



Bajaj Auto Limited,
Akurdi, Pune 411 035, India.
Tel +91 20 27472851
Fax +91 20 27473398
bajajauto.com



Bajaj Auto Limited

Press Release

Results : Q4 and FY22

Highest ever annual Turnover, Highest ever annual Exports

A meeting of the Board of Directors of Bajaj Auto Limited was held today to consider and approve the results for FY22.

The Board of Directors recommend a dividend of ₹ 140 per share – 1400% (previous year 1400%). Total pay out towards dividend would amount to ₹ 4,051 crore.

Performance Highlights of the Company are:

1. Financials

₹ in crore	Q4 FY22	Q4 FY21	%	FY22	FY21	%
Turnover	8,264	8,880	-7%	34,354	29,018	18%
Revenue from operations	7,975	8,596	-7%	33,145	27,741	19%
EBITDA	1,396	1,558	-10%	5,389	5,063	6%
EBITDA %	17.5%	18.1%		16.3%	18.3%	
Operating Profit	1,324	1,490	-11%	5,111	4,797	7%
Profit before tax and exceptional item	1,582	1,739	-9%	6,190	5,939	4%
Profit before tax	1,897	1,739	9%	6,505	5,939	10%
Profit after tax	1,469	1,332	10%	5,019	4,555	10%
Consolidated Profit after tax	1,526	1,551	-2%	6,166	4,857	27%

- Sequentially, EBITDA margin improved from 15.6% in Q3 / FY22 to 17.5% in Q4 / FY22, largely for
 - a. Positive impact of price increase, deferral of material cost increase, improved US\$ realization and favourable sales mix
 - b. Accrual of incentive receivable from the State Government of Maharashtra under Package Scheme of Incentive 2007 amounting to ₹ 31 crore for the period April 2021 to March 2022
- Exceptional items include ₹ 315 crore accrued as incentive receivable from the State Government of Maharashtra under Package Scheme of Incentive 2007 for the period April 2015 to March 2021

2. Cash and cash equivalents

As on 31st March 2022, surplus cash and cash equivalents stood at ₹ **19,090 crore** as against ₹ 17,689 crore as on 31st March 2021, after a dividend payout of ₹ 4,051 crore

3. Volumes

Particulars	Q4 FY22	Q4 FY21	%	FY22	FY21	%
Domestic						
Two-wheelers	339,100	487,731	-30%	1,641,084	1,809,375	-9%
CV	50,055	46,388	8%	160,723	109,292	47%
sub-total	389,155	534,119	-27%	1,801,807	1,918,667	-6%
Exports						
Two-wheelers	519,991	559,901	-7%	2,195,772	1,796,518	22%
CV	67,505	75,644	-11%	310,854	257,729	21%
sub-total	587,496	635,545	-8%	2,506,626	2,054,247	22%
Total						
Two-wheelers	859,091	1,047,632	-18%	3,836,856	3,605,893	6%
CV	117,560	122,032	-4%	471,577	367,021	28%
Total	976,651	1,169,664	-17%	4,308,433	3,972,914	8%

- The Company continues to face severe supply chain challenges, especially in Q4 / FY22, impacting sales of motorcycles and commercial vehicles
On a full year basis, share for motorcycles sold in the domestic market marginally improved to 18.2%
- Domestic Commercial Vehicle business recorded a growth of 47% as against industry growth of 21%. As a result share in domestic market stands at 62% (improved by 10.9% over FY21)
- International business recorded its highest ever sales of over 2.5 million vehicles for FY22. With sales of over US\$ 2 billion, exports now contribute over 52% of our Net sales. Product quality, size and reach of our international business makes Bajaj Auto the **World's Favourite Indian**

Dinesh Thapar

CFO

27th April 2022