
Maruti Suzuki India Limited

Q1 FY'12 Financial Results

26th July, 2011

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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Ratio Comparison

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Financial Highlights Q1 FY'12 & Growth over Q1 FY'11

■ Sales Volume	281,526 Veh.	(0.6)%	↓
■ Net Sales	83,199 Mn	3.3%	↑
■ Op. EBIDTA	8,144 Mn	2.8%	↑
■ PBT	7,462 Mn	16.0%	↑
■ PAT	5,492 Mn	18.0%	↑

Key Financial Ratios (% of Net Sales)

Parameter	Q1 FY'12	Q1 FY'11	Change bps	
Material Cost	80.4	79.6	80	↑
Employee Cost	2.2	2.0	20	↑
Selling & Distribution expenses	2.5	3.0	(50)	↓
Manufacturing expenses	7.6	8.7 [^]	(110)	↓
Royalty	4.8	6.2 [*]	(140)	↓
Other Manufacturing expenses	2.8	2.5	30	↑
Op. EBIDTA	9.8	9.8	-	↔
Depreciation	2.9	3.0	(10)	↓
PBT	9.0	8.0	100	↑
PAT	6.6	5.8	80	↑
Other Non-Op. Income	2.2	1.2	100	↑

[^]excluding forex gain of 0.9% which is accounted in other income

^{*}includes arrears of 0.8%

Financial Analysis Q1 FY'12 vs Q1 FY'11

Income

- Average realization up by 3.1%
- Net sales up by 3.3%
- Higher Non-Operational income (*on invested surplus*)
 - Capital gains – ~60 bps
 - Better yield

Financial Analysis Q1 FY'12 vs Q1 FY'11

Material Cost to Net Sales – higher by 80bps

- Higher commodity prices
- Favorable price variance
- Higher sales discounts
- Unfavorable exchange rate

Mfg. & Admin Cost to Net Sales – lower by 110bps

- Royalty – Arrears in Q1 FY'11 and Product Mix

Selling & Distribution Cost to Net Sales – lower by 50bps

Operational Income – lower by 80bps

- Forex gain of 10 bps in Q1 FY'12 vs 90bps in Q1 FY'11

Sequential Comparison...

Q1 FY'12

VS

Q4 FY'11

Key Financial Ratios (% of Net Sales)

Parameter	Q1 FY'12	Q4 FY'11	Change bps	
Material Cost	80.4	79.7	70	↑
Employee Cost	2.2	1.6	60	↑
Selling & Distribution expenses	2.5	2.9	(40)	↓
Manufacturing expenses	7.6	7.9	(30)	↓
Royalty	4.8	5.1	(30)	↓
Other Manufacturing expenses	2.8	2.8	-	↔
Op. EBIDTA	9.8	10.2	(40)	↓
Depreciation	2.9	3.0	(10)	↓
PBT	9.0	8.4	60	↑
PAT	6.6	6.7	(10)	↓
Other Non-Op. Income	2.2	1.2	100	↑

Financial Analysis Q1 FY'12 vs Q4 FY'11

Material Cost to Net Sales – higher by 70bps

- Higher commodity prices

Mfg. & Admin Cost to Net Sales – lower by 30bps

- Product Mix

Selling & Distribution Cost to Net Sales – lower by 40bps

Sales Volumes

Total Sales	Market	Q1 FY'12	% to Total sales	Q1 FY'11	% to Total sales	% Growth
	Domestic	250,683	89.0%	242,887	85.7%	3.2%
	Exports	30,843	11.0%	40,437	14.3%	(23.7)%
	Total Sales	281,526	100.0%	283,324	100.0%	(0.6)%

Domestic Sales	Segments	Q1 FY'12	% to Dom. sales	Q1 FY'11	% to Dom. sales	% Growth
	A1	6,613	2.6%	6,906	2.8%	(4.2)%
	A2	171,090	68.2%	170,513	70.2%	0.3%
	A3	30,612	12.2%	28,958	11.9%	5.7%
	A4	117	-	-	-	-
	C	40,749	16.3%	33,521	13.8%	21.6%
	B	1,502	0.6%	2,989	1.2%	(49.7)%
	Domestic	250,683	100.0%	242,887	100.0%	

Going Forward FY'12

- High fuel prices ●
- High car loan Interest rates ●
- Higher sales promotion expenses ●
- Festive season – A positive trigger ●
- Good growth in customer enquiries ●
- Exciting product launches ahead ●
- MSIL lowest total cost of ownership ●

Thank You