



# BAJAJ AUTO LIMITED

## Press Release: Full Year (FY23) & Quarterly (Q4) Results

**A year of resilient and record performance marked by all-time high Revenue | EBITDA | PAT, delivered amidst a challenging operating context**

### FY23: Full Year Highlights

- At ₹36,428 crores, **Revenue from Operations was at its highest ever**, growing 10% YoY despite constrained supplies early on and particularly challenging overseas markets for the most part of the year. Spares revenue registered an all-time high.
- Dynamic management of the business enabled a **record profit performance – new peaks were achieved** on EBITDA, which at ₹6,551 crores was up 25% YoY on the back of solid margin expansion of +210 bps and on PAT that clocked ₹5,628 crores.
- **Sustained momentum on the Domestic front** led to strong double digit revenue growth, which more than made up for the setback on exports arising from sluggish markets – a testament of the well-balanced business model that underpins the resilience
- While delighting thrill-seeking customers, the iconic motorcycle brands of **Pulsar, Dominar and KTM powered ahead to deliver their lifetime high annual sales**. As for 3Ws, the continued preference for a **Bajaj vehicle led to its best market share print** of 78% in Q4.
- In Q4, **KTM crossed a significant landmark as the one-millionth motorcycle made by Bajaj was rolled out**. It took less than half the time to hit the second half-million compared to the first, a reflection of the successful collaboration between the partners over time.
- The year witnessed a range of innovative and decisive actions taken to bolster the business, notably -
  - **Upgrade of the Pulsar across segments** – reimagined design and re-engineered to deliver superior performance
  - **Launch of Platina 110cc ABS** – a first-in-segment feature that provides better stability & control
  - **Entry into Brazil** – seeding the well-recognized Dominar to leverage an attractive 2W market opportunity
  - **Investment behind EVs** – new state-of-the-art 2W plant, augmented R&D setup, expanded go to market network
  - **Building supply security** – Multiple vendors developed/onboarded to reduce single source dependency
- The **Balance Sheet remains very healthy** with surplus cash of ₹17,445 crores as of March 31, 2023. The **consistent robust cash generation** fuelled ongoing competitive investments, capex of >₹1000 crores (including Chetak Technology) and a share buyback
- The Board of Directors have recommended a **Final Dividend of ₹ 140 per share**, totalling to about ₹ 3,961 crores. This, along with the share buyback and tax thereon that was concluded earlier in the year will add up to **almost ₹ 7,055 crores of cash being paid to shareholders**.

## Q4 FY23: Quarter Highlights

- Revenue from Operations stood at ₹8,905 crores, up 12% YoY, led by the **sustained momentum on the domestic business that delivered strong volume-led revenue growth (>50% YoY)**. Compared to same time last year, better foreign exchange realization, judicious pricing and a richer product mix all helped offset the drop in overall volumes arising from sluggish exports
- **EBITDA maintained its strong run**, growing 26% YoY to ₹1,718 crores, with margin accretion of +220 bps to 19.3%. Sequentially across quarters, price realisation and material costs held flat with favourable mix driving the slight uptick.
- **Domestic motorcycle sales continued to deliver well, buoyed by the strong performance of the Pulsar portfolio** and further scale up in Platina 110 ABS volumes. The latest relaunch of Pulsar NS160 and NS200 with muscular styling along with launches earlier in the year continues to grab the attention of enthusiasts and is enabling the **acceleration of our market share in the 125cc+ segment**
- **Three-wheeler sales crossed the 100K units milestone for the first-time since the pandemic**, reflecting the strong rebound to pre-Covid levels for Bajaj (>100%) compared to ~45% for the rest of the industry – also reflected in the new high on our market share
- While Exports progressively worsened given the deteriorating macros across overseas markets, a close watch on developments and decisive actions to salvage volumes ensured that **our competitiveness was intact with overall market share holding steady**.
- Building on the robust work done on the EV supply chain, **Chetak has firmly commenced its scale-up phase** - exit month retails stepped up to >5.5K units. The progress of various initiatives and a secure outlook has allowed for the expansion of the exclusive store network that now stands at 105 dealerships and 42 experience centres across 84 cities, with further scale up well underway
- The quarter saw **Bajaj and Yulu launch their revolutionary new electric 2W platform, purpose-built for Indian urban mobility**. 2 new generation vehicles, Miracle GR & DeX GR with a unique form-factor, ergonomic design & tech-powered utility were unveiled, with these products poised to revolutionise the last-mile mobility market and open a large/exciting opportunity for both companies.

**Financial Summary (Standalone)**
**₹ Crores**

Q3 FY23	Change	Particulars	Q4 FY23	Q4 FY22	Change	FY23	FY22	Change
9,584	-4%	Turnover	9,165	8,264	11%	37,609	34,354	9%
9,315	-4%	Revenue from Operations	8,905	7,975	12%	36,428	33,145	10%
1,777	-3%	EBITDA	1,718	1,366	26%	6,551	5,261	25%
19.1%	20 bps	EBITDA %	19.3%	17.1%	220 bps	18.0%	15.9%	210 bps
1,964	-4%	Profit Before Tax & Exceptionals *	1,887	1,582	19%	7,409	6,190	20%
1,964	-4%	Profit Before Tax	1,887	1,897	-1%	7,409	6,505	14%
1,491	-4%	Profit After Tax	1,433	1,469	-2%	5,628	5,019	12%

\*Exceptionals include ₹315 crore accrued as incentive receivable from the Maharashtra Government under Package Scheme of Incentives, 2007 for the period April 2015 to March 2021

**Volumes (BAL+CTL)**

Q3 FY23	Change	Particulars	Q4 FY23	Q4 FY22	Change	FY23	FY22	Change
		<b>Domestic</b>						
4,55,341	-9%	Two-wheelers	4,14,990	3,39,100	22%	18,05,883	16,41,084	10%
89,042	12%	CV	1,00,033	50,055	100%	3,00,734	1,60,723	87%
<b>5,44,383</b>	<b>-5%</b>	<b>Sub-total</b>	<b>5,15,023</b>	<b>3,89,155</b>	<b>32%</b>	<b>21,06,617</b>	<b>18,01,807</b>	<b>17%</b>
		<b>Exports</b>						
3,95,901	-22%	Two-wheelers	3,10,415	5,19,991	-40%	16,36,956	21,95,772	-25%
43,187	-21%	CV	34,290	67,505	-49%	1,84,284	3,10,854	-41%
<b>4,39,088</b>	<b>-21%</b>	<b>Sub-total</b>	<b>3,44,705</b>	<b>5,87,496</b>	<b>-41%</b>	<b>18,21,240</b>	<b>25,06,626</b>	<b>-27%</b>
		<b>Total</b>						
8,51,242	-15%	Two-wheelers	7,25,405	8,59,091	-16%	34,42,839	38,36,856	-10%
1,32,229	2%	CV	1,34,323	1,17,560	14%	4,85,018	4,71,577	3%
<b>9,83,471</b>	<b>-13%</b>	<b>Grand Total</b>	<b>8,59,728</b>	<b>9,76,651</b>	<b>-12%</b>	<b>39,27,857</b>	<b>43,08,433</b>	<b>-9%</b>

**Dinesh Thapar**  
CFO

Pune | 25<sup>th</sup> April 2023