



BAJAJ AUTO LIMITED

Press Release: Q2 FY24

Domestic business momentum propels quarterly results to yet another record high

Results Highlights

- **Revenue from Operations registers a new high** of ₹10,777 crores, up 6% YoY
 - Underpinned by double digit volume growth, with the sustained buoyancy on the domestic front cushioning the weak, albeit improving exports performance
- At ₹2,133 crores, **quarterly EBITDA surpasses the ₹2,000 crore milestone for the first time** – growth of 21% YoY
 - Margin at 19.8%, up +260 bps YoY, driven by better realisation and a richer product mix, which more than covered the drag arising from investments on growing electric scooters
- **Buoyant domestic business registers a new peak**, on the back of six successive quarters of double-digit YoY growth
 - Underpinned by a broad-based performance, most notably the sustained competitive growth on 125 cc+ motorcycles and the further acceleration of three-wheeler sales that delivered its highest ever quarter
- **Exports stay on course to making a gradual recovery**, amidst volatile market conditions – volumes up 8% sequentially
 - Market share holds steady with volume uptick in Africa, LATAM and SAME allowing for a slight build back of inventory in select markets; actions continue unabated to navigate currency constraints and challenging macros in overseas markets
- **In motorcycles, consistent focus on premiumization enables solid market leading growth** (6x YoY vs. rest of market in 125cc+)
 - Launched the Pulsar N150, India's favourite 150cc in an all-new avatar with aggressive styling, segment leading features, stellar on-road performance, and an attractive price point – auguring well as a promising addition to the Pulsar family
- **A landmark quarter for three-wheelers** as it steps up its volume trajectory to clock historic high sales (Q1: 99K, Q2: 132K units)
 - An encouraging response to the e3W launch has led to advancing of rollout plans – 7 cities now covered with further expansion underway; potential to add incremental volumes from restricted markets that become accessible through the electric offering
- **Chetak expansion making steady progress** – exit market share more than doubles to 11% vs. 5% same time a year ago
 - Focused actions on brand activation, network extension (now in 120 cities vs. 90 in previous quarter), augmenting supply chain capability and product interventions all in the pipeline to further scale up business and bolster competitive play
- Deliveries of **Triumph Speed 400 initiated in August met with very enthusing customer feedback (>8K units in Q2)**
 - System capacity being built on front/back end for rapid scale up; the launch of Scrambler 400X and start of exports are planned for Q3, while work on taking the brand experience to over 100 cities by the year end is on track (currently 26)
- Strong cash generation sustained – **over ₹3,600 crores of Free Cash Flow added in first half**, 1.6x higher than H1 FY23
 - Robust Balance Sheet with surplus funds at ₹17,326 crores as on 30th Sep 2023, after dividend distribution of ~₹4,000 crores during the quarter

Financial Summary (Standalone)
(₹ Crores)

Q1 FY24	Change	Particulars	Q2 FY24	Q2 FY23	Change	H1 FY24	H1 FY23	Change
10,656	5%	Turnover	11,139	10,536	6%	21,795	18,860	16%
10,310	5%	Revenue from Operations	10,777	10,203	6%	21,087	18,208	16%
1,954	9%	EBITDA	2,133	1,759	21%	4,088	3,056	34%
19.0%	+80 bps	EBITDA %	19.8%	17.2%	+260 bps	19.4%	16.8%	+260 bps
2,205	9%	Profit before tax	2,400	2,014	19%	4,605	3,559	29%
1,665	10%	Profit after tax	1,836	1,530	20%	3,501	2,703	30%

Volumes (BAL + CTL)

Q1 FY24	Change	Particulars	Q2 FY24	Q2 FY23	Change	H1 FY24	H1 FY23	Change
		Domestic						
5,42,931	-7%	Two-wheelers	5,05,320	6,21,134	-19%	10,48,251	9,35,552	12%
98,625	34%	CV	1,32,236	73,241	81%	2,30,861	1,11,659	107%
6,41,556	-1%	Sub-total	6,37,556	6,94,375	-8%	12,79,112	10,47,211	22%
		Exports						
3,46,399	9%	Two-wheelers	3,76,263	3,97,900	-5%	7,22,662	9,30,640	-22%
39,452	2%	CV	40,134	58,737	-32%	79,586	1,06,807	-25%
3,85,851	8%	Sub-total	4,16,397	4,56,637	-9%	8,02,248	10,37,447	-23%
		Total						
8,89,330	-1%	Two-wheelers	8,81,583	10,19,034	-13%	17,70,913	18,66,192	-5%
1,38,077	25%	CV	1,72,370	1,31,978	31%	3,10,447	2,18,466	42%
10,27,407	3%	Grand Total	10,53,953	11,51,012	-8%	20,81,360	20,84,658	0%

Dinesh Thapar
CFO

Pune | 18th Oct 2023