## Mumbai - Pune Road, Akurdi, Pune 411035

Statement of standalone unaudited financial results for the quarter and half year ended 30 September 2013
(₹ In Crore)

|  | Particulars | Quarter ended |  |  | Half year ended |  | Year ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30.09.2013 | 30.06.2013 | 30.09.2012 | 30.09.2013 | 30.09.2012 | 31.03.2013 |
|  |  | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Audited) |
|  | Sales in numbers | 961,330 | 979,275 | 1,049,208 | 1,940,605 | 2,128,179 | 4,237,162 |
| 1 | Income from operations |  |  |  |  |  |  |
| a. | Gross sales | 5,334.25 | 5,058.14 | 5,100.57 | 10,392.39 | 10,071.98 | 20,617.87 |
|  | Less: Excise duty | 272.76 | 249.41 | 283.50 | 522.17 | 541.27 | 1,128.91 |
|  | Net sales | 5,061.49 | 4,808.73 | 4,817.07 | 9,870.22 | 9,530.71 | 19,488.96 |
| b. | Other operating income | 113.40 | 102.36 | 155.33 | 215.76 | 307.35 | 508.29 |
|  | Total income from operations (net) | 5,174.89 | 4,911.09 | 4,972.40 | 10,085.98 | 9,838.06 | 19,997.25 |
| 2 | Expenses |  |  |  |  |  |  |
|  | (a) Cost of materials consumed | 3,254.00 | 3,141.43 | 3,446.23 | 6,395.43 | 6,646.99 | 13,523.74 |
|  | (b) Purchases of stock-in-trade | 232.29 | 203.07 | 212.64 | 435.36 | 404.37 | 858.83 |
|  | (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade | (17.72) | 62.16 | (90.24) | 44.44 | 25.31 | 24.00 |
|  | (d) Employee benefits expense | 183.38 | 183.65 | 153.22 | 367.03 | 313.62 | 639.48 |
|  | (e) Depreciation | 44.29 | 44.39 | 41.04 | 88.68 | 76.28 | 163.97 |
|  | (f) Other expenses (See note 2) | 404.90 | 432.22 | 347.87 | 837.12 | 684.05 | 1,378.80 |
|  | (g) Expenses capitalised | (13.92) | (18.15) | (12.53) | (32.07) | (23.19) | (62.85) |
|  | Total expenses | 4,087.22 | 4,048.77 | 4,098.23 | 8,135.99 | 8,127.43 | 16,525.97 |
| 3 | Profit from operations before other income, finance costs and exceptional items (1-2) | 1,087.67 | 862.32 | 874.17 | 1,949.99 | 1,710.63 | 3,471.28 |
| 4 | Other income (See note 2 and 3) | 124.16 | 175.60 | 166.72 | 299.76 | 348.69 | 795.49 |
| 5 | Profit from ordinary activities before finance costs and exceptional items (3+4) | 1,211.83 | 1,037.92 | 1,040.89 | 2,249.75 | 2,059.32 | 4,266.77 |
| 6 | Finance costs | 0.04 | 0.09 | 0.22 | 0.13 | 0.26 | 0.54 |
| 7 | Profit from ordinary activities after finance costs but before exceptional items (5-6) | 1,211.79 | 1,037.83 | 1,040.67 | 2,249.62 | 2,059.06 | 4,266.23 |
| 8 | Exceptional items | - | - | - | - | - | - |
| 9 | Profit from ordinary activities before tax ( $7+8$ ) | 1,211.79 | 1,037.83 | 1,040.67 | 2,249.62 | 2,059.06 | 4,266.23 |
| 10 | Tax expense | 374.63 | 300.15 | 300.00 | 674.78 | 600.00 | 1,222.66 |
| 11 | Net Profit from ordinary activities after tax (9-10) | 837.16 | 737.68 | 740.67 | 1,574.84 | 1,459.06 | 3,043.57 |
| 12 | Paid-up equity share capital (Face value of ₹ 10) | 289.37 | 289.37 | 289.37 | 289.37 | 289.37 | 289.37 |
| 13 | Reserves excluding Revaluation Reserves |  |  |  |  |  | 7,612.58 |
| 14 | Basic and Diluted Earnings per share (₹) (not annualised) |  |  |  |  |  |  |
|  | before and after extraordinary items | 28.9 | 25.5 | 25.6 | 54.4 | 50.4 | 105.2 |


|  | Particulars | Quarter ended |  |  | Half year ended |  | Year ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30.09.2013 | 30.06.2013 | 30.09.2012 | 30.09.2013 | 30.09.2012 | 31.03.2013 |
| A | Particulars of shareholding |  |  |  |  |  |  |
| 1 | Public shareholding @ |  |  |  |  |  |  |
|  | Number of shares | 144,633,888 | 144,633,888 | 144,633,688 | 144,633,888 | 144,633,688 | 144,633,888 |
|  | Percentage of shareholding | 49.98\% | 49.98\% | 49.98\% | 49.98\% | 49.98\% | 49.98\% |
| 2 | Promoters \& Promoter Group Shareholding |  |  |  |  |  |  |
|  | (a) Pledged/Encumbered |  |  |  |  |  |  |
|  | Number of shares | 86,855 | 86,855 | 206,585 | 86,855 | 206,585 | 148,855 |
|  | Percentage of shares (as a \% of the total shareholding of promoters and promoter group) | 0.06\% | 0.06\% | 0.14\% | 0.06\% | 0.14\% | 0.10\% |
|  | Percentage of shares (as a \% of the total share capital of the company) | 0.03\% | 0.03\% | 0.07\% | 0.03\% | 0.07\% | 0.05\% |
|  | (b) Non-encumbered |  |  |  |  |  |  |
|  | Number of shares | 144,646,277 | 144,646,277 | 144,526,747 | 144,646,277 | 144,526,747 | 144,584,277 |
|  | Percentage of shares (as a \% of the total shareholding of promoters and promoter group) | 99.94\% | 99.94\% | 99.86\% | 99.94\% | 99.86\% | 99.90\% |
|  | Percentage of shares (as a \% of the total share capital of the company) | 49.99\% | 49.99\% | 49.95\% | 49.99\% | 49.95\% | 49.97\% |
|  | @ including equity shares represented by GDRs. |  |  |  |  |  |  |


|  |  | Quarter ended |
| :--- | :--- | ---: |
|  |  |  |
| B | Investor complaints | 30.09 .2013 |
|  | Pending at the beginning of the quarter | Nil |
|  | Received during the quarter | 10 |
|  | Disposed of during the quarter | 10 |
|  | Remaining unresolved at the end of the quarter | Nil |


| Segment-wise revenue, results and capital employed |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Particulars | Quarter ended |  |  | Half year ended |  | Year ended |
|  |  | 30.09.2013 | 30.06.2013 | 30.09.2012 | 30.09.2013 | 30.09.2012 | 31.03.2013 |
|  |  | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Audited) |
| 1 | Segment revenue |  |  |  |  |  |  |
|  | Automotive | 5,207.65 | 4,963.72 | 5,049.58 | 10,171.37 | 10,004.39 | 20,419.98 |
|  | Investments | 91.40 | 122.97 | 89.54 | 214.37 | 182.36 | 372.76 |
|  | Total | 5,299.05 | 5,086.69 | 5,139.12 | 10,385.74 | 10,186.75 | 20,792.74 |
| 2 | Segment profit / (loss) before tax and finance costs |  |  |  |  |  |  |
|  | Automotive | 1,120.66 | 915.20 | 951.57 | 2,035.86 | 1,877.40 | 3,894.85 |
|  | Investments | 91.17 | 122.72 | 89.32 | 213.89 | 181.92 | 371.92 |
|  | Total | 1,211.83 | 1,037.92 | 1,040.89 | 2,249.75 | 2,059.32 | 4,266.77 |
|  | Less: Finance costs | 0.04 | 0.09 | 0.22 | 0.13 | 0.26 | 0.54 |
|  | Total profit before tax | 1,211.79 | 1,037.83 | 1,040.67 | 2,249.62 | 2,059.06 | 4,266.23 |
| 3 | Capital employed |  |  |  |  |  |  |
|  | Automotive | 1,761.60 | 2,706.49 | 1,902.80 | 1,761.60 | 1,902.80 | 2,844.10 |
|  | Investments | 7,750.59 | 7,525.38 | 5,897.07 | 7,750.59 | 5,897.07 | 6,542.42 |
|  | Unallocable | 78.57 | $(1,435.58)$ | 8.05 | 78.57 | 8.05 | (1,298.20) |
|  | Total | 9,590.76 | 8,796.29 | 7,807.92 | 9,590.76 | 7,807.92 | 8,088.32 |



| Notes (contd.) : |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2. The marked-to-market gain / loss representing time value of foreign exchange contracts to hedge future exports, which reverse out over the period of contract, net of such reversals are recognised either as 'Other income' or 'Other expenses' as the case may be. The above results include these impacts as follows : |  |  |  |  |  |  |
| (₹ In Crore) |  |  |  |  |  |  |
| Particulars | Quarter ended |  |  | Half year ended |  | Year ended |
|  | 30.09.2013 | 30.06.2013 | 30.09.2012 | 30.09.2013 | 30.09.2012 | 31.03.2013 |
| Net gain as Other income Net loss as Other expenses | $39.36$ | $96.00$ | $60.51$ | $135.36$ | 93.39 | 131.92 |
| 3. Other income includes following - |  |  |  |  |  |  |
|  |  |  |  |  |  | (₹ In Crore) |
| Particulars | Quarter ended |  |  | Half year ended |  | Year ended |
|  | 30.09.2013 | 30.06.2013 | 30.09.2012 | 30.09.2013 | 30.09.2012 | 31.03.2013 |
| Investment income | 91.40 | 122.97 | 89.54 | 214.37 | 182.36 | 372.76 |
| Others | 32.76 | 52.63 | 77.18 | 85.39 | 166.33 | 422.73 |
| 4. Figures for previous year / period have been regrouped wherever necessary. <br> 5. ₹ 1 crore is equal to ₹ 10 million. |  |  |  |  |  |  |
|  |  |  |  | BY ORDER OF THE BOARD OF DIRECTORS FOR BAJAJ AUTO LIMITED |  |  |
| Pune |  |  |  |  |  | RAHUL BAJAJ |
| Date: 16 October 2013 |  |  |  |  |  | CHAIRMAN |

