

Press Release

Results : Q3 / FY13

Best Quarter Ever !!!

A meeting of the Board of Directors of Bajaj Auto Limited was held today to consider and approve the results for Q3 / FY13.

In a challenging environment, the company recorded its –

- ✓ **Highest** ever Turnover – ₹ **5616** crore
- ✓ **Highest** ever Operating EBITDA – ₹ **1105** crore
- ✓ **Highest** ever Profit before tax – ₹ **1174** crore
- ✓ **Highest** ever Profit after tax – ₹ **819** crore
- ✓ EBITDA margin – **20.1%**; the best in the industry !

1. Performance highlights

₹ in crore	Q3 FY13	Q3 FY12	Change	9M FY13	9M FY12	FY12
Sales (No's)	1,127,741	1,075,441	5%	3,255,920	3,332,393	4,349,560
Turnover	5616	5154	9%	15,803	15,346	20137
Export revenue	1748	1708	2%	5152	5129	6604
Operating EBITDA	1105	1061	4%	3059	3030	4001
Operating EBITDA %	20.1	21.0		19.7	20.1	20.2%
Profit after tax	819	795	3%	2278	2232	3004

2. Motorcycles

	Q3 FY13	Q3 FY12	Change	9M FY13	9M FY12	FY12
Domestic	687,351	642,395	7%	1,907,716	1,950,241	2,566,757
Export	298,912	304,354	-2%	989,694	986,916	1,267,648
Total	986,263	946,749	4%	2,897,410	2,937,157	3,834,405

- ✓ Launch of new exciting and differentiated products helped the company partially address the slowdown in the domestic market. As a result, the company recorded a growth of **7%** in domestic market, higher than the industry growth of 4%.
- ✓ In the international market, Africa continues to do well with Nigeria recording its highest ever retails in the month of December 2012.
- ✓ In other international markets, demand remained subdued. Due to high inflation and adverse balance of payment position, respective Central Banks and Governments are curtailing consumption. However, company's market share in these countries has improved.
- ✓ The bigger and sportier motorcycles now contribute **~70%** of total motorcycles sold.
 - Discover 125 ST averaged nearly 43,000 units per month taking the average volumes of "Discover" to over 143,000 units per month.
 - "Pulsar", aided by Pulsar 200 NS, recorded an average sales of over 78,000 units per month, thus taking its market share in this segment to **~50%**.
- ✓ Overall (domestic + exports) Market Share for Bajaj Auto stood at **~32%**.

3. Commercial Vehicles (Three-wheelers)

	Q3 FY13	Q3 FY12	Change	9M FY13	9M FY12	FY12
Domestic	64,168	52,134	23%	166,052	149,742	202,979
Export	77,310	76,558	1%	192,458	245,494	312,176
Total	141,478	128,692	10%	358,510	395,236	515,155

- ✓ During Q3 / FY13, the company recorded its **highest** ever sale of commercial vehicles – over 141,000 units.
- ✓ Company recorded a growth of **23%** in domestic market, higher than the industry growth of 13%. Growth in sales was led by the Diesel passenger carrier segment.
- ✓ Company outperformed in the Diesel passenger carrier segment – grew by **24%** as against industry growth of 14%; segment market share increased to **29%**.
- ✓ Bajaj Auto continues to dominate the gasoline and alternate fuel domestic passenger segment; market share of **~89%**.

4. Margins

Operating EBITDA margins improved sequentially from 19.7% in Q2 / FY13 to **20.1%** in Q3 / FY13. The improvement in margins is attributed to richer product mix and better realization on exports.

5. Cash and cash equivalents

Cash and cash equivalents as on 31st December 2012 stood at **₹ 5,374** crore as against **₹ 4,521** crore on 30th September 2012.

6. Awards

In recognition of its consistent and outstanding performance, the company has received the following awards :

	Product	Award
Product and Technology	KTM 200 Duke	CNBC – TV18 OVERDRIVE Award - Bike of the Year.
	KTM 200 Duke	CNBC – TV18 OVERDRIVE Award – Mid-displacement Bike of the Year.
	KTM 200 Duke	CNBC – TV18 OVERDRIVE Award – Viewers Choice Bike of the Year.
	Pulsar 150	Frost & Sullivan's 2012 Voice of Customer Choice Award
	Pulsar 200 NS	NDTV Car & Bike Two wheeler of the Year
	Pulsar 200 NS	NDTV Car & Bike Motorcycle of the year upto 250cc
	Pulsar 200 NS	NDTV Car & Bike Automotive Design of the Year
	Pulsar 200 NS	BBC Topgear Readers Choice Bike of the Year
	Pulsar 200 NS	Zigwheels 2012 - Enthuziast motorcycle 180cc-250cc
	Discover 125 ST	Zigwheels 2012 - 110cc to 125cc Motorcycle of the Year
	Kawasaki Ninja 650	Autocar Awards 2013 Premium Bike of the Year
	KTM Duke 200	Autocar Awards 2013 Bike of the Year
	KTM Duke 200	BBC Topgear Motorcycle of the Year
Manufacturing	Commercial Vehicle Division - Waluj	"Excellence in Operations" Manufacturing Today Awards.
	Bajaj Auto	VOX POPULI AWARD IMTMA-Siemens Productivity Championship Awards 2012
Corporate	Bajaj Auto	CNBC – TV18 OVERDRIVE Award – Auto Manufacturer of the year.
Quality	Mr. Rajiv Bajaj, Managing Director, Bajaj Auto	Qimpro Awards 2012 – Qimpro Gold Standard (Business).

Kevin D'sa
President (Finance)
16th January 2013.