

# **MSSL Performance**

## **Q4 & FY 2011-12**



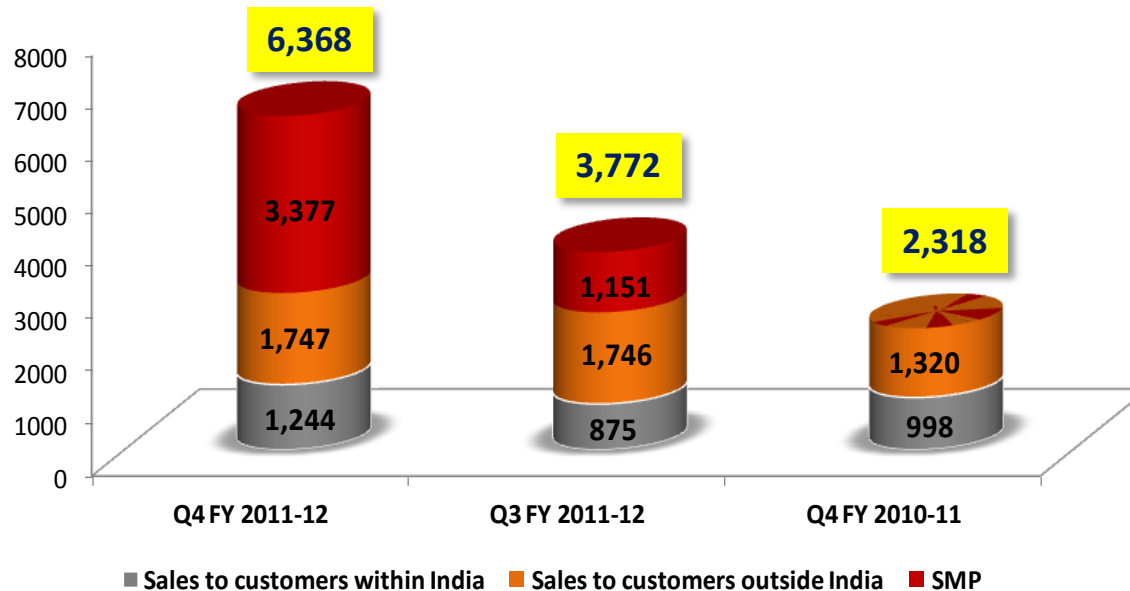
**Motherson Sumi  
Systems Limited**

a member of Samvardhana Motherson Group

- 1. MSSL on consolidated basis crosses US\$ 1 billion in Jan-Mar 2012 with sales at Rs. 6368 crores (US\$ 1.25 billion approx.) in one quarter. This is highest ever sales achievement in any one quarter.**
- 2. Consolidated Profit before Tax ( PBT ) & Profit after Tax ( PAT ) for the quarter Jan – March 2012 is highest ever at Rs.302 crore & Rs.195 crore respectively .**
- 3. Consolidated performance was contributed by :**
  - Consistent improvement in performance of SMR during the quarter . On full year basis, SMR continues to be EPS accretive ever since acquisition of Visiocorp.
  - SMP is EBIDTA positive since acquisition .
  - MSSL Standalone recorded best ever performance.
- 4. MSSL Standalone records highest ever annual sales of Rs. 3529 crores & PAT of Rs.317 crores. This is after accounting for foreign exchange loss of Rs 55 crores on restatement of long term loans.**
- 5. Other Highlights :**
  - SMR Hungary 2nd plant contributes revenues for the full quarter.
  - SMR Brazil & Thailand plants are scheduled to be operational in financial year 12-13 .
  - MSSL supplies Wiring Harness of Rs.146 crore (excluded in the reported consolidated sales of the company ) to SMR during 2011-12.
  - The results for the quarter include results of SMIEL consequent upon completion of merger along with merger of 100 % subsidiaries , MSSL Global & India Nails .
- 6. Dividend Pay out ratio increased to 39.5 % (Previous Year 32 %) of the Consolidated Profits after tax – Dividend of Rs 2.25 per share proposed on the equity shares.**

# **Performance for Q4 (Jan-March 2012)**

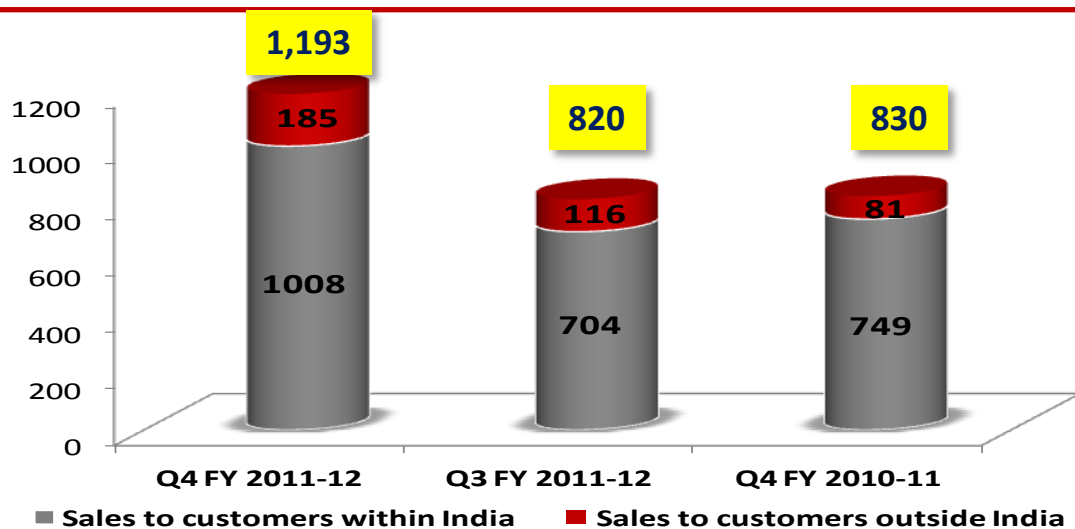
# Sales Performance : Q4 FY 2011-12



## Consolidated

Rs. in Crores

	Q4 FY 2011-12 (Growth in %)	
	Q3 FY 11-12	Q4 FY 10-11
Customers within India	42 %	25 %
Customers outside India	77 %	288 %
Total	69 %	175 %
Total (without acquisition)	14 %	29 %



## Standalone

Rs. in Crores

	Q4 FY 2011-12 (Growth in %)	
	Q3 FY 11-12	Q4 FY 10-11
Customers within India	43 %	35 %
Customers outside India	59 %	128 %
Total	45%	44 %
Total (without merger)	23 %	21 %

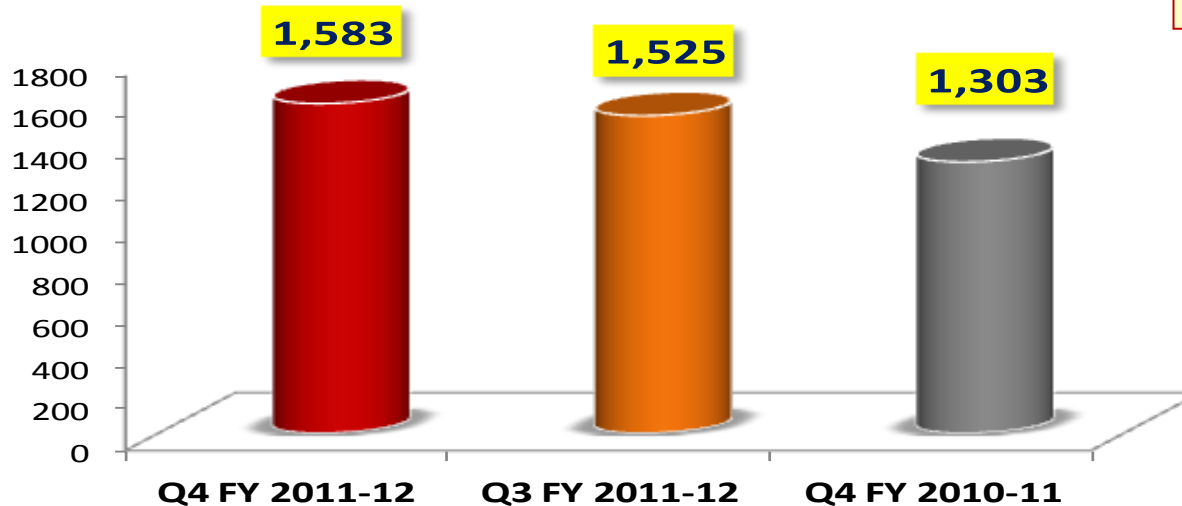
1 Crore = 10 million

# Sales Performance : Q4 FY 2011-12

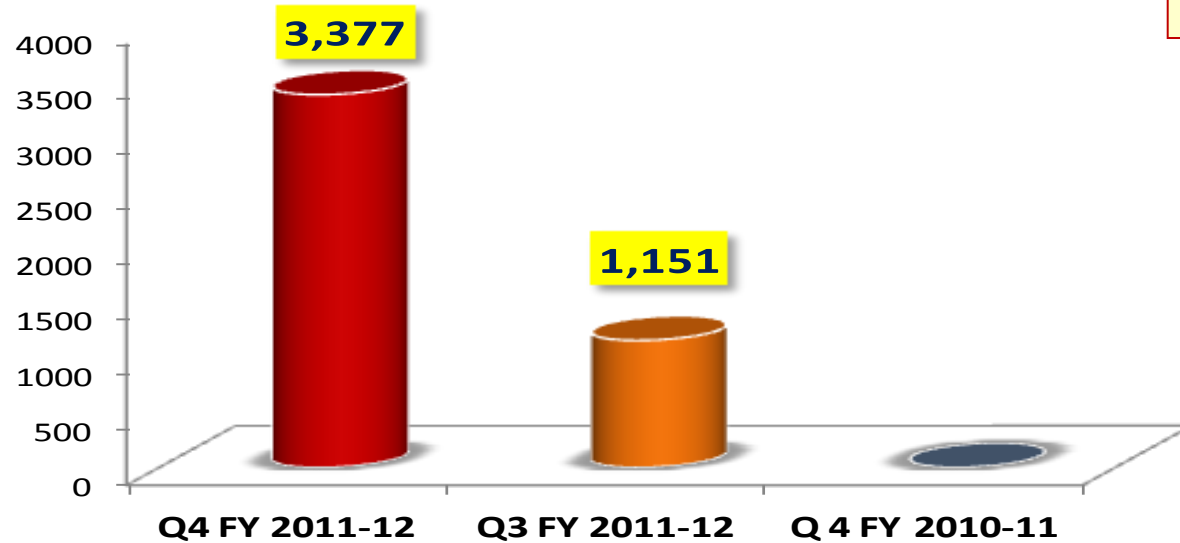


## Samvardhana Motherson Reflectec (SMR)

Rs. in Crores



	Q4 FY 2011-12 (Growth in %)	
	Q3 FY 11-12	Q4 FY 10-11
In Rs. term	4 %	21 %
In Euro term	7 %	14 %



## Samvardhana Motherson Peguform (SMP)

Rs. in Crores

	Q4 FY 2011-12 (Growth in %)
	Q3 FY 11-12
In Rs. term	193 %
In Euro term	206 %

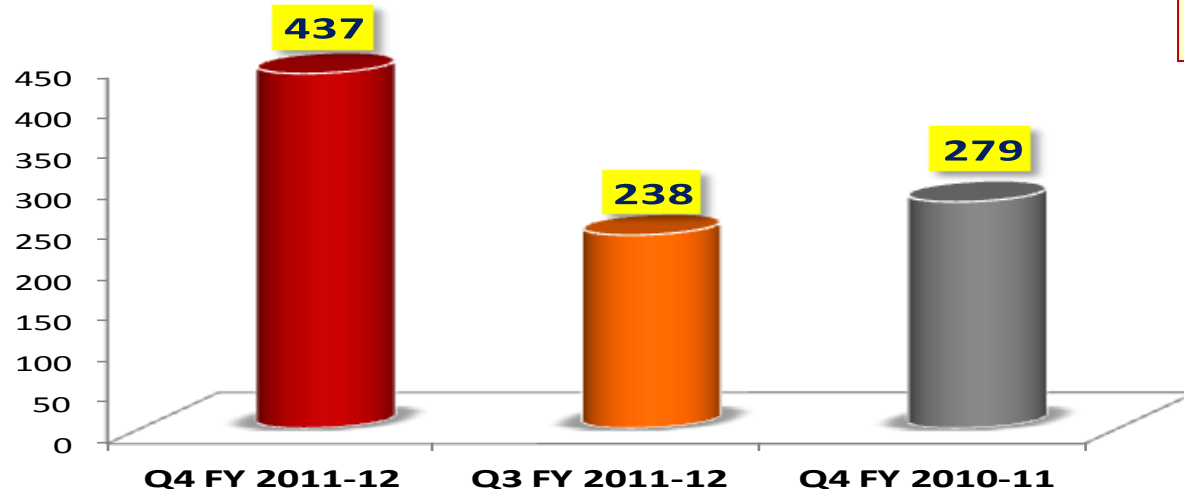
1 Crore = 10 million

# Operating earning\* before exchange Gain / (Loss) on long term loans : Q4 FY 2011-12



## Consolidated

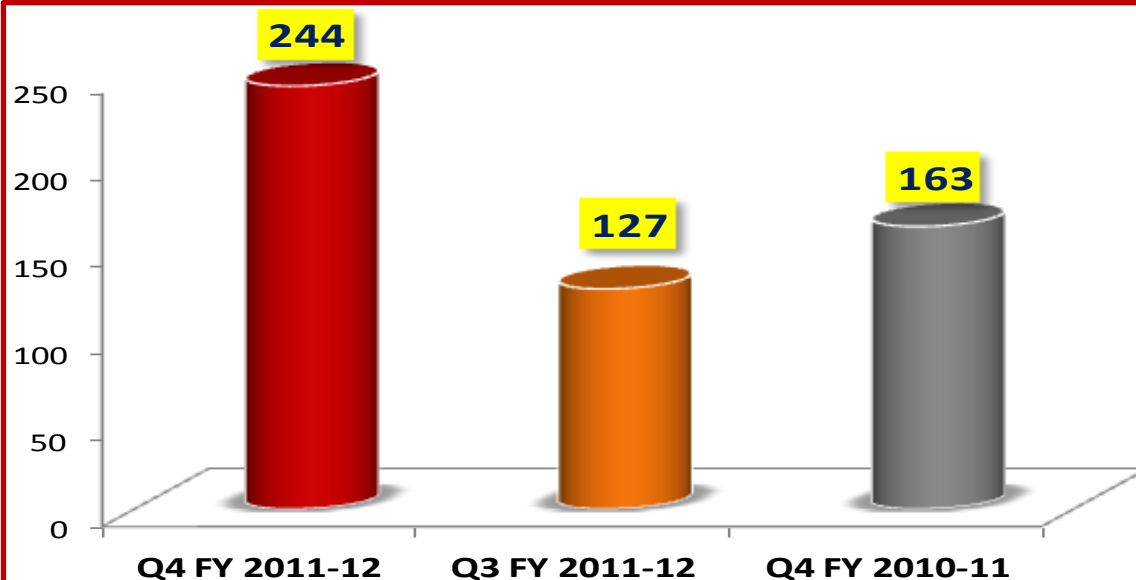
Rs. in Crores



	Q4 FY 2011-12 (Growth in %)	
	Q3 FY 11-12	Q4 FY 10-11
Growth	84 %	57 %

## Standalone

Rs. in Crores



	Q4 FY 2011-12 (Growth in %)	
	Q3 FY 11-12	Q4 FY 10-11
Growth	92 %	50 %

\* before interest, depreciation, exceptional income & one time expense / income

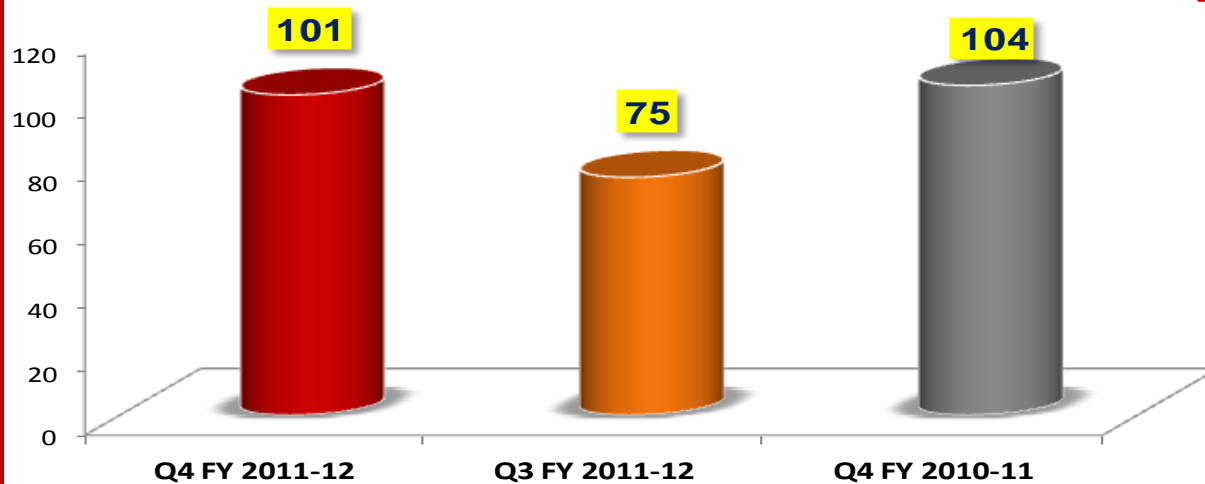
1 Crore = 10 million

# Operating earning\* before exchange Gain / (Loss) on long term loans : Q4 FY 2011-12



## Samvardhana Motherson Reflectec (SMR)

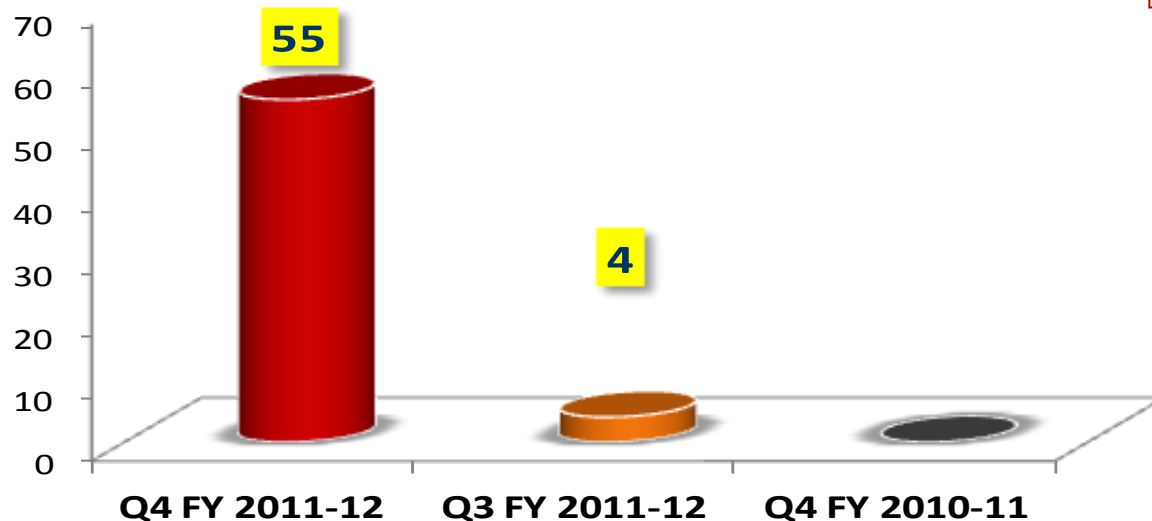
Rs. in Crores



	Q4 FY 2011-12 (Growth in %)	
	Q3 FY 11-12	Q4 FY 10-11
Growth	35 %	- 3 %

## Samvardhana Motherson Peguform (SMP)

Rs. in Crores



	Q4 FY 2011-12 (Growth in %)
	Q3 FY 11-12
Growth	1275 %

\* before interest, depreciation, exceptional income & one time expense / income

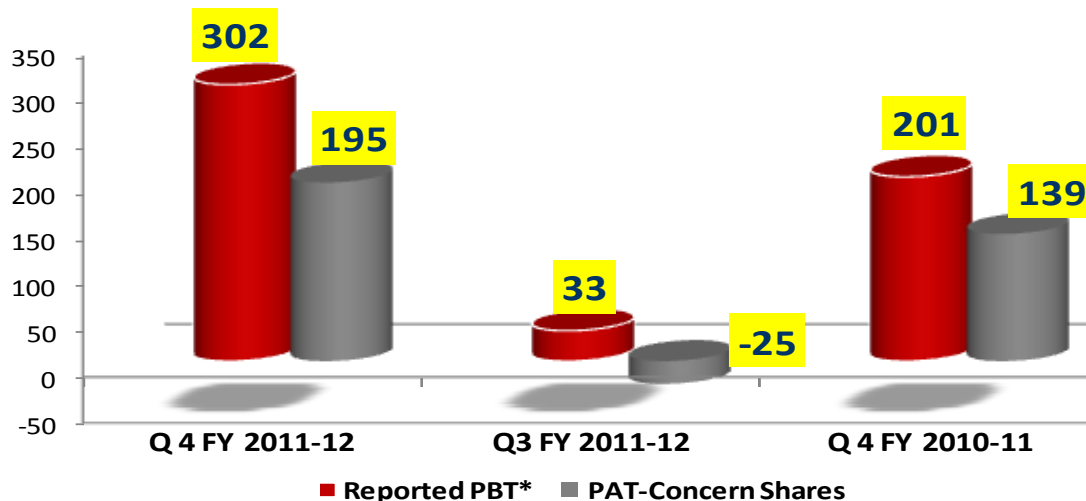
1 Crore = 10 million

# Reported Profit before Tax and after Tax : Q4 FY 2011-12



## Consolidated

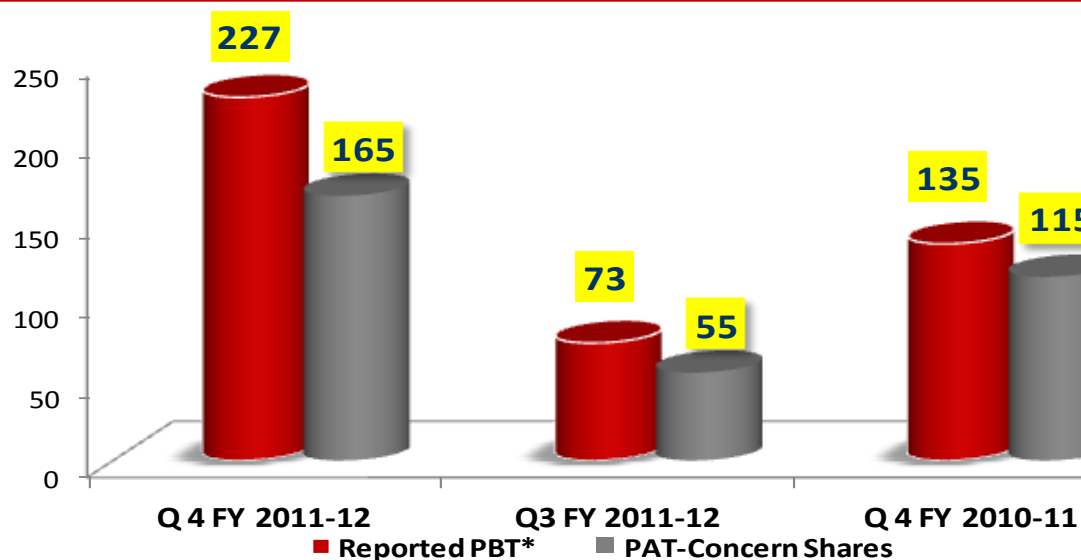
Rs. in Crores



EPS**		
Q4 FY 2011-12	Q3 FY 11-12	Q4 FY 10-11
4.95	- 0.64	3.59

## Standalone

Rs. in Crores



EPS**		
Q4 FY 2011-12	Q3 FY 11-12	Q4 FY 10-11
4.17	1.42	2.96

\* before exceptional item

\*\* not annualized

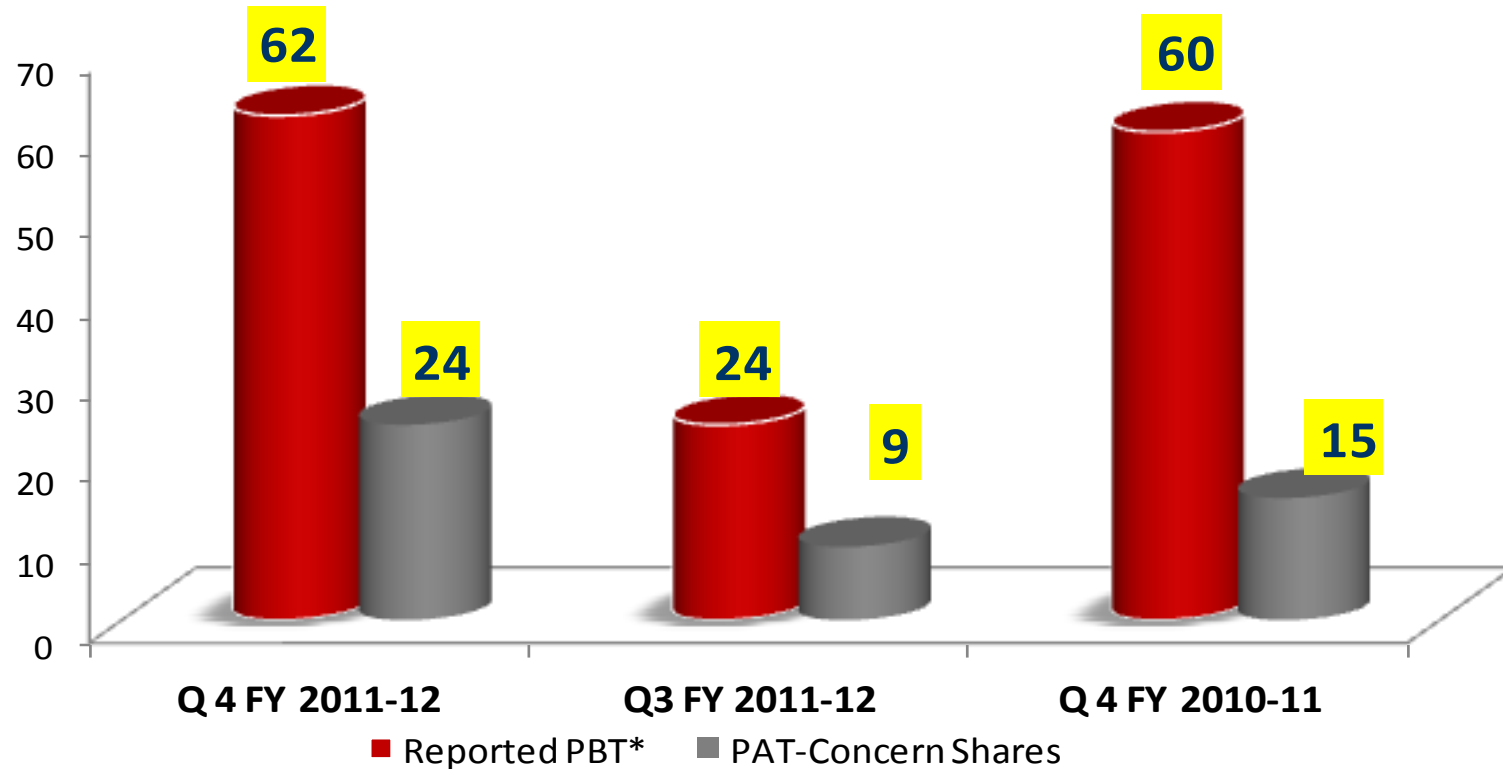


# Reported Profit before Tax and after tax: Q4 FY 2011-12



## Samvardhana Motherson Reflectec (SMR)

Rs. in Crores

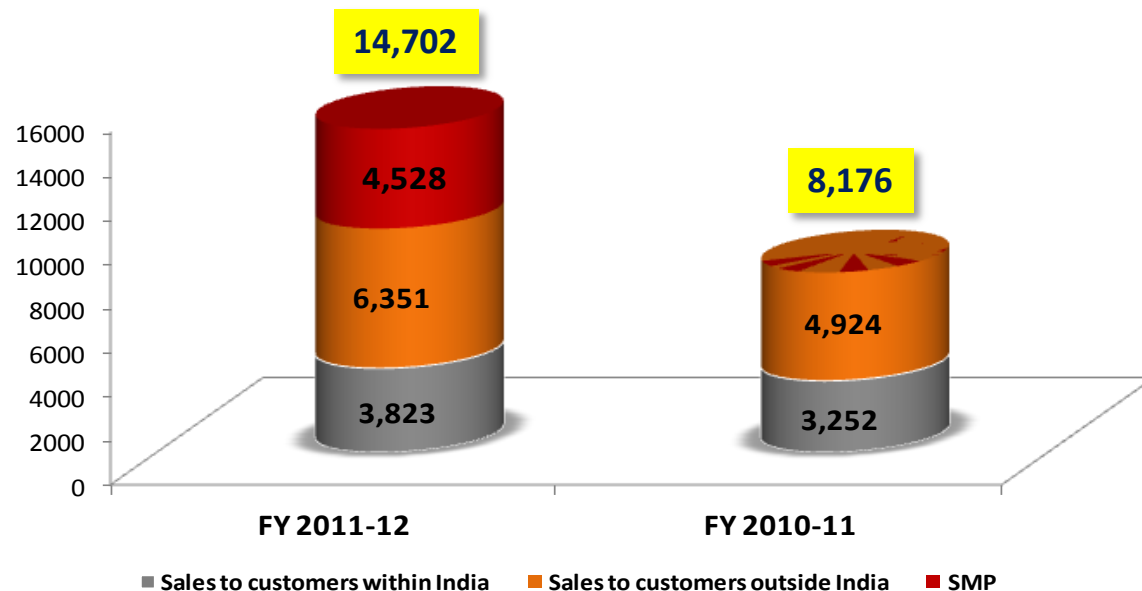


\* before exceptional item

1 Crore = 10 million

# **Performance for Full Year (April-March 2012)**

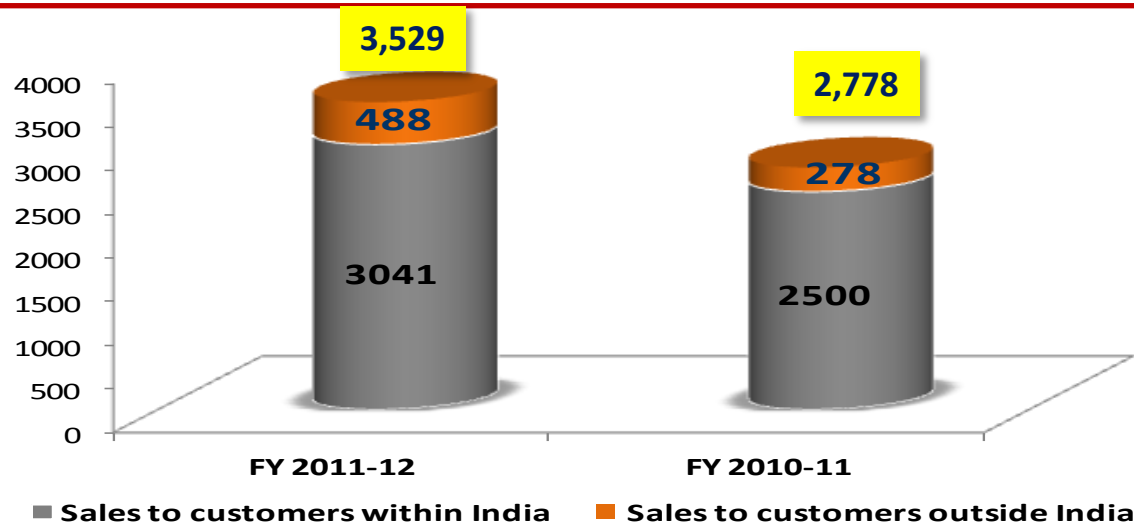
# Sales Performance : FY 2011-12



## Consolidated

Rs. in Crores

	FY 2011-12 Vs. FY 2010-11 (Growth in %)
Customers within India	18 %
Customers outside India	121 %
Total	80 %
Total (without acquisition)	24 %

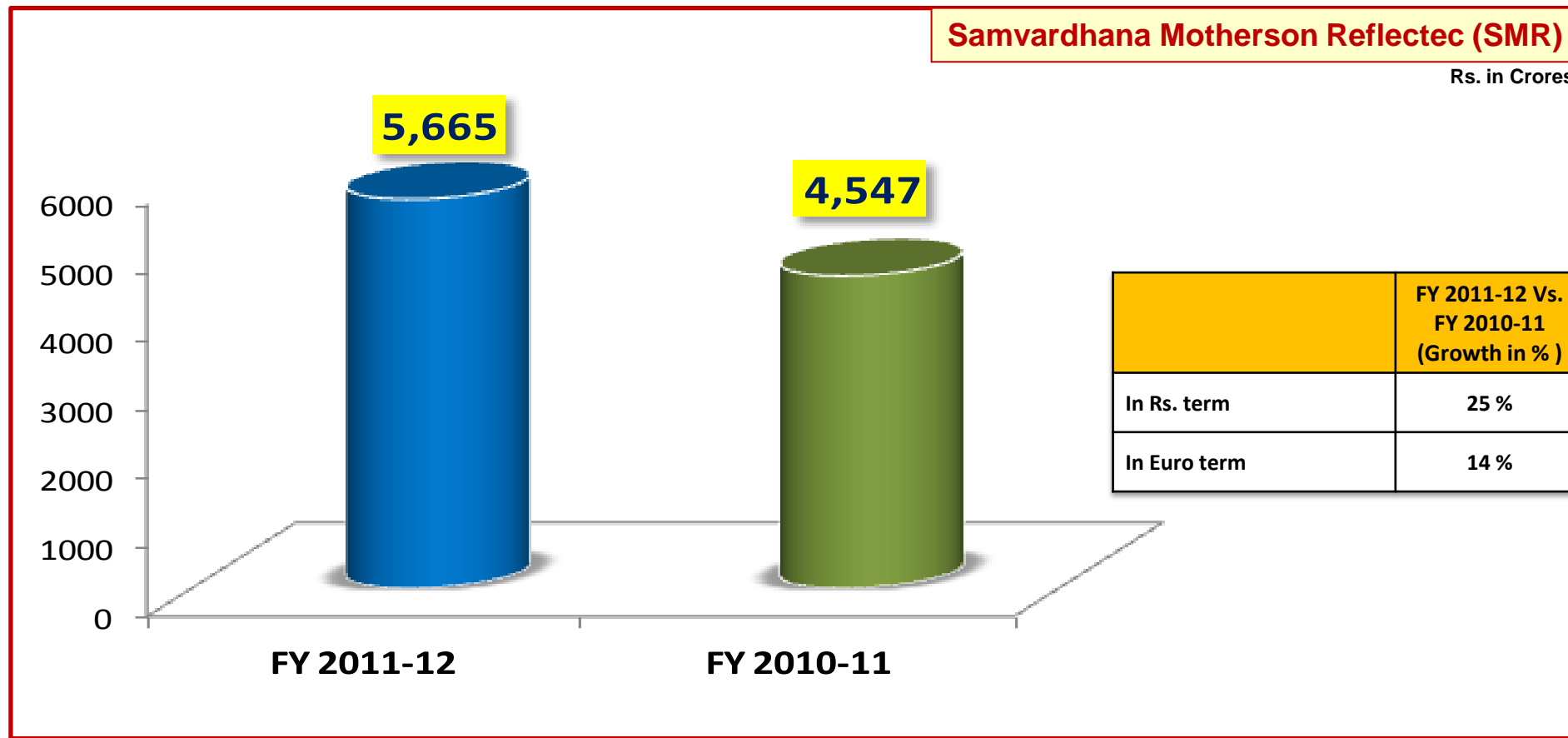


## Standalone

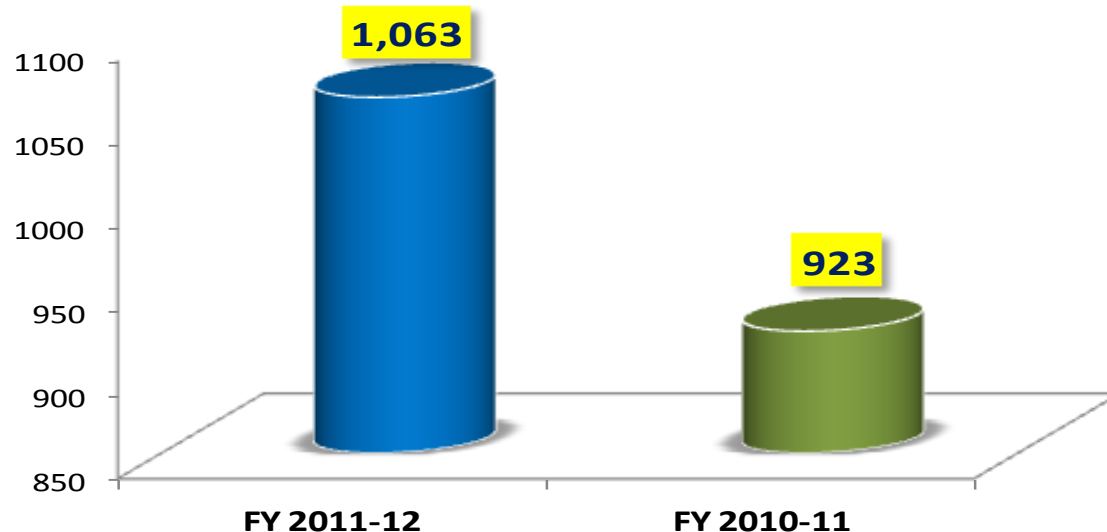
Rs. in Crores

	FY 2011-12 Vs. FY 2010-11 (Growth in %)
Customers within India	22 %
Customers outside India	76 %
Total	27 %
Total (without merger)	20 %

1 Crore = 10 million



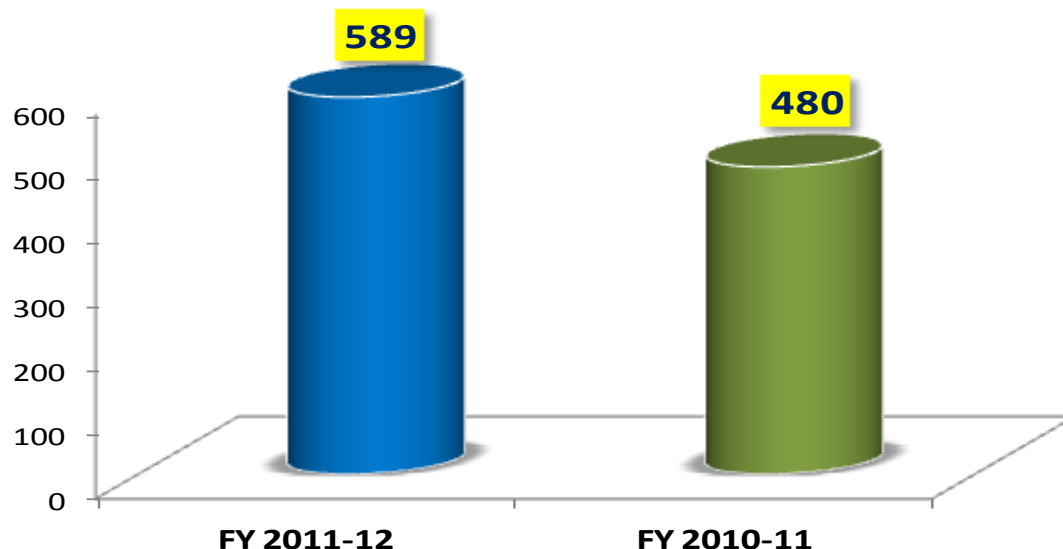
# Operating earning\* before exchange Gain / (Loss) on long term loans : FY 2011-12



## Consolidated

Rs. in Crores

	FY 2011-12 Vs. FY 2010-11 (Growth in %)
Growth	15 %



## Standalone

Rs. in Crores

	FY 2011-12 Vs. FY 2010-11 (Growth in %)
Growth	23 %

\* before interest, depreciation, exceptional income & one time expense / income

1 Crore = 10 million

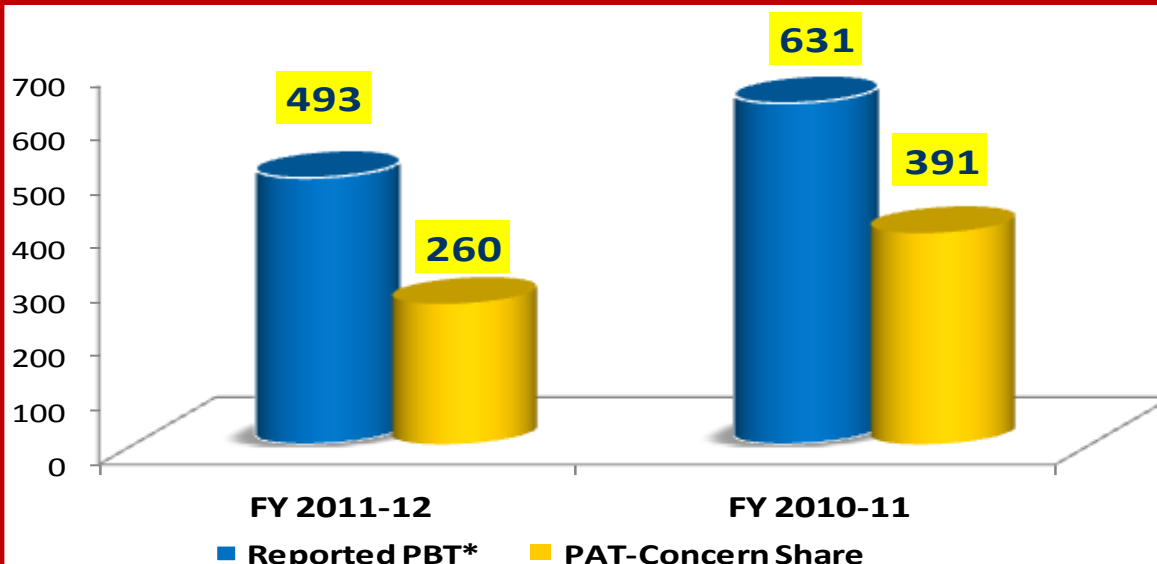
# Reported Profit before Tax and after Tax : FY 2011-12



## Consolidated

Rs. in Crores

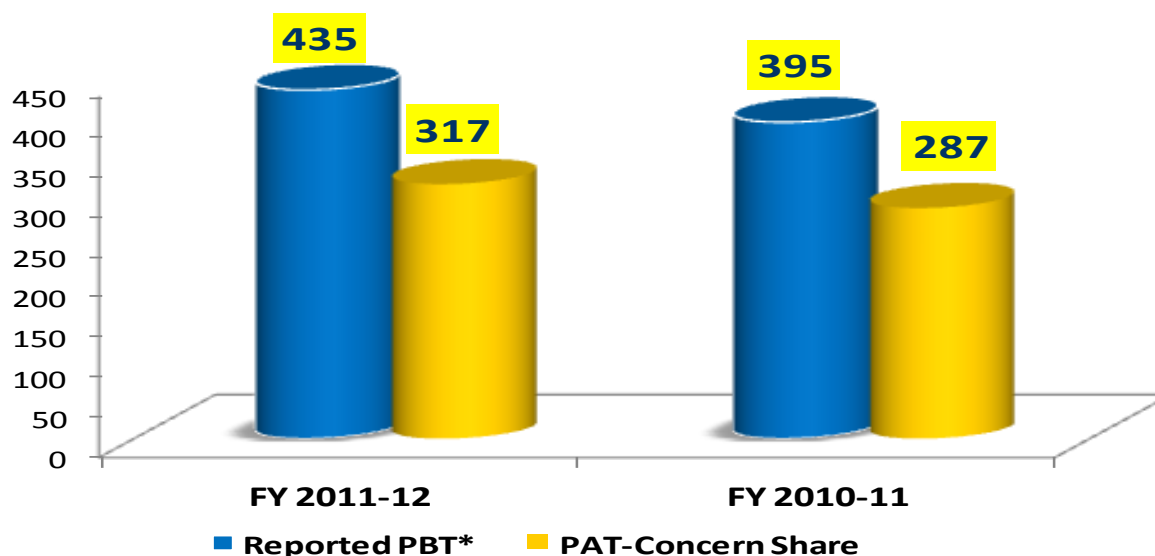
EPS	
FY 2011-12	FY 10-11
6.62	10.01



## Standalone

Rs. in Crores

EPS	
FY 2011-12	FY 10-11
8.09	7.33



\* Before exceptional items

1 Crore = 10 million

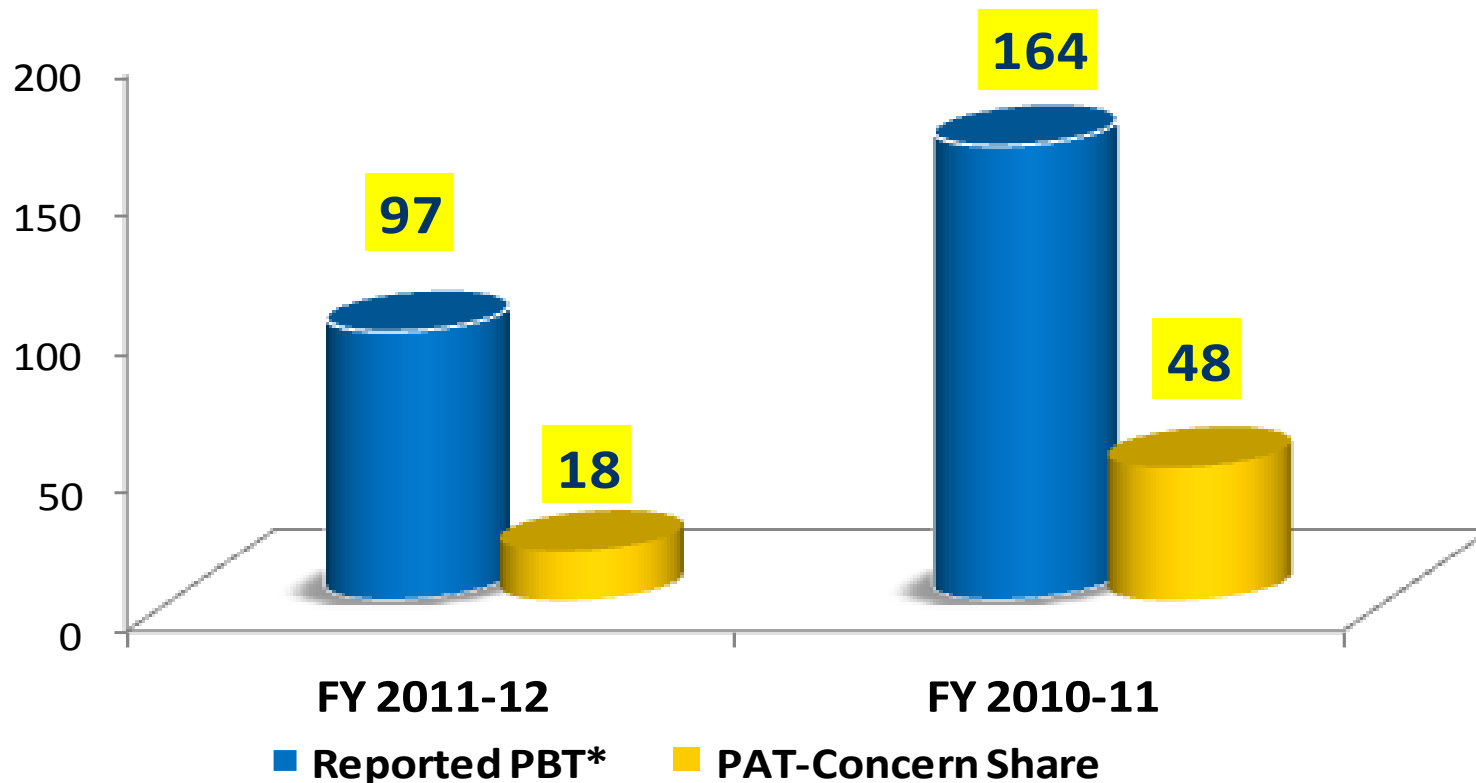
# Reported Profit before Tax and after tax: FY 2011-12

Rs. in Cr.



## Samvardhana Motherson Reflectec (SMR)

Rs. in Crores



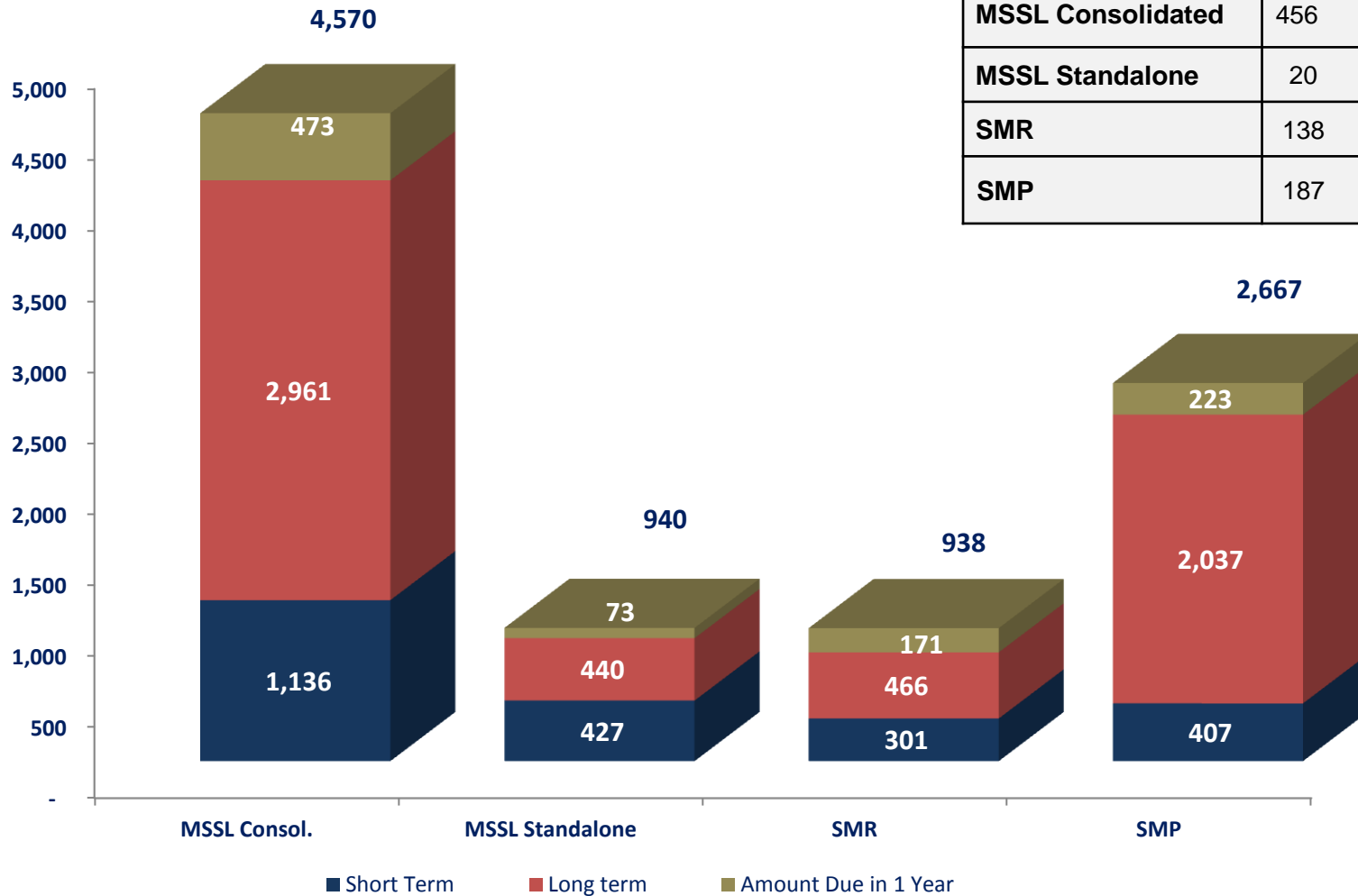
\* before exceptional item

1 Crore = 10 million

# Total Debt & Cash Position : 31-3-2012



## Total Debt



### Cash and Bank Balances

Rs. in Crore

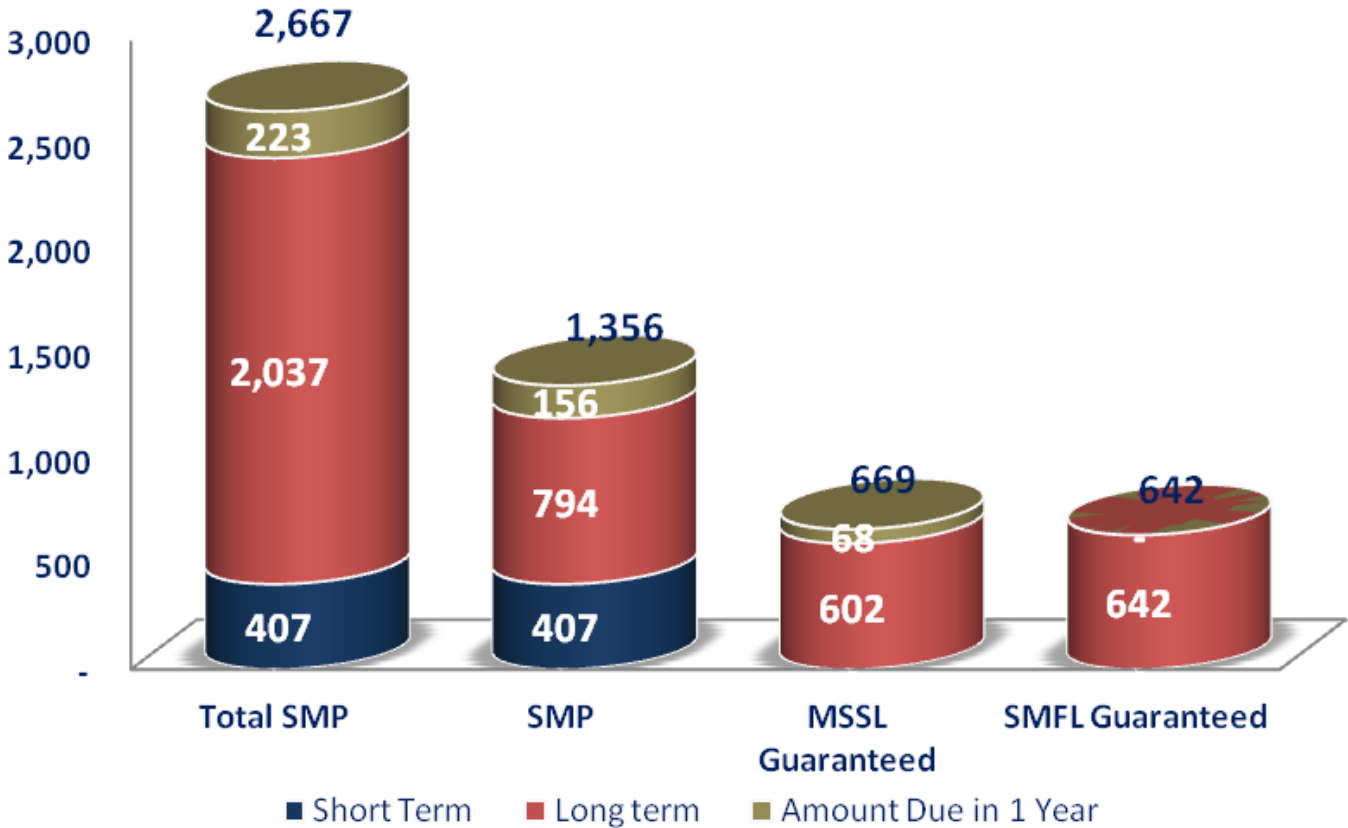
	31.03.2012
MSSL Consolidated	456
MSSL Standalone	20
SMR	138
SMP	187





## SMP Debt Profile

Rs. in Crore

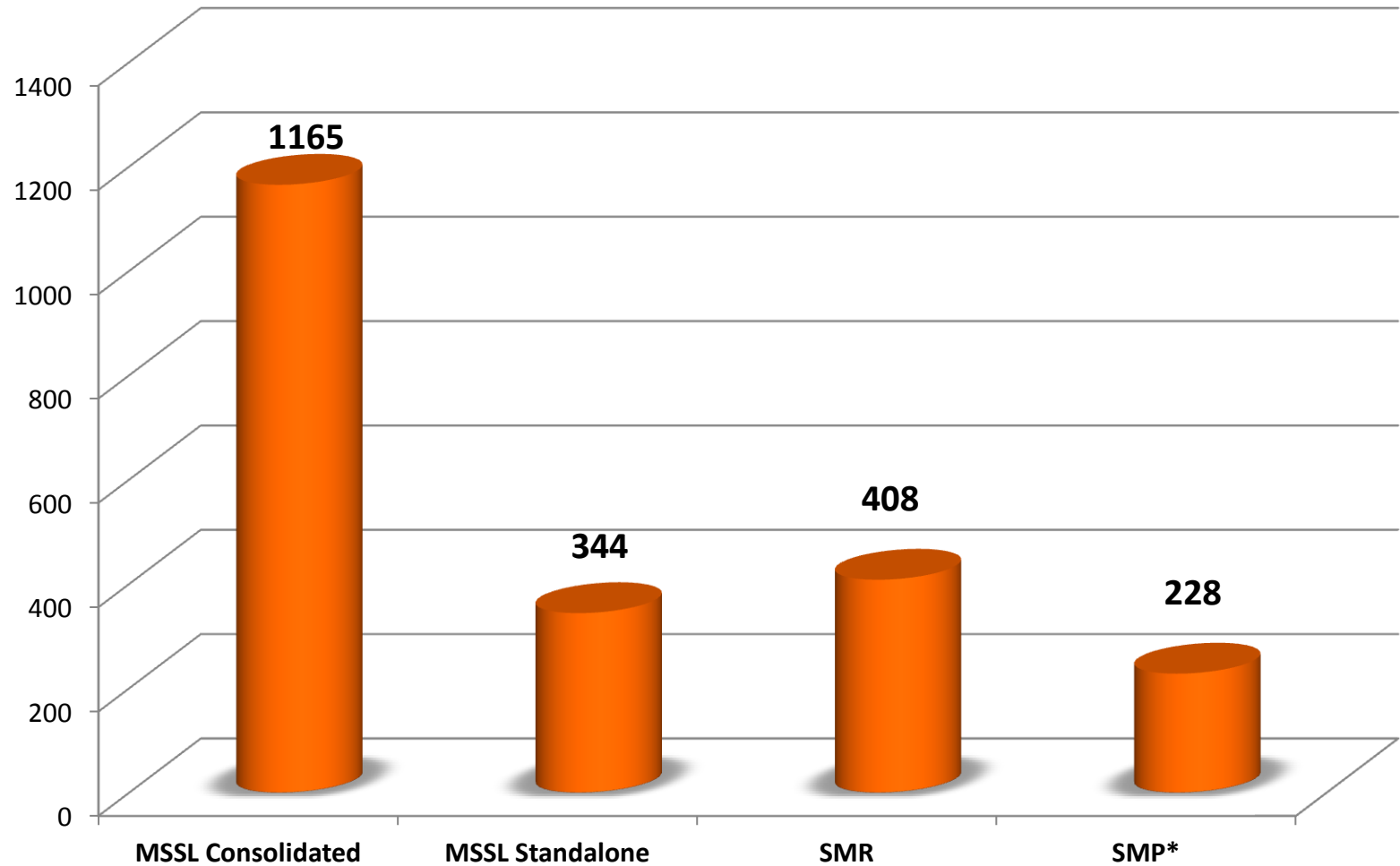


# Capital Expenditure for FY 2011-12



## Capex

Rs. in Crore



*\* Since acquisition*



## Wiring Harness

Chennai (RNSP) – New Plant for wiring Harnesses

Chennai (Urapakkam) – New Plant for wiring Harnesses

Bidadi, Bangalore – New Plant for wiring Harnesses

Lucknow – New Plant for wiring Harnesses

Haldwani – New Plant for wiring Harnesses

Jamshedpur– New Plant for wiring Harnesses

Pathredi – New Plant for wiring Harnesses

Noida – New Plant for wiring Harnesses

## Wires

Noida - Expansion of plant for increased Capacity

Chennai – PVC Compounding plant for Wires

## Metal Machining

Bengaluru – Expansion / shifting of plant for increased Capacity

## Polymer Processing

Pudducherri / Chennai – Consolidation of Plants





Tapukera – Plant for plastic molding and assemblies

Chennai (Ford Supplier Park) - Plant for plastic molding and assemblies

### Wiring Harness

-: New Covered Area :-

43,500 sq.mtr approx

-  Capacity Addition
-  Being Established
-  Vertical Integration
-  Consolidation

# NEW FACILITIES/EXPANSION-2



Hungary - 2<sup>nd</sup> Plant to Support German OEMs



Brasil - Greenfield Plant - First presence in South America



Thailand - Greenfield Plant for Mirror business & Vertical Integration for Glass Manufacturing



Pune, India - New Plant for Western Customers



Mexico - Expansion of Mirror manufacturing capacities & Vertical Integration for Glass Manufacturing



Spain - New Paint Shop for capacity expansion



Korea - Vertical Integration for Actuator Manufacturing



Langfang, China - Greenfield Plant under construction to support Hyundai Growth



Yancheng, China - New Facility under Construction for capacity expansion to support Kia Motors



Capacity Addition



Being Established



Vertical Integration

## SMR

-: Total Estimated Potential Sales :-

Euro 230 millions approx  
(Full Year Basis)

This presentation is strictly confidential and may not be copied, published, distributed or transmitted. The information in this presentation is being provided by Motherson Sumi Systems Limited (the “Company”).

Any reference in this presentation to “Motherson Sumi Systems Limited” shall mean, collectively, the Company and its subsidiaries.

This presentation has been prepared for informational purposes only. This presentation does not constitute a prospectus, offering circular or offering memorandum and is not an offer or invitation to buy or sell any securities, nor shall part, or all, of this presentation form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities. Furthermore, this presentation is not an offer of securities for sale in the United States, India or any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration. Any public offering in the United States may be made only by means of a prospectus that may be obtained from the Company and that will contain detailed information about the Company and its management, as well as financial statements. Any offer or sale of securities in a given jurisdiction is subject to the applicable laws of that jurisdiction.

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.

The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this presentation, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.

By attending this presentation you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

This presentation speaks as of May 2012. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.

# Thank You ...



---

**A Relationship Built on Trust**

---