

Bajaj Auto Limited

Press Release

Results : Q3 / FY18

Turnover – ₹ 6,596 crore; Profit after tax – ₹ 952 crore

Operating EBITDA margin – 20.6%

A meeting of the Board of Directors of Bajaj Auto Limited was held today to consider and approve the results for Q3 / FY18.

In a challenging environment, Bajaj Auto continues to operate at an EBITDA margin in excess of **20%**.

Highlights for Q3 / FY18 are given below:

1. **Highlights** (Q3 / FY18 v/s Q3 / FY17)

Standalone results

✓ Turnover	: ₹ 6,596 crore	v/s	₹ 5,673 crore;	↑ 16%
✓ EBITDA	: ₹ 1,325 crore	v/s	₹ 1,131 crore;	↑ 17%
✓ Profit before tax	: ₹ 1,383 crore	v/s	₹ 1,286 crore;	↑ 8%
✓ Profit after tax	: ₹ 952 crore	v/s	₹ 925 crore;	↑ 3%
✓ EBITDA margin	: 20.6%			

Consolidated results

✓ Profit after tax	: ₹ 1,013 crore	v/s	₹ 977 crore;	↑ 4%
--------------------	-----------------	-----	--------------	------

2. Volumes

Particulars	Q3 FY18	Q3 FY17	%	9M FY18	9M FY17	%	FY17
Domestic							
Motorcycles	466,431	459,427	2%	1,476,990	1,587,852	-7%	2,001,391
CV	110,123	53,602	105%	247,408	203,189	22%	253,226
sub-total	576,554	513,029	12%	1,724,398	1,791,041	-4%	2,254,617
Exports							
Motorcycles	352,079	289,534	22%	1,035,955	931,063	11%	1,218,541
CV	72,836	49,082	48%	201,060	156,219	29%	192,792
sub-total	424,915	338,616	25%	1,237,015	1,087,282	14%	1,411,333
Total							
Motorcycles	818,510	748,961	9%	2,512,945	2,518,915	-	3,219,932
CV	182,959	102,684	78%	448,468	359,408	25%	446,018
Total	1,001,469	851,645	18%	2,961,413	2,878,323	3%	3,665,950

The Company recorded its:

- Highest ever quarterly sale of Commercial Vehicles in the domestic market; 110,123 units.
- Highest ever quarterly sale of Commercial Vehicles (domestic + exports); 182,959 units.

Some highlights for individual Business Units are given below

A. International Business

Q3 / FY18 sales recorded a healthy growth of 25% – to 424,915 units.

- New and Nascent markets continue to witness healthy growth – ~45% for 9M / FY18 and now form ~13% of total exports by volume.
- Volumes in Nigeria continue to steadily improve, to ~33,000 units per month from 26,000 units in September 2017 and 13,000 units in March 2017.
- Bangladesh continues to witness healthy growth.
- Exports, by value, grew by 24% to ₹ 2,401 crore as against ₹ 1,935 crore in Q3 / FY17.
- Realization per US\$ was ₹ 66.9.

The Company is on track to exceed its annual Export sales target for the year.

B. Commercial Vehicles

For the first time ever, quarterly volume, in the domestic market, exceeded 100,000 units.

- Sales volume of 110,123 units is the HIGHEST ever – ↑ 105%.
- Sales were largely driven by Maharashtra (now an open market) and Delhi (new permits).
- Continue to be a market leader, overall share in domestic market ~62%.
 - Market leader in the In-city segment; market share ~91%.
 - Dominant share in the diesel segment; market share ~34%.
 - With increasing focus on the Goods Carriers, share in domestic market improved to ~21%.

Commercial Vehicle division would exceed its annual sales target for the year.

C. Motorcycle – Domestic

Overall share in the domestic market was **16.4%** in Q3 / FY18.

- Sold over 243,000 units of CT and Platina during Q3 / FY18 – a growth of **19%** over Q3 / FY17.
 - CT sold over 102,000 units – a growth of 32% over Q3 / FY17.
 - Platina sold 141,000 units – a growth of 11% over Q3 / FY17.
- Share in domestic market for this segment was ~**32%**.
- Pulsar, along with Avenger and Dominar, sold nearly 173,000 units in Q3 / FY18.
 - Share in domestic market for this segment was ~**41%**.
- “ V ” alongwith the Discover sold over 41,000 units in Q3 / FY18.

In January 2018, the Company launched the New Discover 110 and Discover 125 and the all-new Avengers – Cruise 220 and Street 220.

This should see the Company improve its overall absolute volumes and share in domestic market.

3. Results

3.1. Standalone

- Richer product mix helped the Company record an EBITDA margin of **20.6%** in Q3 / FY18.
- Standalone profit before tax was ₹ 1,383 crore as against ₹ 1,286 crore in Q3 / FY17 and Profit after tax was ₹ 952 crore as against ₹ 925 crore in Q3 / FY17.

3.2. Consolidated

- Consolidated profit after tax was ₹ 1,013 crore as against ₹ 977 crore in Q3 / FY17.

4. Cash and cash equivalents

As on 31st December 2017, surplus cash and cash equivalents stood at ₹ **13,554 crore** as against ₹ 12,699 crore as on 30th September 2017.

Kevin D'sa
President (Finance)
 2nd February 2018