



Presentation on Results

Q2 FY 2012-13

a member of Samvardhana Motherson Group

Highlights on Performance of Q2 FY 2012-13

1. Total revenues grow by 153% with growth in Profit After Tax (concern share) by 467%
2. Domestic volumes and sales to customers outside India grew by healthy 18% and 235% (28% excluding SMP acquired in Nov 11) respectively
3. SMR posts healthy growth of 17% in Euro terms and 25% in Rupee terms. EBITDA improves by 88% - maintains consistent EPS accretive trend, cumulatively for this year also now EPS accretive
4. SMP consistent improvements – despite drop in revenues due to Europe summer holidays, maintains healthy operations – delivers cash positive results for July – September 12 quarter .
5. Standalone business posts healthy growth of 44% on exports from India and domestic sales grow by 19% in spite of difficult domestic market situation
6. Debt managed as on 30th Sep. 2012 similar to March 2012 levels.

All comparison w.r.t. Q2 of FY 2011-12

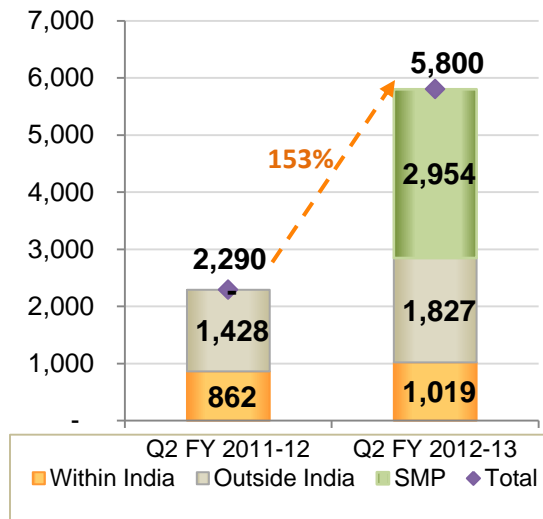
MSSL : Motherson Sumi Systems Ltd, SMR : Samvardhana Motherson Reflectec, SMP : Samvardhana Motherson Peguform

1 Crore = 10 million

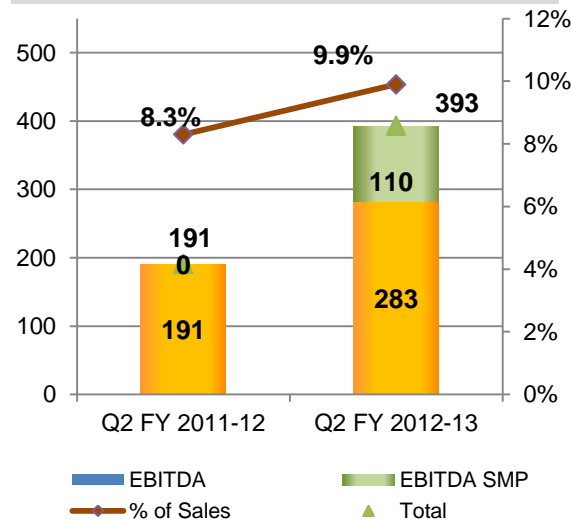
MSSL Consolidated: Q2 FY 2012-13

Q2 FY 2012-13 vs Q2 FY 2011-12

» Sales

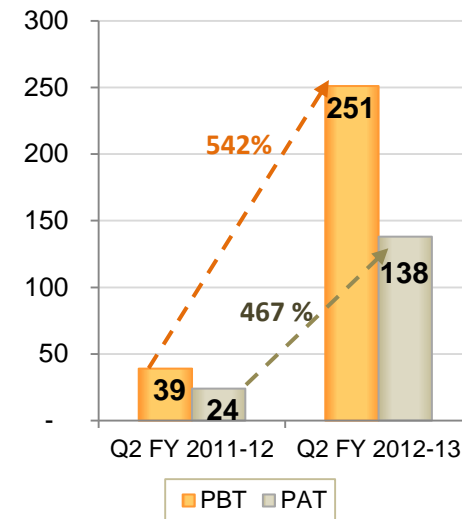


» EBITDA* / % to Sales#

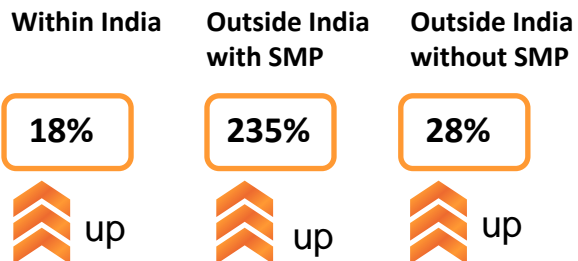


» PBT & PAT

(Rs. in Crores)



» Revenue Growth



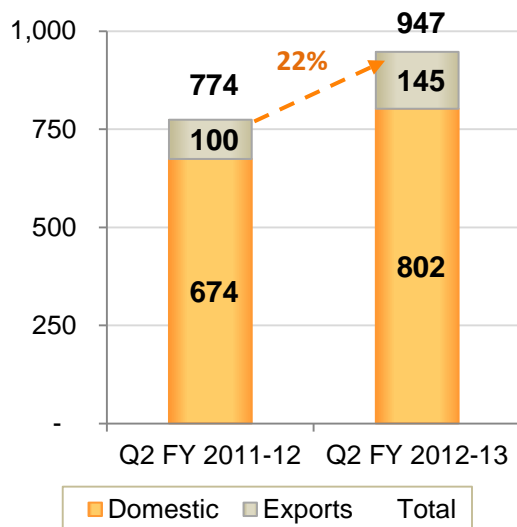
- (#)The company acquired Peguform Group (now known as SMP) on 23rd November 2011 and FY 2011-12 does not include SMP
- Significant improvement in EBITDA (by 160 basis points) and profitability of MSSL – SMP delivers consistent performance
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

For the Quarter (Rs. Crores)	2011-12	2012-13
Gain / (Loss)	(61)	84

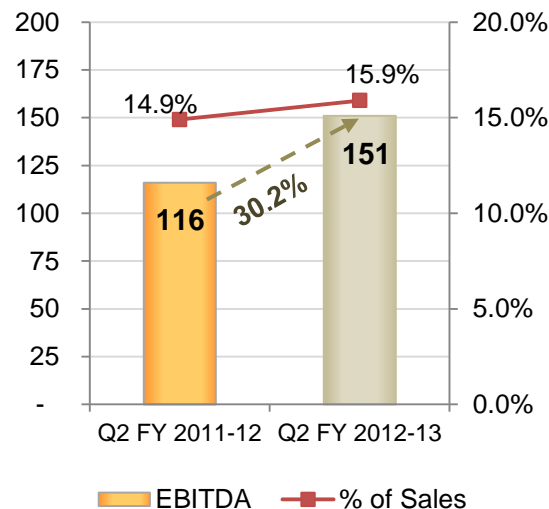
MSSL Standalone : Q2 FY 2012-13

Q2 FY 2012-13 vs Q2 FY 2011-12

» Sales

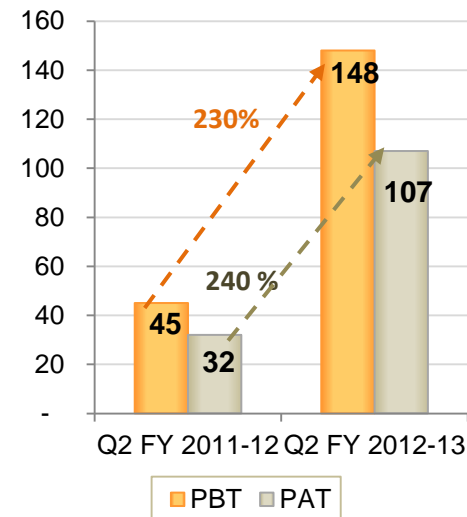


» EBITDA* / % to Sales



» PBT & PAT

(Rs. in Crores)



» Revenue Growth

19%



Domestic

44%



Exports

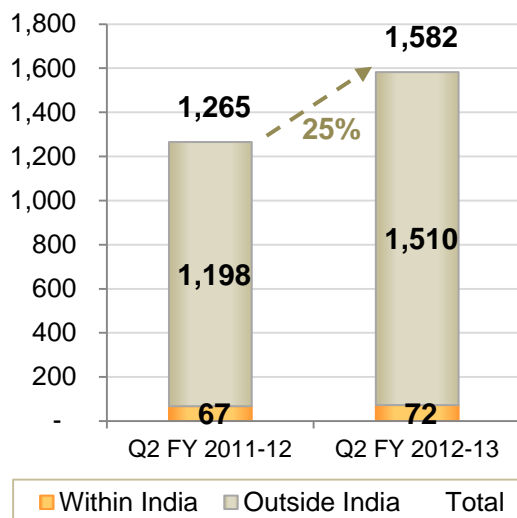
- Domestic passenger car market impacted due to lock out at one plant of the largest car manufacturer in August 2012
- Improvement in EBITDA by 100 basis points
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

For the Quarter (Rs. Crores)	2011-12	2012-13
Gain / (Loss)	(42)	24

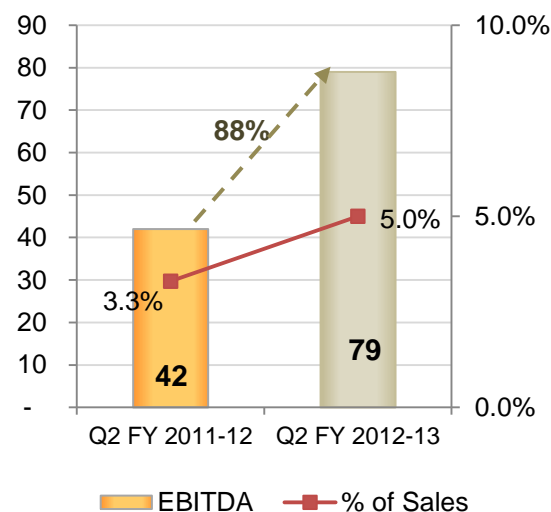
SMR: Q2 FY 2012-13

Q2 FY 2012-13 vs Q2 FY 2011-12

» Sales

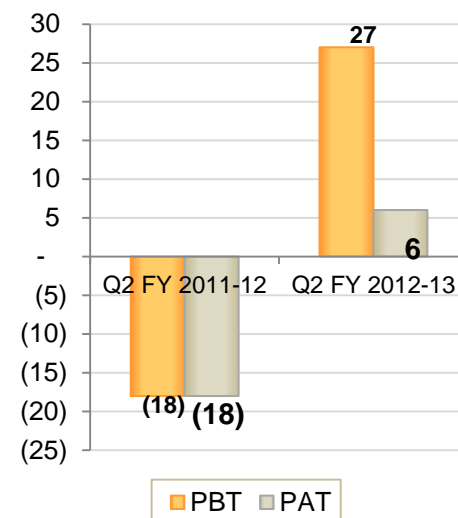


» EBITDA* / % to Sales

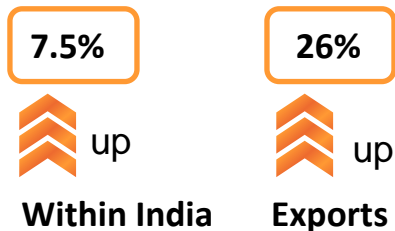


» PBT & PAT

(Rs. in Crores)



» Revenue Growth



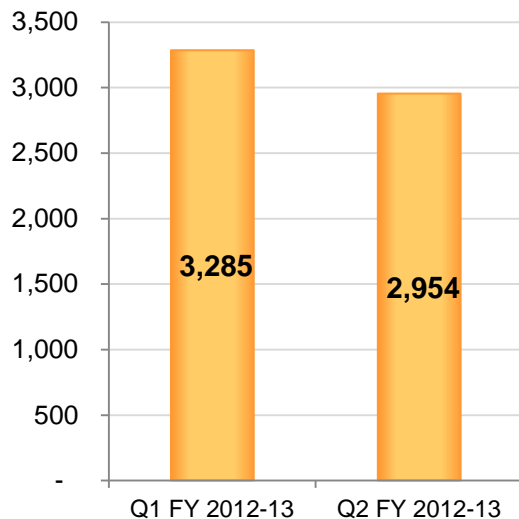
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

For the Quarter (Rs. Crores)	2011-12	2012-13
Gain / (Loss)	(19)	3

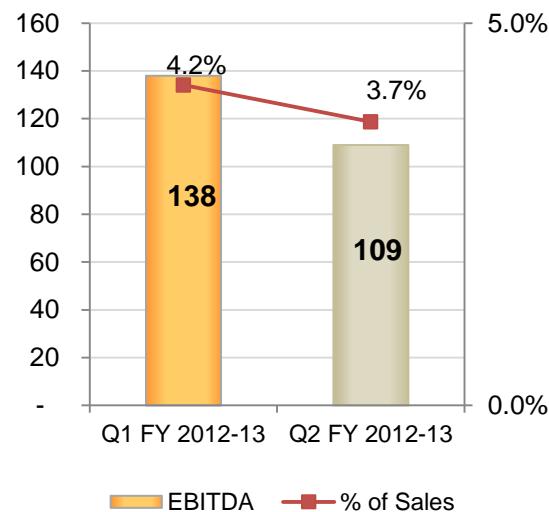
SMP: Q2 FY 2012-13

Q2 FY 2012-13 vs Q1 FY 2012-13

» Sales

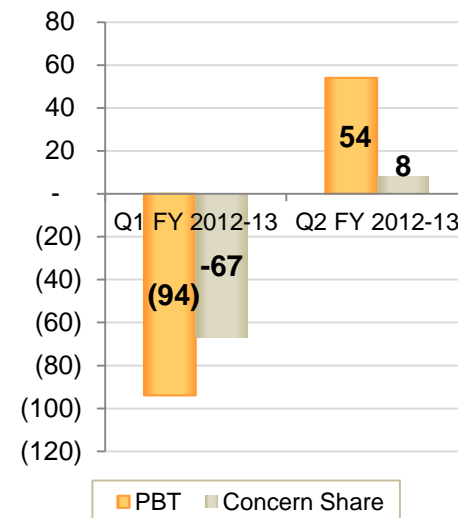


» EBITDA* / % to Sales



» PBT

(Rs. in Crores)

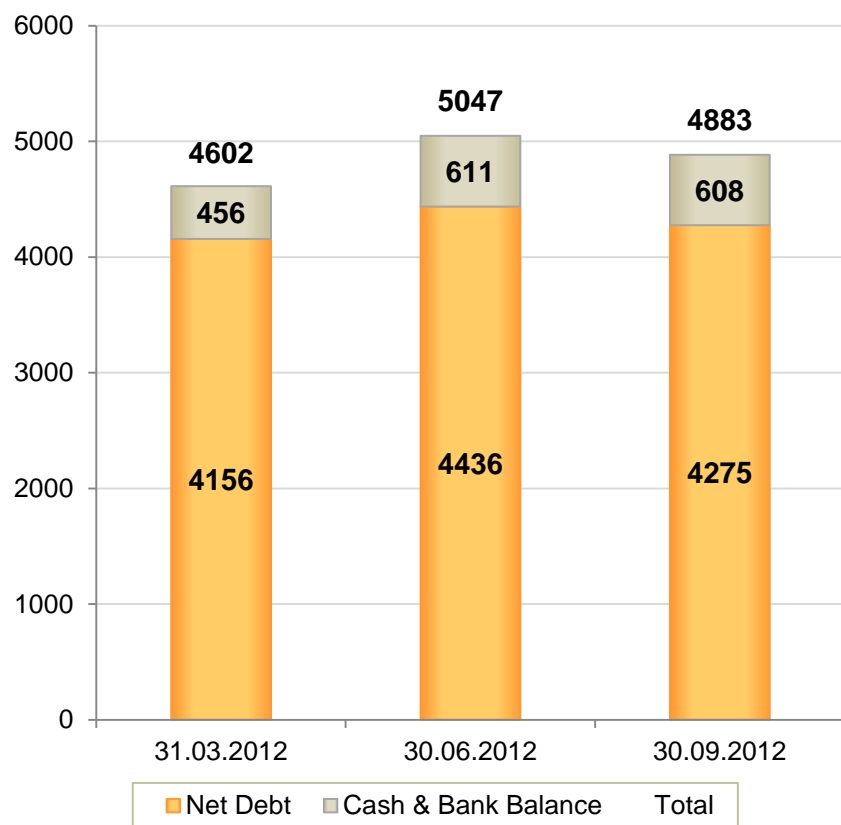


- The company acquired Peguform Group (now known as SMP) on 23rd November 2011 and FY 2011-12 does not include SMP
- SMP consistent improvements – despite drop in revenues due to Europe summer holidays, maintains healthy operations – delivers cash positive results for July – September 12 quarter .
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

For the Quarter (Rs. Crores)	Q1 2012-13	Q2 2012-13
Gain / (Loss)	(117)	57

Consolidated Debt Position

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

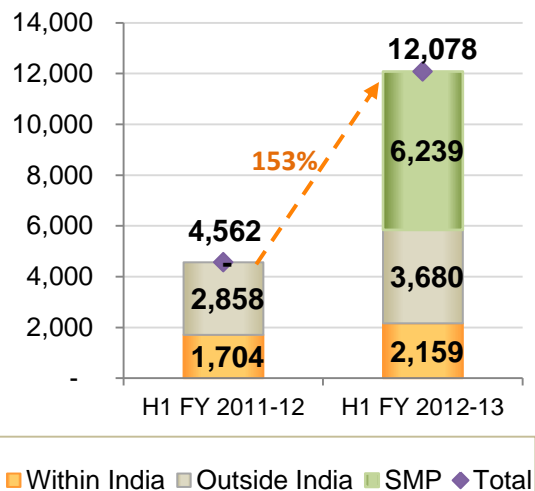


- MTM loss on long term loans booked in 12-13 is Rs 90 crores.
- Rate of consolidation used for translation for Euro loans :
 - 31.03.2012 - Rs 67.88
 - 30-6-2012 – Rs 70 .39
 - 30.09.2012 – Rs 67.96
- Loans include loans taken at SPV of SMPL for acquisition of Peguform , which are guaranteed by MSSL and SMIL – the loan guaranteed by SMIL as on 30-9-2012 is Rs 667 crores.

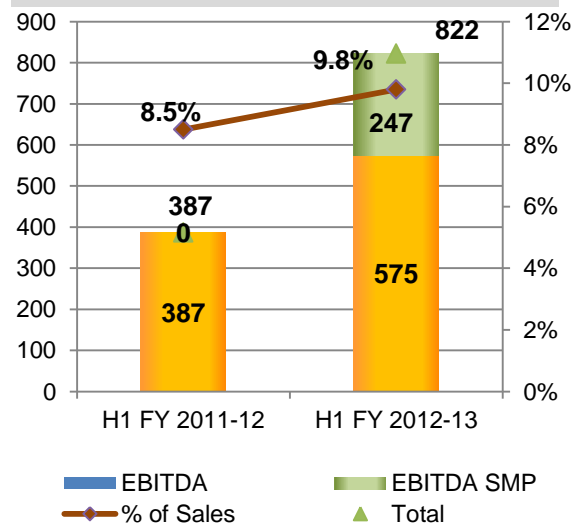
MSSL Consolidated: H1 FY 2012-13

H1 FY 2012-13 vs H1 FY 2011-12

» Sales

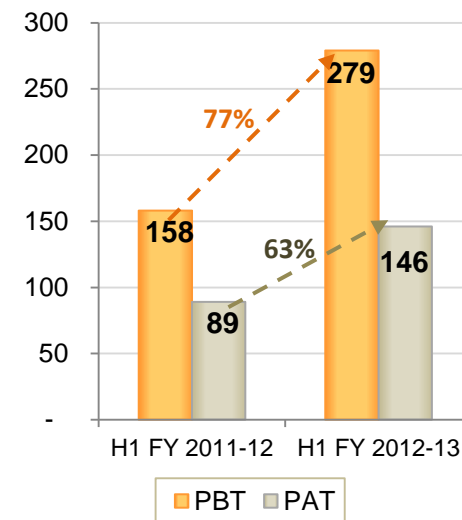


» EBITDA* / % to Sales#

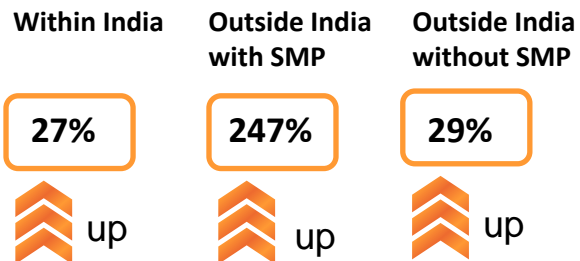


» PBT & PAT

(Rs. in Crores)



» Revenue Growth



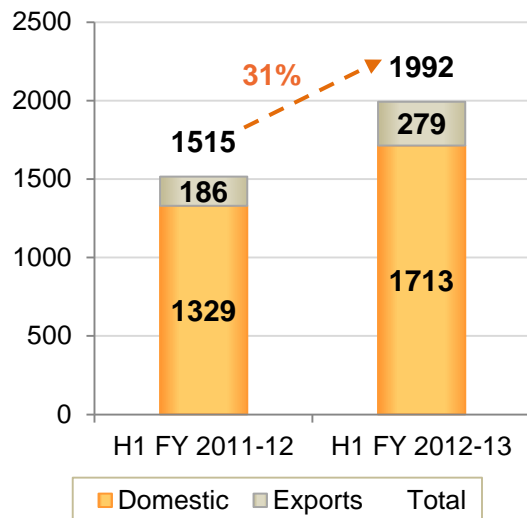
- (#)The company acquired Peguform Group (now known as SMP) on 23rd November 2011 and 2011-12 does not include SMP
- Sign cant improvement in EBITDA (by 130 basis points) and profitability of MSSL – SMP delivers consistent better performance
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

(Rs. Crores)	2011-12	2012-13
Gain / (Loss)	(59)	(90)

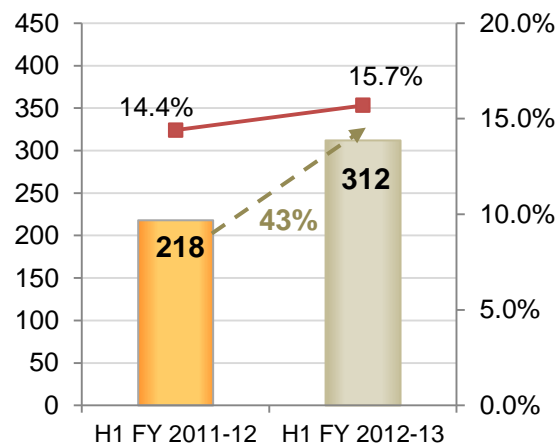
MSSL Standalone : H1 FY 2012-13

H1 FY 2012-13 vs H1 FY 2011-12

» Sales

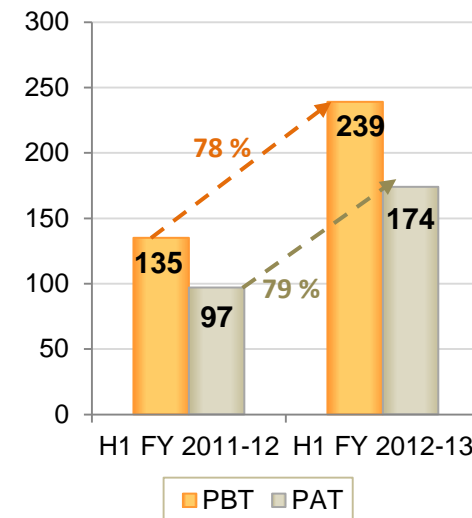


» EBITDA* / % to Sales



» PBT & PAT

(Rs. in Crores)



» Revenue Growth

29%



Domestic

50%



Exports

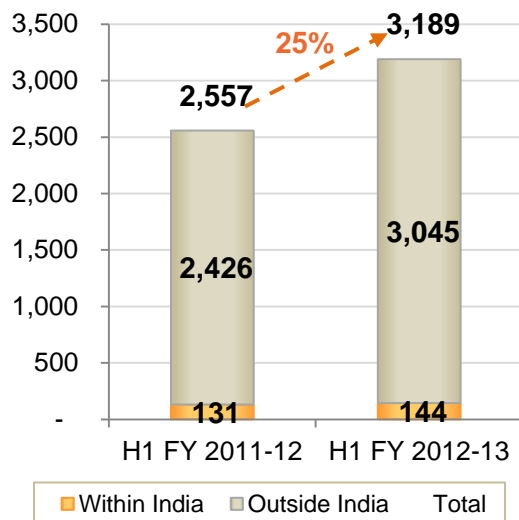
- Improvement in EBITDA by 120 basis points
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

(Rs. Crores)	2011-12	2012-13
Gain / (Loss)	(43)	(21)

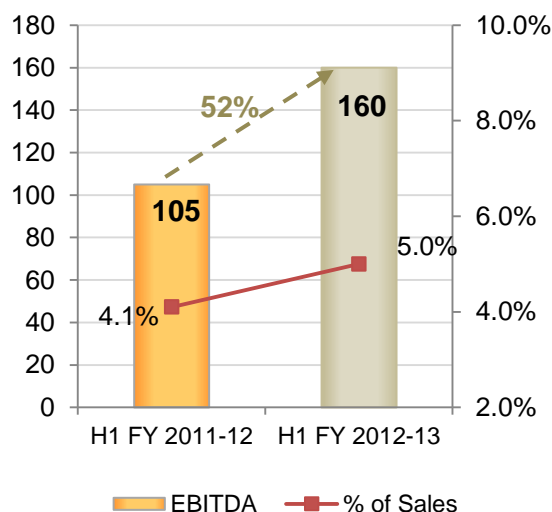
SMR: H1 FY 2012-13

H1 FY 2012-13 vs H1 FY 2011-12

» Sales

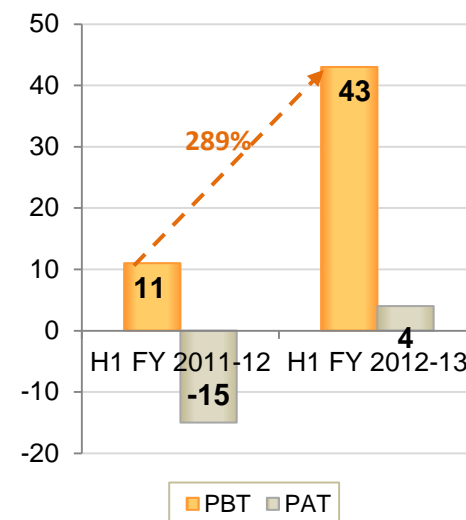


» EBITDA* / % to Sales

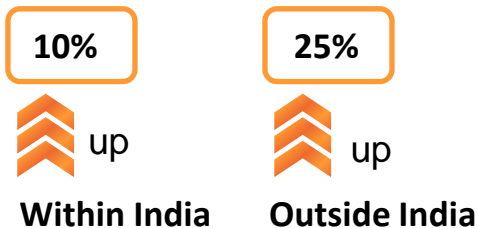


» PBT & PAT

(Rs. in Crores)



» Revenue Growth



- Improvement in performance contributed by utilisation of new facilities , particularly at Hungary
- (*) Impact of MTM on Long Term Loans (not considered in EBITDA) is as follows

(Rs. Crores)	2011-12	2012-13
Gain / (Loss)	(16)	(9)



Thank You ...



A Relationship Built on Trust
