



Bajaj Auto Limited,
Akurdi, Pune 411 035, India.
Tel +91 20 27472851
Fax +91 20 27473398
bajajauto.com

**THE WORLD'S
FAVOURITE
INDIAN**

Bajaj Auto Limited

Press Release

Results : Q2 / FY20

A meeting of the Board of Directors of Bajaj Auto Limited was held today, 23rd October 2019, to consider and approve the results for Q2 / FY20.

Highlights:-

- ✓ Volumes : **1,173,591 units**
- ✓ Turnover : **₹ 8,101 crore**
- ✓ Revenue from operations : **₹ 7,707 crore**
- ✓ Operating EBITDA : **₹ 1,305 crore**
- ✓ Operating Profit : **₹ 1,242 crore**
- ✓ Profit before tax : **₹ 1,609 crore**
- ✓ Profit after tax : **₹ 1,402 crore**
- ✓ Consolidated Profit after tax : **₹ 1,523 crore**

1. Volumes

Particulars	Q2 FY20	Q2 FY19	Change	H1 FY20	H1 FY19	Change	FY19
Domestic							
Motorcycles	521,350	692,899	-25%	1,132,286	1,287,133	-12%	2,541,320
CV	107,730	111,746	-4%	193,947	206,177	-6%	399,453
sub-total	629,080	804,645	-22%	1,326,233	1,493,310	-11%	2,940,773
Exports							
Motorcycles	462,890	433,643	7%	934,581	869,373	8%	1,695,553
CV	81,621	101,156	-19%	159,951	203,402	-21%	383,177
sub-total	544,511	534,799	2%	1,094,532	1,072,775	2%	2,078,730
Total							
Motorcycles	984,240	1,126,542	-13%	2,066,867	2,156,506	-4%	4,236,873
CV	189,351	212,902	-11%	353,898	409,579	-14%	782,630
Total	1,173,591	1,339,444	-12%	2,420,765	2,566,085	-6%	5,019,503

Highlights for individual business units are given below:

A. Motorcycle – Domestic

Q2 was a difficult quarter for the domestic motorcycle industry. In retail terms, the decline was 14% (in billing terms, the decline was 21%) as against Q2 / FY19.

Performance of Bajaj Auto was in line with the industry; retail market share at ~**20%**.

- In the 100–110cc segment, Company sold over 280,000 units.
 - CT sold over 134,000 units of which the new CT 110, launched in June 2019, sold over 72,000 units in Q2 / FY20.
 - Platina sold over 140,000 units of which the new Platina 110 H, launched in June 2019, sold over 66,000 units in Q2 / FY20.

In the 100–110cc segment, the Company managed a qualitative shift with the contribution of the higher priced 110cc variants increasing from 5% in Q2 / FY19 to 55% in Q2 / FY20.

- In August 2019, the Company launched an all new Pulsar 125 and has sold over 40,000 units.
- In the 150cc+ segment, the Company continues to maintain its dominance. Pulsar, along with Avenger, sold over 174,000 units in Q2 / FY20.

B. Commercial Vehicles

Company continues to maintain its dominance.

Sold over 107,000 units for Q2 / FY20; market share at **59.4%**.

- RE brand is the market leader in the small three-wheeler segment; market share at 90.5%.
- MAXIMA brand is a dominant player in the big three-wheeler passenger carrier segment; market share at 37.1%.
- In the Goods carrier segment, Company recorded a growth of 17% as against a decline of 14% for the industry; market share at 30.6%.

C. International Business

International business now contributes ~41% of our net sales.

Company recorded sales of over 544,000 units for Q2 / FY20.

- Motorcycle sales grew by 7% over Q2 / FY19, to nearly 463,000 units.
 - Africa, driven by Nigeria, Kenya and Ethiopia, recorded a growth of 16% over Q2 / FY19.
 - SAME recorded a growth of 7% over Q2 / FY19. Relative slowdown in Srilanka has been compensated by growth in Bangladesh and Egypt.
 - LATAM continues to face economic headwinds, recording a decline of 5% over Q2 / FY19.
- Commercial Vehicles, excluding Egypt, grew by 3%, to over 81,000 units.
- In value terms, exports in US\$ was 415 million.
- Realization per US\$ was ₹ 70.6 in Q2 / FY20 as against ₹ 70.0 in Q1 / FY20 and ₹ 68.5 in FY19.

2. Bajaj Auto International Holdings BV (BAIH BV)

BAIH BV, a Netherlands based 100% subsidiary of Bajaj Auto Ltd, holds 47.99% stake in KTM AG. Results of KTM AG are consolidated with Bajaj Auto, one quarter in arrear.

€ in million	Q2 FY20	Q2 FY19	Change	H1 FY20	H1 FY19	Change	FY19
Volumes	64,931	57,638	13%	103,198	102,078	1%	261,529
Revenue	439.135	394.792	11%	749.900	722.500	4%	1,454.745
Gross Margin	128.544	111.080	16%	208.100	195.900	6%	417.075
Profit after tax	31.998	26.791	19%	29.700	32.500	-9%	89.770

The proportionate profit to Bajaj Auto Limited is € 15.4 million (₹ 120 crore), which has been accounted for in the consolidated results of Q2 / FY20.

3. Financials

Particulars	Q2 FY20	Q2 FY19	Change	H1 FY20	H1 FY19	Change	FY19
Turnover	8,101	8,347	-3%	16,298	16,159	1%	31,796
Revenue from operations	7,707	8,036	-4%	15,463	15,501	-	30,358
EBITDA	1,305	1,441	-9%	2,555	2,808	-9%	5,308
EBITDA %	16.9	17.9		16.5	18.1		17.5
Operating Profit	1,242	1,369	-9%	2,432	2,665	-9%	5,037
Profit before tax and exceptional items	1,609	1,653	-3%	3,188	3,268	-2%	6,361
Profit before tax	1,609	1,653	-3%	3,188	3,268	-2%	6,703
Profit after tax *	1,402	1,152	22%	2,528	2,268	11%	4,675

* Pursuant to The Taxation Laws (Amendment) Ordinance 2019 on 20 September 2019, the Company intends to exercise the option permitted u/s 115BAA of the Income Tax Act, 1961 to compute income tax at the revised rate from the current financial year. Arising out of this change, total tax expense (current & deferred tax) for current quarter includes reversal of ₹ 182 crore for the previous quarter of the current financial year.

4. Cash and cash equivalents

As on 30th June 2019, surplus cash and cash equivalents was ₹ 17,126 crore.

After payment of dividend and tax thereon of ₹ 2,072 crore, surplus cash and cash equivalents stood at ₹ 15,986 crore as on 30th September 2019.

Soumen Ray
CFO

23rd October 2019.