



**Proud  
to be  
part of.**

## **Presentation on Results Q3 & 9 Months FY 2015-16**

09 February 2016

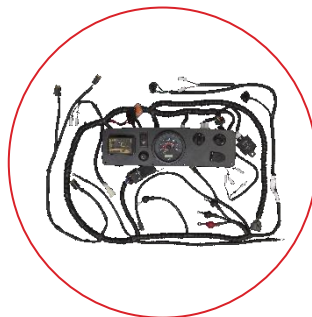
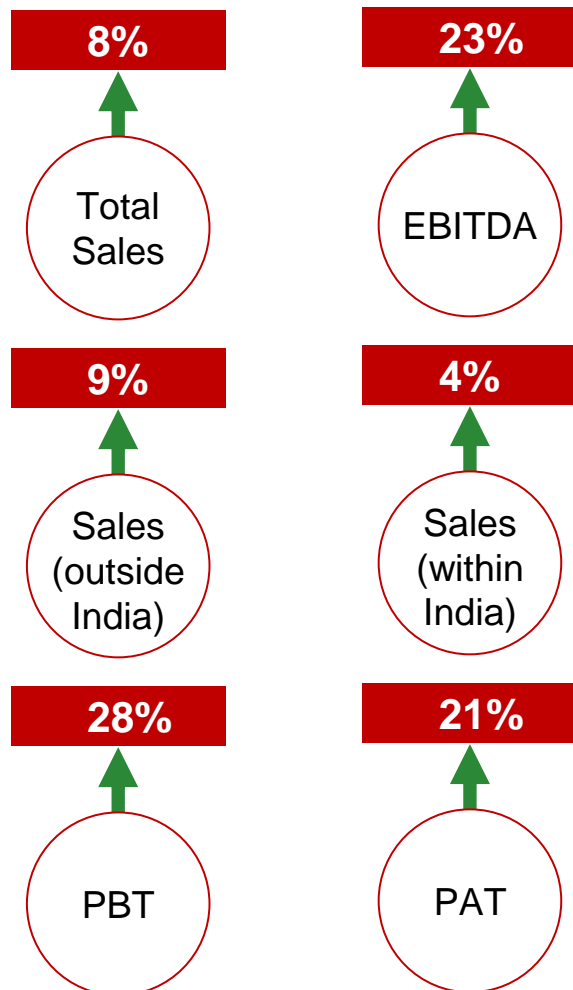


- Highlights
- Q3 vs Q3
- 9M vs 9M
- Debt status
- Status of facilities

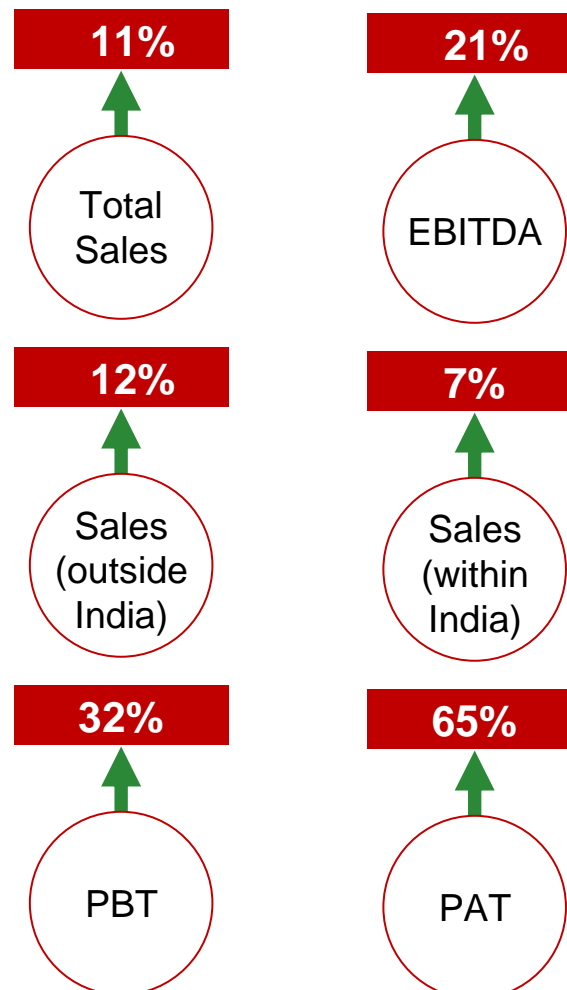
# Highlights Consolidated



## Q3 vs Q3



## 9 M vs 9 M

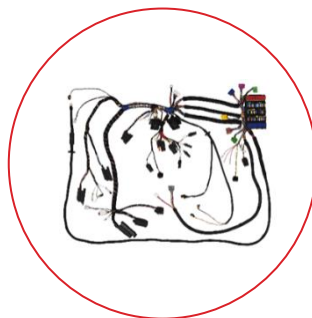
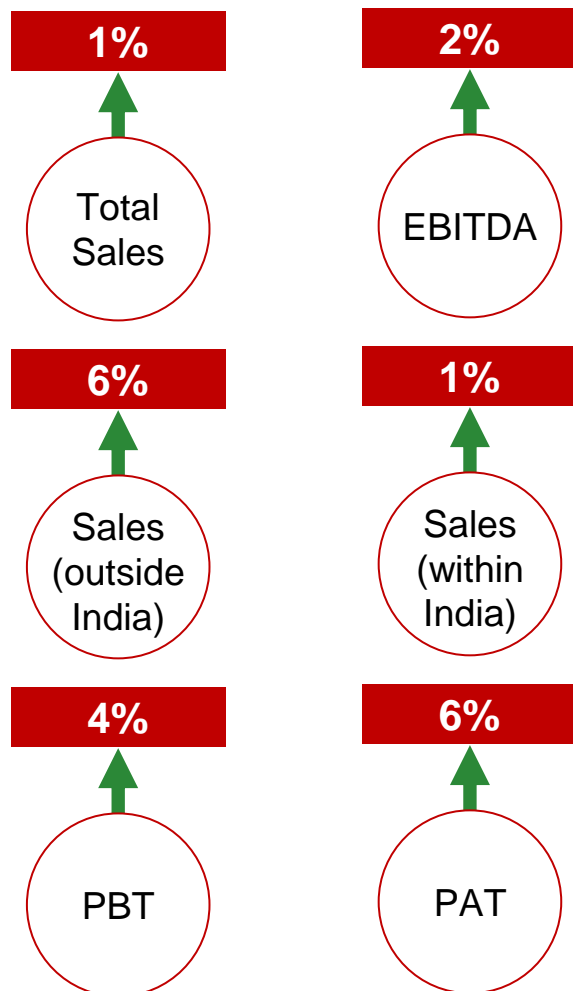


MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform

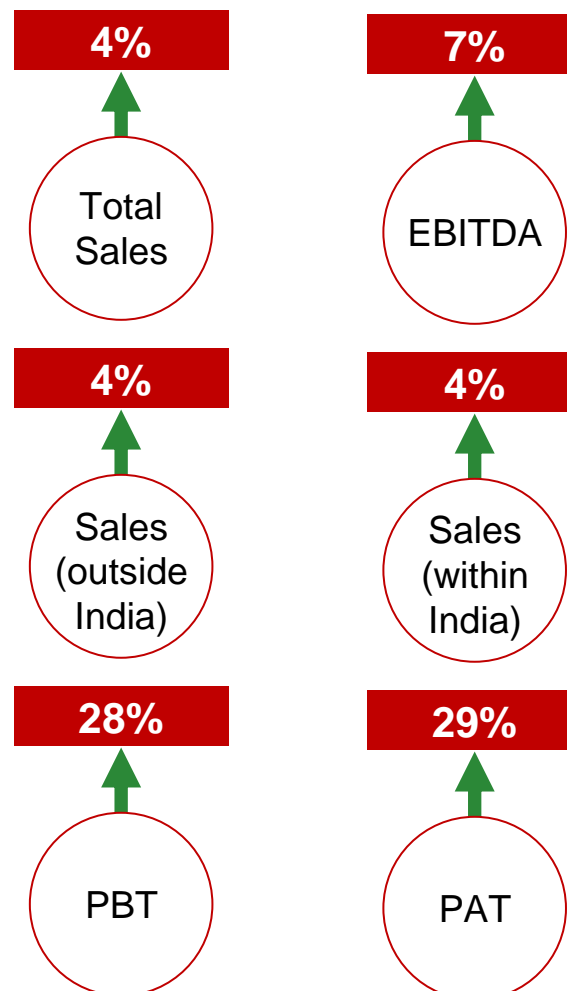
# Highlights Standalone



## Q3 vs Q3



## 9 M vs 9 M



MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform



# Highlights **SMRPBV** (in Euro Terms)



**Q3 vs Q3**



**18%**

Total  
Sales

**26%**

EBITDA

**22%**

PBT



**22%**

Total  
Sales

**29%**

PBT

**9 M vs 9 M**



**27%**

EBITDA

**59%**

PAT  
(concern  
share)

MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform



# Highlights **SMR & SMP** (in Euro Terms)



**Q3 vs Q3**

**9 M vs 9 M**



**14%**

Sales

**18%**

EBITDA



**17%**

Sales



**22%**

EBITDA



**19%**

Sales

**24%**

EBITDA



**25%**

Sales



**29%**

EBITDA

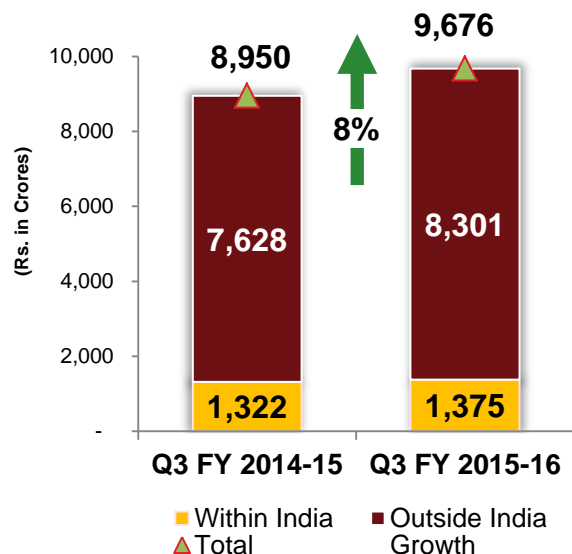
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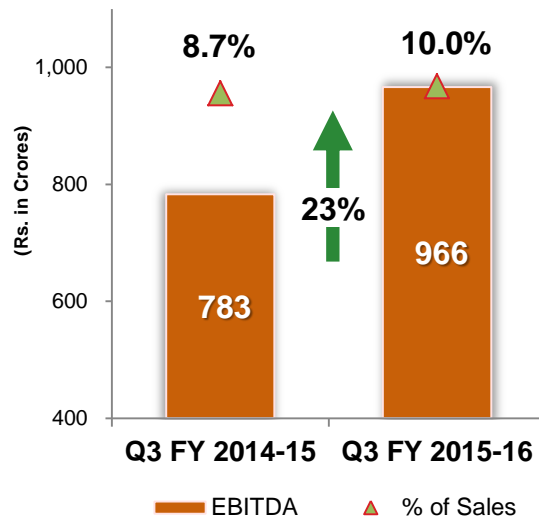
# MSSL Consolidated : Q3 FY 2015-16 vs. Q3 FY 2014-15



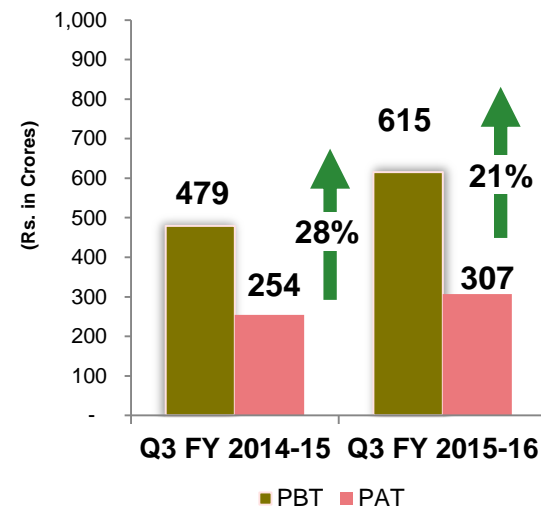
## Sales



## EBITDA\* / % to Sales



## PBT\* & PAT#



## Exchange rate for Euro

Currency (equal to Rs.)	Q3 2014-15	Q3 2015-16	% Change
EURO	77.361	72.181	-6.7%

## Notes :

(Rs. Crores)	Q3 2014-15	Q3 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	10.55	18.57
Net Loss / ( Gain ) recognised on final settlement of Insurance Claim	(56.93)	-

{\* Before exchange loss/ (Gain), gain on settlement of insurance claim and exceptional expenses/(income)}  
 {# concern share after exchange loss/(gain)exceptional expenses}

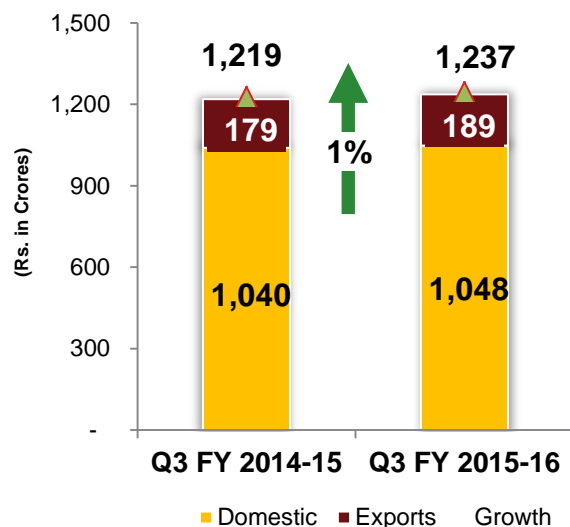




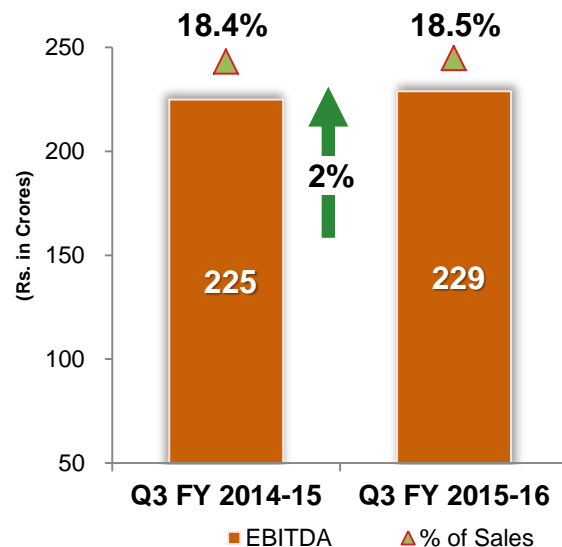
# MSSL Standalone : Q3 FY 2015-16 vs. Q3 FY 2014-15



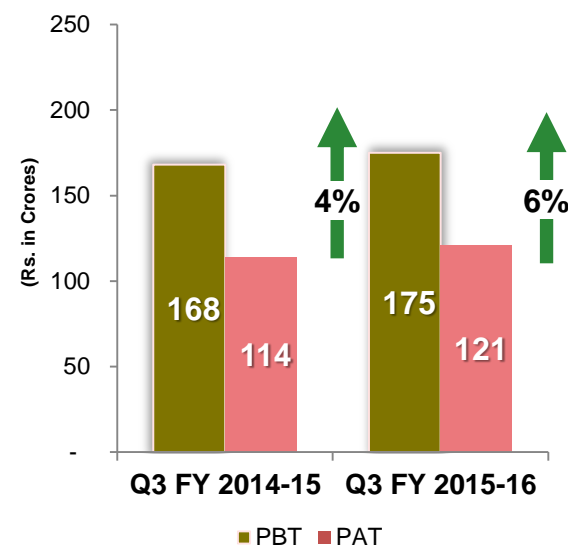
## Sales



## EBITDA\* / % to Sales



## PBT \* & PAT



## Copper rate & exchange rates considered

Average	Q3 2014-15	Q3 2015-16	% Change
LME Copper (USD / Ton )	6,621	4,887	-26.2%
INR to Euro	77.361	72.181	-6.7%

## Notes :

(Rs. Crores)	Q3 2014-15	Q3 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	10.58	3.33

{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}



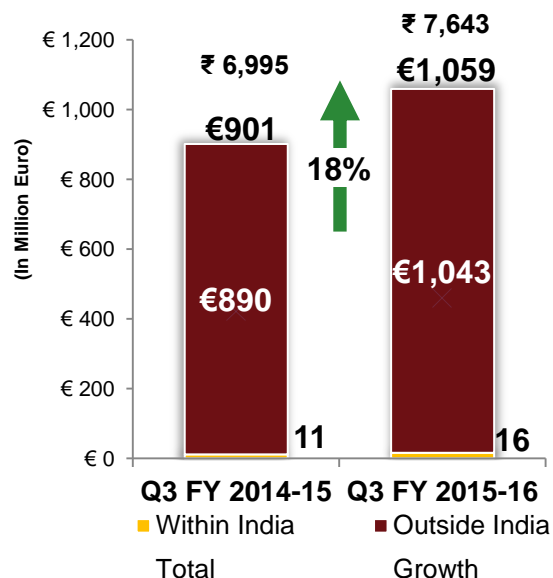
# SMRPBV : Q3 FY 2015-16 vs. Q3 FY 2014-15

(In Euro Terms\*\*)



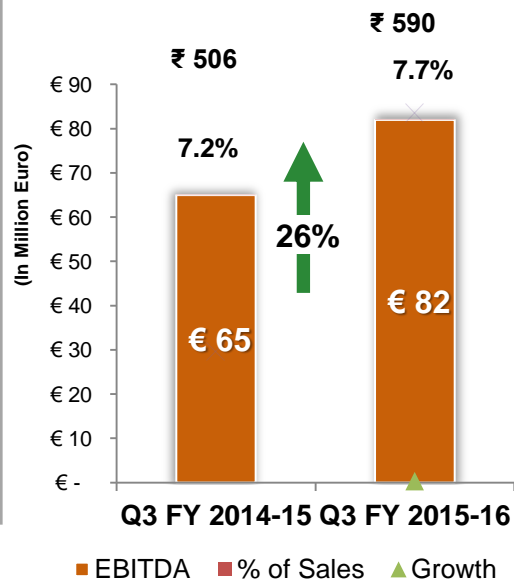
## Sales

Rs. in crore



## EBITDA\* / % to Sales

Rs. in crore

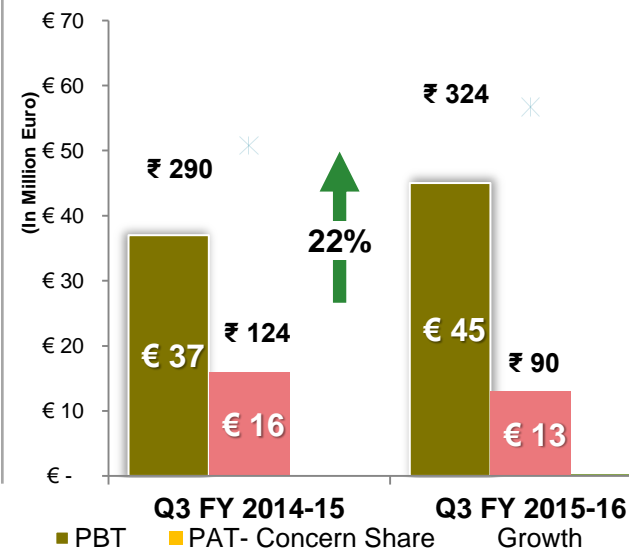


Notes :

(In Million Euro)	Q3 2014-15	Q3 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	0.02	2.11
Net Loss / ( Gain ) recognised on final settlement of Insurance Claim	(7.10)	-

## PBT \* & PAT#

Rs. in crore



\* Before exchange loss/ (Gain), gain on settlement of insurance claim and exceptional expenses/(income)

# concern share

\*\* Please refer to Note on last slide.



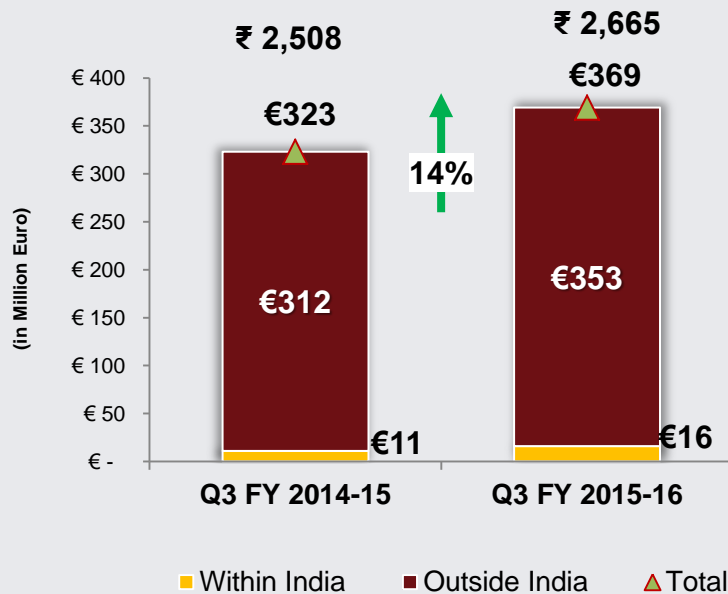
# SMR : Q3 FY 2015-16 vs. Q3 FY 2014-15

(In Euro Terms\*\*)



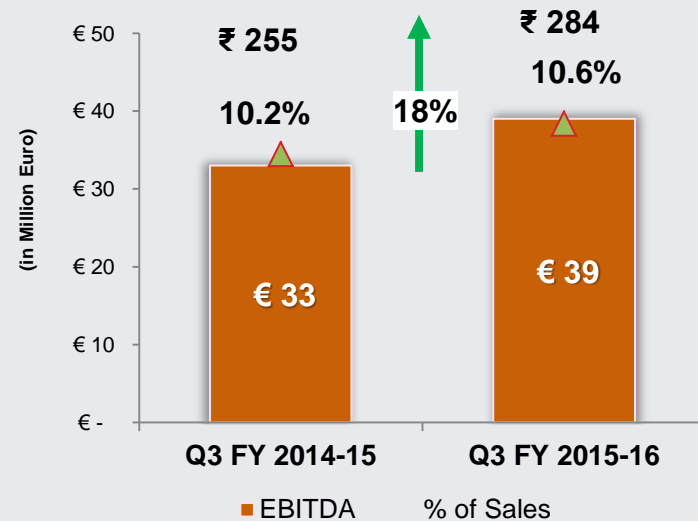
## Sales

Rs. in crore



## EBITDA\* / % to Sales

Rs. in crore



\*At exchange rate used for translation

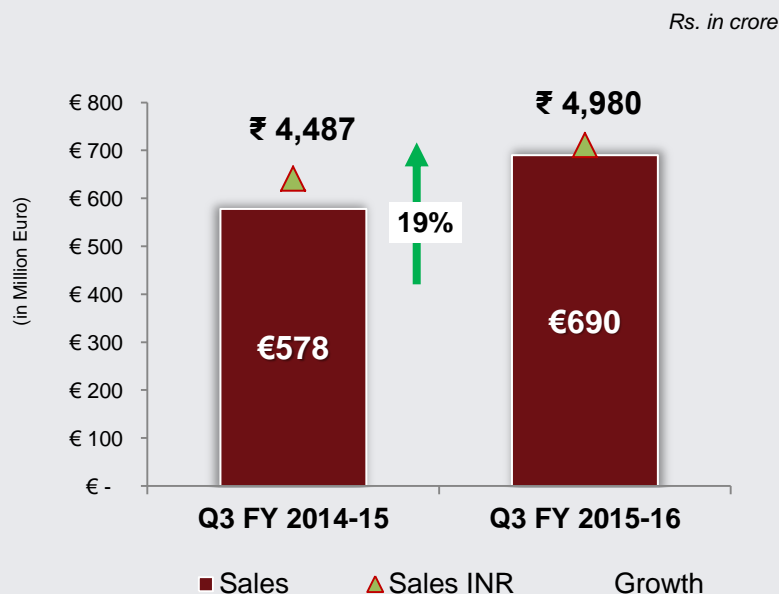
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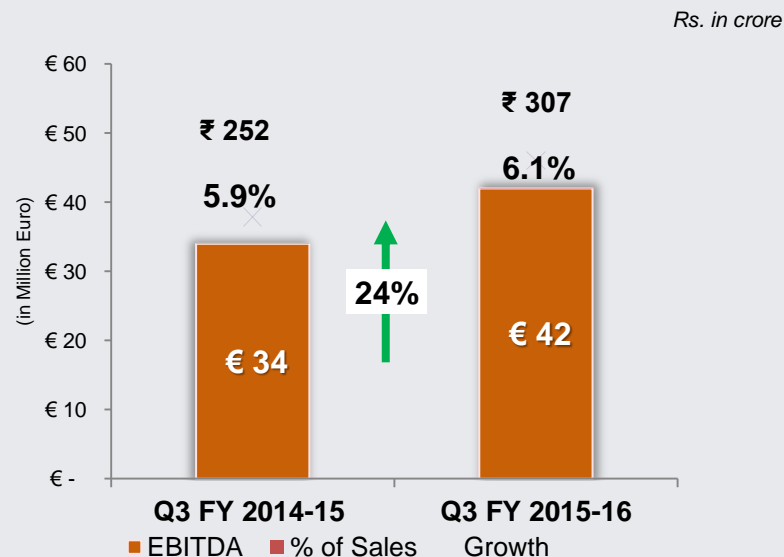
(In Euro Terms\*\*)



## Sales



## EBITDA\* / % to Sales



### Notes :

(In Million Euro)	Q3 2014-15	Q3 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	0.02	2.49
Net Loss / ( Gain ) recognised on final settlement of Insurance Claim	(7.10)	-

\* Before exchange loss/ (Gain), gain on settlement of insurance claim and exceptional expenses/(income)

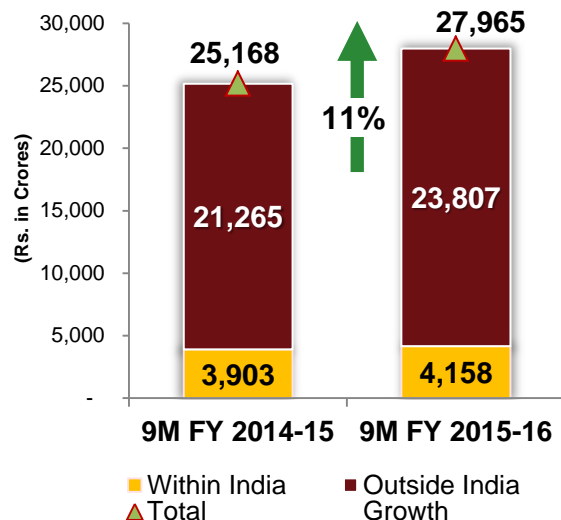
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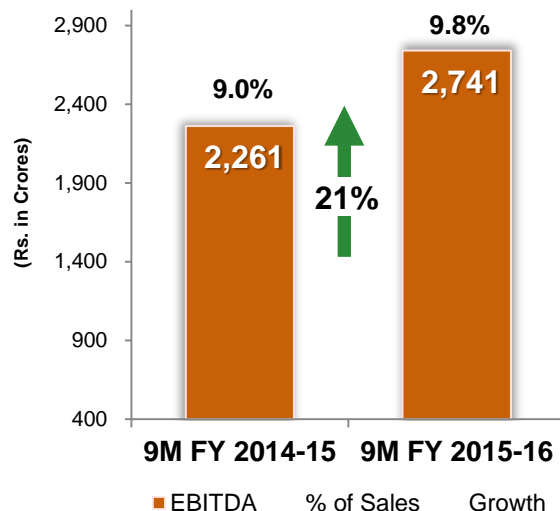
# MSSL Consolidated : 9M FY 2015-16 vs. 9M FY 2014-15



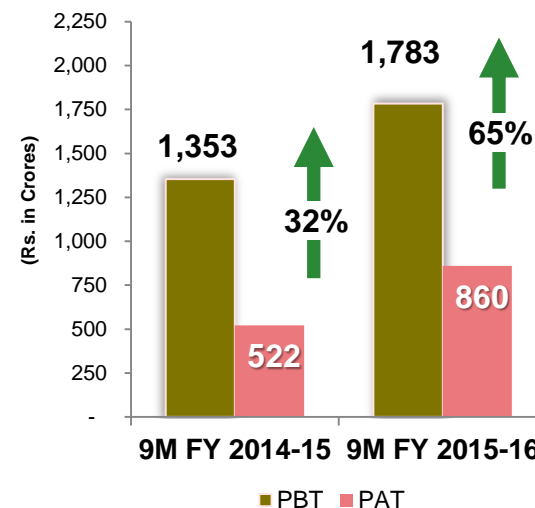
## Sales



## EBITDA\* / % to Sales



## PBT\* & PAT#



## Notes :

(Rs. Crores)	9M 2014-15	9M 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	36.98	65.05
Net Loss / ( Gain ) recognised on final settlement of Insurance Claim	(40.82)	-
Exceptional expenses- on Bond Issue and acquisition expenses	168.44	28.77
Gain on sale of investment in JV	-	21.89

## Exchange rate for Euro

Currency (equal to Rs.)	9M 2014-15	9M 2015-16	% Change
EURO	79.881	71.559	-10.4%

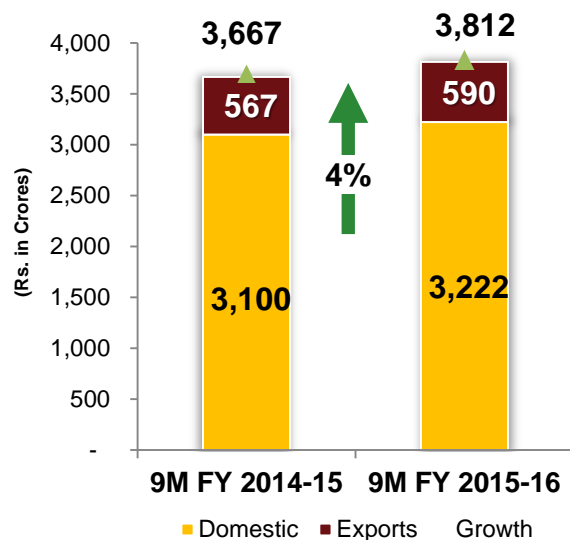
{\* Before exchange loss/(Gain), gain on settlement of insurance claim and exceptional expenses/(income)}

{# After exchange loss/(Gain), exceptional expense/(income), including gain on sales of investment in JV and redemption of preference share and dividend income

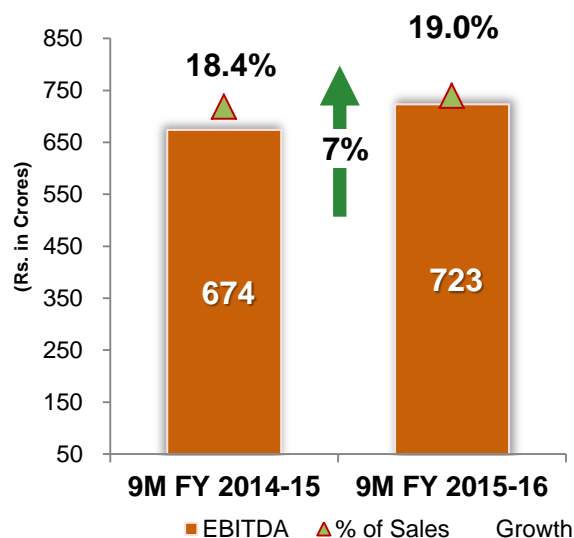
# MSSL Standalone : 9M FY 2015-16 vs. 9M FY 2014-15



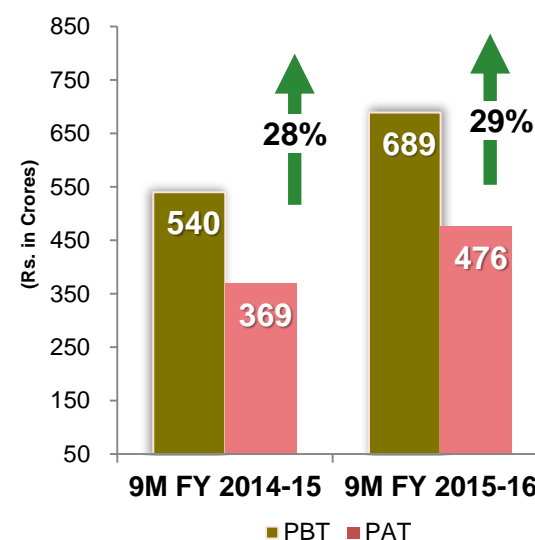
## Sales



## EBITDA\* / % to Sales



## PBT\* & PAT#



## Copper rate & exchange rates considered

Average	9M 2014-15	9M 2015-16	% Change
LME Copper (USD / Ton )	6,800	5,397	-6.9%
INR to Euro	79.881	71.559	-10.4%
INR to YEN	0.570	0.533	-6.6%

## Notes :

(Rs. Crores)	9M 2014-15	9M 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	26.20	23.76
Gain on sale of JV	-	35.52
Gain on redemption of preference share	-	8.98
Dividend Income	40.16	76.77

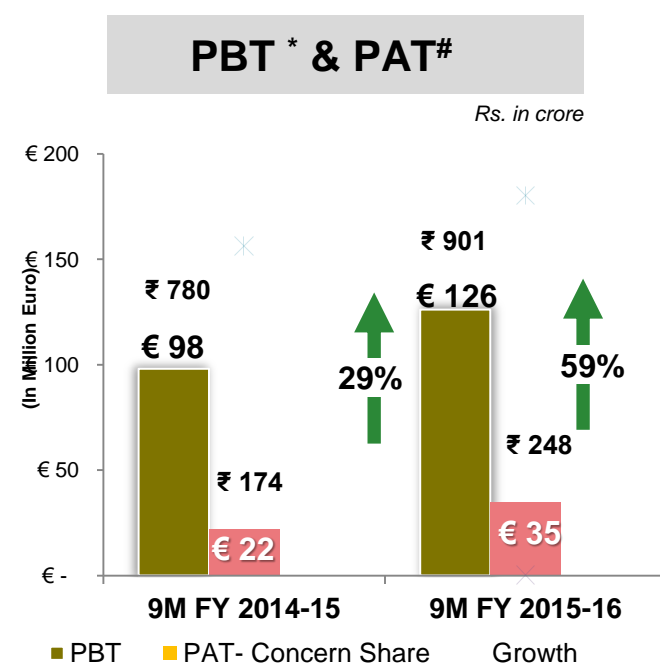
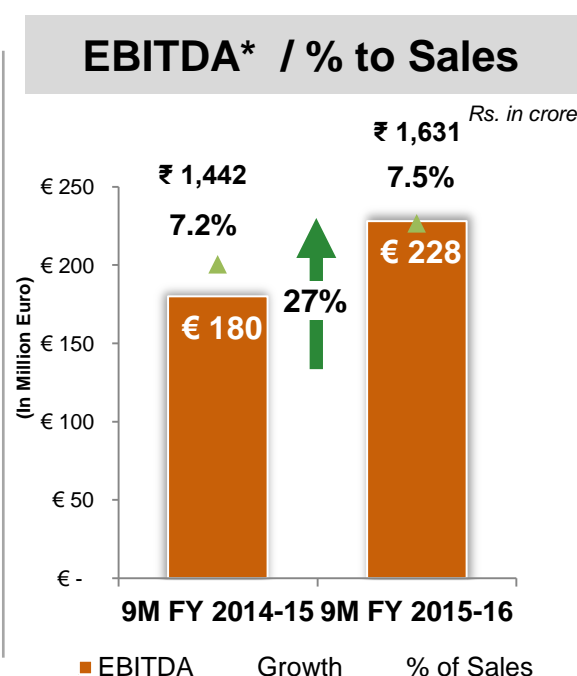
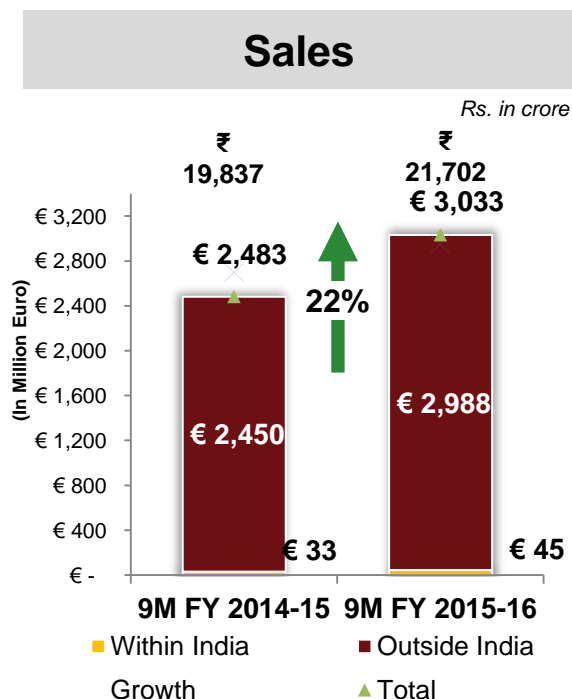
{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

{# After exchange loss/(Gain), exceptional expense/(income), including gain on sales of investment in JV and redemption of preference share and dividend income



# SMRPBV : 9M FY 2015-16 vs. 9M FY 2014-15

(In Euro Terms\*\*)



## Notes :

(In Million Euro)	9M 2014-15	9M 2015-16
Exceptional expenses towards bonds issuance	16.10	4.02
Exchange Loss / (Gain) on Long Term Facilities	1.35	5.77
Net Gain / (Loss) recognised on final settlement of Insurance Claim	5.11	-

\* Before exchange loss/ (Gain), gain on settlement of insurance claim and exceptional expenses/(income)

# concern share

\*\* Please refer to Note on last slide.





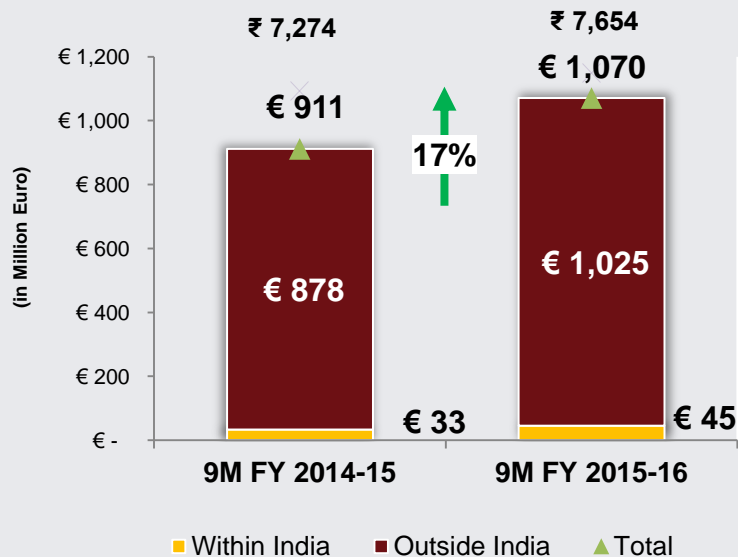
# SMR : 9M FY 2015-16 vs. 9M FY 2014-15

(In Euro Terms\*\*)



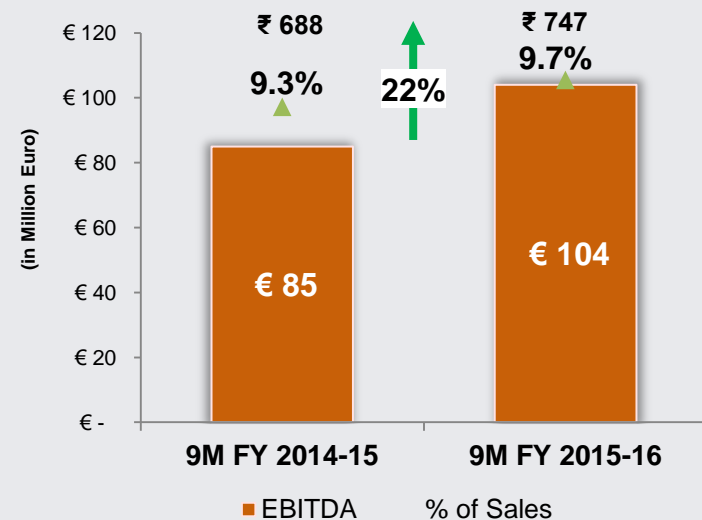
## Sales

Rs. in crore



## EBITDA\* / % to Sales

Rs. in crore



\*At exchange rate used for translation

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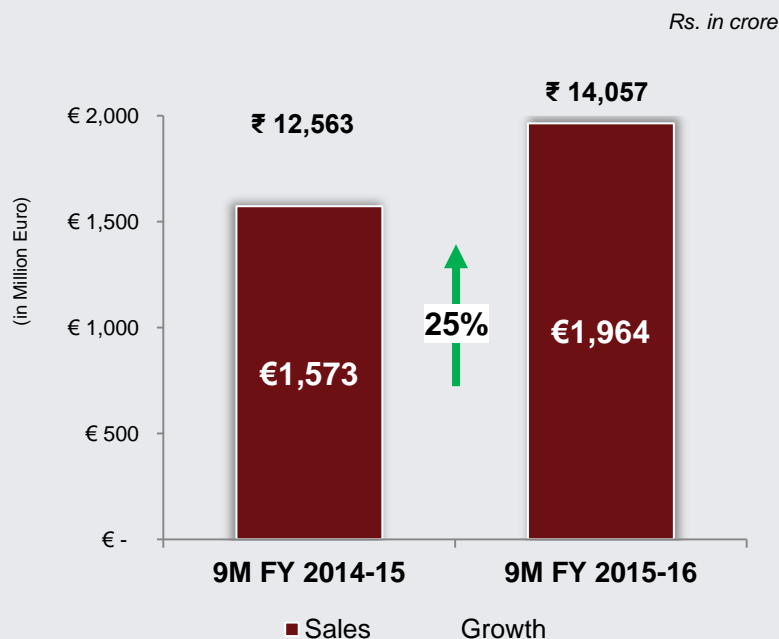


# SMP : 9M FY 2015-16 vs. 9M FY 2014-15

(In Euro Terms\*\*)



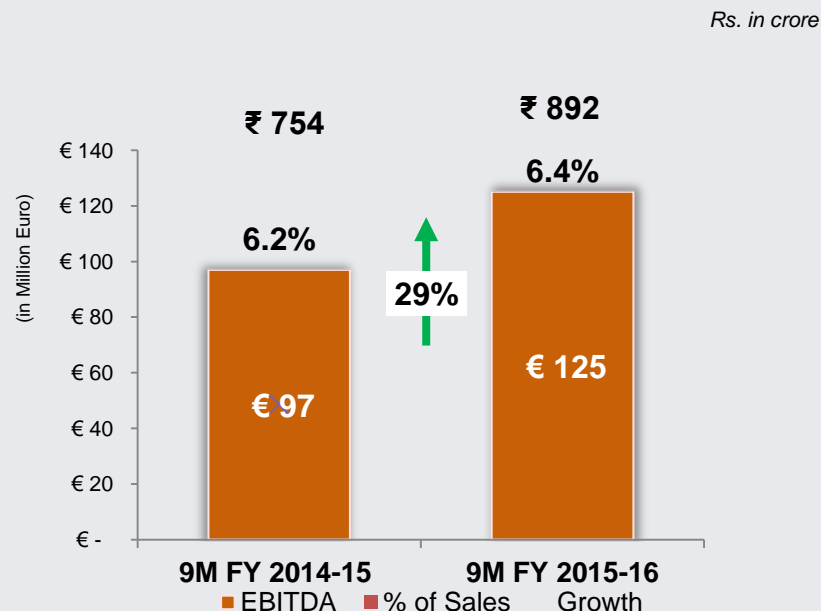
## Sales



\* Before exchange loss/ (Gain), gain on settlement of insurance claim and exceptional expenses/(income)

\*\* Please refer to Note on last slide.

## EBITDA\* / % to Sales



### Notes :

(In Million Euro)	9M 2014-15	9M 2015-16
Exchange Loss / (Gain) on Long Term Facilities	1.12	3.73
Net Gain / (Loss) recognised on final settlement of Insurance Claim	5.11	-

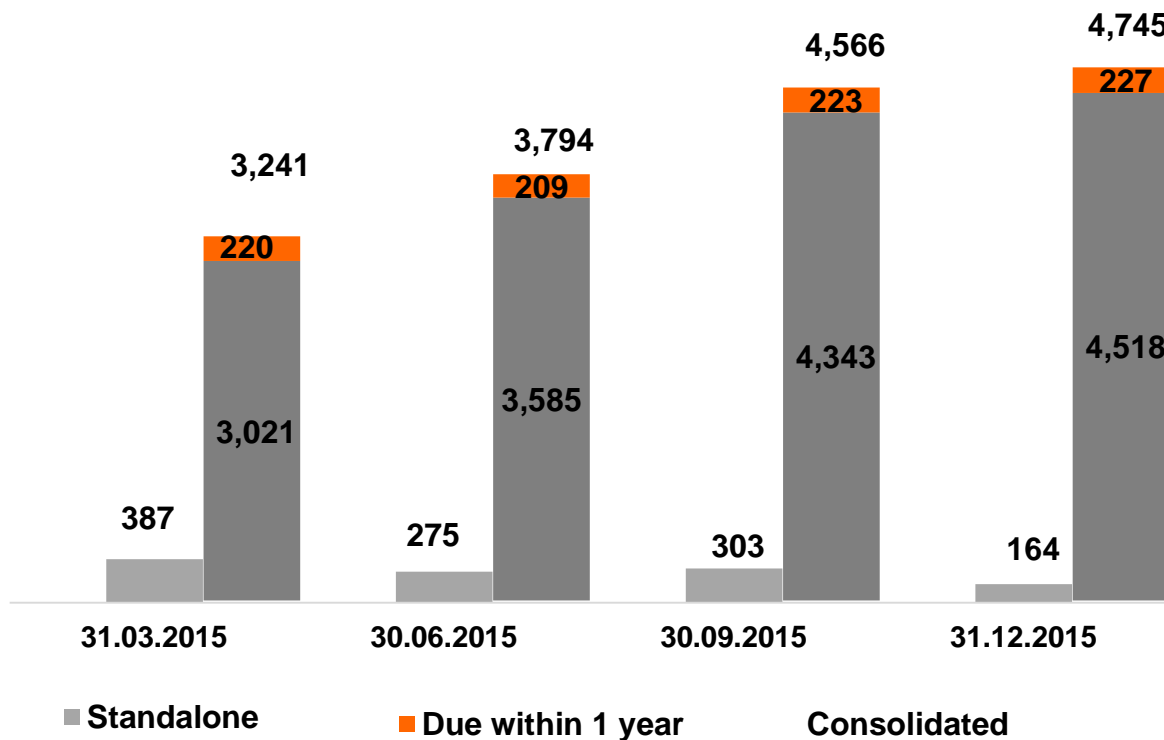
- Highlights
- Q3 vs Q3
- 9M vs 9M
- Debt status
- Status of facilities

# Debt Status



## Net Debt

(Rs. In crores)



Exchange rate used	31.03.2015	30.06.2015	30.09.2015	31.12.2015
Rs/Euro	67.06	70.86	73.30	71.84
Rs/USD	62.50	63.64	65.58	66.15



- Highlights
- Q3 vs Q3
- 9M vs 9M
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# Status of upcoming facilities – Americas

(USA+ Mexico+ Brazil)



Company : **SMR**

Location: **Marysville, USA**

Type: Brownfield plant

Product: Exterior Rear View mirrors

Operational : **Q4 FY 15-16**



**Q1 FY15-16**



**Q2 FY14-15**

# Status of upcoming facilities – Americas

(USA+ Mexico+ Brazil)



Architectural Impression



Company : **SMP**

Location: **Tuscaloosa, AL  
(USA)**

Type: Greenfield Plant

Product: Bumpers, Door panels,  
other exterior parts

Operational : **FY 18-19**



New  
Development

Q1 FY15-16



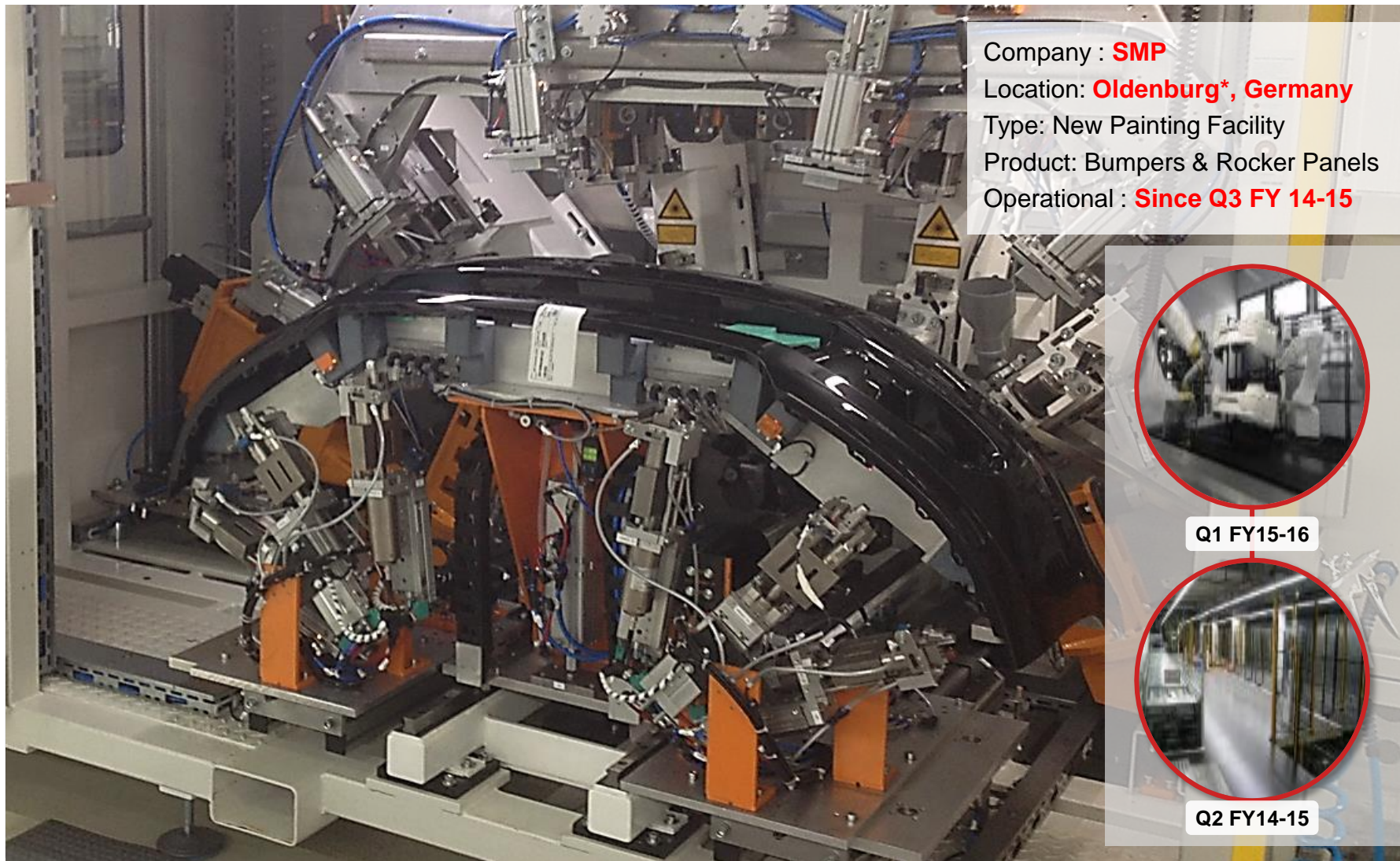
# Status of upcoming facilities – Americas

(USA+ Mexico+ Brazil)





# Status of upcoming facilities – Europe



\* This plant information will be removed in the subsequent presentations





# Status of upcoming facilities – Europe



Company : **SMP**  
Location: **Boettingen\*, Germany**  
Type: Brownfield plant  
Product: Door Panels  
Operational : **Started in Q3 FY 15-16**



Q1 FY15-16



Q2 FY14-15

\* This plant information will be removed in the subsequent presentations



# Status of upcoming facilities – Europe



*\* This plant information will be removed in the subsequent presentations*





# Status of upcoming facilities – Europe



*\* This plant information will be removed in the subsequent presentations*





# Status of upcoming facilities – Europe



Ground Breaking Ceremony,  
Held on 27<sup>th</sup> Nov 2015

Company : **SMP**  
Location: **Kecskemet, Hungary**  
Type: Greenfield plant  
Product: Bumpers & Door Panels  
Operational : **Q4 FY 17-18**



New  
Development

**Q1 FY15-16**



# Status of upcoming facilities – China



Company : **SMP**  
Location: **Beijing, China**  
Type: Expansion  
Product: Door Panels  
Operational : **Q1 FY 16-17**

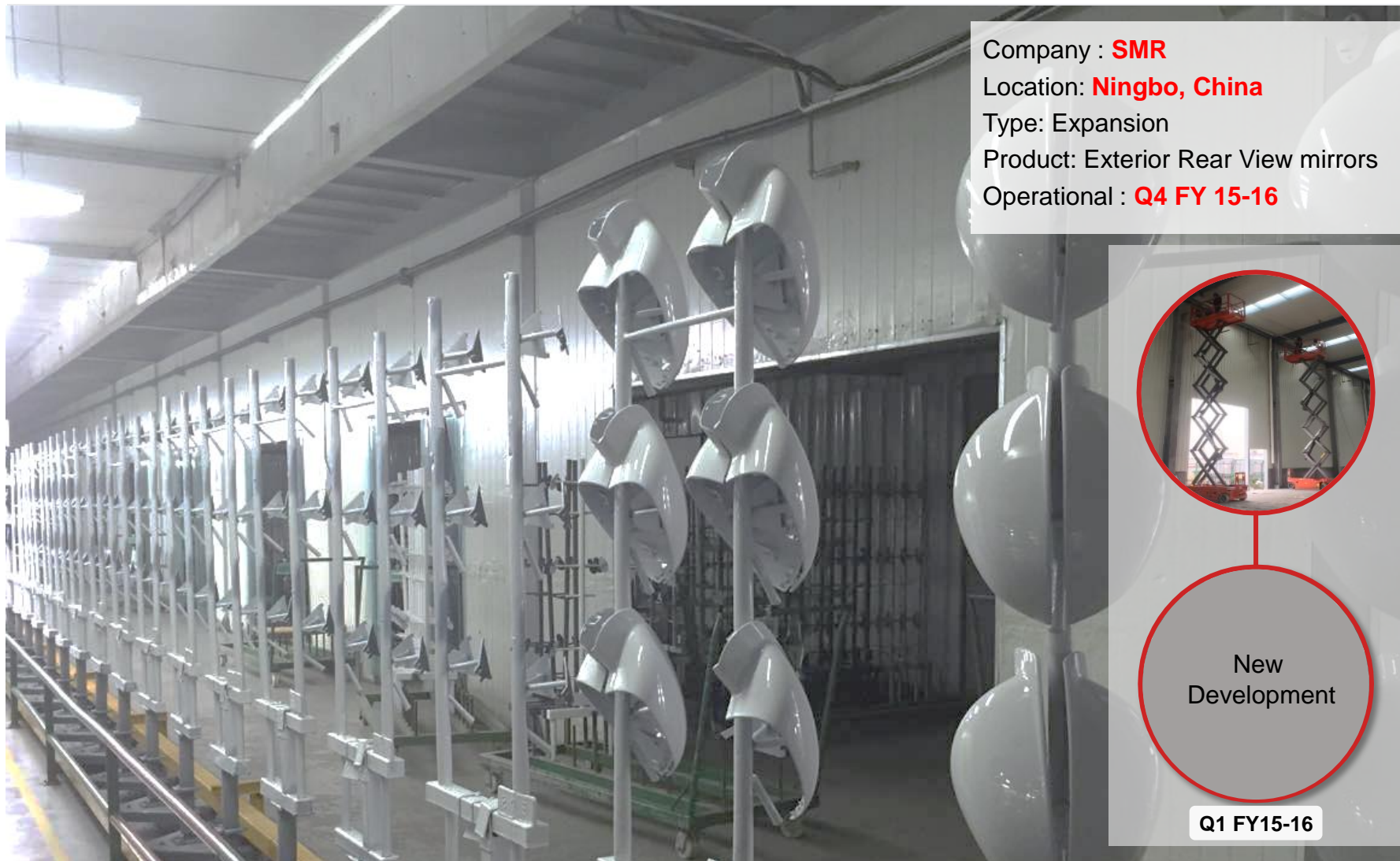


**Q1 FY15-16**



**Q2 FY14-15**

# Status of upcoming facilities – China



Company : **SMR**  
Location: **Ningbo, China**  
Type: Expansion  
Product: Exterior Rear View mirrors  
Operational : **Q4 FY 15-16**



New  
Development

**Q1 FY15-16**



# Status of upcoming facilities – South Korea



Company : **SMR**  
Location: **Ochang, South Korea**  
Type: Expansion  
Product: Exterior Rear View mirrors  
Operational : **Q4 FY 15-16**

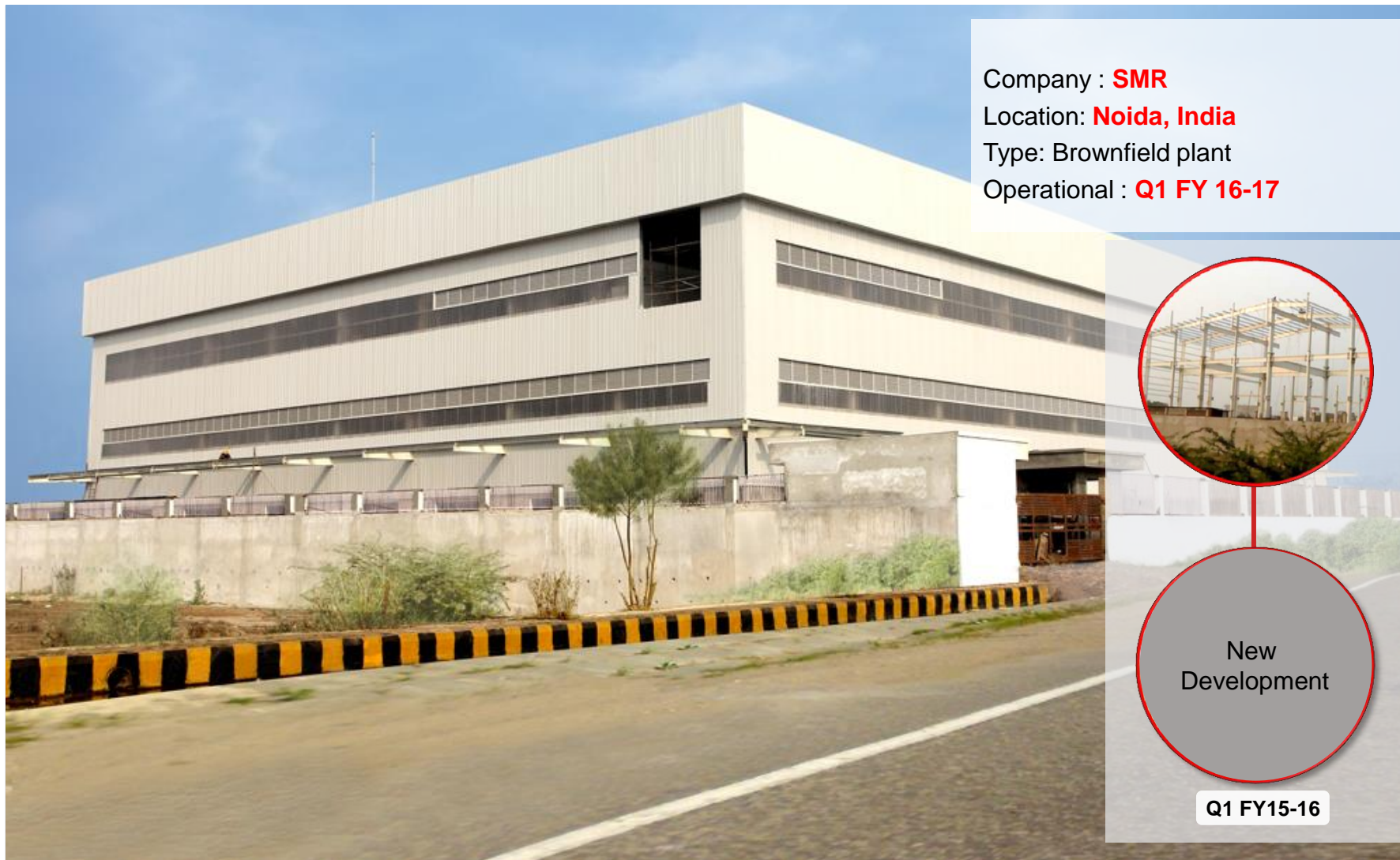


New  
Development

Q1 FY15-16



# Status of upcoming facilities – India



Company : **SMR**

Location: **Noida, India**

Type: Brownfield plant

Operational : **Q1 FY 16-17**

New  
Development

**Q1 FY15-16**

# Status of upcoming facilities – India



Company : **MSSL WHD**

Location: **Noida\*, India**

Type: Reconstruction of entire plant

Product: Wiring Harness

Operational : **Q2 FY 15-16**

Q1 FY15-16

Q2 FY14-15

\* This plant information will be removed in the subsequent presentations



# Status of upcoming facilities – India



Company : **MSSL WHD**  
Location: **Walajabad, Chennai, India**  
Type: Greenfield plant  
Product: Wiring Harness  
Operational : **Q4 FY 15-16**



**Q1 FY15-16**



**Q2 FY14-15**

# Status of upcoming facilities – India



Company : **MATE**  
Location: **Walajabad\*, Chennai, India**  
Type: Greenfield plant#  
Product: Polymer products  
Operational : **Started in Q2 FY 15-16**



Q1 FY15-16



Q2 FY14-15

\* This plant information will be removed in the subsequent presentations

# Also adding R&D Centre





# Status of upcoming facilities – India



Company : **MATE**  
Location: **Sanand\*, India**  
Type: Greenfield plant  
Product: Polymer products  
Operational : **Started in Q2 FY 15-16**

Q1 FY15-16

Q2 FY14-15

*\* This plant information will be removed in the subsequent presentations*

# Status of upcoming facilities – India



*Architectural Impression*

Company : **MSSL WHD**  
Location: **Sanand, India**  
Type: Greenfield plant  
Product: Wiring Harness  
Operational : **Q2 FY 16-17**



New  
Development

**Q1 FY15-16**

# Safe harbour & Note



## Safe harbour

This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.



# Thank you.

Note :

\*\*SMRPBV, parent company for SMR & SMP prepares financial statements in Euro currency, hence comparative data is given in Euro terms. These results are consolidated in MSSL by using average year to-date exchange rates. The corresponding figures in Rupee terms have also been stated.

