

MSIL: COS: NSE&BSE: 2021

1<sup>st</sup> April, 2021

Vice President

National Stock Exchange of India Limited

"Exchange Plaza", Bandra- Kurla Complex

Bandra (E)

Mumbai - 400 051

General Manager

Department of Corporate Services

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street, Mumbai- 400 001

**Sub: Press Release**

Dear Sir,

Please find enclosed herewith as Annexure -"A", a copy of the press release being issued today.

Kindly take the same on record.

Thanking you,

Yours truly,

For **Maruti Suzuki India Limited**



Sanjeev Grover

Vice President &

Company Secretary

**MARUTI SUZUKI INDIA LIMITED**

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Tel: 0124-2346721, Fax: 0124-2341304

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Maruti Suzuki India Limited,

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**Press Release**

**Maruti Suzuki sales in March 2021 and FY 2020-21**

**New Delhi, April 1, 2021:** Maruti Suzuki India Limited posted total sales of 167,014 units in March 2021, consisting of domestic sales (Passenger Vehicle and Light Commercial Vehicle) of 149,518 units, sales to other OEMs of 5,899 units and exports of 11,597 units.

MSIL domestic sales in FY19-20 had fallen by 18% due to reasons that are well known and in FY20-21 have been impacted due to COVID related factors. Domestic Sales in March 2020 had dropped about 48% due to COVID related disruptions. It will be seen that domestic sales in March 2021 have only recovered to March 2019 levels.

For the full financial year 2020-21, the Company posted a total sales of 1,457,861 units, which is 6.7% lower than FY 2019-20. Total sales in the year include domestic sales of 1,323,396 units, sales to other OEMs of 38,326 units and exports of 96,139 units.

The sales figures for **March 2021** and **FY 2020-21** are given below:

Category : Sub-segment	Models	March			April-March		
		2021	2020	2019	2020-21	2019-20	% Change
A: Passenger vehicles : Mini	Alto, S-Presso	24,653	15,988	16,826	226,159	247,776	-8.7%
A: Passenger vehicles : Compact	WagonR, Swift, Celerio, Ignis, Baleno, Dzire, Tour S	82,201	40,519	82,532	719,647	787,610	-8.6%
<b>Mini + Compact Segment</b>		<b>106,854</b>	<b>56,507</b>	<b>99,358</b>	<b>945,806</b>	<b>1,035,386</b>	<b>-8.7%</b>
A: Passenger vehicles : Mid-Size	Ciaz	1,628	1,863	3,672	13,852	25,258	-45.2%
<b>Total A: Passenger Cars</b>		<b>108,482</b>	<b>58,370</b>	<b>103,030</b>	<b>959,658</b>	<b>1,060,644</b>	<b>-9.5%</b>
B: Utility vehicles	Gypsy, Ertiga, S-Cross, Vitara Brezza, XL6	26,174	11,904	25,563	229,101	235,298	-2.6%
C: Vans	Eeco	11,547	5,966	16,438	105,081	118,404	-11.3%
<b>Total Domestic Passenger Vehicle Sales</b>		<b>146,203</b>	<b>76,240</b>	<b>145,031</b>	<b>1,293,840</b>	<b>1,414,346</b>	<b>-8.5%</b>
Light Commercial Vehicles	Super Carry	3,315	736	2,582	29,556	21,778	35.7%
<b>Total Domestic Sales (PV+LCV)</b>		<b>149,518</b>	<b>76,976</b>	<b>147,613</b>	<b>1,323,396</b>	<b>1,436,124</b>	<b>-7.8%</b>
<b>Sales to other OEM</b>		<b>5,899</b>	<b>2,104</b>	<b>-</b>	<b>38,326</b>	<b>25,002</b>	<b>53.3%</b>
<b>Total Domestic Sales (Domestic + OEM)</b>		<b>155,417</b>	<b>79,080</b>	<b>147,613</b>	<b>1,361,722</b>	<b>1,461,126</b>	<b>-6.8%</b>
<b>Total Export Sales</b>		<b>11,597</b>	<b>4,712</b>	<b>10,463</b>	<b>96,139</b>	<b>102,171</b>	<b>-5.9%</b>
<b>Total Sales (Total Domestic + Export)</b>		<b>167,014</b>	<b>83,792</b>	<b>158,076</b>	<b>1,457,861</b>	<b>1,563,297</b>	<b>-6.7%</b>

A comparison of absolute sales volume figures with respect to past years is as follows:

Company's Domestic sales volume (PV+LCV)	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
	1,305,351	1,444,541	1,653,500	1,753,700	1,436,124	1,323,396