



**Proud
to be
part of.**

Presentation on Results

Q3 FY 2016-17

13th February 2017

MSE
**Motherson Sumi
Systems Limited**











Motherson Sumi Systems Ltd. reports December 16 results








Highest Ever Quarterly Revenue &

Best Ever Quarterly Net Profit in the history of the company

Highlights Q3 FY16-17

- Revenues  13%,
- Revenues outside India  12%,
- Revenues in India  24%
- PAT  34%
- EBITDA  23%
- On Standalone basis,
Revenues  22%
PAT  76%
EBITDA  46%

Highlights 9M FY16-17

- Revenues  15%,
- Revenues outside India  14%,
- Revenues in India  21%
- PAT  25%
- EBITDA  19%
- Globally, **9 plants** are at different stages of completion.

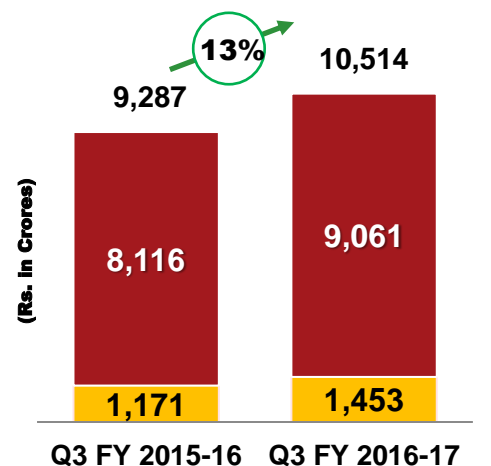


- **Results Q3 vs Q3.**
- **Results 9M vs 9M**
- **Status of facilities**
- **Debt status**

MSSL Consolidated : Q3 FY15-16 vs Q3 FY 16-17

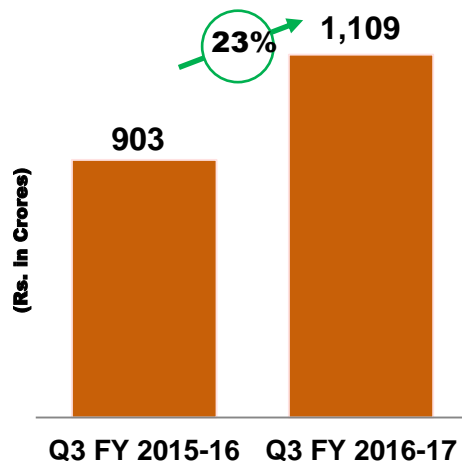


Revenues



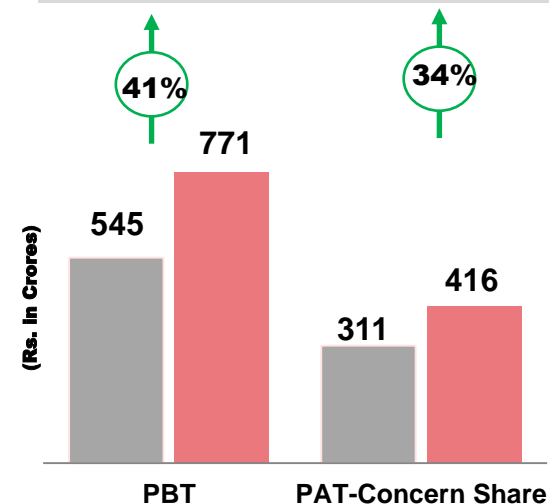
■ Within India ■ Outside India Growth

EBITDA



■ EBITDA

PBT & PAT



■ Q3 FY 2015-16 ■ Q3 FY 2016-17

24%

**Revenues
(Within
India)**

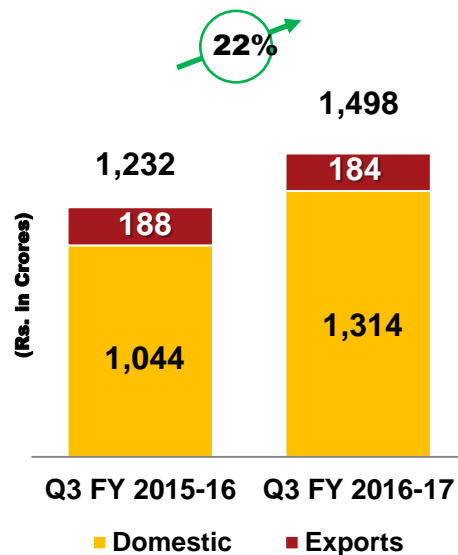
12%

**Revenues
(outside
India)**

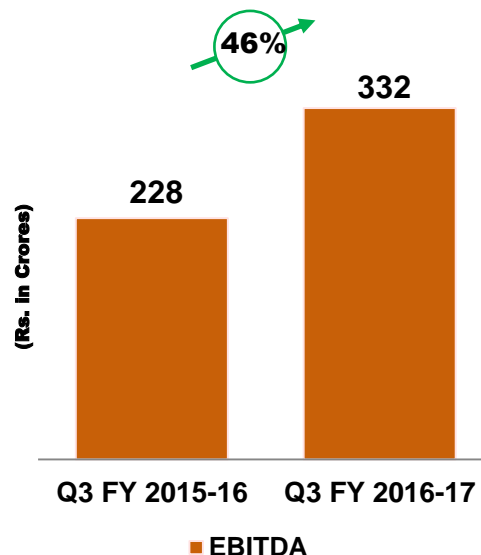
MSSL Standalone : Q3 FY15-16 vs Q3 FY 16-17



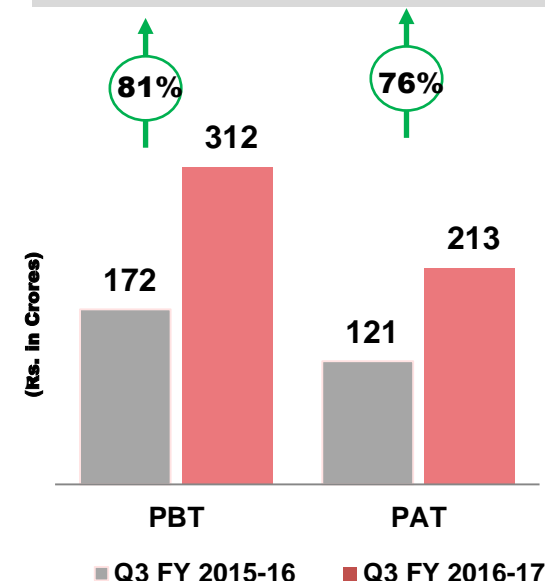
Revenues



EBITDA



PBT & PAT



26%

**Revenues
(Within
India)**

Notes

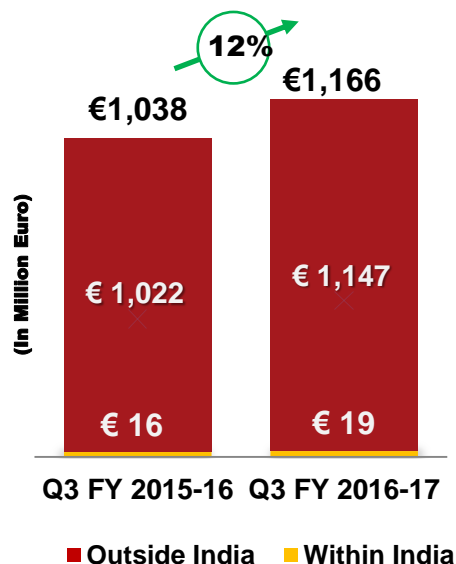
1. Strong growth in EBITDA helped by increase in other operating income from Rs.32 cr ores to Rs.68 crores.
2. The mark to the market gain of Rs.38 crores on investments in debt funds made out of QIP/Preferential allotment funds is not included in EBITDA and is shown as other income after EBITDA / EBIT

SMRPBV : Q3 FY15-16 vs Q3 FY 16-17

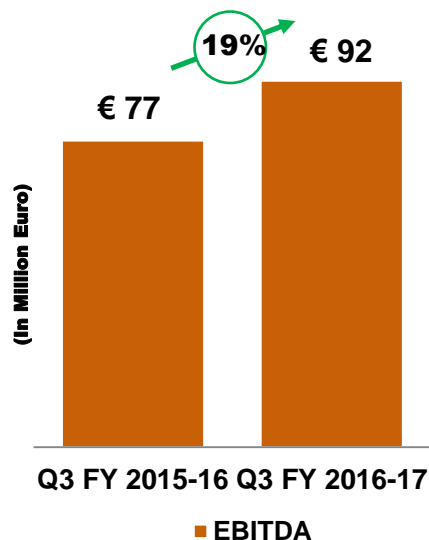
(In Euro Terms**)



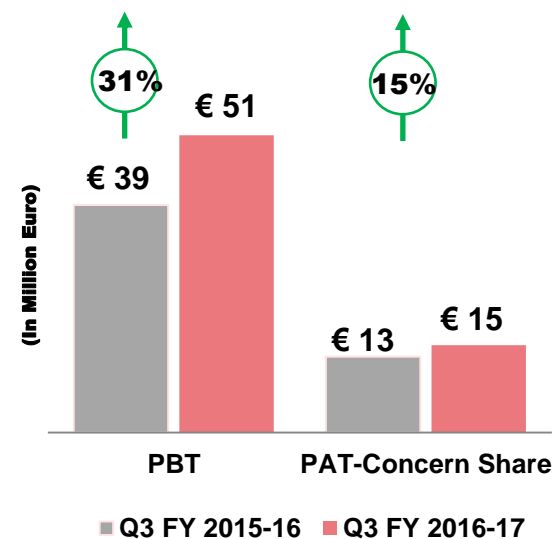
Revenues



EBITDA



PBT & PAT



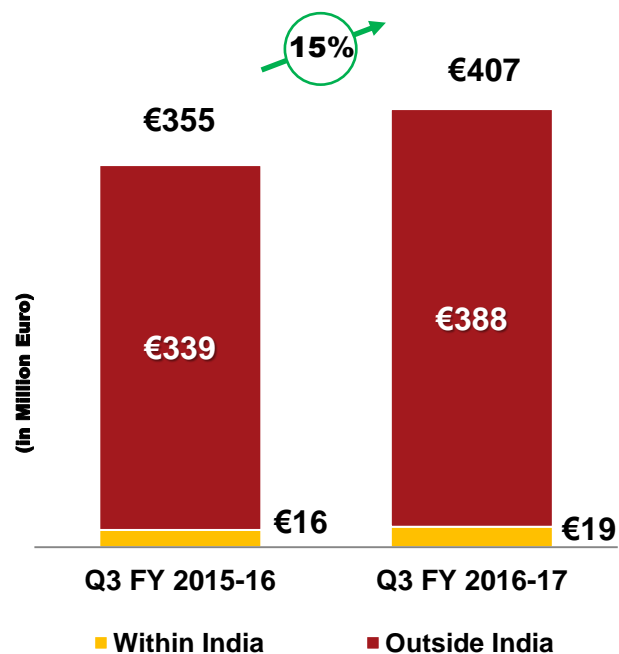
** Please refer to Note on last slide.



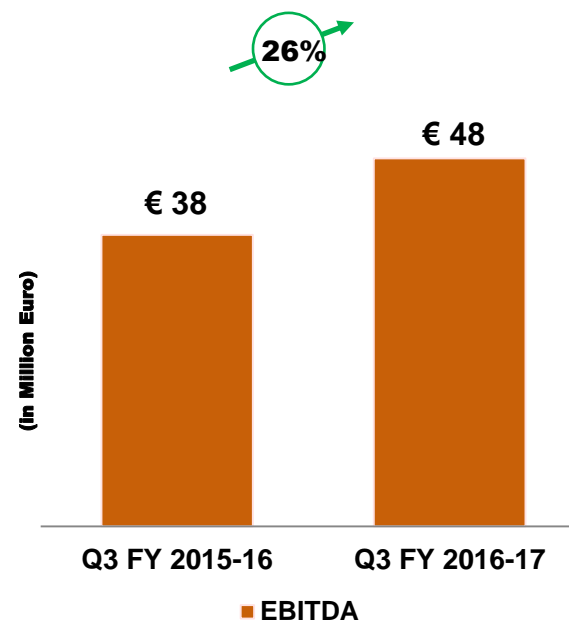
SMR : Q3 FY15-16 vs Q3 FY 16-17 (In Euro Terms**)



Revenues



EBITDA



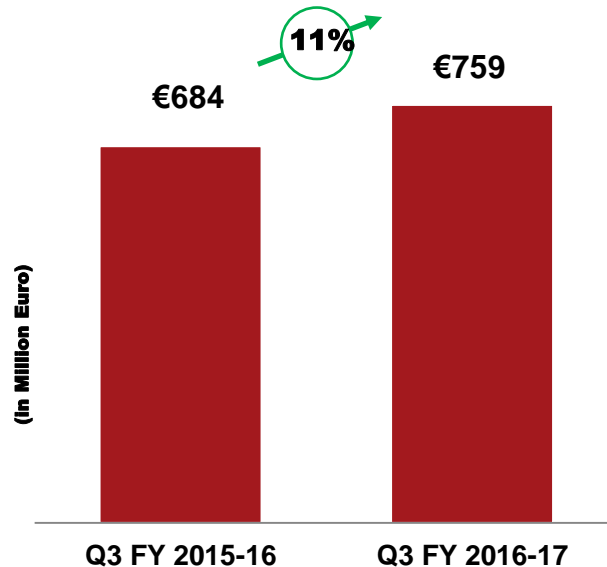
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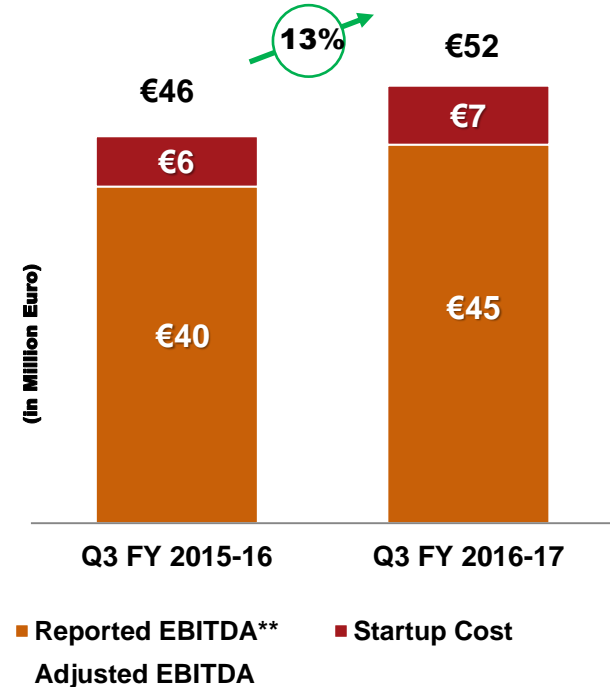
SMP : Q3 FY15-16 vs Q3 FY 16-17 (In Euro Terms**)



Revenues



EBITDA



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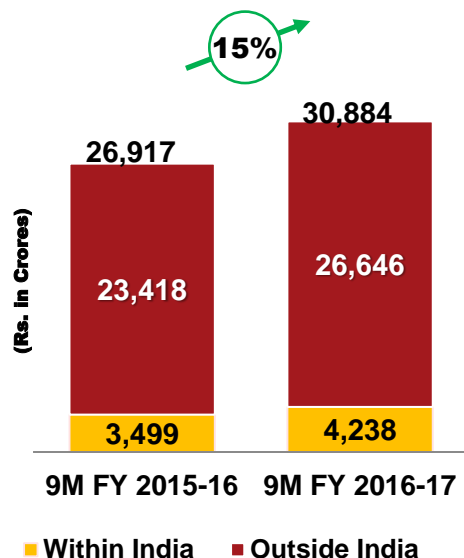
{** After Start up cost for greenfield/ brownfield plants, charged to P&L}

- **Results Q3 vs Q3**
- **Results 9M vs 9M.**
- **Status of facilities**
- **Debt status**

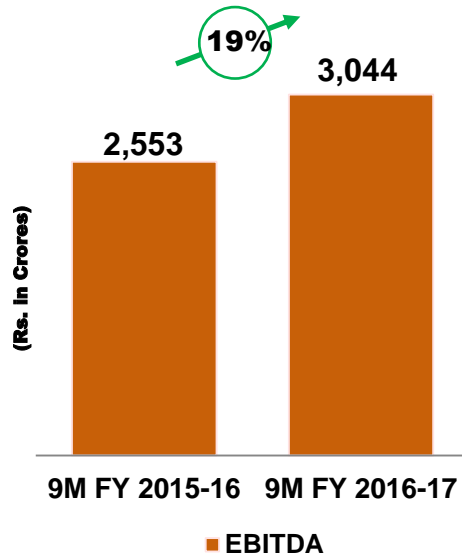
MSSL Consolidated : 9M FY15-16 vs 9M FY 16-17



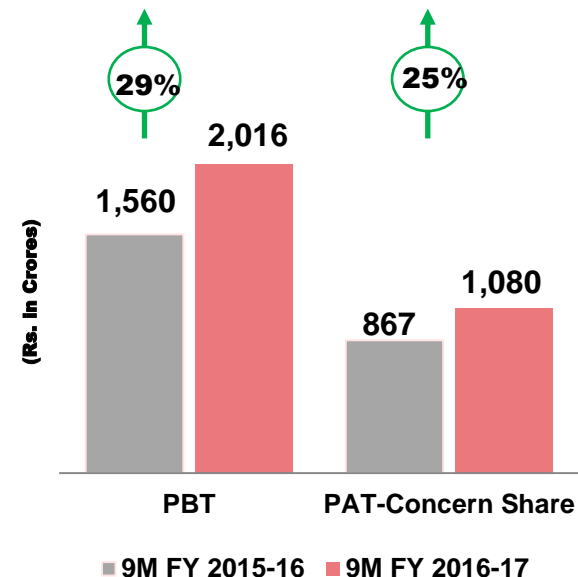
Revenues



EBITDA



PBT & PAT



21%

**Revenues
(Within
India)**

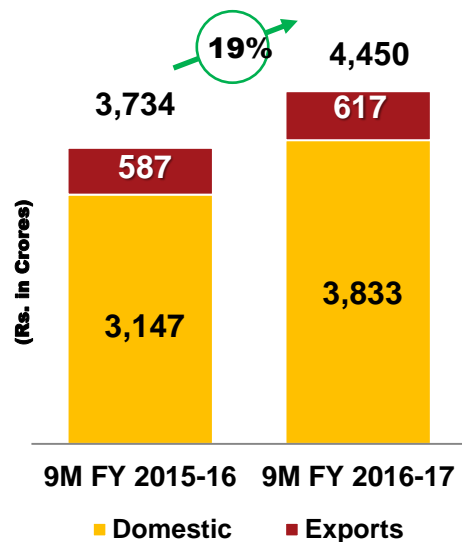
14%

**Revenues
(outside
India)**

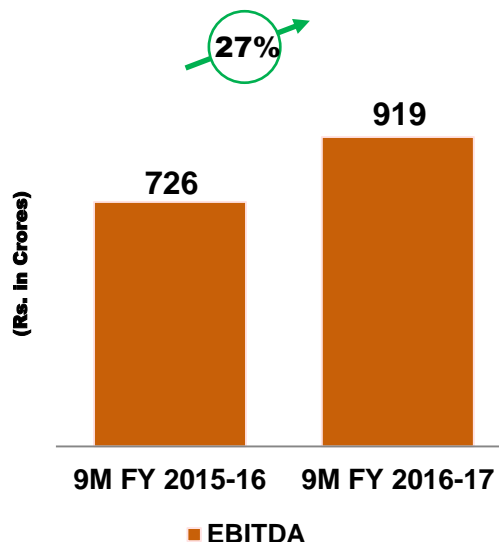
MSSL Standalone : 9M FY15-16 vs 9M FY 16-17



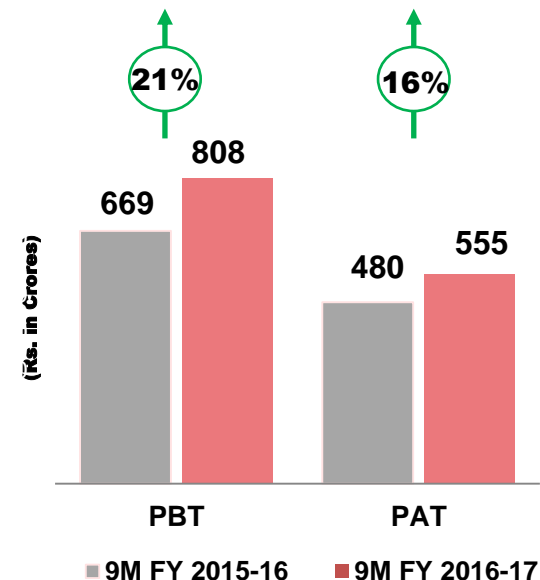
Revenues



EBITDA



PBT & PAT



22%

**Revenues
(Within
India)**

5%

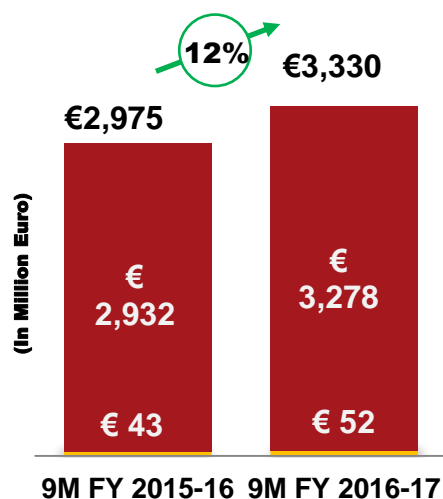
**Revenues
(outside
India)**

SMRPBV : 9M FY15-16 vs 9M FY 16-17

(In Euro Terms**)

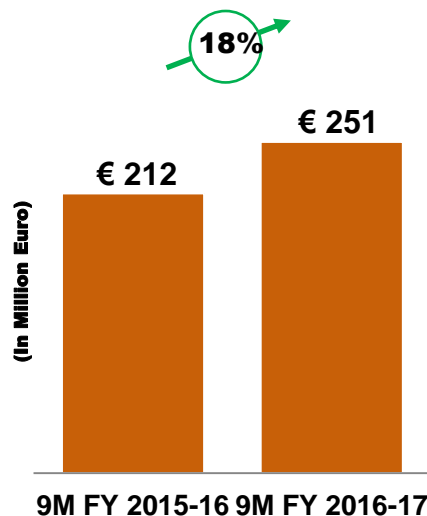


Revenues



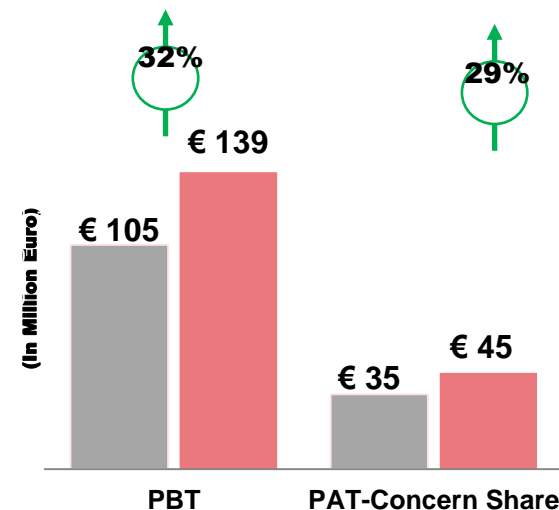
■ Outside India ■ Within India

EBITDA



■ EBITDA

PBT & PAT



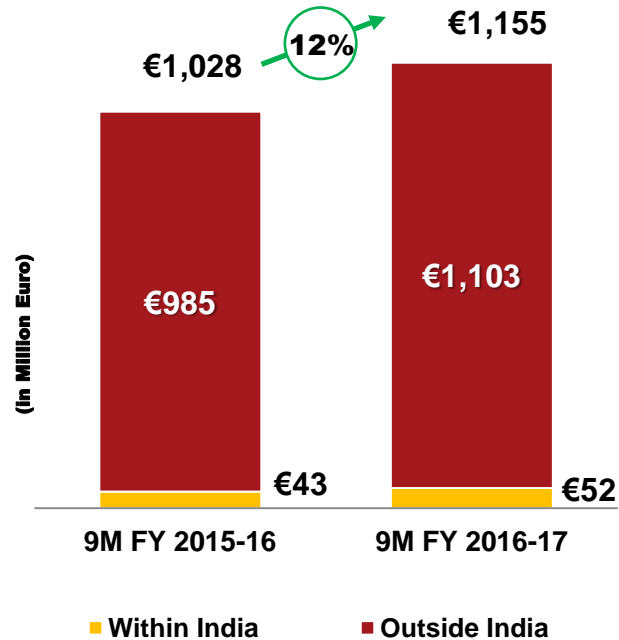
■ 9M FY 2015-16 ■ 9M FY 2016-17

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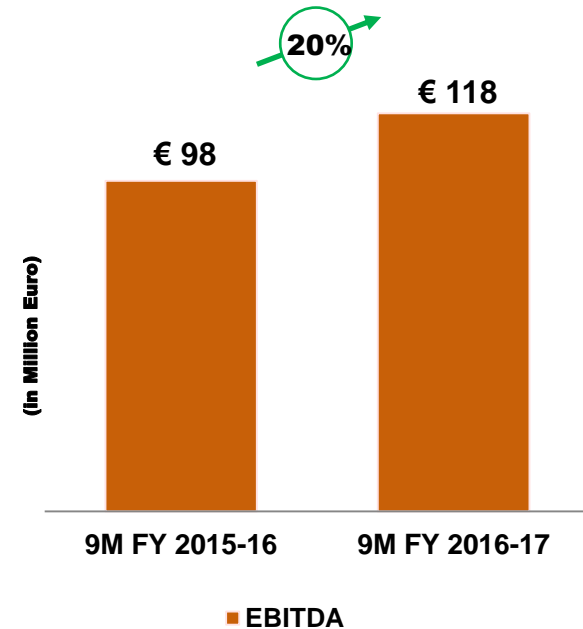
SMR : 9M FY15-16 vs 9M FY 16-17 (In Euro Terms**)



Revenues



EBITDA



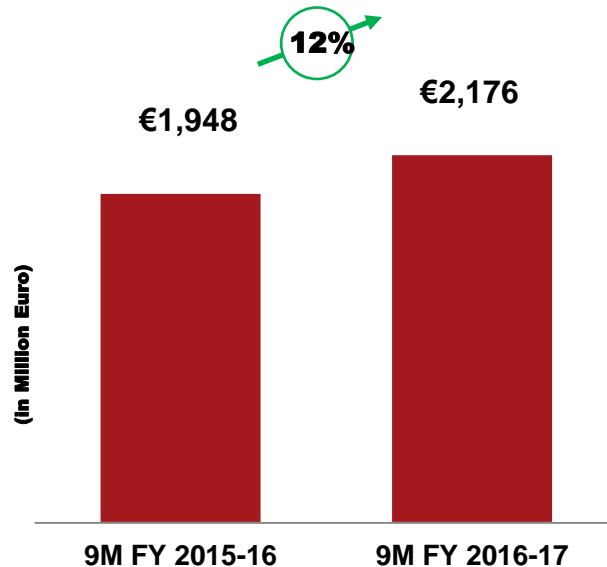
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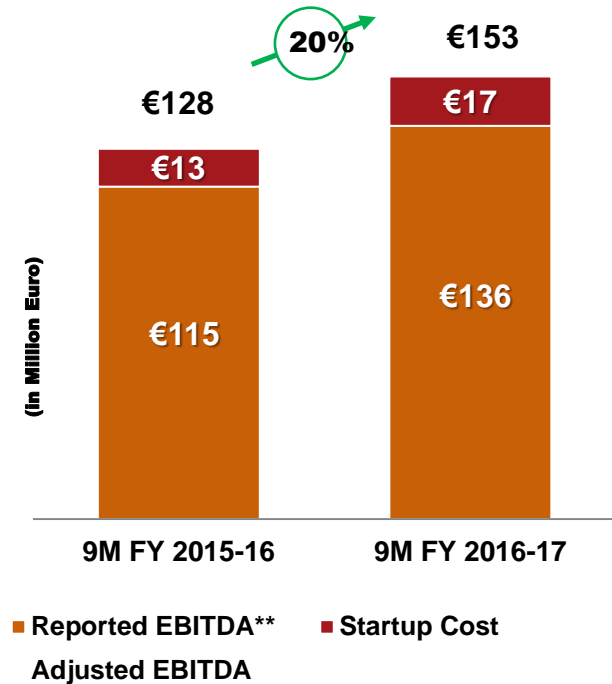
SMP : 9M FY15-16 vs 9M FY 16-17 (In Euro Terms**)



Revenues



EBITDA

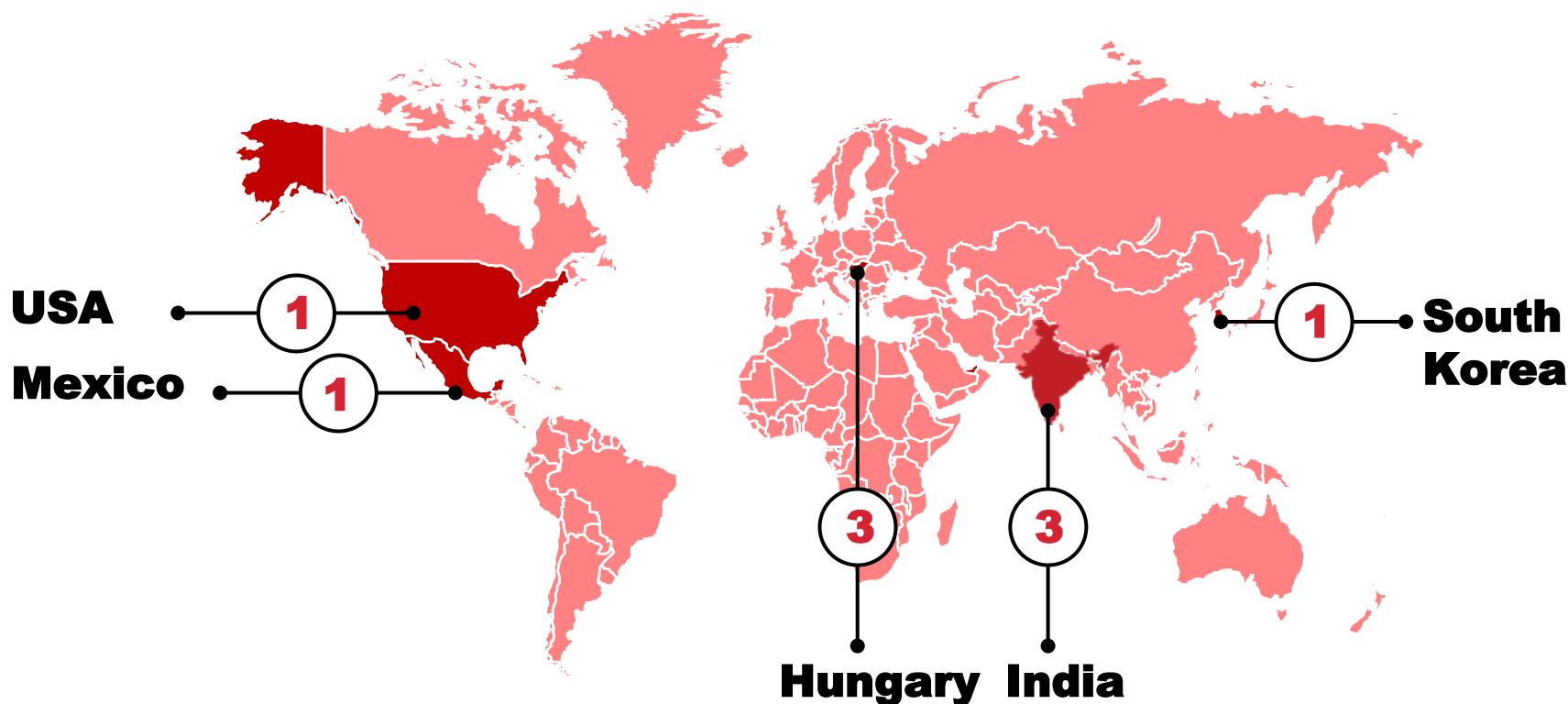


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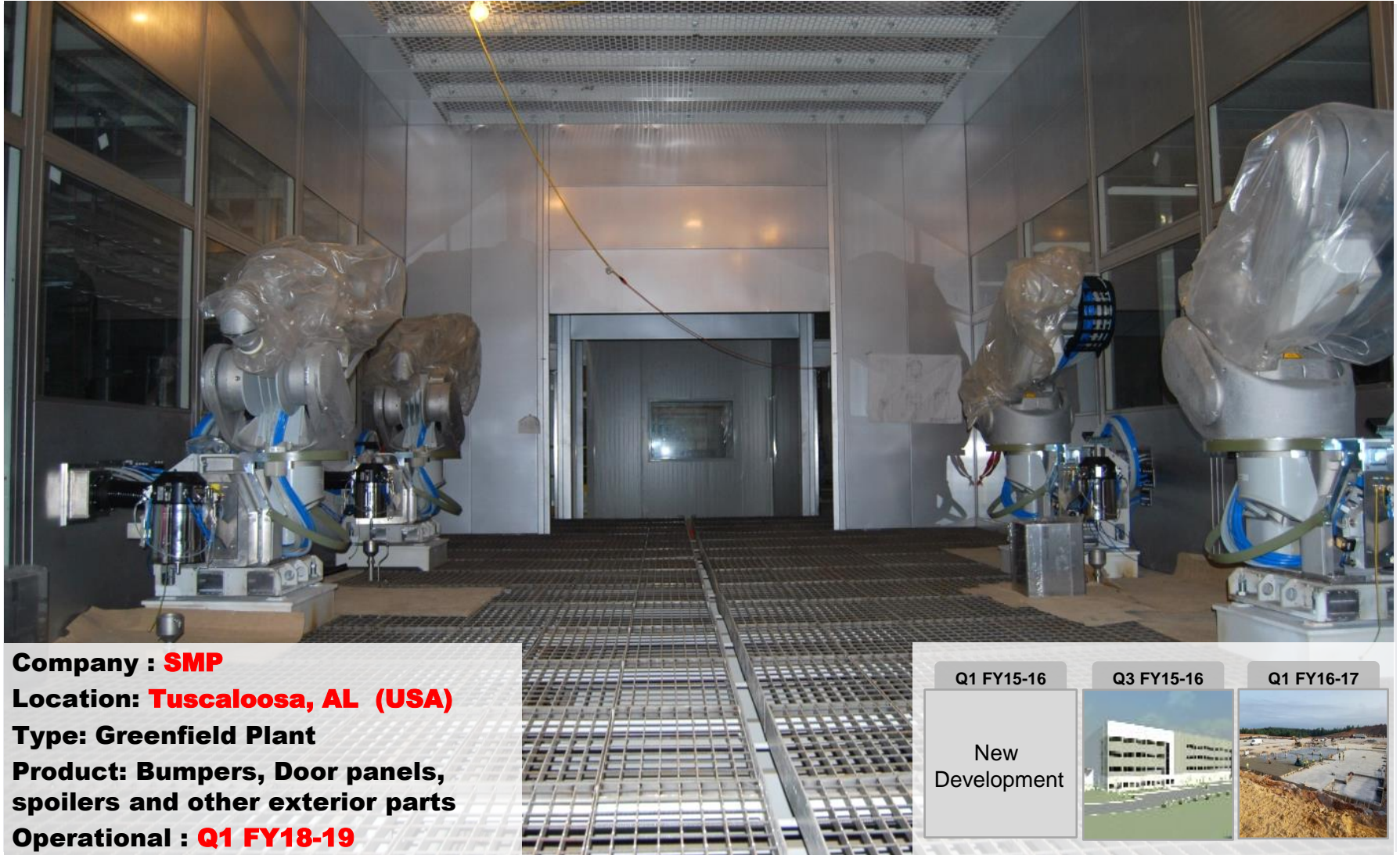
- **Results Q3 vs Q3**
- **Results 9M vs 9M.**
- **Status of facilities**
- **Debt status**

Status of upcoming facilities – Global.



Upcoming facilities as on 31st Dec 2016.

Status of upcoming facilities – Americas. (USA+ Mexico+ Brazil)



Company : SMP

Location: Tuscaloosa, AL (USA)

Type: Greenfield Plant

Product: Bumpers, Door panels, spoilers and other exterior parts

Operational : Q1 FY18-19

Q1 FY15-16

New
Development

Q3 FY15-16



Q1 FY16-17



Status of upcoming facilities. (USA+ Mexico+ Brazil)



Company : SMR

Location: San Luis Potosí, Mexico

Type: Expansion / Paint Shop

Product: Exterior Rear View mirrors

Operational : Q4 FY 16-17 (expansion)



Q1 FY16-17



Status of upcoming facilities – Europe.



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

Q1 FY15-16

New
Development

Q3 FY15-16



Q1 FY16-17



Status of upcoming facilities – Europe.



Company : SMR

Location: Mosonszolnok, Hungary

Type: Expansion / New Paint Shop

Product: Exterior Rear View mirrors

Operational : Q4 FY 17-18

Q1 FY16-17



Status of upcoming facilities – Asia.



Company : SMR
Location: Incheon city, South Korea
Type: Relocation of plant
Product: Mirror parts, powerfold,
Operational : FY 17-18

Q1 FY16-17



Status of upcoming facilities – India.



Company : MSSL WHD
Location: Sanand, India
Type: Greenfield plant
Product: Wiring Harness
Operational : Q4 FY 16-17

Q1 FY15-16

New
Development

Q3 FY15-16



Q1 FY16-17



Status of upcoming facilities – India.

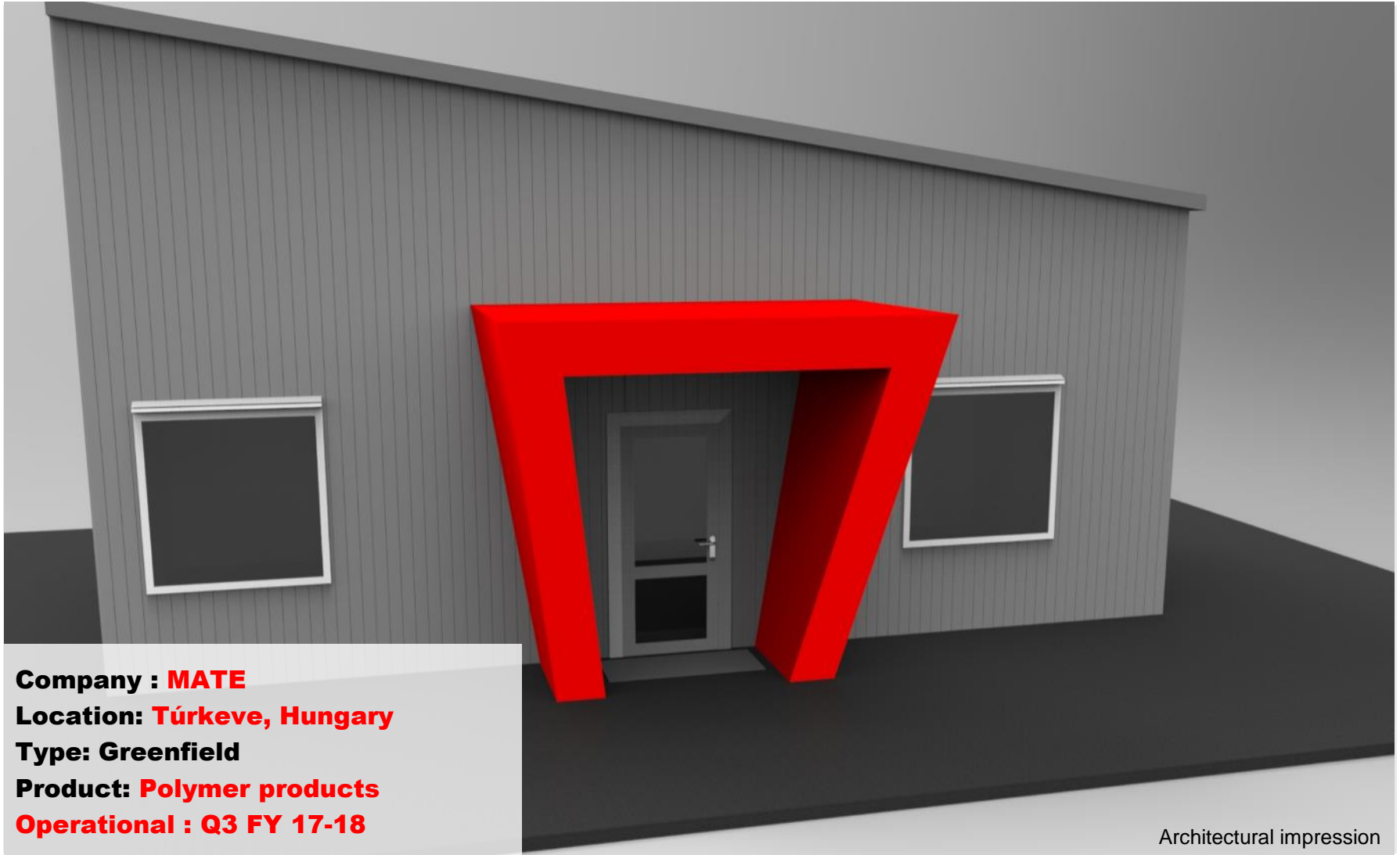


Company : MSSL WHD
Location: Noida, India
Type: Expansion
Product: Wiring Harness
Operational : Q2 FY 17-18

Q1 FY16-17



New Developments – Europe.



Company : MATE
Location: Túrkeve, Hungary
Type: Greenfield
Product: Polymer products
Operational : Q3 FY 17-18

Architectural impression



New Developments – India.



Company : MSSL WHD
Location: Pithampur, Indore, India
Type: Expansion
Product: Wiring Harness
Operational : FY 17-18

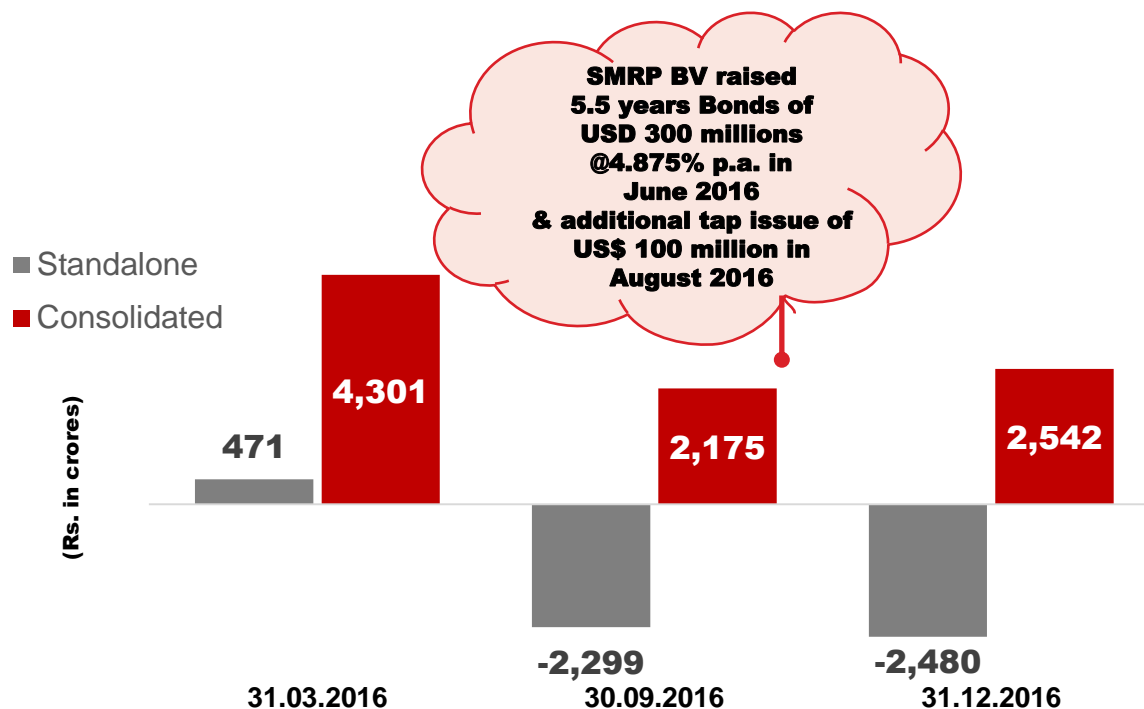


- **Results Q3 vs Q3**
- **Results 9M vs 9M.**
- **Status of facilities**
- **Debt status**

Net Debt



(Rs. in crores)	31.03.2016		30.09.2016		31.12.2016	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	485	6,069	311	8,115	327	8,071
Cash & Bank	14	1,768	2,610	5,940	2,807	5,529
Net Debt	471	4,301	(2,299)	2,175	(2,480)	2,542



Exchange rate used	31.03.2016	30.09.2016	31.12.2016
Rs./Euro	75.38	74.86	71.40
Rs./USD	66.25	66.61	67.92

Reference Rates



Copper Rates.

Q3 FY16-17

Average	Q3 2015-16	Q3 2016-17	% Change
LME Copper (USD / Ton)	4,886	5,281	8.1%

9M FY16-17

Average	9M 2015-16	9M 2016-17	% Change
LME Copper (USD / Ton)	5,397	4,928	-8.7%

Exchange Rates.

Q3 FY16-17

Currency (equal to Rs.)	Q3 2015-16	Q3 2016-17	% Change
INR to Euro	72.18	72.62	0.6%
INR to YEN	0.54	0.62	14.8%

9M FY16-17

Currency (equal to Rs.)	9M 2015-16	9M 2016-17	% Change
INR to Euro	71.56	74.29	3.8%
INR to YEN	0.53	0.63	18.9%



Safe harbour & Note.



Safe harbor

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 MSSSL by using average year to-date exchange rates.

