
Maruti Suzuki India Limited

Q2 FY'12 Financial Results

29th Oct, 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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Financial Highlights Q2 FY'12 & Growth over Q1 FY'12

■ Sales Volume	252,307 Veh.	(10.4)%	↓
■ Net Sales	75,375 Mn	(9.4)%	↓
■ Op. EBIDTA	4,942 Mn	(39.3)%	↓
■ PBT	3,346 Mn	(55.1)%	↓
■ PAT	2,404 Mn	(56.2)%	↓

Key Financial Ratios (% of Net Sales)

Parameter	Q2 FY'12	Q1 FY'12	Change bps	
Material Cost	81.7	80.5	120	↑
Employee Cost	2.6	2.2	40	↑
Selling & Distribution expenses	3.5	2.5	100	↑
Manufacturing expenses	9.5	7.6	190	↑
Royalty	6.0	4.8	120	↑
Other Manufacturing expenses	3.5	2.8	70	↑
Op. EBIDTA	6.6	9.8	(320)	↓
Depreciation	3.5	2.9	60	↑
PBT	4.4	9.0	(460)	↓
PAT	3.2	6.6	(340)	↓
Other Non-Op. Income	1.6	2.2	(60)	↓

Financial Analysis Q2 FY'12 vs Q1 FY'12

Material Cost to Net Sales – higher by 120bps

- Higher sales discounts
- Commodity hedge M2M

Mfg. & Admin Cost to Net Sales – higher by 190bps

- Yen appreciation impact on royalty (for Q1 & Q2)

Selling & Distribution Cost to Net Sales – higher by 100bps

- Higher advertisement

Depreciation

- Increase due to Manesar plant-B
- On lower sales

Year-on-Year Comparison...

Q2 FY'12

VS

Q2 FY'11

Financial Highlights Q2 FY'12 & Growth over Q2 FY'11

■ Sales Volume	252,307 Veh.	(19.6)%	↓
■ Net Sales	75,375 Mn	(15.7)%	↓
■ Op. EBIDTA	4,942 Mn	(48.5)%	↓
■ PBT	3,346 Mn	(60.5)%	↓
■ PAT	2,404 Mn	(59.8)%	↓

Key Financial Ratios (% of Net Sales)

Parameter	Q2 FY'12	Q2 FY'11	Change bps	
Material Cost	81.7	79.2	250	↑
Employee Cost	2.6	1.8	80	↑
Selling & Distribution expenses	3.5	2.6	90	↑
Manufacturing expenses	9.5	8.1	140	↑
Royalty	6.0	5.5	50	↑
Other Manufacturing expenses	3.5	2.6	90	↑
Op. EBIDTA	6.6	10.7	(410)	↓
Depreciation	3.5	2.7	80	↑
PBT	4.4	9.5	(510)	↓
PAT	3.2	6.7	(350)	↓
Other Non-Op. Income	1.6	1.5	10	↑

Financial Analysis Q2 FY'12 vs Q2 FY'11

Material Cost to Net Sales – higher by 250bps

- Higher commodity prices
- Higher sales discounts
- Commodity hedge M2M

Mfg. & Admin Cost to Net Sales – higher by 140bps

- Yen appreciation impact on royalty (for Q1 & Q2)

Selling & Distribution Cost to Net Sales – higher by 90bps

- Higher advertisement

Depreciation

- Increase due to Manesar plant-B
- On lower sales

Half yearly comparison...

H1 FY'12

VS

H1 FY'11

Key Financial Ratios (% of Net Sales)

Parameter	H1 FY'12	H1 FY'11	Change bps	
Material Cost	81.0	79.4	160	↑
Employee Cost	2.4	1.9	50	↑
Selling & Distribution expenses	3.0	2.8	20	↑
Manufacturing expenses	8.5	8.4	10	↑
Royalty	5.4	5.8	(40)	↓
Other Manufacturing expenses	3.1	2.6	50	↑
Op. EBIDTA	8.3	10.3	(200)	↓
Depreciation	3.2	2.8	40	↑
PBT	6.8	8.8	(200)	↓
PAT	5.0	6.3	(130)	↓
Other Non-Op. Income	1.9	1.4	50	↑

Sales Volumes

Total Sales	Market	Q2 FY'12	% to Total sales	Q2 FY'11	% to Total sales	% Growth
	Domestic	222,406	88.1%	277,936	88.6%	(20.0)%
	Exports	29,901	11.9%	35,718	11.4%	(16.3)%
	Total Sales	252,307	100.0%	313,654	100.0%	(19.6)%

Total Sales	Market	H1 FY'12	% to Total sales	H1 FY'11	% to Total sales	% Growth
	Domestic	473,089	88.6%	520,823	87.2%	(9.2)%
	Exports	60,744	11.4%	76,155	12.8%	(20.2)%
	Total Sales	533,833	100.0%	596,978	100.0%	(10.6)%

Going Forward

- Macroeconomic concerns – Fuel prices, Interest rates ●
- Uncertainty on foreign exchange ●
- Strong customer demand for some models ●
- Increased Capacity ●
- Strong product pipeline ●

Thank You