
Maruti Suzuki India Limited

Q1 FY'20 Financial Results

26th July, 2019

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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Q1 FY'20

VS.

Q1 FY'19

Highlights of Q1 FY'20 and Growth over Q1 FY'19

■ Sales Volume	402,594 Veh.	(17.9) %	↓
■ Net Sales	187,352 Mn	(14.1) %	↓
■ Op. EBIT	11,292 Mn	(57.1) %	↓
■ PBT	19,109 Mn	(33.7) %	↓
■ PAT	14,355 Mn	(27.3) %	↓

Key Financial Ratios (% of Net Sales)

Parameter	Q1 FY'20	Q1 FY'19	Change bps	
Material Cost	75.1	71.0	410	↑
Employee Cost	4.6	3.5	110	↑
Other Expenses	14.6	13.1	150	↑
Other Operating Income	5.2	3.0	220	↑
Depreciation	4.9	3.3	160	↑
Op. EBIT	6.0	12.1	(610)	↓
Interest Expense	0.3	0.1	20	↑
Non-Operating Income	4.5	1.2	330	↑
PBT	10.2	13.2	(300)	↓
PAT	7.7	9.1	(140)	↓

Financial Analysis of Q1 FY'20 vs. Q1 FY'19

Key reasons for margin movement

Positive Factors

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

Negative Factors

- Higher depreciation expense
- Lower capacity utilisation
- Adverse commodity prices
- Higher sales promotion expense

Q1 FY'20

VS.

Q4 FY'19

Highlights of Q1 FY'20 and Growth over Q4 FY'19

■ Sales Volume	402,594 Veh.	(12.2) %	↓
■ Net Sales	187,352 Mn	(9.7) %	↓
■ Op. EBIT	11,292 Mn	(22.3) %	↓
■ PBT	19,109 Mn	(17.4) %	↓
■ PAT	14,355 Mn	(20.1) %	↓

Key Financial Ratios (% of Net Sales)

Parameter	Q1 FY'20	Q4 FY'19	Change bps	
Material Cost	75.1	74.2	90	↑
Employee Cost	4.6	3.9	70	↑
Other Expenses	14.6	14.4	20	↑
Other Operating Income	5.2	3.4	180	↑
Depreciation	4.9	3.9	100	↑
Op. EBIT	6.0	7.0	(100)	↓
Interest Expense	0.3	0.1	20	↑
Non-Operating Income	4.5	4.2	30	↑
PBT	10.2	11.1	(90)	↓
PAT	7.7	8.7	(100)	↓

Financial Analysis of Q1 FY'20 vs. Q4 FY'19

Key reasons for margin movement

Positive Factors

- Lower advertisement expense
- Cost reduction efforts
- Favourable foreign exchange movement
- Favourable commodity prices

Negative Factors

- Higher depreciation expense
- Higher sales promotion expense
- Lower capacity utilisation

Sales Volumes

Total Sales	Market	Q1 FY'20		Q1 FY'19		Growth
		Number	% to Total sales	Number	% to Total sales	
	Domestic	374,481	93.0%	463,840	94.6%	(19.3)%
	Exports	28,113	7.0%	26,639	5.4%	5.5%
	Total Sales	402,594	100%	490,479	100%	(17.9)%

Domestic Sales	Segments	Q1 FY'19		Q1 FY'18		Growth
		Number	% to Domestic sales	Number	% to Domestic sales	
	Mini	57,893	15.5%	105,039	22.6%	(44.9)%
	Compact	205,178	54.8%	232,667	50.2%	(11.8)%
	Mid Size	8,703	2.3%	10,719	2.3%	(18.8)%
	UVs	58,984	15.8%	65,754	14.2%	(10.3)%
	Vans	32,659	8.7%	44,788	9.7%	(27.1)%
	LCV	6,568	1.8%	4,873	1.1%	34.8%
	Sales to other OEM(Compact)	4,496	1.2%	-	-	-
	Domestic	374,481	100%	463,840	100%	(19.3)%

Going Forward

- Strong product portfolio ●
- Commodity prices ●
- Interest rates ●
- Fuel prices ●
- Foreign exchange ●
- Uncertain demand environment ●



Thank You