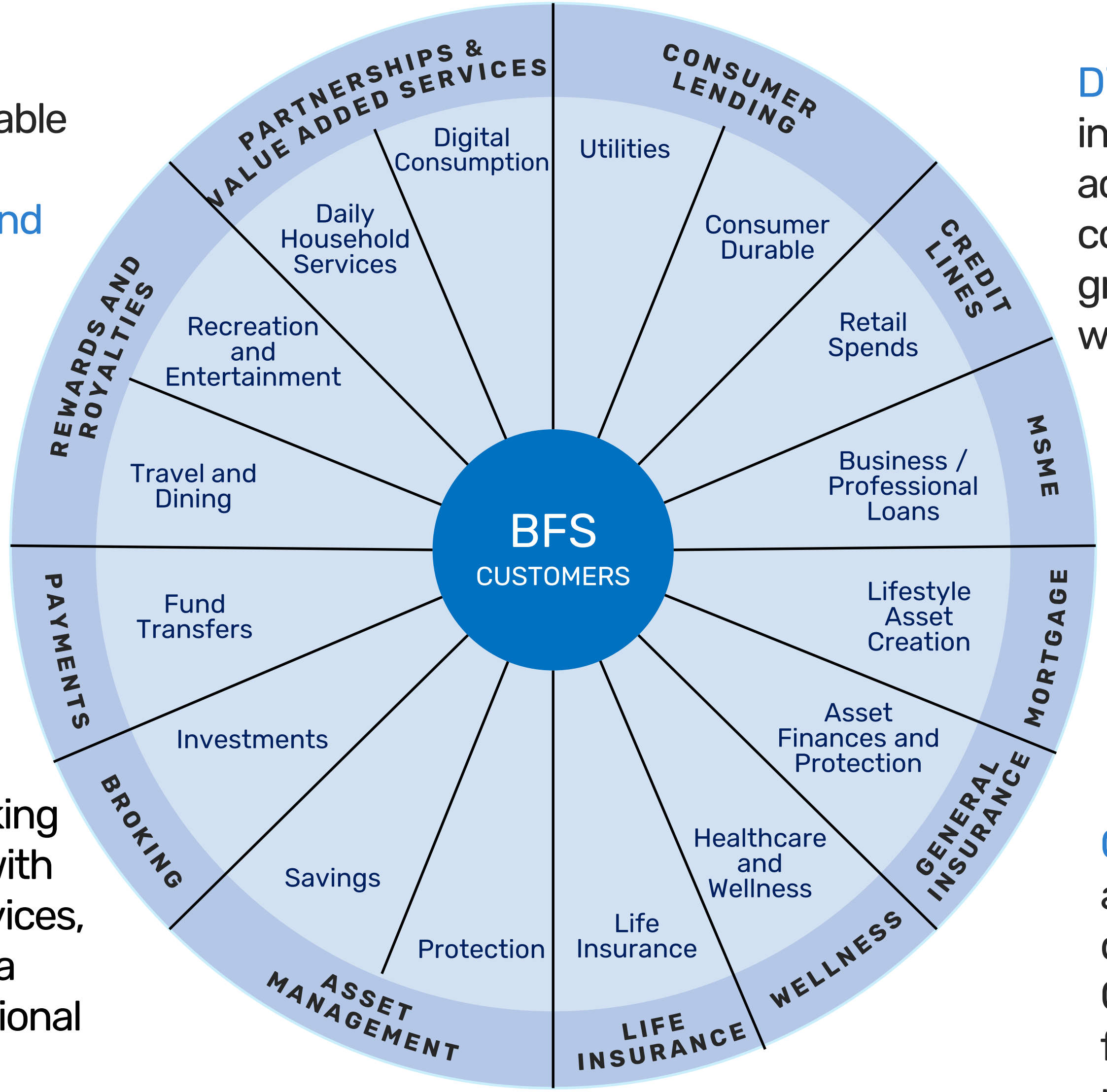
*Unit Linked Insurance Plan

Bajaj Finserv - Lifecycle Partner to every Indian to achieve financial goals

An ecosystem that supports profitable growth through partnerships, marketplace, payments, rewards and loyalty

Life Insurance, stock broking mutual fund, AIF and PMS business to help customers meet their wealth accumulation goals

Health and wellness services, seeking to connect providers and payers with consumers offering products, services, and claims management through a digital platform founded on operational excellence



Diversified financing businesses helping individuals meet their lifestyle needs, acquire homes and small/medium corporates fulfill their requirement of growth and working capital through a wide array of products and solutions

Very strong technology and data-orientation helping to enhance wallet share of customers and controlling fraud. Digital technology services to enhance overall native capability of the group

General Insurance offering protection across property, casualty & health; diversified across retail, commercial and Government-sponsored business with focus on core profitability and strong market position

Create constant value across the customer lifecycle, build sustainable businesses and deepen financial access

Sustainable businesses with deepened financial access

Achieving scale…

Metrics	FY16	CAGR	FY26
Customer Franchise	30MM+	+20%	180MM+
Locations	1,200+	+13%	4,050+
Branches	1,550+	+12%	5,000+
Employees	20,500+	+18%	110,000+
Distributors	128,000+	+16%	570,000+
Cross Sell Franchise (BFL)	55%	+800 bps	63%

…while promoting financial access and diversity

Metrics	FY24	FY25	FY26
New to BFL Credit	6.3MM	6.7MM	8.7MM
Lives covered under Govt. Health schemes	8MM	22MM	49MM
Farmers covered under Crop Insurance	14MM	19MM	10MM
MFI Branches	100	418	440+
Women Agents (Share in total agents)	63,000+ (29.9%)	69,500+ (30.6%)	82,800+ (28.7%)
Gender Diversity*	13.1%	13.5%	13.7%

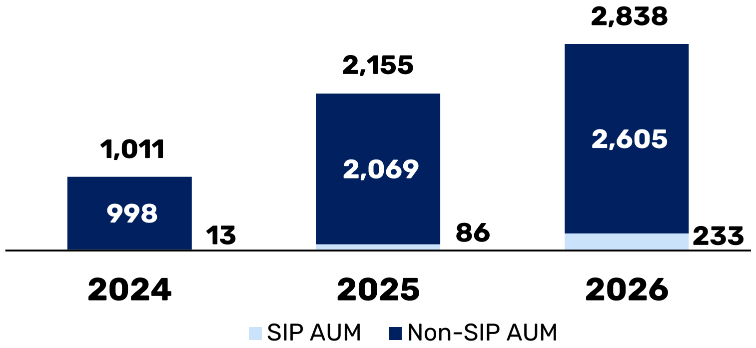
*__Gender diversity__ for new hires is at 26.2% for FY2026

Leveraging technology to expand financial access

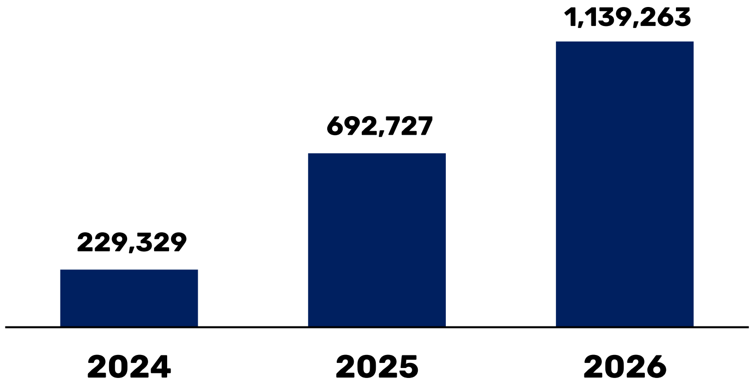
Emerging businesses

Asset Management

Assets Under Management ($m)



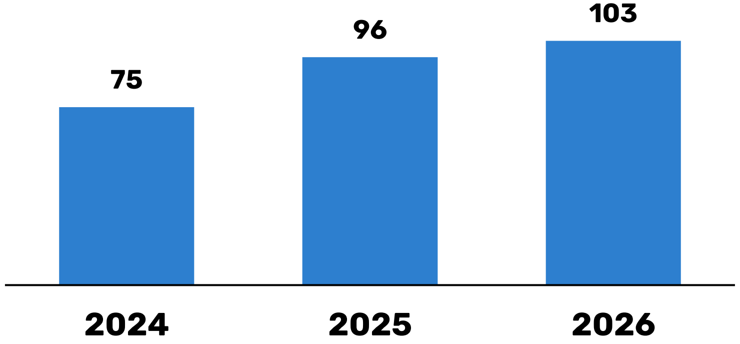
Number of folios



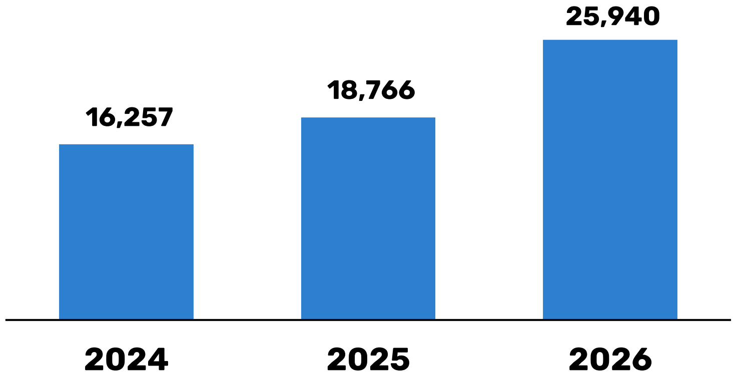
Fastest AMC to reach $3bn AUM

Marketplace

Unique partner count



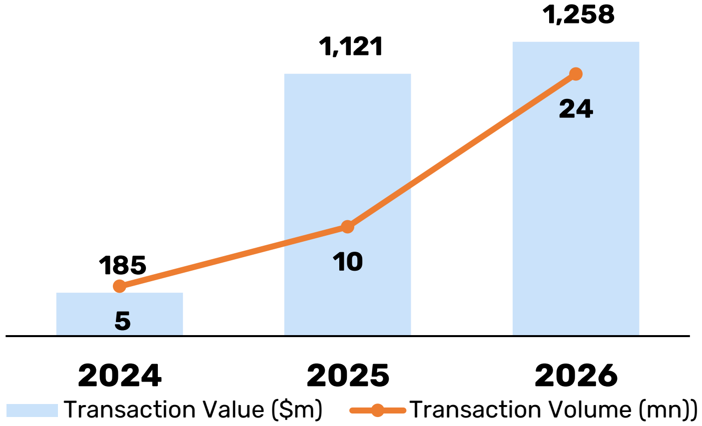
Unique visitors (in '000s)



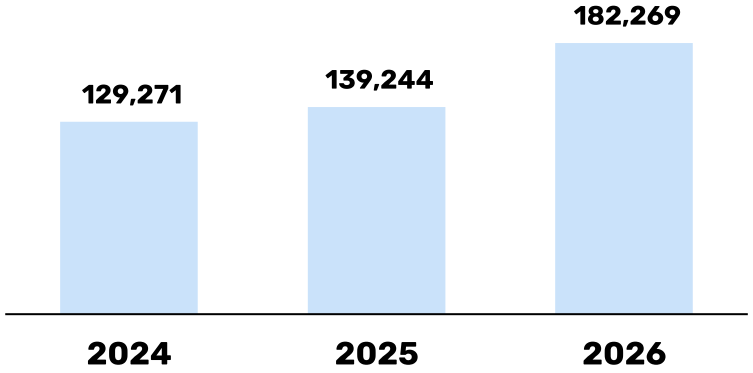
Among largest lending marketplace

Health Tech

Healthcare transactions[1]



Healthcare ecosystem touchpoints[2]



Only unified health ecosystem in India

1. Vidal Healthcare Services Pvt. Ltd. was acquired by Bajaj Health in Q1 FY2025
2. Healthcare ecosystem touchpoints include hospitals, doctors and diagnostic labs

All data is on Financial Year basis (April to March)

Significant presence across financial services in India…

Metrics ($MM)	FY16	CAGR	FY26
Consolidated Revenue	2,172	+22%	15,928
Consolidated PAT	197	+18%	1,037
Consolidated AUM	10,322	+22%	74,687
Consolidated Market Cap[1]	9,338	+28%	112,451

1st Largest and amongst most profitable **NBFC** in India

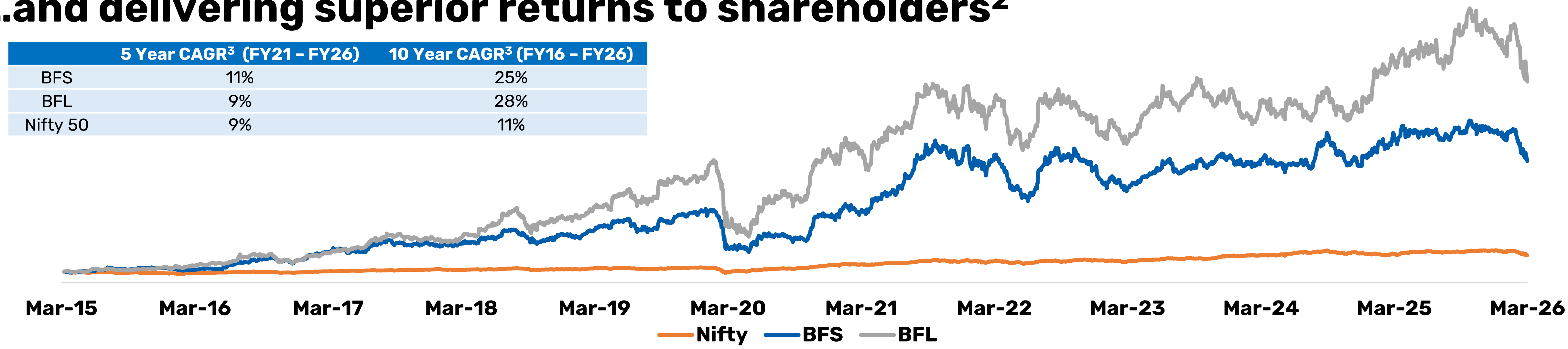
2nd Largest and amongst most profitable **HFC** in India

2nd Largest Private **General Insurer** in India and contributing to ~19% of Industry's profit pool

2nd Largest Non-Bank backed Private **Life Insurer** in India

…and delivering superior returns to shareholders[2]

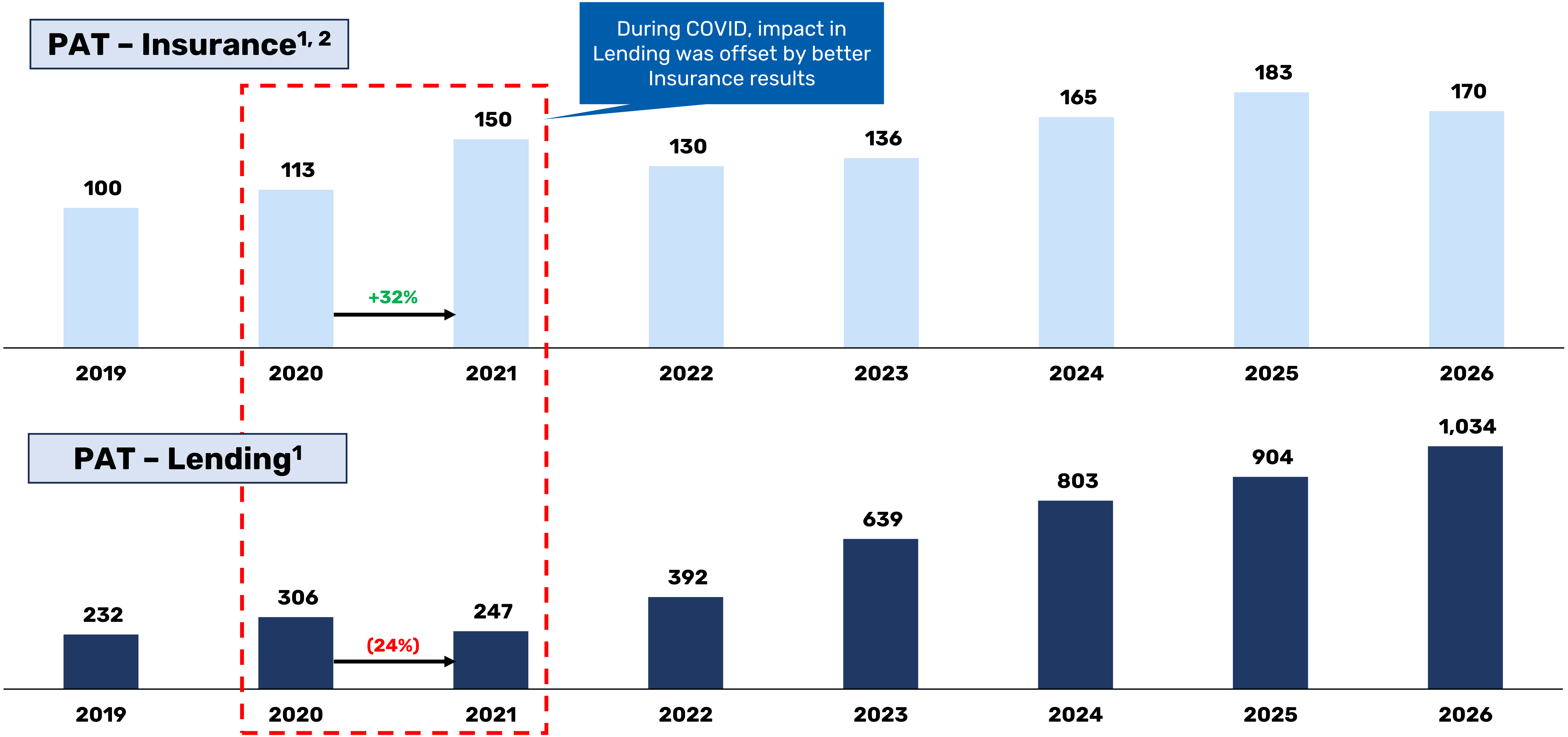
	5 Year CAGR[3] (FY21 – FY26)	10 Year CAGR[3] (FY16 – FY26)
BFS	11%	25%
BFL	9%	28%
Nifty 50	9%	11%



1. Market Cap in aggregate for BFS, BFL, BHFL, BHIL and MSL. BHFL was incorporated in 2017, hence not included in FY16
2. Change in the rebased share price of BFS, BFL vs Nifty 50 index
3. Price as at year end for respective years

Diverse business models enduring strength across market conditions – mitigating risk while delivering profitable growth

All Figures in $ MM



1. Profit attributable to BFS shareholders
2. Insurance PAT is as per Indian GAAP

What is achieved so far

BAJAJ FINANCE (NBFC)

- One of the largest wealth generator, value of $1 invested in 2000 = $ 2,729 in 2026
- Largest NBFC in India with AUM of $ 39,469 MM
- One of the most profitable NBFC in India with PAT of $ 2,045 MM
- 119+ MM customer franchise
- Transforming to BFL 3.0, A FIN AI company

BAJAJ GENERAL (P&C and Health)

- 3rd largest multi-line insurer
- Profitable since first full year
- Among the most profitable insurers – consistent industry beating COR (abs. 15% delta vs. industry) with superior ROE
- Over 50 MM customer franchise
- Pan India geographical presence with broad and deep distribution

BAJAJ LIFE (Life insurance)

- Fastest growing LI company in last 5 years on RWRP amongst top 10 Pvt. players
- VNB growth faster than RWRP growth: 5-year VNB CAGR of 35% and RWRP CAGR of 25%
- Deep and diversified distribution across agency, Bancassurance and proprietary sales
- Present in 7 out of 10 top private banks in India
- AUM of $ 14,133 MM

BAJAJ HOUSING FINANCE

- Amongst the largest & most profitable HFCs with AUM of $ 14,889 MM & PAT of $ 271 MM
- CAGR of 29% in AUM and 41% in PAT over past 5 years
- One of the most successful IPOs in recent past

BAJAJ FINSERV DIRECT (Marketplace and Tech)

- Amongst the largest & well diversified digital marketplace
- 103 financial manufacturer tie-ups
- ~2.2 MM paid transacting customer till date in marketplace
- B2B technology services as a business division

BAJAJ FINSERV HEALTH (Health-tech)

- Full-suite integrated health-tech platform
- ~ 2 MM health transactions a month
- AI enabled transaction management
- Deep distribution network of doctors, hospitals and labs, handling outpatient, wellness and hospitalisation needs

BAJAJ FINANCIAL SECURITIES

- Wide range of capital market products
- ~14 Lakhs customers; $ 717 MM of margin trade finance book and $ 127 MM ESOP financing
- Delivering Relationship-based broking solutions through branches
- Target to become full-fledged digital broker

BAJAJ AMC (Mutual fund)

- AUM of $ 2,838 MM; ranked 26/50 within 3 years of operations
- 59% of AUM is equity oriented
- 50K distributors empanelled, over 1.1 MM folios opened
- Different approach to products

Highest credit ratings for all lending & insurance companies (AAA (Stable) & A1+)

All the numbers above are till the period ended 31 March 2026

BFS capital allocation

Capital generated across mature companies is expected to be deployed as follows…

Risk Business	Annuity Business	Platform Business	New Businesses	Future Opportunities
BAJAJ FINANCE (M) BAJAJ GENERAL (M) • Both businesses have been delivering Industry best ROE and generating capital over the past many years	BAJAJ HOUSING (M) BAJAJ LIFE (M) BAJAJ BROKING (E1) • Established business models, will require capital as per business construct	BAJAJ HEALTH (E2) • Less than $50 MM additional burn over the next 3 years • Operating breakeven by FY2028-29 BAJAJ MARKETS (E2) • Fully capitalized • Breakeven by FY2027 • Insurance Marketplace by FY2028	BAJAJ ASSET MANAGEMENT (E1) • Less than $50 MM additional burn over the next 3 years • Breakeven is projected at around $13 bn AUM BAJAJ ALTS (N) • Less than $200 MM sponsor capital upto FY2028	• **Wealth Management** being set up under Bajaj Broking • **Re-insurance** business - approved by Board in July 2027, IRDAI approval to be sought • **Pensions Fund Management** Company – IRDAI/PFRDA approval awaited • NRI market through **GIFT city** through Life Insurance, Asset management and Alternative management companies
Net capital generator	**Will require capital over medium term**	**Visibility of path to profitability, capital consumption will be incremental**	**Will require capital over medium term**	**Future capital deployment avenues**

M Mature Business · E1 Emerging Business with tested business model · E2 Emerging Business with newer business model · N New Business

Strong solvency and capital adequacy

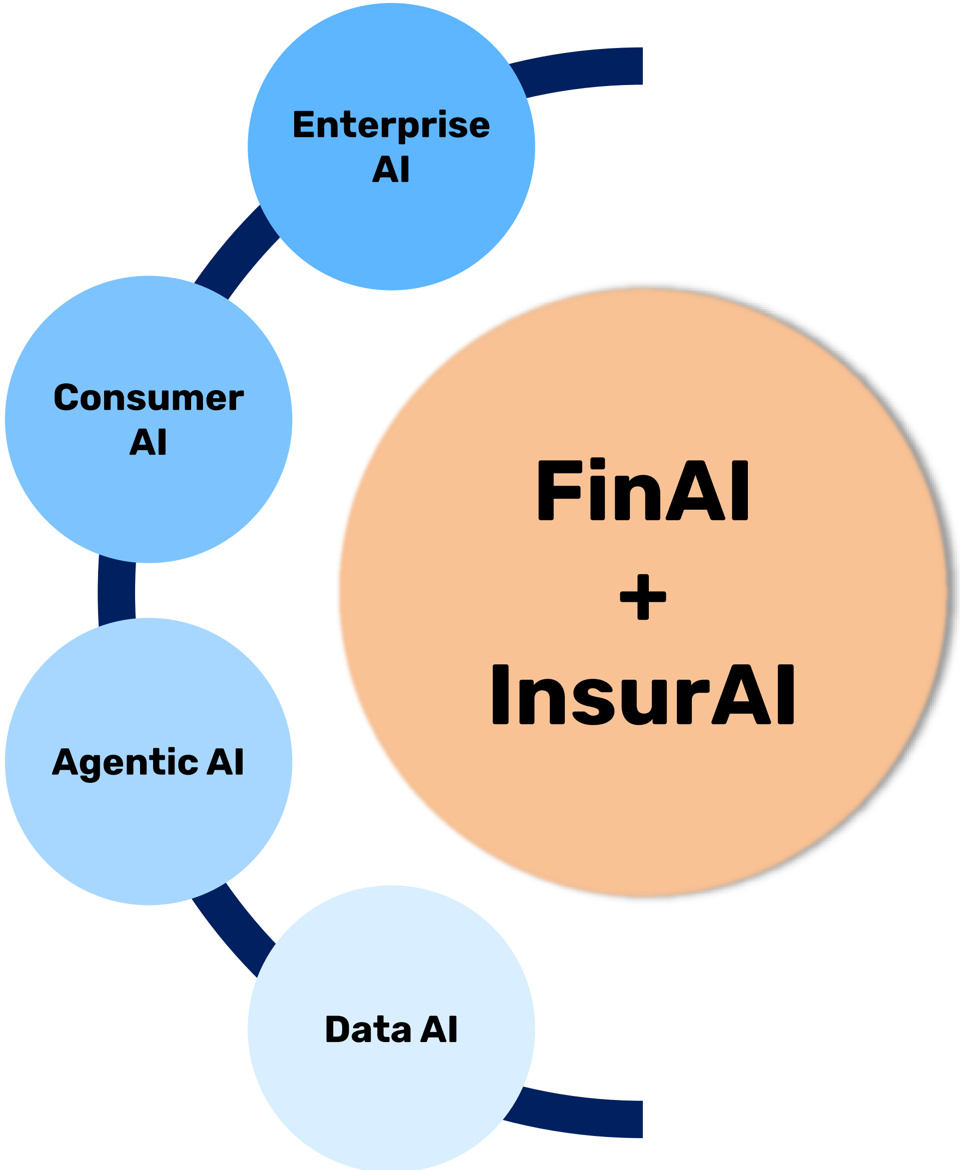
All Figures in USD MM

Solvency	BFL	Bajaj Life	Bajaj General	BHFL	Total
Minimum capital adequacy/solvency margin	15%	150%	150%	15%	
Actual capital adequacy/solvency margin as on 31st Mar'2021	28%	666%	345%	21%	
Estimated excess capital available	1,842	893	405	188	**3,329**
Actual capital adequacy/solvency margin as on 31st Mar'2026	22%	266%	302%	23%	
Estimated excess capital available	2,958	447	577	789	**4,771**
Capital generated/(Consumed) since 01 April 2021	**1,116**	**(446)**	**172**	**600**	**1,442**
Less: External capital raised since 01 Apr 2021	1,242	-	-	853	**2,095**
Add: Dividend paid since 01 Apr 2021	987	293	310	-	**1,590**
Net capital generated / (consumed) since 01 April 2021	**861**	**(153)**	**482**	**(253)**	**937**

Strong capital generation by risk bearing businesses

Entire data is as on 31st Mar 2026

Transforming businesses through next gen technology



Enterprise AI

- **Voice and Text AI**: enables human-like voice and text conversations
- **Vision AI**: data extraction from images and documents
- **Content AI**: on-demand content creation
- **Tech AI**: accelerated software development and testing
- **Business Intelligence AI**: intelligent, conversational enterprise analytics

Consumer AI

- AI powered everyday products and experiences that make the consumers' life simpler, **more personalised and transformational**

Agentic AI

- **Autonomous, intelligent agents** that go beyond predefined workflows and rule-based automation
- These agents are designed to reason, plan, adapt and collaborate across systems and processes
- Enables shift from process-centric automation to **goal-oriented autonomy**

Data AI

- Scalable **data intelligence platform** by transforming unstructured data into structured form
- Model equipped to generate **behavioural insights** from digital and voice signals, building **custom models for credit and insurance risk**, **personalisation** and **propensity scoring**

Projects: 330+ total; 100+ deployed

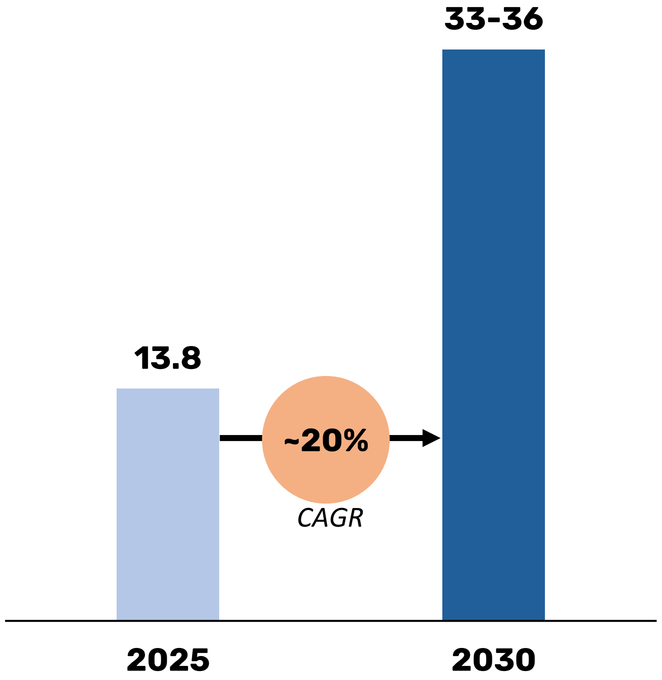
Dedicated 400+ member team across subsidiaries

Realised impact for Q1 FY2027: Loan disbursements \$260+ MM; Insurance Revenue \$6+ MM

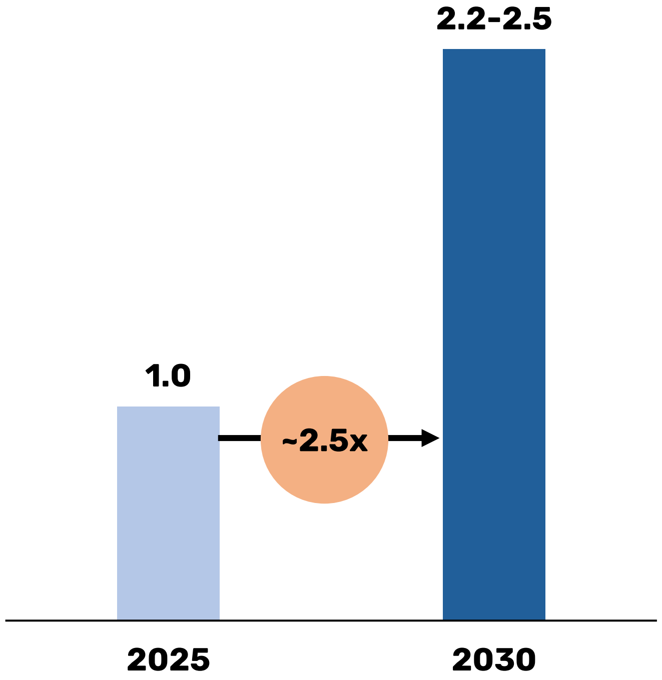
Our aspiration basis Long Range Strategy for 2025-30*

Bajaj Finserv (Consolidated)

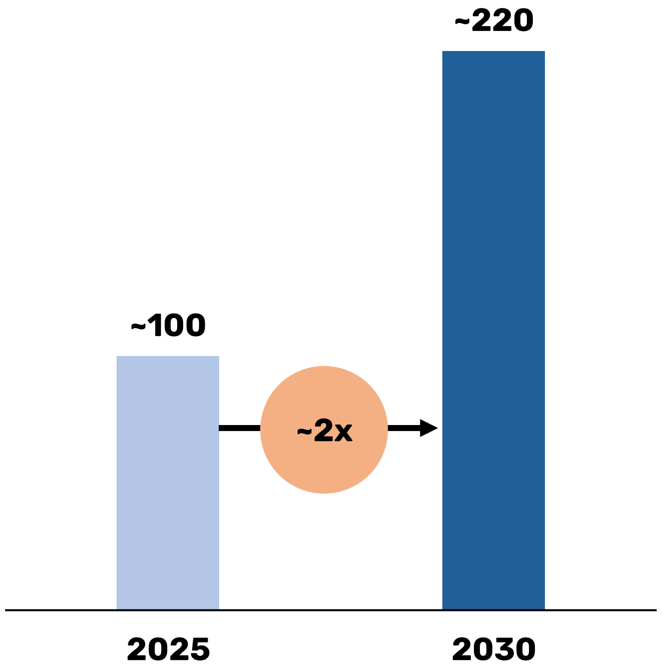
Total Income
(USD Thousand MM)



Profit After Tax
(USD Thousand MM)



Customer Franchise
(in MM)



*Presented in Dec 2025
Any statements that may look like forward looking statements are just estimates and do not constitute an assurance or indication of any future performance result

CARINGLY YOURS

BAJAJ GENERAL INSURANCE LTD.

Bajaj General – Key Strategic Differentiators

BAJAJ GENERAL
CARINGLY YOURS

STRATEGY

Strive for market share growth in chosen business segments through a well-diversified product portfolio and multi-channel distribution supported by strong underwriting and prudent investments, seeking sustained profitability

DIFFERENTIATORS

Deep and wide distribution

- **Large multi channel distribution** network encompassing multiline agents, bancassurance, motor dealers', broking, direct, & ecommerce network serving all segments
- Focus on penetrating **Small Towns (Geo Model)**

Diversified Product Mix

- **Diversified product portfolio** offering across **retail segments** (mass, mass affluent & HNI) , **commercial segments** and **corporates segments** (SME & MSMEs)
- **Continuous innovations** in products to maintain competitive edge

Operational Efficiency

- **Industry leading combined ratios** consistently over the years
- Business construct is to deliver **superior ROE** on target solvency
- Strive to be amongst the best **claims paying general and health insurers**

Technology and Data Analytics

- **Deep investments in technology** to drive efficiencies for the Company and convenience for all stakeholders – customers, distributors and employees
- Drive **the theme of "Caringly yours"** on the foundation of **customer obsession through innovations** in customer experience

Bajaj General Key Financial Metrics vs. Industry – Outperformance

All Figures in USD MM

GWP (5 Yr CAGR)	Combined Ratio (5 Yr. Avg.)	Cumulative PAT (5 Yr)
13.1%	101.1%	847 MM
Industry 10.7%	Industry 118.5%	Industry 514 MM
3rd largest general insurer grown organically; having surpassed 3 PSUs of vintage	Consistently maintaining prudent underwriting and cost efficiency to achieve one of the lowest COR in the industry	Superior Profitability (contributing 25% of top 10 private players profitability)

Return on Equity (5 Yr Avg.)	Bajaj General Market Share	Solvency Margin (FY 26)
15.9%	6.7% FY22 → 7.1% FY26	302%
Industry 1.3% (Avg.)		Industry 119% (Avg.)
Delivering Superior ROE; ROE (annualized @200% solvency) estimated for FY2026 at 18.5%	Strengthened market share in a highly competitive market	Highest solvency ratio among the peers, with consistent dividend payouts Y-o-Y

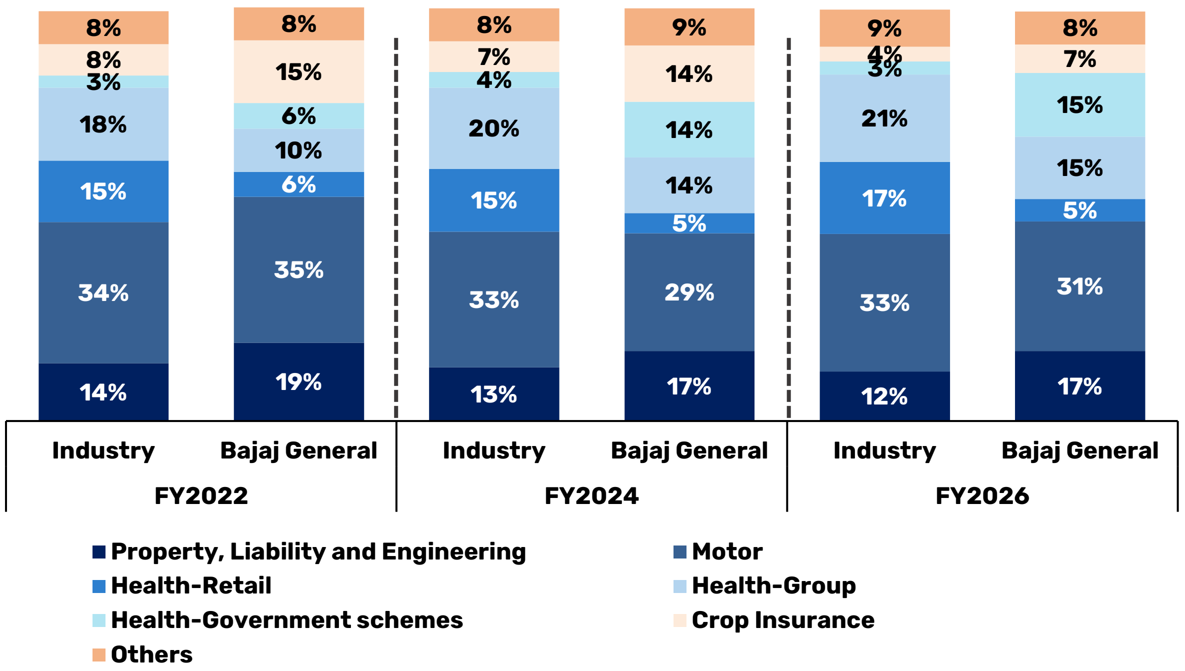
Bajaj General with it's business construct has been able to constantly outperform on all the business metrics based on strong selection of risk & prudent underwriting

Significant tailwinds expected from IFRS 17 implementation (effective 01 Apr 2027), primarily driven by discounting of claims and deferment of acquisition expenses

All metric are for five years period FY2022 to FY2026; GWP: Gross written premium; COR: Combined Ratio , UW: Underwriting Result, NWP : Net written Premium
Industry = Private Insurers + PSU
Source – Public disclosures

Bajaj General – Diversified product mix to maintain competitive edge and performance over cycles

Business Mix



Line of Business	GDPI Growth (5 Yr CAGR)		COR (5 Yr Average)	
	Bajaj General	Top 5 Peers	Bajaj General	Top 5 Peers
Property, Liability and Engineering	12%	11%	47%	67%
Motor	9%	10%	105%	117%
Health Retail	10%	19%	109%	114%
Health Group	25%	23%		
Health Govt. Schemes	90%	13%		
Crop Insurance	(9%)	(2%)	75%	94%
Others	15%	17%	90%	95%
Total	13%	12%	101%	109%

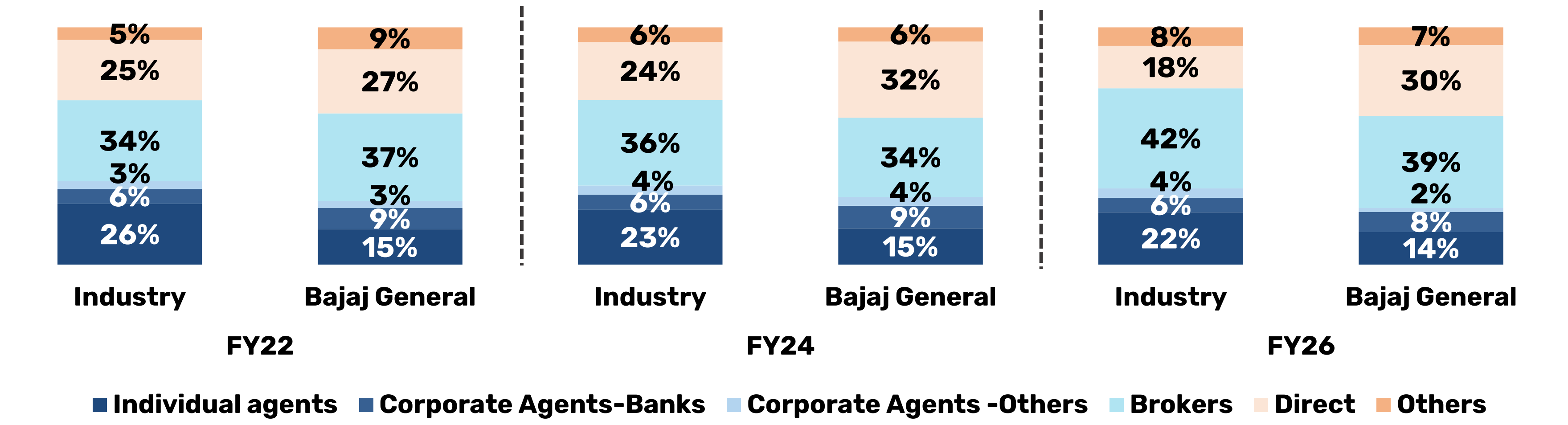
Tactical shifts across business lines as against the industry to sustain profitability and maintain competitive edge

- Focus to outgrow the most profitable commercial lines of business (i.e. Property, Liability & Engineering) ahead of the industry with disciplined underwriting. Amongst the largest commercial lines players backed by large and high-quality reinsurance
- Directional shifts to capitalize on sustainable profit pools way ahead of industry – Govt. health, Surety bonds, Passenger carrying commercial vehicles (PCV), etc. at a healthy COR
- Tactical plays from time to time – focus on select segments of motor (new 4W & 2W, PCV, etc.) & segments of health (GMC post pandemic); selective focus on retail health (given high abuse risk) & crop (given current economics)

Industry : Pvt. + PSU + SAHI, Top 5 peers represents top 5 Private players

Bajaj General – Deep and wide distribution with penetration across all geographies and lower concentration risk on any channel

BAJAJ GENERAL
CARINGLY YOURS



- **No individual partner contributes more than 5%** to the overall GDPI
- This diversified business mix effectively mitigates concentration risk and helps us tide over business cycles seamlessly
- Largest number of Banca partners

Bancassurance

- **Over 220+ corporate agents** and banca partners
- **Major New Tie-ups in FY26:** DCB Bank, Jio Financial Services, Cholamandalam Investment Finance, Agro Indus Credits, Deccan Finance, Nanded Merchants Bank, Ummeed Housing Finance, Mannapuram Finance Ltd., LokVikas Nagari Sahakari Bank Ltd., Motilal Oswal Home Finance

Agency & Retail

- **71,800+ agents & 92,300+ POSP**
- Realignment of retail channels to drive profitable growth segmented into Hybrid Zonal & vertical structure
- Dedicated **'GEO'** channel to Increase penetration with underpenetrated Tier II & Tier III cities

OEMs & Dealer

- **45+ national Tie-ups and over 9,300 network of dealers** across pan India
- **Major National Tie-ups:** Maruti, Honda, Toyota, Mahindra, Hyundai, MG, Kia, VW, BMW, Mercedes, TATA Motors, Bajaj, RE, Yamaha, Piaggio, JCB, Suzuki TW, Hero, BGauss, Revoult, Lexus, Nissan, Renault, Hero Electric, Ampere, Nissan EW

Rural Focus

- **9.46 MM** farmers insured in FY2026
- Issued more than **6.4 MM** Crop Insurance policies during FY2026
- Received crop insurance enrollments from **18,665 CSC centers in FY2026**

Digital ecosystem

- **25+ Partnerships** across Insuretech companies, aggregators, wallets such as Phone Pe, NSDL payments banks, etc.

Note: The components might not add up to total of 100% due to rounding off | * Original Equipment Manufacturer, CSC - Customer Service centers
Govt health is through the direct business. Others Include: CSC,IMF,POSP, MISP & Web Aggregators

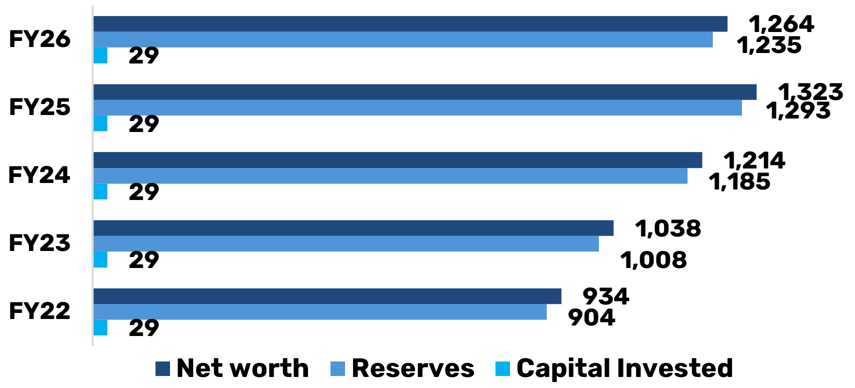
Bajaj General – Lowest invested capital, Superior ROE & Investment Performance

All Figures in USD MM

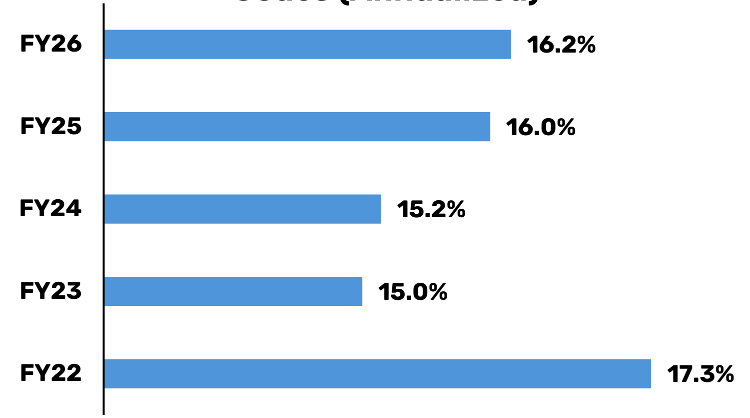
Bajaj General - Capital Invested – Networth*

No Capital infusion since FY2008

Accumulated profit 98% of Net Worth as at 31 Mar 2026

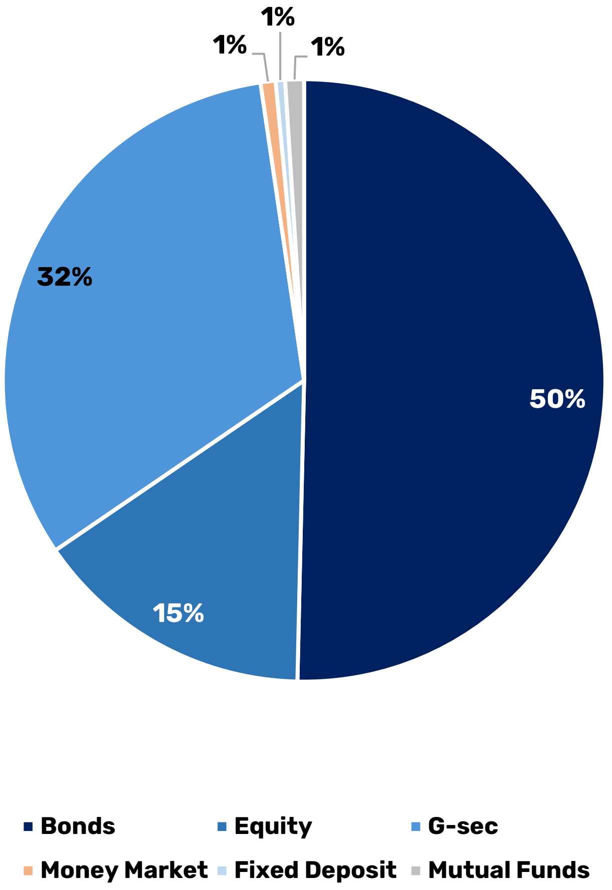


ROE before impact of New Labour Codes (Annualized)

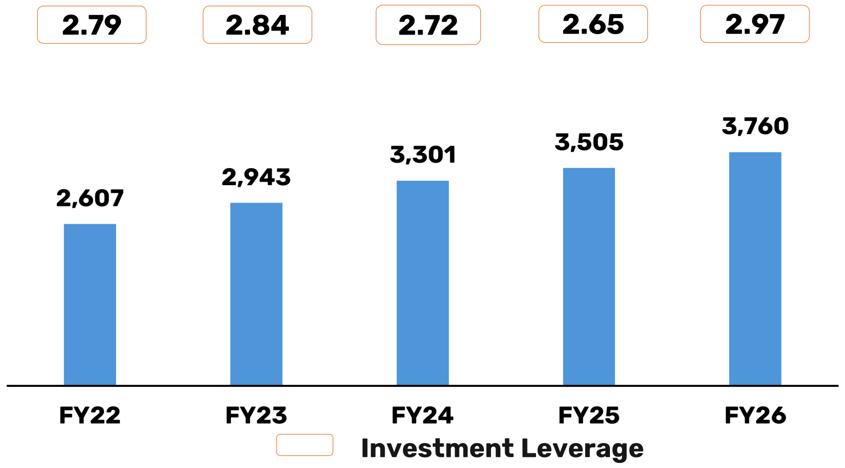


ROE (annualised @200% solvency) estimated at 18.5%

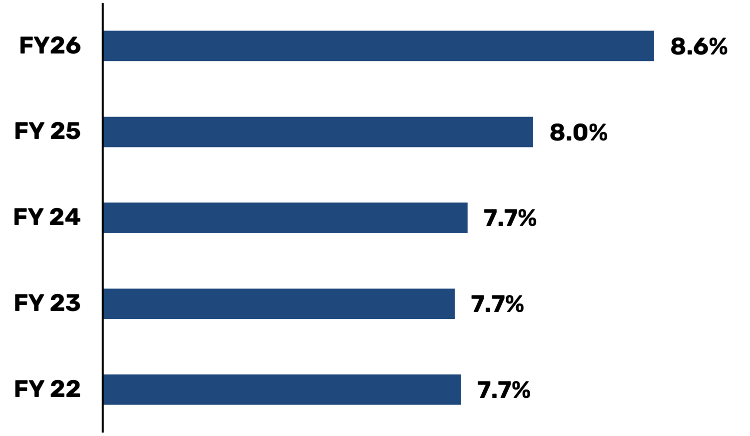
AUM Mix



AUM (Cash & Investments)



Realised Investment return



94.0% of debt portfolio is in AAA or sovereign securities.
95.1% of Equity investment is in BSE 100 stocks

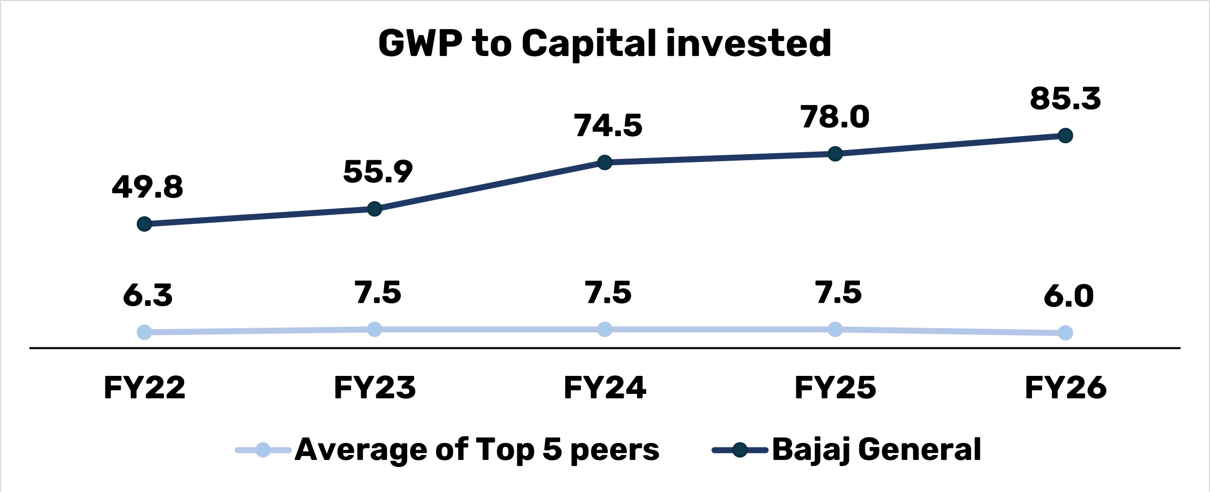
*Networth has been impacted due to buyback of 3% of Allianz's stake amounting to $ 169 MM

Amongst the lowest in terms of lifetime capital infusion in the industry

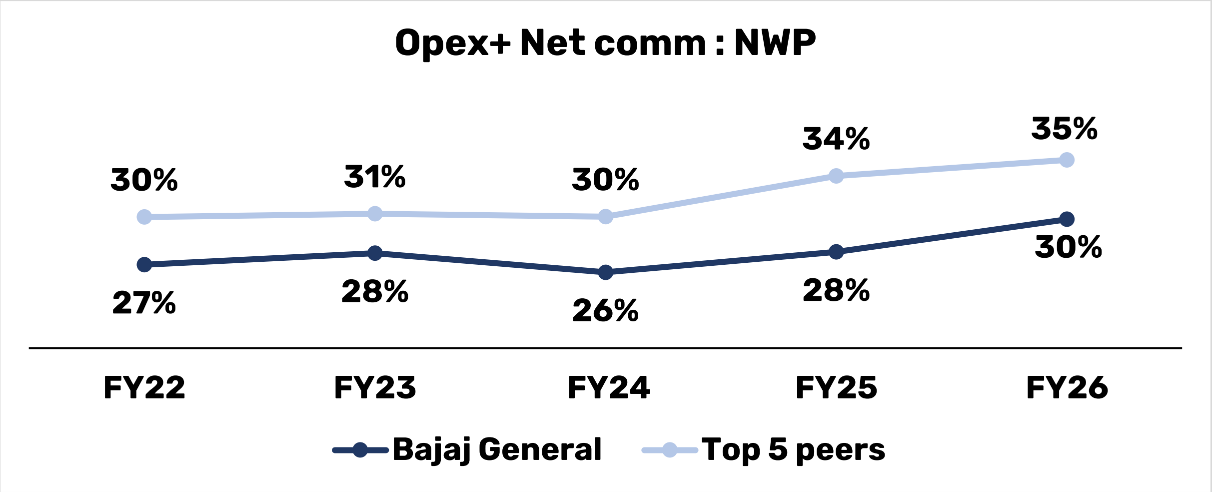
Investment Leverage: AUM/Net worth, Capital Invested includes Share capital and share premium, Net worth includes fair value change

Bajaj General – Setting Industry Benchmark in Financial Excellence

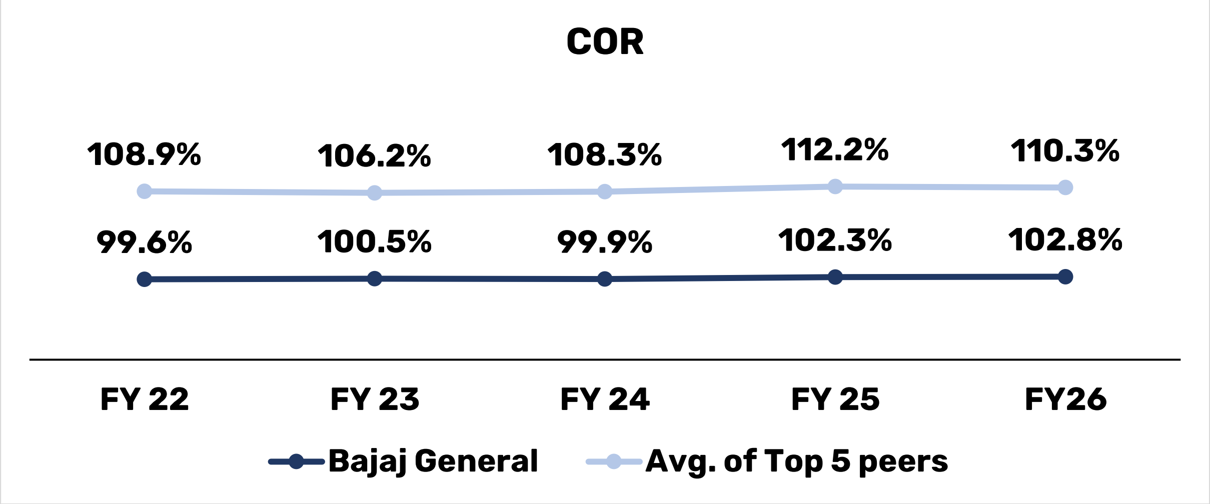
BAJAJ GENERAL
CARINGLY YOURS



Highest GWP with lowest capital Investment



Amongst the most efficient



Data driven robust risk selection leading to COR consistently below market

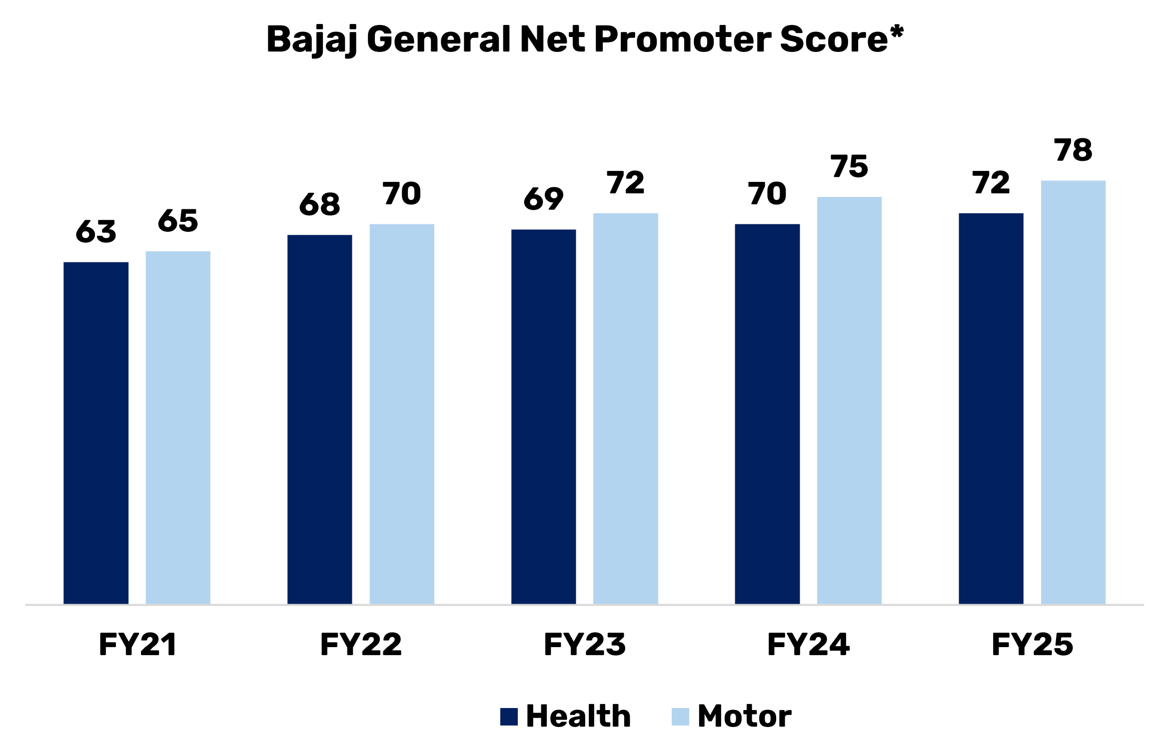
Digital Enhancement

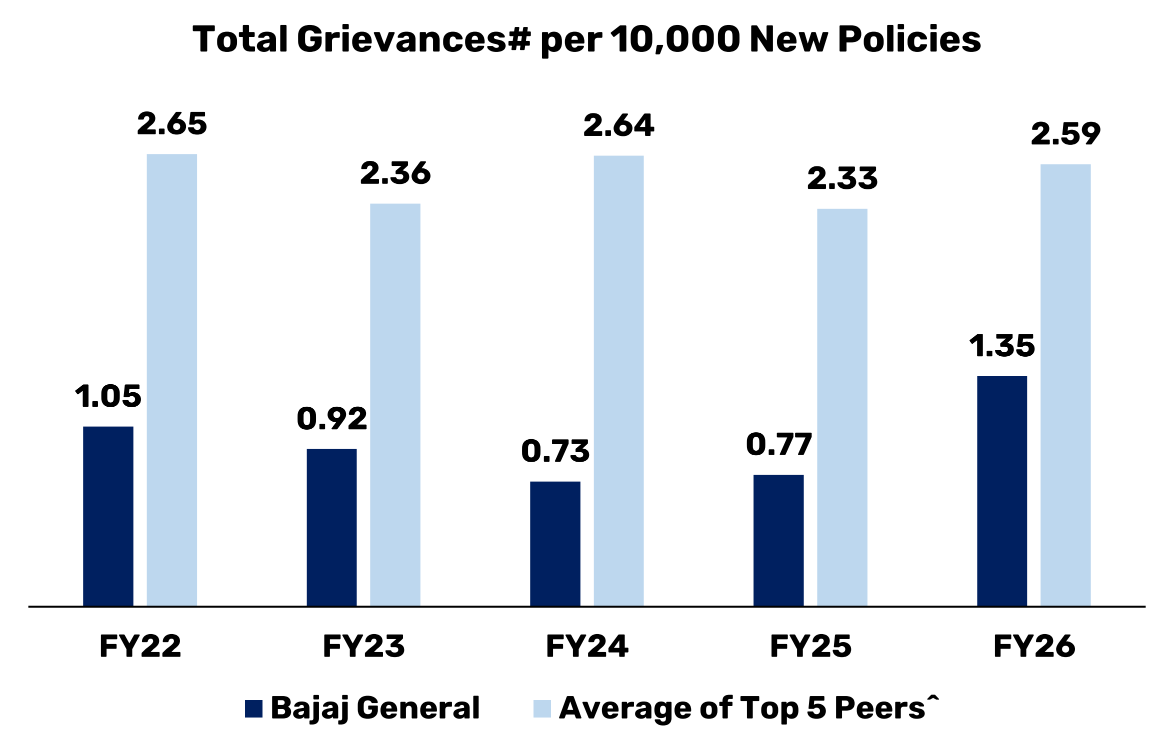
Digital Servicing @ 90.9% (64.5% through AI BOTs)	• 193.4 MM BOT messages exchanged • 6 out of 10 customers are served by AI BOT
Digital Issuance @ 96%	• RPA for Issuance: $194 MM premium booked through Robotic Process Automation • Successful renewal of ISO certification (ISO 9001: 2015) for operations team
Digital Payment @ 97.3% (Cash @0.13%)	• 171 locations live with QR enabled payment collection terminals

Digital enhancement as means to optimize efficiencies

AI – Artificial Intelligence, RPA – Robotic Process Automation * Opex + Net Commission expense, NWP : Net written premium, Top 5 peers represents top 5 Private players

Bajaj General – Customer obsession backed by “Caringly yours” theme





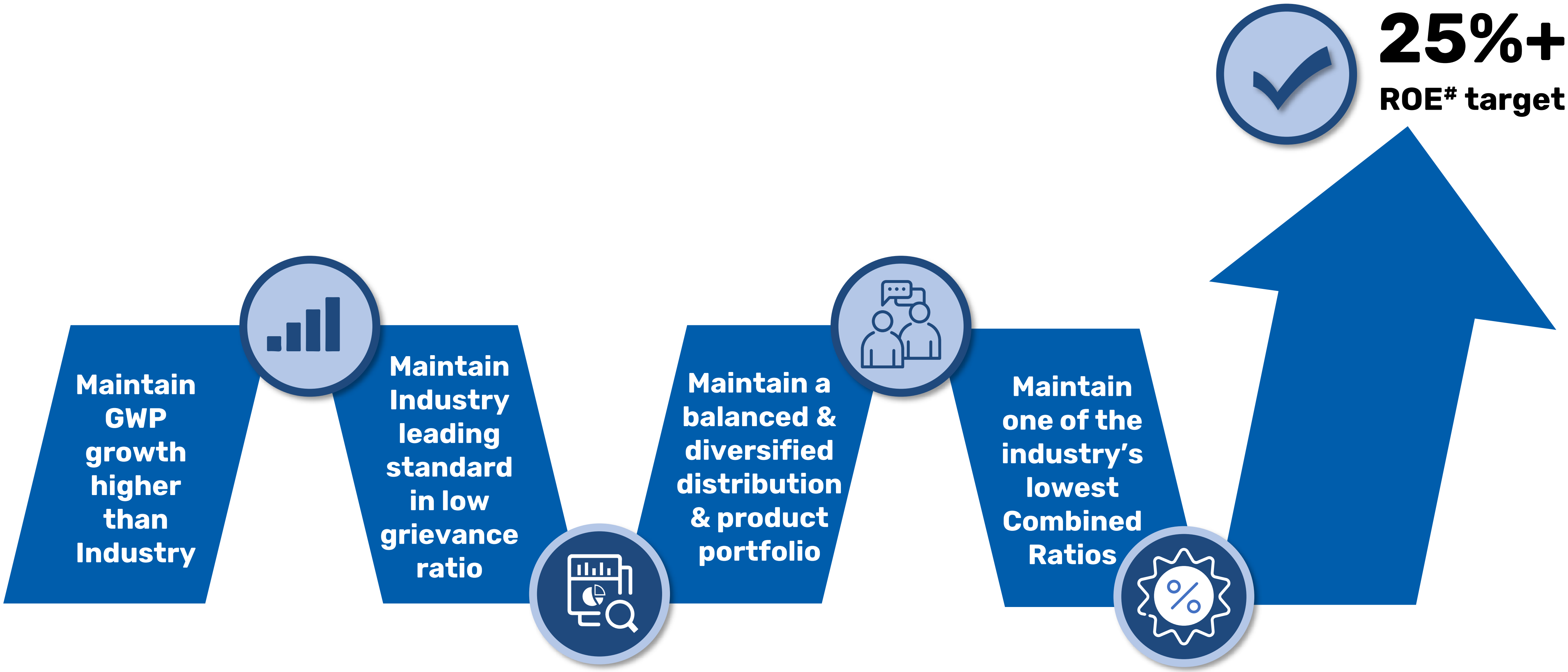
Consistent outperformance on NPS

Ensured consistent industry dominance with lowest grievances amongst large peers

Most revered for claims payments

* Relationship NPS (Net Promoter Score) survey done by third party agency Martinet Research appointed by Bajaj General | Customer touchpoints surveyed - overall Pre & post sales experience with agent, services provided by the company till now, renewals / claims experience
# Grievances numbers as per IRDAI (Insurance Regulatory and Development Authority of India) | ^Includes top 5 Private multiline insurers on Gross Written Premium

Bajaj General aspiration – Long Range Strategy*



General Insurance is a long-term business focused on size, scale, profitability and risk; hence results could vary year on year

#RoE (Return on Equity) calculated as per regulatorily required solvency of 150%

*Presented in Dec 2025

BAJAJ LIFE INSURANCE LTD.

Bajaj Life – Key Strategic Differentiators

LIFE BAJAJ
LIFE GOALS. DONE.

STRATEGY

Continued focus on sustainable and profitable growth by maintaining balanced product mix
Business construct is to maximize customer benefits while gaining market share in retail space, maintaining shareholder returns and continued focus on increasing Value of New Business (VNB)

DIFFERENTIATORS

Deep and wide distribution	▪ Pan India distribution reach **with presence in 598 branches** ▪ Balanced Distribution mix – Agency, Institutional Business including Bancassurance ▪ Proprietary Channel-Bajaj Life Direct propelling up-selling and cross-selling
Diversified Product mix	▪ **Diversified Product mix** with balance of ULIP, Traditional and Group products ▪ Diverse and innovative suite of products across various need segments, with an aspiration to provide customers "Best in Class" features
Operational Efficiency	▪ **Customer obsession** to deliver seamless, simplified & personalized experience ▪ Focusing on faster issuances, claim settlement and driving FTR ▪ Customer centricity at our core
Technology and Data Analytics	▪ Use of **innovation & data analytics** as a strategic differentiator for customers & sales partners ▪ Use of **AI across lifecycle** – enablement, login, underwriting, claims and servicing

FTR : First Time Right

Bajaj Life – Key Financial Metrics v/s Industry: Fastest growth

BAJAJ LIFE
LIFE GOALS. DONE.

All Figures in USD MM

GWP
(5 Yr CAGR[1])
22%
Industry 10%

Growth 2.6X the industry

RWRP
(5 Yr CAGR[1])
25%
Industry 12%

Growth 2X the industry

Solvency Margin
(FY 26)
266%
Industry[3] 170%-240%

Highest solvency ratio among the peers, with consistent dividend payouts Y-o-Y

VNB
(5Yr CAGR[1])
35%
Industry 17%[2]

Superior growth to RWRP

Bajaj Life Market Share

3.3 %	5.7%
FY21	FY26

Strengthened market share in a highly competitive market

AUM
(5 Yr CAGR[1])
13%
Industry[3] 11%

Growing in line with Industry

Successful transformation from a Mass-to-Mass affluent market (ATS increased by 71% in last 5 years), Agency focused and ULIP driven insurer to a full stock multi channel and multi product insurer with diversified customer segmentation

Now well positioned to maintain steady growth and long-term sustainable profitability

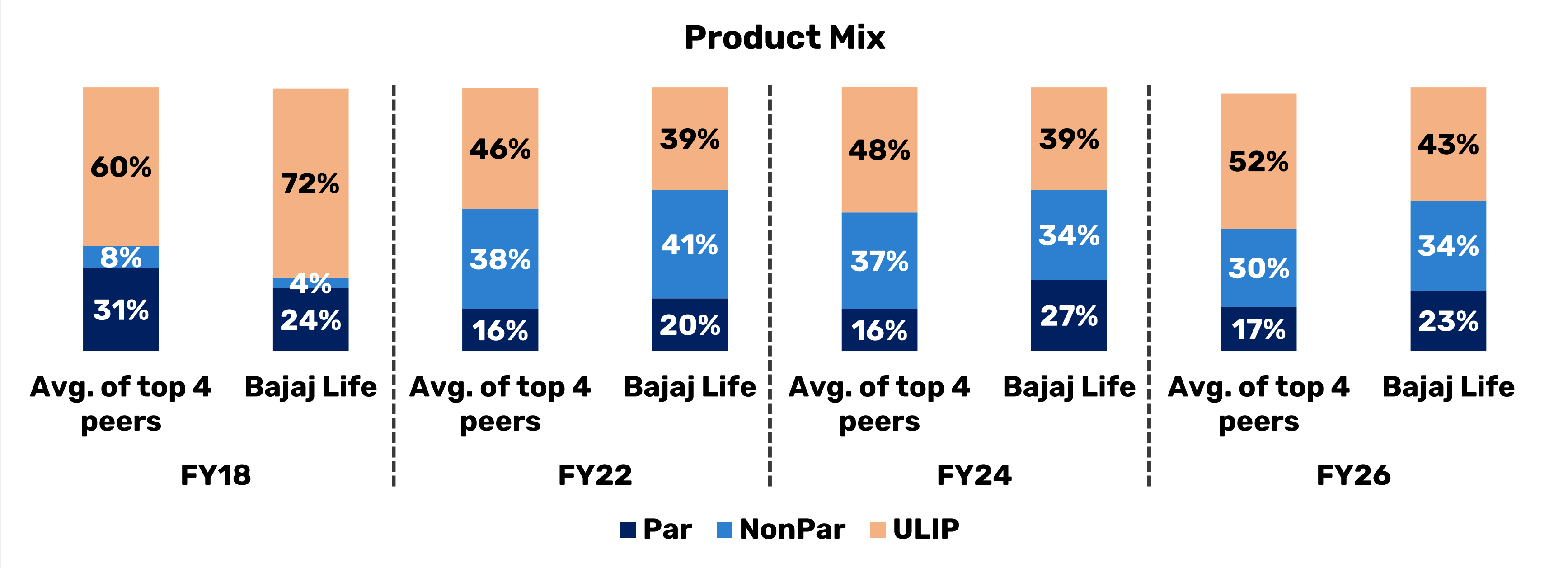
Significant tailwinds expected from IFRS 17 implementation (effective 01 Apr 2027), primarily driven by deferment of acquisition expenses and release of global actuarial reserves

1. All metric are for five-year period (CAGR) FY2021 to FY2026;
2. VNB CAGR of industry is of 4 private listed players (information available)
3. Industry: Top 12 players including LIC

NBP : New Business Premium; AUM: Assets under Management; VNB: Value of Net Business ; ATS : Average Ticket Size (Retail)
RWRP: Retail weighted received premium includes 100% of first year premium & 10% of single premium excluding group products
Source – Public disclosures

Bajaj Life – Stable product mix with innovative product suite to maintain competitive edge and profitability

LIFE
BAJAJ
LIFE GOALS. DONE.



- Strengthening **PAR** portfolio
- ULIP growth aligned with **Bullish market** trend
- Bajaj Life has evolved its product mix to **multi product insurer**
- Enhanced focus on Non-par protection with **8.4%** mix for FY2026

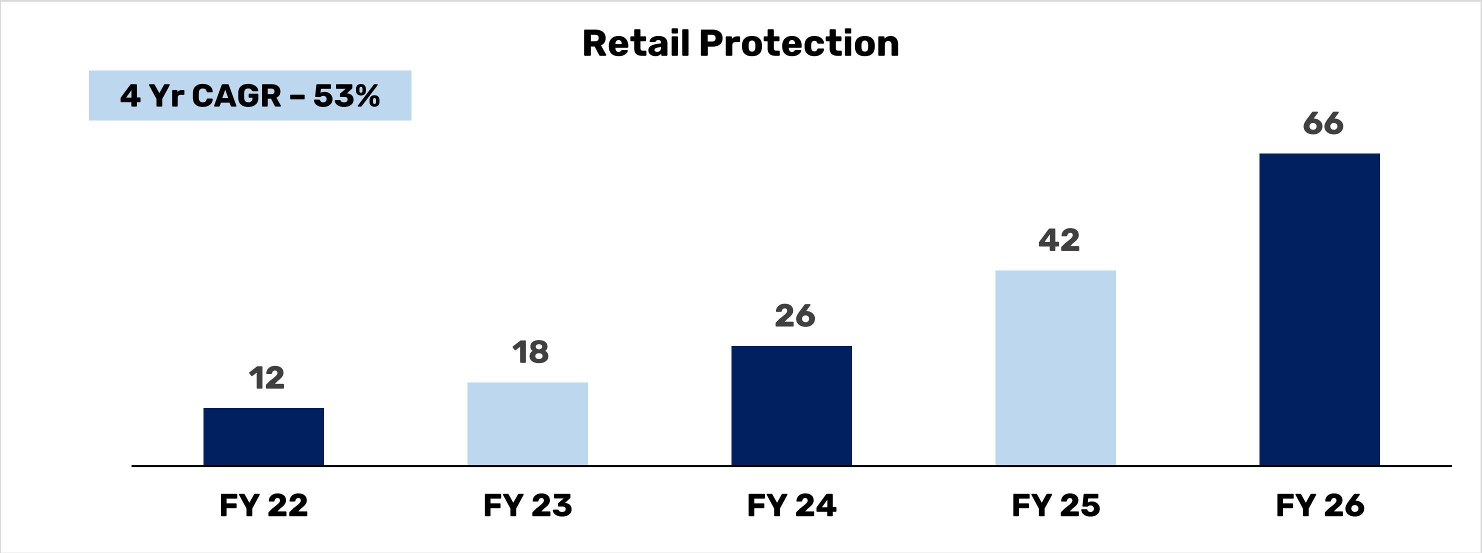
Competitive Edge:

- Balancing Risk and Returns through innovative products like **ACE (Industry first) and GOAL ASSURE- with ACE** achieving USD 183 MM RWRP in first year of launch
- Meeting diverse customer needs by serving through innovative products - **GUARANTEED PENSION GOAL II –** High deferment period enabling youngsters in retirement planning**, SUPREME -** Tax-free legacy planning Whole life ULIP with guaranteed returns on charges**, SUPER WOMAN TERM -** Women-oriented Term plan with Critical Illness and Child future protection
- Use of Data Analytics focused on **Segments and Demand Forecasting with an aspiration to provide customers "Best in Class" features**

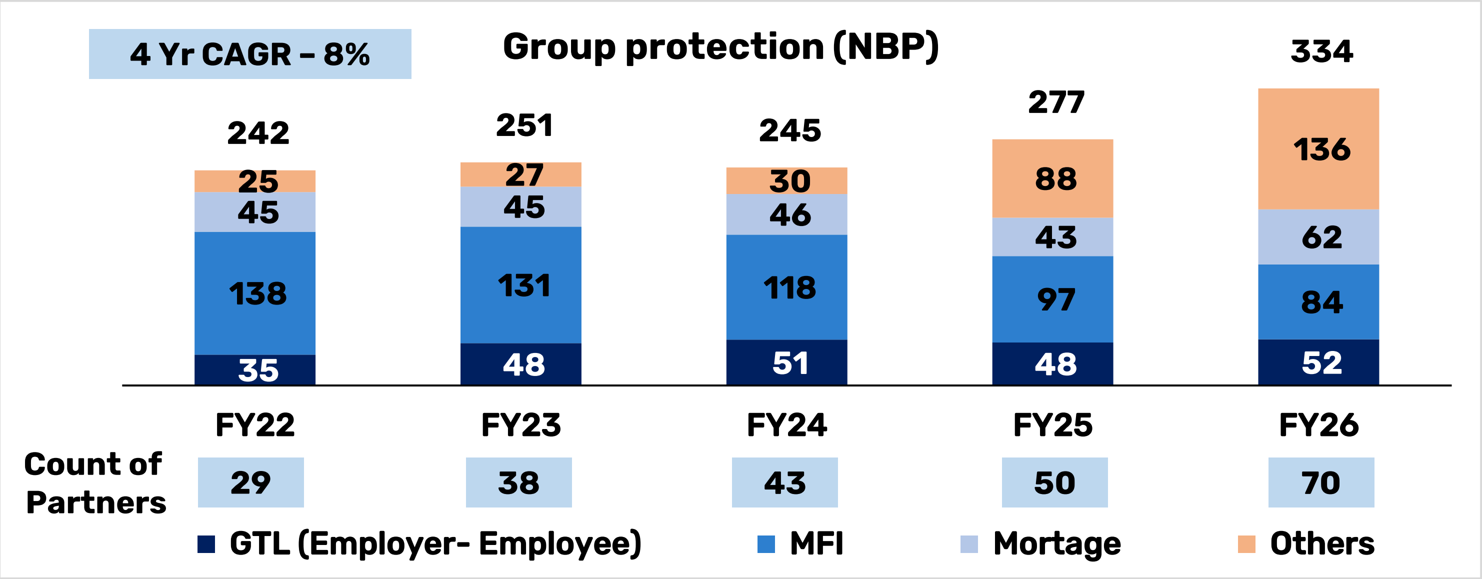
Top 4 peers : SBI Life, HDFC Life, ICICI Pru and Axis Max
Data is based on APE from public disclosure , in few cases where not available IRNB has been used as proxy

Bajaj Life – Continuous focus on increasing protection to drive growth and profitability

All Figures in USD MM



- **Data & analytics-backed risk management muscle**
- **Customer segment specific product suite** (Salaried, Self-employed, Women, NRI)
- **Underwriting discipline;** Faster issuance and Home medicals
- **PASA -** Pre-underwriting of customers for touch free sales
- Experience enabling **data driven decision making**

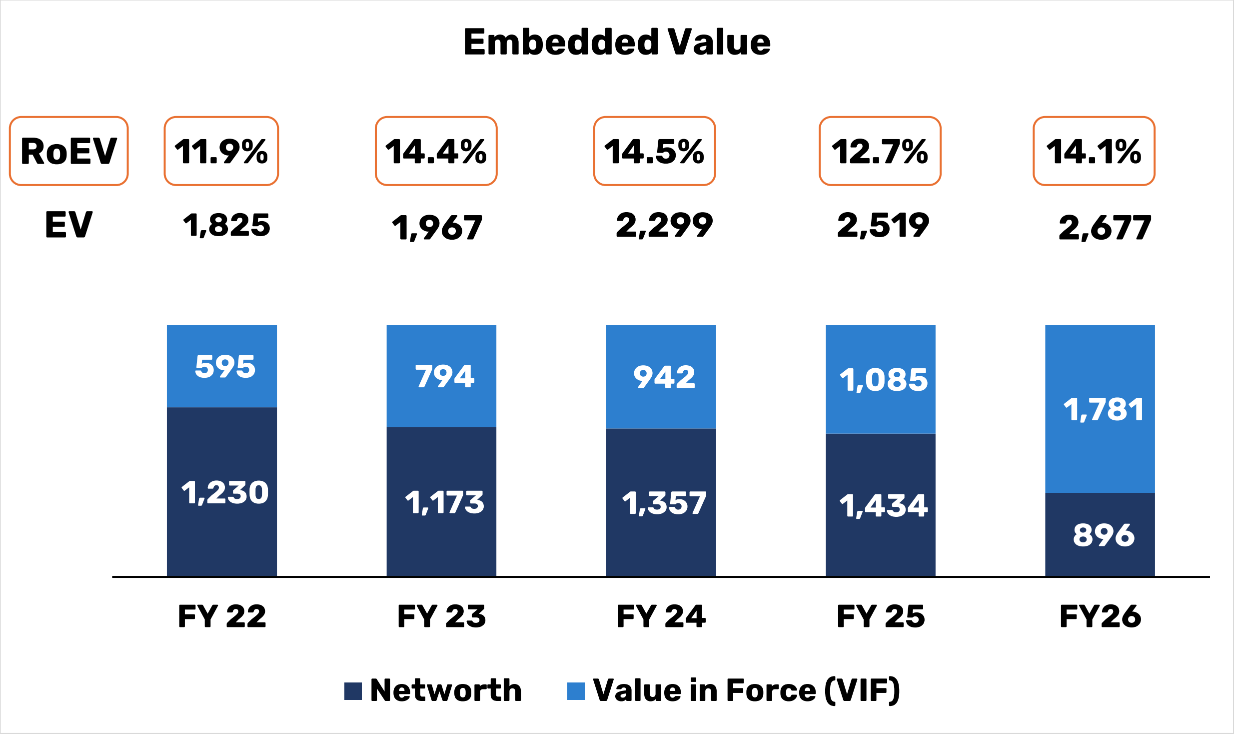


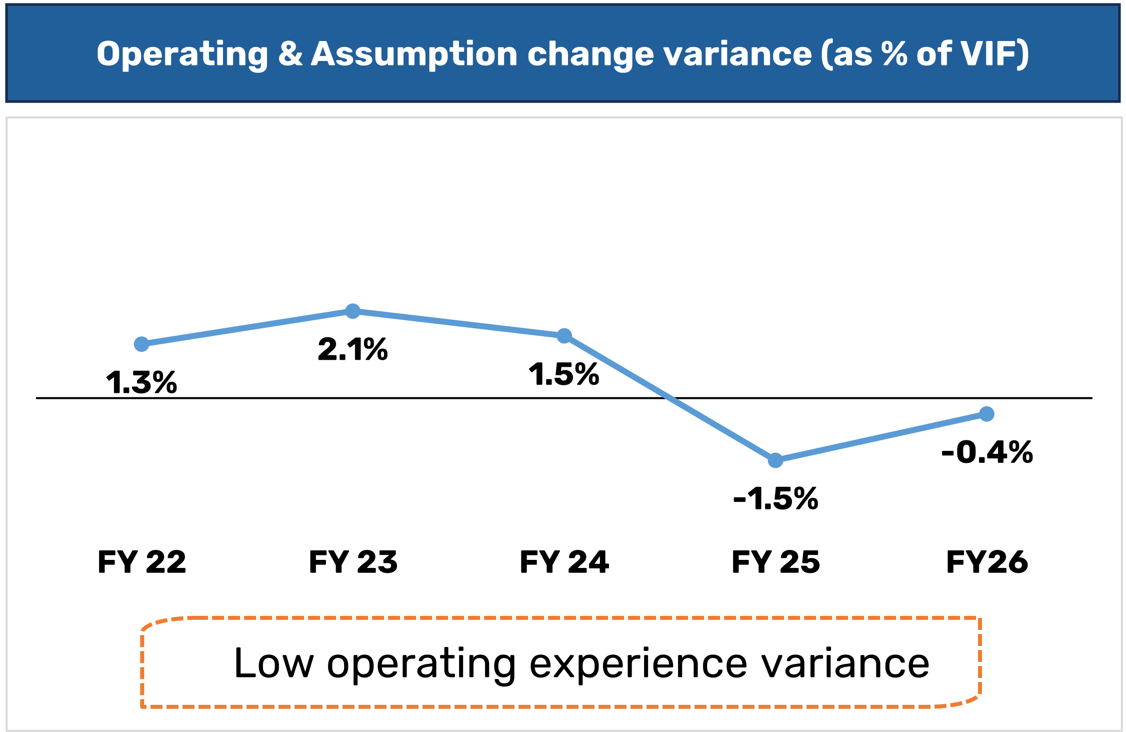
- **Wide spectrum of Partnerships** across credit products and type of lenders
- **Reducing risk of concentration**
- **Capacity building** through diversification of Re-insurance arrangements
- **Analytics based risk models,** focusing on partner level profitability
- **Calibrated data driven pricing strategy** for GTL business

GTL: Group Term Life, MFI: Microfinance Institutions

Bajaj Life – Embedded Value & ROEV

All Figures in USD MM

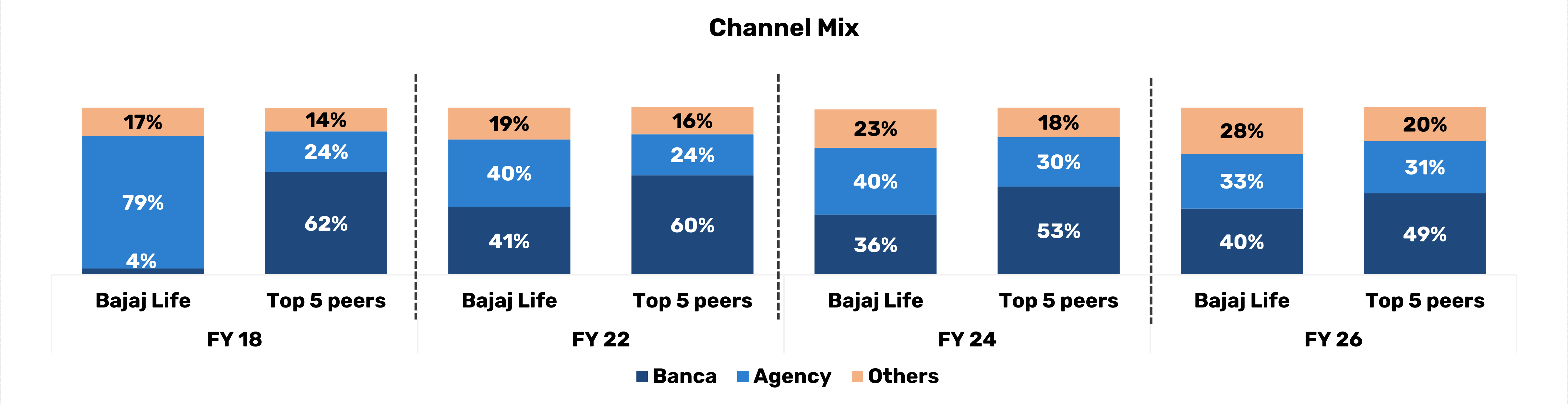




Particulars	FY2022	FY2023	FY2024	FY2025	FY2026
Annualised Premium (ANP)	462	647	770	840	898
Present Value of Gross Premium (PVGP)	2,379	3,159	3,714	4,057	4,424
Net New Business Margin on ANP	14.3%	15.5%	14.6%	14.5%	19.2%
Net New Business Margin on PVGP	2.8%	3.2%	3.0%	3.0%	3.9%

ROEV– Return on Embedded Value

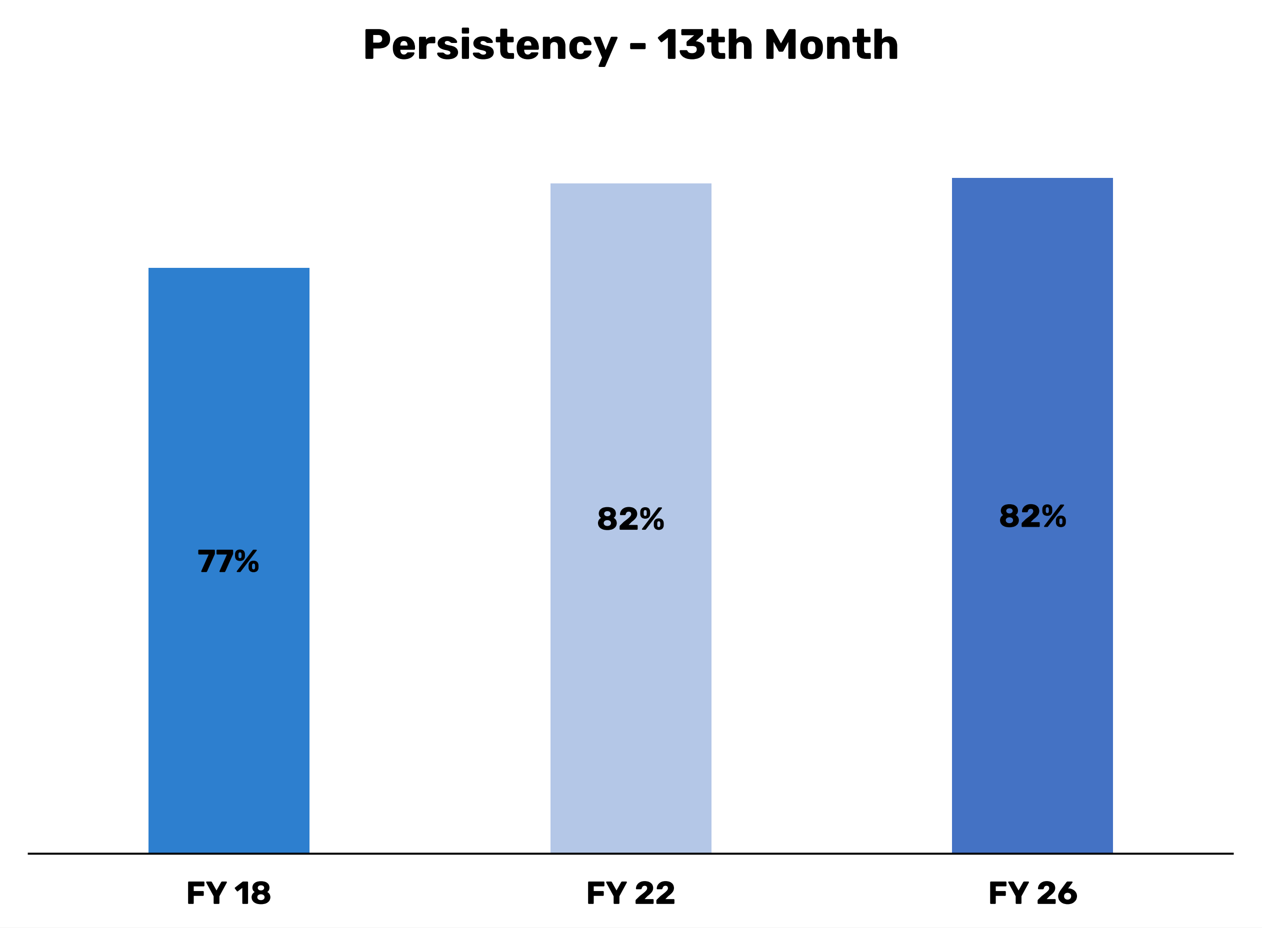
Bajaj Life – Diversified channel mix in line with industry reducing risk of concentration

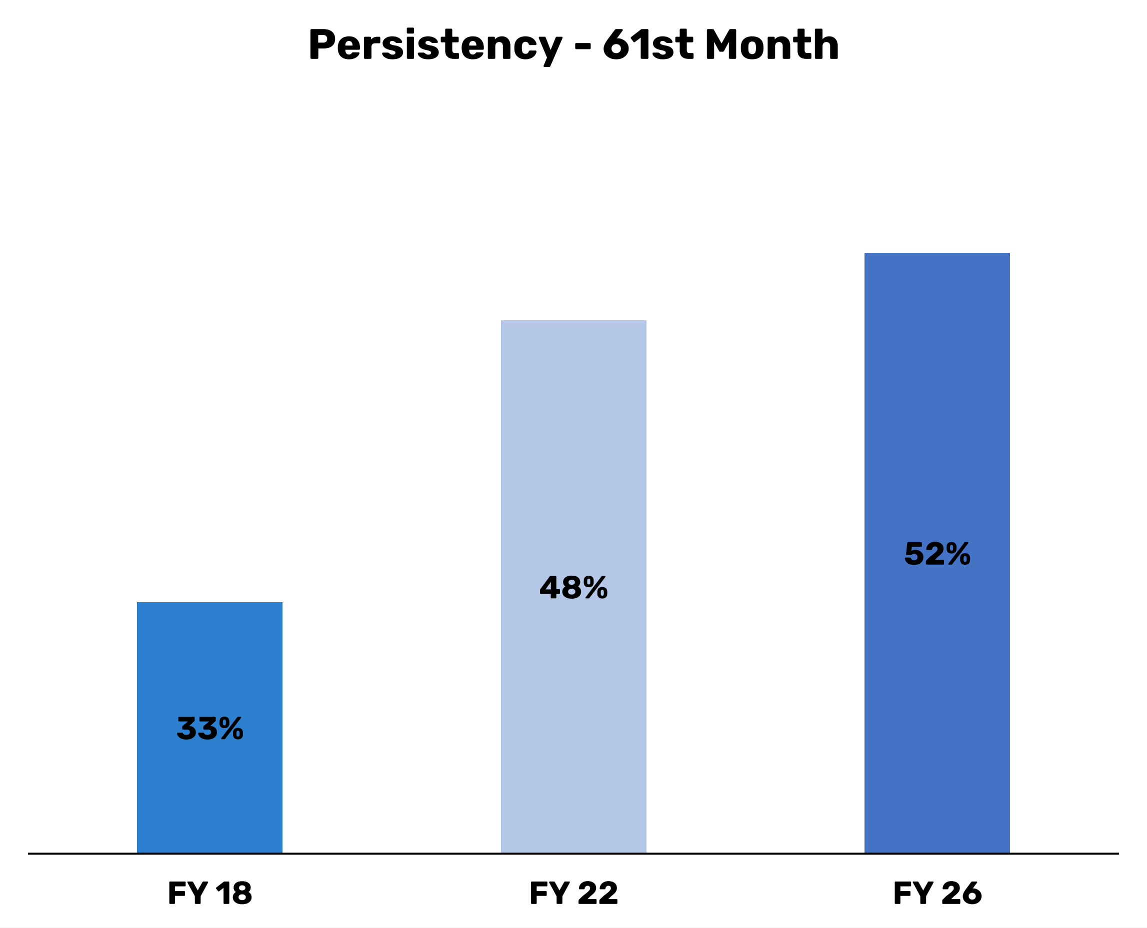


- Reducing dependency on **single channel** insulating the company from regulatory changes effecting Banca channel. **19 banca partners** acquired in last 5 years to build sustainable business through strong integration with partners
- One of the **Largest agency channel** in private Life insurance space **with 164K+ agents**.
- Diversified channels allow for **tailored customer experiences** across different touchpoints
- No BANCA partner's individual contribution **to GWP exceeds 25%**
- Presence in 7 out of 10 top private banks in India
- Strong presence in group credit protection and online offerings
- Continuous focus to scale up direct channels through efficient use of inhouse proprietary data pools

Top 5 peers: SBI Life, HDFC Life, ICICI Life, Tata AIA and Axis max

Bajaj Life – Focus on enhanced business quality backed by enhanced customer segments





Enhanced persistency has driven stronger renewals, supporting stable earnings & consistent shareholder return

*Note : Persistency as per IRDAI framework; Individual business excluding single premium and fully paid-up policies. Persistency ratios for the year ended March have been calculated on April of that year for the policies issued in April to March period of the relevant years.

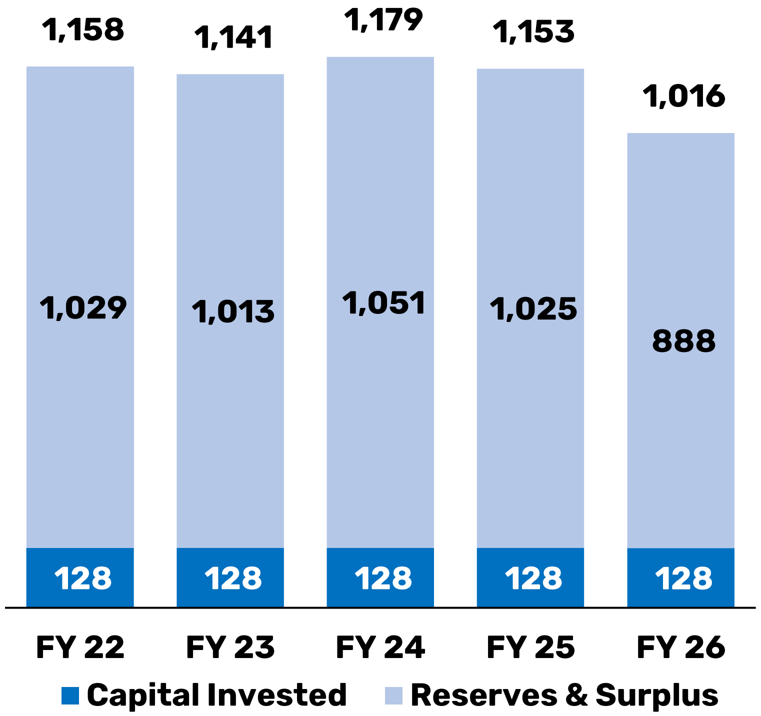
Bajaj Life – Capital and Assets under Management

All Figures in USD MM

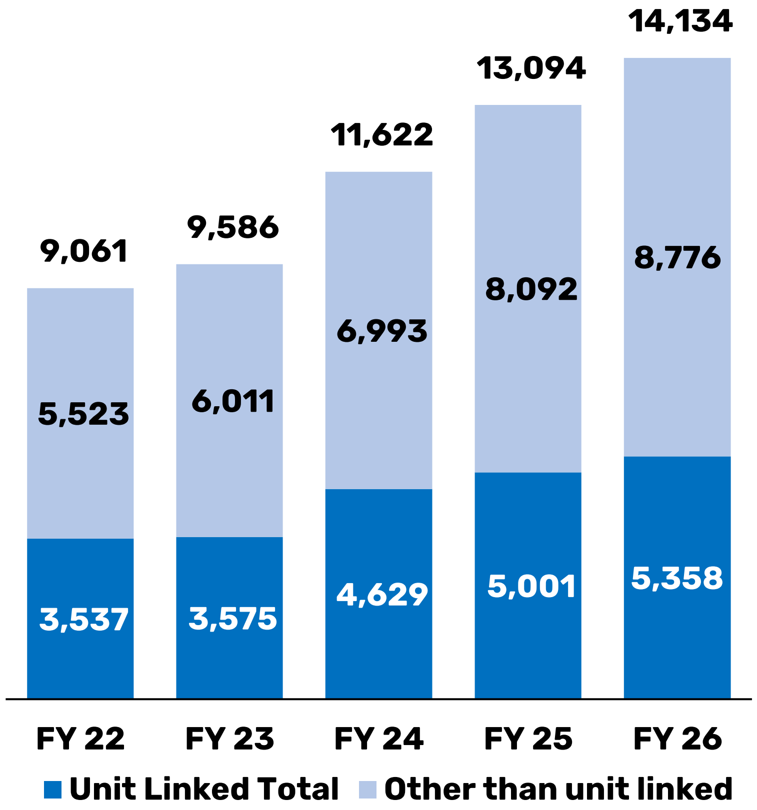
Net worth

Networth impacted due to buyback of 3% Allianz's stake amounting to $ 127 MM

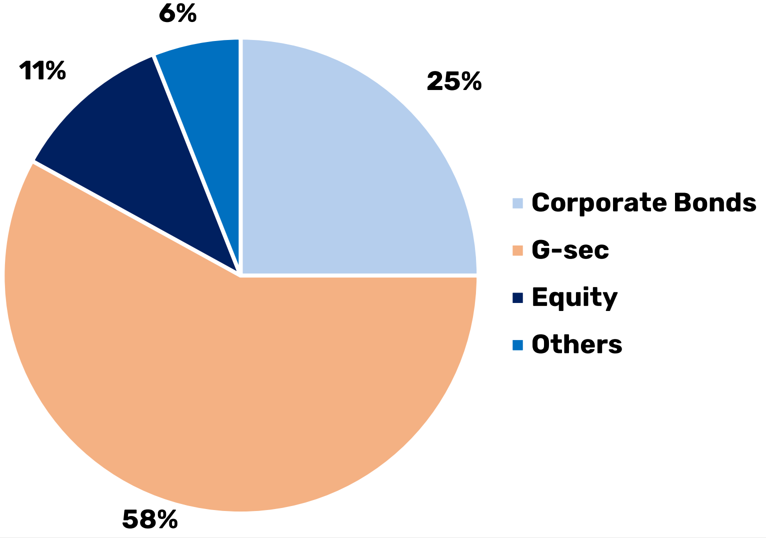
No Capital infusion since FY08



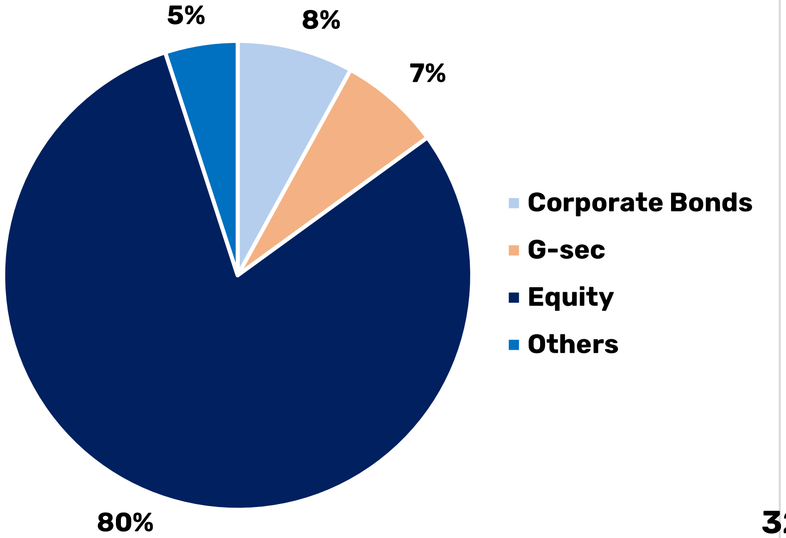
AUM



AUM Mix - Non Unit Linked



AUM Mix - Unit Linked

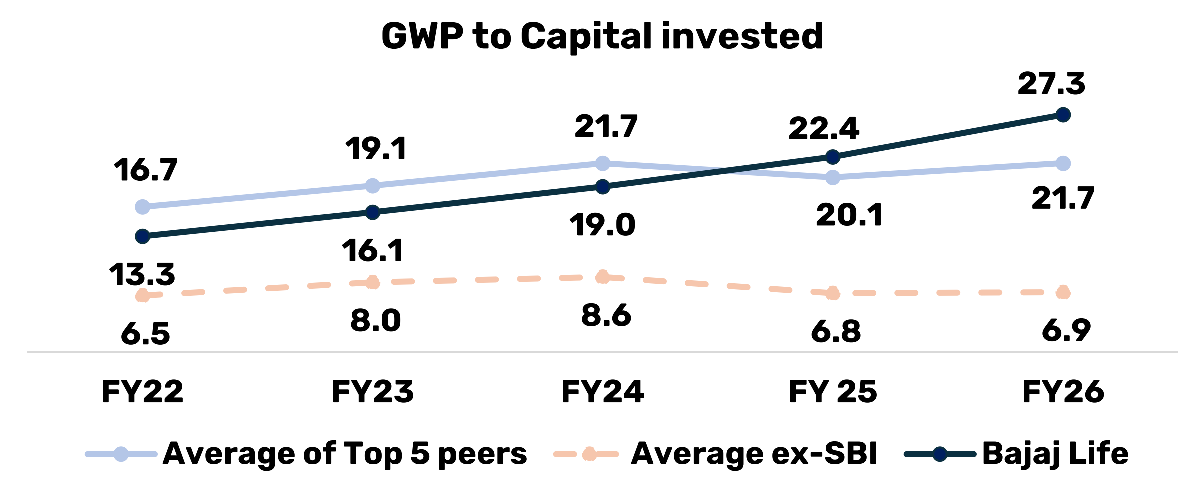


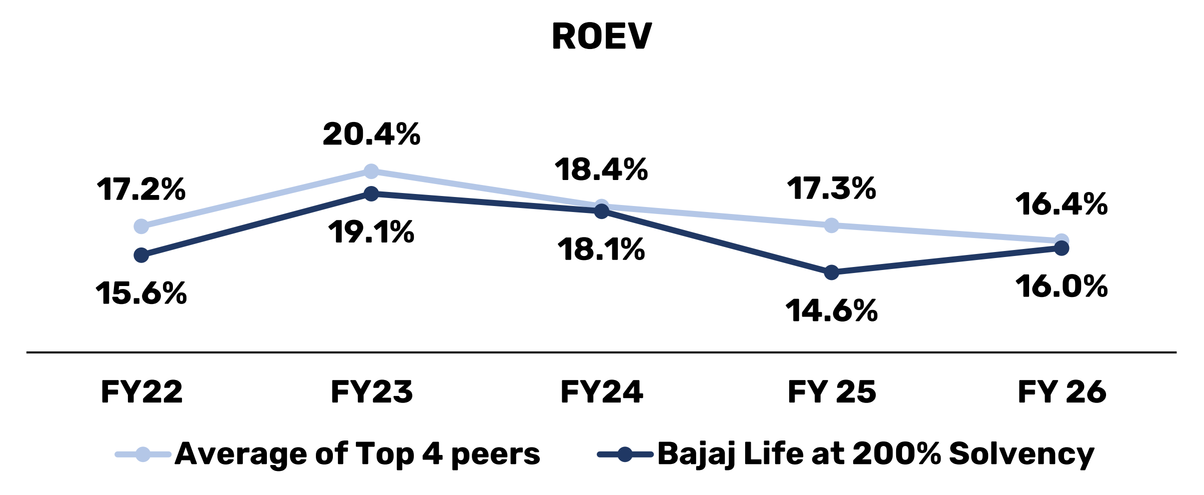
Capital Invested includes Share capital and share premium

95%+ debt portfolio is in AAA or sovereign securities.

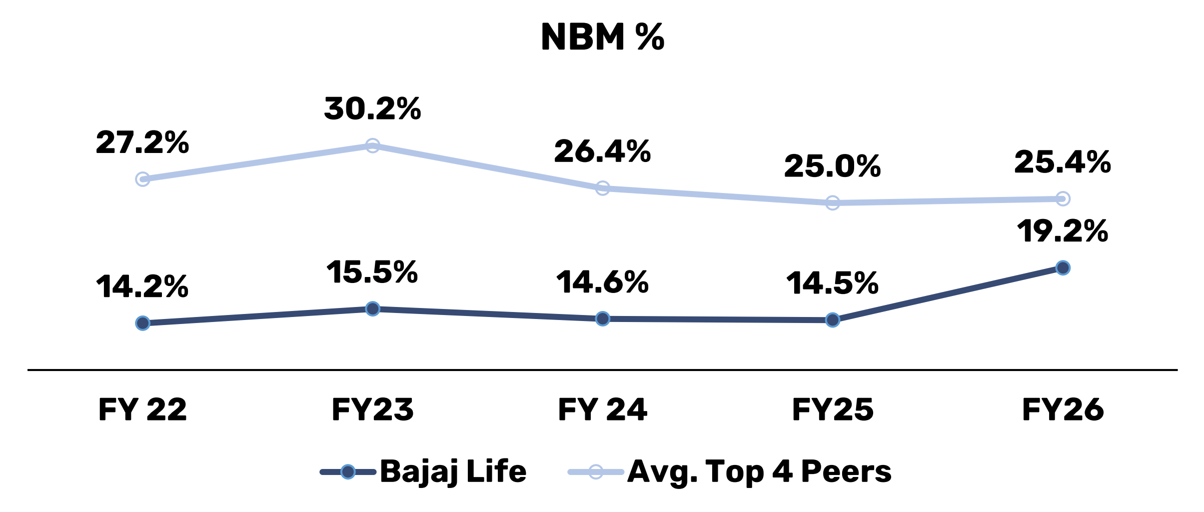
Amongst the lowest in terms of lifetime capital infusion in the industry

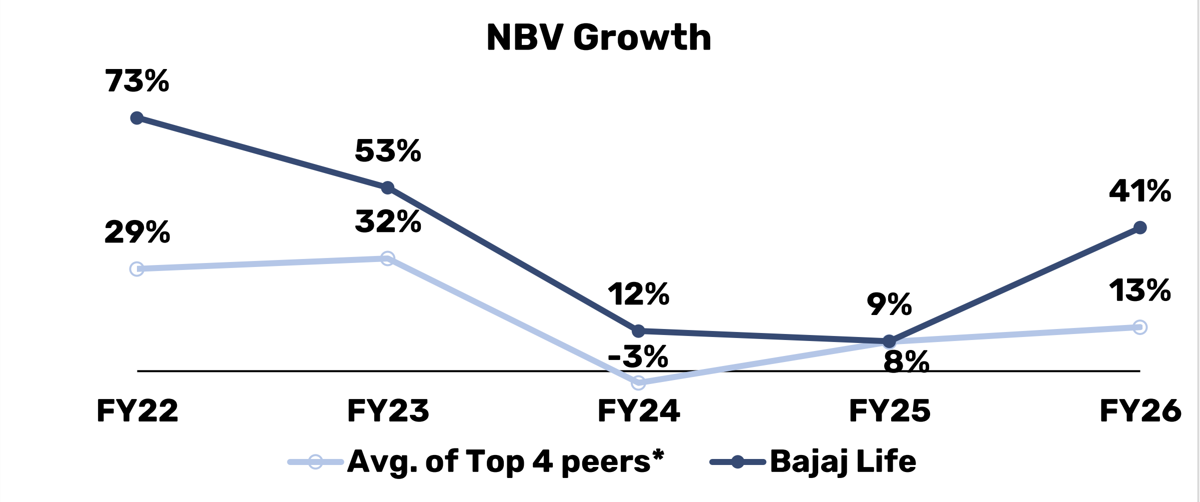
Bajaj Life – Having achieved scale, shifting gears to Profitable growth





Most efficient use of capital to achieve business scale





Continuous improvement in margins, driving profitability

Higher growth in VNB vs Peers

* Opex + Commission expense . TOP 5 Peers – SBI Life, HDFC Life, ICICI Life, Axis Life, Tata AIA ; *TOP 4 listed peers – SBI Life, HDFC Life, ICICI Life, Axis Life

Bajaj Life aspirations – Long Range Strategy (Bajaj Life 2.0)*

KPIs – Bajaj Life 2.0	FY 2024	FY 2026	4 Year aspiration (FY 2028)
Market share (RWRP)	8.6% (among private players)	7.9% (among private players)	Continue to gain Market share with Topline growth of ~2X the industry
Protection Business Contribution	4%	8%	~10%
Product mix (RWRP)	Traditional : ULIP (61:39)	Traditional : ULIP (57:43)	(Protection : Non-par : Par : ULIP) ~10% : ~25% : ~30% : ~35%
Return on EV	14.5%	14.1%	18 - 20%
Profitability	VNB: $112 MM NBM: 15%	VNB: $172 MM NBM: 19.2%	VNB growth significantly faster than RWRP

Any statements that may look like forward looking statements are just estimates and do not constitute an assurance or indication of any future performance result

RWRP: Retail Weighted Received Premium ; VNB: Value of New Business; NBM: New Business Margin, KPI: Key Performance Indicators, ULIP: Unit Linked Plan, EV: Embedded Value

*Presented in Dec 2025

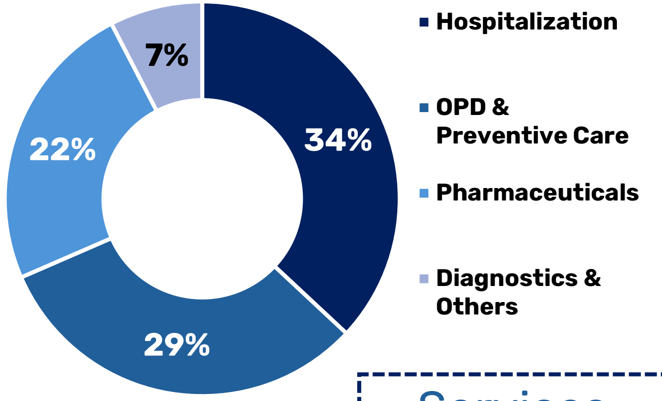
BAJAJ FINSERV HEALTH LTD.

Market Opportunity in Healthcare Ecosystem & Commercial Flows

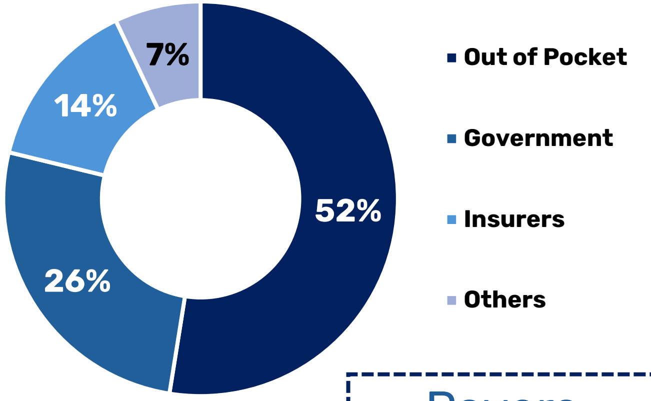
BAJAJ HEALTH

- Indian Healthcare Expenditure at $ 78,307 MM, 3.73% of GDP and $ 58 per capita
- One of the largest spend categories but highly fragmented
- Over $204 bn total addressable market present Internationally for products and outsourced services[2]

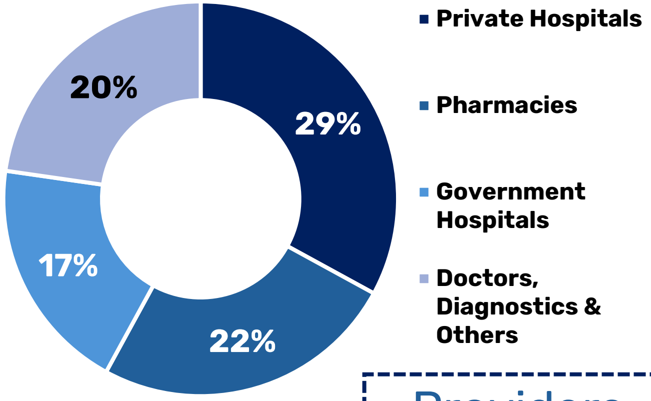
Indian Landscape[1]



Services



Payers



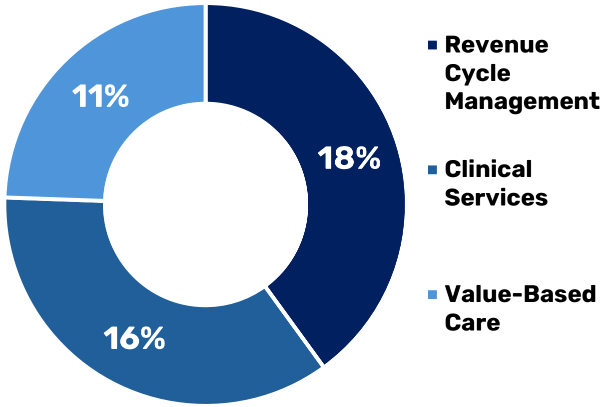
Providers

OPD & Preventive care spending is rising @1.5% of hospitalization	Pharmacies have a large share but minimal growth	Out-of-pocket spending is the largest but declining.	Government and regulators announced new measures	Insurance share growing 1.5x of Govt. 100% FDI to bring new investments	Private hospitals are consolidating, attracting high FDI	Fastest growth seen in Doctors and Diagnostics segments

International[2]

Tech enabled outsourced services to International Partners
(US as a reference)[2]

Total Outsourced Market Size: $32 billion



- **India has 16% of the global population but only 1% of global healthcare spending**
- **Indian IPOs are providing services to international partners**
- **Significant opportunity exists to sell built healthcare products to global markets**

1. National Health Accounts report FY21
2. Only USA market considered as per insights from DRHP filed by Sagility India & IKS Health

Bajaj Finserv Health – Key Strategic Differentiators

BAJAJ HEALTH

STRATEGY

Digital first Health Tech company providing differentiated products & services on a digital platform to all Payers like Insurers, Corporates, Government and more, through bilateral network arrangement with all Providers.
Cover Wellness, Outpatient (OPD) and Inpatient (IPD) services, thus providing Continuum of care

DIFFERENTIATORS

Deep and wide network	▪ 130,000+ Doctors on platform, with 11,500+ Hospital doctors; 6,500+ lab touch points ▪ 15,000+ Hospitals, including 2,500+ Hospitals for Cashless OPD
Diversified Product Mix	▪ Differentiated product plans for retail and corporate customers ▪ Integrated OPD + IPD + Wellness product offering
Operational efficiency	▪ Annual servicing of over ~24 MM OPD transactions across services ▪ Over 660 Doctors for claim adjudication
Technology and Data Analytics	▪ Comprehensive digital journey for Cashless healthcare transactions ▪ App first approach with Microservice scalable architecture ▪ Artificial Intelligence (AI) led Abuse management services

Bajaj Finserv Health – Digital first Health Tech Company providing differentiated products & services on a digital platform

HEALTH BAJAJ

Bajaj Finserv Health only player to offer integrated OPD, IPD and Wellness experience from same platform. With new capabilities and services to solve for challenges in the healthcare ecosystem

Network Stack
- Doctors
- Dental
- Diagnostics
- Fitness & Wellness
- Hospitals
- Pharma

Cashless booking flow
Service Guarantee
Provider listing
ABHA enabled Health Vault

Health data insights for Cognitive decisioning

Consumer

Empowering patients and providers supporting patient centricity for payers

API Integrations / Seamless App in App Experience
Cashless IPD + OPD
EMI Finance
Managed Care
Value Based Care

Payer Stack
- Corporates
- Non-Life Insurer
- Life Insurer
- Government
- International

Bajaj Health's Differentiators

Network Stack
- Sending prepaid traffic
- Digital transaction capability
- POS integration

Consumer Stack
- Cashless IPD + OPD for Prepaid - Insurance
- Digital transaction capabilities
- India Stack- ABHA compliant services
- Cashless IPD for Postpaid – EMI Finance

Payer Stack
- Full stack offering- Preventive, Primary, Secondary and Tertiary
- OPD benefits as valuable upsell
- Loss ratio management through fraud services

Our Indicative Progress- Initiated Growing Strong Well Entrenched Matured

Bajaj Finserv Health – Business segments aligning towards Integrated Healthcare Platform

Align the operations into 6 vertical business segments, having differentiated products and distinct go to market strategy to deliver value to stakeholders

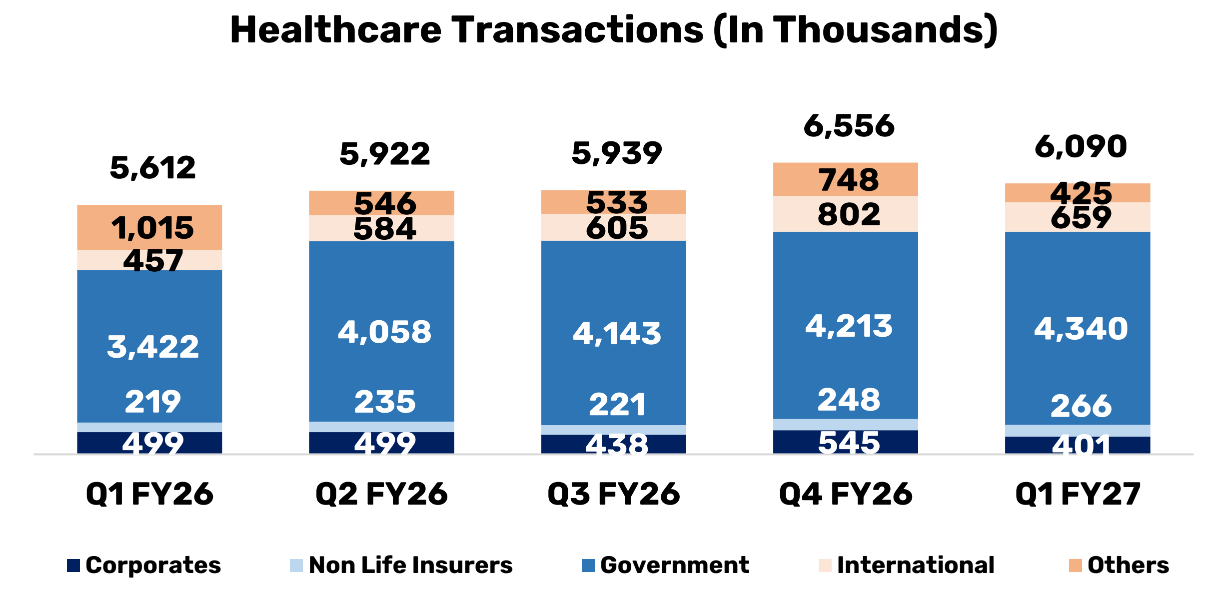
Employer-Employee	Services to Govt	Retail Products to Insurers	Value Add Products	Technology Services	Consumer Services
Corporates providing health benefits to employees	*TPA & Technology services for Central govt or state govt schemes*	*Retail Products for GI/ HI and LI Indian or International*	*Financial distributors like NBFCs, Housing Finance Companies, Credit Card carriers etc*	*Technology services to Payers and Providers to International and Domestic partners*	*Financing for hospitalization, Managed Care and Health Services*
TPA services for employer	**Claims processing**	**TPA services to Insurer customers**	**Access to best-in-class OPD stack**	**Cognitive Services**	**EMI Finance**
Structured OPD benefits	**Fraud and Abuse services**	**OPD & Wellness product as Riders**	**NDHM compliant health vault**	**SaaS / PaaS**	**Cashless OPD Booking**
Wellness		**Pre-Insurance Medical services**	**Personalized healthcare services**	**Enigma- Gen AI enabled services for claims process**	**Diabetes management**
Pre and Post natal Maternity services				**e-Hospital solution**	
2,200+ Partners	**9** State Schemes	TPA Services to GI/HI- **25** OPD Product to GI/HI-**8** OPD Product to LI- **6**	**11** Partners	International Insurers- **2** Indian Insurers- **4**	**20** Healthcare Service Canvas

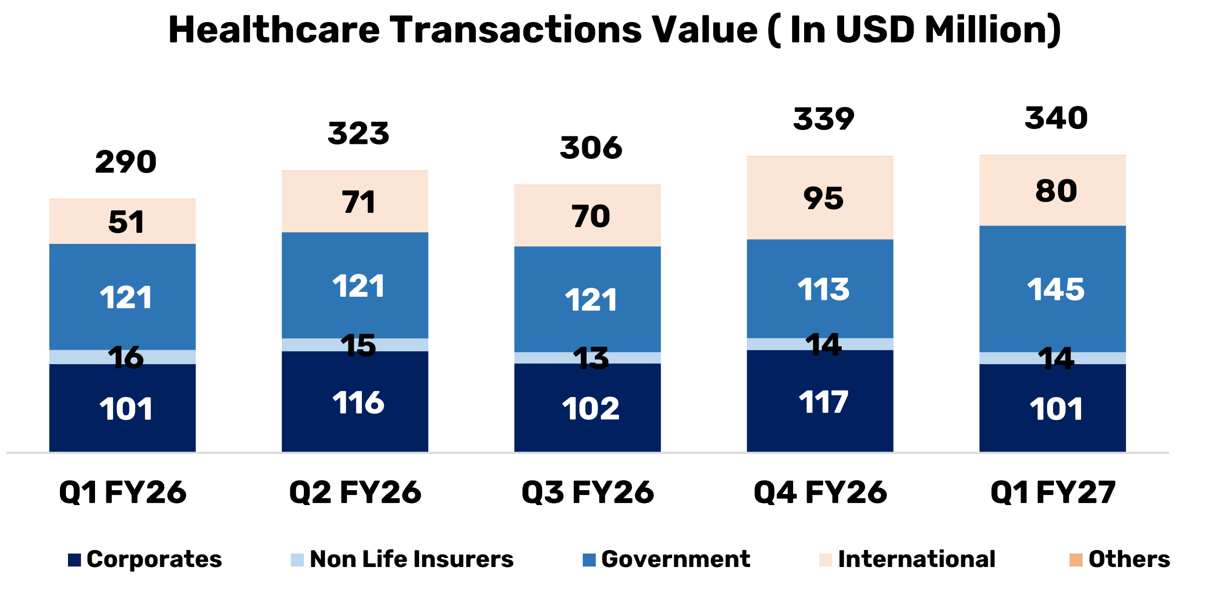
Bajaj Finserv Health – Financial and Operational Outcomes

All Figures in USD MM

Particulars	FY25	FY26	Growth
Total Income	94	119	25.5%
Profit After Tax	(18)	(17)	-
Capital infused (as on 31 Mar 2026)		142	
Net Worth (as on 31 Mar 2026)		49	

Operational Metrics





All the numbers are as per Consolidated Financials for Bajaj Finserv Health and Vidal Healthcare. Numbers for the previous period are not comparable due to acquisition of Vidal in Q1FY25.

Bajaj Finserv Direct Ltd.

Bajaj Markets &
Bajaj Technology Services

BFSD Market Opportunity - Why 'Marketplace and digital technology services' amongst BFSI manufacturers in the group?

B2C amazon	Earns from product sales and owns inventory Extremely large and valuable franchise	BAJAJ FINANCE	**Product-out** Offers manufactured lending & payment products Caters to shareholders most efficiently by: Operating with the best risk return equation in the industry **Digital lending will cross $1,197 MM opportunity by FY2030**
B2B2C amazon marketplace	Enables other manufacturers to sell on platform. Operates low inventory and high margin business As a result, Amazon & Amazon Marketplace together cater to a much larger cross section of population across wide variety of needs	BAJAJ MARKETS	**Customer-in** Offers choice from 55+ lenders Caters to large consumers pyramid of India by: Best-matching risk return equations of mfg. with applicants Ability to generate large profit pools with annuity revenue due to deep strategic partnership with manufacturers **$2,946 MM+ Retail Credit Opportunity by FY2030** **Mix of Digital and traditional lending is slated to be 50:50 by FY2030**
B2B aws	Born out of enabling Amazon's rapidly growing need for scalable digital infrastructure out of reusable cloud components Converted into a large profitable business catering to businesses	BAJAJ TECHNOLOGY SERVICES	**Capabilities-Out** Offerings demonstrate tech expertise. Started with grp. companies; now expanding beyond BFSI Forayed into GCCs, ME and poised to enter US Markets **$ 15,282 MM Indian IT Services Market by FY2030** **India's GCC Market growing at 10%+ CAGR over 5 years**

Strategic Edge

Bajaj Markets
Efficient utilization of capital: least burn amongst peers
Deep ecosystem integration with 100+ partners
Large consumer franchise of ~4500+ MM

Bajaj Technology services
Born digital capability
Embedded group enterprise use-case access
Focus on high-margin service verticals

Bajaj Markets – BFSI Marketplace

STRATEGY

To become a profitable, AI first platform that connects Indian consumers with the widest choice of BFSI products & manufacturers, delivering seamless omnichannel experiences to become the de-facto financial services marketplace in India.

DIFFERENTIATORS

Diversified Product MIx	• **Open Architecture platform** offers Financial products variants across Loans, Cards, Insurance, Investments & Payments in partnership with leading industry players • Compare, select & buy from unique financial products
Operational Efficiency	• **Multiple AI use-cases** across businesses & functions are being worked upon for Revenue increase, Opex optimization and productivity increase
Technology & Data Analytics	• Leveraging **large customer franchise** and its digital footprint through **advanced data science and machine learning** to give personalized recommendations and **increase cross-sell** • Convenience of **end-to-end digital journey** and **frictionless** fulfilment

Bajaj Markets – Diversified Marketplace

BAJAJ MARKETS

Supply- side

Choice of manufacturers

100+ Brands (Banks, FIs, Insurance Companies & AMCs)

Choice of products

35+ financial products &140+ offerings. ONDC for Electronics and consumer durables live

Partnership Frames

Distribution, Deep Integration, NIM Share, Strategic

Open Architecture Marketplace

Digital Platform

AI-driven digital experiences through Website & App

Digital marketing stack

AI-driven SEO, keyword optimization & content strategies implemented for organic traffic

Tech -aided processing

Analytics & ML, Match & listing logic | Friction-less journeys

Demand-side

Traffic

221+ MM yearly traffic (FY26)
44+ MM App Installs

Consumers

Identified unique visitors: 97+ MM
~ 2.2 MM Monthly active users

Transacting Customers

~270k Paying Customers (FY26)
$720+ MM Loans mobilization run-rate

Bajaj Markets – B2C BFSI providing Choice, Cost & Convenience

Banks

NBFCs

Fintechs

Insurance Companies

Category	Partners
Bank	9
NBFC	20
Fintech	29
HFC	10
Insurance	19
VAS	6
Broker	9
ONDC	1
Total	**103**

Vertical	Partners
Lending	58
Cards	6
Insurance	19
Investment	4
VAS	6
Securities	9
ONDC	1
Unique Partners	**103**

Bajaj Technology Services

BAJAJ MARKETS

STRATEGY

Become an AI first, large scale, profitable global tech business backed by group's collective strengths, delivering domain led enterprise solutions.

- 6 Practices to address business needs of BFSI industry basis strong domain & technology expertise : DXC, CRM, Cloud, Data & AI, Emerging Tech and Engineering
- We offer end-to-end services including design, development, implementation & support for Digital technology solution needs of customers especially in context of the rapid change driven by AI

NON – GROUP KEY CLIENTS

Flipkart | PAG | FEDBANK FINANCIAL SERVICES LIMITED | ensylon | Cars24

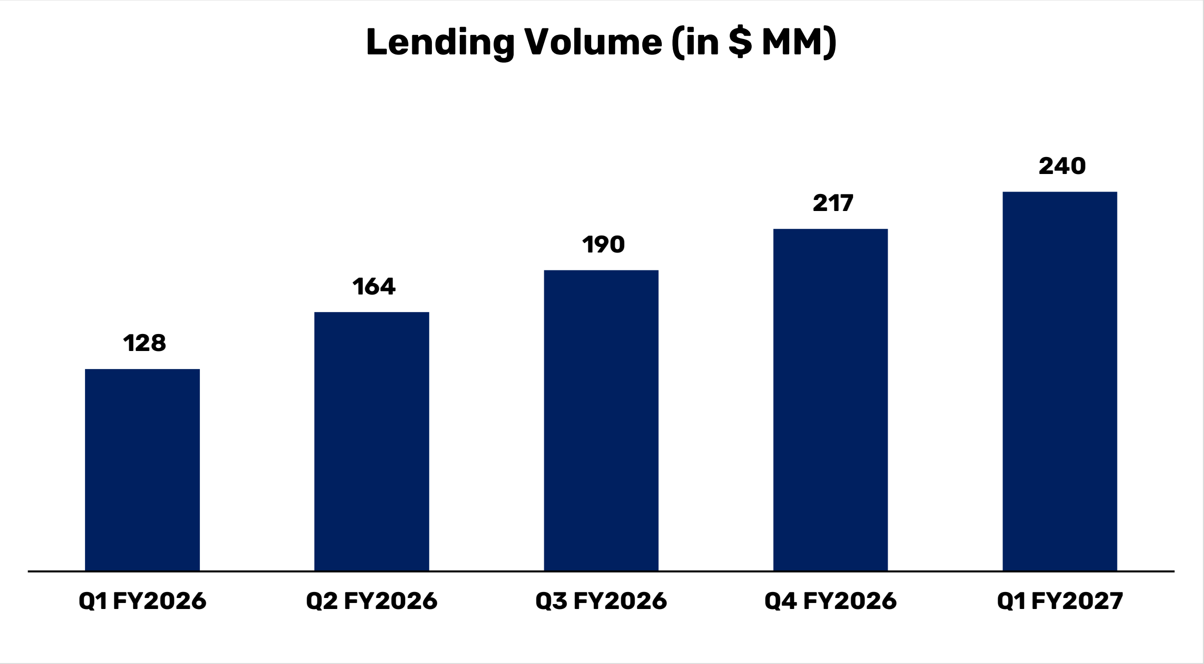
emirates steel | CSX | c2fo | SCSglobal SERVICES | Newfront

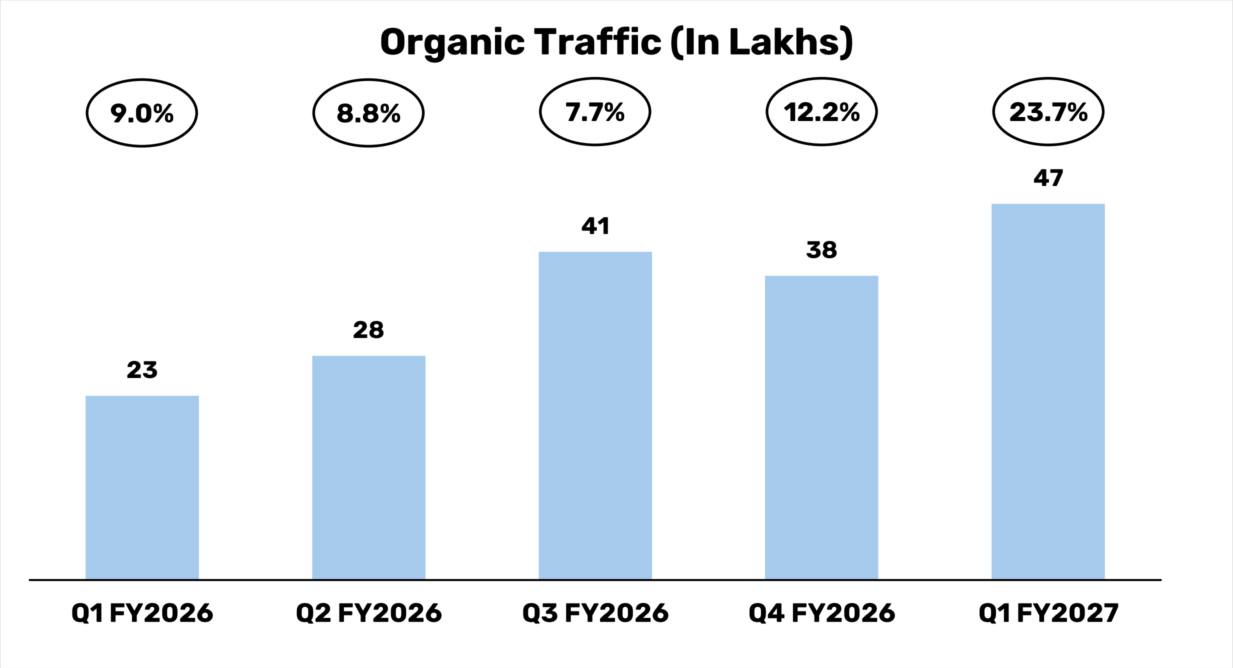
Bajaj Finserv Direct – Financial and Operational Outcomes

All Figures in USD MM

Particulars	FY 2024	FY 2025	FY2026
Total Income	51	64	39
Profit After Tax	(8)	(5)	(18)
Capital infused (as on 31 Mar 2026)		86	
Net Worth (as on 31 Mar 2026)		33	

Operational Metrics





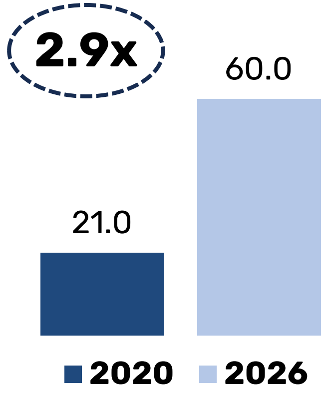
Conversion % of transacting customers to paying customers

Bajaj Finserv Asset Management Ltd.

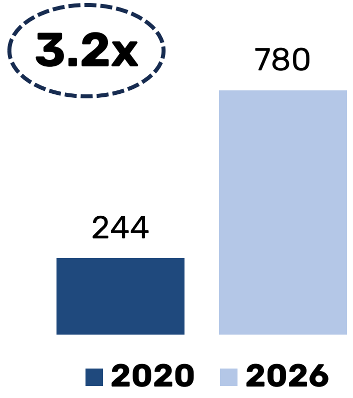
Capitalize on the Bajaj Finserv brand to penetrate a well-established MF industry through Differentiators

Growth Outlook

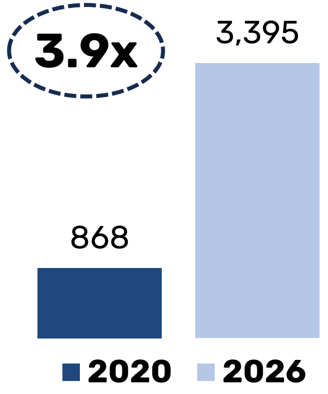
Retail Investors (in MM)



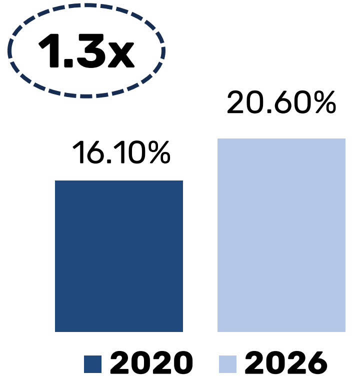
AUM Growth (USD '000 MM)



SIP Inflow (USD MM/month)

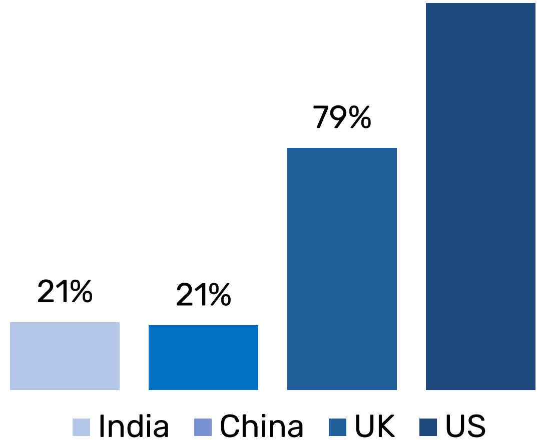


AUM to Deposit

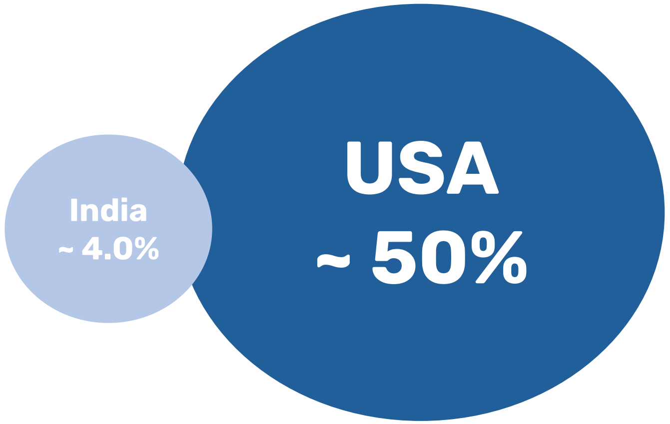


Market Opportunity

AUM to GDP



Retail MF Penetration



Future Scalability

	2026	2047	Growth
Total AUM ('000 MM)	783	29,534	~38x
Retail Investors (MM)	60	263	~4x
AUM/GDP	21%	112%	~5x
Distributors/RIAs (MM)	0.23	0.99	~4x

India's retail mutual fund penetration is set to grow over 4x—from 4% in 2026 to 15% by 2047

Industry with a potential to scale gradually with low burn rate

Source: AMFI, PWC report

Bajaj Finserv AMC - Key Strategic Pillars

Innovative, Future focused and differentiated AMC

Differentiated Products

- Equity schemes to have clear and differentiated investment strategies to create long term wealth for the investors.
- High Credit Quality investments in Fixed Income schemes to ensure safety and mitigate risk.
- Launch of Passive in space where appropriate opportunities are seen in investor's interest.

Technology as a differentiator

- Streamlined digital touchpoints for investors and distributors for empanelment and transactions
- Strategy built on innovation, win-win partnerships and a future-ready business model through usage of data and tech platforms

Investment Philosophy

- INQUBE
- Informational Edge
- Quantitative Edge
- Behavioral Edge

RISK MANAGEMENT

DATA AND ANALYTICS

Bajaj Finserv AMC – Equity (+Equity oriented) funds with differentiated strategies: Investment with Intent

Category	Investment Strategy	Style
Flexi Cap	Megatrends	Growth Investing
Large and Mid	Moat Investing	Quality Investing
Balanced Advantage	Fundamental + Sentiment Indicator	Active Allocation (Beta)
Multi Asset	Dividend yield + Coupon	Value Investing
Large Cap	High Conviction	Focus (Concentrated)
Multi Cap	Over and Under reaction	Contrarian
Small Cap	Quality + Growth + Value	True to label

Bajaj Finserv AMC – Key Financial highlights FY2026

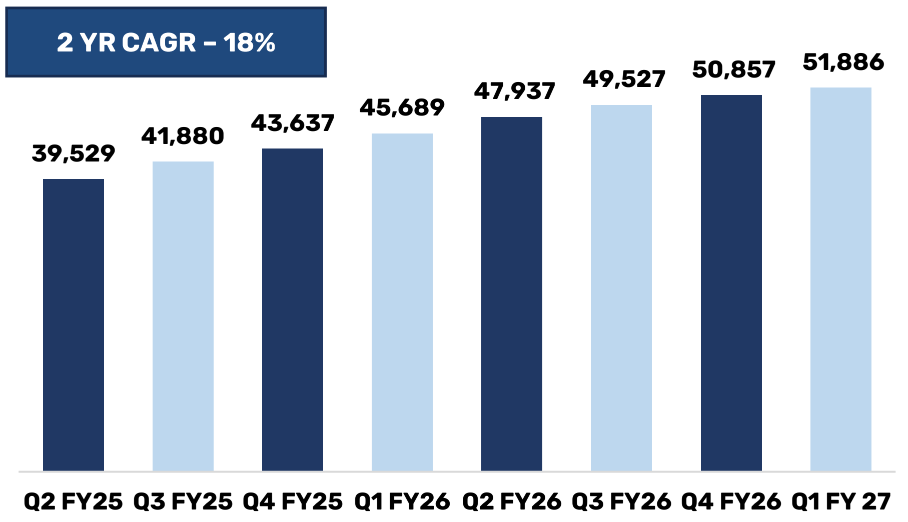
All Figures in USD MM

Bajaj AMC	FY 2024	FY 2025	FY2026
Total Income	2	4	7
Profit After Tax	(18)	(23)	(22)
Capital infused (as at 31 March 2026)		82	
Net Worth (as at 31 March 2026)		11	

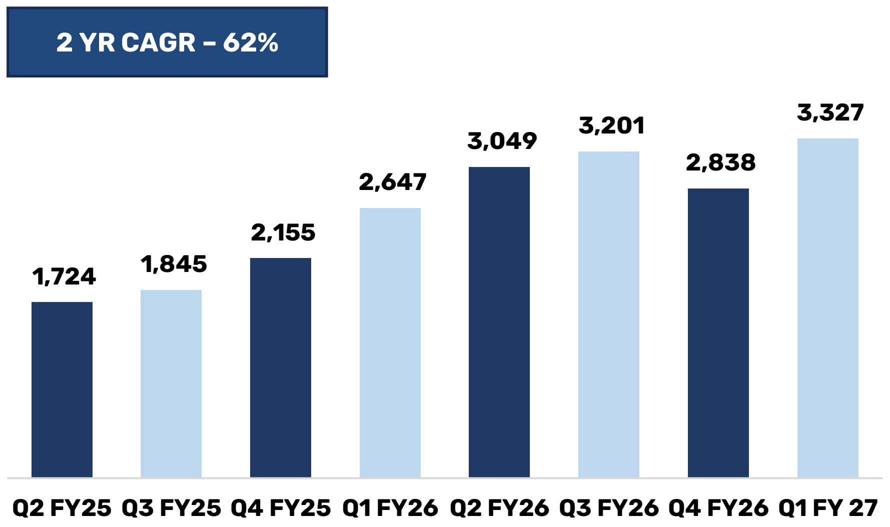
Categories of Mutual Funds launched by AMC

Category	AUM
Equity	2,103
Debt[1]	1,083
Passives	141
Total AUM	**3,327**

Distributors



QoQ AUM Growth



[1]Debt includes Arbitrage

BAJAJ FINANCE LTD.

BFL – Key Strategic Differentiators

STRATEGY

Diversified financial services strategy seeking to optimize risk and profit, to deliver a sustainable business model and deliver a sustainable ROA of 4.3%-4.7% and ROE of 19%-21% in the long term

Focused on continuous innovation to transform customer experience to create growth opportunities

DIFFERENTIATORS

Focus on mass affluent and above clients	Overall **customer franchise of 119.3 MM and Cross sell client base of 75.5 MM**
Strong focus on cross selling to existing customers	**Centre of Excellence** for each business vertical to bring **efficiencies** across businesses and improve **cross sell opportunity**
Highly agile & highly innovative	Continuous improvement in features of products & timely transitions to maintain competitive edge
Deep investment in technology and analytics	**AI enabled technology architecture** that integrates AI across all its processes to deliver significant operating leverage and create a virtuous growth cycle
Diversified asset mix supported by strong ALM and broad-based sources of borrowings	**Consolidated lending AUM mix** for Urban : Rural : MSME : Commercial : Mortgages stood at 30% : 11% : 14% : 13% : 32% as of 31 Mar 2026 **Consolidated borrowing mix** for Money Markets: Banks: Deposits: ECB stood at 48% : 31% : 16% : 5% as of 31 Mar 2026

BFL –Strong focus on cross selling to existing customers and increase in customer franchise

	Q4 FY2025	Q4 FY2026	Q3 FY2026
Total Franchise	101.8	119.3	115.4
Credit segment filter	83.7	101.5	98.2
Overall Cross sell franchise	80.8	97.2	94.1
Non delinquent customers	72.6	86.7	83.8
Cross sell franchise	64.4 (63.3%)*	75.5 (63.3%)*	73.8 (64.0%)*

Customer Franchise addition

Q3 FY2025	Q4 FY2025	Q1 FY2026	Q2 FY2026	Q3 FY2026	Q4 FY2026
5.03	4.70	4.70	4.10	4.80	3.9

*Represents cross sell franchise as a % of total franchise, All numbers are in MM

BFL aspiration – Long Range Strategy for next 5 years (consol.)

Basic construct	FY2026	LRS FY30*
Customer Franchise (MM)	119.3	200-220
Cross-sell Franchise (MM)	75.5	120-130
India Payments GMV	0.17%	0.4-0.5%
Share of total credit	2.32%	3.2-3.5%
Share of retail credit	2.81%	3.6-4.0%
Location presence	4,098	4,600-4,900
App – Net installs (MM)	86.6	160-180
Web – Visitors (MM)	611	3,500-4,500
Return on Equity	18.1%	20-22%
AUM per Cross Sell Franchise ($)	715	920 -974
PAT per Cross Sell Franchise ($)	29	39 – 42
Product Per Customer (PPC)	6.07	6-7

*Presented in Dec 2025

BAJAJ HOUSING FINANCE LTD.

BHFL – Key Strategic Differentiators

STRATEGY

Focus on building scalable balance sheet with reasonable ROE

DIFFERENTIATORS

Low Risk Business Model	Creation of **low-risk scalable balance sheet** Prime Housing and Lease Rental Discounting to act as Anchor Products
Deliver Reasonable Return	**Balanced portfolio mix** between products, customer category and segmentation Aim to deliver **reasonable return**
Full Mortgage Product Suite	Diversified suite of mortgage products to target all customer categories across all transaction types and segments (Prime and Non Prime)
Diversified Borrowing mix	Diversified Borrowings mix between Banks : Money market : NHB with focus on longer tenor borrowings to support longer tenor lending

ROE – Return on Equity NHB – National Housing Bank

ANNEXURES

ONE FINSERV STORY

Bajaj Finserv - An ecosystem of financial services

"Actively engage in strategy, planning and performance monitoring of our businesses with the objective of delivering sustainable profitable growth, achieving meaningful market share with effective use of capital thereby seeking to deliver superior shareholder returns"

"We do this by creating institutional frameworks while empowering our leaders and encouraging disruptive thinking"

Driving sustainable business models

- **Rigorous engagement** in Long Range Planning and Annual Operating Plans
- **Regular review** of all businesses and their SBUs
- **New business opportunities and Strategic investments**

Managing Risk

- **Harmonization of risk policies and framework**, Regular engagement with CROs of business
- Periodic **review of top ERM risks** including credit, business, financial, operational, reputation, etc. & mitigation actions planned
- **Drive risk related projects** across the group such as ORM, Cyber security

Collaboration and Best Practice

- **Group Knowledge Forums** – Analytics, Technology, Investments, Governance, etc.
- **Cross group stress identification** forum to identify any cross functional view on investment risks
- **Cross Company projects** on Data, innovation and digital strategy

Customer Experience, Investments, ESG

- **Defining Customer Service protocols** for businesses
- Review and **standardisation of investment processes**
- Oversight and **monitoring of ESG policy** and its implementation across the group

One Finserv Talent

- **Group Talent mobility** – IJP's through common job structures (Using Hay Points)
- Group Young Leader Management Trainee program
- 30 Under 30 Program
- Women Talent Acceleration Program
- **3 Tier Merit based remuneration** plans combining fixed cash, annual bonus and ESOPs

Succession Planning

- **Assessment across 3 dimensions –** performance, potential, and leadership mindsets
- **Succession Planning** positions mapped to talent and individuals mapped to potential opportunities across the group
- Talent mapping for 376 employees spanning top bands across 6 companies - monitored centrally

BFS is a collective of financial services and fintech businesses seeking to achieve its long term vision

MT – Management training
(Only examples mentioned above)

Culture we drive – Purpose enabled through Leadership DNA

Purpose

"A place where innovation, agility and ownership thrives, creating responsible leaders who build long term businesses with sustainable growth/profit, to delight our customers"

Founder's Ethos:

- **Customer Obsession**
- **Develop & Delegate**
- **Growth Mindset**
- **Being responsible**

Behaviours:

- **Innovate to Simplify**
- **Talent Builder**
- **Continuous Transformation**
- **Do The Right Thing**

Bajaj Finserv - Core strategic principles

Broadening offerings to customers

- Expanding product suite: over 750 products across all Companies
- Geo expansion: Presence over 4,000 cities
- Distribution network of greater than 0.5 MM agent, banks, brokers and dealers
- Date led Upsell, Cross-sell and retention capabilities across all Companies

Deep complementary partnerships

- Strategic tie-ups: Airtel, SFDC
- Virtual JVs with insurance distributors
- Preferred network for several large distributors including banks
- Strategic Investment in IT services companies
- Investments in Insurtech's/Fintech's to enhance digital capabilities

Prospect and exploit new initiatives

- Crop and Government health insurance
- Setup of Bajaj Life direct as a proprietary sales force
- Bajaj Pay
- Integrated health and wellness services
- Bajaj Market place – Digital BFSI marketplace
- Technology services - BFSI focused

Desire to differentiate

- Consumable durables, SISO, Surety Bond, Leasing, Green Financing, ACE
- INQUBE, Megatrends and Moat Investing in the AMC
- Bajaj Finance - FIN AI 3.0
- Variable cost agency model
- Integrated outpatient, hospitalization and wellness offerings to consumers and payers
- PASA: Pre-underwritten customers for touch free sales in Life insurance
- Adoption of account aggregator data for enhanced risk assessment

Digitisation

- Active adopter of Cloud
- Digital platforms with Omnipresence strategy
- Customer 360˚
- Web = App
- End - end partner integration
- Amongst the highest digital adoption by customers and distributors
- On Path of transition to InsureAI and FINAI

Continuous benchmarking

- Carried out annually as part of long-range strategy to benchmark one global Company across large companies
- Segment specific benchmarking to be best in class (Eg: Gold Loans, Protection business, Affordable housing, Standalone health insurer, Ecommerce)

Customer obsession

- NPS/CSAT tracking - Amongst highest scores, lowest grievances
- Vernacular Content - Digital and Physical
- Seamless digital journeys across all customer & distributor touch points
- Product innovation: EMI Card, Flexi, OPD rider, Pet insurance, Pay Per Use

Efficient risk & capital management

- Data led models to assess the risk leading to lowest NPA's and best COR
- Diversified high quality reinsurance network
- Strong underwriting
- Robust stress testing, ECL Modelling, Claim reserving

…… significant growth trajectory across diverse and sustainable businesses(1/2)

All Figures in USD MM

Particulars	FY2016	FY2021	FY2025	FY2026	Growth for the year	5 YR CAGR	10 YR CAGR
Bajaj Finserv Limited (Consolidated)							
Net total Income	2,173	6,412	14,068	15,928	13%	**20%**	**22%**
Profit after tax	197	473	939	1,037	10%	**17%**	**18%**
Net Worth	1,417	3,792	7,662	8,245	8%	**17%**	**19%**
Bajaj General Insurance Limited							
Gross Written Premium	624	1,336	2,284	2,468	8%	**13%**	**15%**
GWP (Ex Crop and Govt. Health)	586	1,050	1,720	1,919	12%	**13%**	**13%**
Profit after tax	60	141	194	205	6%	**8%**	**13%**
Combined Ratio	99.3%	96.9%	102.3%	102.8%	-1%	**-**	**-**
Return on Equity (%)	22.5%	20.3%	16.0%	15.9%	-0.1%	**-**	**-**
Assets under Management	975	2,450	3,504	3,760	7%	**9%**	**14%**
Bajaj Life Insurance Limited							
Retail weighted received premium	76	261	748	795	6%	**25%**	**26%**
New Business Premium	305	668	1,301	1,544	19%	**18%**	**18%**
Renewal Premium	319	604	1,573	1,938	23%	**26%**	**20%**
Gross Written Premium	624	1,272	2,874	3,481	21%	**22%**	**19%**
Value of New Business	-1	38	122	172	41%	**35%**	**-**
Embedded Value	1,045	1,644	2,519	2,677	6%	**10%**	**10%**
Profit after tax	93	61	54	24	-55%	**-**	**-**
Assets under Management	4,667	7,807	13,094	14,134	8%	**13%**	**12%**

All time high consolidated Revenue and PAT recorded by BFS in FY2026

Only material subsidiaries included above

…… significant growth trajectory across diverse and sustainable businesses(2/2)

All Figures in USD MM

Particulars	FY2016	FY2021	FY2025	FY2026	Growth for the year	5 YR CAGR	10 YR CAGR
Bajaj Finance Limited (Consolidated)							
Net total Income	466	1,827	4,757	5,728	20%	**26%**	**29%**
Profit after tax	135	468	1,776	2,046	15%	**34%**	**31%**
Assets under Management	4,680	16,185	44,091	53,966	22%	**27%**	**28%**
Return on Assets	3.5%	3.1%	4.6%	4.3%	-	-	-
Return on Equity	20.9%	12.8%	19.2%	18.1%	-	-	-
Net NPA	0.28%	0.75%	0.44%	0.41%	-	-	-
Provisioning Coverage	77.0%	58%	54.0%	60.0%	-	-	-
Bajaj Housing Finance Limited							
Net total Income	NA	126	378	465	23%	**30%**	**NA**
Profit after tax	NA	48	229	271	18%	**41%**	**NA**
Assets under Management	NA	4,113	12,136	14,890	23%	**29%**	**NA**
Return on Assets	NA	1.5%	2.4%	2.3%	-	-	-
Return on Equity (%)	NA	7.8%	13.4%	12.1%	-	-	-
Net NPA	NA	0.22%	0.11%	0.11%	-	-	-
Provisioning Coverage	NA	38.0%	60.0%	60.0%	-	-	-

All time high consolidated Revenue and PAT recorded by BFS in FY2026

*BHFL started its operations in 2017.   Only material subsidiaries included above

1. FY2026 numbers are before presentation change: BFL changed presentation of recoveries against written off loans from ‘Other Operating Income’ to ‘Loan Losses and Provisions’ across all periods. This presentation change led to a reduction in net total income, loan losses and provisions, and related ratios, with no impact on profit before and after tax

Performance Summary For Q1 FY27 and FY2026

Bajaj Finserv – Performance summary Q1 FY2027

All Figures in USD MM

	For the Quarter			For the Period
Particulars	**Q1 FY2027**	**Q1 FY2026**	**Growth**	**FY2026**
Total Revenue (Consolidated)	4,448 ▲	3,735	19.1%	15,929
Profit after Tax[1] (Consolidated)	666 ▲	564	18.2%	2,081
Profit after Tax[2] (Attributable to owners)	331 ▲	295	12.3%	1,037
Net worth (Standalone)	1,226 ▲	952	28.8%	1,077
Net worth (Consolidated)	8,768 ▲	7,963	10.1%	8,245
Surplus Funds (Standalone)	351 ▲	276	27.5%	253

PAT Includes unrealized mark-to-market (MTM) gain on equity investments measured at fair value through profit and loss of Bajaj Life and Bajaj General of **$ 9 MM and $ 10 MM** respectively, for Q1 FY2027 as compared to MTM gain of **$ 3 MM and $ 9 MM** respectively for Q1 FY2026. Also realized equity gain routed through OCI stands at **$ 6 MM for Bajaj General and $ 0.1 MM for Bajaj Life** for Q1 FY2027 as compared to realized gain of **$ 14 MM and $ 6 MM** for Q1 FY2026 respectively.
Growth in PAT (attributable to owners), excluding MTM gain/loss and including realized equity gains booked under OCI for the quarter was **5%.**

1 – Consolidated Profit for the company ; 2 – Consolidated Profit attributable to owners

Bajaj General – Performance summary Q1 FY2027 [1/6]

All Figures in USD MM

GROSS WRITTEN PREMIUM

↑ **11.3%** TOTAL GWP	$ 613 MM | Q1 FY27 $ 550 MM | Q1 FY26	↑ **10.3%** EX. CROP & GOVT HEALTH	$ 596 MM | Q1 FY27 $ 540 MM | Q1 FY26

PROFITABILITY

PROFIT AFTER TAX	$ 51 MM | Q1 FY27 $ 70 MM | Q1 FY26	RETURN ON EQUITY (ANNUALISED)	16.4% | Q1 FY27 21.4% | Q1 FY26

ROE (annualized @200% solvency) is estimated to be ~17.3%

OTHER METRICS

COMBINED RATIO	104.7% | Q1 FY27 103.6% | Q1 FY26	ASSETS UNDER MANAGEMENT	$ 3,693 MM | Q1 FY27 $ 3,725 MM | Q1 FY26

- **Q1 GDPI growth at 11.6% is in line with Industry growth of 11.1% and excluding Crop & Govt. health at 10.5% vs Industry at 12.1% attributable** to tactical reduction in Motor segment on account of elevated pricing pressure
- **De-growth in PAT due to lower capital gains** attributable to the external Macro Environment
- **COR** largely impacted on account of de-growth in Fire segment and higher loss ratio in Govt. Health Business
- **Solvency Margin** for the Company continues to be **strong at 254%** as against the regulatory norm of 150%; down from previous quarter on account of Dividend payout
- **Fall in AUM** attributable to Buyback and Dividend payout - $ 168 MM and $ 204 MM respectively

GWP – Gross Written Premium COR – Combined Ratio Industry includes SAHI, Private Insurers, PSU and excludes AIC & ECGC

Bajaj Life – Performance summary Q1 FY2027 [2/6]

All Figures in USD MM

REVENUE

↑ **35.1%** GWP

$ 783 MM	Q1 FY27
$ 580 MM	Q1 FY26

↑ **17.5%** RWRP

$ 156 MM	Q1 FY27
$ 133 MM	Q1 FY26

VNB AND MARGIN

↑ **86.6%** VNB

$ 29 MM	Q1 FY27
$ 15 MM	Q1 FY26

↑ **4.8%** (abs) VNB MARGIN

15.9%	Q1 FY27
11.1%	Q1 FY26

OTHER METRICS

↑ **9.7%** ASSETS UNDER MANAGEMENT

$ 15,211 MM	Q1 FY27
$ 13,868 MM	Q1 FY26

PROFIT AFTER TAX

$ 5 MM	Q1 FY27
$ 18 MM	Q1 FY26

- **Financial outcomes in line with our strategy – of focusing on 'sustainable and profitable growth'**
- **RWRP growth higher than industry** - top 10 private companies' growth of 14.9% and industry growth of 16.2%
- **Absolute VNB and margin improvement** on account of high growth (retail and group), product restructuring, higher term mix, yield curve benefit and expense saves
- **Retail protection grew at 60% with 12% product mix**
- **Renewal growth** continued to be healthy at **18%** for **Q1 FY2027**
- **Solvency is at a healthy 285%**
- **PAT impacted on account of lower investment income** attributable to the external Macro Environment and GST, partly offset by yield curve benefit

VNB – Value of New Business RWRP – Retail Weighted Received Premium GWP – Gross Written Premium

Bajaj Finance – Performance summary Q1 FY2027 [3/6]

All Figures in USD MM

REVENUE

↑ **22.2%** NET TOTAL INCOME

$ 1,611 MM | Q1 FY27

$ 1,318 MM | Q1 FY26

↑ **23.9%** ASSETS UNDER MANAGEMENT

$ 57,878 MM | Q1 FY27

$ 46,714 MM | Q1 FY26

PROFITABILITY

↑ **27.5%** PROFIT AFTER TAX

$ 643 MM | Q1 FY27

$ 504 MM | Q1 FY26

↑ **1.4%** (abs) RETURN ON EQUITY (ANNUALISED)

20.4% | Q1 FY27

19.0% | Q1 FY26

OTHER METRICS

↑ **0.07%** (abs) GNPA

0.96% | Q1 FY27

1.03% | Q1 FY26

↑ **0.11%** (abs) NNPA

0.39% | Q1 FY27

0.50% | Q1 FY26

- **A strong quarter across all key metrics namely volume, AUM, new customer addition, credit cost, profit, ROA and ROE**
- **1.61 crore new loans booked in Q1 FY2027** as against 1.34 Crore in Q1 FY2026, growth of 20.1%
- **51 lakh new customers added during the quarter**
- **PAT growth driven by lower loan losses**
- Loan losses and provisions in Q1 FY2027 was $ 211 MM as against $ 208 MM in Q1 FY2026 – Annualised **Loan losses to Average AUF down** from 1.87% in Q1 FY2026 to 1.54% in Q1 FY2027
- **FINAI remains central to our long-term vision.** The phase wise implementation across businesses and functions is underway. This will help augment customer-centricity, tech transformation and strengthen our lowest-risk strategic framework

AUM – Assets Under Management; GNPA – Gross Non Performing Assets; NNPA – Net Non Performing Assets; AUF – Assets under Finance

Bajaj Housing Finance* – Performance summary Q1 FY2027 [4/6]

All Figures in USD MM

REVENUE

↑ **16.5%**
NET TOTAL INCOME

$ 124 MM | Q1 FY27
$ 107 MM | Q1 FY26

↑ **24.3%**
ASSETS UNDER MANAGEMENT

$ 15,833 MM | Q1 FY27
$ 12,743 MM | Q1 FY26

PROFITABILITY

↑ **22.6%**
PROFIT AFTER TAX

$ 76 MM | Q1 FY27
$ 62 MM | Q1 FY26

↑ **0.9%** (abs)
RETURN ON EQUITY (ANNUALISED)

12.5% | Q1 FY27
11.6% | Q1 FY26

OTHER METRICS

↑ **0.01%** (abs)
GNPA

0.29% | Q1 FY27
0.30% | Q1 FY26

↑ **0.01%** (abs)
NNPA

0.12% | Q1 FY27
0.13% | Q1 FY26

- **Overall good quarter across key metrics with highest ever quarterly AUM growth and quarterly disbursement in Q1FY2027**
- **AUM growth of 24.3%** driven by 33.2% increase in disbursements on YoY basis
- **PAT growth at healthy 22.6% driven by low loan losses and improvement in expense ratio**
- **Capital adequacy ratio stood at 21.47%** as of 30 June 2026 as against regulatory requirement of 15.0%, of which Tier-1 capital was 21.05%

AUM – Assets Under Management GNPA – Gross Non Performing Assets NNPA – Net Non Performing Assets
*Subsidiary of Bajaj Finance Limited

Bajaj Finserv Direct – Performance summary Q1 FY2027 [5/6]

All Figures in USD MM

REVENUE		PROFITABILITY		NETWORTH	
↑ **32.1%** OPERATING REVENUE	$ 11 MM | Q1 FY27 $ 9 MM | Q1 FY26	PROFIT AFTER TAX	$ (4) MM | Q1 FY27 $ (5) MM | Q1 FY26	NETWORTH	$ 29 MM | Q1 FY27 $ 45 MM | Q1 FY26

- Revenue back on growth trajectory after planned digital customer journey enhancements
- Some of the revenue structures are now trail revenue based, providing stability, predictability and non-linearity to future revenue

Bajaj Finserv Health – Performance summary Q1 FY2027

REVENUE		PROFITABILITY		NETWORTH	
OPERATING REVENUE	$ 24 MM | Q1 FY27 $ 26 MM | Q1 FY26	PROFIT AFTER TAX	$ (5) MM | Q1 FY27 $ (5) MM | Q1 FY26	NETWORTH	$ 50 MM | Q1 FY27 $ 48 MM | Q1 FY26

- Muted revenue growth due to planned Business Model realignment
- About 6 MM healthcare transactions processed during the quarter

Bajaj AMC – Performance summary Q1 FY2027 [6/6]

All Figures in USD MM

REVENUE		PROFITABILITY		ASSETS UNDER MANAGEMENT	
↑ **70.4%** OPERATING REVENUE	$ 3 MM | Q1 FY27 $ 2 MM | Q1 FY26	PROFIT AFTER TAX	$ (4) MM | Q1 FY27 $ (6) MM | Q1 FY26	↑ **25.7%**	$ 3,327 MM | Q1 FY27 $ 2,647 MM | Q1 FY26

- **Ranked 26th** amongst all Mutual Funds with Equity mix at 63% and non group share at 90.9% of total AUM
- The company's SIP book stood at $ 20 MM as of June 2026, compared to $ 12 MM in June 2025, reflecting a growth of 66%, while SIP folios registered a growth of 69%

Bajaj Financial Securities[1] – Performance summary Q1 FY2027

REVENUE		PROFITABILITY		ASSETS UNDER FINANCE	
↑ **16.5%** OPERATING REVENUE	$ 15 MM | Q1 FY27 $ 13 MM | Q1 FY26	↑ **22.0%** PROFIT AFTER TAX	$ 5 MM | Q1 FY27 $ 4 MM | Q1 FY26	↑ **60.2%**	$ 1,034 MM | Q1 FY27 $ 645 MM | Q1 FY26

- **Good quarter on AUM, PAT and new customer addition**
- Retail and HNI customer franchise stood at 1.5 MM as of 30 Jun 2026 an increase of 41.1% over previous year

AUM – Assets Under Management, [1]Wholly owned subsidiary of Bajaj Finance Limited

Environmental, Social and Governance – ESG (Towards a sustainable Future)

ESG – Our focus area

The ambit of ESG is wide and evolving. It is our firm belief that to achieve our ESG objectives and have a greater impact, we need to be focused on identified areas rather than spreading wide. Accordingly, in our Responsible and Sustainable Business Conduct policy, we have identified following as our areas of focus:

Governance

Conduct and govern business with integrity in a manner that is ethical, transparent and accountable

Financial Inclusion

Provide access to relevant and affordable financial products and services that meet the needs of larger society

Preserving & Protecting Environment

Strive to adopt environmental practices and processes that minimize / eliminate the adverse impact of company operations on the environment

Empowering Society

Promote social welfare activities for inclusive growth, equitable development, and well-being of society

Customer Centricity

Innovate / invest in products, technologies and processes that enhance customer experience and promote professional, fair and transparent dealings

Human Capital Management

Create a thriving, safe and inclusive workplace for its employees and providing merit-based opportunities for professional development and growth

Information and Cyber Security

Adopt robust information security, cyber security and fraud controls

Stakeholder Engagement

Engage with relevant stakeholders for enhancing the sustainable and responsible business practices

Being Responsible: ESG Key metrics

ESG is not just the right thing to do, it is what will shape a better tomorrow for all

Governance

- **Robust governance structure across all our companies including unlisted ones**
- **Responsible Investments** – Insurance portfolios **exceeded** the **80%** target for responsible investments: Bajaj General at **95%**, Bajaj Life at **98%**

Financial Inclusion

- **New to BFL credit customers** - 30+ MM*
- **BFL MFI branches** – 440+ covering 7 Lakh+ women customers
- **PMJJBY** (Bajaj Life) - 0.14 MM lives covered
- **PMFBY & PMJAY-MA** (Bajaj General) – 9.5 MM farmers covered & 49.1 MM lives covered

Preserving & Protecting Environment

- **Wind power generated** – 90.4 MM kWh
- **Solar power installed** - 757 kW
- **Saplings planted** - 0.2+ MM
- **ISO 14001** certification- 44 Offices
- **20 EVs for inter office movement**

Empowering Society

- **CSR expenditure** – $ 44 MM
- **Number of beneficiaries** – 9.3 MM
- **Impact Assessment** - 34 projects
- **CPBFI (Flagship Program):** Active in 22 states, **159K** beneficiaries (**58%** women), **50K** new enrolments in FY2026

Customer Centricity

- **Board committees for customer protection**
- **CAST scores computed & monitored centrally for all companies**
- **Highest claim settlement ratios:** Bajaj Life (Retail) at 99.3% & Bajaj General at 95.4%
- **Highest level of Digitization for customer convenience**

Human Capital Management

- **Gender Diversity ratio** ~14%
- **Gender Diversity in new hiring** ~ 17.5%
- **Women agents** ~ 29% Total
- (Bajaj General: 23%, Bajaj Life: 33%)
- **Over 105,000 employees trained (93% coverage)**

Stakeholder Engagement

- **BRSR Assurance** - Reasonable Assurance for BRSR Core (Mandatory) and Limited Assurance for BRSR non-core disclosures (Voluntary) for all listed companies and material subsidiaries
- **Value Creation Model:** In line with the **Integrated Reporting framework** advised by SEBI (voluntary for top 500 listed companies), the FY2026 ESG report focuses on value creation across six capitals: Financial, Manufactured, Intellectual, Human, Social & Relationship, and Natural Capital

The BFS Group consistently produces more renewable energy than it consumes

Group endeavors to be carbon neutral on scope 1 & 2 emissions by FY2032

PMJJBY - Pradhan Mantri Jeevan Jyoti Bima Yojana, PMFBY – Pradhan Mantri Fasal Bima Yojna, Group IJP – Group Internal Job postings, MFI – Microfinance institutions, CPBFI- Certified Program in Banking, Finance & Insurance, PMJAY-MA – Pradhan Mantri Jan Arogya Yojana – Mukhyamantri Amrutam , All the numbers are for the period ended FY2026; *New-to-credit Customers added in the last 6 years

CSR Update

OUR COMMITMENT

Through Bajaj Beyond, Bajaj Group companies have committed $ 530 MM over five years towards social impact programs, with the goal of impacting 20 MM individuals

Youth Skilling

SKILLSERV

Provides skills in financial services industry and comprehensive and industry-relevant training

1,59,000 trained since inception

SKILLING via NGOs

Diverse range of training and skilling programs, ensuring broader access to skill development

2,53,774 lakh youth skilled for income enhancement

Child Development

EDUCATION

Focus on digital & foundational learning, mental health, vocational education, scholarships etc

67,60,785 children impacted

HEALTH

Treatment for cleft lip/palate, diabetes, heart conditions, pediatric cancer, and epilepsy

39,176 children impacted for healthier living

PROTECTION

Initiatives focus on vulnerable children at risks like trafficking, abuse, and labor

56,138 children impacted

INCLUSION FOR PERSONS WITH DISABILITIES

Focus on wellbeing of people with intellectual, developmental, physical & locomotor disabilities

3,93,708 lakh individuals impacted

Pune City

INFRA

Child hospitals and hospital infrastructure to strengthen paediatric healthcare

Type 1 Diabetes Centre launched & Super speciality hospitals underway

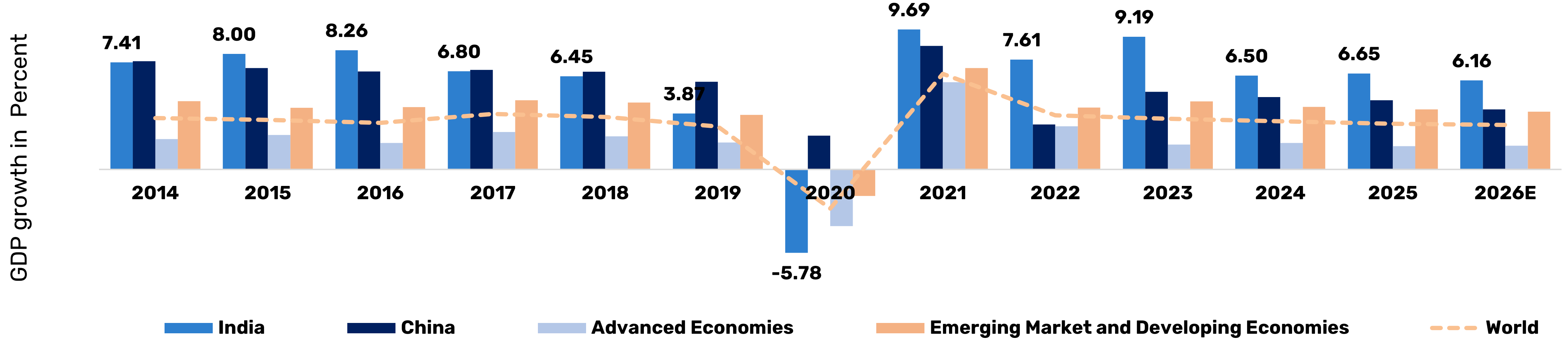
Note: Beneficiary numbers are based on the full project period and not just the financial year under consideration

India and BFSI opportunity

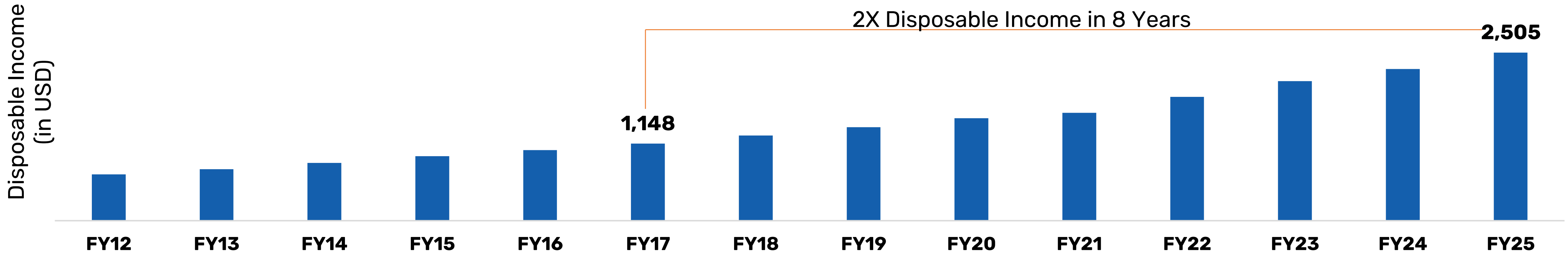
Fastest growing; opportunity for every household

India: Macro

India remains the fastest growing economy surpassing China in 2021



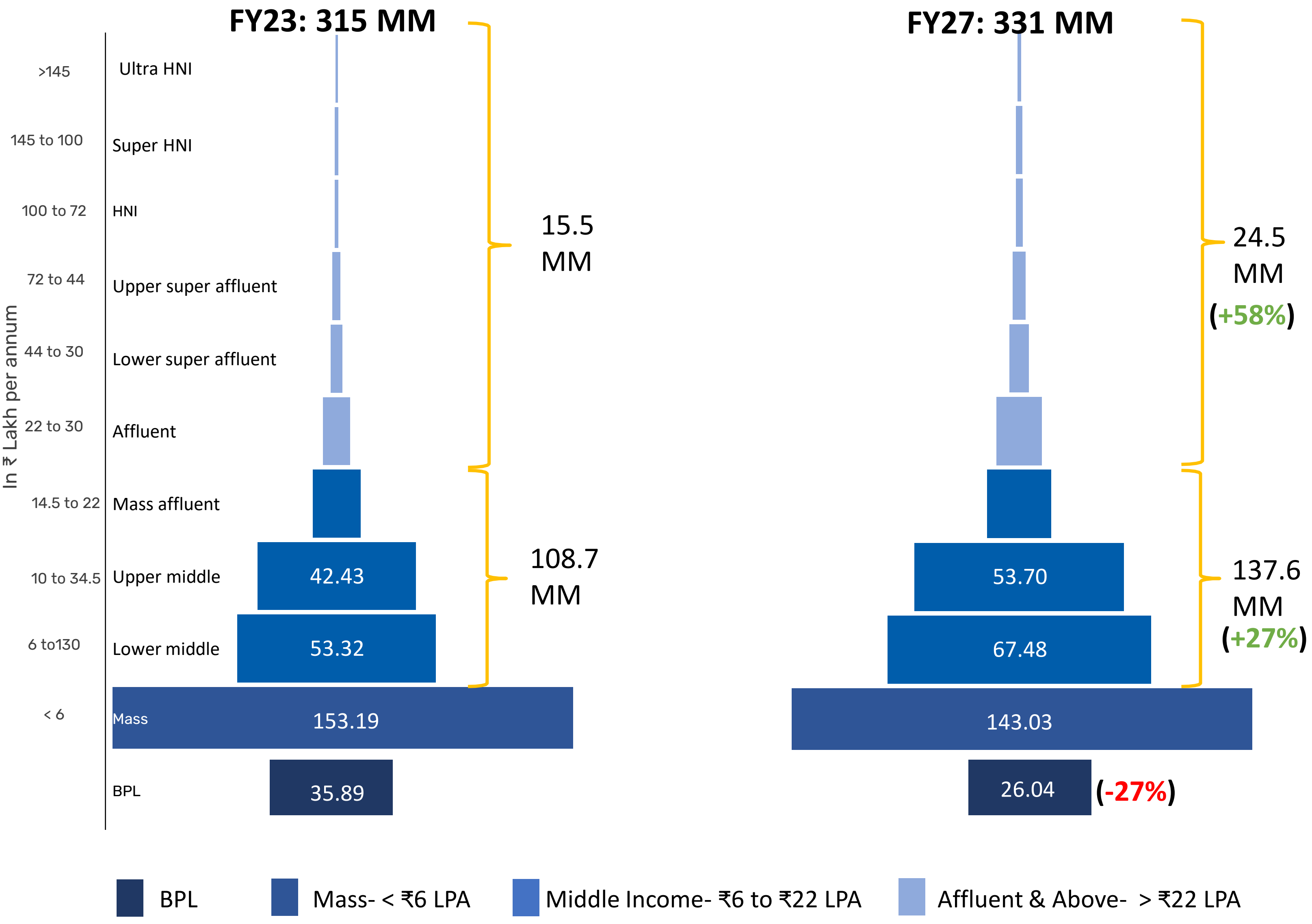
Per Capita GNI is rising, leading to higher disposable income



Per Capita GNI is estimated to reach $17,333 by 2047

Source: IMF, MOSPI, As on March 31st for each financial year

Income Pyramids: Unlocking Demographic Potential



Experience centric offerings to increase relevance to this segment

Life Goal Planning, Savings & Protection business have a large growth headroom

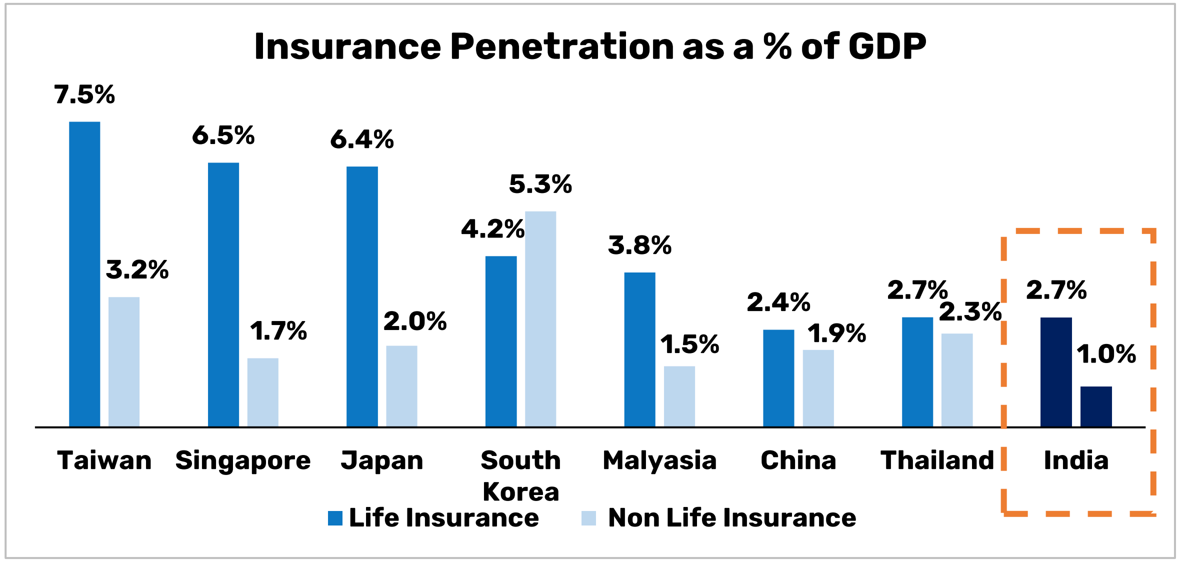
Platforms, DIY journeys and loyalty programs to deepen customer wallet share

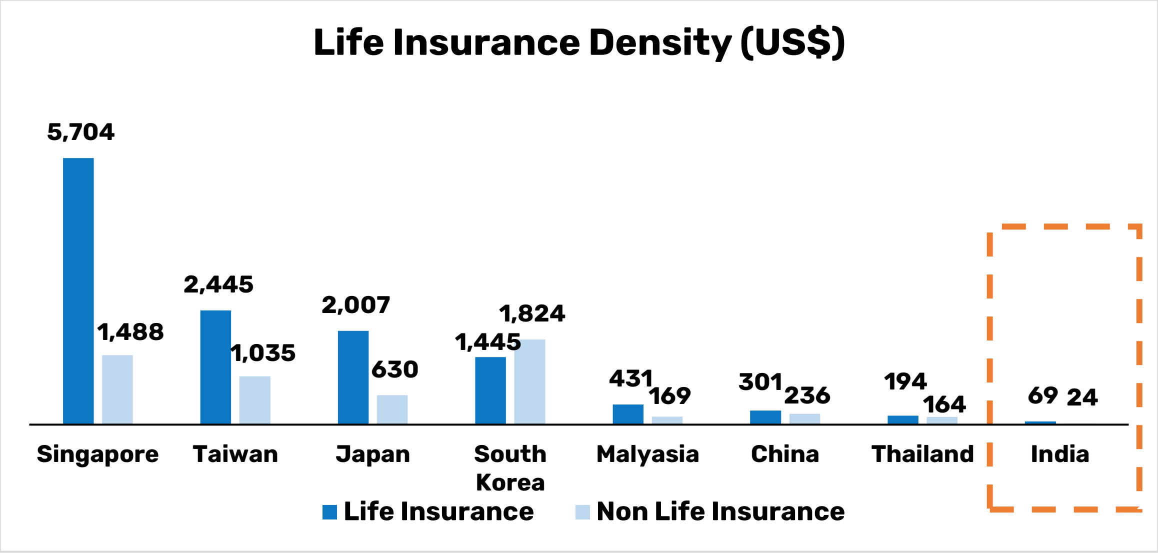
Low-cost, vernacular, digitally assisted model is required to serve this segment

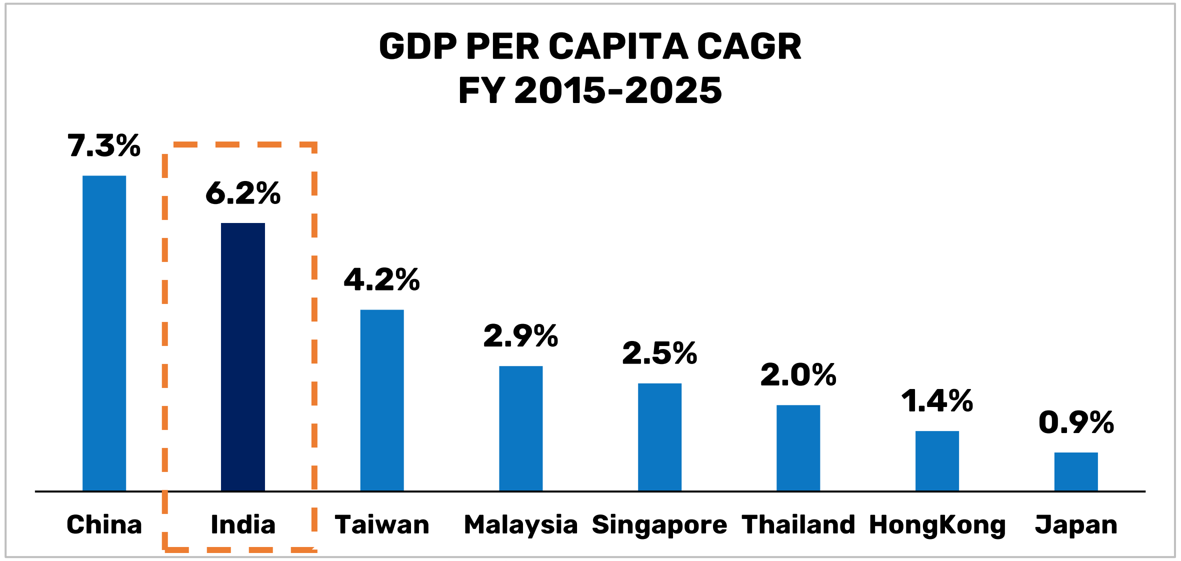
Source: Bain & Co, RBI

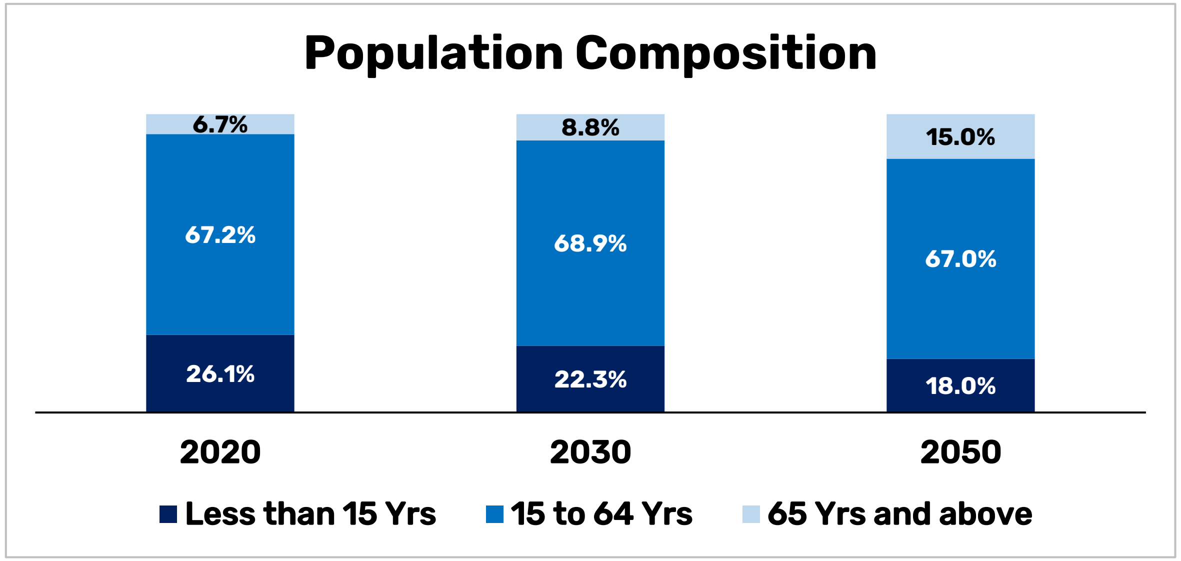
Indian Insurance Market – Growth Opportunity

India remains vastly under-insured, both in term of penetration and density









Source : Population trends Asia Pacific | IMF |IRDAI Annual Report 2024-25 | Insurance Penetration is measured as ratio of premium (in US Dollars) to GDP (in US Dollars).

Thank You

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