



BAJAJ AUTO LIMITED

Press Release: Q2 FY23

A record quarter - Revenue and EBITDA at an all-time high, despite a challenging operating environment

Quarter Highlights

- At ₹10,203 crores, **quarterly revenue from operations surpasses the ₹10,000 crores milestone** for the first time.
 - Growth of 16% YoY and 27% QoQ, aided by the recovery of volumes on improvement of semi-conductor supplies
- **Highest ever quarterly EBITDA** registered at ₹1,759 crores, a strong growth of 26% YoY and 36% QoQ
 - Margin up +100 bps, led by judicious price increases, dynamic cost management and better foreign exchange realisation
- **Domestic volumes nearly double** over previous quarter across both 2Ws and 3Ws; helps cushion the drop in exports arising from deteriorating macros in overseas markets
 - Reflection of the company's balanced and diversified portfolio that enables the resilience in performance
- Steady progress being made on building EV portfolio – **Chetak 2W sales volume and footprint scaling up**
 - Chetak 2W exit run rate up ~2X over previous quarter average – continued emphasis on unlocking supply constraints
- **Strong track record of cash generation sustained** – ₹2,450 crores of operating cash flows added in the first half of the year
 - Surplus funds of ₹15,538 crores at 30 Sept 2022, post pay-outs of almost ₹7,000 crores towards dividend and buyback

Financial Summary (Standalone)

₹ Crores

Q1 FY23	Change	Particulars	Q2 FY23	Q2 FY22	Change	H1 FY23	H1 FY22	Change
8,324	27%	Turnover	10,536	9,081	16%	18,861	16,797	12%
8,005	27%	Revenue from operations	10,203	8,762	16%	18,208	16,148	13%
1,297	36%	EBITDA	1,759	1,401	26%	3,056	2,521	21%
16.2%	+100 bps	EBITDA %	17.2%	16.0%	+120 bps	16.8%	15.6%	+120 bps
1,545	30%	Profit before tax	2,014	1,652	22%	3,559	3,035	17%
1,173	30%	Profit after tax	1,530	1,275	20%	2,703	2,336	16%

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

Volumes

Q1 FY23	Change	Particulars	Q2 FY23	Q2 FY22	Change	H1 FY23	H1 FY22	Change
		DOMESTIC						
3,14,418	98%	Two-wheelers	6,21,134	4,88,148	27%	9,35,552	8,30,700	13%
38,418	91%	CV	73,241	44,068	66%	1,11,659	58,653	90%
3,52,836	97%	Sub Total	6,94,375	5,32,216	30%	10,47,211	8,89,353	18%
		EXPORTS						
5,32,740	-25%	Two-wheelers	3,97,900	5,41,767	-27%	9,30,640	10,98,520	-15%
48,070	22%	CV	58,737	70,424	-17%	1,06,807	1,62,548	-34%
5,80,810	-21%	Sub Total	4,56,637	6,12,191	-25%	10,37,447	12,61,068	-18%
		TOTAL						
8,47,158	20%	Two-wheelers	10,19,034	10,29,915	-1%	18,66,192	19,29,220	-3%
86,488	53%	CV	1,31,978	1,14,492	15%	2,18,466	2,21,201	-1%
9,33,646	23%	Grand Total	11,51,012	11,44,407	1%	20,84,658	21,50,421	-3%

Business Highlights

- Continued improvement in semi-conductor supplies enabled a healthy build-back of channel inventory, ahead of the festive season
- Rebound in domestic motorcycle market share, led by the robust momentum on the sports portfolio
- Pulsar brand continues to deliver a solid performance; the newly launched N160 was extended across the country with impactful activation to bring its proposition alive
- In a market that is still significantly lower than pre-COVID, although recovering, Bajaj three wheelers delivered an industry leading performance, while retaining its strong position across segments; CNG does particularly well and is growing penetration
- Macro-economic challenges in select overseas markets subdued exports billing volumes; however, the strong show in ASEAN (with Philippines registering its highest sales) and improved foreign exchange realisations (79.75 in Q2 FY23 vs. 77.43 in Q1 FY23) partly alleviate the drag on turnover
- Chetak maintains its steady expansion as it grows sales volumes, has a robust order book, and is made available through an expanded network of dealers across 39 cities

Dinesh Thapar
CFO

Pune | 14th October 2022