

Bajaj Auto Limited

Press Release

Results : Q1 / FY19

Highest ever Volumes – 1,226,641 units

Highest ever Turnover – ₹ 7,824 crore

Highest ever Profit before tax – ₹ 1,616 crore

A meeting of the Board of Directors of Bajaj Auto Limited was held today to consider and approve the results for Q1 / FY19.

1. Highlights for the Quarter:

1.1. Standalone

✓ Volumes	: 1,226,641 units; ↑ 38%,	Highest ever
✓ Turnover *	: ₹ 7,824 crore; ↑ 33%,	Highest ever
✓ Net Sales & Operating Income	: ₹ 7,488 crore; ↑ 36%,	Highest ever
✓ EBITDA	: ₹ 1,378 crore; ↑ 37%	
✓ Profit before tax	: ₹ 1,616 crore; ↑ 25%,	Highest ever
✓ Profit after tax	: ₹ 1,115 crore; ↑ 21%	
✓ EBITDA margin	: 18.4%	

1.2. Consolidated

✓ Consolidated Profit after tax	: ₹ 1,042 crore; ↑ 24%	
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* Duly adjusted for excise duty

2. Summary Financials

Q4 FY18	₹ in crore	Q1 FY19	Q1 FY18	%	FY18
7,140	Turnover *	7,824	5,900	33%	26,512
6,849	Net Sales and Operating Income	7,488	5,506	36%	25,424
1,431	EBITDA	1,378	1,005	37%	5,145
20.9	EBITDA %	18.4	18.3		20.2
1,343	Operating Profit	1,307	930	41%	4,829
1,594	Profit before tax	1,616	1,288	25%	5,783
1,080	Profit after tax	1,115	924	21%	4,068

* Duly adjusted for excise duty

3. Volumes

Q4 FY18	Particulars	Q1 FY19	Q1 FY18	%	FY18
	Domestic				
497,587	Motorcycles	594,234	426,562	39%	1,974,577
122,229	CV	94,431	52,347	80%	369,637
619,816	sub-total	688,665	478,909	44%	2,344,214
	Exports				
358,802	Motorcycles	435,730	349,152	25%	1,394,757
66,760	CV	102,246	60,373	69%	267,820
425,562	sub-total	537,976	409,525	31%	1,662,577
	Total				
856,389	Motorcycles	1,029,964	775,714	33%	3,369,334
188,989	CV	196,677	112,720	74%	637,457
1,045,378	Total	1,226,641	888,434	38%	4,006,791

A. Motorcycle – Domestic

As against industry growth of 19%, Company recorded a growth of **39%** during Q1 / FY19 – with sales of over 594,000 units.

Overall share in the domestic motorcycle market increased to **16.3%** as against 14.0% in Q1 / FY18

— In the Entry segment, as against industry growth of 30%, Company recorded a growth of **74%** during Q1 / FY19.

➤ CT sold over 190,000 units; growth of ~76% over Q1 / FY18.

➤ Platina sold over 104,000 units; growth of ~35% over Q1 / FY18.

Share in this segment of the domestic market improved by 850 bps, from 25.2% in Q1 / FY18 to **33.7%** in Q1 / FY19.

— Pulsar, along with Avenger, sold over 223,000 units – growth of **47%** over Q1 / FY18.

Share in this segment of the domestic market was **38%** in Q1 / FY19.

B. Commercial Vehicles

With sales of over 94,000 units for Q1 / FY19, Company recorded a growth of **80%** as against an industry growth of 52%.

— 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 84.9%.

➤ MAXIMA brand is the market leader in the big three-wheeler passenger carrier segment; market share 39.4%.

➤ For Goods Carriers, Company recorded a growth of 76% over Q1 / FY18; share in domestic market improved to 24.8%, from 16.9% in Q1 / FY18.

C. International Business

Company recorded its **HIGHEST** ever quarterly exports of ~538,000 units – growth of 31% over Q1 / FY18.

— The growth is across both, New and Matured markets

➤ Volumes in Nigeria more than doubled from nearly 46,000 units of motorcycles and CVs in Q1 / FY18 to over 119,000 units of motorcycles and CVs in Q1 / FY19.

➤ Sales to Egypt more than doubled, from 19,000 motorcycles and CVs in Q1 / FY18 to over 42,000 units in Q1 / FY19.

➤ Cambodia, Iraq and Ghana collectively witnessed a substantial growth in sale of CVs, from 1,900 units in Q1 / FY18 to over 10,000 units in Q1 / FY19.

— In value terms, exports in US\$ was 444 million (₹ 3,151 crore) – higher than the US\$ 347 million (₹ 2,479 crore) in Q1 / FY18 and US\$ 343 million (₹ 2,402 crore) in Q4 / FY18.

— Realization per US\$ was ₹ 67.4 in Q1 / FY19 as against ₹ 66.8 in Q1 / FY18 and ₹ 67.2 in Q4 / FY18.

4. 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	Q1 FY19	Q1 FY18
Volumes	44,440	41,470
Revenue	327.708	315.400
Gross Margin	84.821	90.400
Profit after tax	5.709	13.800

The proportionate profit to Bajaj Auto Limited is € 2.7 million (₹ 22 crore), which has been accounted for in the consolidated results of Q1 / FY19.

5. Cash and cash equivalents

As on 30th June 2018, surplus cash and cash equivalents stood at ₹ 16,889 crore as against ₹ 15,542 crore as on 31st March 2018.

Kevin D'sa
President (Finance)
 20th July 2018.