



## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2007

(Rs. in Million)

|   | QUARTER ENDED 30.09.2007 ( Unaudited) | QUARTER ENDED 30.09.2006 (Unaudited) | HALF YEAR ENDED 30.09.2007 (Unaudited) | HALF YEAR ENDED 30.09.2006 (Unaudited) | YEAR<br>ENDED<br>31.03.2007<br>(Audited) |
|---|---------------------------------------|--------------------------------------|--|--|--|
| Sales in numbers  | 614,093                               | 708,124                              | 1,185,684                              | 1,355,218                              | 2,721,824                                |
| Gross Sales & Income from Operations                            | 26378.8                               | 27751.4                              | 49994.8                                | 52805.0                                | 108342.7                                 |
| Less: Excise duty   | 2756.0                                | 3391.7                               | 5280.9                                 | 6418.7                                 | 13138.6                                  |
| Net Sales & Income from Operations (See note 3)                 | 23622.8                               | 24359.7                              | 44713.9                                | 46386.3                                | 95204.1                                  |
| Other Income  | 1472.3                                | 1424.3                               | 2499.2                                 | 2369.9                                 | 5556.4                                   |
| TOTAL INCOME  | 25095.1                               | 25784.0                              | 47213.1                                | 48756.2                                | 100760.5                                 |
| EXPENDITURE:  |                                       |                                      |  |  |  |
| a) (Increase) / decrease in stock in trade and work in progress | (248.8)                               | 68.4                                 | (221.8)                                | 292.4                                  | 9.0                                      |
| b) Consumption of raw materials                                 | 16611.8                               | 17123.3                              | 31178.0                                | 31933.2                                | 66627.0                                  |
|   |                                       |                                      |  |  |  |

| c) Purchase of traded goods                             | 703.7   | 500.1   | 1370.7  | 1010.1  | 2374.1  |
|---|---------|---------|---------|---------|---------|
| d) Employees Cost                                       | 735.2   | 725.9   | 1721.9  | 1569.9  | 3015.2  |
| e) Depreciation   | 487.2   | 491.7   | 977.4   | 972.9   | 1902.6  |
| f) Other expenditure                                    | 2061.6  | 2345.2  | 4183.2  | 4430.9  | 9329.6  |
| g) Expenses capitalised                                 | (25.8)  | (55.1)  | (56.8)  | (120.8) | (320.5) |
| Total   | 20324.9 | 21199.5 | 39152.6 | 40088.6 | 82937.0 |
| Interest  | 13.6    | 20.0    | 14.2    | 27.3    | 53.4    |
| Exceptional items                                       |         |         |         |         |         |
| Export incentives accrued in previous year written off  | -       | -       | -       | 103.9   | 103.9   |
| Compensation paid under Voluntary<br>Retirement Schemes | -       | 126.0   | -       | 137.8   | 385.7   |
| Provision for write downs (See note 4)                  | 77.4    | -       | 77.4    | -       | -       |
| Profit / (Loss) from ordinary activities before tax     | 4679.2  | 4438.5  | 7968.9  | 8398.6  | 17280.5 |
| Tax expense (Including Fringe Benefit<br>Tax)           | 1315.0  | 1250.0  | 2340.0  | 2550.0  | 4900.9  |
| Net Profit / (Loss) from ordinary activities after tax  | 3364.2  | 3188.5  | 5628.9  | 5848.6  | 12379.6 |
| Prior period adjustments (net)                          | -       | (12.6)  | -       | (12.6)  | (8.6)   |
| Net Profit / (Loss) for the period                      | 3364.2  | 3175.9  | 5628.9  | 5836.0  | 12371.0 |
| Paid un Equity Share Canital (Face value                |         |         |         |         |         |

| of Rs 10/-)   | 1011.8 | 1011.8 | 1011.8     | 1011.8     | 1011.8     |
|---|--------|--------|------------|------------|------------|
| Reserves excluding Revaluation Reserves as at 31 March 2007     |        |        |            |            | 54331.4    |
| Basic and Diluted Earnings Per<br>Share ( Rs.) (not annualised) |        |        |            |            |            |
| a) before extraordinary items                                   | 33.2   | 31.4   | 55.6       | 57.7       | 122.3      |
| b) after extraordinary items                                    | 33.2   | 31.4   | 55.6       | 57.7       | 122.3      |
| Public shareholding   |        |        |            |            |            |
| No. of shares   |        |        | 69,024,067 | 69,037,225 | 68,986,672 |
| Percentage of Shareholding                                      |        |        | 68.22%     | 68.23%     | 68.18%     |

CONSOLIDATED FINANCIAL AND SEGMENT-WISE RESULTS OF BAJAJ AUTO LIMITED AND ITS SUBSIDIARIES, JOINT VENTURES AND ASSOCIATES

#### **UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBETR 30, 2007** (Rs. in Million) **HALF YEAR QUARTER HALF YEAR QUARTER YEAR ENDED ENDED ENDED ENDED ENDED** 30.09.2007 30.09.2006 30.09.2007 30.09.2006 31.03.2007 ( Unaudited (Unaudited (Unaudited (Unaudited (Audited) **Net Sales & Income from operations** 25833 4 25388 6 47897 7 48331 4 1011867

| (See note 3)  | <b>4</b> 3033.7 | 23300.0 | 7/09/./ | 70331.7 | 101100./ |
|---|-----------------|---------|---------|---------|----------|
|   |                 |         |         |         |          |
| EXPENDITURE:  |                 |         |         |         |          |
| a) (Increase) / decrease in stock-in-trade and work in progress | (248.6)         | 68.6    | (221.4) | 304.1   | 22.4     |
| b) Consumption of raw materials                                 | 16626.4         | 17123.4 | 31229.3 | 31931.7 | 66594.0  |
| c) Purchase of traded goods                                     | 703.7           | 500.1   | 1370.7  | 1010.1  | 2374.1   |
| d) Employees Cost   | 757.2           | 731.8   | 1764.4  | 1581.8  | 3059.5   |
| e) Depreciation   | 489.9           | 492.3   | 981.1   | 974.2   | 1905.9   |
| f) Other expenditure  | 2159.0          | 2343.6  | 4358.9  | 4422.2  | 9428.3   |
| g) Expenses capitalised   | (25.8)          | (55.1)  | (56.8)  | (120.8) | (320.5)  |
| Total   | 20461.8         | 21204.7 | 39426.2 | 40103.3 | 83063.7  |
| Interest  | 13.6            | 20.0    | 14.2    | 27.3    | 55.4     |
| Exceptional items   |                 |         |         |         |          |
| Export incentives accrued in previous year written off          | -               | -       | -       | 103.9   | 103.9    |
| Compensation paid under Voluntary<br>Retirement Schemes         | -               | 126.0   | -       | 137.8   | 385.7    |
|   |                 |         |         |         |          |

| Provision for write downs (See note 4)   | 77.4   | -      | 77.4   | -      | -       |
|--|--------|--------|--------|--------|---------|
|  |        |        |        |        |         |
| Profit / (Loss) from ordinary activities before tax and share of profit on Investments in Associates | 5280.6 | 4037.9 | 8379.9 | 7959.1 | 17578.0 |
|  |        |        |        |        |         |
| Add: Share of Profit after tax on Investments in Associates  | 17.5   | 25.6   | 35.8   | 39.9   | 203.9   |
|  |        |        |        |        |         |
| Profit / (Loss) from ordinary activities before tax  | 5298.1 | 4063.5 | 8415.7 | 7999.0 | 17781.9 |
|  |        |        |        |        |         |
| Tax expense (Including Fringe Benefit Tax)   | 1499.4 | 1300.2 | 2659.1 | 2719.5 | 5279.5  |
|  |        |        |        |        |         |
| Profit / (Loss) from ordinary activities after tax   | 3798.7 | 2763.3 | 5756.6 | 5279.5 | 12502.4 |
| Prior period adjustments   |        |        |        |        |         |
| Tax credits pertaining to earlier years  | -      | -      | -      | -      | 4.9     |
| Others (net)   | -      | (12.6) | -      | (12.6) | (8.6)   |
|  | 3798.7 | 2750.7 | 5756.6 | 5266.9 | 12498.7 |
|  |        |        |        |        |         |

| Less: Minority Interest in Net Income of subsidiaries       | 134.1  | (117.0) | 80.5   | (158.5) | 5.2     |
|---|--------|---------|--------|---------|---------|
| Net Profit / (Loss) from ordinary activities after tax      | 3664.6 | 2867.7  | 5676.1 | 5425.4  | 12493.5 |
| Adjustments on account of write down of deferred tax assets | -      | -       | -      | -       | 10.7    |
| Net Profit / (Loss) for the period                          | 3664.6 | 2867.7  | 5676.1 | 5425.4  | 12482.8 |
| Paid up Equity Share Capital (Face value of Rs 10/-)        | 1011.8 | 1011.8  | 1011.8 | 1011.8  | 1011.8  |
| Reserves excluding Revaluation Reserves as at 31 March 2007 |        |         |        |         | 60496.5 |
| Basic and Diluted Earnings Per Share (Rs.) (not annualised) |        |         |        |         |         |
| a) before extraordinary items                               | 36.2   | 28.3    | 56.1   | 53.6    | 123.5   |
| b) after extraordinary items                                | 36.2   | 28.3    | 56.1   | 53.6    | 123.4   |

# SEGMENT-WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs. In Lakhs)

|   | QUARTER ENDED 30.09.2008 (Unaudited) | QUARTER ENDED 30.09.2007 (Unaudited) | HALF YEAR ENDED 30.09.2008 (Unaudited) | HALF YEAR ENDED 30.09.2007 (Unaudited) | YEAR<br>ENDED<br>31.03.2008<br>(Audited) |
|---|--------------------------------------|--------------------------------------|--|--|--|
| Segment Revenue                               |                                      |                                      |  |  |  |
| Automotive                                    | 254843                               | 236182                               | 485919                                 | 447047                                 | 904617                                   |
| Investment                                    | 2210                                 | 2595                                 | 5088                                   | 5928                                   | 12267                                    |
| Total   | 257073                               | 238777                               | 491007                                 | 452975                                 | 916884                                   |
| Segment Profit/(Loss) before Tax and Interest |                                      |                                      |  |  |  |
| Automotive                                    | 24968                                | 33351                                | 48293                                  | 57425                                  | 101722                                   |
| Investment                                    | 2210                                 | 2595                                 | 5088                                   | 5928                                   | 12267                                    |
| Total   | 27178                                | 35946                                | 53381                                  | 63353                                  | 113989                                   |
| Less: Interest                                | 587                                  | 136                                  | 679                                    | 142                                    | 516                                      |
| Total Profit Before Tax                       | 26591                                | 35810                                | 52702                                  | 63211                                  | 113473                                   |
| Capital Employed                              |                                      |                                      |  |  |  |
| Automotive                                    | 140014                               | 148759                               | 140014                                 | 148759                                 | 136867                                   |

| Investment  | 171039 | 164960 | 171039 | 164960 | 190020  |
|-------------|--------|--------|--------|--------|---------|
| Unallocable | (2842) | (4965) | (2842) | (4965) | (33596) |
| Total       | 308211 | 308754 | 308211 | 308754 | 293291  |
|             |        |        |        |        |         |

# NOTE:

The consolidated financial results include results of the following companies:

| Name Of The Company                                   | % shareholding and voting power of Bajaj Auto Limited and Subsidiaries | Segment             | Consolidated as |
|---|--|---------------------|-----------------|
| a) Bajaj Auto Holdings Limited                        | 100%   | Investment          | Subsidiary      |
| b) Bajaj Allianz General Insurance Company<br>Limited | 74%  | Insurance - general | Subsidiary      |
| c) Bajaj Allianz Life Insurance Company<br>Limited    | 74%  | Insurance - life    | Subsidiary      |
| d) PT. Bajaj Auto Indonesia                           | 97.5%  | Automotive          | Subsidiary      |

| e) Bajaj Holdings & Investment Limited          | 100%   | Investment                 | Subsidiary    |
|---|--------|----------------------------|---------------|
| f) Bajaj Finserv Limited                        | 100%   | Investment                 | Subsidiary    |
| g) Maharashtra Scooters Limited                 | 24%    | Automotive & Investments   | Joint venture |
| h) Bajaj Allianz Financial Distributors Limited | 50%    | Investment                 | Joint venture |
| i) Bajaj Auto Finance Limited                   | 46.31% | Hire Purchase<br>Financing | Associate     |

### **NOTES:**

**1.** Gross Written Premium (GWP) for the quarter and half year ended September 30, 2007 of general insurance business is Rs. 5487.6 million and Rs. 11224.9 million respectively. The corresponding figure for the quarter and half year ended September 30, 2006 was Rs. 3919.7 million and Rs. 8421.1 million respectively.

Gross Written Premium (GWP) for the quarter and half year ended September 30, 2007 of life insurance business is Rs. 20008.1 million and Rs. 30606.8 million respectively. The corresponding figure for the quarter and half year ended September 30, 2006 was Rs. 8784.4 million and Rs. 16106.3 million respectively.

- 2. For the purpose of consolidated financials the net result of the insurance business revenue accounts together with shareholders income and transfers to policyholders revenue account in accordance with the reporting framework of IRDA, amounting to a net surplus of Rs.663.6 million prior to elimination of inter segment revenue of Rs. 18.4 million for the half year ended September 30, 2007, has been included in a manner consistent with the parent's reporting format as was done for the previous periods. However, for reporting segment information, segment revenues for both insurance businesses represent the premiums earned and other income.
- **3.** The Government of India, vide Public Notice No. PN -17 dated 12 July 2007, increased rate of DEPB (export incentive)

from 6% to 9% with retrospective effect from 1 April 2007. Consequently additional export incentive pertaining to previous guarter aggregating Rs. 140 million has been accrued and included in Net Sales & Income from Operations of the quarter ended September 30, 2007.

- **4.**The Company with effect from 3rd September 2007 has discontinued its vehicle assembly facilities at its Akurdi Plant. The available infrastructure comprising land, buildings and some machinery, with suitable modifications/alterations, would be employed for business purposes including enhancing product and technology development capabilities. Consequently, surplus/redundant machinery, dies, components and spares have been identified. Assessment of realisable values is in process. The company has recognised a provision of Rs. 77.4 million in the above results for the quarter ended 30th September 2007 towards assessed losses on estimation. Further write downs / losses will be recognised in the subsequent quarter on completion of assessment.
- **5.**The Scheme of arrangement approved by the Board of Directors on 17 May 2007, involving demerger of undertakings of the company resulting into three entities viz. Bajaj Auto Limited., Bajaj Finserv Limited and Bajaj Holdings & Investments Limited, has been approved by the shareholders and unsecured creditors at the court-convened meetings held on 18 August 2007. Pending approval of the honourable High Court of Bombay and inter-company allocations thereafter, the above results of the company continue to be prepared as a single entity.
- **6.**The results for the guarter ended September 30, 2007 have been subjected to "Limited Review" by the auditors.
- **7.** Figures for previous year / period have been regrouped wherever necessary.
- 8. The company did not have any investor complaints pending as on 1 July 2007 and as on 30 September 2007. There were seven investors' complaints received and disposed of during the guarter ended 30 September 2007.
- **9.**The above results have been reviewed by the Audit Committee and taken on record in the meeting of Board of Directors held on October 19, 2007.

BY ORDER OF THE BOARD OF DIRECTORS FOR BAJAJ AUTO LIMITED

**PUNE** 

DATE: October 19, 2007

RAHUL BAJAJ

**CHAIRMAN**