

LOVED IN
73
COUNTRIES



THE WORLD'S
FAVOURITE
INDIAN

HALF YEARLY REPORT 2021-22

Bajaj Auto Limited

#20yearsofpulsar

Dear Shareholder,

I am pleased to share with you the financial results of your Company for the half year end 30 September 2021.

Despite slowdown post second wave of Covid-19 and sluggishness in domestic market, your company has delivered a spirited performance for the half year end 30 September 2021.

Following are the highlights:

1. Summary of financial results

Particulars	(₹ in Crore)		
	H1 2021-22	H1 2020-21	Full Year 2020-21
Sales in numbers	2,150,421	1,496,440	3,972,914
Turnover	16,796	10,859	29,018
Revenue from operations	16,148	10,235	27,741
Export revenue	8,655	4,614	12,687
Operating EBITDA	2,587	1,741	5,063
Operating EBITDA %	16.0%	17.0%	18.3%
Operating profit	2,454	1,609	4,797
Profit before tax	3,035	2,167	5,939
Profit after tax - standalone	2,336	1,666	4,555
Profit after tax - consolidated	3,210	1,589	4,857

This result is an outcome of an all-round performance of your Company's individual business verticals, especially International Business.

2. Volumes

Particulars	H1 2021-22	H1 2020-21	Full Year 2020-21
Domestic			
Two-wheelers	830,700	736,175	1,809,375
CV	58,653	28,674	109,292
Sub-total	889,353	764,849	1,918,667
Exports			
Two-wheelers	1,098,520	628,219	1,796,518
CV	162,548	103,372	257,729
Sub-total	1,261,068	731,591	2,054,247
Total			
Two-wheelers	1,929,220	1,364,394	3,605,893
CV	221,201	132,046	367,021
Total	2,150,421	1,496,440	3,972,914

- ✓ Motorcycles sold nearly 828,000 units in the domestic market; share of **19.1%** in H1/2021-22 as against 18.2% in H1/2020-21. This, despite shortage in some critical components like ABS in Q2/2021-22.
 - Platina sold over 283,000 units in H1/2021-22
 - Pulsar sold over 371,000 units in H1/2021-22
- ✓ Commercial vehicles sold over 58,000 units in the domestic market. Company continues to be a leader in the domestic market with share of 67.6% in H1/2021-22.
- ✓ Exports, by volume, was in excess of 200,000 units every month.
 - Exports, by revenue, was US\$ 1.11 billion, and in INR was 8,655 crore
 - By region, Africa, SAME and LATAM continued to record strong sales (LATAM recorded Highest ever volume of over 118,000 units in Q2/2021-22)
 - KTM, alongwith Husqvarna, sold over 55,000 units in H1/2021-22; Highest ever!

3. KTM

Bajaj Auto International Holdings BV (BAIH BV), a Netherlands based 100% subsidiary of Bajaj Auto Ltd, held 47.99% stake in KTM AG.

BAIH BV, on 29 September 2021, swapped 46.5% stake in KTM AG for 49.9% stake in Pierer Bajaj AG. The resultant fair value gain of ₹ 501 crore, forms part of consolidated profit after tax of Bajaj Auto Ltd.

4. Cash and cash equivalents

As on 30 September 2021, after payment of dividend of ₹ 4,051 crore, surplus cash and cash equivalents stood at **₹17,526 crore** as against ₹ 17,689 crore as on 31 March 2021.

On this happy note, we wish you and your family a very happy Diwali and a prosperous New Year.

Soumen Ray
Chief Financial Officer

Dr. J Sridhar
Company Secretary

27 October 2021



Bajaj Auto Limited
CIN: L65993PN2007PLC130076
Regd. Office: Mumbai-Pune Road,
Akurdi, Pune 411035
www.bajajauto.com