



**HALF
YEARLY
REPORT
2017-18**



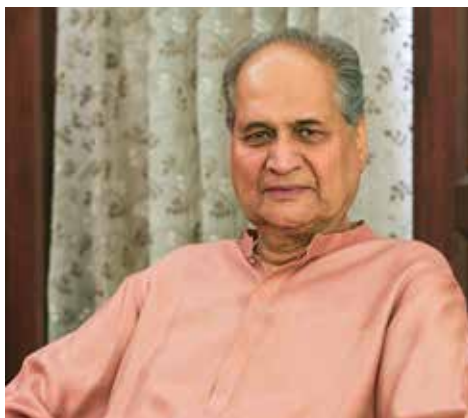
Bajaj Auto Limited
Since 1945

Dear Shareholder,

I am happy to share with you the financial results of your Company for the half year ended 30 September 2017.

Despite certain set-backs to the Company's performance in Q1/2017-18 due to external factors such as the industry transition to BSIV compliant vehicles and implementation of GST, which came into effect from 1 July 2017, your Company has made good progress in Q2/2017-18 and has come out with satisfactory results for the half year ended 30 September 2017.

The following are the highlights for the half year ended 30 September 2017.



1. Summary of financial results

Particulars	H1	H1	Full Year
	2017-18	2016-17	2016-17
Sales in numbers	1,959,944	2,026,678	3,665,950
Turnover	13,174	13,130	24,310
Export revenue	4,901	4,166	7,880
Operating EBITDA	2,389	2,591	4,778
Operating EBITDA %	19.7%	21.8%	21.7%
Profit before tax	2,806	2,926	5,336
Profit after tax - standalone	2,036	2,101	3,828
Profit after tax - consolidated	2,030	2,240	4,079

(₹ In Crore)

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

2. Motorcycle highlights

Particulars	H1	H1	Full Year
	2017-18	2016-17	2016-17
Domestic	1,010,559	1,128,425	2,001,391
Export	683,876	641,529	1,218,541
Total	1,694,435	1,769,954	3,219,932

(In Numbers)

- ✓ While exports grew by 7%, domestic sales declined by 10%. This was primarily due to the external factors mentioned above.
- ✓ However, significant improvement was achieved by the Company in Q2/2017-18 wherein the Company recorded a sequential growth of **37%** over Q1/2017-18.
This was achieved primarily with the success of the newly launched products, namely the CT100 ES and the Platina ES. The Company sold over 281,000 units of CT and Platina during Q2/2017-18 – a growth of **12%** over Q2/2016-17 and **52%** over Q1/2017-18.
- ✓ Share in domestic market stood at 15.5%.

3. Commercial vehicle highlights

(In Numbers)

Particulars	H1	H1	Full Year
	2017-18	2016-17	2016-17
Domestic	137,285	149,587	253,226
Export	128,224	107,137	192,792
Total	265,509	256,724	446,018

- ✓ The Company continues to be a market leader in this segment with overall domestic market share of **53%**.
- ✓ In Q2/2017-18, there has been a positive development in the domestic commercial vehicle segment viz. discontinuation of permits in the State of Maharashtra, new permits released in Delhi and replacement of 2-stroke three-wheelers with 4-stroke three-wheelers in the city of Bangalore. This has resulted in the Company selling its highest ever quarterly volume of 84,938 units in Q2/2017-18.
- ✓ The outlook for the next six months remains positive.

4. International business highlights

(In Numbers)

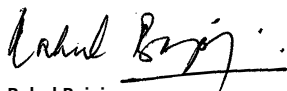
Particulars	H1	H1	Full Year
	2017-18	2016-17	2016-17
Motorcycles	683,876	641,529	1,218,541
Commercial vehicles	128,224	107,137	192,792
Total	812,100	748,666	1,411,333

- ✓ Despite headwinds which continued in some international markets, the Company recorded a growth of **7%** in motorcycles and **20%** in Commercial Vehicles.
- ✓ This was primarily due to new markets being opened up over the years. New/Nascent markets now contribute ~16% of the total volume as against 10% in 2016-17 and 6% in 2015-16.
- ✓ Exports revenue, in US\$ was 682 million, representing a growth of **19%** and in INR was 4,901 crore, representing a growth of **18%** over H1/2016-17.

5. Cash and cash equivalents

As on 31 March 2017, surplus cash and cash equivalents stood at ₹ 12,368 crore. After payment of dividend and tax thereon amounting to ₹ 1,888 crore, surplus cash and cash equivalents as on 30 September 2017 stood at ₹ **12,699 crore**.

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



Rahul Bajaj
Chairman

17 October 2017



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