RESULT REPORT Q4 FY24 | Sector: Automobile

Bajaj Auto Ltd

Margins expansion to continue

Valuation and View - Volume outperformance to continue in FY25

BJAUT's 4QFY24 results were operationally better as EBITDA came in better by 5.5-7% to our/consensus. This was led by better then expected ASPs at Rs107.5k (est Rs104.3k). EBITDA margins expanded ~80bp YoY at 20.1% (flat QoQ) was due to 1) favorable currency and product mix, 2) benign RM, and 3) operating leverage. We believe, margins expansion to be gradual given positive impact of favorable mix (increasing share of premium ICE and 3W), operating leverage to off-set by increasing share of EVs (even though PLI benefits are expected to accrue). Overall demand outlook is improving as 1) domestic 2W industry volumes expected to grow 7-8%, 2) domestic 3W volumes to continue current volume momentum led by conversion from diesel to CNG and from e-rick to e-auto, 3) exports – 2Ws to see gradual recovery while opening up of Egypt market to provide cushion to muted 3W volumes.

Bajaj Auto continue to up the game in domestic EV space as it targets volume rampup for Chetak as well as EV 3W, led by new launches and network expansion. This will further be supported by captive financing arm (BACL). The near-term focus is to 1) increase distribution for Chetak (to ~600 stores in 1HFY25 from 200 in FY24) and 2) New EV 2W launch in 1QFY25E and 3) network expansion for EV 3W. We believe, BJUAT to continue outpace domestic 2W volume growth of 7-8% while exports recovery likely to be gradual. We raise FY25/26 EPS by ~3.5-4% each to build in for better ASP and Qute exports. We build revenue/EBITDA/Adj. PAT CAGR of 18.1%/21.2%/19.4% over FY24-26E and maintain an ADD with TP of Rs9,966 (earlier Rs8,715) at 25x Mar'26 EPS (v/s 23x earlier), given improved EV narrative and diversified product portfolio to de-risk segmental slowdown, if any.

Result Highlights -

- Revenues grew ~29% YoY/-5.2% QoQ at ~Rs114.8b (est Rs111.4b) led by 24.3% YoY (-11% QoQ) increase in volumes while ASP grew 3.8% YoY/ +6.6% QoQ at ~Rs107.5k/unit (est Rs104.3k/unit). This was led by favorable product mix.
- Gross margins contracted ~50bp YoY (+80bp QoQ) at 29.7% (est 30%). However, sustained cost control and favorable product mix helped EBITDA growth of ~34.4% YoY/ -5.1% QoQ at ~Rs23.1b (est Rs21.6b). Consequently, margins expanded 80bp YoY/ flat QoQ at 20.1% (est 19.4%, cons 19.7%). The management indicated within EVs, cost rationalization and alternate sourcing helped offset drag from volumes ramp-up. Led by healthy op. performance partially offset by lower other income at Rs3.5b (est Rs3.9b, flat QoQ), Adj. PAT came in line at ~Rs19.4b (+35% YoY/-5.2% QoQ, est Rs18.9b, cons Rs18.4b). Share of profit from Pierer Bajaj AG (PBAG) at Rs839m (v/s Rs1.8b reported in 2QFY24).

Exhibit 1: Actual vs estimates

		Est	imate	% va	Remarks	
Rs m	Actual	YES Sec	Consensus	YES Sec	Consensus	
Sales	114,847	111,437	111,143	3.1	3.3	Better than
EBITDA	23,063	21,598	21,870	6.8	5.5	expected ASP drive
EBITDA %	20.1	19.4	19.7	70bp	40bp	EBITDA.
Adjusted PAT	19,360	18,662	18,442	3.7	5.0	

Source: Company, YES Sec



Reco	:	ADD
СМР	:	Rs 9,018
Target Price	:	Rs 9,966
Potential Return	:	+10.5%

Stock data (as on April 18, 2024)

Nifty	22,148
52 Week h/I (Rs)	9,358 / 4,175
Market cap (Rs/USD mn)	24,90,046 / 29,814
Outstanding Shares (mn)	279
6m Avg t/o (Rs mn):	3,220
Div yield (%):	1.5
Bloomberg code:	BJAUT IN
NSE code:	BAJAJ-AUTO

Stock performance



Shareholding pattern (As of Dec'23 end)

54.9%
23.4%
21.7%

Δ in stance

(1-Yr)	New	Old
Rating	ADD	ADD
Target Price	9,966	8,715

Δ in earnings estimates

	FY25E	FY26E
EPS (New)	333.2	395.5
EPS (Old)	321.3	378.9
% change	+3.7%	+4.4%

Financial Summary

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Y/E MARCH	2024	2025E	2026E
Sales	446.9	528.5	623.2
EBITDA	88.2	107.7	129.6
Adj. PAT	77.5	93.0	110.4
Adj. EPS (INR)	277.5	333.2	395.5
EPS Gr. (%)	27.5	20.1	18.7
BV/Sh. (INR)	890	1,081	1,307
RoE (%)	30.8	33.8	33.1
RoCE (%)	37.8	41.4	41.6
Payout (%)	28.8	39.7	39.9
P/E (x)	32.5	27.1	22.8
P/BV (x)	10.1	8.3	6.9
EV/EBITDA (x)	25.8	20.8	16.8
Div. Yield (%)	0.9	1.3	1.5

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Exhibit 2: Quarterly snapshot

Y/e Mar (Rs.mn)	Q4FY24	Q4FY23	YoY chg %	Q3FY24	FY24	FY23	YoY chg %
Net Revenues	114,847	89,047	29.0	121,135	446,852	364,276	22.7
Raw Materials	80,702	62,135	29.9	86,096	317,434	260,548	21.8
% of Net Sales	70.3%	69.8%		71.1%	71.0%	71.5%	
Personnel	3,872	3,620	7.0	3,846	15,376	14,449	6.4
% of Net Sales	3.4%	4.1%		3.2%	3.4%	4.0%	
Manufacturing & Other Exp	7,210	6,126	17.7	6,895	25,813	23,788	8.5
% of Net Sales	6.3%	6.9%		5.7%	5.8%	6.5%	
Total Expenditure	91,784	71,882	27.7	96,836	358,623	298,785	20.0
EBITDA	23,063	17,166	34.4	24,299	88,229	65,491	34.7
EBITDA Margin (%)	20.1%	19.3%		20.1%	19.7%	18.0%	
Depreciation	906	742	22.1	881	3,498	2,824	23.9
EBIT	22,157	16,424	34.9	23,418	84,731	62,667	35.2
Interest Expenses	228	157	44.7	121	535	395	35.5
Non-operating income	3,487	2,598	34.2	3,461	14,025	11,814	18.7
Extraordinary Expenses	-	-		-	-	-	
PBT	25,416	18,865	34.7	26,758	98,220	74,086	32.6
Tax-Total	6,056	4,536	33.5	6,339	23,432	17,810	31.6
Tax Rate (%) - Total	23.8%	24.0%		23.7%	23.9%	24.0%	
Reported PAT	19,360	14,329	35.1	20,419	74,788	56,276	32.9
Adj. PAT	20,199	17,640	14.5	20,419	77,464	61,569	25.8
PAT Margin	17.6%	19.8%		16.9%	17.3%	16.9%	
Sales Volume (nos)	1,068,576	859,923	24.3	1,200,997	4,350,933	3,927,857	10.8
Net Realisation/Vehicle	107,476	103,553	3.8	100,862	102,703	92,742	10.7
Material cost / vehicle	75,523	72,256	4.5	71,687	72,958	66,333	10.0
Gross Profit / vehicle	31,954	31,296	2.1	29,175	29,745	26,408	12.6
Employee cost /vehicle	3,624	4,210	(13.9)	3,202	3,534	3,679	(3.9)
Other expenses / vehicle	6,748	7,124	(5.3)	5,741	5,933	6,056	(2.0)
EBITDA/vehicle	21,582	19,962	8.1	20,232	20,278	16,674	21.6
Net Profit/vehicle	18,903	20,514	(7.9)	17,002	17,804	15,675	13.6

Source- Company, YES Sec

KEY CON-CALL HIGHLIGHTS

Exports

- Demand Except for few markets, recovery in many markets is underway. EV opportunity started to open-up in few markets as well. Expect exports volumes to be better YoY.
 - Stress markets yet to see full recovery Nigeria, Bangladesh, Kenia, Egypt, and Argentina.
 - Balanced market (growing/stable markets) to continue offer growth LATAM and ASEAN – 26% growth in Pulsar.
 - New (new territories and new segment) to provide incremental growth Brazil have started production in Jun'23 allowing to serve pent-up demand.
- Egypt have approved Quadricycle for public transportation (where 3W is banned since 2022). Egypt run-rate was ~5-6k units per month (peak was at ~8-9k per month) before the ban. Current Quadricycle run-rate is ~4k per annum of exports.

Domestic

- Expect 2W industry to grow at 7-8% in FY25E with upper half of the segment to continue grow faster. Expect BJAUT to grow faster than industry.
 - o BJAUT retails grew 2x vs industry overall and in >125cc retail grew 4x of industry.
 - >125cc segment market share in ~27% (+5% YoY and 2% behind the leader). 9 new launches in FY24. Pulsar is now ~Rs100b brand.
- New product launches to launch CNG motorcycle keeping in mind the mass segment (cost aspects) with availability of dual fuel options (both CNG and Petrol).
- 3W Market share at ~88% (+5% YoY). 3W growth ahead will be more organic and will be
 led by expansion in CNG network as recovery is broad based. 3W volume growth will be
 driven by E Auto in markets where ICE is restricted (~45% of the market) as well as
 counter to E-rickshaw.
 - EV 3W network ramped-up to ~60 cities (~30% of the market is addressed). Expect network to grow by 2x in 1QFY25 by adding 1 store every 2 days.
 - EV 3W market share is ~30% overall and ~60% in markets where co have presence of at least 6 months.
 - Contribution of L5 segment in 3W industry is at crossed 10% (first time).
 - Subsidy impact due to EMPS would be ~Rs200m on the overall inventory of <7.5k units.
 - o Mar'24 volumes were at 2.4k and 4QFY24 volumes were at 6.5k units.
- Chetak closed FY24 at no 3 position (vs 6 in FY23). Expect growth in EV should continue albeit at lower rate led by lower subs in FY25E.
 - Network expansion targeted from ~200 stores as of FY24 to ~600 in 1HFY25E.
 - Expect couple of new Chetak launches over 1HFY25E (one of them will be better priced product targeting volumes). There are no capacity constraints for EVs.
 - Reduction in running cost per KM is the single largest USP for EVs today.
- KTM highest ever volumes in FY24. Focus will be do develop sports segment during FY25E.
- Triumph Three focus points for FY25E



- Network to be scaled up to ~150 cities in 1HFY25E (vs~56/41 cities as of 4Q/3QFY24),
- Develop overall brand experience and
- support Triumph UK to expand for exports. Expect expansion of Triumph portfolio in 2HFY25E.
- Captive Finance arm (Bajaj Auto Credit Limited) have commenced operation and started to build book from Jan'24. Capital infusion of further ~Rs22.5b approved (in addition to ~Rs6b approved earlier).
 - Have started with few territories with current coverage of ~35% and expect to reach 100% coverage by FY25E.
 - Motorcycle finance penetration at ~70% (flat QoQ) and 3W is ~90%. Share of Bajaj finance is ~70% of 70% within 2Ws.

Financials

- RM basket is stable QoQ. Aluminum and Copper price have started to go up led by recent geopolitical volatility. Will be able to cushion impact if any by price hikes.
- Currency realizations at ~Rs83/USD (vs ~Rs83.2/USD in 3QFY24 and ~Rs81.5/USD YoY).
- Spares sales at >Rs13b in 4QFY24 (vs Rs13b in 3QFY24, Rs12-12.5b for 2QFY24, ~Rs12b in 1QFY24).
- **EV 2W margins** Cost savings on EV front such as cost rationalization and alternate sourcing helped offset drag from EV volumes ramp-up. Overall company level margins are expected to remain at current levels.
- **EV 3W margins** With PLI benefits, EV 3W portfolio will have margins at par with ICE portfolio.
- Have received PLI certificate for all EV 3W (~5 models) and Chetak models (both) from the testing agency.
- Cash and equivalents stood at Rs163.9b (v/s Rs184.4b as of 3QFY24 and Rs174.4b as of FY23).
- Expect capex at Rs7-8b largely for EV and premium product line-up.



FINANCIALS

Exhibit 3: Balance Sheet

Y/E March	2021	2022	2023	2024	2025E	2026E
Share Capital	2,894	2,894	2,830	2,792	2,792	2,792
Reserves	249,129	263,794	251,429	245,813	298,979	362,135
Net Worth	252,023	266,688	254,259	248,605	301,771	364,927
Deferred Tax	5,221	4,033	3,452	5,069	327	(5,317)
Loans	1,606	1,591	1,578	9,907	9,907	9,907
Capital Employed	258,850	272,312	259,288	263,582	312,005	369,517
Gross Fixed Assets	42,746	45,616	57,271	65,639	74,882	84,882
Less: Depreciation	26,620	27,787	30,611	34,110	38,114	42,668
Net Fixed Assets	16,126	17,829	26,660	31,530	36,768	42,214
Capital WIP	160	768	819	243	1,000	1,000
Investments	226,833	238,699	229,733	245,414	250,322	255,329
Current Assets	72,183	61,923	54,061	65,320	113,830	177,000
Inventory	14,939	12,305	13,979	16,956	24,615	29,026
Sundry Debtors	27,169	15,164	17,761	21,224	21,719	25,611
Cash & Bank Balances	5,051	5,640	2,858	5,366	41,743	91,997
Loans & Advances	110	87	59	53	62	73
Others	24,915	28,727	19,405	21,721	25,690	30,293
Current Liab. & Prov.	56,452	46,907	51,986	78,925	89,915	106,026
Sundry Creditors	45,738	36,332	40,739	56,102	57,918	68,295
Other Liabilities	9,170	9,025	9,582	20,933	24,757	29,193
Provisions	1,544	1,551	1,665	1,891	7,240	8,537
Net Current Assets	15,732	15,016	2,075	-13,605	23,915	70,974
Application of Funds	258,850	272,312	259,288	263,582	312,005	369,517

Source: Company, YES Sec



Exhibit 4: Income statement

Y/E March	2021	2022	2023	2024	2025E	2026E
Volumes	3,972,914	4,308,433	3,927,857	4,350,933	4,909,023	5,596,565
Change (%)	-13.9	8.4	-8.8	10.8	12.8	14.0
Net Sales	277,411	331,447	364,276	446,852	528,502	623,196
Change (%)	(7.3)	19.5	9.9	22.7	18.3	17.9
Total Expenditure	228,126	278,861	298,785	358,623	420,799	493,621
EBITDA	49,285	52,586	65,491	88,229	107,703	129,575
Change (%)	(3.3)	6.7	24.5	34.7	22.1	20.3
EBITDA Margins (%)	17.8	15.9	18.0	19.7	20.4	20.8
Depreciation	2,593	2,692	2,824	3,498	4,005	4,553
EBIT	46,692	49,895	62,667	84,731	103,698	125,022
Int. & Fin. Charges	67	87	395	535	589	530
Other Income	12,765	12,092	11,814	14,025	15,459	16,595
Non-recurring Exp.	0	-3,153	0	0	0	0
PBT	59,390	65,053	74,086	98,220	118,568	141,087
Tax	13,844	14,865	17,810	23,432	28,456	33,861
Effective Rate (%)	23.3	22.8	24.0	23.9	24.0	24.0
PAT	45,546	50,189	56,276	74,788	90,111	107,226
Change (%)	(10.7)	10.2	12.1	32.9	20.5	19.0
Add: Share in profit of associates	3,063	5,795	5,293	2,676	2,917	3,179
Adj. PAT	48,609	53,552	61,569	77,464	93,028	110,405
Change (%)	(10.3)	10.2	15.0	25.8	20.1	18.7

Source: Company, YES Sec

Exhibit 5: Cash Flow Statement

Y/E March	2021	2022	2023	2024	2025E	2026E
Profit before Tax	59,390	65,053	74,086	98,220	103,698	125,022
Interest/Div. Received	10,030	9,051	7,522	8,275	15,459	16,595
Depreciation & Amort.	2,593	2,692	2,824	3,498	4,005	4,553
Direct Taxes Paid	(13,397)	(17,015)	(19,184)	(23,826)	(33,199)	(39,504)
(Inc)/Dec in Working Capital	(5,105)	6,009	7,234	10,171	(1,142)	3,194
Other Items	(22,373)	(26,866)	(17,363)	(21,556)	(14,870)	(16,066)
CF from Oper. Activity	31,139	38,923	55,119	74,783	73,950	93,795
Extra-ordinary Items	-	3,153	-	-	-	-
CF after EO Items	31,139	42,076	55,119	74,783	73,950	93,795
(Inc)/Dec in FA+CWIP	(2,509)	(5,176)	(8,421)	(7,989)	(10,000)	(10,000)
Free Cash Flow	28,630	33,747	46,698	66,794	63,950	83,795
(Pur)/Sale of Invest.	(26,145)	4,217	21,760	6,597	(4,908)	(5,006)
CF from Inv. Activity	(28,654)	(960)	13,338	(1,392)	(14,908)	(15,006)
Inc. / Dec.in Networth	-	-	(30,939)	(40,172)	(O)	0
Inc/(Dec) in Debt	(53)	-	-	9,192	-	-
Interest Paid	(55)	(74)	(380)	(519)	(589)	(530)



Y/E March	2021	2022	2023	2024	2025E	2026E
Dividends Paid	(87)	(40,490)	(40,470)	(39,602)	(36,946)	(44,070)
CF from Fin. Activity	(195)	(40,563)	(71,789)	(71,101)	(37,534)	(44,600)
Inc/(Dec) in Cash	2,290	553	(3,332)	2,290	21,507	34,188
Add: Beginning Bal.	2,761	5,087	5,526	2,196	5,366	41,743
Closing Balance	5,051	5,640	2,194	4,486	26,873	75,932

Source- Company, YES Sec

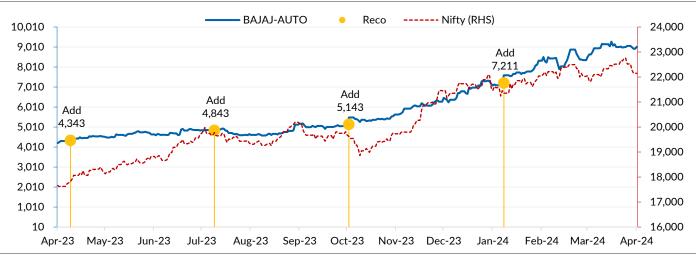
Exhibit 6: Growth and Ratio matrix

Y/E March	2021	2022	2023	2024	2025E	2026E
Basic (INR)						
Consol EPS	168.0	185.1	217.6	277.5	333.2	395.5
EPS growth (%)	(10.3)	10.2	17.6	27.5	20.1	18.7
Consol Cash EPS	176.9	194.4	227.6	290.0	347.6	411.8
Book Value per Share	870.9	921.6	898.6	890.5	1,080.9	1,307.1
DPS	140.0	140.0	140.0	80.0	113.9	135.8
Payout (Incl. Div. Tax) %	83.3	75.7	64.3	28.8	39.7	39.9
Valuation (x)						
P/E	53.7	48.7	41.4	32.5	27.1	22.8
Cash P/E	51.0	46.4	39.6	31.1	25.9	21.9
EV/EBITDA	48.3	45.0	35.4	25.8	20.8	16.8
EV/Sales	8.6	7.1	6.4	5.1	4.2	3.5
Price to Book Value	10.4	9.8	10.0	10.1	8.3	6.9
Dividend Yield (%)	1.6	1.6	1.6	0.9	1.3	1.5
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Profitability Ratios (%)	0.1.5					
RoE	21.5	20.6	23.6	30.8	33.8	33.1
RoCE	19.7	23.3	28.0	37.8	41.4	41.6
RoIC	156.1	110.9	123.7	170.7	206.6	201.1
Turnover Ratios						
Debtors (Days)	35.7	16.7	17.8	17.3	15.0	15.0
Inventory (Days)	19.7	13.6	14.0	13.9	17.0	17.0
Creditors (Days)	60.2	40.0	40.8	45.8	40.0	40.0
Working Capital (Days)	(4.8)	(9.8)	(9.0)	(14.6)	(8.0)	(8.0)
Asset Turnover (x)	1.1	1.2	1.4	1.7	1.7	1.7
Fixed Asset Turnover	6.6	7.5	7.1	7.3	7.5	7.8

Source- Company, YES Sec



Recommendation Tracker



Source - YES Sec



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