



# FY2019 Annual Financial Results



		FY-2019	FY-2018	Change		
					Ratio	
-----Rs. in million-----						
Sales Volume -Units	AMD	113,270	140,313	-27,043	-19.27%	<a href="#">Detail</a>
	MCD	22,589	23,160	-571	-2.47%	
Net Sales		116,548	119,854	-3,306	-2.76%	<a href="#">Detail</a>
Operating (Loss) / Profit		-3,083	2,037	-5,120	-251.35%	
% of net Sales		-2.65%	1.70%			
Finance Cost		1,948	185	1,763	952.97%	
(Loss)/Profit before Taxation		-4,952	2,083	-7,035	-337.73%	
% of net Sales		-4.37%	1.48%			
(Loss)/Profit after Taxation		-2,920	1,298	-4,218	-324.96%	
% of net Sales		-2.51%	1.08%			
Total Depreciation		2,806	1,569	1,237	78.84%	
% of net Sales		2.41%	1.31%			
Capital Expenditure		2,867	8,458	-5,591	-66.10%	<a href="#">Detail</a>
Cash & cash equivalent		-29,143	-9,794	-19,349	197.56%	
Exchange Rate - JPY		1.4347	1.1516	0.283	24.58%	<a href="#">Detail</a>
Exchange Rate - USD		157.15	132.46	24.690	18.64%	<a href="#">Detail</a>
(Loss)/Earning per share		-35.49	15.77	-51.26	-325.05%	

Prodcue Name	Q1	Q2	Q3	Q4	Total
ALTO	65	1,684	12,942	10,713	<b>25,404</b>
WAGON R	8,501	8,032	2,168	2,373	<b>21,074</b>
CULTUS	6,276	5,714	3,595	3,011	<b>18,596</b>
MEHRAN	9,576	5,579	1,249	448	<b>16,852</b>
PICK UP	5,555	3,873	1,559	2,703	<b>13,690</b>
BOLAN VAN	5,396	4,099	1,106	1,684	<b>12,285</b>
SUZUKI SWIFT	1,097	1,438	524	612	<b>3,671</b>
MEGA CARRY	506	506	168	12	<b>1,192</b>
CIAZ	76	60	80	108	<b>324</b>
APV	37	33	14	12	<b>96</b>
JIMNY	29	11	10	16	<b>66</b>
VITARA	1	16	3	-	<b>20</b>
<b>TOTAL</b>	<b>37,115</b>	<b>31,045</b>	<b>23,418</b>	<b>21,692</b>	<b>113,270</b>

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	FY2019		FY2018		Change	
	Units	Ratio	Units	Ratio	Units	Ratio
<b><u>Up to 800 cc</u></b>						
Alto	25,348	22.4%	21	0.0%	25,327	100%
Suzuki Mehran	16,852	14.9%	40,828	29.1%	(23,976)	-58.7%
Suzuki Bolan	12,287	10.8%	19,385	13.8%	(7,098)	-36.6%
	<b>54,487</b>	<b>48.1%</b>	<b>60,234</b>	<b>42.9%</b>	<b>(5,747)</b>	<b>-9.5%</b>
<b><u>1000 cc</u></b>						
Suzuki Cultus ( New )	18,615	16.4%	21,739	15.5%	(3,124)	-14.4%
Suzuki WagonR	21,079	18.6%	31,146	22.2%	(10,067)	-32.3%
	<b>39,694</b>	<b>35.0%</b>	<b>52,885</b>	<b>37.7%</b>	<b>(13,191)</b>	<b>-24.9%</b>
<b><u>1300 cc</u></b>						
Suzuki Swift	3,677	3.2%	5,284	3.8%	(1,607)	-30.4%
	<b>3,677</b>	<b>3.2%</b>	<b>5,284</b>	<b>3.8%</b>	<b>(1,607)</b>	<b>-30.4%</b>
<b><u>LCVs</u></b>						
Suzuki Ravi Pickup - Normal	13,690	12.1%	19,621	14.0%	(5,931)	-30.2%
	<b>13,690</b>	<b>12.1%</b>	<b>19,621</b>	<b>14.0%</b>	<b>(5,931)</b>	<b>21.9%</b>
<b>TOTAL - Manufacturing</b>	<b>111,548</b>	<b>98.5%</b>	<b>138,024</b>	<b>98.4%</b>	<b>(26,476)</b>	<b>-19.2%</b>
<b><u>CBUs</u></b>						
APV	98	0.1%	124	0.1%	(26)	-21.0%
Jimny	67	0.1%	223	0.2%	(156)	-70.0%
APV Mega Carry	1,193	1.1%	593	0.4%	600	101.2%
Vitara	21	0.0%	198	0.1%	(177)	-89.4%
Ciaz	343	0.3%	1,151	0.8%	(808)	-70.2%
<b>TOTAL - CBU</b>	<b>1,722</b>	<b>1.5%</b>	<b>2,289</b>	<b>1.5%</b>	<b>(567)</b>	<b>-24.8%</b>
<b>GRAND TOTAL</b>	<b>113,270</b>	<b>100.0%</b>	<b>140,313</b>	<b>100%</b>	<b>(27,043)</b>	<b>-19.3%</b>

[Industry Analysis](#)



[Segmented Sales Volume](#)

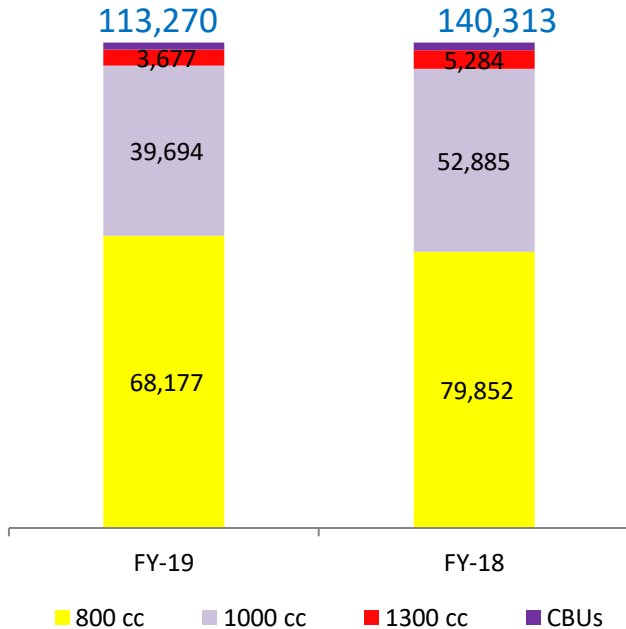




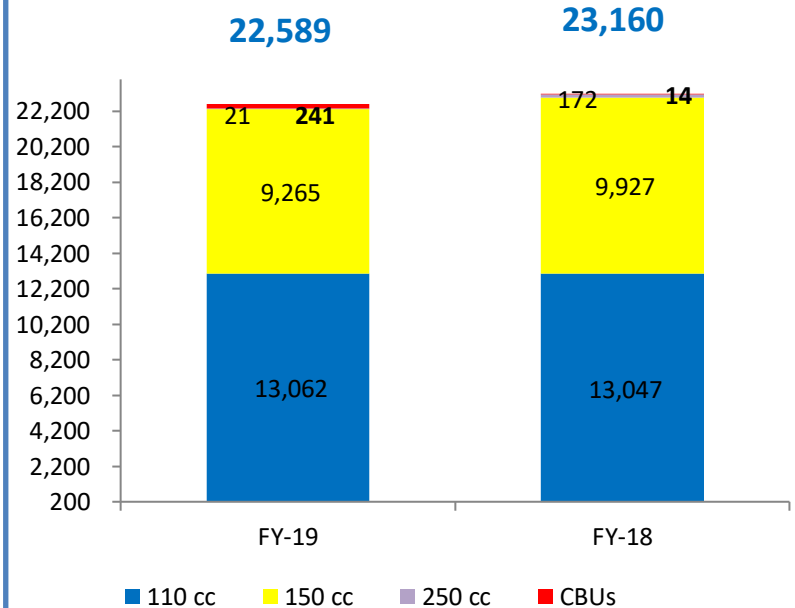
## FY2019 ANNUAL-SEGMENTED SALES VOLUME

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### Automobile Comparison -27,043 (-19.2%)

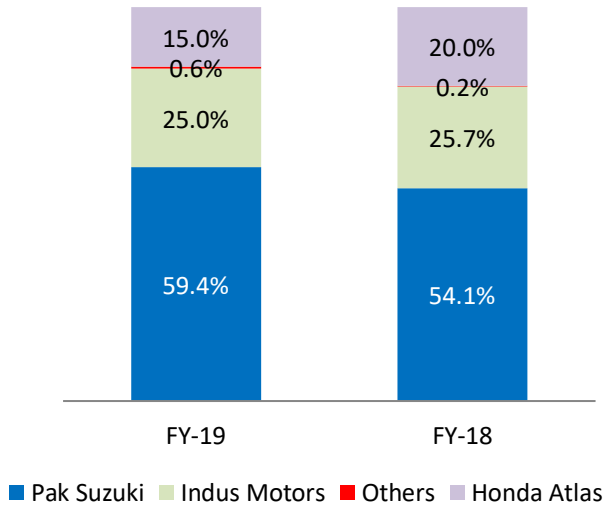


### Motorcycle Comparison -571 (-2.46%)



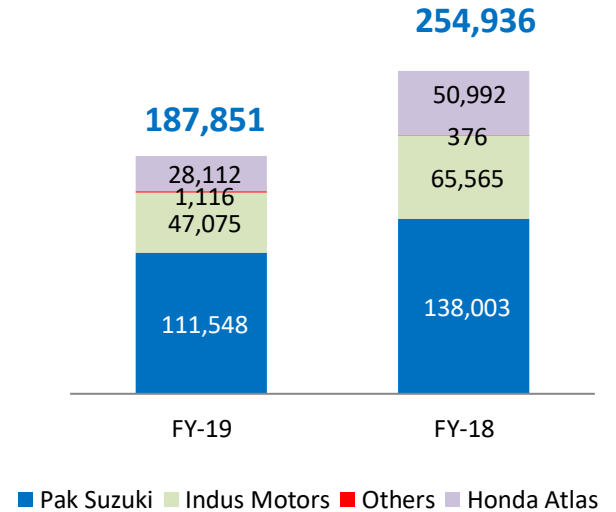
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### Market Share %



### Industry Sales Units

Industry Sales Unit Comparison  
-67,085 (-26.3 %)



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	FY-2019	FY-2018	Change	
				Ratio
Automobile	112,996	116,566	-3,570	-3%
Motorcycle	3,552	3,288	264	8%
Total	116,548	119,854	-3,306	-3%

[Sales Variance Analysis – AMD](#)



[Sales Variance Analysis – MCD](#)

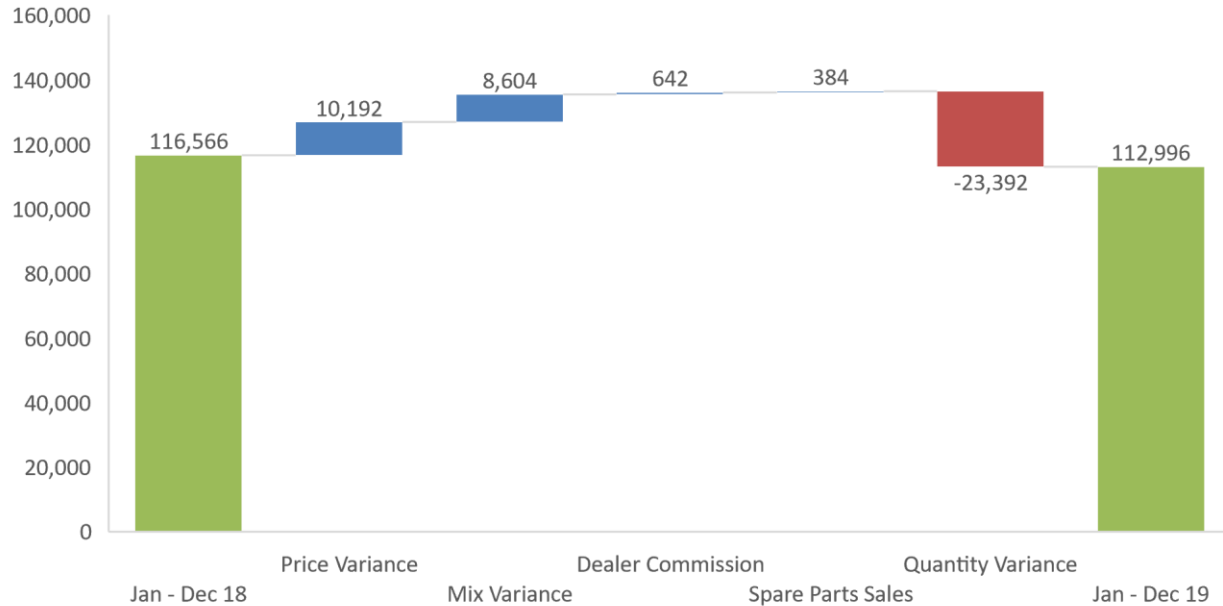


[Sales Variance Analysis – Total](#)



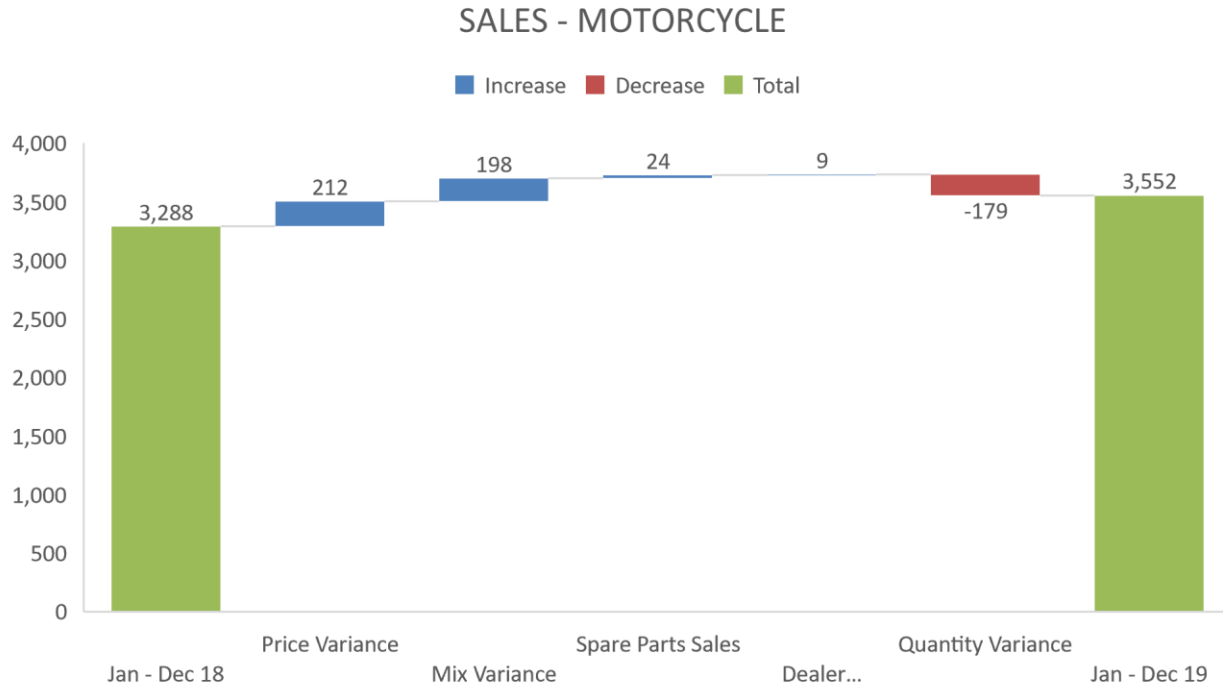
## SALES - AUTOMOBILE

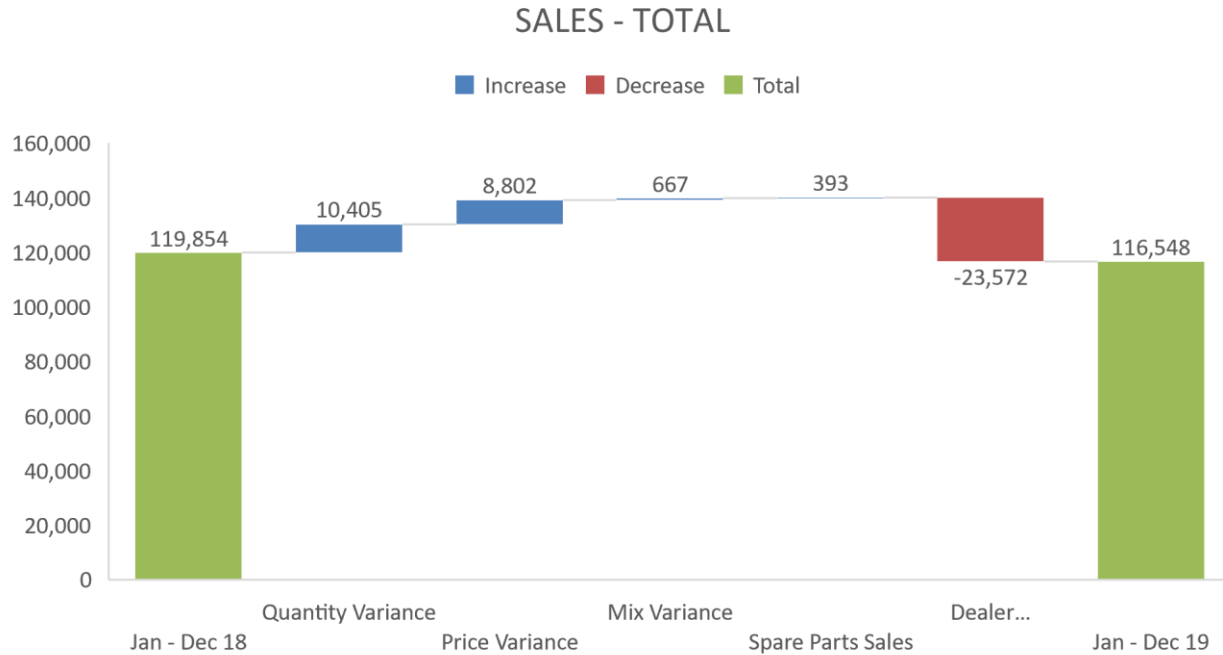
■ Increase ■ Decrease ■ Total





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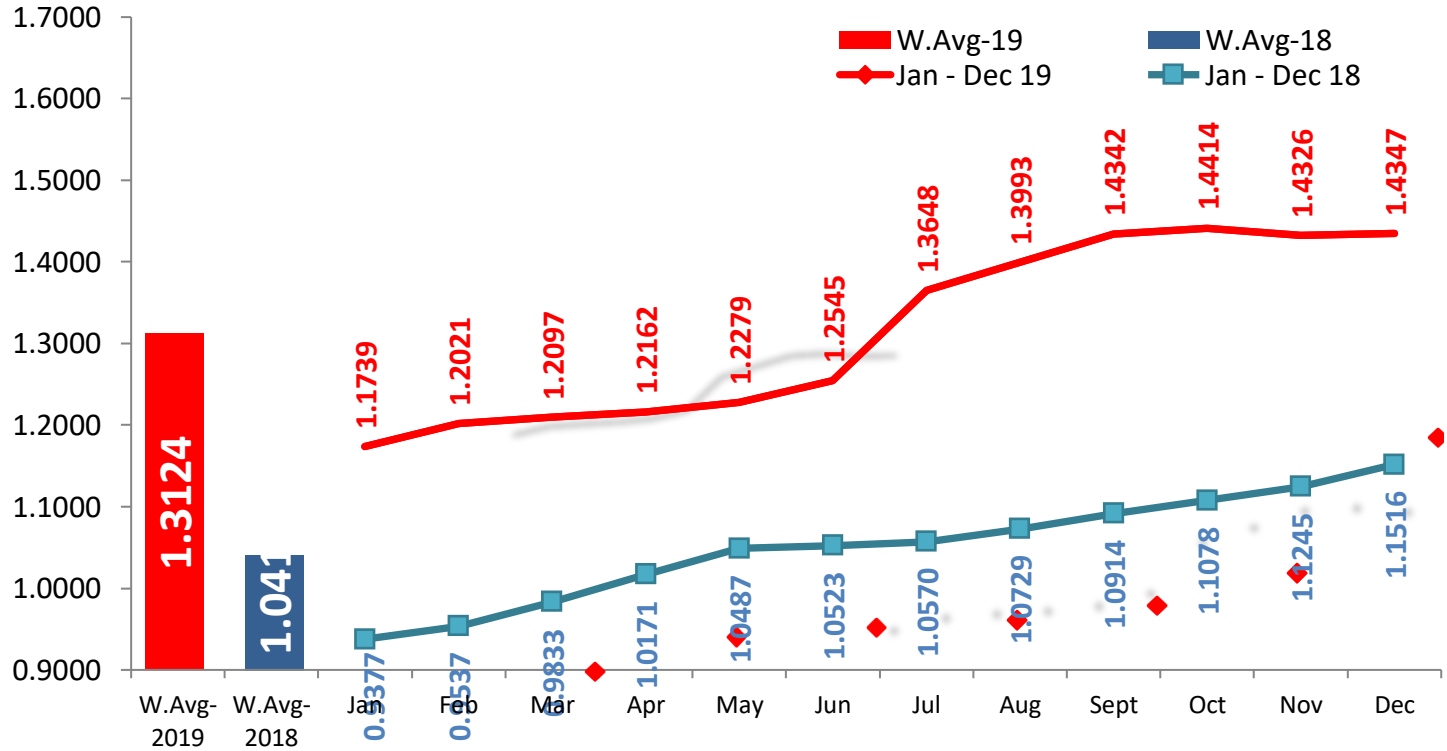
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	FY-2019	FY-2018	Change	
				Ratio
Automobile	-3,089	1,979	-5,068	-256%
Motorcycle	7	58	-51	-88%
Total	-3,083	2,037	-5,120	-251%

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	FY-2019	FY-2018	Change	
				Ratio
<b>Depreciation Expense</b>	<b>2,806</b>	<b>1,569</b>	<b>1,237</b>	<b>79%</b>
Automobile	<b>2,686</b>	<b>1,439</b>	<b>1,247</b>	<b>87%</b>
Motorcycle	<b>120</b>	<b>130</b>	<b>-10</b>	<b>-8%</b>
<b>Capital Expenditure</b>	<b>2,867</b>	<b>8,458</b>	<b>-5,591</b>	<b>-66%</b>
Automobile	<b>2,712</b>	<b>8,257</b>	<b>-5,545</b>	<b>-67%</b>
Motorcycle	<b>155</b>	<b>201</b>	<b>-46</b>	<b>-23%</b>

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