



Motherson Sumi Systems Limited

Presentation on Results

Q3 & YTD FY 2014-15



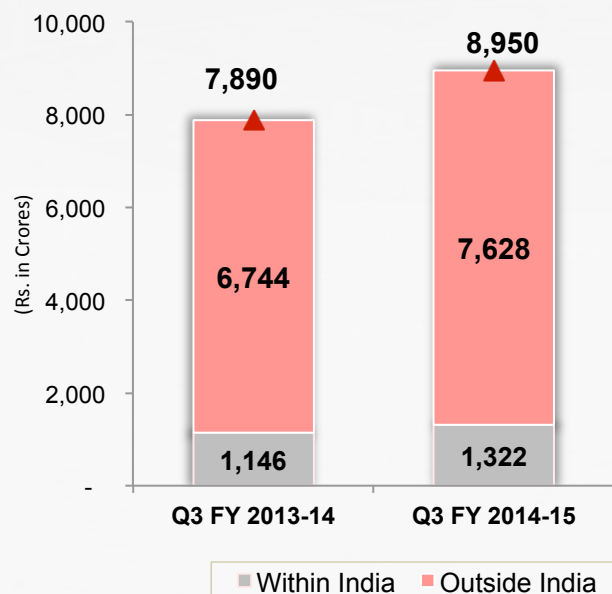
- Consolidated Revenues of MSSL grew by 13%.
- Standalone revenues of the MSSL grew by 12%.
- In Euro terms, SMR and SMP grew by 13% and 19% respectively.
- SMR & SMP have also reported consistent growth and improvement in profitability.
- Progress of 14 new facilities is on schedule , 3 facilities completed and under start up.
- The current net debt is reduced to Rs. 4,711 crores from Rs. 5,127 crores as reported during previous quarter, AFTER capex of Rs. 600 crores (*approx*) on expansion of global facilities.
- MSSL successfully closed the deal for purchase of assets of Scherer & Trier group (S&T). Our customers have reiterated their confidence by giving us this opportunity. The company develops and manufactures high-end surface finish aesthetic and engineering profiles and moulded parts made of thermoplastics and hybrid components made of metal and plastic. The current turnover of “Scherer & Trier” is in the range of Euro 240 million. This is the 3rd acquisition by MSSL this year. It further consolidates MSSL’s polymer business in Europe & North America.

All the comparisons are on QoQ basis unless stated specifically otherwise

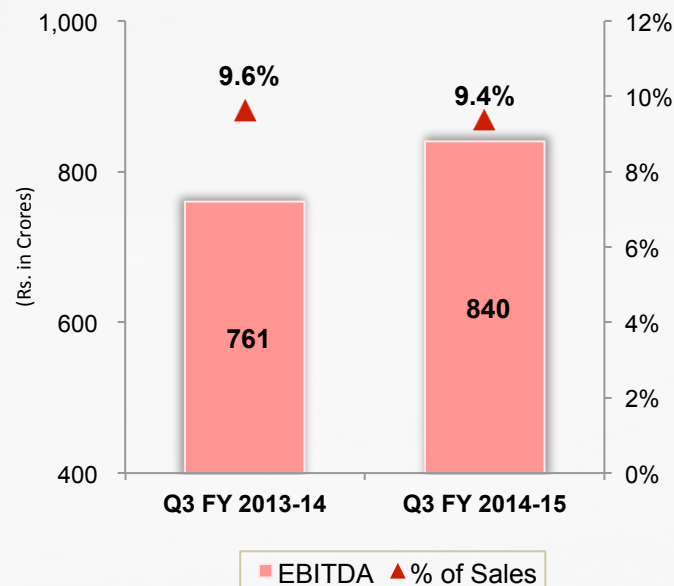
MSSL : Motherson Sumi Systems Ltd, (CIN-L34300DL1986PLC026431), SMRP BV : Samvardhana Motherson Automotive Systems Group B.V.,
SMR : Samvardhana Motherson Reflectec, SMP : Samvardhana Motherson Peguform, SMIL : Samvardhana Motherson International Ltd

MSSL Consolidated : Q3 FY 2014-15 vs. Q3 FY 2013-14

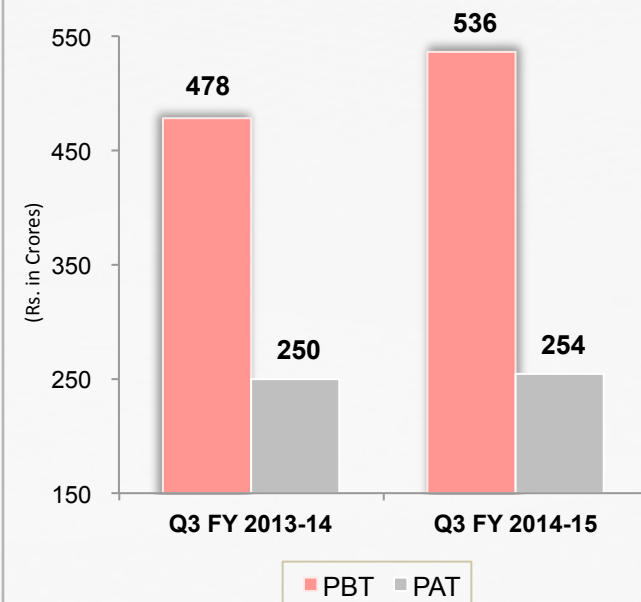
» Sales



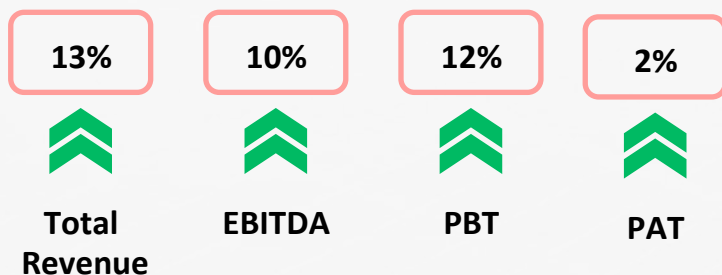
» EBITDA* / % to Sales



» PBT* / PAT#



» Growth



Notes :



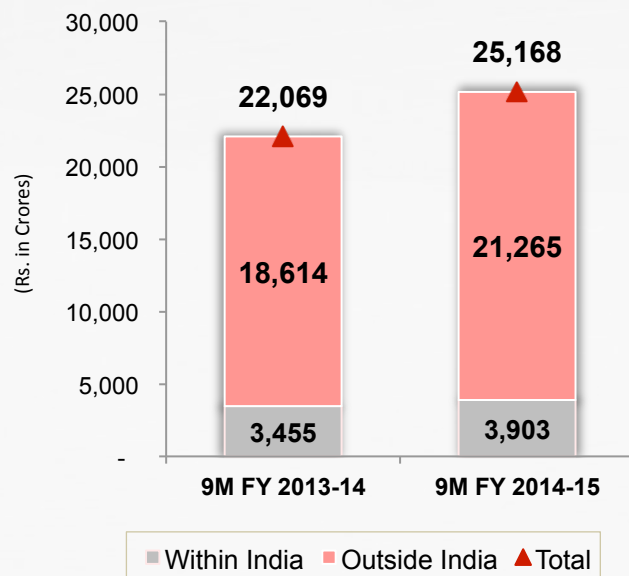
For the Quarter (Rs. Crores)	Q3 2013-14	Q3 2014-15
Exchange Loss / (Gain) on Long Term Loans	(32)	11
Exceptional expenses	-	(2)

{* Before exchange loss/ (Gain) and exceptional expenses}

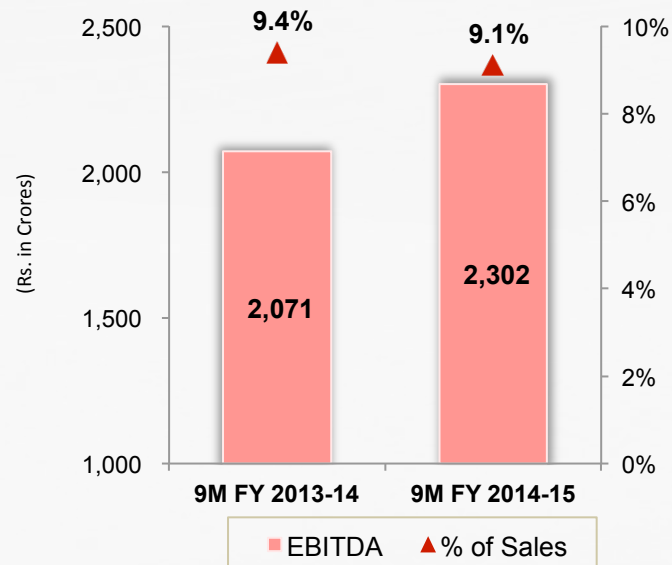
{# concern share after exchange loss/(gain)exceptional expenses}

MSSL Consolidated : 9M FY 2014-15 vs. 9M FY 2013-14

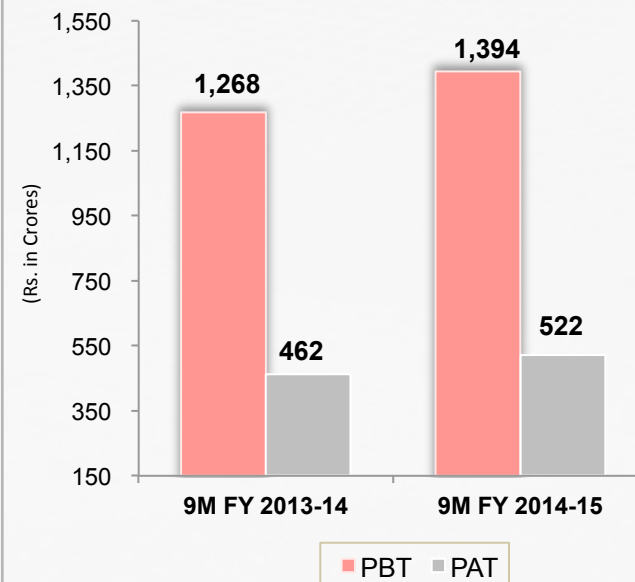
» Sales



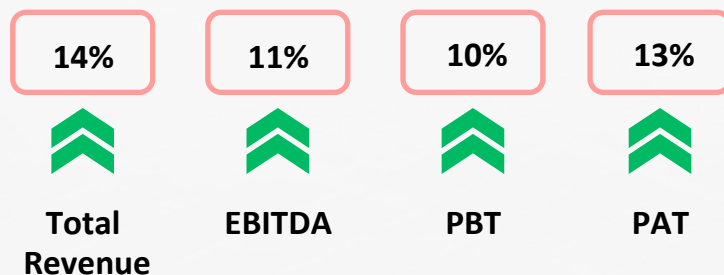
» EBITDA* / % to Sales



» PBT* / PAT#



» Growth



Notes :

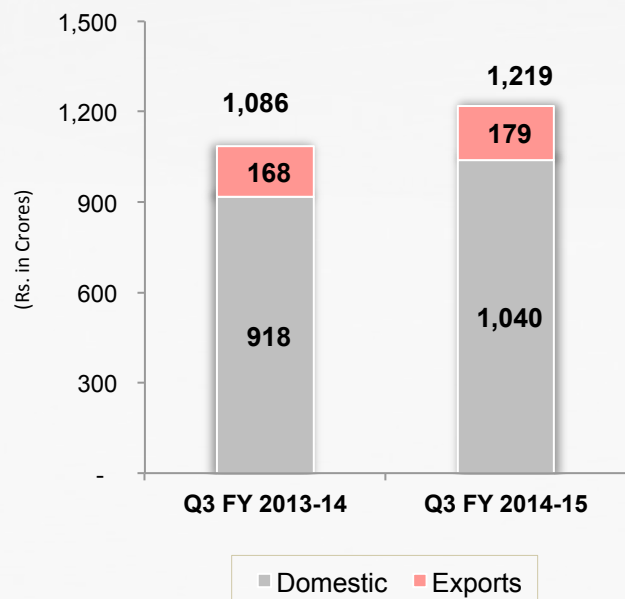


For 9 months (Rs. Crores)	9M 2013-14	9M 2014-15
Exchange Loss/ (Gain) on Long Term Loans	248	37
Exceptional expenses	-	169

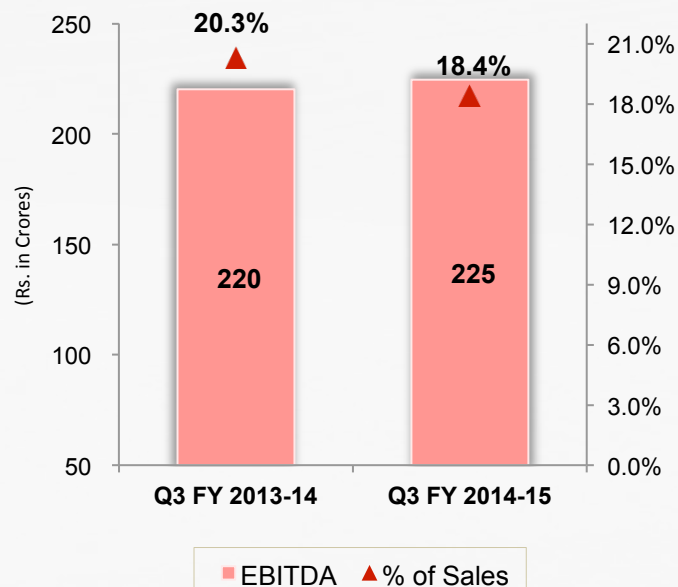
{* Before exchange loss/ (Gain) and exceptional expenses}
 {# concern share after exchange loss/(gain)exceptional expenses}

MSSL Standalone : Q3 FY 2014-15 vs. Q3 FY 2013-14

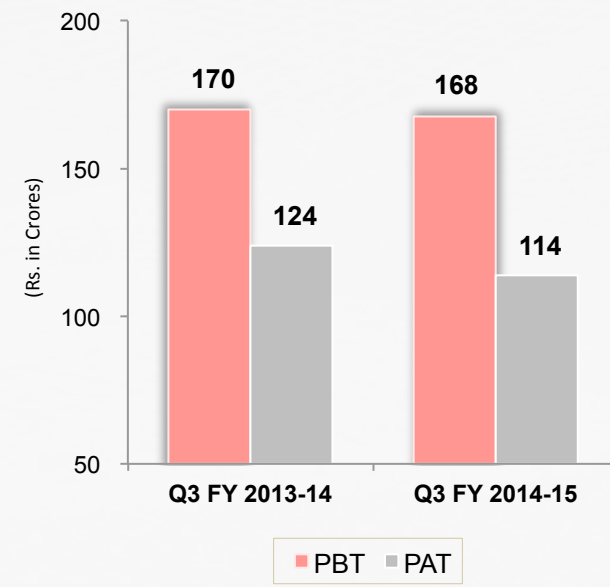
» Sales



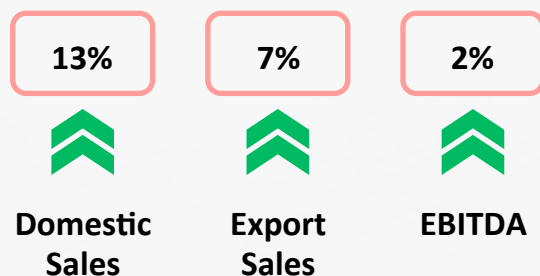
» EBITDA* / % to Sales



» PBT* / PAT



» Growth



Notes :

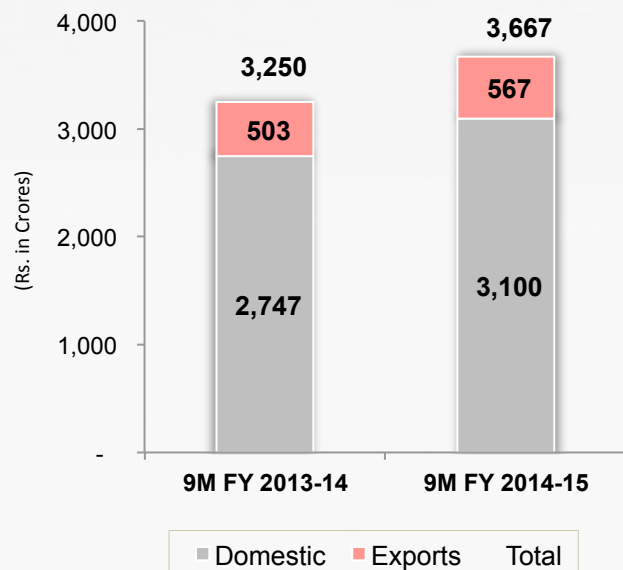


For the Quarter (Rs. Crores)	Q3 2013-14	Q3 2014-15
Exchange Loss / (Gain) on Long Term Loans	(8)	11

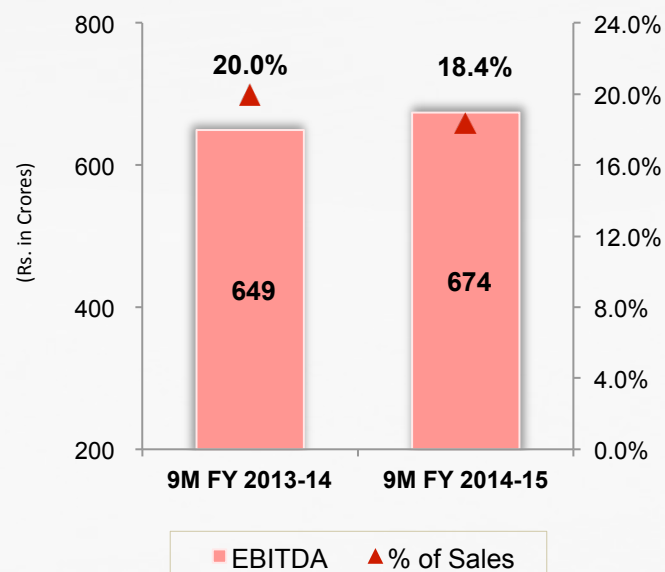
{* Before exchange loss/ (Gain) and exceptional expenses}

MSSL Standalone : 9M FY 2014-15 vs. 9M FY 2013-14

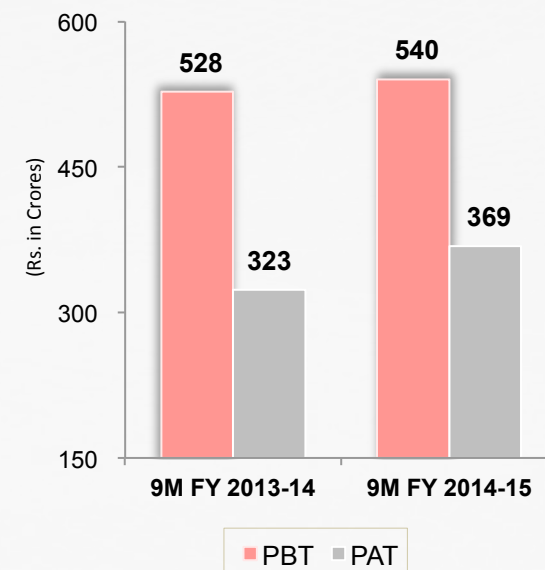
» Sales



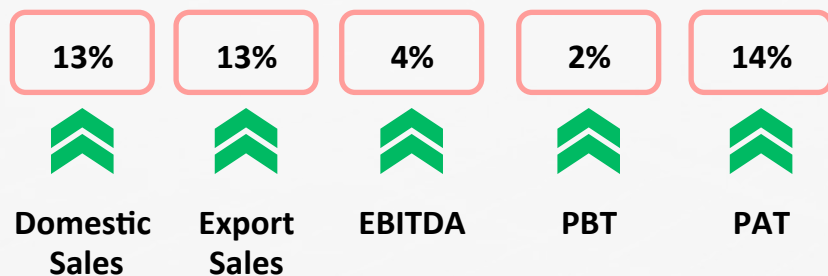
» EBITDA* / % to Sales



» PBT* / PAT



» Growth



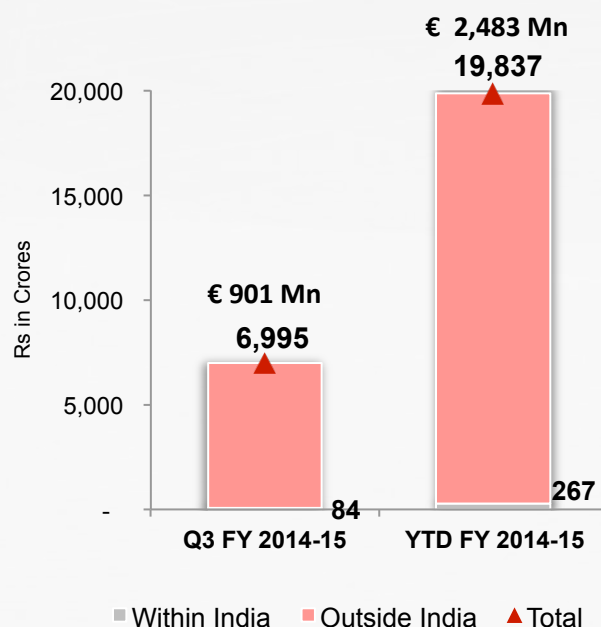
Notes :

For 9 months (Rs. Crores)	9M 2013-14	9M 2014-15
Exchange Loss/ (Gain) on Long Term Loans	74	26

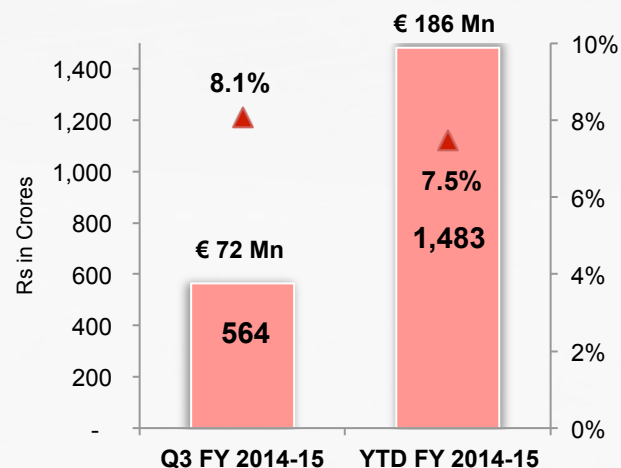
{* Before exchange loss/ (Gain) and exceptional expenses}

SMRPBV: Q3 FY 2014-15 and YTD FY 2014-15

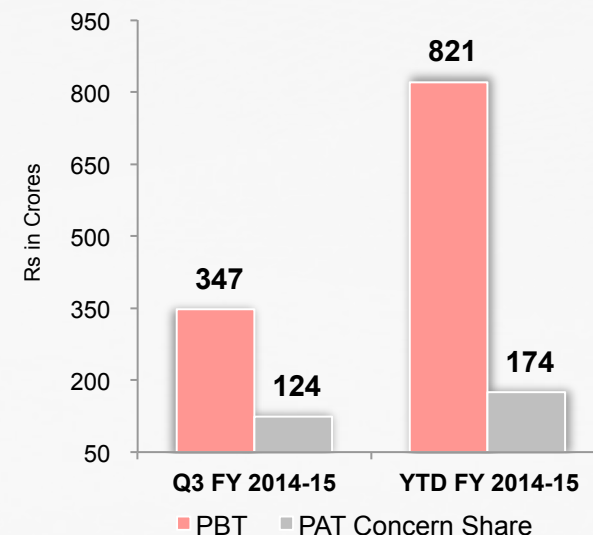
» Sales



» EBITDA* & % to sales



» PBT */ PAT#



(Rs. in Crores)	Q3 2014-15	YTD 2014-15
Exceptional expenses towards bonds issuance	-	129 (€ 16 M)

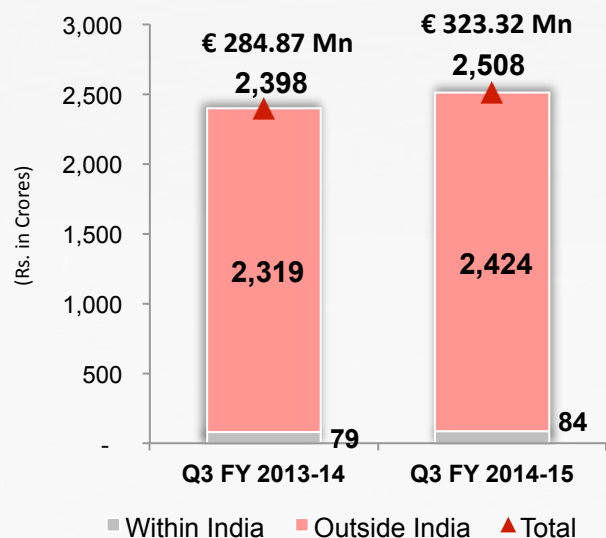
{* Before exchange loss/ (Gain) and exceptional expenses}

{# concern share after exchange loss/(gain)exceptional expenses}

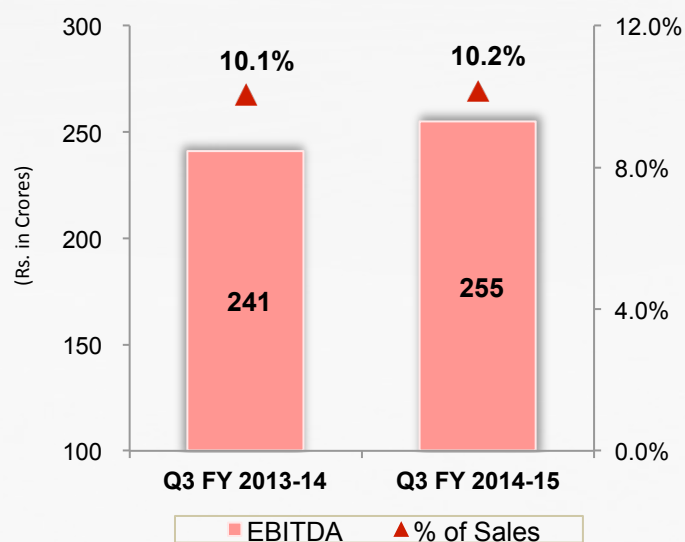
SMR & SMP: Q3 FY 2014-15 vs. Q3 FY 2013-14

SMR

Sales



EBIDTA* / % to Sales

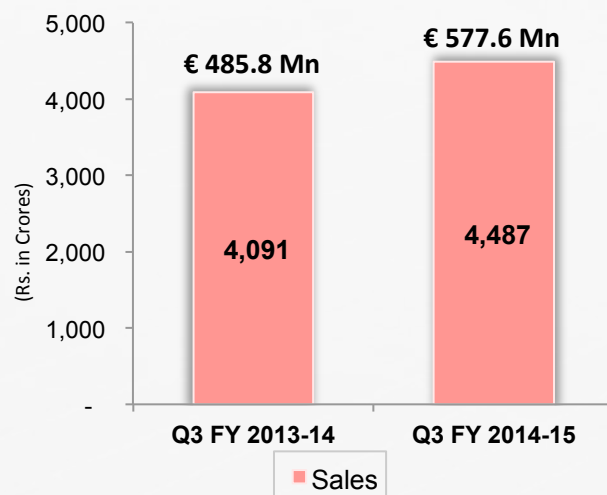


Growth

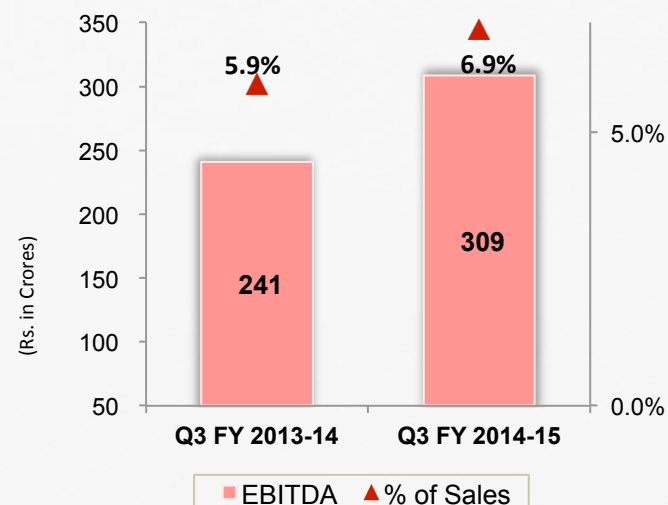
5%	13%	6%
Total Revenue	Revenue in Euro Terms	EBITDA
For the Quarter (Rs. Crores)	Q3 2013-14	Q3 2014-15
Exchange Loss/ (Gain) on Long Term Loans	(2)	-

SMP

Sales



EBIDTA* / % to Sales



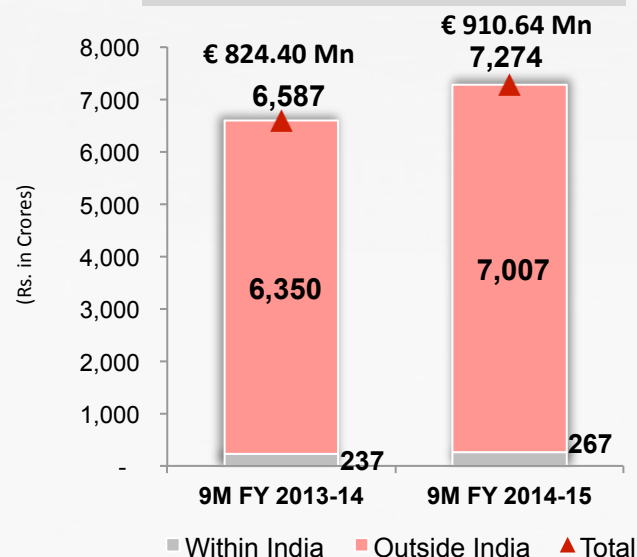
Growth

10%	19%	28%
Total Revenue	Revenue in Euro Terms	EBITDA
For the Quarter (Rs. Crores)	Q3 2013-14	Q3 2014-15
Exchange Loss / (Gain) on Long Term Loans	(22)	-

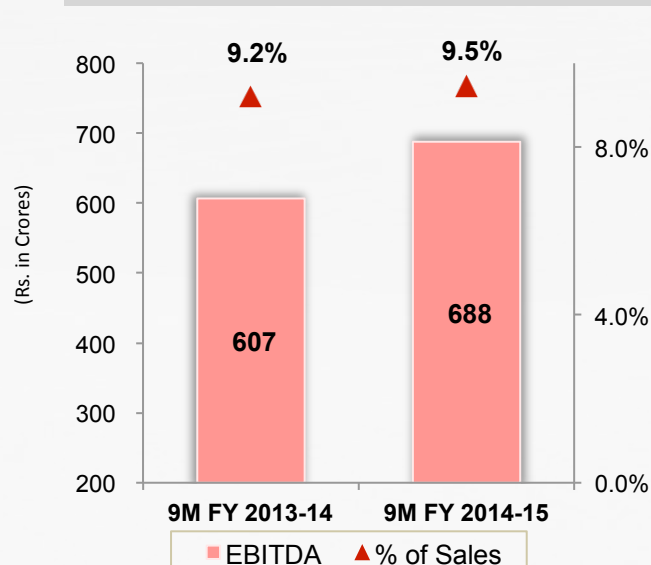
SMR & SMP: 9M FY 2014-15 vs. 9M FY 2013-14

SMR

Sales



EBITDA* / % to Sales

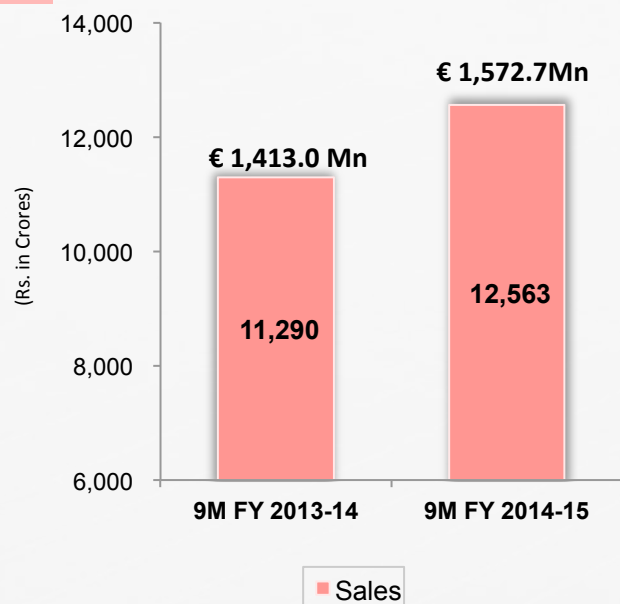


Growth

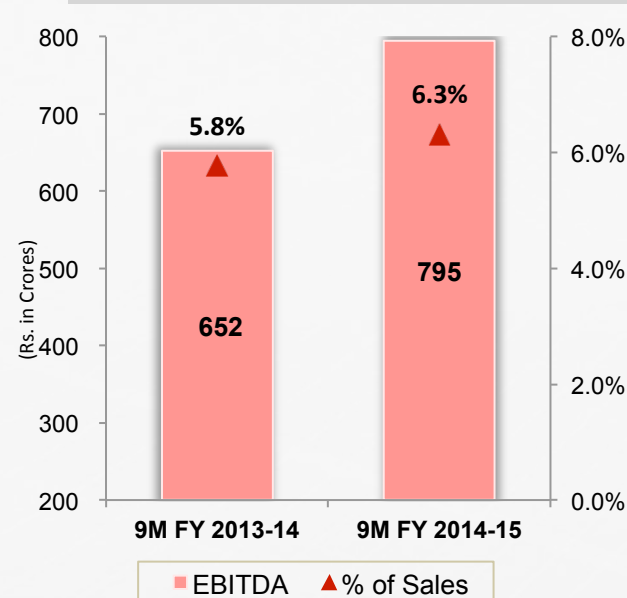
10%	10%	13%
Total Revenue	Revenue in Euro Terms	EBITDA
For 9 months (Rs. Crores)	9M 2013-14	9M 2014-15
Exchange Loss/ (Gain) on Long Term Loans	(11)	2

SMP

Sales



EBITDA* / % to Sales

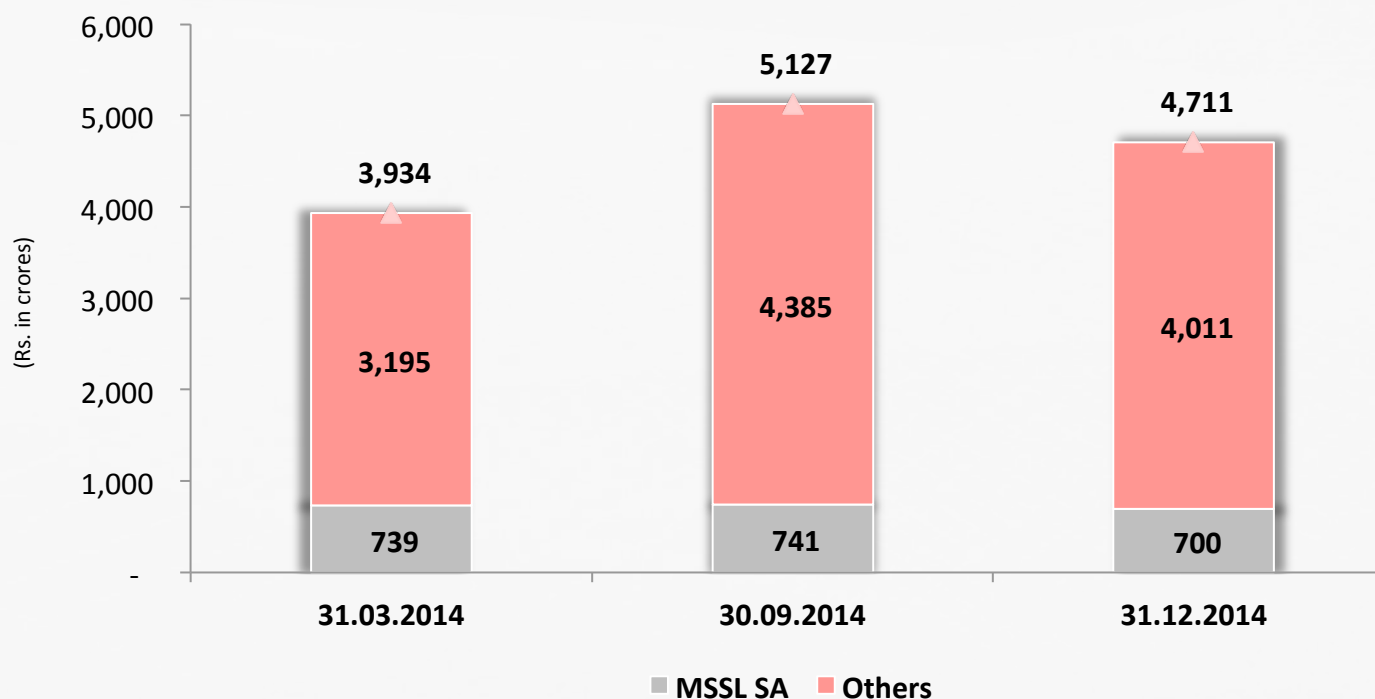


Growth

11%	11%	22%
Total Revenue	Revenue in Euro Terms	EBITDA
For 9 months (Rs. Crores)	9M 2013-14	9M 2014-15
Exchange Loss/ (Gain) on Long Term Loans	185	9

Debt Status – MSSL Consolidated

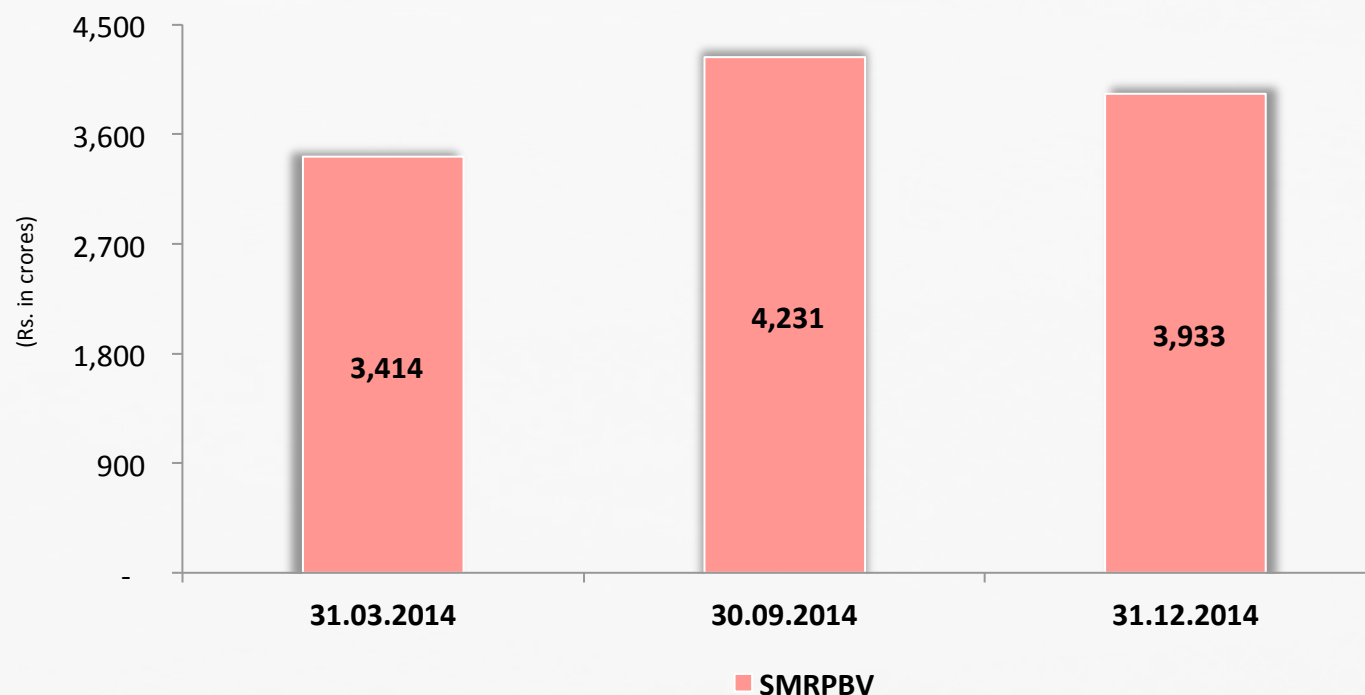
Rs in crores	31.3.2014	30.09.2014	31.12.2014
Gross Debt*	4,840	6,192	5,839
* Include loans due in one year	845	298	256
Cash & Bank Balance	906	1,065	1,128
Net Debt	3,934	5,127	4,711



Exchange Rate used	31.3.2014	30.09.2014	31.12.2014
Rs / Euro	82.49	77.99	76.25
Rs / US \$	59.91	61.74	63.03

Debt Status – SMRPBV

Rs in crores	31.3.2014	30.09.2014	31.12-2014
Gross Debt*	4,152	4,910	4,604
* Include loans due in one year	693	143	76
Cash & Bank Balance	738	679	671
Net Debt	3,414	4,231	3,933



Thank You ...



A Relationship Built on Trust
