

HALF YEARLY REPORT 2022-23  
Bajaj Auto Limited



THE WORLD'S  
FAVOURITE  
INDIAN



# Dear Shareholder,

## A record first half – Revenue and EBITDA at an all-time high, despite a challenging operating environment

Against the backdrop of a challenging operating environment reflected in the constrained supply situation, foreign exchange limitations in overseas markets and inflationary pressures, the Company has delivered a record performance in the first half of the year.

- ✓ Revenue from operations at ₹ 18,208 crore, was up 13% YoY led by improved pricing and better mix
- ✓ **Highest ever EBITDA** registered at ₹ 3,056 crore, a strong growth of 21% year on year
  - Margin up +120 bps, led by judicious price increases, dynamic cost management and better foreign exchange realisation
- ✓ **Domestic volumes grew by 18%** over same period last year with 2W growing in double digit and 3W nearly doubling; helps cushion the drop in exports arising from deteriorating economic conditions in overseas markets
  - This reflects the company's balanced and diversified portfolio that enables resilience in performance
- ✓ A significant milestone was delivered on the commitment to invest in the EV business - **a new state-of-the-art plant was commissioned** in Pune under Chetak Technology Ltd. in the first half of the year
- ✓ **Strong track record of cash generation sustained** – ₹ 2,450 crore of operating cash flows added in the first half of the year
  - Healthy balance sheet with surplus funds of ₹ 15,538 crore at 30 Sept 2022, post pay-outs of almost ₹ 7,000 crore towards dividend and buyback

## Financial Summary (Standalone)

(₹ in Crore)

Particulars	H1 2022-23	H1 2021-22	Change
Turnover	18,861	16,797	12%
Revenue from operations	18,208	16,148	13%
EBITDA	3,056	2,521	21%
EBITDA Margin (%)	16.8%	15.6%	+120 bps
Profit before tax	3,559	3,035	17%
Profit after tax	2,703	2,336	16%

**Note:** EBITDA and EBITDA % are calculated post CSR expenses

## Volumes

Particulars	H1 2022-23	H1 2021-22	Change
<b>Domestic</b>			
Two-wheelers	935,552	830,700	13%
CV	111,659	58,653	90%
	<b>1,047,211</b>	<b>889,353</b>	<b>18%</b>
<b>Exports</b>			
Two-wheelers	930,640	1,098,520	(15%)
CV	106,807	162,548	(34%)
	<b>1,037,447</b>	<b>1,261,068</b>	<b>(18%)</b>
<b>Total</b>			
Two-wheelers	1,866,192	1,929,220	(3%)
CV	218,466	221,201	(1%)
	<b>2,084,658</b>	<b>2,150,421</b>	<b>(3%)</b>

## Business Highlights

- ✓ Sales in the first quarter was significantly constrained by the inadequate availability of semi-conductors, although the situation improved in the latter part as new supply sources were developed. The Company continues to take decisive actions to secure its supplies.
- ✓ Healthy performance in domestic motorcycle market share, led by the strong momentum on the sports portfolio.
  - Market share for September 2022 was 19.7% as against 18.3% in September 2021.
- ✓ Pulsar brand continues to deliver a solid performance; the newly launched N160, equipped with a segment-first dual-channel ABS, was extended across the country with impactful activation to bring its proposition alive.
- ✓ In a domestic market that is still significantly lower than pre-COVID, although recovering, Bajaj 3W delivered an industry leading performance, while retaining its strong position across segments; CNG segment does particularly well and is growing penetration.
- ✓ Macro-economic challenges in select overseas markets subdue exports billing volumes; however, the strong show in ASEAN and improved foreign exchange realisations (78.5 in H1 FY23 vs. 74.4 in H1 FY22) partly alleviate the drag on turnover.
- ✓ Chetak maintains its steady expansion as it grows sales volumes (H1 FY23 ~16k vs. ~3k in H1 FY22), has a robust order book, and is made available through an expanded network of dealers across 39 cities.

## Dividend and Share Buyback

- ✓ During the first half of the year, the Company paid a final dividend of 1400% on face value i.e.; ₹ 140 per share, aggregating to ~₹ 4,000 crore.
- ✓ The Board of Directors, at its meeting held on 27 June 2022, approved a buyback of the Company's fully paid up equity shares under open market through stock exchange route at a maximum buyback size of up to ₹ 2,500 crore.
- ✓ The Buyback commenced on 4 July 2022 and closed on 10 October 2022 with 6,409,662 equity shares bought back under the programme. This represents 2.22% of the pre-buyback number of shares of the Company. The buyback has now been successfully completed with the full amount of ₹ 2,500 crore being utilized and buyback tax paid thereon.

**We wish you and your family a very happy Diwali and a prosperous New Year.**

**Dinesh Thapar**  
Chief Financial Officer

**Dr. J Sridhar**  
Company Secretary

14 October 2022



**Bajaj Auto Limited**  
CIN: L65993PN2007PLC130076  
Regd. Office: Mumbai-Pune Road,  
Akurdi, Pune 411 035  
[www.bajajauto.com](http://www.bajajauto.com)