

22 July 2026

India | Equity Research | Results Update

Bajaj Auto

Automotives

The trifecta of volumes, pricing and a richer mix drives strong growth

Bajaj Auto's (BJAUT) Q1FY27 operational performance surpassed our estimate. Despite a pricier RM basket, margins largely remained stable QoQ at 20.9% (I-Sec est: 20%). BJAUT aims to outperform the industry in the 125cc+ segment, led by a strong pipeline of upcoming launches (10 facelifts and multiple launches over the next six weeks + launch of two new brands during FY27). Demand momentum in export markets remains robust for both 2Ws and 3Ws, especially in Latam and Africa. Outlook for domestic 3W volume remains healthy led by rising EV penetration. While some impact of commodity inflation may continue in Q2, we believe margins in the medium term are likely to draw support from: 1) favourable mix (exports); 2) higher operating leverage; and 3) improving EV profitability. Maintain **BUY** with a revised TP of INR 12,650 (vs. INR 12,000), based on 25x FY28E EPS.

Q1FY27: Margins ahead of estimate

BJAUT reported revenue of INR 172.4bn (+37% YoY/+8% QoQ), ~1% ahead of our estimate. Average realisation grew +6% YoY/+3% QoQ. EBITDAM stood at 20.9% (+110bps YoY/+10bps QoQ), 90bps ahead of our estimate. EBITDA stood at INR 35.9bn (+45% YoY/+8% QoQ), ~5% ahead of our estimate. Adj. PAT stood at INR 29.8bn (+42% YoY/+10% QoQ).

Domestic and exports outlook

Domestic: 2W motorcycle industry grew at 14% YoY during Q1; BJAUT outperformed the industry in the 150cc+ segment by growing 1.5x of the industry. Management indicated that fuel availability, manpower shortage, logistical challenges and ransomware attack impacted vehicle availability by 10-15% during Q1. Going forward, BJAUT aims to outperform industry growth in the 125cc+ motorcycle segment, supported by new launches (10 facelifts and multiple new launches planned over the next six weeks + two new brands to be launched during FY27). Management indicated that recent interventions in the Pulsar brand have been received well. For domestic 3Ws, growth ahead could be driven by strong demand, capacity addition and ramp-up of E-3W business.

Exports: Demand in the international market remains robust. BJAUT outperformed in terms of volume growth in its top-30 export markets, growing at 2x the industry rate. The demand uptick was broad-based across Latam and Africa. Overall, BJAUT guides for continued momentum in exports and aims to clock average monthly volumes of 250k units in the near-to-medium term.

Financial Summary

Y/E March (INR mn)	FY25A	FY26A	FY27E	FY28E
Net Revenue	5,00,103	5,87,325	7,13,005	8,06,624
EBITDA	1,00,988	1,20,166	1,47,870	1,69,471
EBITDA %	20.2	20.5	20.7	21.0
Net Profit	81,514	98,485	1,21,667	1,39,394
EPS (INR)	292.0	352.4	436.0	499.6
EPS % Chg YoY	9.0	20.7	23.7	14.6
P/E (x)	35.6	29.5	23.9	20.8
EV/EBITDA (x)	26.3	22.1	17.8	15.1
RoCE (%)	28.0	29.1	34.2	34.2
RoE (%)	28.6	29.3	34.0	34.0

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Market Data

Market Cap (INR)	2,908bn
Market Cap (USD)	30,214mn
Bloomberg Code	BJAUT IN
Reuters Code	BAJA.BO
52-week Range (INR)	10,835 / 7,859
Free Float (%)	38.0
ADTV-3M (mn) (USD)	44.8

Price Performance (%)	3m	6m	12m
Absolute	6.2	13.3	23.3
Relative to Sensex	8.5	18.8	29.0

ESG Score	2024	2025	Change
ESG score	68.7	70.5	1.8
Environment	59.2	64.2	5.0
Social	65.8	67.5	1.7
Governance	76.3	76.3	0.0

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

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY27E	FY28E
Revenue	4.8	4.7
EBITDA	10.1	5.8
EPS	9.3	5.3

Previous Reports

07-05-2026: [Q4FY26 results review](#)

01-02-2026: [Q3FY26 results review](#)

Margin

EBITDAM stood at 20.9%, up 10bps QoQ. The impact of commodity inflation (450bps during Q1) was largely offset by price hikes during Apr'26 and Jun'26 (to the tune of 225bps), favourable forex realisation, operating leverage, cost rationalisation and a richer mix.

Update on EV business

1) The company's EV portfolio clocked double-digit EBITDA margin during Q1. Chetak clocked a positive EBITDA margin (vs. being EBITDA neutral during Q4FY26). **2)** Chetak volumes grew ~80% YoY during Q1 (vs. industry growth of 65% YoY). **3)** Current E-2W capacity stands at 50k units per month; the company plans to add 10k units per month via productivity measures in the near term to meet the rising demand.

Other highlights

1) Product interventions planned over the next six weeks include: a) a new 150cc in the Pulsar brand; b) 10 facelifts in the 160-400cc segment; and c) a new 125cc in the Pulsar brand. Additionally, BJAUT plans to introduce two new brands in the 125cc segment during FY27. **2)** The company has announced capacity expansion to 9mn units p.a. (vs. 7mn units currently), with key areas of expansion to be EVs, high-end motorcycles and 3Ws. **3)** KTM and Triumph collectively clocked 40k units (up 50% YoY). **4)** Bajaj Auto Credit (BACL) crossed an AUM of INR 20bn (up 70% YoY).

Exhibit 1: Q1FY27 result review

Bajaj Auto (INR mn)	Q1FY27	Q1FY26	%YoY	Q4FY26	% QoQ	Q1FY27E	% A/E
2W (Units)	12,22,552	9,48,791	28.9	11,66,689	4.8	12,22,552	0.0
3W (Units)	2,15,699	1,62,446	32.8	2,04,369	5.5	2,15,699	0.0
Total Volumes (Units)	14,38,251	11,11,237	29.4	13,71,058	5	14,38,251	0.0
Domestic (Units)	7,06,078	6,34,808	11.2	7,60,846	-7.2	7,06,078	0.0
Exports (Units)	7,32,173	4,76,429	53.7	6,10,212	20.0	7,32,173	0.0
Average Realisation (Net, INR)	1,19,894	1,13,247	5.9	1,16,739	2.7	1,19,074	0.7
Sales	1,72,437	1,25,845	37.0	1,60,057	7.7	1,71,259	0.7
RM	1,22,317	88,596	38.1	1,11,950	9.3	1,21,765	0.5
As a % of sales	70.9	70.4	50bps	69.9	100bps	71.1	-20bps
Employee Exp	4,667	4,138	12.8	4,214	10.8	4,624	0.9
As a % of sales	2.7	3.3	-60bps	2.6	10bps	2.7	0bps
Other Costs	9,499	8,293	14.6	10,666	-10.9	10,686	-11.1
As a % of sales	5.5	6.6	-110bps	6.7	-120bps	6.2	-70bps
Expenditure	1,36,484	1,01,027	35.1	1,26,830	7.6	1,37,074	-0.4
EBITDA	35,953	24,818	44.9	33,227	8.2	34,184	5.2
EBITDA Margin (%)	20.9	19.7	110bps	20.8	10bps	20.0	90bps
Other Income	5,118	4,308	18.8	4,210	21.6	4,350	17.7
Interest	43	141	-69.7	49	-11.9	100	-57.2
Depreciation	1,181	1,109	6.5	1,137	3.9	1,175	0.5
PBT	39,848	27,875	43.0	36,251	9.9	37,259	6.9
Tax	10,019	6,915	44.9	9,165	9.3	9,315	7.6
PAT (Adjusted)	29,828	20,960	42.3	27,086	10.1	27,944	6.7
EPS (INR)	106.8	75.1	42.3	97.0	10.1	100.1	6.7

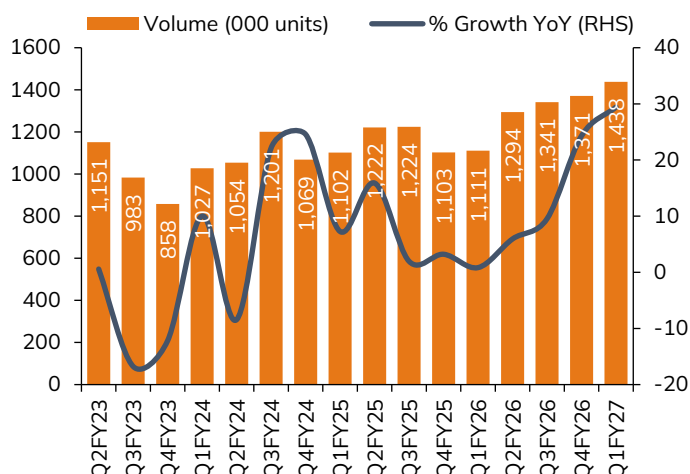
Source: Company data, I-Sec research

Exhibit 2: Estimates revision

	FY27E			FY28E		
	Old	Revised	% change	Old	Revised	% change
Volume (units)	55,94,506	58,59,293	4.7%	61,12,324	63,96,301	4.6%
Revenue (INR mn)	6,80,172	7,13,005	4.8%	7,70,402	8,06,624	4.7%
EBITDA (INR mn)	1,34,271	1,47,870	10.1%	1,60,247	1,69,471	5.8%
EBITDA margin (%)	19.7%	20.7%	100bps	20.8%	21.0%	20bps
PAT (INR mn)	1,11,332	1,21,667	9.3%	1,32,384	1,39,394	5.3%
EPS (INR)	399.0	436.0	9.3%	474.4	499.6	5.3%

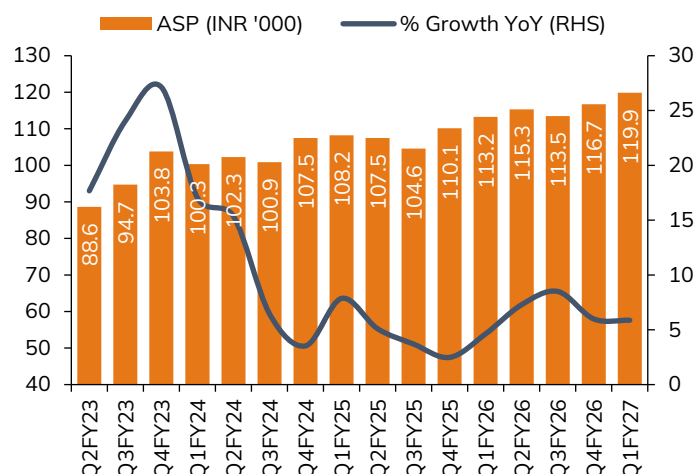
Source: I-Sec research

Exhibit 3: Volume and growth trend



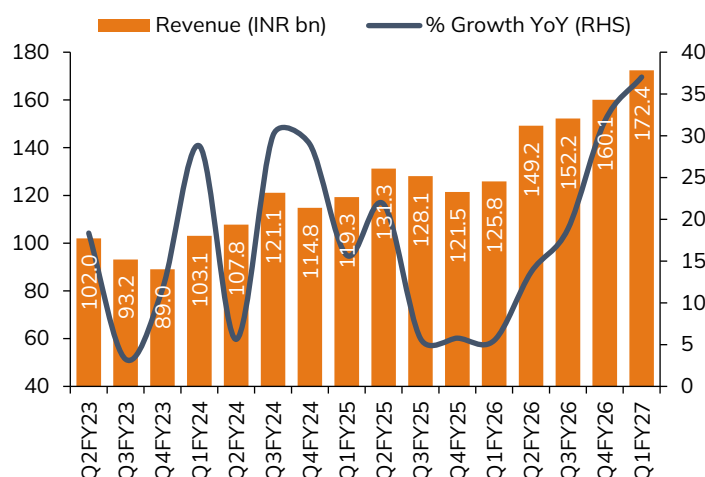
Source: Company data, I-Sec research

Exhibit 4: ASP and growth trend



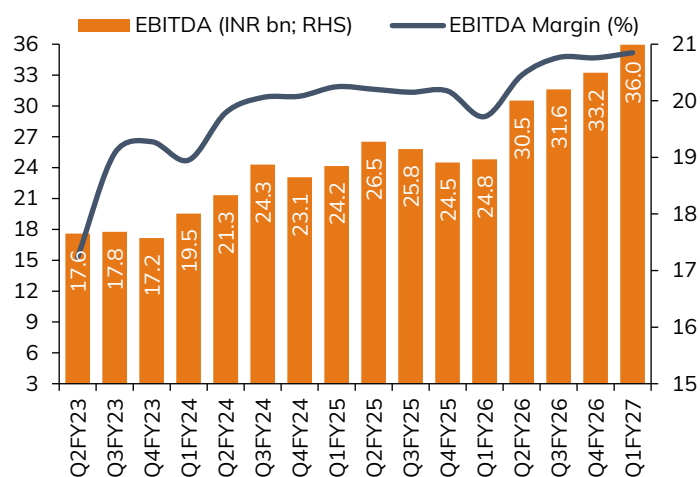
Source: Company data, I-Sec research

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 and the ramp-up of the EV business.
- Losses at subsidiaries (e.g., Bajaj Finance, KTM) are weighing on overall performance and requiring higher investments from the parent company, BJAUT.

Exhibit 7: Shareholding pattern

%	Dec'25	Mar'26	Jun'26
Promoters	55.0	55.0	55.0
Institutional investors	22.9	23.4	22.6
MFs and others	8.0	7.4	6.2
Insurance Cos	6.0	7.2	7.2
FII's	8.9	8.8	9.2
Others	22.1	21.6	22.4

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)

	FY25A	FY26A	FY27E	FY28E
Net Sales	5,00,103	5,87,325	7,13,005	8,06,624
Operating Expenses	29,947	38,659	42,157	47,439
EBITDA	1,00,988	1,20,166	1,47,870	1,69,471
EBITDA Margin (%)	20.2	20.5	20.7	21.0
Depreciation & Amortization	4,001	4,482	4,686	4,963
EBIT	96,987	1,15,684	1,43,184	1,64,508
Interest expenditure	677	359	600	700
Other Non-operating Income	14,209	15,629	17,505	19,605
Recurring PBT	1,10,519	1,30,716	1,60,088	1,83,414
Profit / Loss from Associates	-	-	-	-
Less: Taxes	29,005	32,469	38,421	44,019
PAT	81,514	98,247	1,21,667	1,39,394
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	-	-	-	-
Net Income (Reported)	81,514	98,247	1,21,667	1,39,394
Net Income (Adjusted)	81,514	98,485	1,21,667	1,39,394

Source Company data, I-Sec research

Exhibit 10: Balance sheet

(INR mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Total Current Assets	79,599	93,520	1,02,722	1,58,369
of which cash & cash eqv.	13,286	13,010	13,193	57,328
Total Current Liabilities & Provisions	80,028	96,525	1,13,824	1,28,319
Net Current Assets	(429)	(3,005)	(11,102)	30,050
Investments	2,96,524	3,17,490	3,37,490	3,82,490
Net Fixed Assets	35,508	35,328	39,124	42,101
ROU Assets	-	-	-	-
Capital Work-in-Progress	283	983	440	479
Total Intangible Assets	-	-	-	-
Other assets	-	-	-	-
Deferred Tax assets	(2,417)	(1,049)	(1,049)	(1,049)
Total Assets	3,29,469	3,49,747	3,64,903	4,54,072
Liabilities				
Borrowings	8,000	-	-	-
Deferred Tax Liability	-	-	-	-
Provisions	-	-	-	-
Other Liabilities	-	-	-	-
Equity Share Capital	2,792	2,795	2,790	2,790
Reserves & Surplus	3,18,677	3,46,952	3,62,112	4,51,281
Total Net Worth	3,21,469	3,49,747	3,64,903	4,54,072
Minority Interest	-	-	-	-
Total Liabilities	3,29,469	3,49,747	3,64,903	4,54,072

Source Company data, I-Sec research

Exhibit 11: Quarterly trend

(INR mn, year ending March)

	Sep-25	Dec-25	Mar-26	Jun-26
Net Sales	1,49,221	1,52,203	1,60,057	1,72,437
% growth (YoY)	13.7	18.8	31.8	37.0
EBITDA	30,517	31,605	33,227	35,953
Margin %	20.5	20.8	20.8	20.9
Other Income	3,692	3,420	4,210	5,118
Extraordinaries	-	-	-	-
Adjusted Net Profit	24,797	25,641	27,086	29,828

Source Company data, I-Sec research

Exhibit 12: Cashflow statement

(INR mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Operating Cashflow	71,729	1,05,390	1,35,234	1,48,040
Working Capital Changes	(14,464)	2,302	8,280	2,983
Capital Commitments	(7,530)	(5,003)	(7,940)	(7,979)
Free Cashflow	64,199	1,00,387	1,27,294	1,40,061
Other investing cashflow	(52,255)	(21,325)	(20,600)	(45,700)
Cashflow from Investing Activities	(59,785)	(26,328)	(28,540)	(53,679)
Issue of Share Capital	-	3	(5)	-
Interest Cost	54,943	(29,414)	(56,281)	-
Inc (Dec) in Borrowings	(341)	(8,000)	-	-
Dividend paid	(58,628)	(41,925)	(50,226)	(50,226)
Others	-	-	-	-
Cash flow from Financing Activities	(4,025)	(79,336)	(1,06,511)	(50,226)
Chg. in Cash & Bank balance	7,918	(274)	183	44,135
Closing cash & balance	13,285	13,011	13,193	57,328

Source Company data, I-Sec research

Exhibit 13: Key ratios

(Year ending March)

	FY25A	FY26A	FY27E	FY28E
Per Share Data (INR)				
Reported EPS	292.0	352.4	436.0	499.6
Adjusted EPS (Diluted)	292.0	352.4	436.0	499.6
Cash EPS	306.3	368.4	452.8	517.4
Dividend per share (DPS)	210.0	150.0	180.0	180.0
Book Value per share (BV)	1,151.5	1,251.3	1,307.8	1,627.3
Dividend Payout (%)	71.9	42.6	41.3	36.0
Growth (%)				
Net Sales	11.9	17.4	21.4	13.1
EBITDA	14.5	19.0	23.1	14.6
EPS (INR)	9.0	20.7	23.7	14.6
Valuation Ratios (x)				
P/E	35.6	29.5	23.9	20.8
P/CEPS	34.0	28.2	23.0	20.1
P/BV	9.0	8.3	8.0	6.4
EV / EBITDA	26.3	22.1	17.8	15.1
EV / Sales	5.3	4.5	3.7	3.2
Profitability Ratios				
Gross Profit Margins (%)	26.2	27.0	26.7	26.9
EBITDA Margins (%)	20.2	20.5	20.7	21.0
EBIT Margins (%)	19.4	19.7	20.1	20.4
Net Profit Margins (%)	16.3	16.8	17.1	17.3
RoCE (%)	28.0	29.1	34.2	34.2
RoE (%)	28.6	29.3	34.0	34.0
Dividend Yield (%)	2.0	1.4	1.7	1.7
Operating Ratios				
Fixed Asset Turnover (x)	14.0	16.2	18.0	18.9
Inventory Turnover Days	14	15	14	14
Receivables Days	17	17	17	17
Payables Days	71	71	70	70
Effective Tax Rate (%)	26.2	24.8	24.0	24.0
Net Debt / Equity (x)	(0.8)	(0.7)	(0.8)	(0.8)
Net Debt / EBITDA (x)	(2.5)	(2.1)	(1.9)	(2.0)

Source Company data, I-Sec research

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