

07 August 2025

India | Equity Research | Results Update

Bajaj Auto

Automotives

Broadly in-line Qtr; Exports/electrification to drive growth

Bajaj Auto's (BJAUT) EBITDA margin at 19.7% was in-line with I-Sec estimate. Demand in international market has been driving the growth momentum and the company has guided for 15-20% YoY volume growth in exports in nearto-medium term. The company expects 2W domestic sales to grow by 5-6% in FY26 led by premium segment (125cc+). Outlook for domestic 3W volume remains healthy led by rising EV penetration. The company's EV portfolio is close to double-digit margins, led by improving profitability in its e2W portfolio. We estimate 16% EPS CAGR over FY25-27E. Maintain BUY with target price of INR 9,850 (earlier: 9,900) based on 25x FY27E EPS.

Q1FY26 margins in-line

BJAUT reported revenue of INR 126bn (+6% YoY /+4% QoQ), 2% above I-Sec estimate. Average realisation grew +5% YoY/+3% QoQ. EBITDAM stood at 19.7% ((60)bps YoY/(60)bps QoQ), in-line with I-Sec estimate. EBITDA stood at INR 24.8bn (+3% YoY /+1% QoQ), 2.5% ahead of I-Sec estimate. Adj. PAT for Q1FY26 stood at INR 21bn (+5% YoY / +2% QoQ).

Domestic and Exports outlook

Domestic: Domestic 2W growth is being led by premium segments (125cc+). The company took corrective measures in Q4 (added features, reduced prices, etc) and gained some market share in 125cc+ segment QoQ. However, it expects its share to decline in the 100cc segment owing to competitive intensity. Overall, the company indicated of 5-6% growth in domestic 2W industry during FY26. In case of domestic 3Ws, growth going forward will be driven by ramp-up of E3W business (including e-ricks).

Exports: Demand in international market continues to recover. Volume in top-30 export markets (~75% of industry) grew 17% YoY during Q1FY26. BJAUT outperformed the industry with 27% YoY growth in these markets. LatAM and Asia are seeing strong growth, there are issues in some pockets in Africa, with Nigeria demand remaining uncertain. Overall, the company has guided for 15-20% YoY growth in exports in near-to-medium term.

Financial Summary

Y/E March (INR mn)	FY24A	FY25A	FY26E	FY27E
Net Revenue	4,46,852	5,00,103	5,59,107	6,28,185
EBITDA	88,229	1,00,988	1,14,287	1,32,134
EBITDA %	19.7	20.2	20.4	21.0
Net Profit	74,788	81,514	95,082	1,09,684
EPS (INR)	267.9	292.0	340.6	392.9
EPS % Chg YoY	34.7	9.0	16.6	15.4
P/E (x)	30.5	28.0	24.0	20.8
EV/EBITDA (x)	23.4	20.1	17.6	14.9
RoCE (%)	29.4	28.0	26.9	26.5
RoE (%)	29.7	28.6	27.3	26.8

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Market Data

Market Cap (INR)	2,284bn
Market Cap (USD)	26,025mn
Bloomberg Code	BJAUT IN
Reuters Code	BAJA.BO
52-week Range (INR)	12,774 /7,088
Free Float (%)	40.0
ADTV-3M (mn) (USD)	36.5

Price Performance (%)	3m	6m	12m
Absolute	2.9	(7.5)	(13.2)
Relative to Sensex	3.1	(10.7)	(15.7)

ESG Score	2023	2024	Change
ESG score	67.7	68.7	1.0
Environment	56.3	59.2	2.9
Social	69.5	65.8	(3.7)
Governance	71.0	76.3	5.3

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY26E	FY27E
Revenue	(0.7)	(0.6)
EBITDA	(1.1)	(0.5)
EPS	(1.0)	(0.5)

Previous Reports

30-05-2025: **Q4FY25** results review 29-01-2025: **Q3FY25** results review



Margin

EBITDAM stood at 19.7%, down 50bps QoQ, primarily due to lower dollar realisation during the period. However, the impact was partly offset by an improved product mix.

Update on EV business

1) Share of EV revenue stood at 20%+ of domestic revenue. 2) Chetak clocked 21% market share in Q1. 3) the company's EV portfolio is at close to double digit EBITDA margin, led by improvement in profitability in Chetak 4) The company indicated of supply constraints for rare earth magnets and see deliveries of e2W/e3W to be ~50%/75% of planned volumes in Q2. 5) With respect to E3W business – the company has doubled its market share to 36%. Overall, the company plans to ramp-up its E3W + e-Rick business during FY26.

Exhibit 1: Q1FY26 result review

Bajaj Auto (INR mn)	Q1FY26	Q1FY25	%YoY	Q4FY25	% QoQ	Q1FY26E	% A/E
2W (Units)	9,48,791	9,50,917	-0.2	9,43,563	0.6	9,48,791	0.0
3W (Units)	1,62,446	1,51,139	7.5	1,59,371	1.9	1,62,446	0.0
Total Volumes (Units)	11,11,237	11,02,056	0.8	11,02,934	1	11,11,237	0.0
Domestic (Units)	6,34,808	6,90,621	-8.1	6,13,248	3.5	6,34,808	0.0
Exports (Units)	4,76,429	4,11,435	15.8	4,89,686	-2.7	4,76,429	0.0
Average Realisation (Net, INR)	1,13,247	1,08,234	4.6	1,10,142	2.8	1,10,693	2.3
Sales	1,25,845	1,19,280	5.5	1,21,480	3.6	1,23,006	2.3
RM	88,596	83,527	6.1	84,882	4.4	86,719	2.2
As a % of sales	70.4	70.0	28bps	69.9	43bps	70.5	-10bps
Employee Exp	4,138	4,350	-4.9	3,645	13.5	4,551	-9.1
As a % of sales	3.3	3.6	-46bps	3.0	19bps	3.7	-40bps
Other Costs	8,293	7,251	14.4	8,446	-1.8	7,526	10.2
As a % of sales	6.6	6.1	50bps	7.0	-46bps	6.1	50bps
Expenditure	1,01,027	95,128	6.2	96,974	4.2	98,797	2.3
EBITDA	24,818	24,153	2.8	24,506	1.3	24,209	2.5
EBITDA Margin (%)	19.7	20.2	-63bps	20.2	-55bps	19.7	0bps
Other Income	4,308	3,209	34.2	3,808	13.1	3,300	30.5
Interest	141	207	-31.6	168	-15.9	175	-19.2
Depreciation	1,109	937	18.3	1,111	-0.2	1,125	-1.4
PBT	27,875	26,218	6.3	27,034	3.1	26,209	6.4
Tax	6,915	6,335	9.2	6,541	5.7	6,290	9.9
PAT (Adjusted)	20,960	19,883	5.4	20,493	2.3	19,919	5.2

Source: Company data, I-Sec research

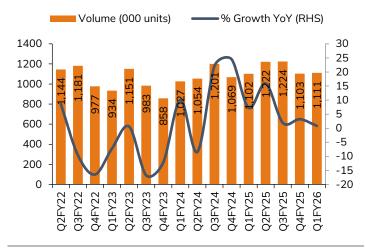
Exhibit 2: Earnings revision

Particulars		FY26E			FY27E	
	Old	Revised	% Change	Old	Revised	% Change
Volume (units)	50,90,207	50,38,802	-1%	55,49,436	54,95,452	-1%
2Ws	43,71,913	43,25,748	-1%	47,74,205	47,24,809	-1%
3Ws	7,18,294	7,13,054	-1%	7,75,230	7,70,643	-1%
Revenue (INR mn)	5,62,927	5,59,107	-1%	6,32,109	6,28,185	-1%
EBITDA (INR mn)	1,15,582	1,14,287	-1%	1,32,835	1,32,134	-1%
EBITDA margin (%)	20.5%	20.4%	-10bps	21.0%	21.0%	-
PAT (INR mn)	96,066	95,082	-1%	1,10,216	1,09,684	0%
EPS (INR)	344.1	340.6	-1%	394.8	392.9	0%

Source: Company data, I-Sec research

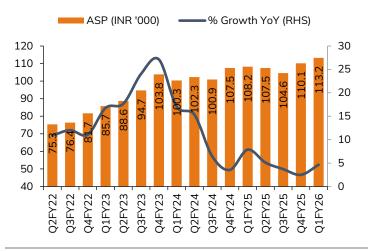


Exhibit 3: Volume and growth trend



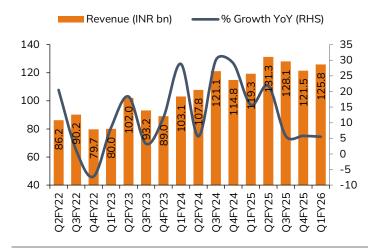
Source: Company data, I-Sec research

Exhibit 4: ASP and growth trend



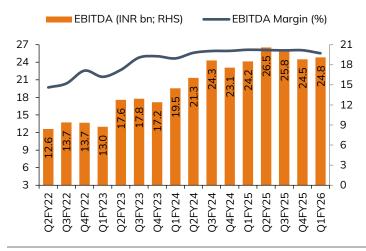
Source: Company data, I-Sec research

Exhibit 5: Revenue and growth trend



Source: Company data, I-Sec research

Exhibit 6: EBITDA and margin trend



Source: Company data, I-Sec research

Downside risks

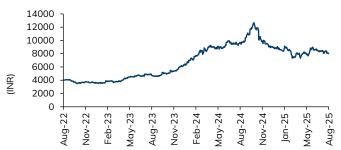
- Slower than expected volume growth in domestic and international markets.
- Impact on profitability due to higher competitive intensity / ramp-up of EV biz.
- Losses at subsidiaries (Finance, KTM) are dragging overall performance and requiring higher investment from parent BJAUT.

Exhibit 7: Shareholding pattern

%	Dec'24	Mar'25	Jun'25
Promoters	55.0	55.0	55.0
Institutional investors	23.0	22.0	22.4
MFs and others	6.2	6.5	7.7
Insurance Cos	4.4	3.8	4.3
FIIs	12.5	11.6	10.4
Others	22.0	23.0	22.6

Source: Bloomberg, I-Sec research

Exhibit 8: Price chart



Source: Bloomberg, I-Sec research



Financial Summary

Exhibit 9: Profit & Loss

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Net Sales	4,46,852	5,00,103	5,59,107	6,28,185
Operating Expenses	25,813	29,947	32,561	35,943
EBITDA	88,229	1,00,988	1,14,287	1,32,134
EBITDA Margin (%)	19.7	20.2	20.4	21.0
Depreciation & Amortization	3,498	4,001	4,110	4,257
EBIT	84,731	96,987	1,10,178	1,27,877
Interest expenditure	535	677	700	750
Other Non-operating Income	14,025	14,209	15,630	17,193
Recurring PBT	98,220	1,10,519	1,25,108	1,44,320
Profit / Loss from Associates	-	-	-	-
Less: Taxes	23,432	29,005	30,026	34,637
PAT	74,788	81,514	95,082	1,09,684
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	-	-	-	-
Net Income (Reported) Net Income (Adjusted)	74,788 74,788	81,514 81,514	95,082 95,082	1,09,684 1,09,684

Source Company data, I-Sec research

Exhibit 10: Balance sheet

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Total Current Assets	56,242	79,599	83,586	1,13,043
of which cash & cash eqv.	5,366	13,286	15,375	35,500
Total Current Liabilities & Provisions	79,053	80,028	89,614	99,962
Net Current Assets	(22,811)	(429)	(6,029)	13,081
Investments	2,44,946	2,96,524	3,51,524	3,96,524
Net Fixed Assets	31,987	35,508	39,180	42,838
ROU Assets	-	-	-	-
Capital Work-in-Progress	275	283	415	454
Total Intangible Assets	-	-	-	-
Other assets	-	-	-	-
Deferred Tax assets	2,549	(2,417)	(2,417)	(2,417)
Total Assets	2,56,946	3,29,469	3,82,674	4,50,480
Liabilities				
Borrowings	8,341	8,000	8,000	8,000
Deferred Tax Liability	-	-	-	-
Provisions	-	-	-	-
Other Liabilities	-	-	-	-
Equity Share Capital	2,792	2,792	2,792	2,792
Reserves & Surplus	2,45,813	3,18,677	3,71,882	4,39,688
Total Net Worth	2,48,605	3,21,469	3,74,674	4,42,480
Minority Interest	-	-	-	-
Total Liabilities	2,56,946	3,29,469	3,82,674	4,50,480

Source Company data, I-Sec research

Exhibit 11: Quarterly trend

(INR mn, year ending March)

	Sep-24	Dec-24	Mar-25	Jun-25
Net Sales	1,31,275	1,28,069	1,18,817	1,25,845
% growth (YOY)	22	6	3.5	5.5
EBITDA	26,522	25,807	23,745	24,818
Margin %	20.2	20.2	20.0	19.7
Other Income	3,845	3,347	3,300	4,308
Extraordinaries				
Adjusted Net Profit	20,050	21,087	19,661	20,960

Source Company data, I-Sec research

Exhibit 12: Cashflow statement

(INR mn, year ending March)

	FY24A	FY25A	FY26E	FY27E
Operating Cashflow	97,971	71,729	1,07,582	1,15,706
Working Capital Changes	19,150	(14,464)	7,690	1,015
Capital Commitments	(7,781)	(7,530)	(7,915)	(7,954)
Free Cashflow	90,190	64,199	99,668	1,07,752
Other investing cashflow	(16,225)	(52,255)	(55,700)	(45,750)
Cashflow from Investing Activities	(24,005)	(59,785)	(63,615)	(53,704)
Issue of Share Capital	(38)	-	-	-
Interest Cost	(57,426)	54,943	0	0
Inc (Dec) in Borrowings	8,341	(341)	-	-
Dividend paid	(22,334)	(58,628)	(41,877)	(41,877)
Others	-	-	-	-
Cash flow from Financing Activities	(71,457)	(4,025)	(41,877)	(41,877)
Chg. in Cash & Bank balance	2,509	7,918	2,091	20,125
Closing cash & balance	5,366	13,285	15,376	35,500

Source Company data, I-Sec research

Exhibit 13: Key ratios

(Year ending March)

	FY24A	FY25A	FY26E	FY27E
Per Share Data (INR)				
Reported EPS	267.9	292.0	340.6	392.9
Adjusted EPS (Diluted)	267.9	292.0	340.6	392.9
Cash EPS	280.4	306.3	355.3	408.1
Dividend per share (DPS)	80.0	210.0	150.0	150.0
Book Value per share (BV)	890.5	1,151.5	1,342.1	1,584.9
Dividend Payout (%)	29.9	71.9	44.0	38.2
Growth (%)				
Net Sales	22.7	11.9	11.8	12.4
EBITDA	34.7	14.5	13.2	15.6
EPS (INR)	34.7	9.0	16.6	15.4
Valuation Ratios (x)				
P/E	30.5	28.0	24.0	20.8
P/CEPS	29.2	26.7	23.0	20.0
P/BV	9.2	7.1	6.1	5.2
EV / EBITDA	23.4	20.1	17.6	14.9
EV / Sales	4.6	4.1	3.6	3.1
Profitability Ratios				
Gross Profit Margins (%)	25.5	26.2	26.3	26.8
EBITDA Margins (%)	19.7	20.2	20.4	21.0
EBIT Margins (%)	19.0	19.4	19.7	20.4
Net Profit Margins (%)	16.7	16.3	17.0	17.5
RoCE (%)	29.4	28.0	26.9	26.5
RoE (%)	29.7	28.6	27.3	26.8
Dividend Yield (%)	1.0	2.6	1.8	1.8
Operating Ratios				
Fixed Asset Turnover (x)	13.9	14.0	14.1	14.5
Inventory Turnover Days	14	14	14	14
Receivables Days	17	17	17	17
Payables Days	79	71	70	70
Effective Tax Rate (%)	23.9	26.2	24.0	24.0
Net Debt / Equity (x)	(0.9)	(0.8)	(0.7)	(0.7)
Net Debt / EBITDA (x)	(2.5)	(2.5)	(2.4)	(2.4)
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Source Company data, I-Sec research



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