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# Maruti Suzuki India Limited

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Q3 FY'19 Financial Results

25<sup>th</sup> January, 2019

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## Safe Harbour

This presentation might contain forward looking statements which involve a number of risks, uncertainties and other factors that could cause the actual results to differ materially from those in the forward looking statements. The Company undertakes no obligation to update these to reflect the events or circumstances thereof. Secondly, these statements should be understood in conjunction with the risks the company faces.

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Q3 FY'19

VS.

Q3 FY'18

## Highlights of Q3 FY'19 and Growth over Q3 FY'18

■ Sales Volume	428,643 Veh.	(0.6) %	↓
■ Net Sales	189,264 Mn	(0.1) %	↓
■ PBT	20,601 Mn	(19.8) %	↓
■ PAT	14,893 Mn	(17.2) %	↓

## Key Financial Ratios (% of Net Sales)

Parameter	Q3 FY'19	Q3 FY'18	Change bps	
Material Cost	74.0	70.3	370	↑
Employee Cost	4.7	3.6	110	↑
Other Expenses	15.0	11.9	310	↑
Other Operating Income	3.9	1.8	210	↑
Depreciation	4.1	3.6	50	↑
Non-Operating Income	4.9	1.3	360	↑
PBT	10.9	13.6	(270)	↓
<b>PAT</b>	<b>7.9</b>	<b>9.5</b>	<b>(160)</b>	↓

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# Financial Analysis of Q3 FY'19 vs. Q3 FY'18

## Key reasons for margin movement

### Negative Factors

- Adverse commodity prices
- Higher selling expense
- Adverse foreign exchange variation
- Higher depreciation expense due to introduction of new models and new engine
- Higher costs in resources and capacities which were earlier planned to enable a higher estimated growth

### Positive Factors

- Higher fair value gain on invested surplus
- Cost reduction efforts

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Q3 FY'19

VS.

Q2 FY'19



## Highlights of Q3 FY'19 and Growth over Q2 FY'19

■ Sales Volume	428,643 Veh.	(11.6) %	↓
■ Net Sales	189,264 Mn	(12.2) %	↓
■ PBT	20,601 Mn	(35.8) %	↓
■ PAT	14,893 Mn	(33.5) %	↓

## Key Financial Ratios (% of Net Sales)

Parameter	Q3 FY'19	Q2 FY'19	Change bps	
Material Cost	74.0	70.8	320	↑
Employee Cost	4.7	3.7	100	↑
Other Expenses	15.0	13.7	130	↑
Other Operating Income	3.9	4.1	(20)	↓
Depreciation	4.1	3.3	80	↑
Non-Operating Income	4.9	2.4	250	↑
PBT	10.9	14.9	(400)	↓
<b>PAT</b>	<b>7.9</b>	<b>10.4</b>	<b>(250)</b>	↓

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# Financial Analysis of Q3 FY'19 vs. Q2 FY'19

## Key reasons for margin movement

### Negative Factors

- Higher selling expense
- Adverse commodity prices
- Adverse foreign exchange variation
- Higher costs in resources and capacities which were earlier planned to enable a higher estimated growth

### Positive Factors

- Higher fair value gain on invested surplus
- Cost reduction efforts

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9M FY'19

VS.

9M FY'18

## Highlights of 9M FY'19 and Growth over 9M FY'18

■ Sales Volume	1,403,970 Veh.	6.5 %	↑
■ Net Sales	622,890 Mn	8.3 %	↑
■ PBT	81,535 Mn	(2.6) %	↓
■ PAT	57,050 Mn	(2.3) %	↓

## Key Financial Ratios (% of Net Sales)

Parameter	9M FY'19	9M FY'18	Change bps	
Material Cost	71.8	70.4	140	↑
Employee Cost	3.9	3.5	40	↑
Other Expenses	13.9	12.2	170	↑
Other Operating Income	3.6	1.9	170	↑
Depreciation	3.5	3.6	(10)	↓
Non-Operating Income	2.7	2.5	20	↑
PBT	13.1	14.6	(150)	↓
<b>PAT</b>	<b>9.2</b>	<b>10.2</b>	<b>(100)</b>	↓







# Sales Volumes

	Market	Q3 FY'19		9M FY'19	
		Number	Growth	Number	Growth
Total Sales	Domestic	405,597	1.3 %	1,324,837	8.0 %
	Exports	23,046	(24.5) %	79,133	(13.4) %
	<b>Total Sales</b>	<b>428,643</b>	<b>(0.6) %</b>	<b>1,403,970</b>	<b>6.5 %</b>

	Segments	Q3 FY'19		9M FY'19	
		Number	Growth	Number	Growth
Domestic Sales	Mini	90,450	(12.0) %	304,065	(5.7) %
	Compact	188,656	4.1 %	641,071	17.3 %
	Mid Size	12,464	18.7 %	36,479	(18.3) %
	UVs	64,501	(1.9) %	194,370	2.3 %
	Vans	43,571	15.7 %	132,458	13.4 %
	LCV	5,955	129.0 %	16,394	175.2 %
	<b>Domestic</b>	<b>405,597</b>	<b>1.3 %</b>	<b>1,324,837</b>	<b>8.0 %</b>

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# Going Forward

- Strong product portfolio 
- Demand environment 
- Interest rates 
- Fuel prices 
- Commodity prices 
- Foreign exchange 





Thank You

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