

Presentation on Results

Q4 & FY 2012-13

Highlights – Q4 (Jan- March 2013) and FY 2012-13



1. MSSL achieves highest ever Sales, Profit before tax and Profit after tax (concern share) in any quarter and full financial year, both in consolidated and standalone results under review .
2. Consolidated Net sales for FY 2012-13 at Rs 25,225 crores , growth of 72% over previous year, excluding Revenues of SMP (which acquired Peguform group on 23rd Nov 2011) growth of 22 % - Domestic Revenue grow at 19 %.
3. Consolidated EBIDTA *and PBT* grow at 81 %, while reported Profit after tax (concern share) and EPS grow by 71 % for 2012-13.
4. MSSL, India records highest ever sales and profits .
5. SMR record best performance . SMR (which acquired Visiocrp on 6th March 2009), records net sales of Rs. 6,954 crores (Euro 993 millions) with record Profit after tax (attributable to MSSL shareholders) at Rs. 53 crores. Mr. Vaaman Sehgal, who took over leadership role as CEO, SMR during acquisition, hands over operational responsibility to COO, Mr. Cezary Zawadzinski, who has been at SMR since 2003. Mr. Vaaman Sehgal moves to Board position at SMR for more strategic role.
6. SMP reports PBT* positive in first full year of acquisition .
7. New order received :
 1. SMP : Euro 2.40 billions since April 2012 ;
 2. SMR : Euro 1.33 billions in 2012-13.
8. Total Debts as on 31-3-2013 at levels similar to as on 31-3-2012 , the capital expenditure and working capital for growth funded from internal accruals .
9. Highest ever dividend of Rs.2/- per share on expanded capital consequent to bonus issue during the year recommended.

** Before exchange fluctuations*

MSSL : Motherson Sumi Systems Ltd, SMR : Samvardhana Motherson Reflectec, SMP : Samvardhana Motherson Peguform

1 Crore = 10 million



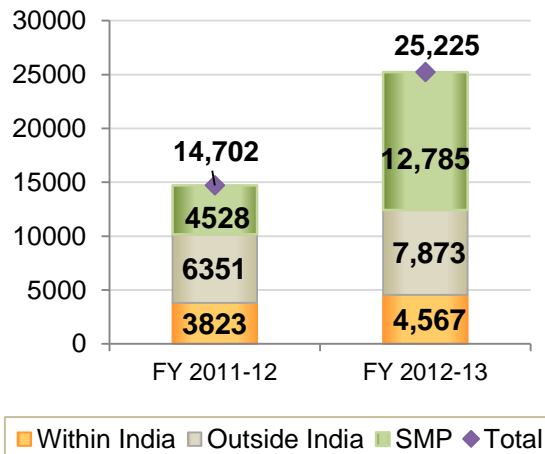


FY 2012-13 vs FY 2011-12

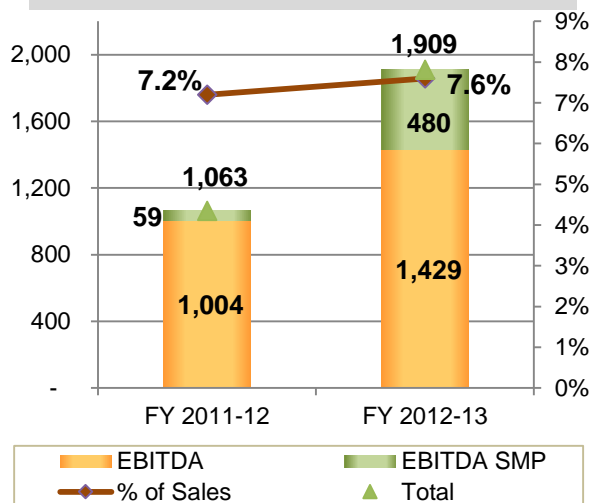
MSSL Consolidated : FY 2012-13 vs FY 2011-12

FY 2012-13 vs FY 2011-12

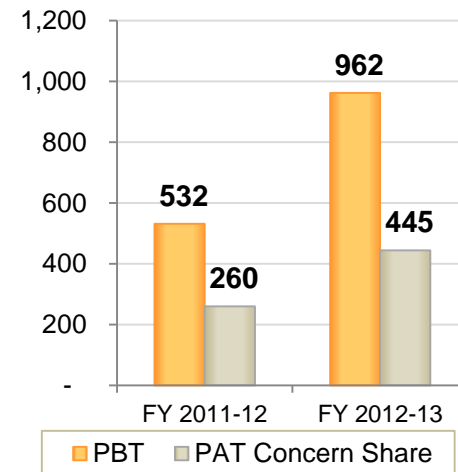
» Sales



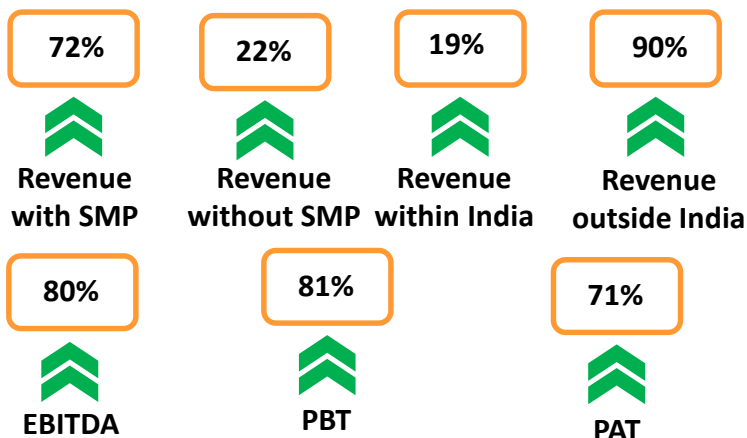
» EBIDTA* / % to Sales#



» PBT ** & PAT Concern Share



» Growth



Notes :



For the FY (Rs. Crores)	2011-12	2012-13
Exchange Loss/ (Gain) on Long Term Loans	39	128



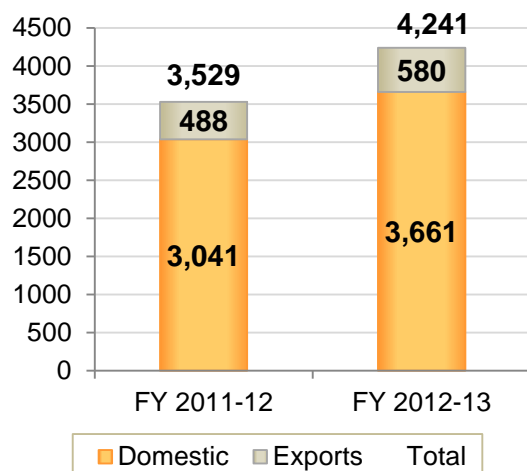
- Profit after tax (Concern share) is after :
- accounting for exchange loss/(gain)
 - minority interest.

{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

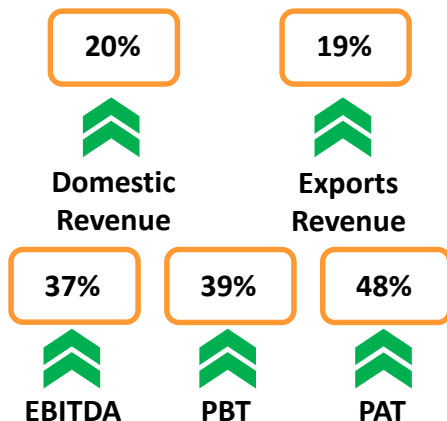
MSSL Standalone : FY 2012-13 vs FY 2011-12

FY 2012-13 vs FY 2011-12

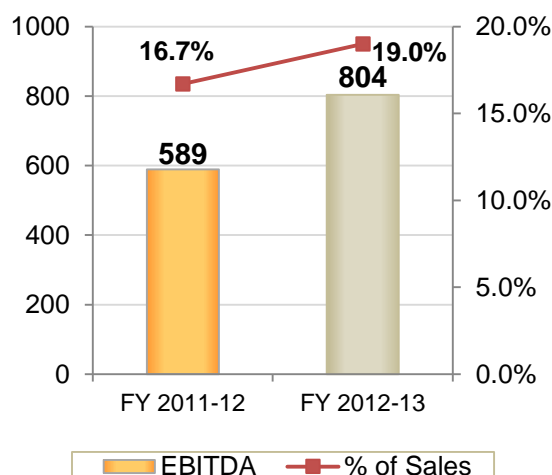
» Sales



» Growth

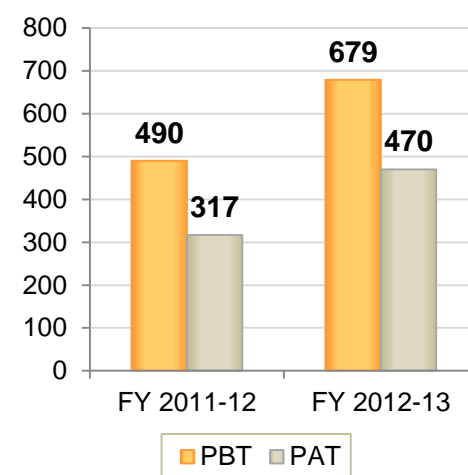


» EBITDA* / % to Sales



» PBT** & PAT

(Rs. in Crores)



Notes :



For the FY (Rs. Crores)	2011-12	2012-13
Exchange Loss/ (Gain) on Long Term Loans	55	29



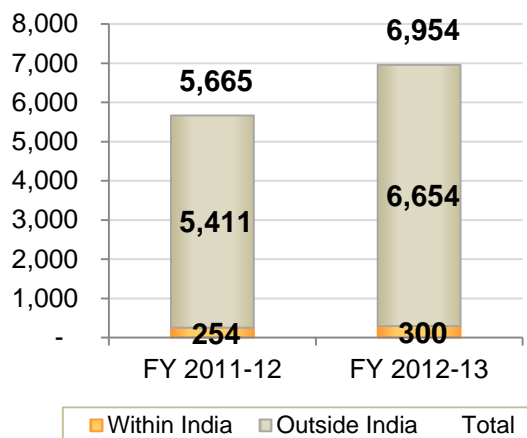
Profit after tax (Concern share) is after :
I. accounting for exchange loss/(gain).

{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

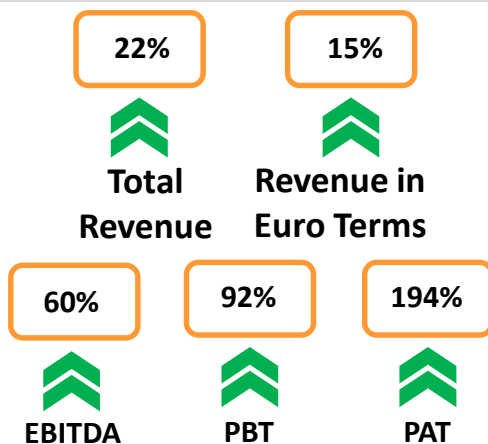
SMR : FY 2012-13 vs FY 2011-12

FY 2012-13 vs FY 2011-12

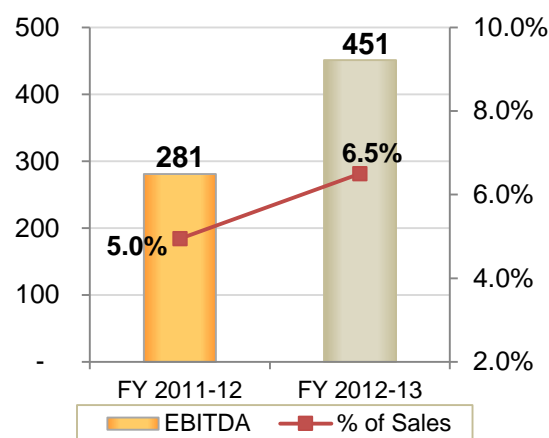
» Sales



» Growth

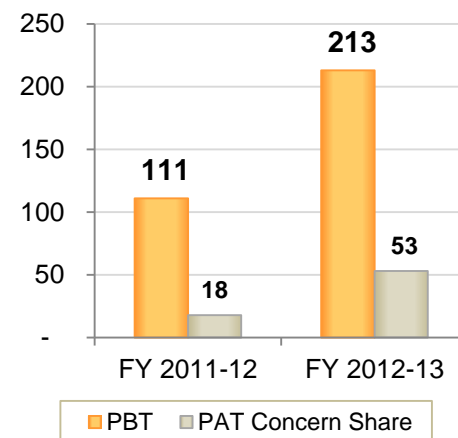


» EBITDA* / % to Sales



Notes :

» PBT ** & PAT Concern Share



For the FY (Rs. Crores)	2011-12	2012-13
Exchange Loss/ (Gain) on Long Term Loans	14	10



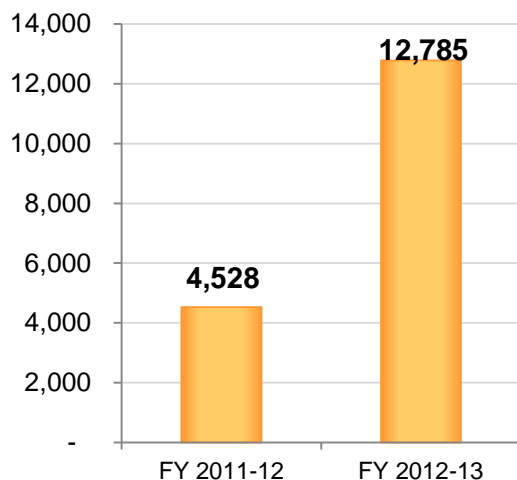
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 - minority interest.

{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

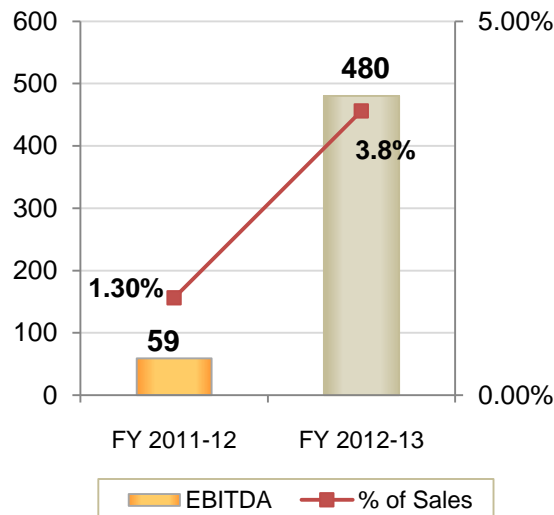
SMP: FY 2012-13 vs FY 2011-12

FY 2012-13 vs FY 2011-12

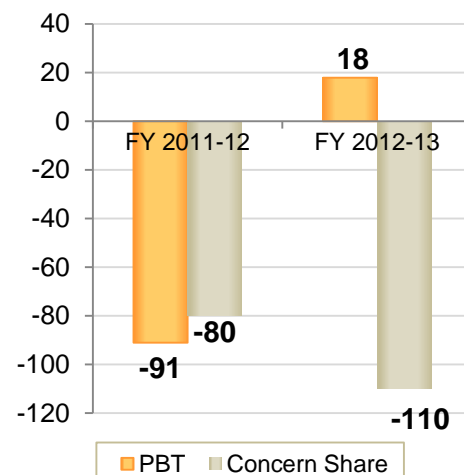
» Sales



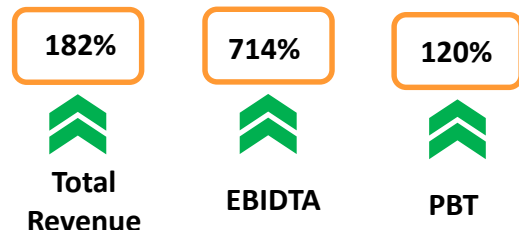
» EBITDA* / % to Sales



» PBT ** & PAT Concern Share



» Growth



Notes :



For the FY (Rs. Crores)

Exchange Loss/ (Gain) on Long Term Loans

2011-12

(30)

2012-13

89



Profit after tax (Concern share) is after :

- accounting for exchange loss/(gain) on US \$ Loans guaranteed by shareholders , booked as charge to P/L account
- minority interest.

{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}



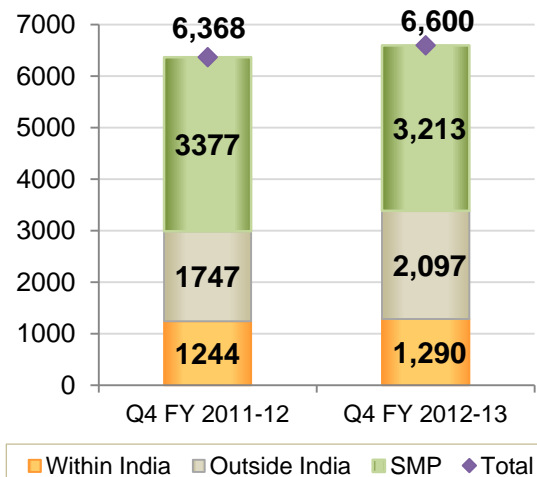
Q4 FY 2012-13 vs Q4 FY 2011-12

MSSL Consolidated: Q4 FY 2012-13 vs Q4 FY 2011-12

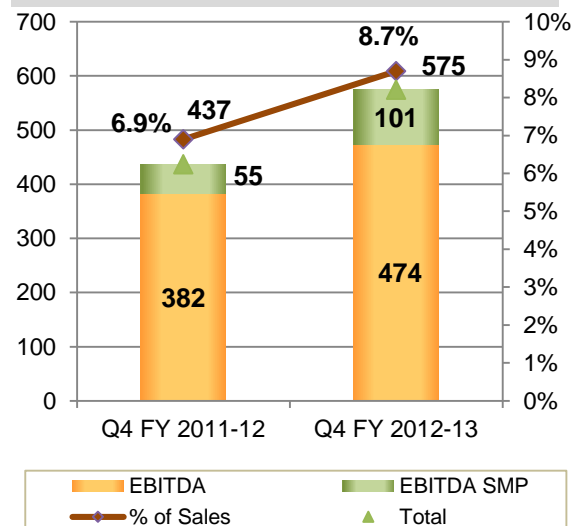
Q4 FY 2012-13 vs Q4 FY 2011-12

(Rs. in Crores)

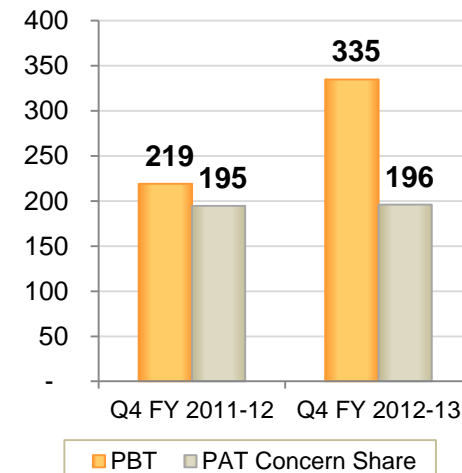
» Sales



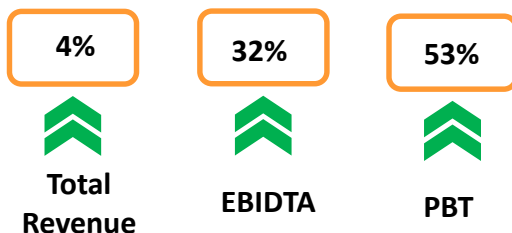
» EBIDTA* / % to Sales#



» PBT ** & PAT Concern Share



» Growth



Notes :

For the Quarter (Rs. Crores)	2011-12	2012-13
Exchange Loss/ (Gain) on Long Term Loans	(83)	(28)

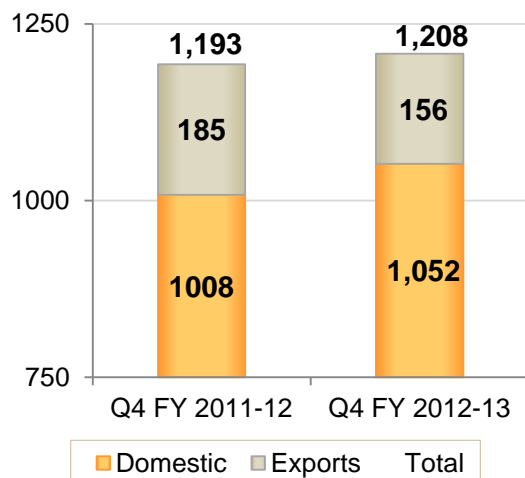
- » Profit after tax (Concern share) is after :
- accounting for exchange loss/(gain)
 - after minority interest.

{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

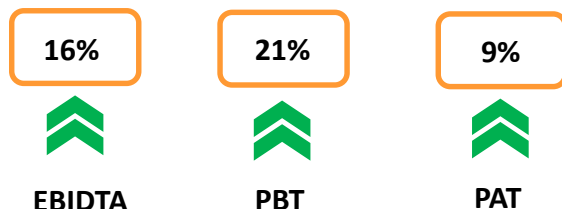
MSSL Standalone : Q4 FY 2012-13 vs Q4 FY 2011-12

Q4 FY 2012-13 vs Q4 FY 2011-12

» Sales



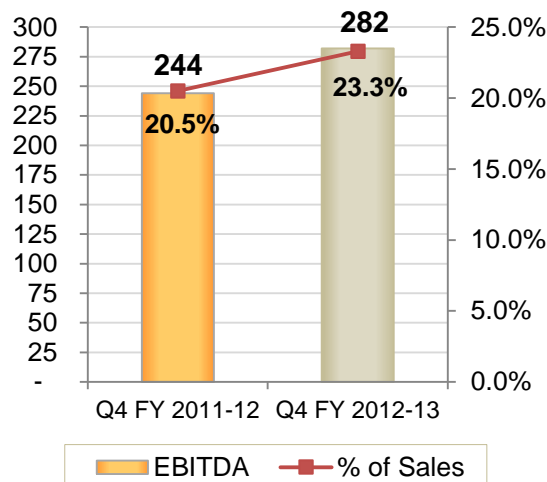
» Growth



Note :

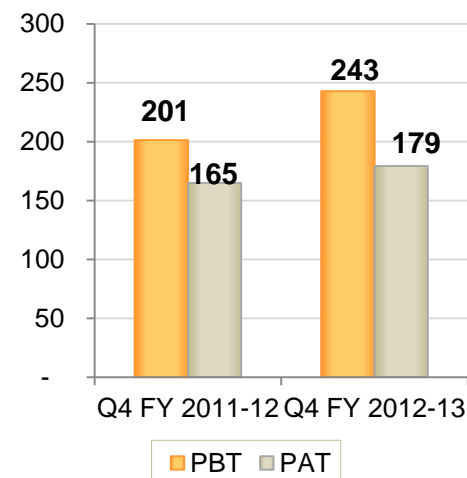
During 2011-12, the company merged Sumi Motherson Innovative Engineering Ltd(SMIEL) and Motherson Global Wiring Ltd, Kandla (MGWL). The results of these companies for full year were consolidated for the first time in Jan-Mar 2012 quarter

» EBITDA* / % to Sales



» PBT ** & PAT

(Rs. in Crores)



Notes :



For the Quarter (Rs. Crores)

Exchange Loss/ (Gain) on
Long Term Loans

2011-12

(25)

2012-13

(10)



Profit after tax (Concern share) is after :

I. accounting for exchange loss/(gain) .

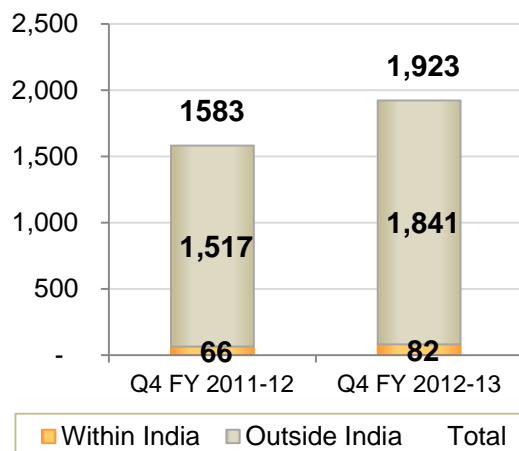
{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

SMR: Q4 FY 2012-13 vs Q4 FY 2011-12

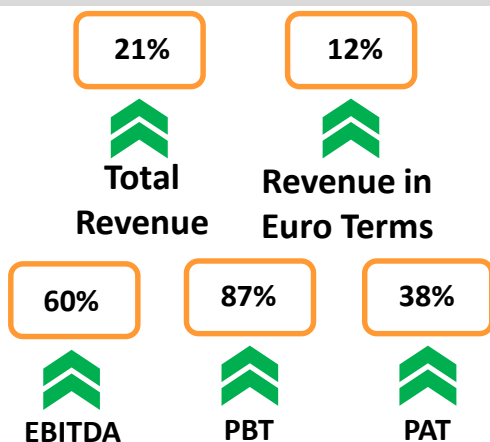
Q4 FY 2012-13 vs Q4 FY 2011-12

(Rs. in Crores)

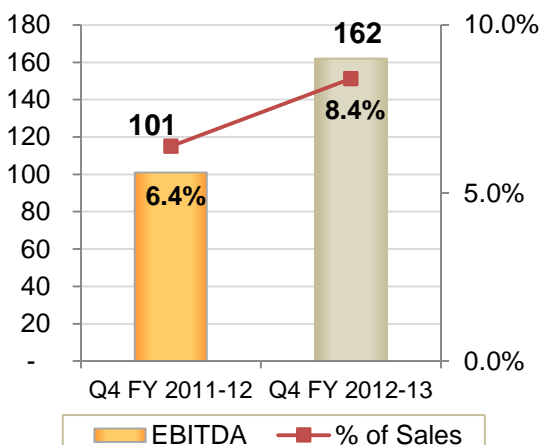
» Sales



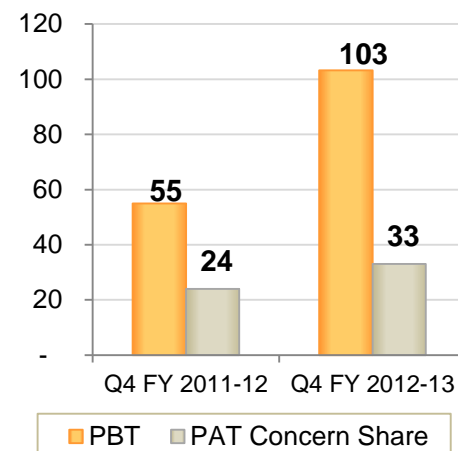
» Growth



» EBITDA* / % to Sales



» PBT ** & PAT Concern Share



Notes :



For the Quarter (Rs. Crores)	2011-12	2012-13
Exchange Loss/ (Gain) on Long Term Loans	(7)	4



- Profit after tax (Concern share) is after :
- accounting for exchange loss/(gain)
 - minority interest.

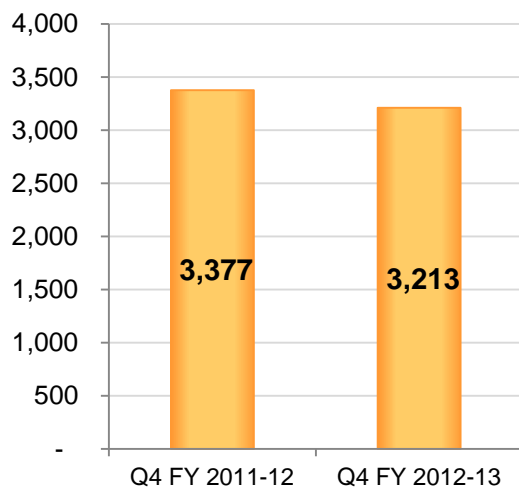
{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

SMP: Q4 FY 2012-13 vs Q4 FY 2011-12

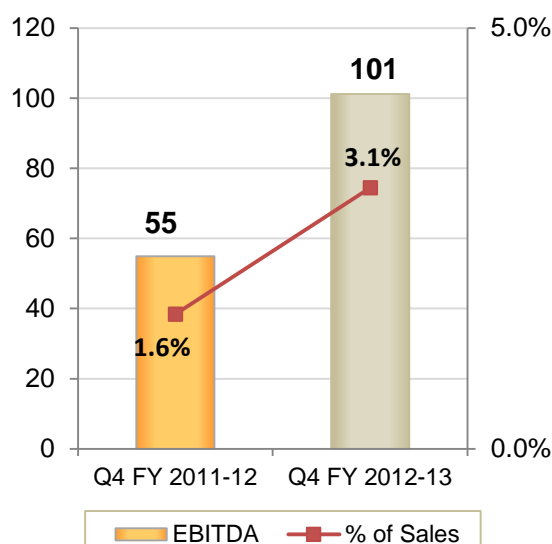
Q4 FY 2012-13 vs Q4 FY 2011-12

(Rs. in Crores)

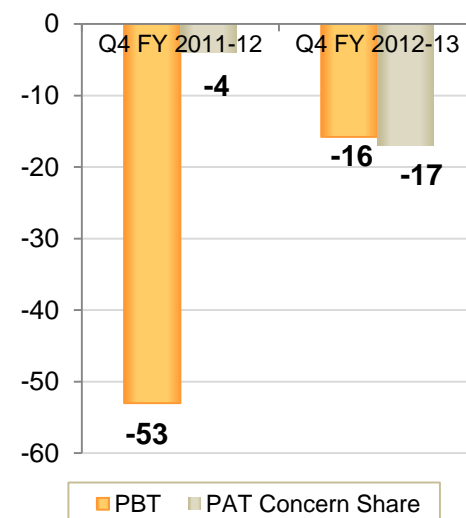
» Sales



» EBITDA* / % to Sales



» PBT ** & PAT Concern Share



» Growth

84%



EBITDA

70%



PBT

(despite drop in revenue) (despite drop in revenue)

Notes :



For the Quarter (Rs. Crores)

Exchange Loss/ (Gain) on Long Term Loans

2011-12

(51)

2012-13

(22)



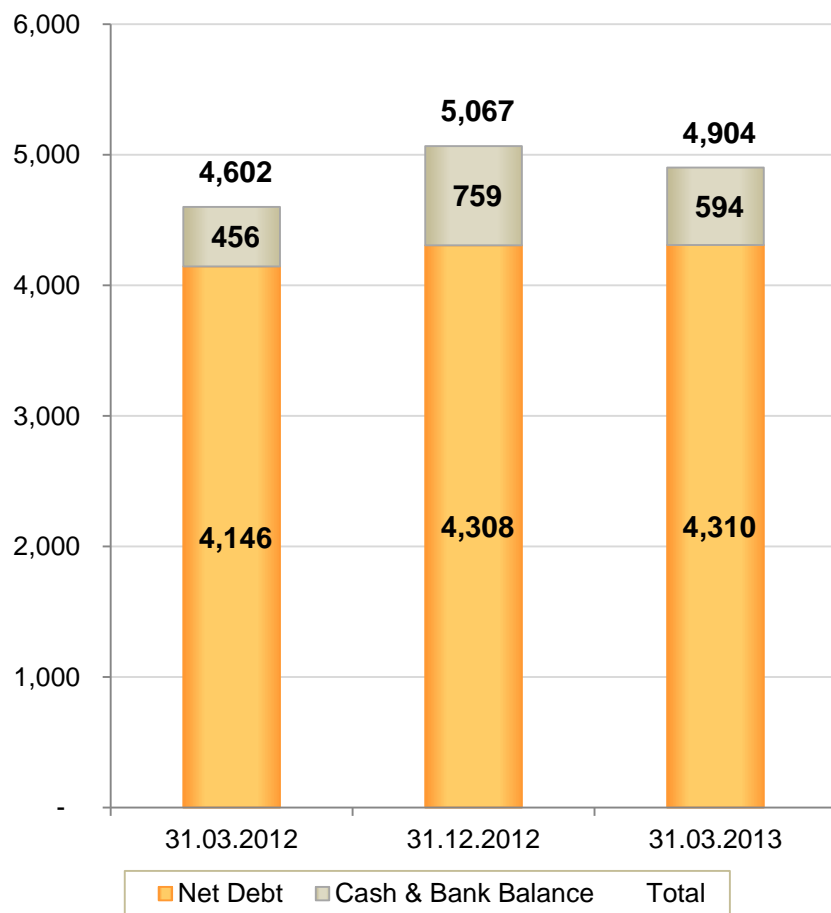
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- accounting for exchange loss/(gain) on US \$ Loans guaranteed by shareholders , booked as charge to P/L account
- minority interest.

{* Before exchange loss/ (Gain)} {** before exchange loss/(gain) and before exceptional items}

Consolidated Debt Position

» Net Debt, Cash & Bank Balance (Rs. in Crores)

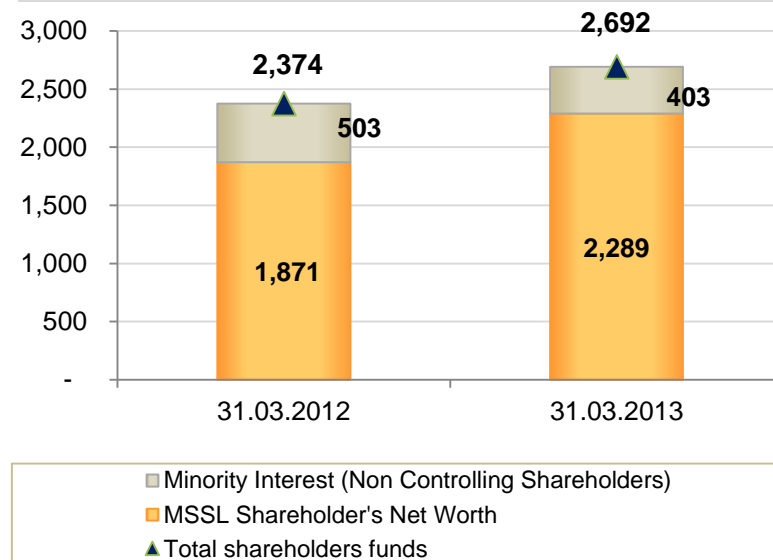


1. The company has booked exchange loss on long term loans i.e. MTM losses of Rs 128 crores in financial year months ending 31-03-2012.

2. The company has applied following rates of conversion of translation of Euro Loans at Company's overseas subsidiaries :

- 31-3-2012 : Rs 67.88
- 31-12-2012 : Rs 72.55
- 31.03.2013 : Rs.69.60

» Shareholders Equity (Rs. in Crores)





1. The graphical presentation of the results has been prepared from Unaudited Results for the Quarter and FY ended 31st March 2013– the same are available on the website of the company (www.motherson.com)
2. Exchange Loss/ (Gain) on Long Term Loans :
 - Standalone : Exchange Loss/ (Gain) , including MTM on External Commercial Borrowings mainly denominated in US \$ arising on account of change in exchange rates from US \$ / other currency to Rupee ;
 - SMR : Exchange Loss/ (Gain) , including MTM on US \$ Loans availed at SMR Jersey arising on account of changes in exchange rates from US \$ to Euro ; and
 - SMP : Exchange Loss / (Gain) represents MTM on US \$ Loans availed by holding company(ies) of SMP , arising out of change in exchange rate of US \$ to Rupee (Guaranteed by MSSL & SMIL in 51:49 ratio).
3. EBITDA = Profit from operations before other Income, Finance Costs & Exceptional Items +Depreciation & Amortization + exchange differences on Long Term Loans.

Thank You ...



A Relationship Built on Trust
