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to be  
part of.**

# **Presentation on Results**

## **Q2 FY 2016-17**

**10<sup>th</sup> November 2016**

***MSE***  
Motherson Sumi  
Systems Limited



# Motherson Sumi Systems Ltd. reports September 16 results



**Net Debt reduces to 50% of March 16 level,  
Q2 Revenue Rs. 10,018 crores up by 15%,  
Q2 net profit Rs. 361 crores up by 25%.**

Highlights Q2 FY16-17	Highlights H1 FY16-17
<ul style="list-style-type: none"> <li>• MSSL posted revenue in excess of INR 10,000 crores for 3rd consecutive quarter</li> <li>• Revenues up by 15%, Sales outside India up by 14%, Domestic sales up by 20%</li> <li>• PAT up by 25% on account of overall performance improvement by all business divisions</li> <li>• EBITDA up by 15% backed by strong continued improvement</li> <li>• Strong performance on Standalone basis with 18% growth in revenues &amp; EBITDA.</li> <li>• Reduction in Net debt to almost 50% of debt levels as was on 31<sup>st</sup> March 2016, providing additional headroom to prepare for growth</li> </ul>	<ul style="list-style-type: none"> <li>• Revenues up by 16%, Sales outside India grew by 15%, Domestic sales grew by 20%</li> <li>• PAT up by 19%</li> <li>• EBITDA up by 17%</li> <li>• New orders worth Rs. 12,000 crores* (Euro 1.6 billion) approx. won during the H1FY17 at SMRP BV</li> <li>• Total order book of over Rs.89,000 crores (Euro 11.9 billion) approx. at SMRP BV</li> <li>• Execution of orders worth over Rs.23,000 crores (Euro 3.09 billion) approx. started during H1FY17.</li> </ul>

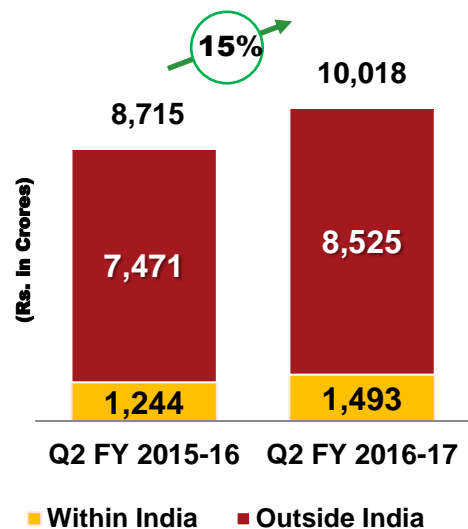


- **Results Q2 vs Q2.**
- **Results H1 vs H1**
- **Debt status**

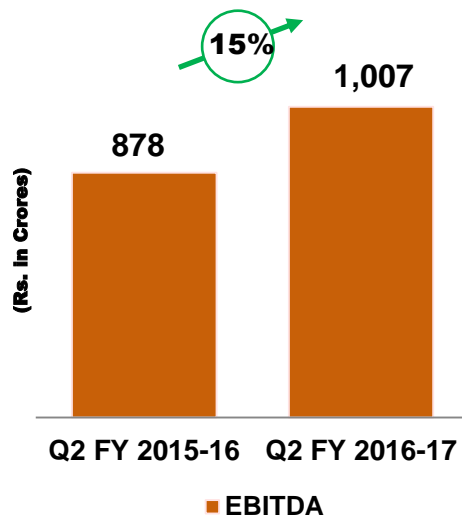
# MSSL Consolidated : Q2 FY15-16 vs Q2 FY 16-17



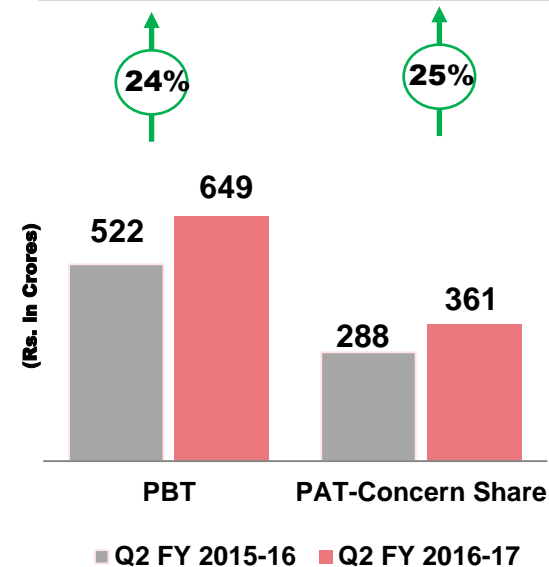
## Sales



## EBITDA



## PBT & PAT



**20%**  
**Sales (within India)**

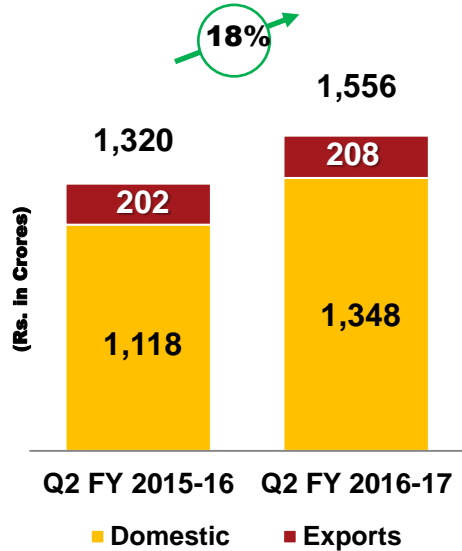
**14%**  
**Sales (outside India)**



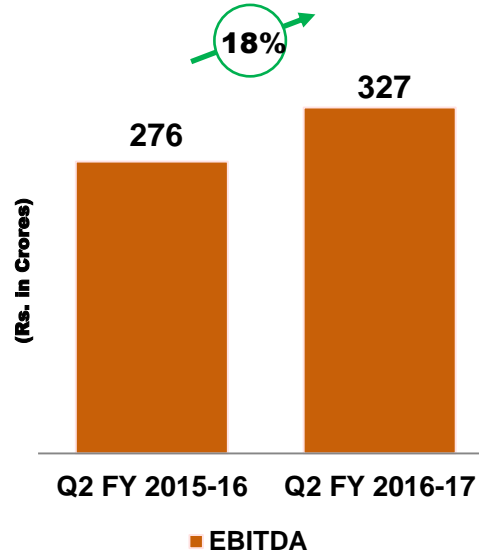
# MSSL Standalone : Q2 FY15-16 vs Q2 FY 16-17



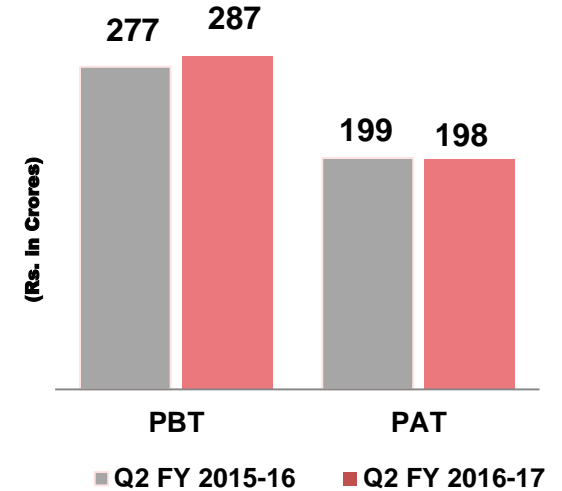
## Sales



## EBITDA



## PBT & PAT



**21%**  
**Sales (within India)**

**3%**  
**Sales (outside India)**

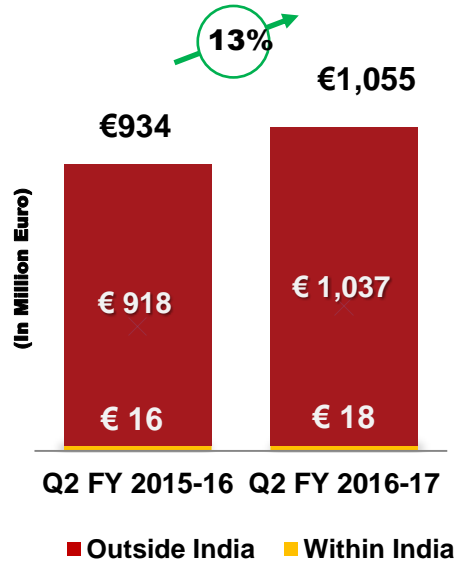


# SMRPBV : Q2 FY15-16 vs Q2 FY 16-17

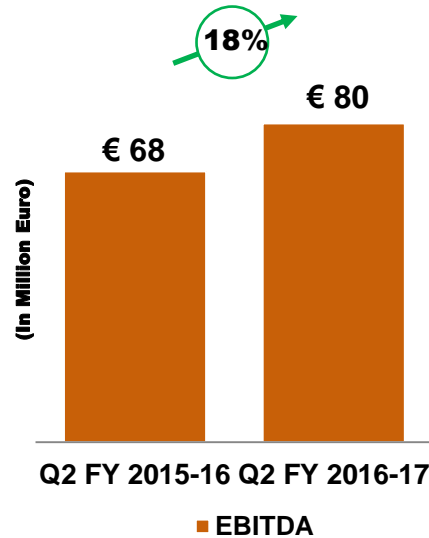
(In Euro Terms\*\*)



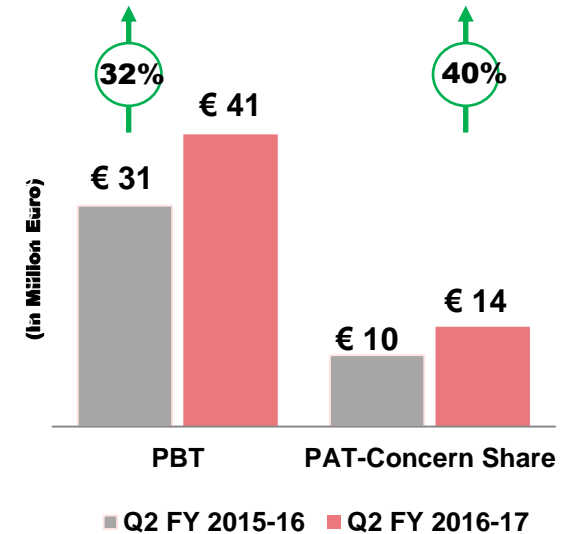
## Sales



## EBITDA



## PBT & PAT



\*\* Please refer to Note on last slide.

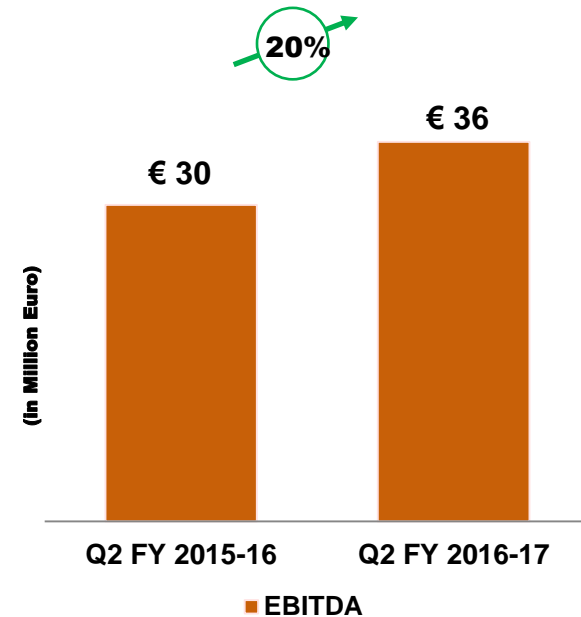
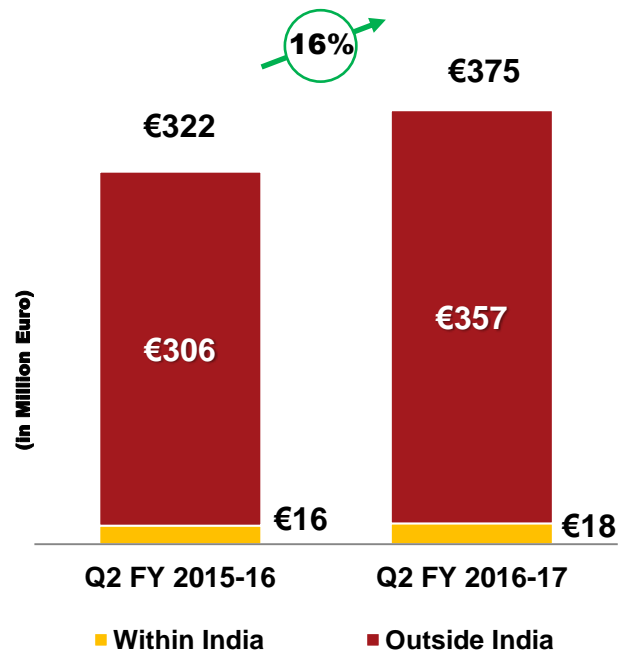


# SMR : Q2 FY15-16 vs Q2 FY 16-17 (In Euro Terms\*\*)



## Sales

## EBITDA



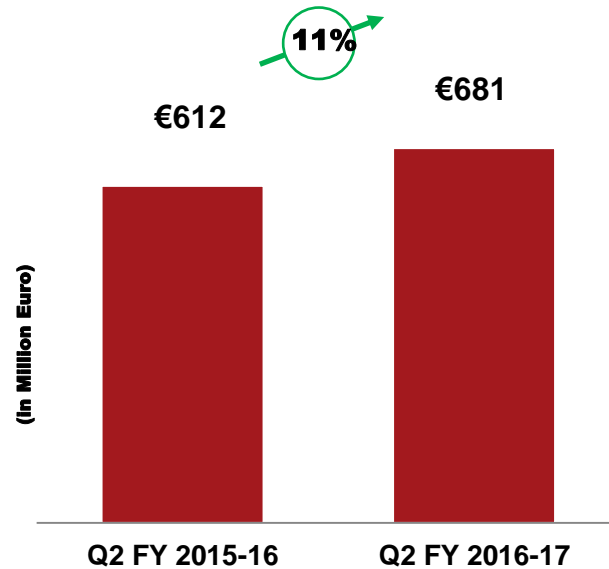
\*\* Please refer to Note on last slide.



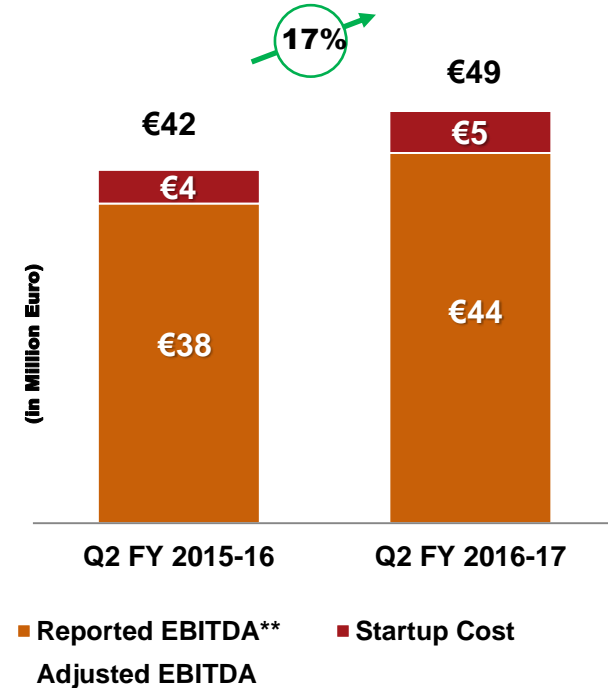
# SMP : Q2 FY15-16 vs Q2 FY 16-17 (In Euro Terms\*\*)



## Sales



## EBITDA



\*\* Please refer to Note on last slide.

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



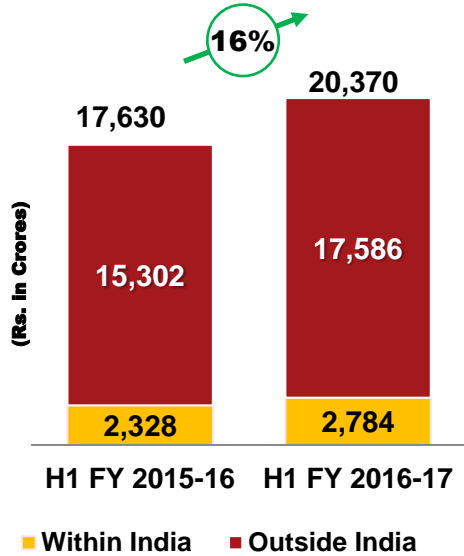


- **Results Q2 vs Q2**
- **Results H1 vs H1.**
- **Debt status**

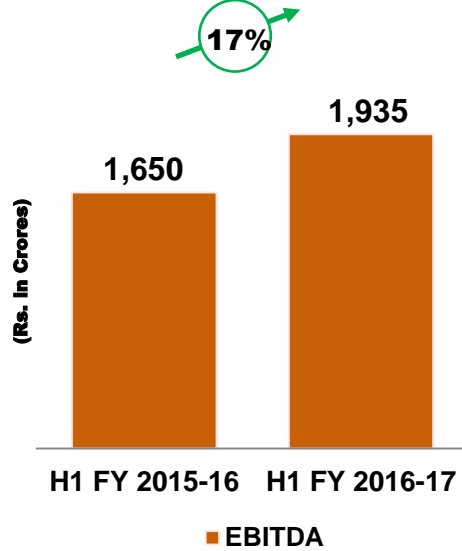
# MSSL Consolidated : H1 FY15-16 vs H1 FY 16-17



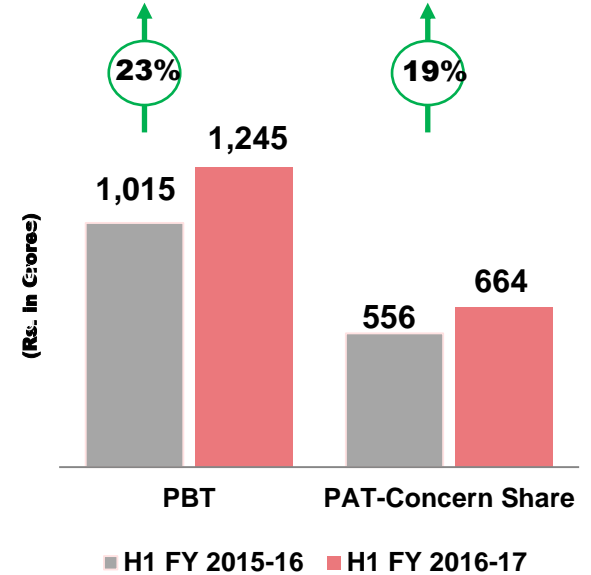
## Sales



## EBITDA



## PBT & PAT



**20%**  
**Sales (within India)**

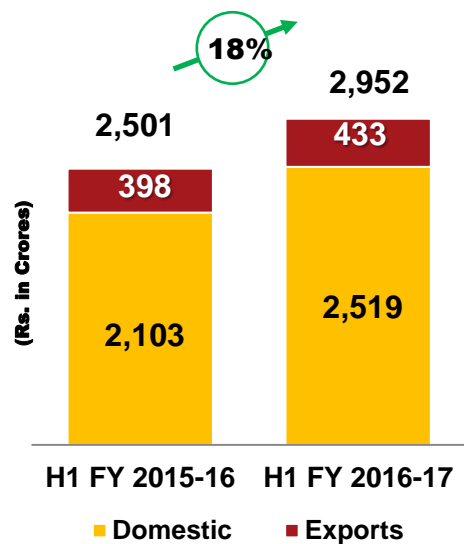
**15%**  
**Sales (outside India)**



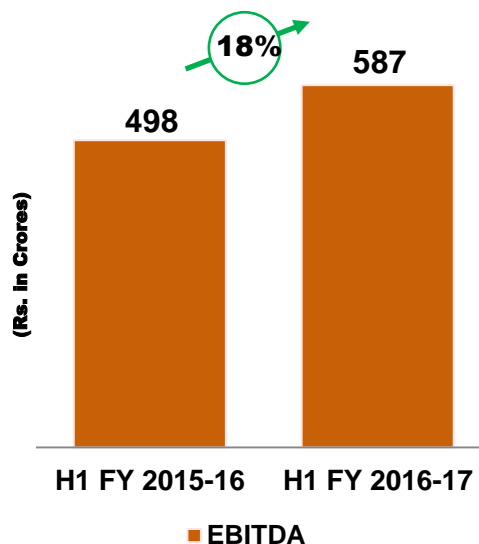
# MSSL Standalone : H1 FY15-16 vs H1 FY 16-17



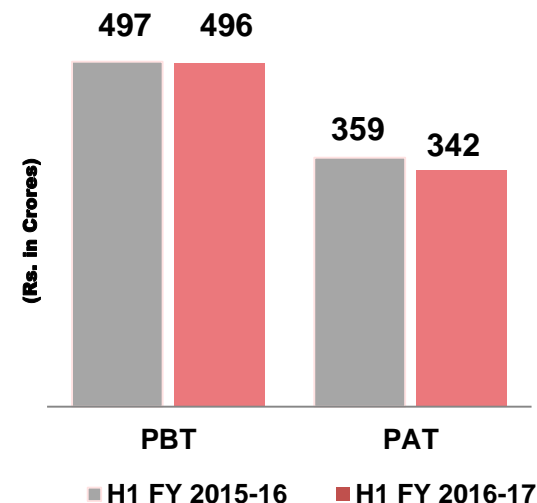
## Sales



## EBITDA



## PBT & PAT



20%

**Sales  
(within  
India)**

9%

**Sales  
(outside  
India)**

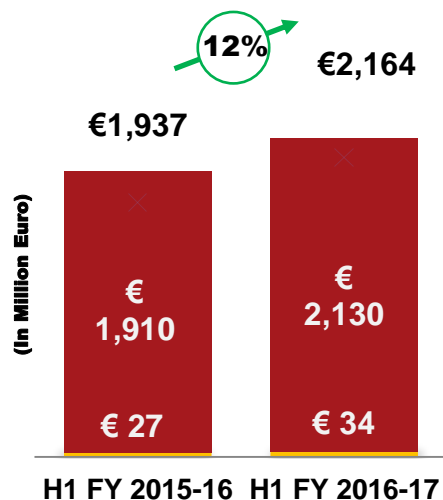


# SMRPBV : H1 FY15-16 vs H1 FY 16-17

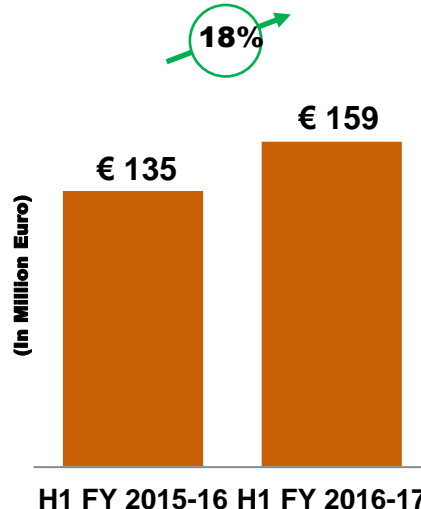
(In Euro Terms\*\*)



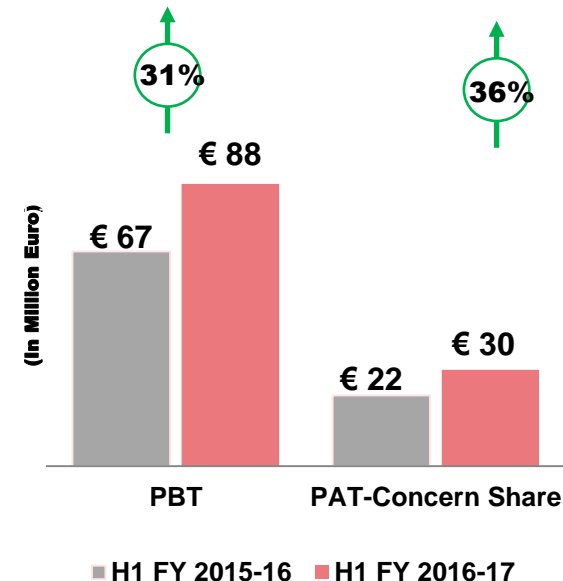
## Sales



## EBITDA



## PBT & PAT



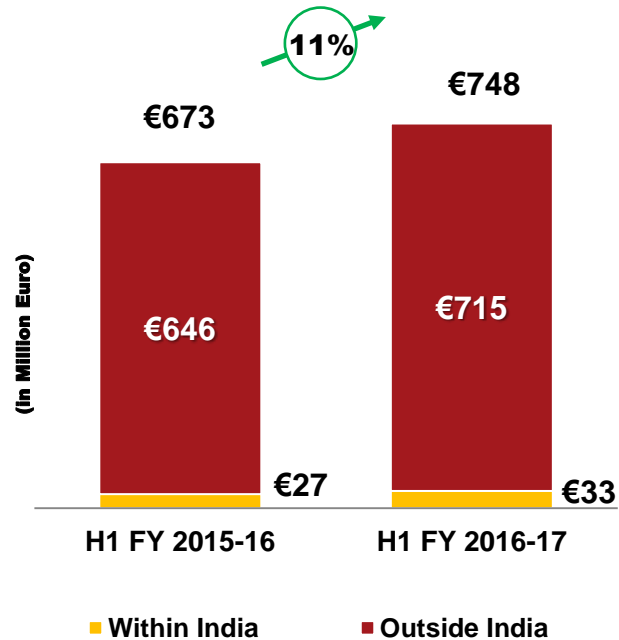
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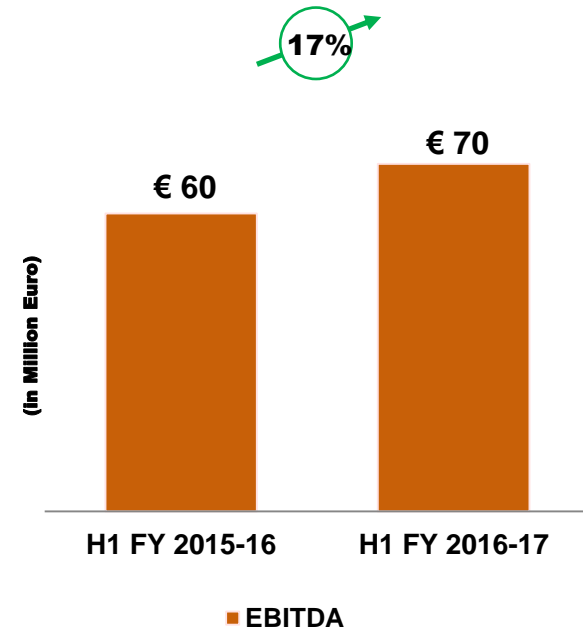
# SMR : H1 FY15-16 vs H1 FY 16-17 (In Euro Terms\*\*)



## Sales



## EBITDA



\*\* Please refer to Note on last slide.

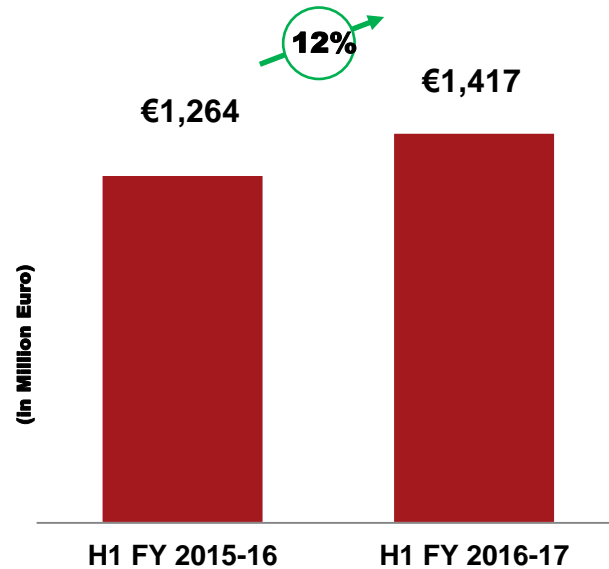


# SMP : H1 FY15-16 vs H1 FY 16-17

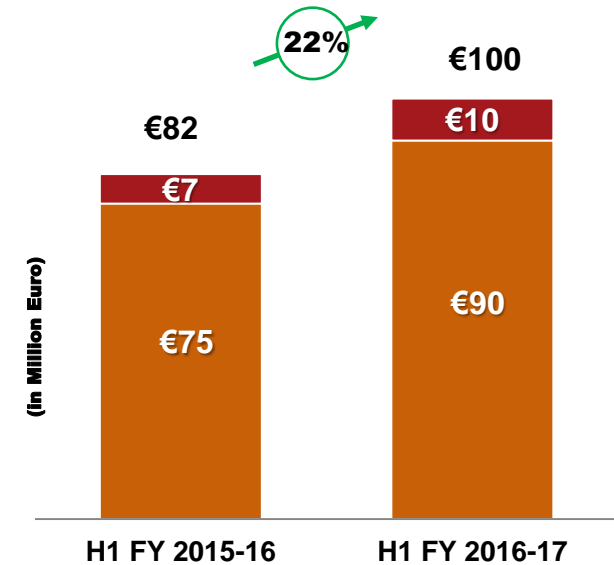
(In Euro Terms\*\*)



## Sales



## EBITDA



■ Reported EBITDA\*\* ■ Startup Cost  
Adjusted EBITDA

\*\* Please refer to Note on last slide.

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

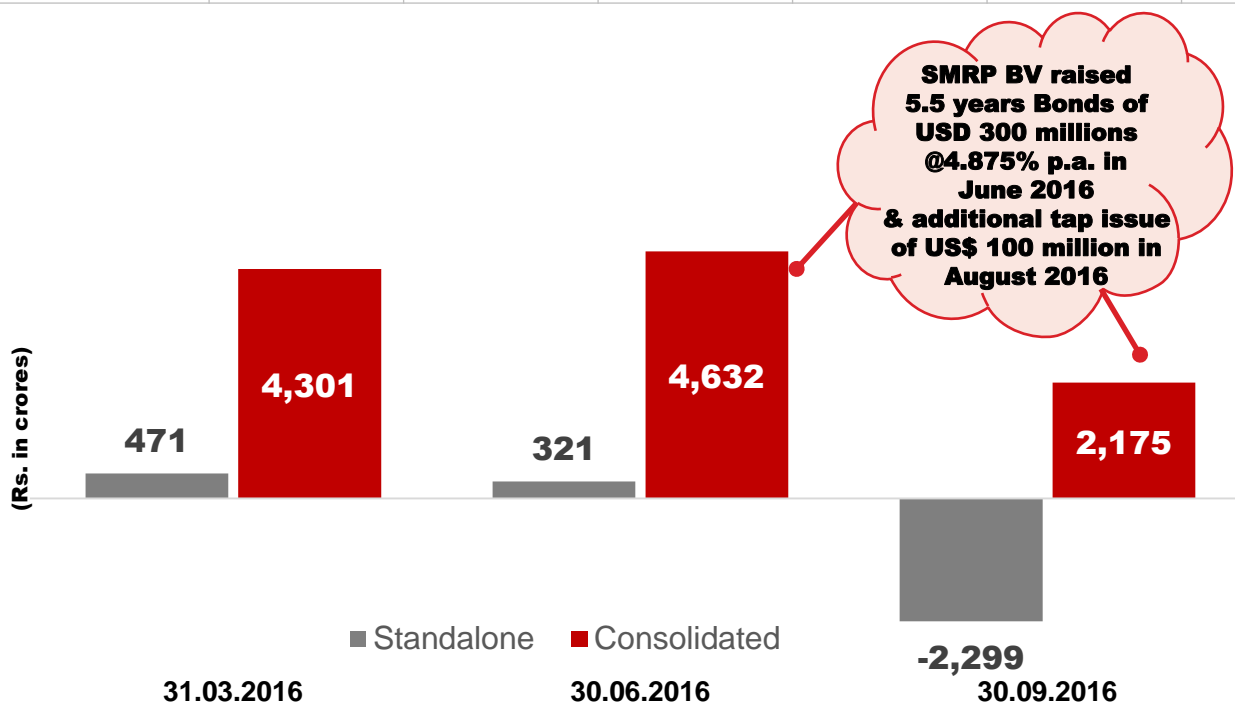


- **Results Q2 vs Q2**
- **Results H1 vs H1**
- **Debt status.**

# Net Debt



(Rs. in crores)	31.03.2016		30.06.2016		30.09.2016	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	485	6,069	462	7,624	311	8,115
Cash & Bank	14	1,768	141	2,992	2,610	5,940
Net Debt	471	4,301	321	4,632	(2,299)	2,175



Exchange rate used	31.03.2016	30.06.2016	30.09.2016
Rs./Euro	75.38	74.97	74.86
Rs./USD	66.25	67.52	66.61





# Reference Rates



## Copper Rates.

### Q2 FY16-17

Average	Q2 2015-16	Q2 2016-17	% Change
LME Copper (USD / Ton)	6,054	4,730	-22%

### H1 FY16-17

Average	H1 2015-16	H1 2016-17	% Change
LME Copper (USD / Ton)	6,054	4,730	-22%

## Exchange Rates.

### Q2 FY16-17

Currency (equal to Rs.)	Q2 2015-16	Q2 2016-17	% Change
INR to Euro	72.27	74.72	3.4%
INR to YEN	0.53	0.65	22.7%

### H1 FY16-17

Currency (equal to Rs.)	H1 2015-16	H1 2016-17	% Change
INR to Euro	71.25	75.12	5.4%
INR to YEN	0.53	0.64	20.8%



# 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 MSSSL by using average year to-date exchange rates.

