

---

# Maruti Suzuki India Limited

---

Q3 FY'17 Financial Results  
25<sup>th</sup> Jan, 2017

---

# 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.

---

# Contents

1. Q3 FY'17 vs. Q3 FY'16\*
  - Ratio Comparison & Analysis
2. Q3 FY'17 vs. Q2 FY'17
  - Ratio Comparison & Analysis
3. Sales Volumes
4. Going Forward

---

Q3 FY'17

VS.

Q3 FY'16

## Highlights of Q3 FY'17 & Growth over Q3 FY'16

■ Sales Volume	387,251 Veh.	3.5 %	↑
■ Net Sales	166,236 Mn	12.4 %	↑
■ Op. EBIDTA	24,890 Mn	16.0 %	↑
■ PBT	24,170 Mn	47.3 %	↑
■ PAT	17,445 Mn	47.5 %	↑

## Key Financial Ratios (% of Net Sales)

Parameter	Q3 FY'17	Q3 FY'16	Change bps	
Material Cost	70.2	69.6	60	↑
Employee Cost	3.7	3.4	30	↑
Other Expenses	12.5	14.0	(150)	↓
Other Operating Income	1.5	1.5	-	
<b>Op. EBIDTA</b>	<b>15.0</b>	<b>14.5</b>	<b>50</b>	↑
Depreciation	3.8	4.9	(110)	↓
Other Non-Operating Income	3.6	1.6	200	↑
PBT	14.5	11.1	340	↑
<b>PAT</b>	<b>10.5</b>	<b>8.0</b>	<b>250</b>	↑

---

# Financial Analysis of Q3 FY'17 vs. Q3 FY'16

## **Material Cost to Net Sales : Higher by 60 bps**

- Adverse forex impact
- Increased raw material cost..
- ..partially offset by cost reduction efforts and lower discounts

## **Other Expenses to Net Sales : Lower by 150 bps**

- Lower power and fuel expense
- Lower advertisement and sales promotion expense

## **Depreciation to Net Sales : Lower by 110 bps**

- Mainly due to change in amortization policy of dies and intangible assets (from 4 to 5 years)

---

Q3 FY'17

VS.

Q2 FY'17



## Highlights of Q3 FY'17 & Growth over Q2 FY'17

■ Sales Volume	387,251 Veh.	(7.5) %	↓
■ Net Sales	166,236 Mn	(5.5) %	↓
■ Op. EBIDTA	24,890 Mn	(18.1) %	↓
■ PBT	24,170 Mn	(24.5) %	↓
■ PAT	17,445 Mn	(27.3) %	↓

## Key Financial Ratios (% of Net Sales)

Parameter	Q3 FY'17	Q2 FY'17	Change Bps	
Material Cost	70.2	68.6	160	↑
Employee Cost	3.7	3.0	70	↑
Other Expenses	12.5	12.6	(10)	↓
Other Operating Income	1.5	1.4	10	↑
<b>Op. EBIDTA</b>	<b>15.0</b>	<b>17.3</b>	<b>(230)</b>	↓
Depreciation	3.8	3.6	20	↑
Other Non-Operating Income	3.6	4.6	(100)	↓
PBT	14.5	18.2	(370)	↓
<b>PAT</b>	<b>10.5</b>	<b>13.6</b>	<b>(310)</b>	↓

---

# Financial Analysis Q3 FY'17 vs. Q2 FY'17

## **Material Cost to Net Sales : Higher by 160 bps**

- Increased raw material prices
- Adverse foreign exchange movement
- Higher discounts
- ..partially offset by cost reduction efforts

## **Royalty Expenses to Net Sales : Lower by 60 bps**

- Favorable exchange rate





# Sales Volumes

Total Sales	Market	Q3 FY'17		Q3 FY'16		Growth
		Number	% to Total sales	Number	% to Total sales	
	Domestic	356,503	92.1%	342,995	91.7%	3.9%
	Exports	30,748	7.9%	31,187	8.3%	(1.4)%
	<b>Total Sales</b>	<b>387,251</b>	<b>100%</b>	<b>374,182</b>	<b>100%</b>	<b>3.5%</b>

Domestic Sales	Segments	Q3 FY'17		Q3 FY'16		Growth
		Number	% to Domestic sales	Number	% to Domestic sales	
	Mini	104,342	29.3%	110,810	32.3%	(5.8)%
	Compact	142,842	40.1%	143,028	41.7%	(0.1)%
	Super Compact	8,057	2.3%	10,395	3.0%	(22.5)%
	Mid Size	15,504	4.3%	14,240	4.2%	8.9%
	Vans	34,252	9.6%	37,231	10.9%	(8.0)%
	UVs	51,295	14.4%	27,291	8.0%	88.0%
	LCV	211	0.1%	-	-	-
	<b>Domestic</b>	<b>356,503</b>	<b>100%</b>	<b>342,995</b>	<b>100%</b>	<b>3.9%</b>

---

## Going Forward

- Strong product portfolio 
- Favorable interest rates 
- Uncertainty on foreign exchange 
- Uncertainty on commodity prices 

---

Thank You

---