

Presentation on Results

Q2 & YTD FY 2014-15

- The following acquisitions were done :
 - Wiring harness business of Stoneridge – US \$ 71.4 millions equivalent to Rs. 441 crores.
 - Acquisition of shareholding from minority shareholding at SMP and SMR.
 - Assets of Minda Schenk GmbH (in administration) in Germany.
- SMRP BV received new orders for life time value of Euro 1.294 billions (Rs. 10,088 crores) during April – September 14. MSSL standalone, its JVs & subsidiaries received strong orders.
- Expansion / new facilities on track, capex of Rs 932 crores funded from internal sources.
- Bonds proceeds have been utilized to prepay the loans at SMR and SMP making them self sustained and self financed
- Consistent with company's conservative accounting policies, the company has charged Rs.174 crores to the P/L account :

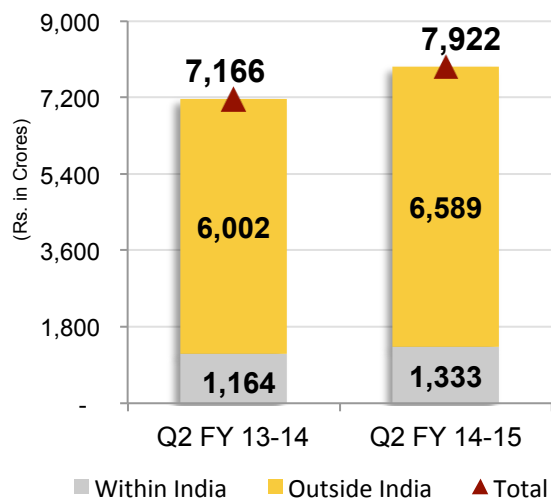
Expenses	Amount (INR crores)
Bonds issuance expenses	85
Acquisition related costs	39
Additional depreciation	22
Prepayment cost	13
Exchange loss on long term loans	15

- Consolidated Revenues grew by 11%, the sales and results of Wiring Harness business of Stoneridge Inc. acquired on 1-8-2014 consolidated for 2 months. SMR and SMP have reported consistent growth and improvement in profitability. In Euro terms, SMR and SMP grew by 14% and 7% respectively .

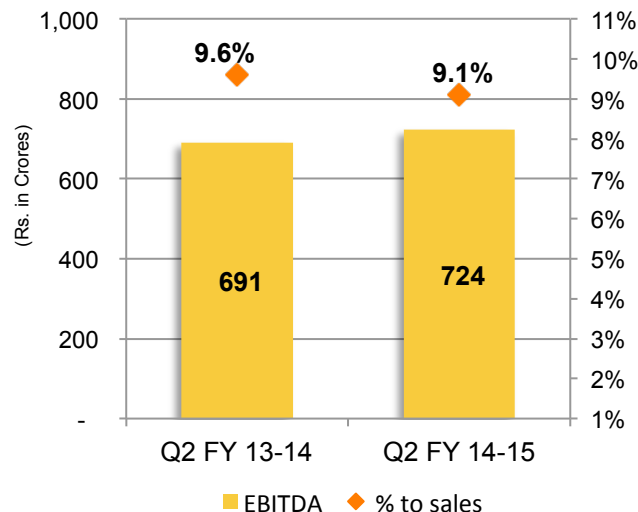
*MSSL : Motherson Sumi Systems Ltd, (CIN-L34300DL1986PLC026431), SMRP BV : Samvardhana Motherson Automotive Systems Group B.V.,
SMR : Samvardhana Motherson Reflectec, SMP : Samvardhana Motherson Peguform, SMIL : Samvardhana Motherson International Ltd*

(Rs. in Crores)

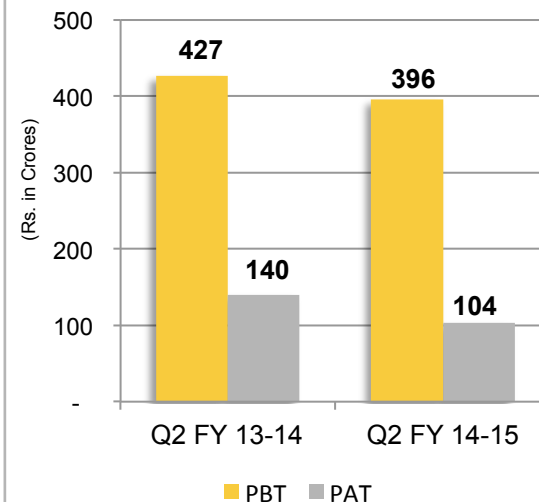
» Sales



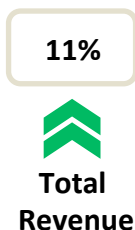
» EBIDTA* / % to sales



» PBT* & PAT#



» Growth



Notes :



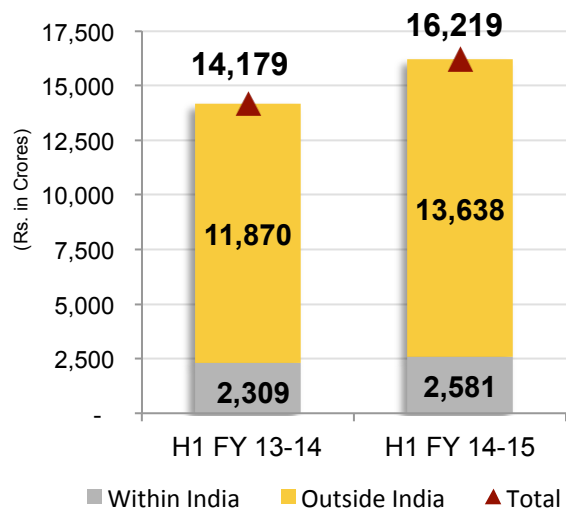
For the Quarter (Rs. Crores)	Q2 2013-14	Q2 2014-15
Exchange Loss / (Gain) on Long Term Loans	113	15
Exceptional expenses	-	124
▪ Issuance of Bonds (SMRP BV)	-	85
▪ Acquisition related (Wiring Harness business at USA)	-	39

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

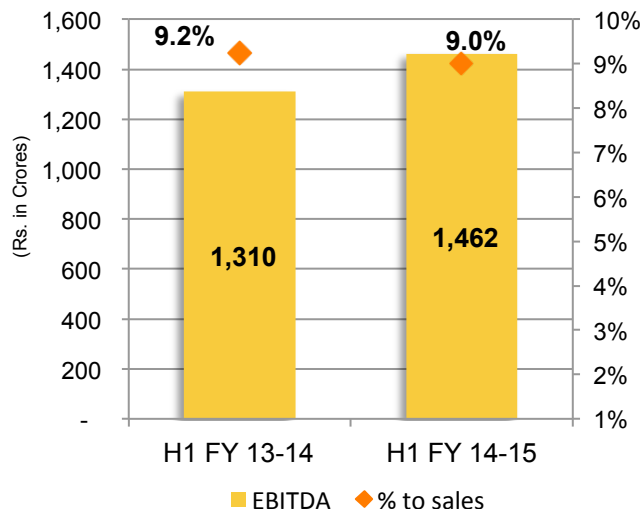
concern share after exchange loss/(gain)exceptional expenses

(Rs. in Crores)

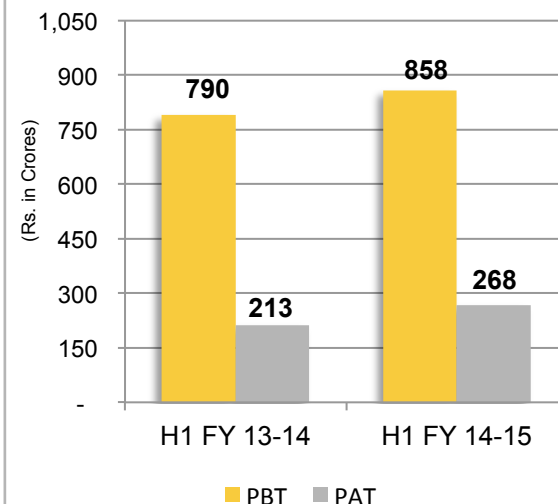
» Sales



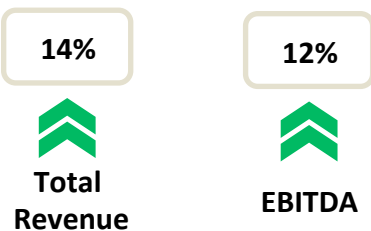
» EBITDA* / % to sales



» PBT* & PAT#



» Growth



Notes :



For the Half Year (Rs. Crores)	H1 2013-14	H1 2014-15
Exchange Loss / (Gain) on Long Term Loans	280	26
Exceptional expenses	-	170
▪ Issuance of Bonds (SMRP BV)	-	131
▪ Acquisition related (Wiring Harness business at USA)	-	39

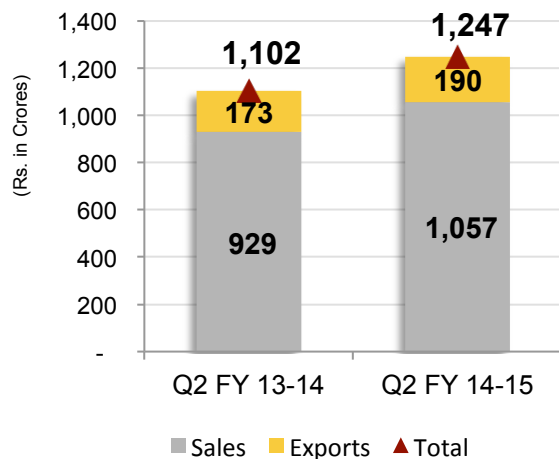
{* Before exchange loss/ (Gain) and exceptional expenses}

concern share after exchange loss/(gain)exceptional expenses

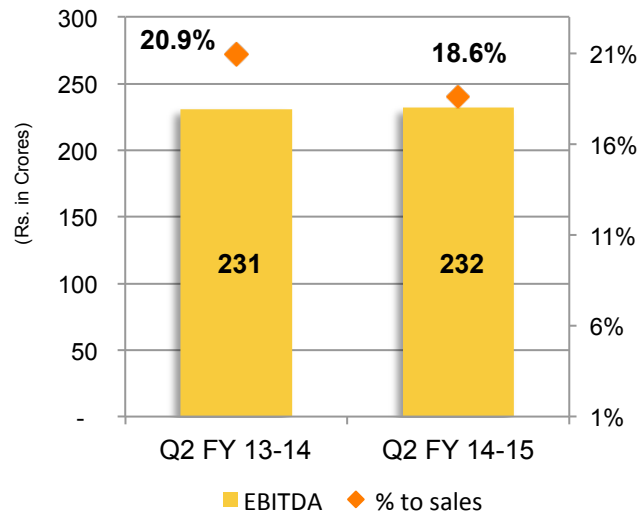
MSSL Standalone : Q2 FY 2014-15 vs. Q2 FY 2013-14

(Rs. in Crores)

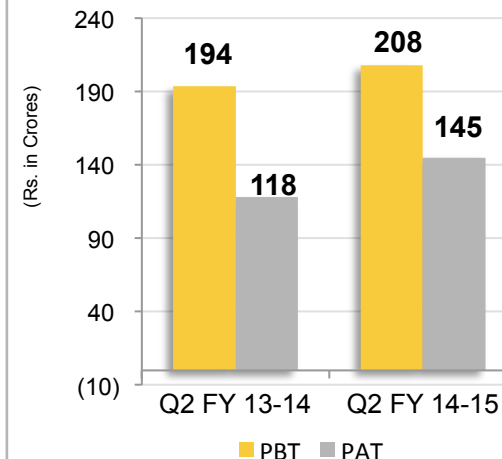
» Sales



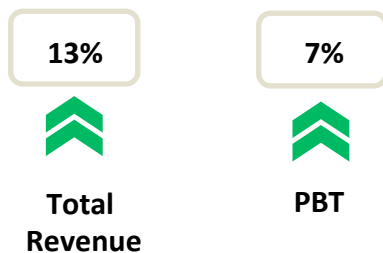
» EBIDTA*



» PBT * & PAT



» Growth



Notes :



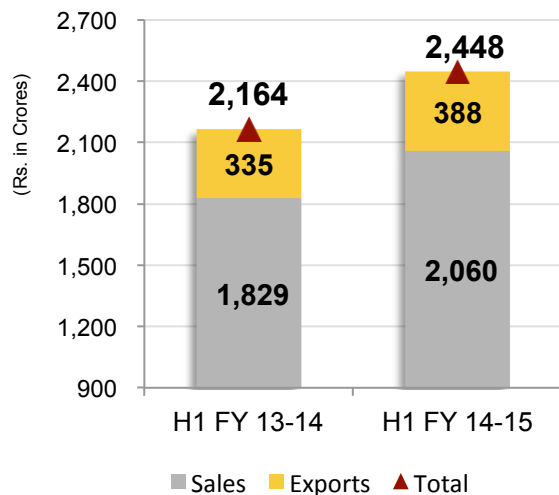
For the Quarter (Rs. Crores)	Q2 2013-14	Q2 2014-15
Exchange Loss / (Gain) on Long Term Loans	30	13

{* Before exchange loss/ (Gain)

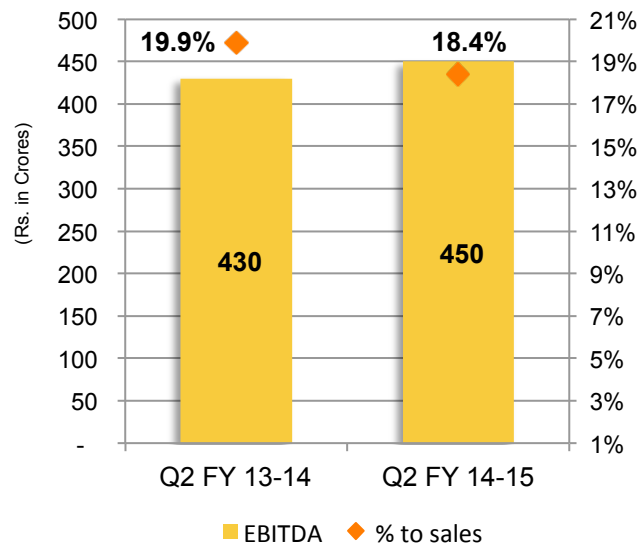
MSSL Standalone : H1 FY 2014-15 vs. H1 FY 2013-14

(Rs. in Crores)

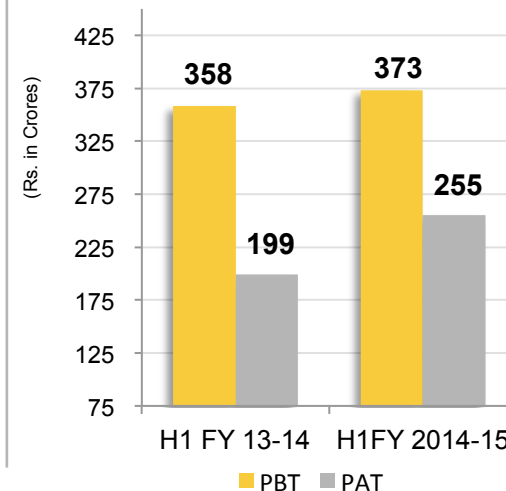
» Sales



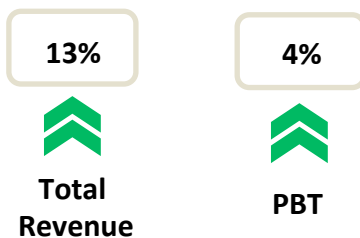
» EBIDTA*



» PBT * & PAT



» Growth



Notes :

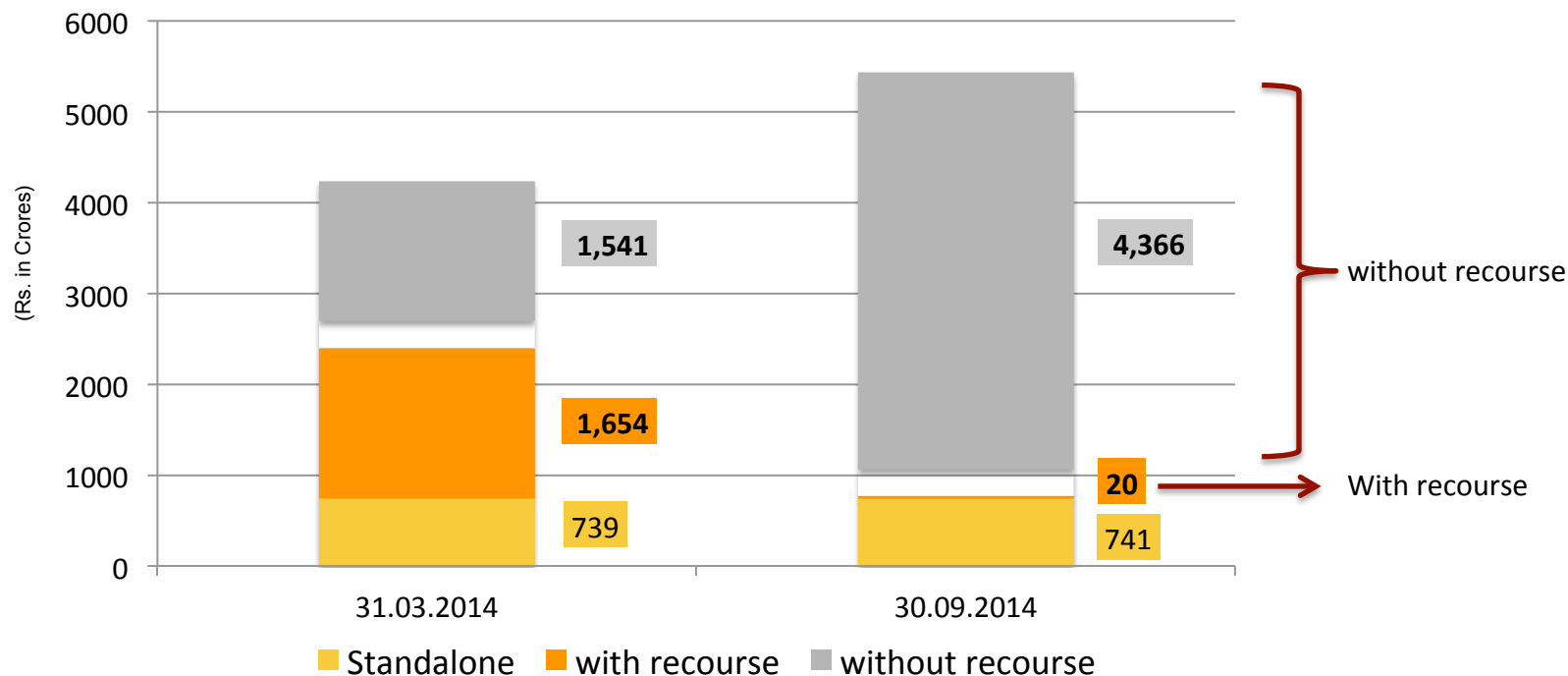


For the Half Year (Rs. Crores)	H1 2013-14	H1 2014-15
Exchange Loss / (Gain) on Long Term Loans	82	16

{* Before exchange loss/ (Gain)

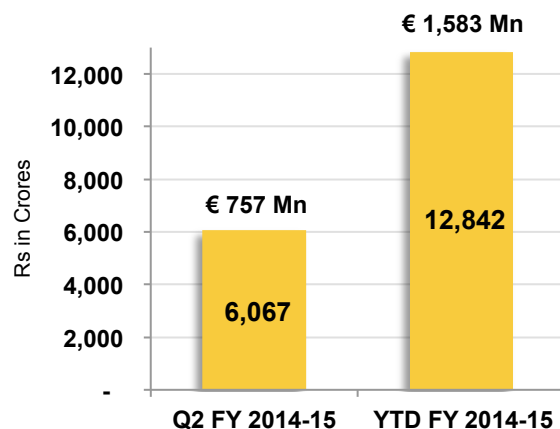
Debt Status – MSSL Consolidated

Rs in Crores	31.3.2014	30.09.2014
Gross Debt*	4,840	6,192
<i>* Include loans due in one year</i>	<i>845</i>	<i>298</i>
Cash & Bank Balance	906	1,065
Net Debt	3,934	5,127

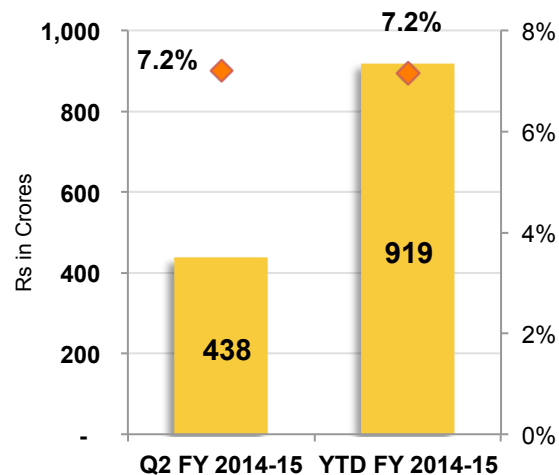


Exchange Rate used	31.3.2014	30.09.2014
Rs / Euro	82.49	77.99
Rs / US \$	59.91	61.74

» Sales



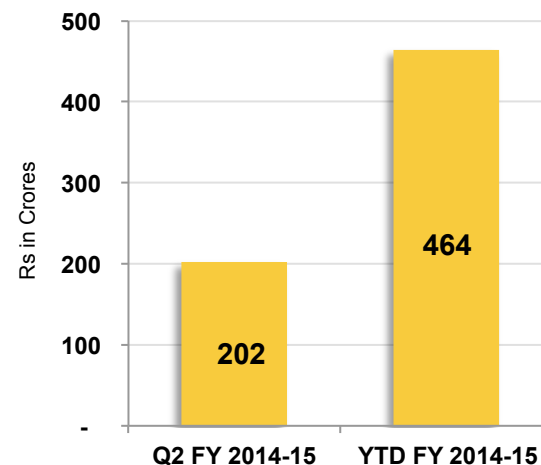
» EBIDTA* / % to sales



■ EBIDTA ♦ % of Sales

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

» PBT



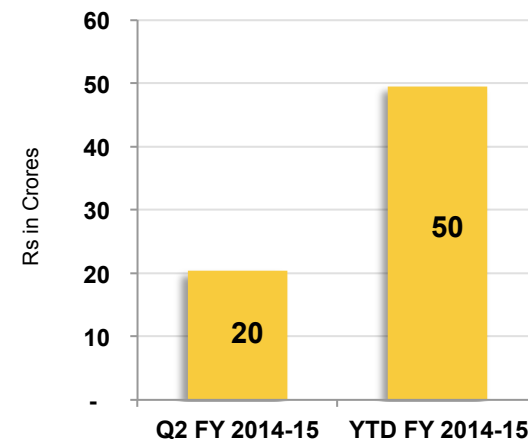
Notes :

In Rs. Crores	Q2 2014-15	YTD 2014-15
Exceptional expenses towards bonds issuance	85	131

» New Orders Won

New Orders Won	Rs in Crore	Euro Mn
April'14 ~ Sept'14	10,088	1,294

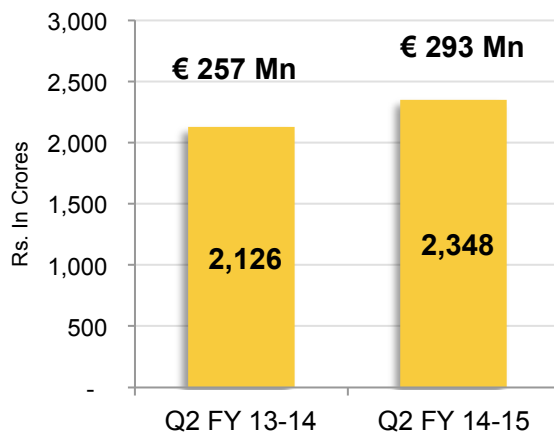
» PAT (MSSL Share)



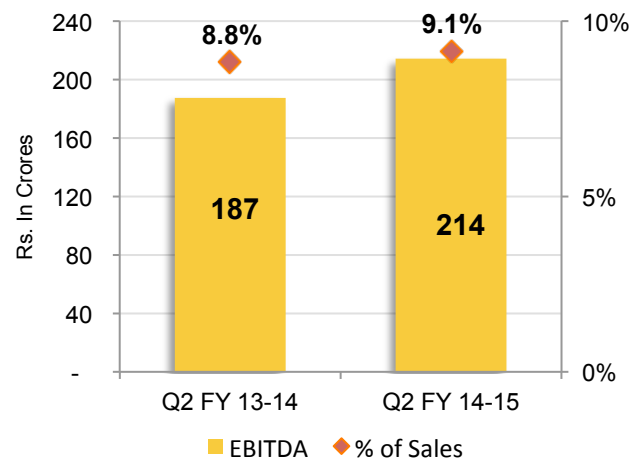
SMP & SMR : Q2 FY 2013-14 vs. Q2 FY 2014-15

SMR

» Sales



» EBITDA* / % to Sales



» Growth

In Euro

14%



Sales

In Rs.

10%



Sales

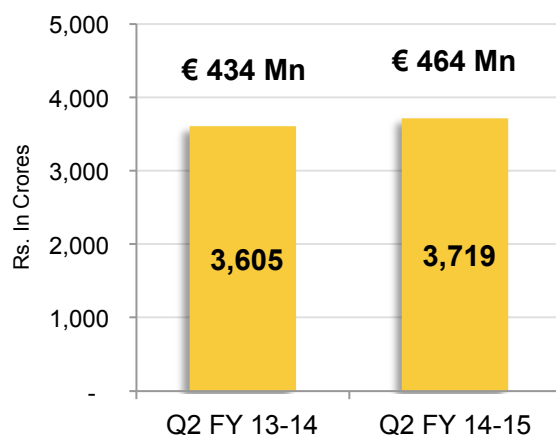
14%



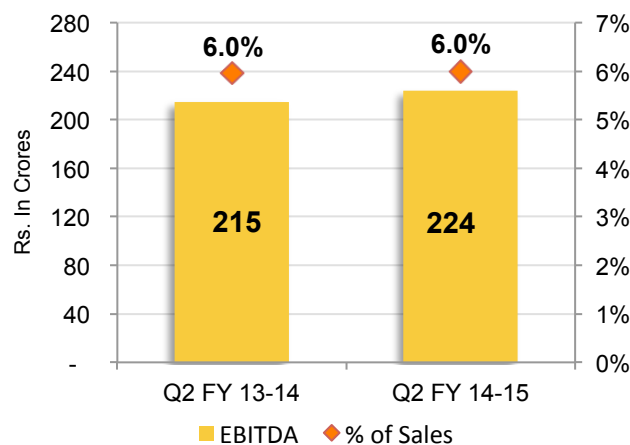
EBIDTA

SMP

» Sales



» EBITDA* / % to Sales



» Growth

In Euro

7%



Sales

In Rs.

3%



Sales

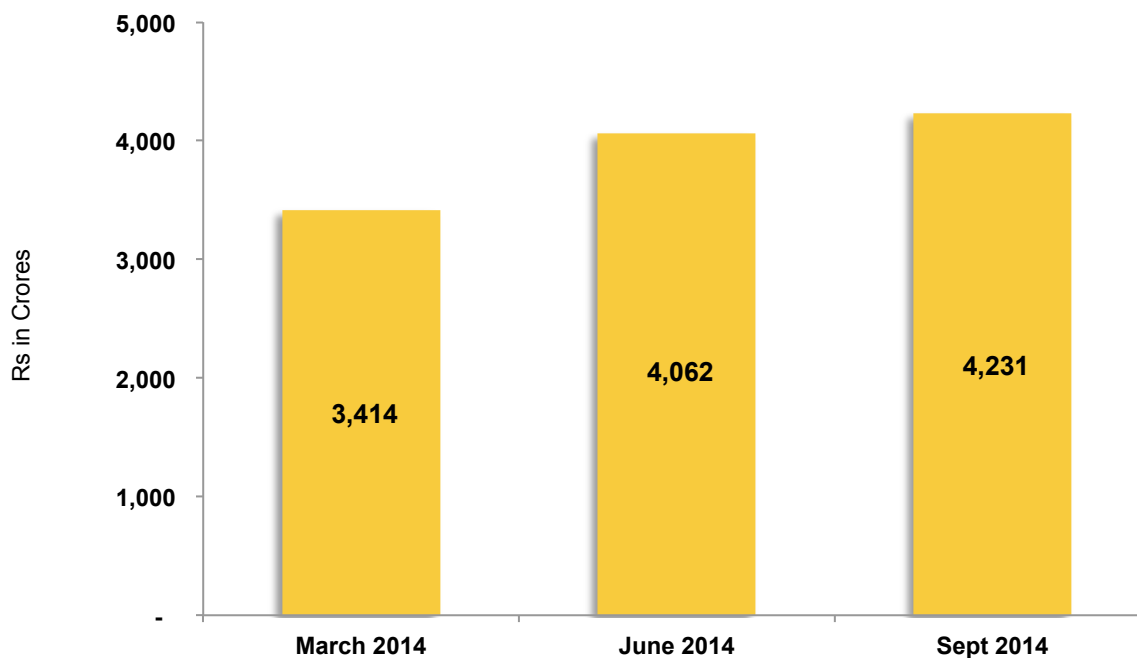
4%



EBIDTA

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

Rs. In Crores	March 14	June 14	Sept 14
Gross Debt	4,152	4,756	4,910
Cash & Bank Balance	738	694	679
Net Debt	3,414	4,062	4,231



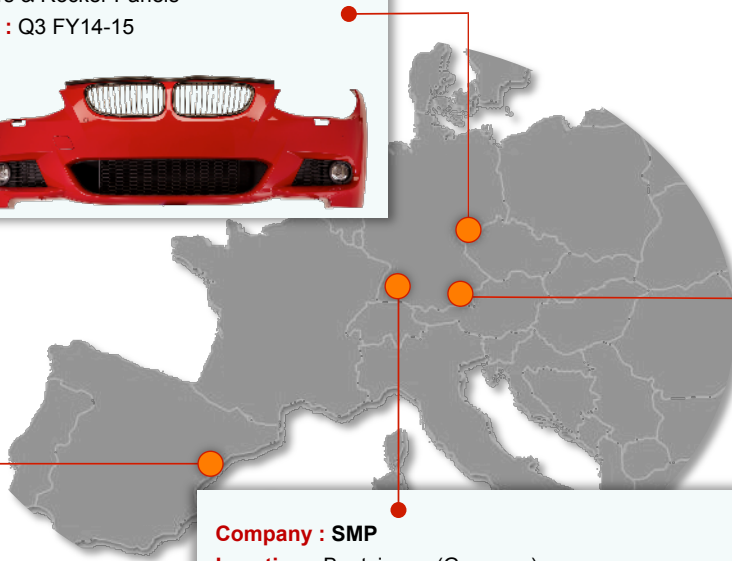
- Capital expenditure on New facilities & expansion during Apr'14 ~ Sept'14 amounting to Rs 775 Crores
- Acquired Minority Shareholding in SMP & SMR

Exchange Rate used	March 14	June 14	Sept 14
Rs / Euro	82.49	82.37	77.99

New / Upcoming facilities - Europe



Company : SMP
Location : Oldenburg (Germany)
Type : New Painting facility
Products : Bumpers & Rocker Panels
Start of Operation : Q3 FY14-15



Company : SMP
Location : Polinya (Spain)
Type : New Painting facility
Products : Bumpers
Start of Operation : Q1 FY15-16



Company : SMP
Location : Boetzingen (Germany)
Type : Brownfield Expansion
Products : Door Panels based on natural fibre plastic
Start of Operation : Q 3FY15-16



Company : SMP
Location : Schierling (Germany)
Type : Greenfield Plant
Products : Bumpers
Start of Operation : Q3FY14-15



New/Upcoming facilities – Asia Pacific including India



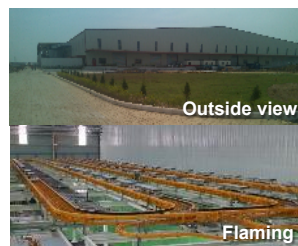
Architectural
Impression

Company : MSSL WHD
Location : A 15, Sector-6, Noida (U.P.), India
Type : Reconstruction of entire plant
Products : Wiring Harnesses
Start of Operation : Q2 FY 15-16

Company : SMP
Location : Beijing (China)
Type : Greenfield Plant
Products : Door Panels
Start of Operation : Q1 FY 16-17



Outside view



Outside view

Flaming

Company : MATE
Location : Sanand (Gujarat), India
Type : Greenfield plant
Products : Polymer products
Start of Operation : Q1 FY 15-16



Construction on site

Construction on site

Company : MATE
Location : Walajabad, Chennai, India
Type : Greenfield plant
Products : Polymer products
Start of Operation : Q1 FY15-16



Company : SMR
Location : Chongqing (China)
Type : Greenfield Plant
Products : Exterior Mirrors
Start of Operation : Q4 FY 14-15

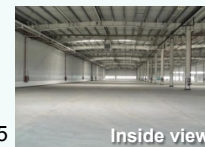


Outside view



Painting
Workshop

Company : SMP
Location : Foshan (China)
Type : Greenfield Plant
Products : A/B/C pillars
Start of Operation : Q2 FY 14-15



Inside view

Company : MSSL WHD
Location : Walajabad, Chennai, India
Type : Greenfield plant
Products : Wiring Harnesses
Start of Operation : Q1 FY15-16



Architectural Impression

Company : MSSL WHD
Location : Thailand
Type : Expansion
Products : Wiring Harness



Outside view

New/Upcoming facilities- Americas (USA+Mexico+Brazil)

Company : SMR

Location : Marysville (USA)

Type : New plant and significant capacity expansion

Products : Exterior mirror

Expected : Q1 FY 15-16



Outside view



Inside view

Inside view

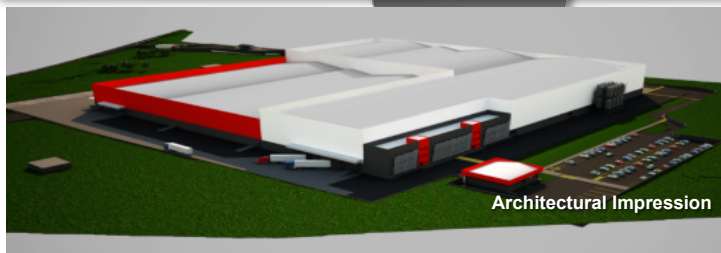
Company : SMP

Location : Zitlaltepec (Mexico)

Type : Greenfield plant

Products : Bumpers, Rocker panels,
Wheel covers, Roof spoilers

Expected : Q 1 FY 16-17



Architctural Impression

Thank You ...



A Relationship Built on Trust
