

Press Release

Results : Q3 / FY14

EBITDA margin* at 21.1%

Profit after tax – ₹ 905 crore; Highest ever !!!

A meeting of the Board of Directors of Bajaj Auto Limited was held today to consider and approve the results for Q3 / FY14.

In a challenging environment where the country witnessed a slowdown in industrial and economic growth, overall high inflation and rising input cost, Bajaj Auto continues to declare margins in excess of 20%.

- ✓ Exports – ₹ 2123 crore v/s ₹ 1719 crore
- ✓ Operating EBITDA* – ₹ 1092 crore v/s ₹ 1085 crore
- ✓ EBITDA margin* – 21.1%; **best** in the industry
- ✓ Profit before tax – ₹ 1311 crore v/s ₹ 1174 crore; **Highest** ever
- ✓ Profit after tax – ₹ 905 crore v/s ₹ 819 crore; **Highest** ever

1. Performance highlights

₹ in crore	Q3 FY14	Q3 FY13	9M FY14	9M FY13	FY13
Sales (No's)	993,690	1,127,741	2,934,295	3,255,920	4,237,162
Turnover	5353	5616	15739	15803	20793
Export revenue	2123	1719	6123	5116	6713
Operating EBITDA*	1092	1085	3351	2946	3858
<i>Operating EBITDA %*</i>	<i>21.1</i>	<i>19.8</i>	<i>21.8</i>	<i>19.1</i>	<i>19.1</i>
Profit before tax	1311	1174	3560	3233	4266
Profit after tax	905	819	2479	2278	3044

Sales during festive period, though reasonable, were not robust. Subsequently, in November and December, industry sales continued to remain sluggish.

In addition, the quarter witnessed a marked increase in input cost – steel, aluminium and other imported components.

In this environment, Bajaj Auto declared an industry high EBITDA margin of 21.1% in Q3 / FY14 as against 19.8% in Q3 / FY13 and its **highest** ever quarterly profits.

- Profit before tax grew by 12% to ₹ 1311 crore from ₹ 1174 crore in Q3 / FY13 and
- Profit after tax grew by 11% to ₹ 905 crore from ₹ 819 crore in Q3 / FY13.

* before mark-to-market (MTM) gain/loss

2. Results

Results are given in Annexure I and the same are explained below:

₹ in crore	Q3 / FY14			Q3 / FY13			Change
	Auto	Investment Income & others	Total	Auto	Investment Income & others	Total	
Net Sales	5025	-	5025	5307	-	5307	
Other operating income	106	-	106	106	-	106	
Other income	52	132	222	73	110	203	
Mark-to-market gain	-	-		20	-		
Surplus on pre-payment of sales tax deferral liability / loan	-	38		-	-		
Total Income	5183	170	5353	5506	110	5616	-5%
Total Expenditure before MTM	4091	-	4091	4401	-	4401	
EBITDA before MTM	1092	170	1262	1085	110	1195	6%
Operating EBITDA %	21.1%			19.8%			
Mark-to-Market loss	(95)	-	(95)	-	-	-	
EBITDA after MTM	1187	170	1357	1105	110	1215	
Interest and Depreciation	46	-	46	41	-	41	
Profit before tax	1141	170	1311	1064	110	1174	12%
Profit after tax			905			819	11%

3. Cash and cash equivalents

Cash and cash equivalents as on 31st December 2013 stood at ₹ 6920 crore as against ₹ 6516 crore as on 30th September 2013.

Kevin D'sa
President (Finance)
16th January 2014.



Bajaj Auto Limited

Mumbai - Pune Road, Akurdi, Pune 411 035

Annexure I

(₹ In Crore)

	Particulars	Quarter ended		Nine months ended		Year ended
		31.12.2013 (Unaudited)	31.12.2012 (Unaudited)	31.12.2013 (Unaudited)	31.12.2012 (Unaudited)	31.03.2013 (Audited)
	Sales in numbers	993,690	1,127,741	2,934,295	3,255,920	4,237,162
1	Income from operations					
	(a) Gross sales	5,294.55	5,623.27	15,686.94	15,695.25	20,617.87
	Less: Excise duty	269.79	316.07	791.96	857.34	1,128.91
	Net sales	5,024.76	5,307.20	14,894.98	14,837.91	19,488.96
	(b) Other operating income	106.48	105.51	322.24	412.86	508.29
	Total income from operations (net)	5,131.24	5,412.71	15,217.22	15,250.77	19,997.25
2	Expenses					
	(a) Cost of materials consumed	3,335.40	3,582.86	9,730.83	10,229.85	13,523.74
	(b) Purchases of stock-in-trade	234.54	205.33	669.90	609.70	858.83
	(c) Changes in inventories	(3.67)	132.88	40.77	158.19	24.00
	(d) Employee benefits expense	184.79	159.23	551.82	472.85	639.48
	(e) Depreciation	45.95	41.08	134.63	117.36	163.97
	(f) Other expenses	264.79	336.00	1,101.91	1,020.05	1,378.80
	(g) Expenses capitalised	(19.79)	(15.34)	(51.86)	(38.53)	(62.85)
	Total expenses	4,042.01	4,442.04	12,178.00	12,569.47	16,525.97
3	Profit from operations before other income, finance costs and exceptional items (1-2)	1,089.23	970.67	3,039.22	2,681.30	3,471.28
4	Other income	221.84	203.19	521.60	551.88	795.49
5	Profit from ordinary activities before finance costs and exceptional items (3+4)	1,311.07	1,173.86	3,560.82	3,233.18	4,266.77
6	Finance costs	0.19	0.10	0.32	0.36	0.54
7	Profit from ordinary activities before tax (5-6)	1,310.88	1,173.76	3,560.50	3,232.82	4,266.23
8	Tax expense	406.33	355.02	1,081.11	955.02	1,222.66
9	Net Profit from ordinary activities after tax (7-8)	904.55	818.74	2,479.39	2,277.80	3,043.57
10	Basic and Diluted Earnings per share (₹) (not annualised) before and after extraordinary items	31.3	28.3	85.7	78.7	105.2