

16 May 2012

Corporate Relationship Dept The Bombay Stock Exchange Ltd 1st Floor, New Trading Ring Rotunda Building, P J Tower Dalal Street, Fort MUMBAI 400 001	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), MUMBAI 400 051.
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Dear Sirs:

Sub : **Audited Financial Results for the quarter and year ended 31 March 2012**

In terms of the provisions of clause 41 read with Clause 20 of the listing agreement, we enclose the following statements for the year ended 31 March 2012, which were approved and taken on record at the meeting of the board of directors on 16 May 2012, together with press release:

Accordingly, please find enclosed the following:

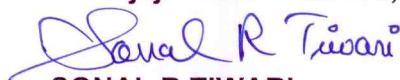
- a) Stand-alone Audited Financial Results for the quarter and year ended 31 March 2012;
- b) Consolidated audited Financial Results for the year ended 31 March 2012.

Kindly further note that dividend on equity shares, if declared at the annual general meeting, will be credited / despatched between 23 July 2012 to 25 July 2012 to those members whose names appear on the company's Register of Members and to the beneficial owners, whose particulars are furnished by the Depositories as on 6 July 2012.

Further, at the said meeting, the board has approved a proposal for fund raising through issue of equity shares and / or securities convertible into equity shares, by way of a qualified institutions placement, private placements, issuance of ADRs, GDRs etc., subject to approval of the shareholders of the Company or through a rights issue, up to an aggregate amount of Rs.1000 crore, subject to applicable statutory and regulatory approvals.

At the said meeting, the board also approved the (a) the increase in authorized capital of the Company from Rs. 75,00,00,000 comprising 15,00,00,000 equity shares of face value Rs. 5 each to Rs.100,00,00,000 comprising 20,00,00,000 equity shares of face value Rs. 5 each, and, (b) convening the Company's Annual General Meeting on 17 July 2012, and the related notice and explanatory statement in connection therewith.

Thanking you,
Yours faithfully,
for **Bajaj Finserv Limited,**



SONAL R TIWARI
COMPANY SECRETARY

Encl : as above



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 / audited financial results for the quarter and year ended 31 March 2012

(₹ In Crore)

	Particulars	Quarter ended			Year ended	
		31.03.2012 (Unaudited)	31.12.2011 (Unaudited)	31.03.2011 (Audited)	31.03.2012 (Audited)	31.03.2011 (Audited)
1	Income from Operations	19.98	28.38	18.86	135.77	119.81
2	Expenses					
	(a) Employee benefit expense	2.47	2.99	3.74	10.79	9.88
	(b) Depreciation	0.34	0.32	1.11	1.56	10.03
	(c) Other expenses(See note 2)	5.85	5.19	5.50	24.13	21.98
	Total expenses	8.66	8.50	10.35	36.48	41.89
3	Profit from operations before other income, finance costs and exceptional items (1-2)	11.32	19.88	8.51	99.29	77.92
4	Other income	2.07	2.42	2.11	8.41	6.25
5	Profit from ordinary activities before finance costs and exceptional items (3+4)	13.39	22.30	10.62	107.70	84.17
6	Finance costs	-	-	-	-	-
7	Profit from ordinary activities after finance costs but before exceptional items (5-6)	13.39	22.30	10.62	107.70	84.17
8	Exceptional items					
	Surplus on pre-payment of sales tax deferral incentive/loan liability	-	-	139.07	-	139.07
9	Profit from ordinary activities before tax (7+8)	13.39	22.30	149.69	107.70	223.24
10	Tax expense	5.57	7.83	8.80	31.13	34.90
11	Net Profit from ordinary activities after tax (9-10)	7.82	14.47	140.89	76.57	188.34
12	Paid up Equity Share Capital (Face value of ₹ 5)	72.34	72.34	72.34	72.34	72.34
13	Reserves excluding Revaluation Reserves				1,372.69	1,317.82
14	Basic and Diluted Earnings Per Share (₹) (not annualised) before and after extraordinary items	0.5	1.0	9.7	5.3	13.0

	Particulars	Quarter ended			Year ended	
		31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
A	Particulars of shareholding					
1	Public shareholding					
	Number of shares	59,441,851	59,432,125	60,088,059	59,441,851	60,088,059
	Percentage of shareholding	41.08%	41.08%	41.53%	41.08%	41.53%
2	Promoters and Promoter Group Shareholding					
	(a) Pledged / Encumbered					
	Number of shares	-	-	64,786	-	64,786
	Percentage of shares (as a % of the total shareholding of promoters and promoter group)	-	-	0.08%	-	0.08%
	Percentage of shares (as a % of the total share capital of the company)	-	-	0.04%	-	0.04%
	(b) Non-encumbered					
	Number of shares	85,182,790	85,178,936	84,445,451	85,182,790	84,445,451
	Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	100.00%	99.92%	100.00%	99.92%
	Percentage of shares (as a % of the total share capital of the company)	58.88%	58.87%	58.37%	58.88%	58.37%

	Quarter ended
	31.03.2012
B Investor complaints	
Pending at the beginning of the quarter	Nil
Received during the quarter	2
Disposed of during the quarter	2
Remaining unresolved at the end of the quarter	Nil

Notes:

1. Disclosure of standalone assets and liabilities as per clause 41(l)(ea) of the listing agreement for the year ended 31 March 2012 -

(₹ In Crore)

	Particulars	As at 31 March 2012 (Audited)	As at 31 March 2011 (Audited)
A	Equity and liabilities		
1	Shareholders' funds		
	(a) Share capital	72.34	72.34
	(b) Reserves and surplus	1,372.69	1,317.82
	Sub-total - Shareholders' funds	1,445.03	1,390.16
2	Non-current liabilities		
	(a) Deferred tax liabilities (net)	7.95	8.67
	(b) Other long term liabilities	0.43	1.98
	(c) Long-term provisions	1.34	1.07
	Sub-total - Non-current liabilities	9.72	11.72
3	Current liabilities		
	(a) Trade payables	4.76	4.10
	(b) Other current liabilities	2.47	0.79
	(c) Short-term provisions	29.72	46.09
	Sub-total - Current liabilities	36.95	50.98
	Total - Equity and liabilities	1,491.70	1,452.86
B	Assets		
1	Non-current assets		
	(a) Fixed assets	71.35	71.73
	(b) Non-current investments	1,348.88	1,147.29
	(c) Long-term loans and advances	3.12	1.85
	Sub-total - Non-current assets	1,423.35	1,220.87
2	Current assets		
	(a) Current investments	52.14	185.56
	(b) Trade receivables	1.94	1.30
	(c) Cash and bank balances	2.54	25.25
	(d) Short-term loans and advances	3.49	16.67
	(e) Other current assets	8.24	3.21
	Sub-total - Current assets	68.35	231.99
	Total - Assets	1,491.70	1,452.86

2. Other expenses includes following -

(₹ In Crore)

Particulars	Quarter ended			Year ended	
	31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
Operation & maintenance charges of windmill	2.06	1.73	1.76	7.28	6.98

3. 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 and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).

4. Directors recommend a dividend of ₹ 1.50 per share (30 %) subject to approval of shareholders.

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

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

7. The figures of the last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year.

8. The above results have been reviewed by the Audit Committee, approved by the Board of Directors in the meeting held on 16 May 2012.

BY ORDER OF THE BOARD OF DIRECTORS
FOR BAJAJ FINSERV LIMITED

Pune

Date: 16 May 2012


RAHUL BAJAJ
Chairman



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 / audited financial results for the quarter and year ended 31 March 2012

(₹ In Crore)

	Particulars	Quarter ended			Year ended	
		31.03.2012 (Unaudited)	31.12.2011 (Unaudited)	31.03.2011 (Audited)	31.03.2012 (Audited)	31.03.2011 (Audited)
	Gross revenue					
	i. Gross written premium					
	a) Life Insurance - Bajaj Allianz Life Insurance Co. Ltd.	2,743.78	1,673.85	3,203.15	7,483.80	9,609.95
	b) General Insurance - Bajaj Allianz General Insurance Co. Ltd.	1,291.77	775.39	1,034.95	3,675.89	3,129.37
	ii. Gross income - Bajaj Finance Ltd. (See note 4)	623.30	603.56	394.56	2,171.91	1,109.39
	iii. Income from windpower generation - Bajaj Finserv Ltd.	12.76	20.31	5.72	84.37	41.79
	iv. Investment income (excluding accretions on unit linked investment)	299.41	270.53	177.57	1,048.33	766.19
	v. Others	15.66	15.70	14.69	62.11	55.14
	Total	4,986.68	3,359.34	4,830.64	14,526.41	14,711.83
1	Income					
a.	Income from operations	682.43	825.19	381.49	2,833.92	1,507.81
b.	Transfer from Policyholders' Account	1,069.13	-	935.51	1,069.13	935.51
	Total income from operations (net)	1,751.56	825.19	1,317.00	3,903.05	2,443.32
2	Expenses					
(a)	Transfer to Policyholders' Account	1.75	(1.64)	(21.78)	2.85	31.67
(b)	Employees benefits expense	67.44	68.78	63.09	264.70	178.12
(c)	Marketing and other commission	41.88	47.01	41.08	160.69	92.99
(d)	Recovery cost	25.71	23.90	19.94	89.11	46.03
(e)	Loan losses and provisions	40.31	35.80	37.65	154.38	144.03
(f)	Depreciation	2.20	3.94	3.41	14.12	18.52
(g)	Other expenses	79.89	68.97	25.84	248.61	122.47
	Total expenses	259.18	246.76	169.23	934.46	633.83
3	Profit from operations before other income, finance costs and exceptional items (1-2)	1,492.38	578.43	1,147.77	2,968.59	1,809.49
4	Other income (net)	0.44	0.38	0.28	1.73	1.25
5	Profit from ordinary activities before finance costs and exceptional items (3+4)	1,492.82	578.81	1,148.05	2,970.32	1,810.74
6	Finance costs	228.44	207.21	114.29	744.10	301.14
7	Profit from ordinary activities after finance costs but before exceptional items (5-6)	1,264.38	371.60	1,033.76	2,226.22	1,509.60
8	Exceptional item					
	Surplus on pre-payment of sales tax deferral incentive/loan liability	-	-	139.07	-	139.07
9	Profit from ordinary activities before tax (7+8)	1,264.38	371.60	1,172.83	2,226.22	1,648.67
10	Tax expense	49.82	117.04	24.98	336.47	177.70
11	Net Profit from ordinary activities after tax (9-10)	1,214.56	254.56	1,147.85	1,889.75	1,470.97
12	Add: Share of Profit after tax on Investments in Associates	-	-	-	-	20.89
13	Less: Minority Interest in Net Income of subsidiaries	333.77	84.50	275.27	551.98	377.02
14	Net Profit after taxes, minority interest and share of profit / (loss) of associates (11+12-13)	880.79	170.06	872.58	1,337.77	1,114.84
14	Paid up Equity Share Capital (Face value of ₹ 5)	72.34	72.34	72.34	72.34	72.34
15	Reserves excluding Revaluation Reserves				5,027.79	3,652.78
16	Basic and Diluted Earnings Per Share (₹) (not annualised)					
	before and after extraordinary items	60.9	11.8	60.3	92.5	77.1

	Particulars	Quarter ended			Year ended	
		31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
A	Particulars of shareholding					
1	Public shareholding					
	Number of shares	59,441,851	59,432,125	60,088,059	59,441,851	60,088,059
	Percentage of shareholding	41.08%	41.08%	41.53%	41.08%	41.53%
2	Promoters and Promoter Group Shareholding					
	(a) Pledged / Encumbered					
	Number of shares	-	-	64,786	-	64,786
	Percentage of shares (as a % of the total shareholding of promoters and promoter group)	-	-	0.08%	-	0.08%
	Percentage of shares (as a % of the total share capital of the company)	-	-	0.04%	-	0.04%
	(b) Non-encumbered					
	Number of shares	85,182,790	85,178,936	84,445,451	85,182,790	84,445,451
	Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	100.00%	99.92%	100.00%	99.92%
	Percentage of shares (as a % of the total share capital of the company)	58.88%	58.87%	58.37%	58.88%	58.37%

	Quarter ended
	31.03.2012
B	Investor complaints
	Pending at the beginning of the quarter
	Nil
	Received during the quarter
	2
	Disposed of during the quarter
	2
	Remaining unresolved at the end of the quarter
	Nil

Segment-wise revenue, results and capital employed

(₹ In Crore)

	Particulars	Quarter ended			Year ended	
		31.03.2012 (Unaudited)	31.12.2011 (Unaudited)	31.03.2011 (Audited)	31.03.2012 (Audited)	31.03.2011 (Audited)
1	Segment revenue					
	Insurance					
	Gross written premium					
	Life Insurance	2,743.78	1,673.85	3,203.15	7,483.80	9,609.95
	General Insurance	1,291.77	775.39	1,034.95	3,675.89	3,129.37
		4,035.55	2,449.24	4,238.10	11,159.69	12,739.32
	Less: Reinsurance ceded	292.15	222.96	243.65	1,030.40	853.64
	Reserve for unexpired risk	168.86	4.23	71.72	220.99	160.85
		3,574.54	2,222.05	3,922.73	9,908.30	11,724.83
	Investment and other income(excluding accretions to unit linked holders)	292.57	261.95	176.51	1,017.34	709.58
	Insurance total	3,867.11	2,484.00	4,099.24	10,925.64	12,434.41
	Investments & Others	24.95	26.19	29.94	121.92	139.41
	Retail financing	623.30	603.56	394.56	2,171.91	1,109.39
	Windmill	12.76	20.31	5.72	84.37	41.79
		4,528.12	3,134.06	4,529.46	13,303.84	13,725.00
	Less : Inter-segment revenue	2.45	1.91	14.19	28.82	27.66
	Total	4,525.67	3,132.15	4,515.27	13,275.02	13,697.34
2	Segment profit / (loss) before tax and financing cost					
	Insurance					
	General Insurance	(58.98)	101.81	(90.55)	193.99	61.91
	Life Insurance	1,150.19	71.64	1,023.22	1,349.58	1,094.54
	total	1,091.21	173.45	932.67	1,543.57	1,156.45
	Investments & Others	30.55	4.48	2.68	40.17	44.10
	Retail financing	133.14	176.61	95.77	572.06	310.00
	Windmill	9.48	17.06	141.71	70.42	159.01
	Total	1,264.38	371.60	1,172.83	2,226.22	1,669.56
	Less: Financing cost	-	-	-	-	-
	Total profit before tax	1,264.38	371.60	1,172.83	2,226.22	1,669.56
3	Capital employed					
	Insurance					
	General Insurance	910.66	952.07	782.44	910.66	782.44
	Life Insurance	3,590.03	2,447.96	2,249.54	3,590.03	2,249.54
	total	4,500.69	3,400.03	3,031.98	4,500.69	3,031.98
	Investments & Others	276.43	496.81	558.52	276.43	558.52
	Retail financing	12,398.13	10,933.87	8,148.47	12,398.13	8,148.47
	Windmill	33.61	35.12	28.18	33.61	28.18
	Unallocable	(24.55)	(0.82)	(28.73)	(24.55)	(28.73)
	Total	17,184.31	14,865.01	11,738.42	17,184.31	11,738.42

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 General Insurance Company Limited (BAGIC)	74%	Insurance - general	Subsidiary
(b)	Bajaj Allianz Life Insurance Company Limited	74%	Insurance - life	Subsidiary
(c)	Bajaj Finance Limited (BFL)	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. Disclosure of consolidated assets and liabilities as per clause 41(l)(ea) of the listing agreement for the year ended 31 March 2012 -

(₹ In Crore)

	Particulars	As at 31 March 2012 (Audited)	As at 31 March 2011 (Audited)
A	Equity and liabilities		
1	Shareholders' funds		
	(a) Share capital	72.34	72.34
	(b) Reserves and surplus	5,027.79	3,652.78
	(c) Fair value change account	(1.12)	(0.72)
	Sub-total - Shareholders' funds	5,099.01	3,724.40
2	Fund for future appropriations	229.08	292.90
3	Minority Interest	1,982.76	1,418.68
4	Non-current liabilities		
	(a) Long-term borrowings	6,382.86	2,844.06
	(b) Deferred tax liabilities (net)	7.95	8.68
	(c) Other long term liabilities	2,272.45	4,966.53
	(d) Long-term provisions	5,171.16	3,443.41
	Sub-total - Non-current liabilities	13,834.42	11,262.68
5	Current liabilities		
	(a) Short-term borrowings	2,794.56	2,468.91
	(b) Trade payables	3,934.62	3,330.58
	(c) Other current liabilities	29,331.89	29,619.74
	(d) Short-term provisions	2,240.92	1,907.94
	Sub-total - Current liabilities	38,301.99	37,327.17
	Total - Equity and liabilities	59,447.26	54,025.83
B	Assets		
1	Non-current assets		
	(a) Fixed assets	640.74	492.15
	(b) Goodwill on consolidation	195.05	101.81
	(c) Non-current investments	15,358.22	11,968.90
	(d) Deferred tax assets (net)	106.84	106.69
	(e) Long-term loans and advances	207.06	154.49
	(f) Receivable under financing activity	6,569.21	3,932.00
	(g) Other non-current assets	352.70	436.37
	Sub-total - Non-current assets	23,429.82	17,192.41
2	Current assets		
	(a) Current investments	28,147.35	31,158.57
	(b) Receivable under financing activity	5,713.88	3,339.78
	(c) Trade receivables	267.08	177.74
	(d) Cash and bank balances	1,046.60	1,569.68
	(e) Short-term loans and advances	297.79	245.09
	(f) Other current assets	544.74	342.56
	Sub-total - Current assets	36,017.44	36,833.42
	Total - Assets	59,447.26	54,025.83

3. 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 ₹ 486.27 crore for the current year, has been recognised as "income from operations" (corresponding previous year surplus of ₹ 246.13 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.
4. Upon acquisition of further shares, Bajaj Finance Limited (BFL) became a subsidiary of the company from 5 July 2010. Accordingly, BFL has been consolidated as a subsidiary from that date. Prior to that date, BFL was consolidated as an associate. Hence, the consolidated financial results for the year ended 31 March 2012 are not comparable with those of the prior period.
5. 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 and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com). Key standalone financial information is given below:

(₹ In Crore)

Particulars	Quarter ended			Year ended	
	31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
Income from operations & other income	22.05	30.80	20.97	144.18	126.06
Profit before tax	13.39	22.30	149.69	107.70	223.24
Profit after tax	7.82	14.47	140.89	76.57	188.34

6. Directors recommend a dividend of ₹ 1.50 per share (30 %) subject to approval of shareholders.
7. Figures for previous year / period have been regrouped wherever necessary.
8. ₹ 1 crore is equal to ₹ 10 million.
9. The figures of the last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year.
10. The above results have been reviewed by the Audit Committee, approved by the Board of Directors in the meeting held on 16 May 2012.

BY ORDER OF THE BOARD OF DIRECTORS
FOR BAJAJ FINSERV LIMITED

RAHUL BAJAJ
Chairman

Pune
Date: 16 May 2012

Press Release

A meeting of the Board of Directors of Bajaj Finserv Limited was held today to consider and approve the results for FY12.

The Board of Directors recommended a dividend of ₹ 1.50 per share – 30% (previous year – 25%).
The total amount of dividend amounts to ₹ 21.70 crore (previous year – ₹ 18.09 crore).

Bajaj Finserv – a holding company, is the financial services arm of the Bajaj group with business interest in “Protection”, “Lending”, and “Financial advisory and Wealth management” through its various associate and subsidiary companies.

2011-12 was a challenging, yet satisfying year. In difficult times for businesses in the financial services sector, each of the underlying companies has performed well, surpassing benchmarks set in the past.

The company's **consolidated gross revenues** stood at **₹ 14526** crore while consolidated **profit after tax**, before exceptional items grew 37% to **₹ 1338** crore.

HIGHLIGHTS for the year

✓ Consolidated income from operations	– ₹ 3903 crore	v/s ₹ 2443 crore;	↑ 60%
✓ Consolidated profit before tax and exceptional item	– ₹ 2226 crore	v/s ₹ 1510 crore;	↑ 47%
✓ Consolidated profit after tax, before exceptional item	– ₹ 1338 crore	v/s ₹ 976 crore;	↑ 37%
✓ Life insurance, shareholders profit after tax	– ₹ 1311 crore	v/s ₹ 1057 crore;	↑ 24%
✓ General insurance, profit after tax	– ₹ 124 crore	v/s ₹ 43 crore;	↑ 188%
✓ Bajaj Finance, profit after tax	– ₹ 406 crore	v/s ₹ 247 crore;	↑ 64%

Summary of consolidated results is given in Annexure A.

During FY12, Bajaj Finserv Limited increased its shareholding in Bajaj Finance Ltd (BFL) to **60.98%**.

A brief write up on the performance of the individual companies is given below:

A. Bajaj Finance Limited

- Deployments ↑ **67%**; **₹ 15797** crore in FY12 as compared to ₹ 9435 crore during the previous year.
- Assets under management ↑ **73%**; at **₹ 13107** crore as on 31st March 2012 as compared to ₹ 7573 crore during the previous year.
- Total income ↑ **54%**; **₹ 2172** crore in FY12 as compared to ₹ 1406 crore during the previous year.
- Profit after tax ↑ **64%**; **₹ 406** crore in FY12 as compared to ₹ 247 crore in the previous year – **highest ever in its history**.
- Capital adequacy ratio stood at **17.5%** as on 31st March 2012, well above the RBI norm of 12%.
- Infrastructure finance business witnessed a total deployment of **₹ 975** crore in FY12, its first full year.

Summary of financial results is given in Annexure B.

B. Bajaj Allianz General Insurance Company Limited (BAGIC)

- Gross written premium **↑15%**; ₹ 3338 crore in FY12 as compared to ₹ 2905 crore in the previous year
- Net earned premium **↑14%**; ₹ 2196 crore in FY12 as compared to ₹ 1931 crore in the previous year.
- Provision for Motor Pool loss was ₹ 264 crore. Under fresh IRDA directive, provision was made at 159% for FY08, 188% for FY09, 200% for FY10 and 213% for FY11 as against 153% in the past.
- Combined ratio (excluding motor pool losses) improved from 98.6% to **96.1%** in FY12 while Claim ratios reduced from 63.4% to **62.3%** in FY12.
- BAGIC has been declaring profits annually from its first full year of operations. Despite the motor pool loss, BAGIC continued to show profits; **Profit after tax – ₹ 124 crore** in FY12 as against ₹ 43 crore during the previous year.
- Cash and investments as on 31st March 2012 stood at ₹ **4758 crore**.

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

C. Bajaj Allianz Life Insurance Company Limited (BALIC)

FY12 was the first full year to witness impact of regulatory changes by IRDA, largely the capping of expenses, increase in lock-in period, minimum guaranteed return on pension products and capping of surrender charges. The year posed a challenging environment.

BALIC continues to pursue **profitable growth** with returns to all stake holders.

- Shareholders' profit **↑ 24%**; ₹ **1311 crore** in FY12 as compared to ₹ 1057 crore in the previous year.
- As on 31st March 2012, accumulated profits were ₹ **2350 crore** while Net worth was ₹ **3561 crore**.
- Company strategically chose not to chase new business at high costs. Consequently,
 - Gross written premium – ₹ **7484 crore** in FY12 as compared to ₹ 9610 crore in the previous year.
 - New business premium – ₹ **2718 crore** in FY12 as compared to ₹ 3466 crore in the previous year.
 - Renewal premium – ₹ **4766 crore** in FY12 as compared to ₹ 6144 crore in the previous year.
- Solvency ratio was a healthy **516%** as on 31 March 2012(minimum regulatory requirement - 150%).
- Total investments as at 31st March 2012 stood at ₹ **39417 crore**.

Summary of financial results is given in Annexure D



Sanjiv Bajaj
Managing Director
16th May 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 / audited financial results for the quarter and year ended 31 March 2012 (₹ In Crore)

	Particulars	Quarter ended		Year ended	
		31.03.2012	31.03.2011	31.03.2012	31.03.2011
	Gross revenue				
	i. Gross written premium				
	a) Life Insurance - Bajaj Allianz Life Insurance Co. Ltd.	2,744	3,203	7,484	9,610
	b) General Insurance - Bajaj Allianz General Insurance Co. Ltd.	1,292	1,035	3,676	3,129
	ii. Gross income - Bajaj Finance Ltd.	623	395	2,172	1,109
	iii. Income from windpower generation - Bajaj Finserv Ltd.	13	6	84	42
	iv. Investment income (excluding accretions on unit linked investment)	299	178	1,048	766
	v. Others	16	14	62	56
	Total	4,987	4,831	14,526	14,712
1	Income				
a.	Income from operations	683	381	2,834	1,508
b.	Transfer from Policyholders' Account	1,069	936	1,069	935
	Total income from operations (net)	1,752	1,317	3,903	2,443
2	Expenses				
	(a) Transfer to Policyholders' Account	2	(22)	3	32
	(b) Employees benefits expense	67	63	265	178
	(c) Marketing and other commission	42	41	161	93
	(d) Recovery cost	26	20	89	46
	(e) Loan losses and provisions	40	38	154	144
	(f) Depreciation	2	3	14	19
	(g) Other expenses	80	26	248	121
	Total expenses	259	169	934	633
3	Profit from operations before other income, finance costs and exceptional items (1-2)	1,493	1,148	2,969	1,810
4	Other income (net)	-	-	1	1
5	Profit from ordinary activities before finance costs and exceptional items (3+4)	1,493	1,148	2,970	1,811
6	Finance costs	228	114	744	301
7	Profit from ordinary activities after finance costs but before exceptional items (5-6)	1,265	1,034	2,226	1,510
8	Exceptional item				
	Surplus on pre-payment of sales tax deferral incentive/loan liability	-	139	-	139
9	Profit from ordinary activities before tax (7+8)	1,265	1,173	2,226	1,649
10	Tax expense	50	25	336	178
11	Net Profit from ordinary activities after tax (9-10)	1,215	1,148	1,890	1,471
12	Add: Share of Profit after tax on Investments in Associates	-	-	-	21
13	Less: Minority Interest in Net Income of subsidiaries	334	275	552	377
14	Net Profit after taxes, minority interest and share of profit / (loss) of associates (11+12-13)	881	873	1,338	1,115
	Basic and Diluted Earnings Per Share (₹) (not annualised) before and after extraordinary items	60.9	60.3	92.5	77.1

Annexure B - Summary financial results of Bajaj Finance Ltd

₹ in crore	FY12	FY11
Total income	2172	1406
Interest and finance charges	746	371
Net interest income	1426	1035
Salary cost	190	145
Marketing and other commissions	97	56
Dealer incentives	64	47
Recovery costs	89	58
Loan loss and provisions	154	205
Depreciation	12	10
Other expenses	218	144
Profit before tax (PBT)	602	370
Profit after tax (PAT)	406	247
Earnings per share (EPS), basic, ₹	110.8	67.5
Earnings per share (EPS), diluted, ₹	110.3	67.5
Book value per share, ₹	492.2	370.8

Annexure C - Summary financial results of BAGIC

₹ in crore	FY12	FY11
Gross Written Premium *	3338	2905
Net Earned Premium *	2196	1931
Underwriting profit/(loss) excluding Motor pool losses	86	27
Provision for Motor Pool losses	-264	-246
Investment income	372	281
Profit before tax	194	62
Profit after tax	124	43

KEY RATIOS

Loss Ratio	62.3%	63.4%
Combined Ratio (excluding pool losses) **	96.1%	98.6%
Combined ratio (including pool losses)	107.2%	110.2%

* 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	FY12	FY11
Gross written premium	7484	9610
New business premium	2718	3466
Renewal premium	4766	6144
Profit / (Loss) for the year	1248	962
Total Shareholder's Profit **	1311	1057

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