

Bajaj Auto Limited

Press Release

Results : Q2 / FY19

Highest ever Volumes, Highest ever Turnover

Highest ever Profits

A meeting of the Board of Directors of Bajaj Auto Limited was held today to consider and approve the results for Q2 / FY19.

This quarter witnessed an all round growth in volumes, turnover and profits.

The Company recorded its **HIGHEST** ever:-

✓ Volumes	: 1,339,444 units
✓ Domestic Motorcycle volumes	: 692,899 units
✓ Turnover	: ₹ 8,368 crore
✓ EBITDA	: ₹ 1,454 crore
✓ Operating Profit	: ₹ 1,382 crore
✓ Profit before tax	: ₹ 1,653 crore
✓ Profit after tax	: ₹ 1,152 crore
✓ Consolidated Profit after tax	: ₹ 1,257 crore

1. Volumes

Particulars	Q2 FY19	Q2 FY18	%	H1 FY19	H1 FY18	%	FY18
Domestic							
Motorcycles	692,899	583,997	19%	1,287,133	1,010,559	27%	1,974,577
CV	111,746	84,938	32%	206,177	137,285	50%	369,637
sub-total	804,645	668,935	20%	1,493,310	1,147,844	30%	2,344,214
Exports							
Motorcycles	433,643	334,724	30%	869,373	683,876	27%	1,394,757
CV	101,156	67,851	49%	203,402	128,224	59%	267,820
sub-total	534,799	402,575	33%	1,072,775	812,100	32%	1,662,577
Total							
Motorcycles	1,126,542	918,721	23%	2,156,506	1,694,435	27%	3,369,334
CV	212,902	152,789	39%	409,579	265,509	54%	637,457
Total	1,339,444	1,071,510	25%	2,566,085	1,959,944	31%	4,006,791

Highlights for individual business units are given below:

A. Motorcycle – Domestic

Company outperformed the industry recording a growth of **19%** over Q2 / FY18 as against industry growth of 8%.

Overall share in the domestic motorcycle market increased to **18.6%** as against 16.9% in Q2 / FY18. For September 2018, overall share in domestic motorcycle market was **20.1%**.

— In the Entry segment, as against industry growth of 27%, Company recorded a growth of 50% over Q2 / FY18.

➤ CT sold over 248,000 units, growth of 40%.

➤ Platina sold over 153,000 units, growth of 47%.

Share in this segment of the domestic motorcycle market further improved to **37.7%** in Q2 / FY19 as against 33.7% in Q1 / FY19 and 32.0% in Q2 / FY18.

— Pulsar, along with Avenger, sold over 233,000 units.

➤ Sold the HIGHEST number of Pulsars, over 87,000 units, in September 2018.

With this, the Company maintained its dominance in this segment of the domestic motorcycle market with share of **40.5%** in Q2 / FY19.

B. Commercial Vehicles

With sales of ~112,000 units for Q2 / FY19, Company recorded a growth of **32%** as against an industry growth of 23%.

- Company continues to be a market leader; overall share in domestic market at **58.9%**
 - RE brand is the market leader in the small three-wheeler segment; market share at 85.9%.
 - MAXIMA brand is a dominant player in the big three-wheeler passenger carrier segment; market share at 36.5%.
 - For Goods Carriers, Company recorded a growth of 43% over Q2 / FY18; market share at 22.8%

C. International Business

Growth in International Business was witnessed across most geographies.

- Company recorded quarterly exports of ~535,000 units, growth of 33% over Q2 / FY18.
 - Highest ever exports of 190,506 units in September 2018.
 - Led by Africa and SAME (South Asia & Middle East), Motorcycles sold over 433,000 units, a growth of 30% over Q2 / FY18.
 - Africa recorded a growth of 53% while ASEAN recorded a growth of 35% over Q2 / FY18.
 - Commercial Vehicles sold over 101,000 units, a growth of 49% over Q2 / FY18.
- In value terms, exports in US\$ was 419 million as against US\$ 335 million in Q2 / FY18.
- Realization per US\$ was ₹ 69.4 in Q2 / FY19 as against ₹ 67.4 in Q1 / FY19 and ₹ 67.0 in Q2 / FY18.

2. Financials

Particulars	Q2 FY19	Q2 FY18	%	H1 FY19	H1 FY18	%	FY18
Turnover (net)	8,368	6,876	22%	16,192	12,776	27%	26,512
Net Sales and Operating Income	8,071	6,635	22%	15,558	12,140	28%	25,424
EBITDA	1,454	1,383	5%	2,831	2,389	19%	5,145
EBITDA %	18.0%	20.8%		18.2%	19.7%		20.2%
Operating Profit	1,382	1,306	6%	2,689	2,236	20%	4,829
Profit before tax	1,653	1,517	9%	3,268	2,806	16%	5,783
Profit after tax	1,152	1,112	4%	2,268	2,036	11%	4,068

3. Investment in KTM

Bajaj Auto International Holdings BV, a Netherlands based 100% subsidiary of Bajaj Auto Ltd, holds 47.99% stake in KTM AG of Austria at a total investment of €198.1 million (₹ 1,219 crore).

Results of KTM AG are consolidated with Bajaj Auto, one quarter in arrear.

€ in million	Q2 FY19	Q2 FY18	Growth
Volumes	57,638	45,427	27%
Revenue	394.792	339.100	16%
Gross Margin	111.08	89.400	24%
Profit after tax	26.791	22.700	18%

The proportionate profit to Bajaj Auto Limited is € 12.8 million (₹ 105 crore), which has been accounted for in the consolidated results of Q2 / FY19.

4. Cash and cash equivalents

As on 30th June 2018, surplus cash and cash equivalents was ₹ 16,889 crore.

After payment of dividend and tax thereon of ₹ 2,074 crore, surplus cash and cash equivalents stood at ₹ 16,164 crore as on 30th September 2018.

5. Other matters

Shri Rakesh Sharma, who is currently the Chief Commercial Officer of the Company, has been elevated as an additional director and whole-time director, with the designation of Executive Director, for a period of 5 years with effect from 1st January 2019, subject to his appointment being approved by the shareholders at the ensuing Annual General Meeting to be held in July 2019

Kevin D'sa
President (Finance)
 24th October 2018.