



# Policy for Compensation of Key Managerial Personnel (KMP) and Senior Management



## BOARD OF DIRECTORS AND SENIOR MANAGEMENT

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### Policy for Compensation of Key Managerial Personnel (KMP) and Senior Management

Version: 3.0

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17 March 2026

Internal

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## Bajaj Auto Credit Limited

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ORGANIZATION AREA	DOCUMENT TYPE	VERSION
BOARD OF DIRECTORS AND SENIOR MANAGEMENT	Policy for Compensation of Key Managerial Personnel (KMP) and Senior Management	VERSION : 3.0
<p>Version 1.0 Approved by the Board of Directors on 23 January 2024. Version 2.0 Reviewed and Approved by the Board of Directors on 28 April 2025 Version 3.0 Reviewed and Approved by the Board of Directors on 17 March 2026</p>		

## **Preamble:**

RBI has issued a circular DOR.GOV.REC.No.29/18.10.002/2022-23 dated 29<sup>th</sup> April 2022 and Reserve Bank of India (Non-Banking Financial Companies - Governance) Directions dated November 28, 2025. The directions provides broad guidance to NBFCs in formulating and governing the compensation of Key Managerial Personnel (KMP) and members of Senior Management (SMT).

This compensation policy is being defined to be in compliance with the said directions.

The definitions of KMP and SMT for the company are as shared in Annexure 1.

## **1. Constitution of Nomination and Remuneration Committee (NRC)**

- 1.1. As per the norms in Section 178 of the Companies Act 2013 and Rules laid thereunder, the Board of the company has constituted a NRC. Its role, scope and constitution are defined and approved by the Board.
- 1.2. One of the responsibilities of the NRC is to oversee the framing, review, and implementation of the compensation practices of the organization.
- 1.3. The NRC also ensures 'fit and proper' status of proposed / existing directors, and that there is no conflict of interest in appointment of directors on Board of the company, KMPs and senior management.
- 1.4. Constitution of the NRC is reviewed periodically by the Board.

## **2. Principles for Compensation**

- 2.1. The Company will follow a well-defined policy for compensation. The policy would clearly link the performance with the total compensation paid to an individual. This would be shared at the start of the Financial year with the KMP and members of senior management team (SMT).
- 2.2. At the end of a financial year, performance of a KMP and SMT would be evaluated basis individual, business/ function unit's and company's performance. In addition, the individual is would also be rated on leadership demonstrated during the year.
- 2.3. The compensation of KMP and SMT would be periodically benchmarked with a basket of companies, including leading banks, to ensure it is in line with industry best practices and competitive for the talent that we have, and to continue to attract best in class talent to the company.

### **2.4. Compensation Components:**

- 2.4.1. The total remuneration for KMP and SMT has two main components: Fixed Pay and Variable Pay.
- 2.4.2. Variable pay is further divided into payments made in cash as bonus and ESOPs. The component details are defined and shared in Annexure 1.

### **2.5. Principles of Variable pay:**

- 2.5.1. Variable pay as a proportion of total remuneration increases as roles and responsibilities increase.
- 2.5.2. The percentage distribution of total remuneration could vary basis roles and responsibility and performance in a given financial year.

- 2.5.3. The variable pay component of remuneration would be paid to the KMP and SMT, basis the final performance and leadership rating for the year.
- 2.5.4. Basis performance, variable pay can be reduced to zero in a given financial year.
- 2.5.5. These aspects ensure compensation outcomes are symmetric with risk and performance outcomes.

## **2.6. Deferral of variable pay**

- 2.6.1. RBI guidelines for NBFC advises that a certain portion of variable pay, as decided by the Board of the company, may be deferred and this deferral arrangement may be made applicable for both cash and non-cash components of the variable pay. Also, deferral period for such an arrangement may be decided by the Board of the company.
- 2.6.2. Taking the guidelines into consideration, the compensation policy would be revised to start the deferral of cash component of variable pay.
- 2.6.3. The payout of annual bonus would be deferred over 3 years post the year of performance as may be decided by the Board.
- 2.6.4. The vesting of deferred cash component of variable pay would continue as per schedule even after separation of the employee from the services of the company except in the event of this separation being on account of Malus or Clawback conditions as defined in clause 3.3.
- 2.6.5. In the event of death or permanent disability of the individual, unvested portions of variable pay will vest immediately except in situations where provisions of Malus / Clawback as defined in clause 3.3. may apply.

## **2.7. Compensation for Control and assurance function personnel:**

- 2.7.1. The goal setting and performance appraisal process of the company as mentioned in Clause 2.2 ensures that KMPs and senior management team members engaged in financial control, risk management, compliance and internal audit have performance measures that are independent of the business areas they oversee.
- 2.7.2. The RMC and Audit committee of the Board review their performance independently and advise the company on their performance which in turn results in the variable part of their compensation.

## **3. Provisions for Malus and Clawback:** The compensation policy is being amended to include Malus and Clawback clauses (Refer Annexure 1 for definition of Malus and Clawback).

- 3.1. As a guiding principle, prior to any action being taken by the NRC under this provision, the NRC and the company will ensure due regard for the Principles of Natural Justice.
- 3.2. The variable pay part of compensation will be subject to Malus and Clawback arrangements in the event of certain circumstances.

### **3.3. Circumstances under which application of Malus and Clawback is to be considered:**

- 3.3.1. Material breach of company's Code of Conduct, any Non-Disclosure Agreement, regulatory procedures, internal rules and regulations or any other such instance for which the NRC, in its discretion, deems it necessary to apply Malus or / and Clawback provisions.
- 3.3.2. Fraud, breach of trust, dishonesty, or wrongful disclosure by the employee of any confidential information.
- 3.3.3. Willful misinterpretation / misreporting of financial performance of the company.

- 3.3.4. Any misconduct pertaining to moral turpitude, theft, misappropriation, corruption, forgery, embezzlement or of criminal nature.
- 3.3.5. Non-disclosure of material conflict of interest by the employee or any misuse of official powers.
- 3.3.6. An act of willful, reckless, grossly negligent conduct which is detrimental to the interest or reputation of the company.
- 3.3.7. Malus may also be applied in the situation of significant deterioration of financial or risk performance from one financial year to the next.
  - a) The performance measures defined as part of goal setting process of the company, business threshold metric and sustainable business strategy framework would form the primary considerations for evaluating the application of Malus in this condition.
  - b) The NRC may duly take into consideration factors that were within the control of the person, and/ or beyond reasonable control, on account of conditions such as macro events, market conditions, industry performance, changes in legal/regulatory requirements, force majeure events like occurrence of natural disasters, pandemic, other socio-economic conditions etc.
- 3.3.8. Above events are to be considered by the NRC for application of Malus and Clawback where they result in significant loss to the company or its shareholders.
- 3.3.9. Circumstances that may trigger Malus or Clawback provisions will be reviewed periodically by the NRC.

#### **3.4. Application of Malus & Clawback provisions**

- 3.4.1. The NRC will review the requirement to invoke the Malus or Clawback provisions in the event one or more of the circumstances come to light.
- 3.4.2. The review by the NRC will aim to determine involvement, accountability, severity and wilful nature of the act of the concerned person/s.
- 3.4.3. Bonafide errors of judgment will not be subject to Malus provisions.
- 3.4.4. The provision of a Malus arrangement would entail cancellation of deferred portion of variable pay. The NRC may decide to apply Malus on part, or all of the unpaid cash portion of variable pay basis level of involvement, proportionality and impact.
- 3.4.5. The provision of Clawback arrangement would entail return of already paid variable pay in cash attributable to a given reference year to which circumstances triggering the provisions of Malus and Clawback are related.
- 3.4.6. The NRC may decide to apply Clawback on part, or all of variable pay basis level of involvement, proportionality and impact.
- 3.4.7. Malus/ clawback clause can be applied for a period of 4 years after the date of grant of Total Variable Pay

**4. Date of implementation:** This compensation policy will be effective April 1, 2024

**PLACE -PUNE  
DATE - 17 March 2026**

**RAJIV BAJAJ  
CHAIRMAN**

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## ANNEXURE 1 Definitions used in the document

**RBI** : Reserve Bank of India

**KMPs** : Key Managerial Personnel: As defined in section 2(51) of the Companies Act, 2013, as amended from time to time.

**SMT** : Senior Management Team: As defined in \*Explanation' to Section 178 of the Companies Act, 2013.

\*Explanation.—The expression “senior management” means personnel of the company who are members of its core management team excluding Board of Directors comprising all members of management one level below the executive Directors, including the functional heads.]

**NRC** : Nomination & Remuneration Committee

**NBFC** : Non-Banking Financial Company

**RMC** : Risk Management Committee

**Fixed Pay:** All fixed items of compensation, this would include

- Monthly fixed salary payable (Basic salary, HRA, Special allowance, etc.)
- Perquisites and contributions towards retiral benefits (Employer contribution to PF, Superannuation, NPS, gratuity, etc.)
- All perquisites that are reimbursable (Car lease etc.) and have a monetary ceiling
- Monetary equivalent of benefits of non-monetary nature (Company provided car, Furnished house, Club membership, etc.)

**Variable Pay:** All items of compensation that are paid basis performance of an individual and/or the company

- Variable pay is part of the compensation that is paid basis performance measures defined for the performance measurement period.
- It can be reduced to zero based on performance at an individual, business-unit and company-wide level
- Components: Both cash and share linked instruments such as stock options of the company (ESOPs) are part of variable pay

**Clawback** : As per Reserve Bank of India (Non-Banking Financial Companies - Governance) Directions dated November 28, 2025 “A clawback is a contractual agreement between the employee and the NBFC in which the employee agrees to return previously paid or vested remuneration to the NBFC under certain circumstances, 2023”

**Malus** : As per Reserve Bank of India (Non-Banking Financial Companies - Governance) Directions dated November 28, 2025

- A malus arrangement permits the organization to prevent vesting of all or part of the amount of a deferred remuneration.
- Malus arrangement does not reverse vesting after it has already occurred.

**Retention Period:** As per RBI circular on ‘Guidelines on Compensation of Key Managerial Personnel (KMP) and Senior Management in NBFCs’ and Banks

- A period of time after the vesting of instruments which have been awarded as variable pay during which they cannot be sold or accessed.

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