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THE WORLD'S  
FAVOURITE  
INDIAN

8 November 2021

Corporate Relations Department <b>BSE Limited</b> 1 <sup>st</sup> Floor, New Trading Ring Rotunda Building, P J Tower Dalal Street, Mumbai 400 001 Email: <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a>	Corporate Relations Department <b>National Stock Exchange of India Ltd</b> Exchange Plaza, 5 <sup>th</sup> Floor Plot No.C-1, G Block Bandra-Kurla Complex Bandra (East), MUMBAI 400 051 Email: <a href="mailto:cmlist@nse.co.in">cmlist@nse.co.in</a>
<b>BSE Code: 532977</b>	<b>NSE Code: BAJAJ-AUTO</b>

Dear Sir/Madam,

Sub: **Submission of half-yearly communication sent to shareholders for the half-year ended 30 September 2021**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we submit herewith a copy of the communication on financial performance of the Company for the half-year ended 30 September 2021. The same has been circulated to the members through electronic mode.

The same is also placed on the Company's website at <https://www.bajajauto.com/investors/annual-reports>

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For Bajaj Auto Limited,

Dr. J Sridhar  
Company Secretary



Encl: as above

LOVED IN  
**73**  
COUNTRIES



THE WORLD'S  
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INDIAN

HALF YEARLY REPORT 2021-22

Bajaj Auto Limited

#20yearsofpulsar

# Dear Shareholder,

I am pleased to share with you the financial results of your Company for the half year end 30 September 2021.

Despite slowdown post second wave of Covid-19 and sluggishness in domestic market, your company has delivered a spirited performance for the half year end 30 September 2021.

Following are the highlights:

## 1. Summary of financial results

Particulars	(₹ in Crore)		
	H1 2021-22	H1 2020-21	Full Year 2020-21
Sales in numbers	2,150,421	1,496,440	3,972,914
Turnover	16,796	10,859	29,018
Revenue from operations	16,148	10,235	27,741
Export revenue	8,655	4,614	12,687
Operating EBITDA	2,587	1,741	5,063
Operating EBITDA %	16.0%	17.0%	18.3%
Operating profit	2,454	1,609	4,797
Profit before tax	<b>3,035</b>	<b>2,167</b>	<b>5,939</b>
Profit after tax - standalone	2,336	1,666	4,555
Profit after tax - consolidated	<b>3,210</b>	<b>1,589</b>	<b>4,857</b>

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

## 2. Volumes

Particulars	H1 2021-22	H1 2020-21	Full Year 2020-21
<b>Domestic</b>			
Two-wheelers	830,700	736,175	1,809,375
CV	58,653	28,674	109,292
<b>Sub-total</b>	<b>889,353</b>	<b>764,849</b>	<b>1,918,667</b>
<b>Exports</b>			
Two-wheelers	1,098,520	628,219	1,796,518
CV	162,548	103,372	257,729
<b>Sub-total</b>	<b>1,261,068</b>	<b>731,591</b>	<b>2,054,247</b>
<b>Total</b>			
Two-wheelers	1,929,220	1,364,394	3,605,893
CV	221,201	132,046	367,021
<b>Total</b>	<b>2,150,421</b>	<b>1,496,440</b>	<b>3,972,914</b>

- ✓ Motorcycles sold nearly 828,000 units in the domestic market; share of **19.1%** in H1/2021-22 as against 18.2% in H1/2020-21. This, despite shortage in some critical components like ABS in Q2/2021-22.
  - Platina sold over 283,000 units in H1/2021-22
  - Pulsar sold over 371,000 units in H1/2021-22
- ✓ Commercial vehicles sold over 58,000 units in the domestic market. Company continues to be a leader in the domestic market with share of 67.6% in H1/2021-22.
- ✓ Exports, by volume, was in excess of 200,000 units every month.
  - Exports, by revenue, was US\$ 1.11 billion, and in INR was 8,655 crore
  - By region, Africa, SAME and LATAM continued to record strong sales (LATAM recorded Highest ever volume of over 118,000 units in Q2/2021-22)
  - KTM, alongwith Husqvarna, sold over 55,000 units in H1/2021-22; Highest ever!

### 3. KTM

Bajaj Auto International Holdings BV (BAIH BV), a Netherlands based 100% subsidiary of Bajaj Auto Ltd, held 47.99% stake in KTM AG.

BAIH BV, on 29 September 2021, swapped 46.5% stake in KTM AG for 49.9% stake in Pierer Bajaj AG. The resultant fair value gain of ₹ 501 crore, forms part of consolidated profit after tax of Bajaj Auto Ltd.

### 4. Cash and cash equivalents

As on 30 September 2021, after payment of dividend of ₹ 4,051 crore, surplus cash and cash equivalents stood at **₹17,526 crore** as against ₹ 17,689 crore as on 31 March 2021.

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

**Soumen Ray**  
Chief Financial Officer

**Dr. J Sridhar**  
Company Secretary

27 October 2021



**Bajaj Auto Limited**  
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