



**Proud
to be
part of.**

Presentation on Results Q4 & 12 Months FY 2015-16

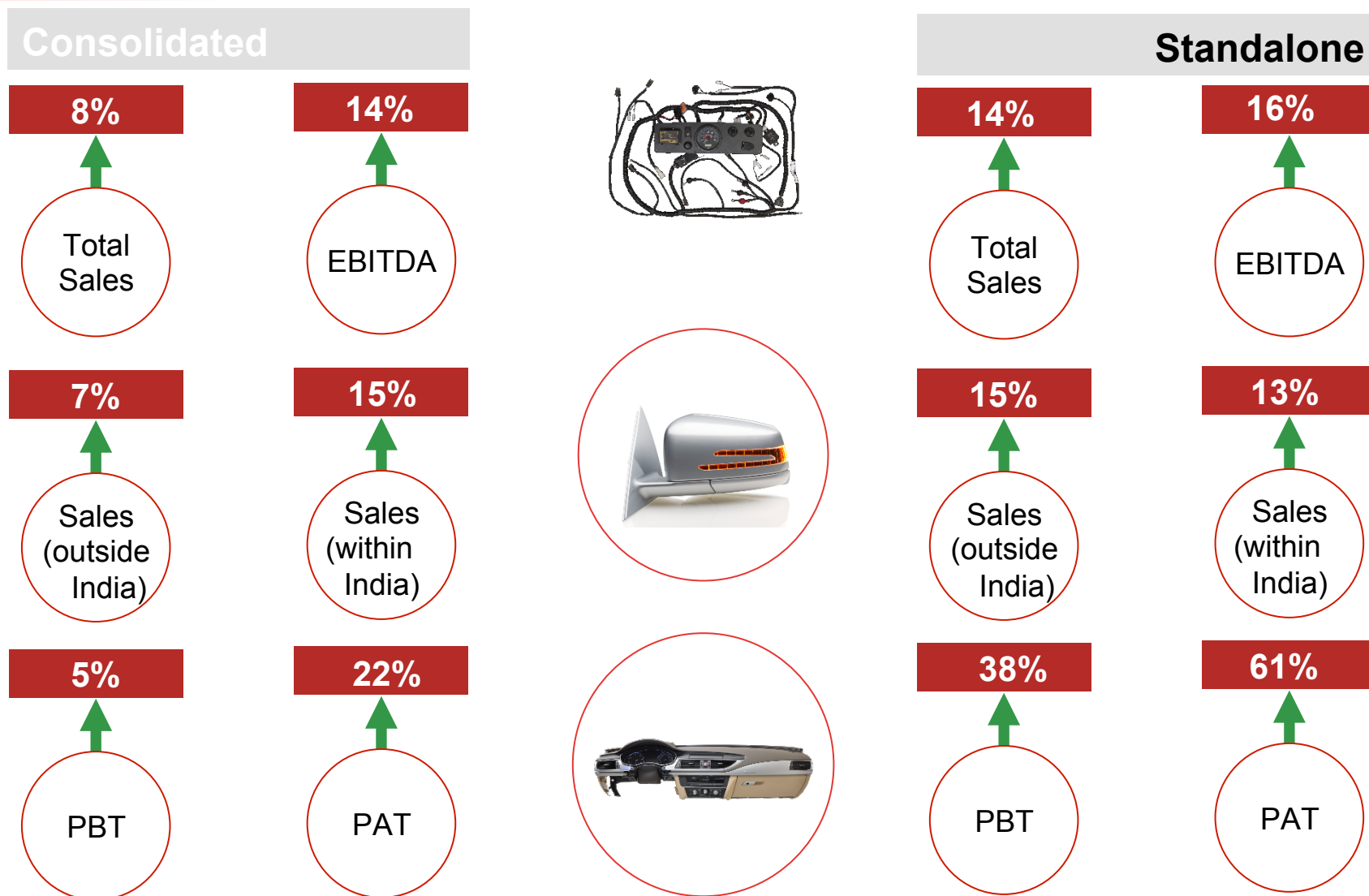
17th May 2016

MSE
Motherson Sumi
Systems Limited

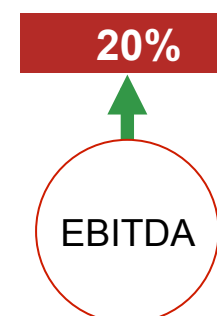
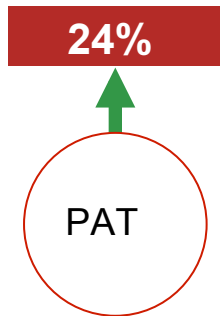
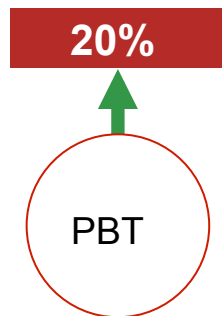
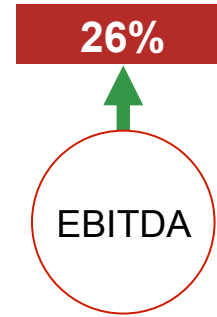
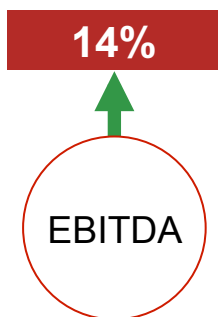


- Highlights & Results Q4 vs Q4
- Highlights & Results FY15-16 vs FY 14-15
- Debt status

Highlights Q4 FY15-16 vs Q4 FY14-15



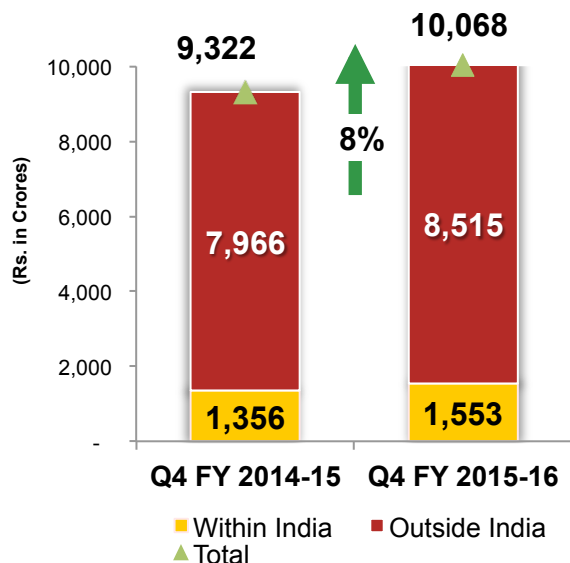
Highlights Q4 FY15-16 vs Q4 FY14-15



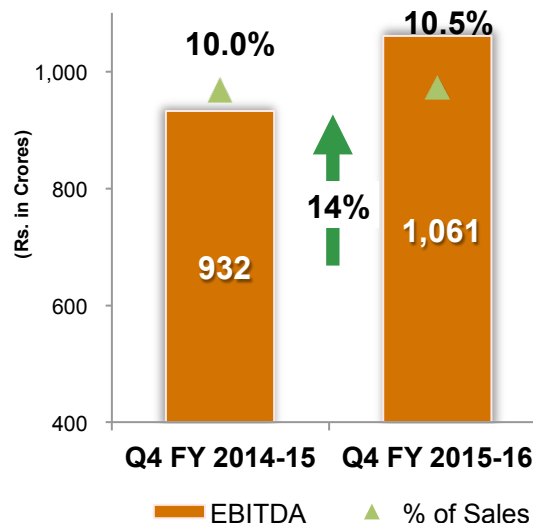
MSSL Consolidated : Q4 FY 2015-16 vs. Q4 FY 2014-15



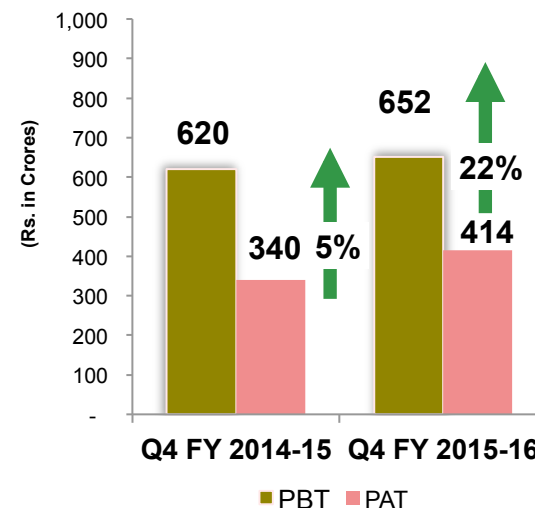
Sales



EBITDA* / % to Sales



PBT * & PAT#



15% increase in Sales within India

7% increase in Sales outside India

Record sales of over Rs.10,000 crores in a quarter

* Note

(Rs. Crores)	Q4 2014-15	Q4 2015-16
Exchange Loss / (Gain) on Long Term Facilities	(5)	1

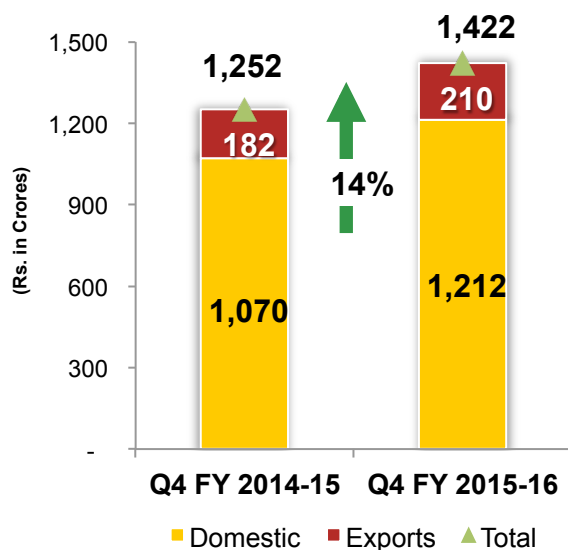
{* Before exchange loss}
 {# concern share after exchange loss}



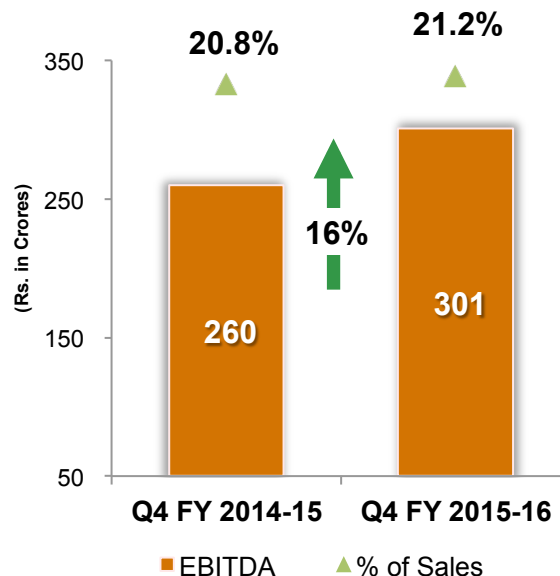
MSSL Standalone : Q4 FY 2015-16 vs. Q4 FY 2014-15



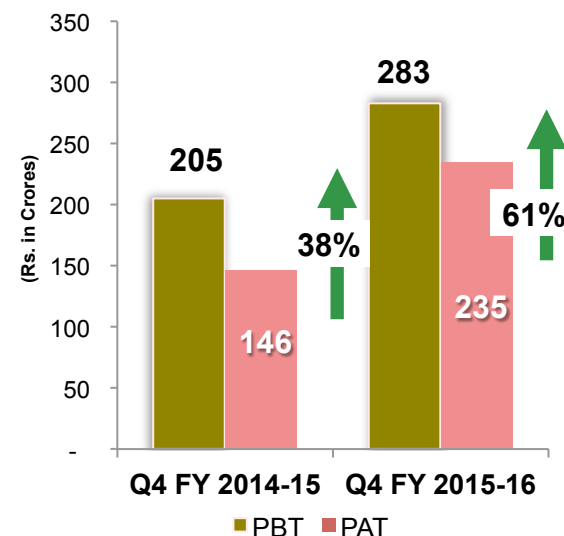
Sales



EBITDA* / % to Sales



PBT * & PAT



13%
↑
Sales within India

15%
↑
Sales outside India

* Note

(Rs. Crores)	Q4 2014-15	Q4 2015-16
Exchange Loss / (Gain) on Long Term Facilities	(5)	2

{* Before exchange loss}

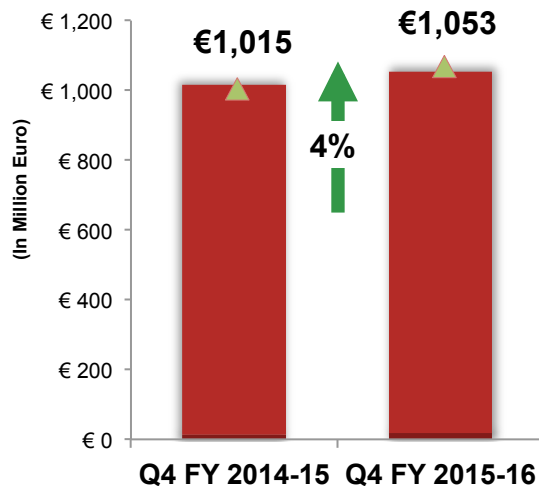


SMRPBV : Q4 FY 2015-16 vs. Q4 FY 2014-15

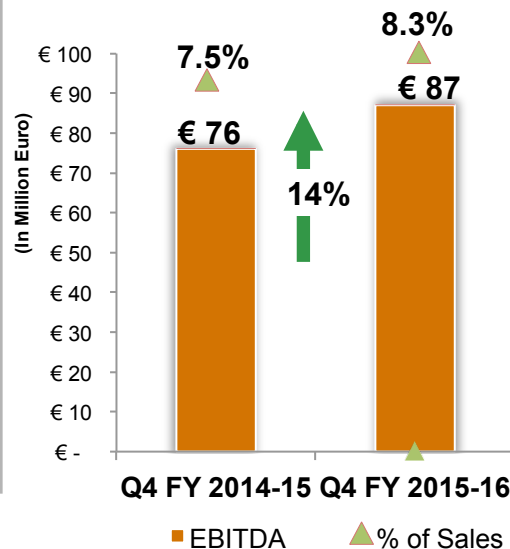
(In Euro Terms**)



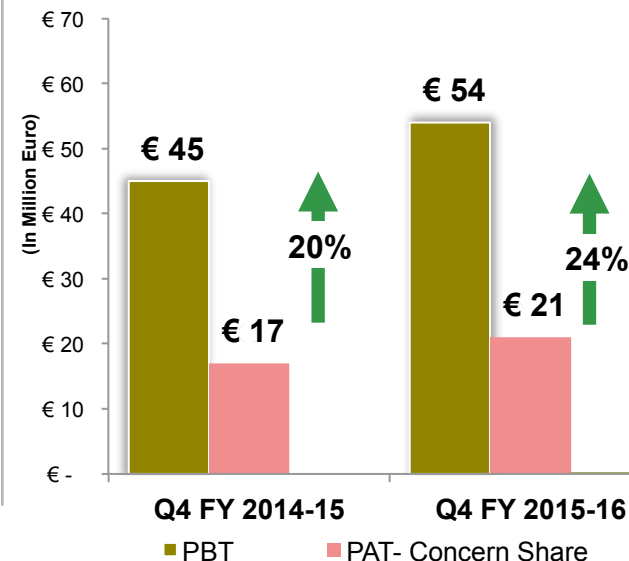
Sales



EBITDA* / % to Sales



PBT* & PAT#



* Note

(In Million Euro)	Q4 2014-15	Q4 2015-16
Exchange Loss / (Gain) on Long Term Facilities	0.03	(0.11)
Impairment of Brazil	-	11.35

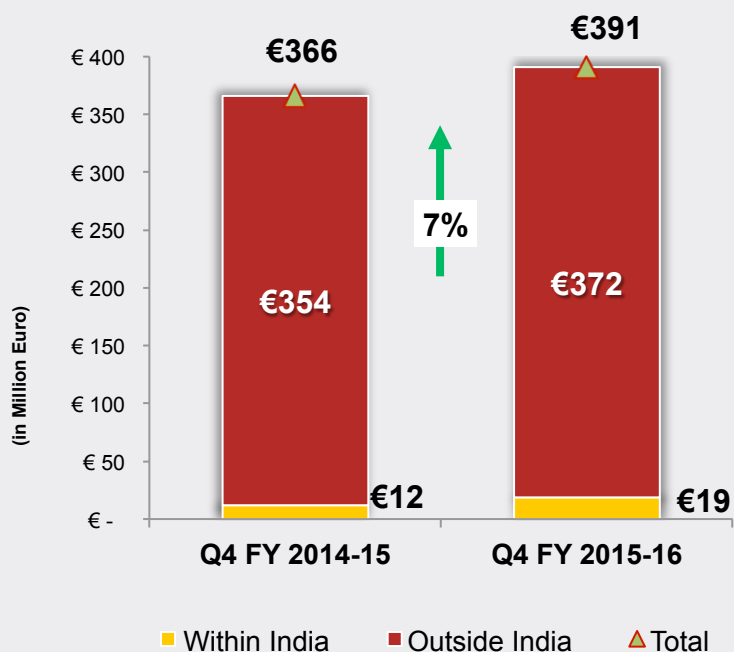
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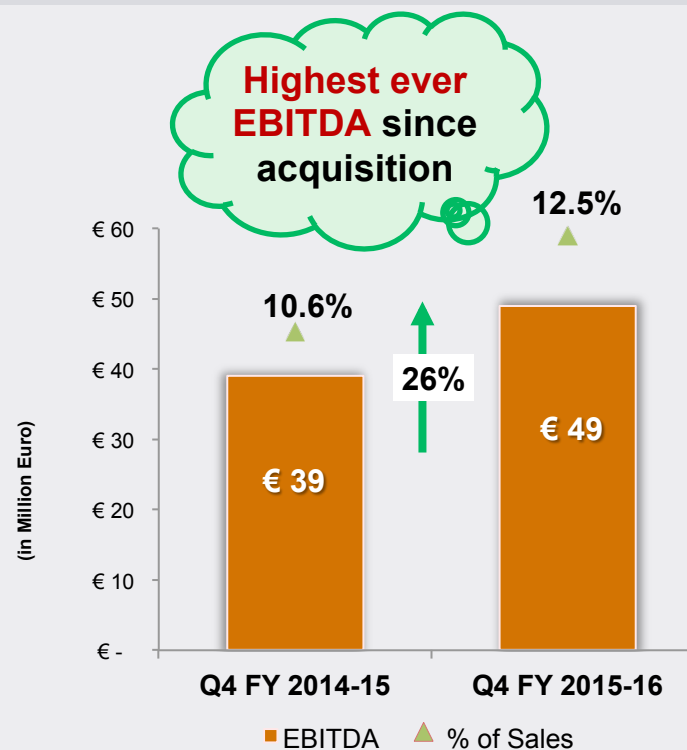
SMR : Q4 FY 2015-16 vs. Q4 FY 2014-15 (In Euro Terms**)



Sales



EBITDA* / % to Sales



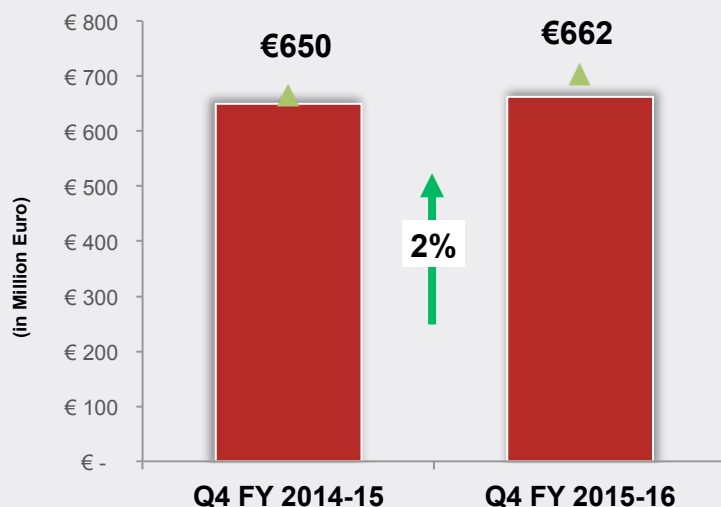
(In Million Euro)	Q4 2014-15	Q4 2015-16
Exchange Loss / (Gain) on Long Term Facilities	-	(0.55)

** Please refer to Note on last slide.

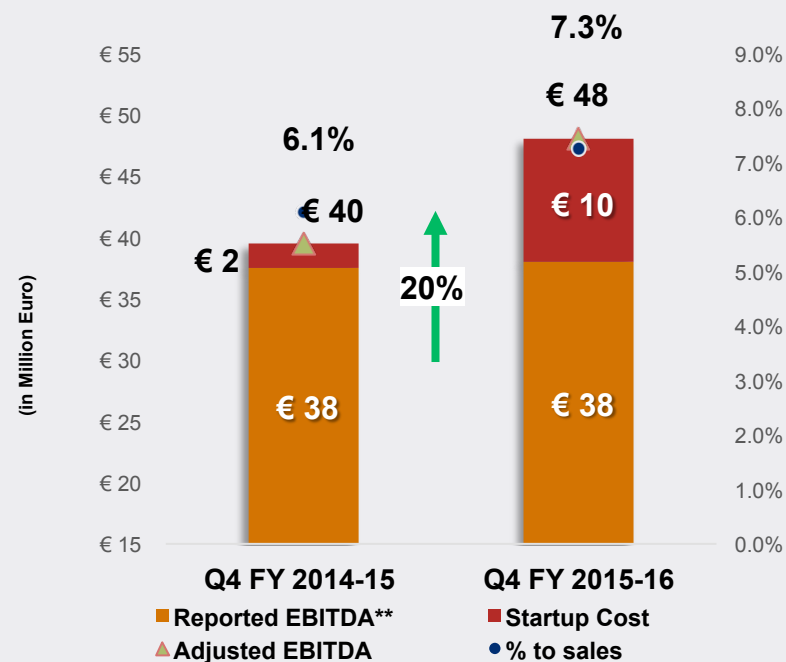
SMP : Q4 FY 2015-16 vs. Q4 FY 2014-15 (In Euro Terms**)



Sales



EBITDA / % to Sales



(In Million Euro)	Q4 2014-15	Q4 2015-16
Exchange Loss / (Gain) on Long Term Facilities	0.03	0.45

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

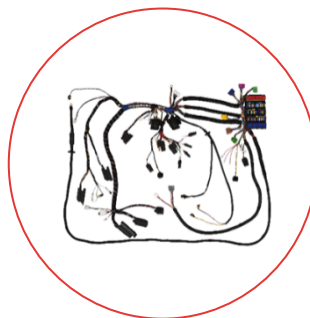
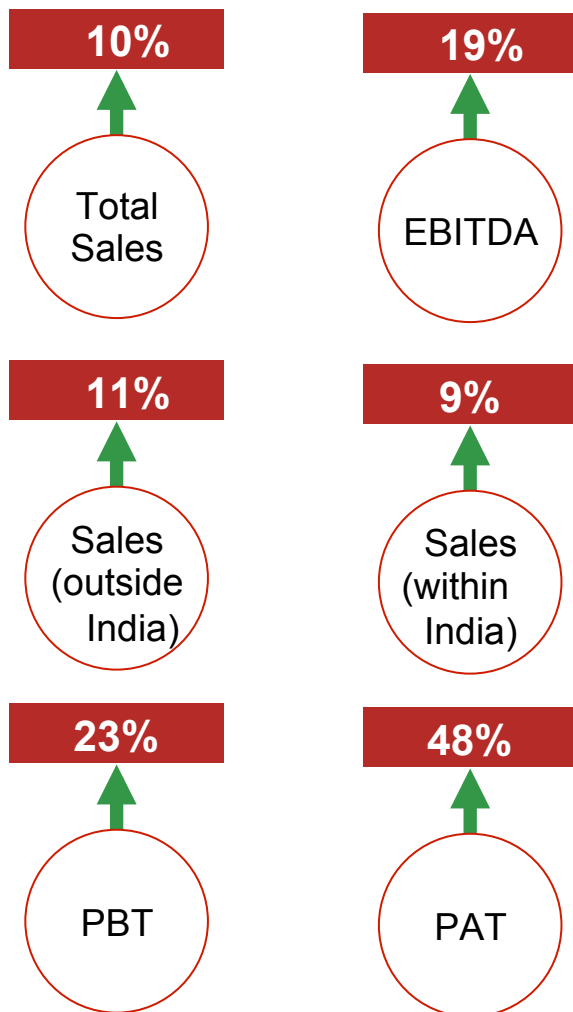
** Please refer to Note on last slide.

- Highlights & Results Q4 vs Q4
- Highlights & Results FY15-16 vs FY 14-15
- Debt status

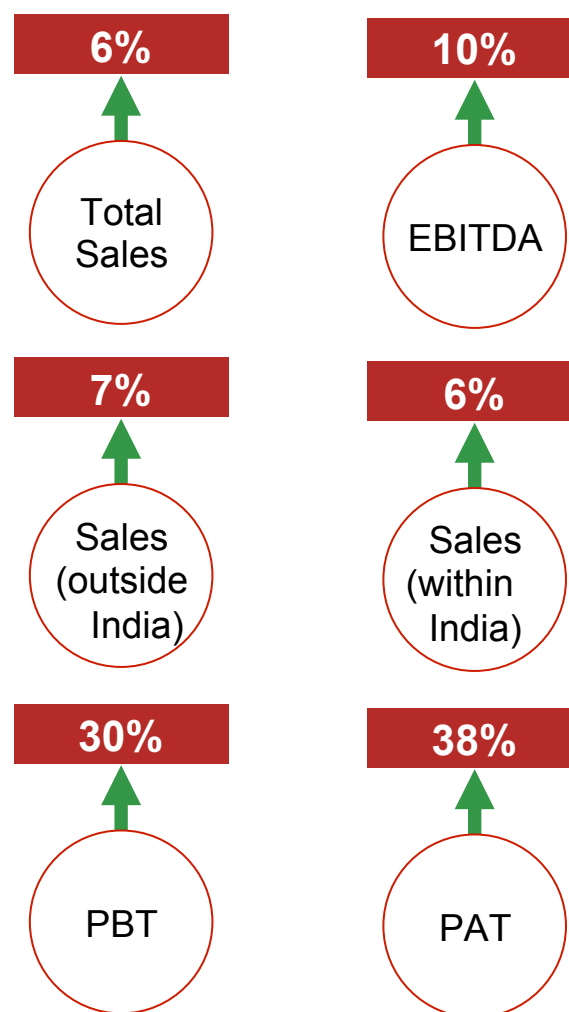
Highlights **FY 15-16 vs FY 14-15**



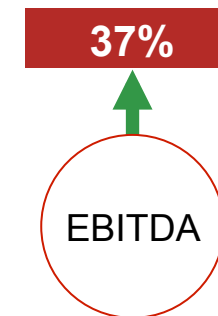
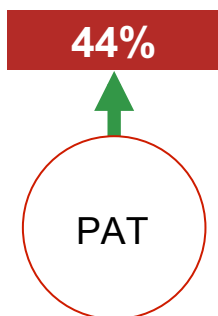
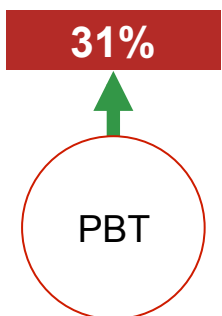
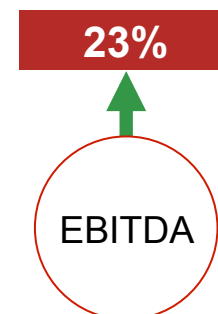
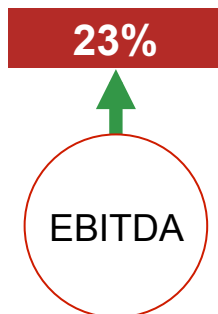
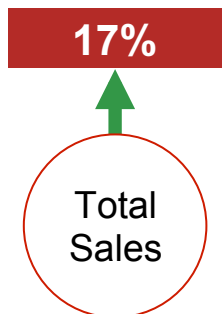
Consolidated



Standalone



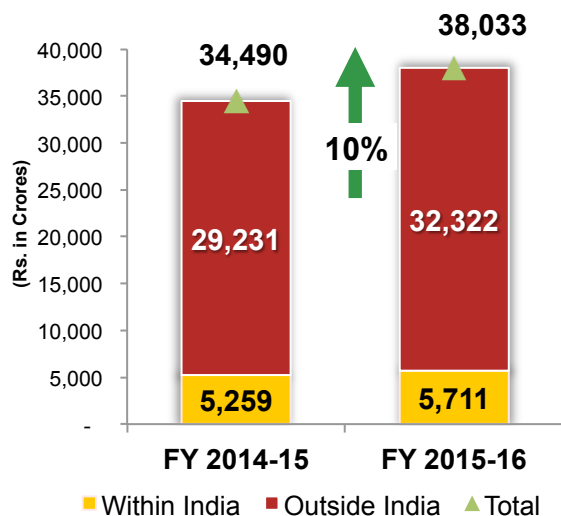
Highlights FY 15-16 vs FY 14-15



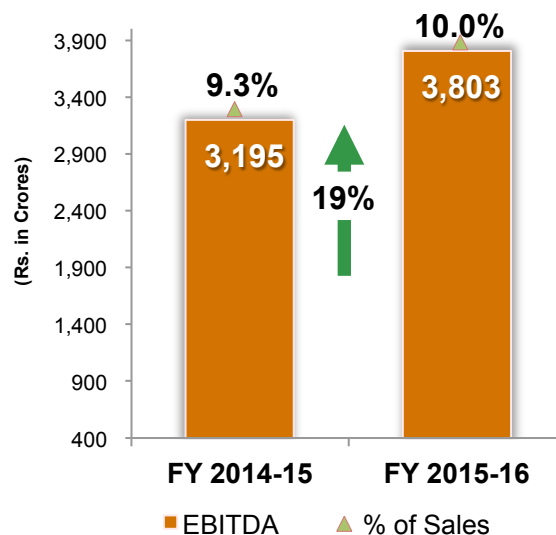
MSSL Consolidated : 12M FY 2015-16 vs. 12M FY 2014-15



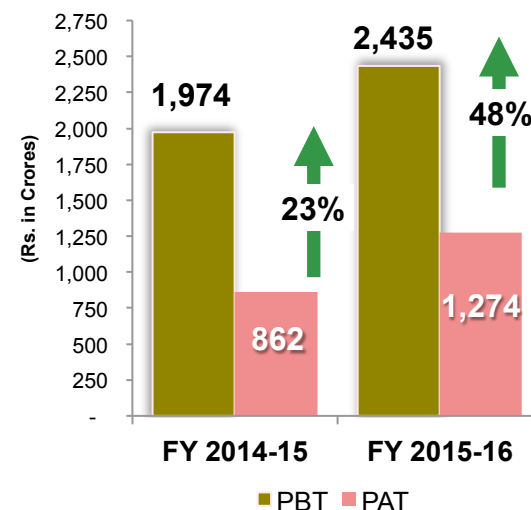
Sales



EBITDA* / % to Sales



PBT * & PAT#



9%

 Sales within India

11%

 Sales outside India

* Note

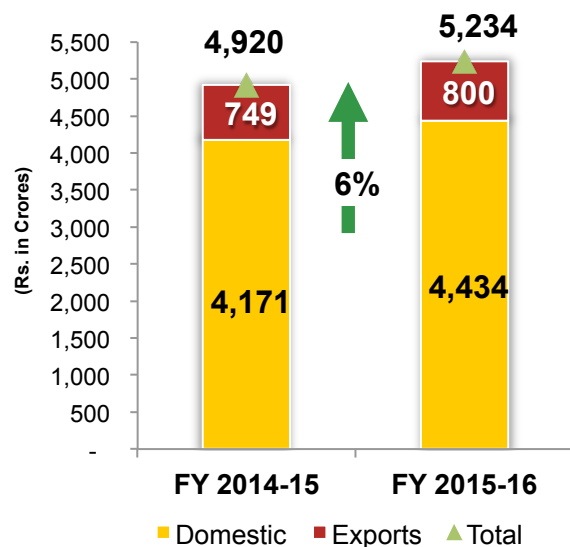
(Rs. Crores)	12M 2014-15	12M 2015-16
Exchange Loss / (Gain) on Long Term Facilities	32	67
Exceptional expenses- on Bond Issue and acquisition expenses	165	29

{* Before exchange loss}
 {# concern share after exchange loss}

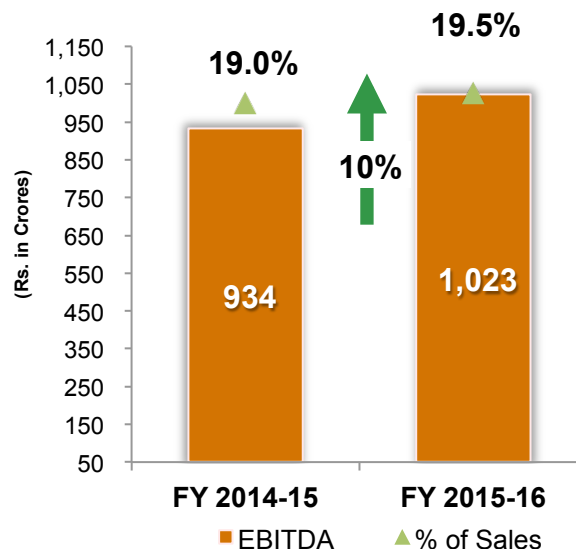
MSSL Standalone : 12M FY 2015-16 vs. 12M FY 2014-15



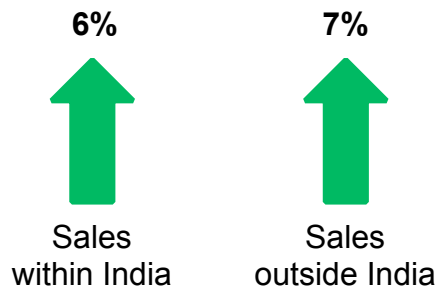
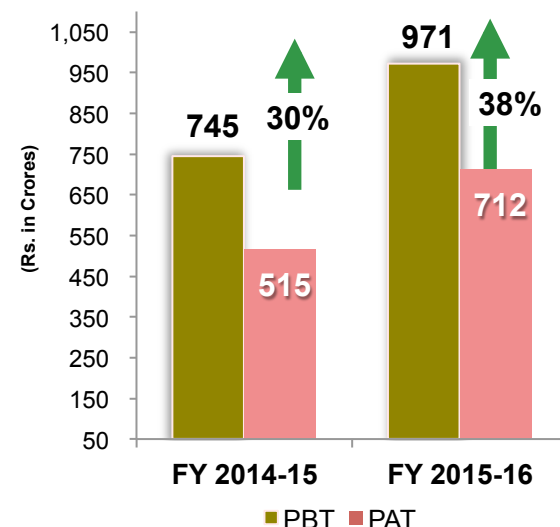
Sales



EBITDA* / % to Sales



PBT * & PAT



**First time
Standalone
revenues crossed
RS 5,000 crores**

* Note

(Rs. Crores)	12M 2014-15	12M 2015-16
Exchange Loss / (Gain) on Long Term Facilities	21	26

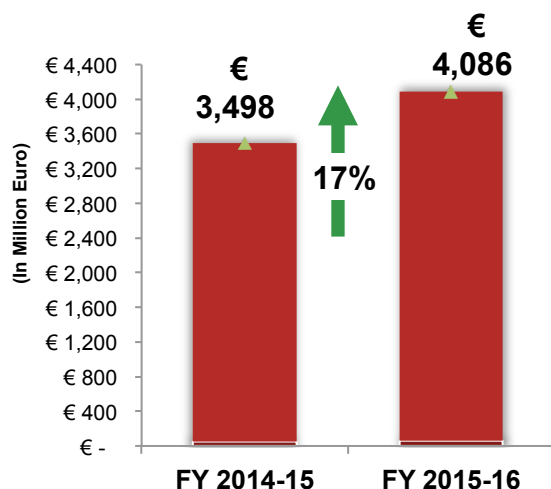


SMRPBV : 12M FY 2015-16 vs. 12M FY 2014-15

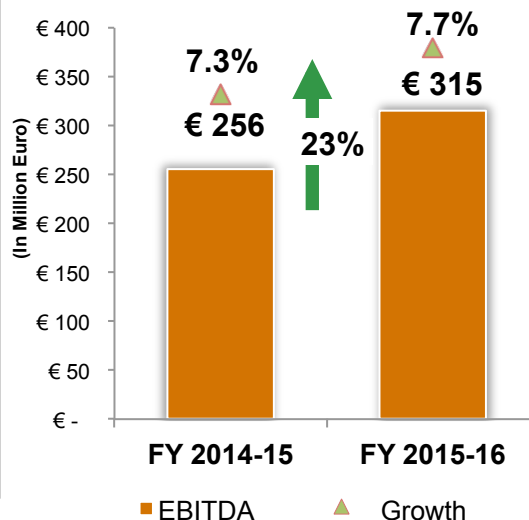
(In Euro Terms**)



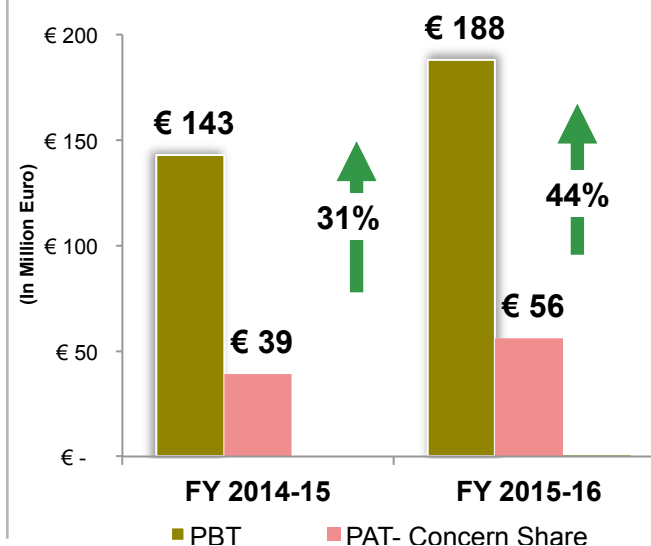
Sales



EBITDA* / % to Sales



PBT* & PAT#



* Note

(In Million Euro)	12M 2014-15	12M 2015-16
Exceptional expenses towards bonds issuance	16.10	4.02
Exchange Loss / (Gain) on Long Term Facilities	1.38	5.67
Net Gain / (Loss) recognised on final settlement of Insurance Claim	(5.11)	-
Impairment of Brazil	-	18.57

New Orders worth
Euro 8.8 Billion
during FY16^

** Please refer to Note on last slide. ^ including the Euro 2.2 billion approx. order from Daimler

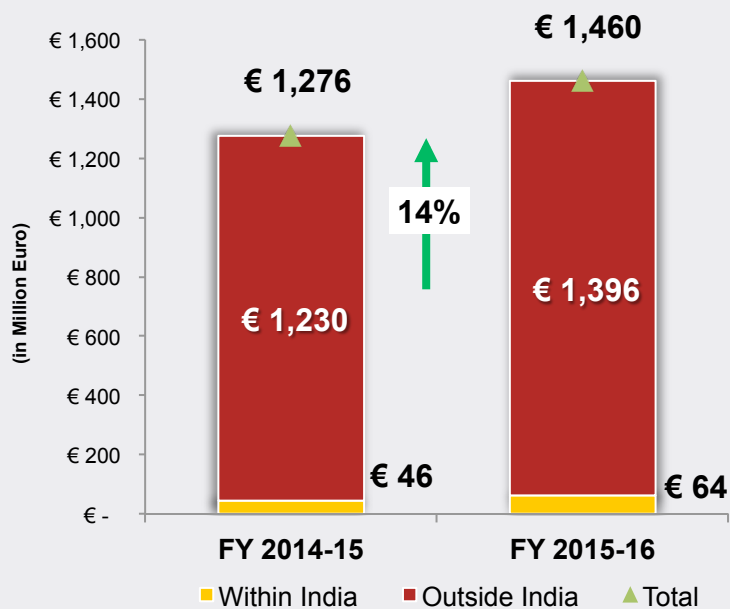


SMR : 12M FY 2015-16 vs. 12M FY 2014-15

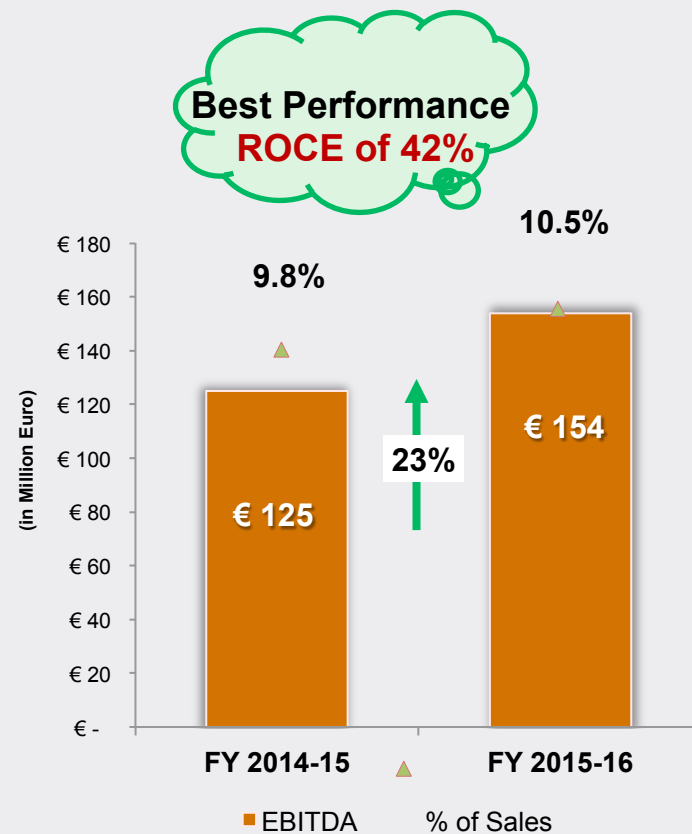
(In Euro Terms**)



Sales



EBITDA* / % to Sales



*At exchange rate used for translation

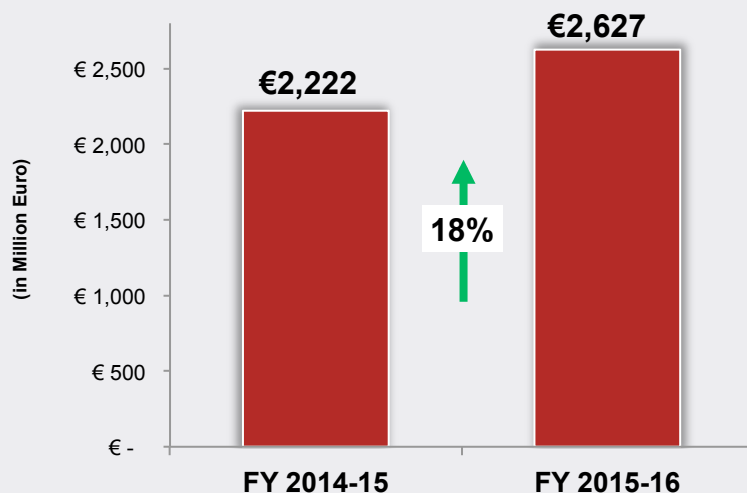
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SMP : 12M FY 2015-16 vs. 12M FY 2014-15

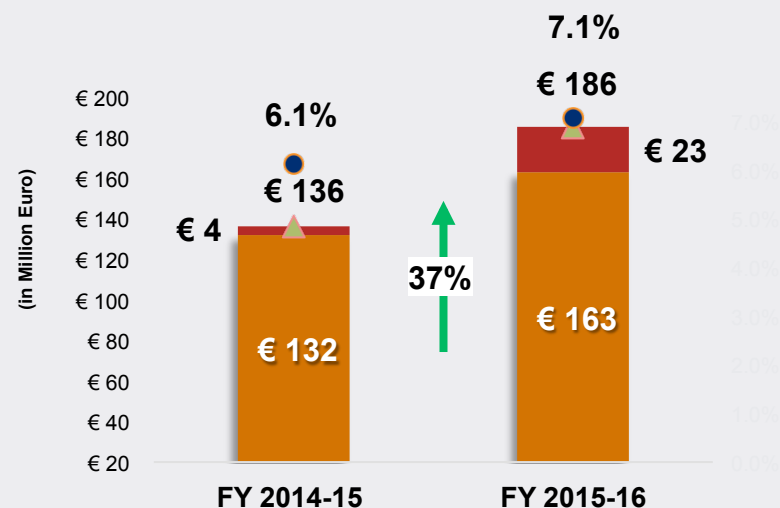
(In Euro Terms**)



Sales



EBITDA / % to Sales



* Note

■ Reported EBITDA**
▲ Adjusted EBITDA
■ Startup Cost
● % to sales

(In Million Euro)	12M 2014-15	12M 2015-16
Exchange Loss / (Gain) on Long Term Facilities	1.15	4.18
Net Loss / (Gain) recognised on final settlement of Insurance Claim	(5.11)	-

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

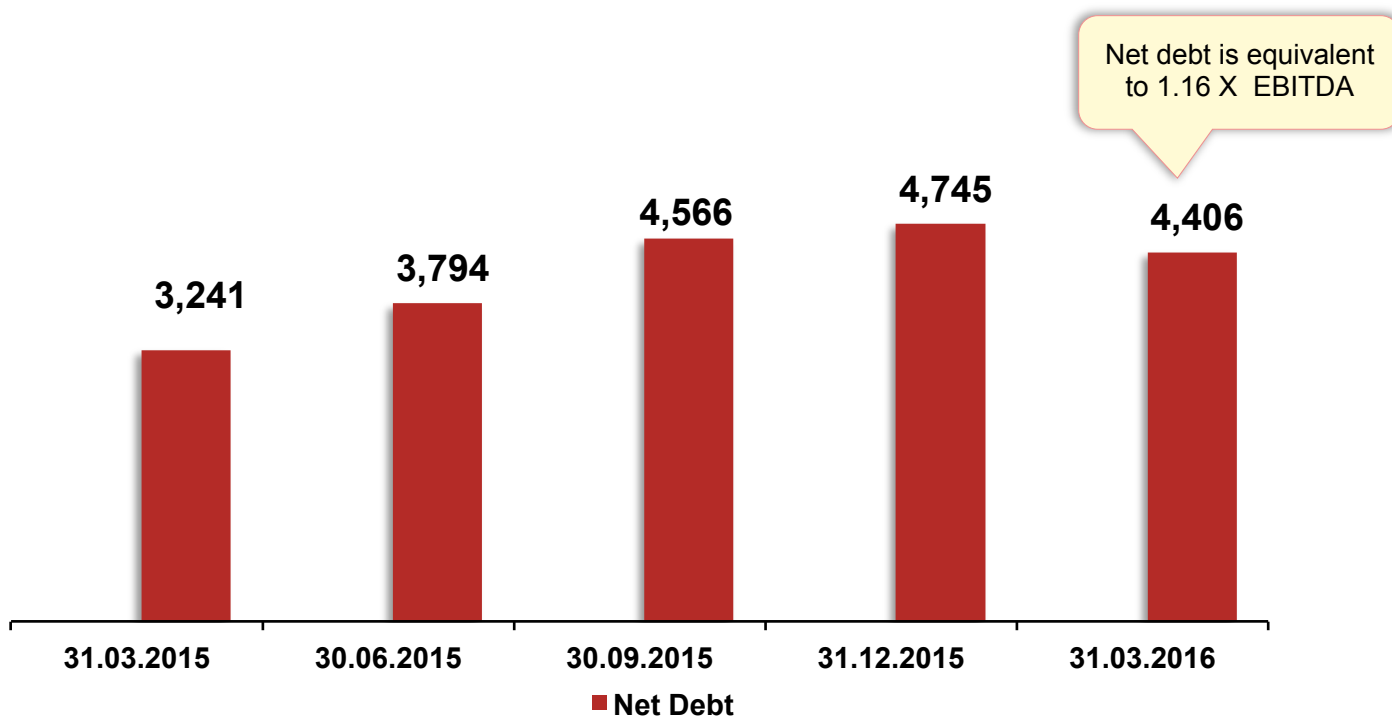
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- Highlights & Results Q4 vs Q4
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Net Debt



(Rs. in crores)



Exchange rate used	31.03.2015	30.06.2015	30.09.2015	31.12.2015	31.03.2016
Rs/Euro	67.06	70.86	73.30	71.84	75.38
Rs/USD	62.50	63.64	65.58	66.15	66.25



Reference Rates



Copper Rates

Q4 FY15-16

Average	Q4 2014-15	Q4 2015-16	% Change
LME Copper (USD / Ton)	5,815	4,668	-19.7%

FY15-16

Average	12M 2014-15	12M 2015-16	% Change
LME Copper (USD / Ton)	6,554	5,215	-20.4%

Exchange Rates

Q4 FY15-16

Currency (equal to Rs.)	Q4 2014-15	Q4 2015-16	% Change
INR to Euro	70.123	74.481	6.2%
INR to YEN	0.522	0.586	12.2%

FY15-16

Average	12M 2014-15	12M 2015-16	% Change
INR to Euro	77.488	72.284	-6.7%
INR to YEN	0.558	0.546	-2.2%

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.

