BAJAJ AUTO LIMITED

Press Release : Q2 FY26 Results

A Landmark Quarter as Revenue and Profit Accelerate to New Highs

Quarter Highlights - Standalone

- **Revenue from operations set a new Company best at ~₹15,000 crores,** propelled by a richer mix of vehicles and best ever spares sales
  - Strong performance across businesses more than made up for the disruption arising from the rare earth magnet constraints that impacted what was the fastest growing part of the portfolio (electric) – bearing testament yet again to the Company's resilient and adaptable model

- **EBITDA surpassed the ₹3,000 crore milestone for the first time**, with margin stepping up to 20.5%; **PAT registered a new peak** as well
  - Margin expanded +70 bps QoQ, as favourable currency realisation and operating leverage more than offset the net cost inflation, stepped up spends to drive brand preference / salience in a competitive marketplace and R&D investments on future proofing the portfolio

- **Domestic business delivered record revenue**, as stepped up growth on premium bikes and double digit growth on CVs led the way
  - Buoyed by the GST rate change and upbeat festive sentiment which together provided a fillip to the typical seasonal upswing; electric vehicles while limited by supply this quarter, continued to scale up and have since added >₹10,000 crores of revenue in the last 2 years

- **Exports set the pace with a standout performance** as it accelerated momentum (revenue +35% YoY) across regions and 2Ws/3Ws
  - Milestone quarter led by strong double digit growth in Africa and Asia and LATAM continuing its upward trajectory to set another record; KTM exports stepped up and an encouraging uptrend on 3Ws across markets has triggered capacity expansion to feed this demand

- **Domestic Motorcycles saw sequential volume-led double digit revenue growth**, driven by the sport segment particularly at the top end
  - Exited the quarter with retail market share holding steady; the Pulsar brand, with its global footprint, continued to deliver new heights and its latest campaign 'Duniya Dekhti Hai, Tu Dikha' is resonating well among bikers, with a call to action to bring its daring proposition alive

- **KTM + Triumph duo powered their biggest ever quarter** with domestic retail sales + exports billing of >60,000 bikes, up ~70% YoY
  - Introduced the Duke 160, instilling KTM's Ready to Race DNA, while offering a thrilling performance, everyday rideability and aggressive design; launched the Thruxton 400, sporting the unmistakable silhouette and assertive stance of Triumph's legendary cafe racer

- **Commercial Vehicles scaled a new pinnacle on volumes and revenue,** led by the strong show on both ICE and electric fronts
  - Double digit revenue growth was driven by the electric portfolio, which grew 1.5x YoY, though below plan due to supply constraints; the quarter marked the foray into the large e-rickshaw market with the launch of 'Riki,' starting in 4 cities and slated for rapid expansion

- While the quarter was supply disrupted, **Chetak regained leadership in October**, reinforcing its position as the preferred EV scooter
  - While navigating an erratic supply situation which was at 50% of the quarter plan, particularly exacerbated in July-August, Chetak restored its market position decisively in September, as the swift alternate measures bore fruition in unlocking availability of magnets

- Amidst challenges on HRE sourcing, the Company was the **first OEM to achieve full re-homologation of its entire motor range**
  - Leveraged in-house design expertise to swiftly adapt Chetak and three-wheeler traction motors to alternate LRE based magnets without compromising on performance, while also developing LRE sources from other geographies to enhance supply security

- Continued emphasis on cash generation drove **~₹4,500 crores of free cash flow in H1FY26, a conversion of nearly 100% of PAT**
  - Balance sheet remains healthy with surplus funds at ₹14,244 crores, after distributing ₹5,864 crores to shareholders as dividend and infusing >₹2,000 crores into subsidiaries (to fund partly the KTM Austria transaction, ramp up of Bajaj Auto Credit's business)

Financial Summary (Standalone) (₹ crore)

Q1 FY26	Change	Particulars	Q2 FY26	Q2 FY25	Change	H1 FY26	H1 FY25	Change
13,015	17%	Turnover	15,291	13,512	13%	28,306	25,761	10%
12,584	19%	Revenue from Operations	14,922	13,127	14%	27,506	25,055	10%
2,482	23%	EBITDA	3,052	2,653	15%	5,534	5,069	9%
19.7%	70 bps	EBITDA %	20.5%	20.2%	20 bps	20.1%	20.2%	-10 bps
2,788	18%	Profit Before Tax	3,295	2,925	13%	6,082	5,547	10%
2,096	18%	Profit After Tax	2,480	2,005*	24%	4,576	3,993*	15%

**Normalized PAT was ₹2,216 crores for Q2 FY25 and ₹4,205 crores for H1 FY25 – adjusting for the additional provision of ₹211 crores to account for the cumulative one-time impact on Deferred Tax on Investment Income, due to the withdrawal of indexation and change in tax rate in the Finance Act, 2024.*

Volumes (Units)

Q1 FY26	Change	Particulars	Q2 FY26	Q2 FY25	Change	H1 FY26	H1 FY25	Change
		Domestic						
5,29,344	13%	Two-Wheelers	5,96,576	6,36,801	-6%	11,25,920	12,19,298	-8%
1,05,464	37%	Commercial Vehicles	1,44,217	1,39,910	3%	2,49,681	2,48,034	1%
6,34,808	**17%**	**Sub-total**	**7,40,793**	**7,76,711**	**-5%**	**13,75,601**	**14,67,332**	**-6%**
		Exports						
4,19,447	13%	Two-Wheelers	4,72,411	3,96,407	19%	8,91,858	7,64,827	17%
56,982	42%	Commercial Vehicles	80,916	48,386	67%	1,37,898	91,401	51%
4,76,429	**16%**	**Sub-total**	**5,53,327**	**4,44,793**	**24%**	**10,29,756**	**8,56,228**	**20%**
		Total						
9,48,791	13%	Two-Wheelers	10,68,987	10,33,208	3%	20,17,778	19,84,125	2%
1,62,446	39%	Commercial Vehicles	2,25,133	1,88,296	20%	3,87,579	3,39,435	14%
11,11,237	**16%**	**Grand Total**	**12,94,120**	**12,21,504**	**6%**	**24,05,357**	**23,23,560**	**4%**

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CFO
Pune | 07th November 2025