



**Proud  
to be  
part of.**

# **Presentation on Results**

## **Q4 FY 2016-17**

19<sup>th</sup> May 2017

***MSE***  
Motherson Sumi  
Systems Limited

- **Highlights of the quarter & year**
- **Results Q4 FY16 vs Q4 FY17**
- **Results 12M FY16 vs 12M FY17**
- **Debt status**
- **Order Book Status**

# Highlights



## Motherson Sumi Systems Ltd. posts Best Ever Quarterly Revenues of Rs. 11,100 crores, up by 15%, Q4 net profit of Rs. 475 crore, Highest Ever Profit in a quarter

### Highlights Q4 FY 16-17

- Revenue 15%;
- Revenues outside India 14%
- Revenues in India 19%
- PBT 65%
- PAT 12% (grows by 35% without writing off the exceptional cost for PKC acquisition)
- EBITDA 25%
- On Standalone basis, Revenues & EBITDA 18%
- PKC Group acquisition completed\*\*

### Highlights 12M FY 16-17

- Revenue 15%
- Revenues outside India 14%
- Revenues in India 20%
- PBT 39%
- PAT 20% (grows by 28% without writing off the exceptional cost for PKC acquisition)
- EBITDA 21%
- On Standalone basis, Revenues 19% & EBITDA 24%

**“We are thrilled with the results for the financial year 2016-17, said Vivek Chaand Sehgal, MSSL’s Chairman. “This is the second year of our 5-year plan for 2020 and we are closing it on an all-time high for MSSL. We see very exciting times ahead. SMR & SMP have seen strong customer orders, giving them a fantastic outlook. And our wiring harness division has been strengthened by recent acquisition of PKC Group. This brings great new opportunities for supporting the OEM’s around the world. We are deeply grateful to our customers for their continued trust in us and for their support in our journey towards our 2020 targets.”**

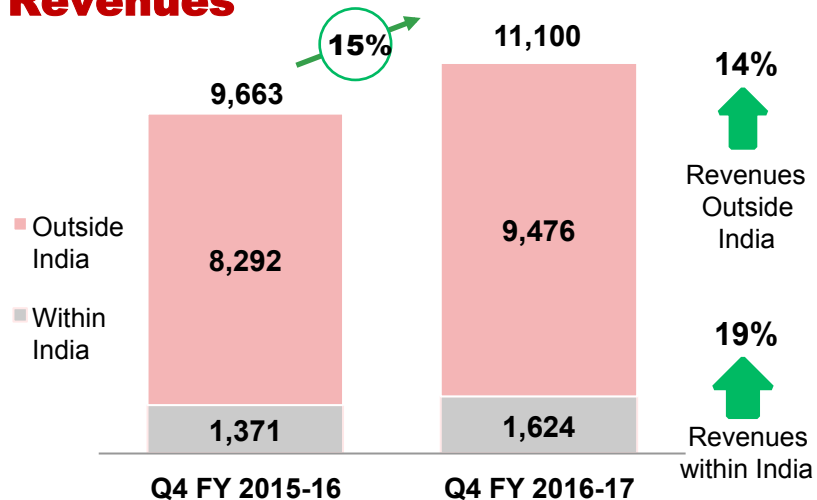
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# MSSL Consolidated : Q4 FY15-16 vs Q4 FY 16-17

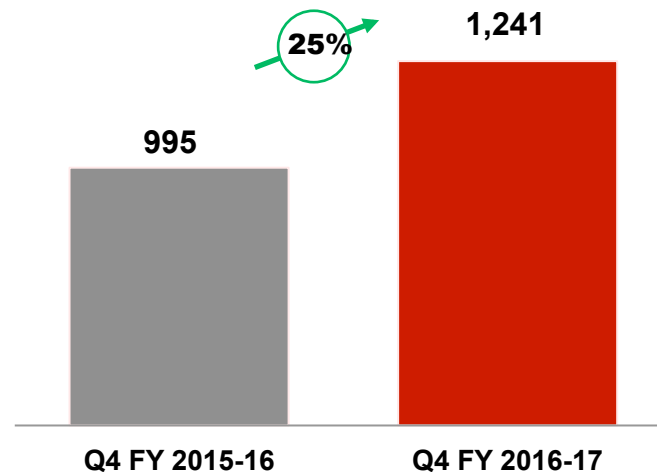


(Rs. in Crores)

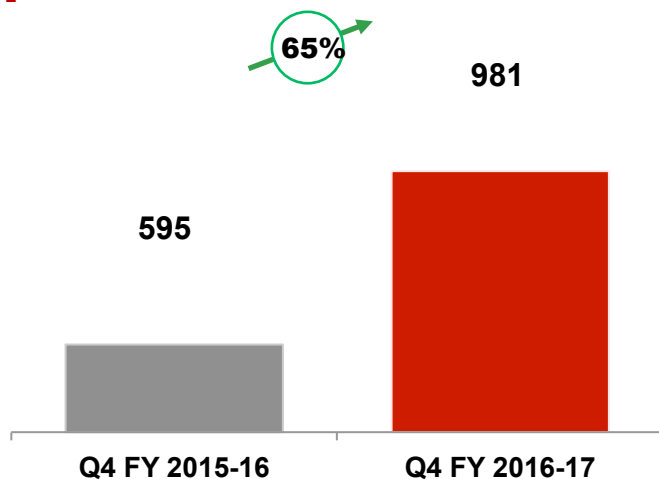
## Revenues



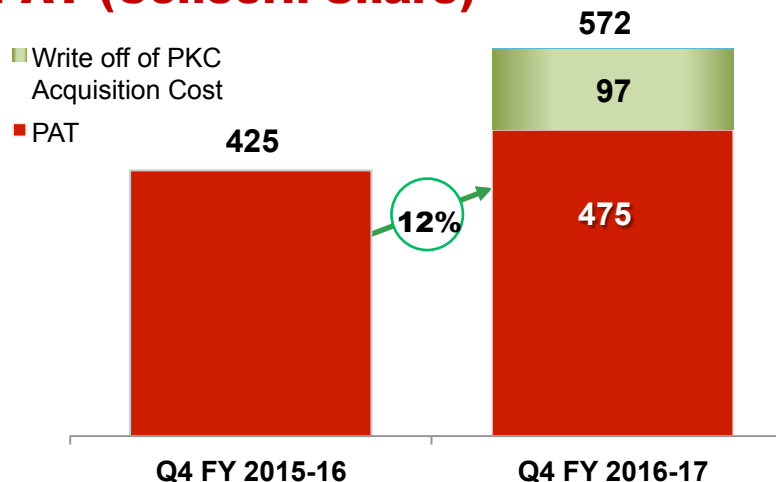
## EBITDA



## PBT



## PAT (Concern Share)

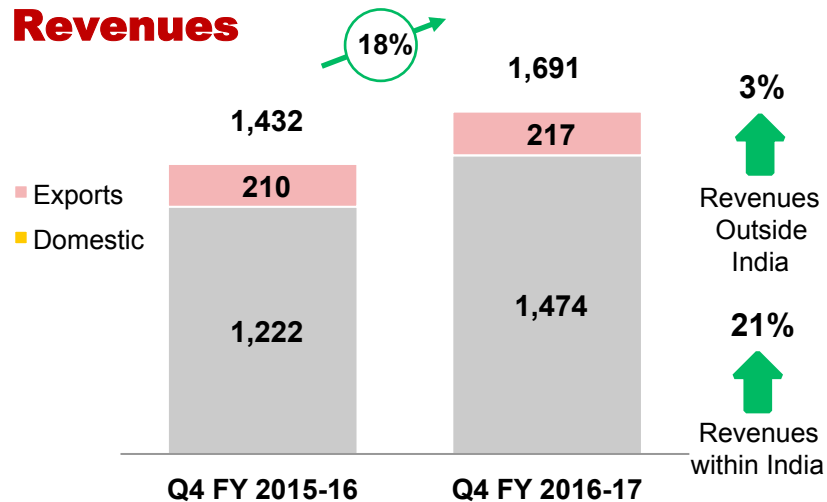


# MSSL Standalone : Q4 FY15-16 vs Q4 FY 16-17

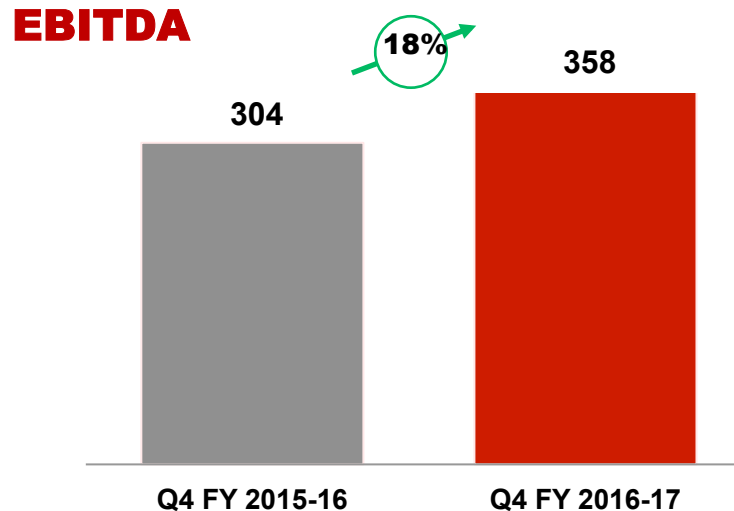


(Rs. in Crores)

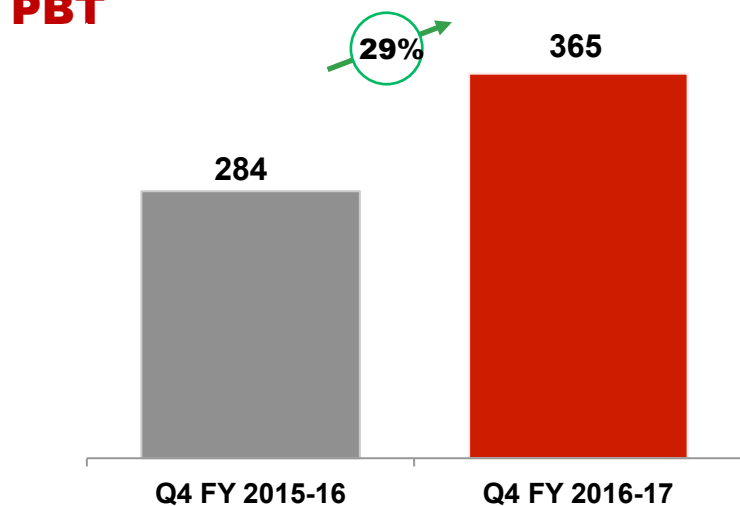
## Revenues



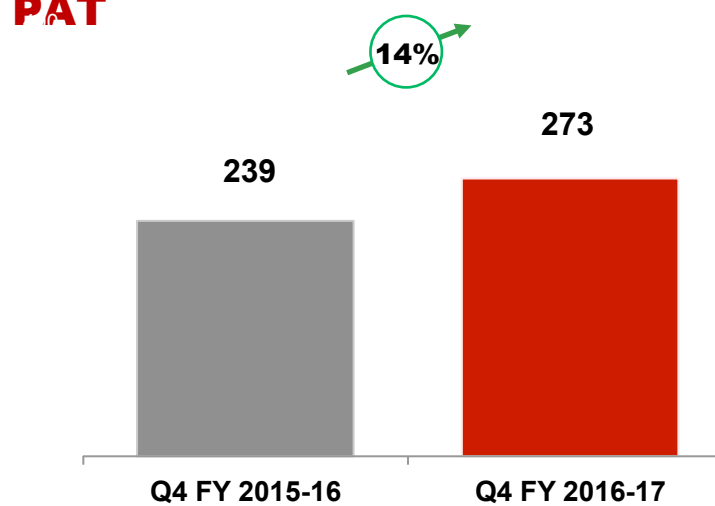
## EBITDA



## PBT



## PAT

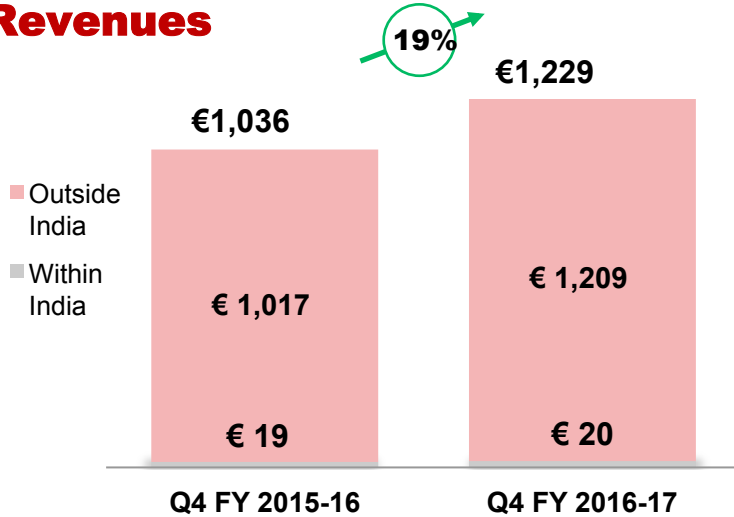


# SMRPBV : Q4 FY15-16 vs Q4 FY 16-17 (In Euro Terms\*\*)

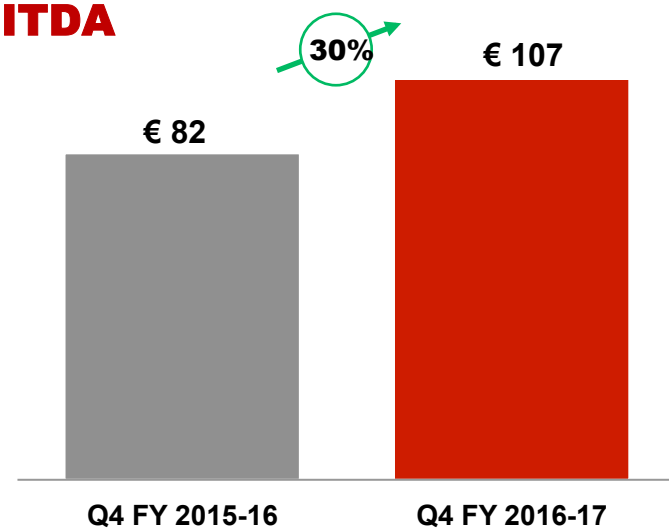


(In Million Euro)

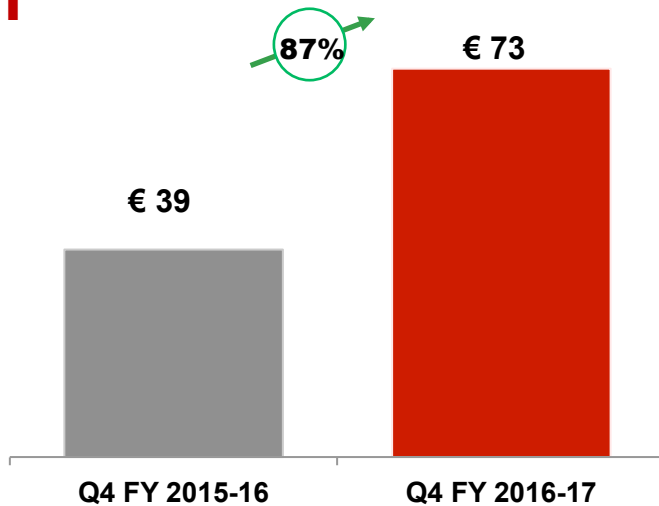
## Revenues



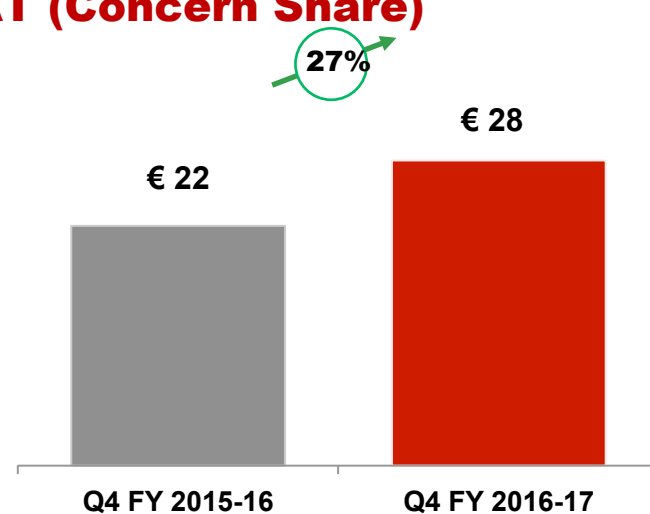
## EBITDA



## PBT



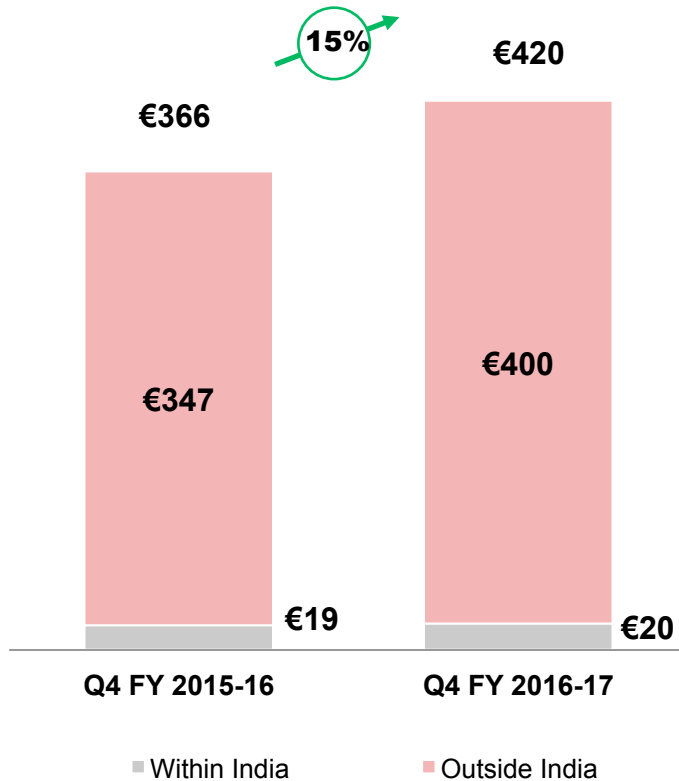
## PAT (Concern Share)



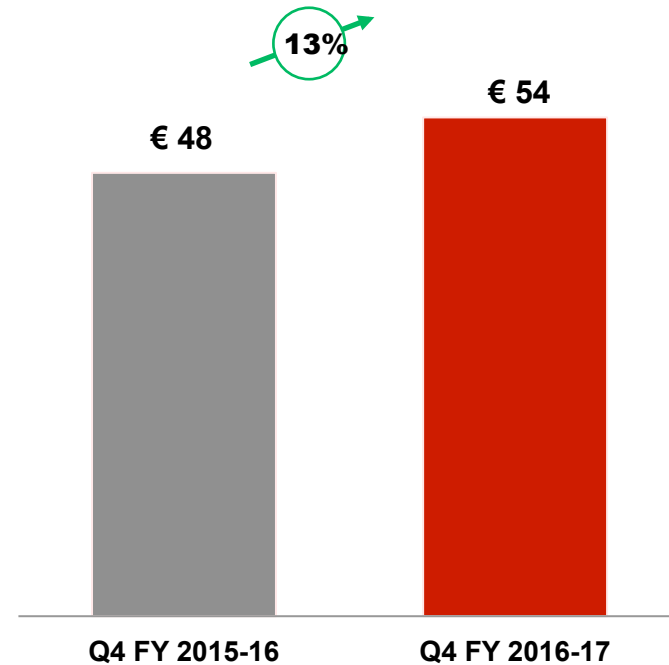
# SMR : Q4 FY15-16 vs Q4 FY 16-17 (In Euro Terms\*\*)



## Revenues



## EBITDA



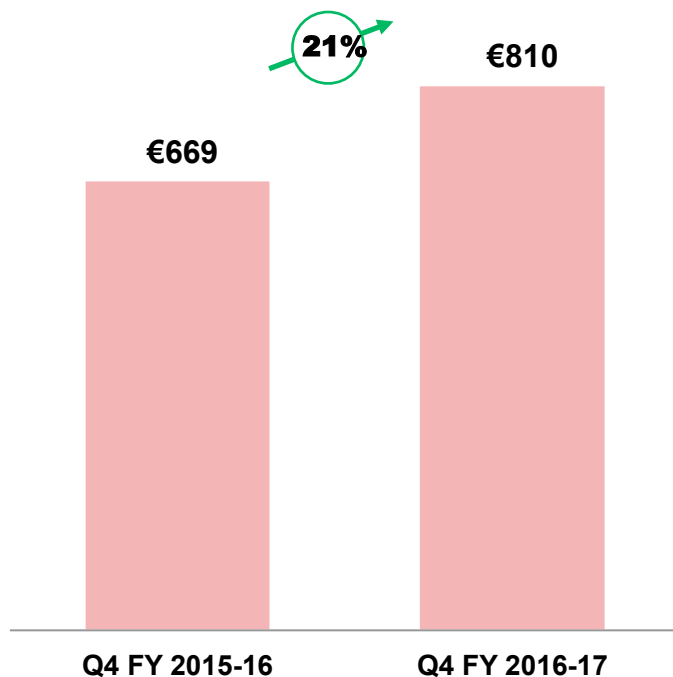


# SMP : Q4 FY15-16 vs Q4 FY 16-17 (In Euro Terms\*\*)

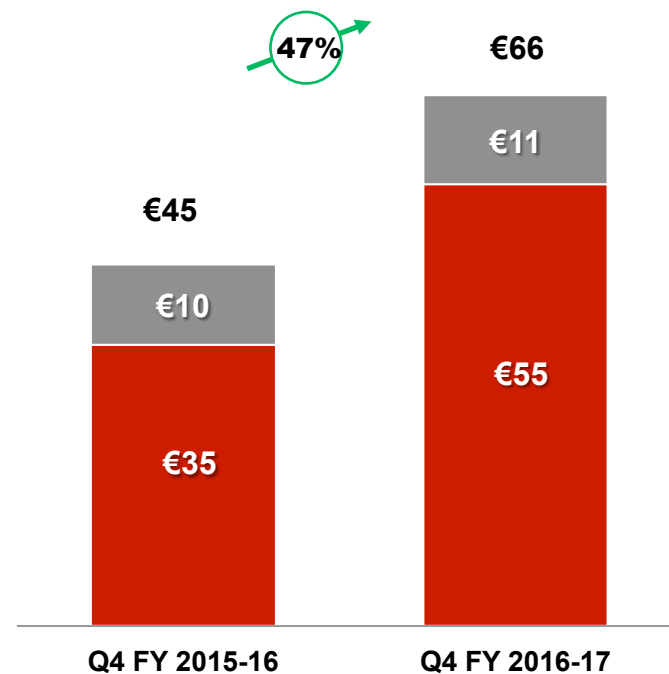


(In Million Euro)

## Revenues



## EBITDA



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

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



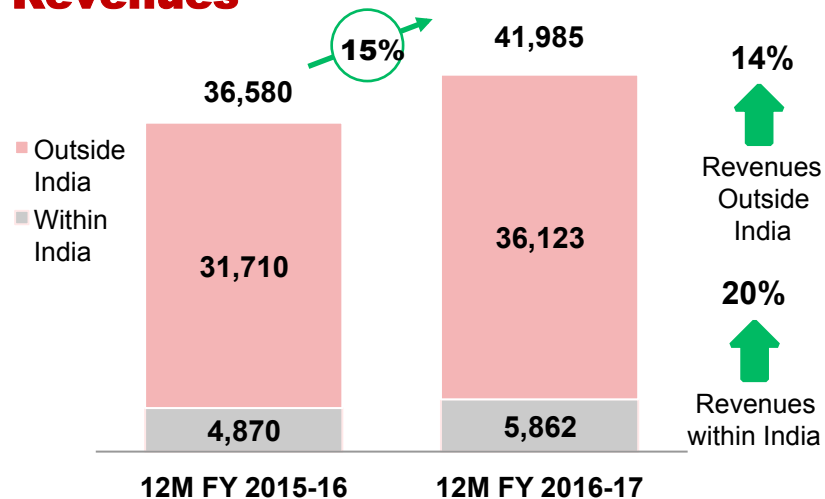
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# MSSL Consolidated : 12 FY15-16 vs 12M FY 16-17

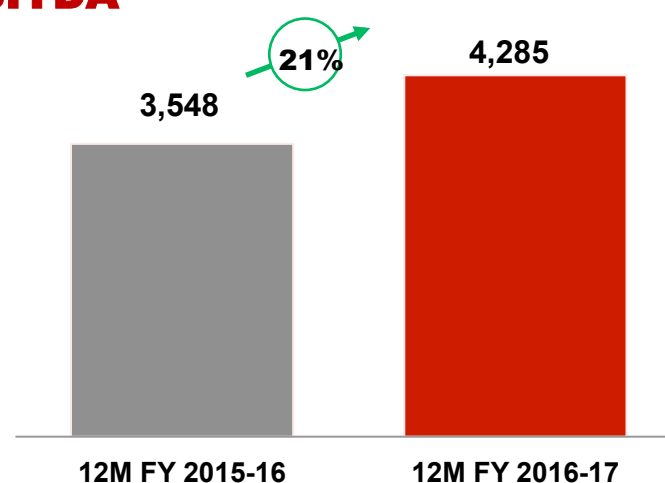


(Rs. in Crores)

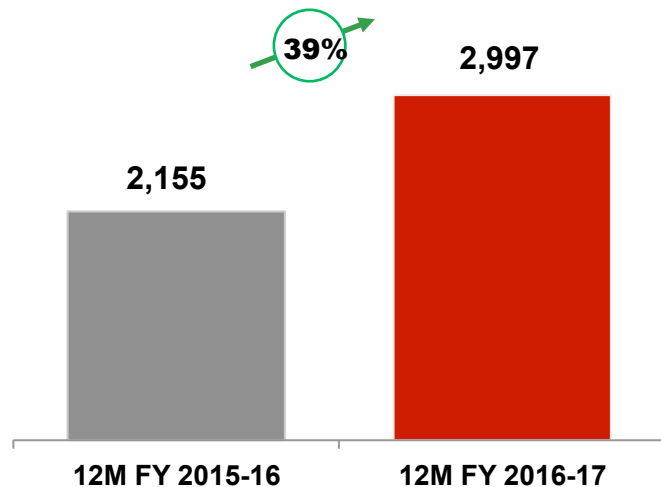
## Revenues



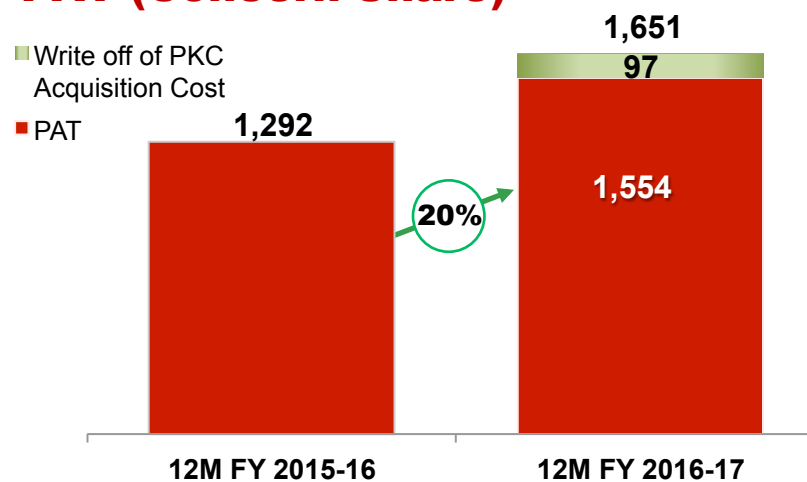
## EBITDA



## PBT



## PAT (Concern Share)

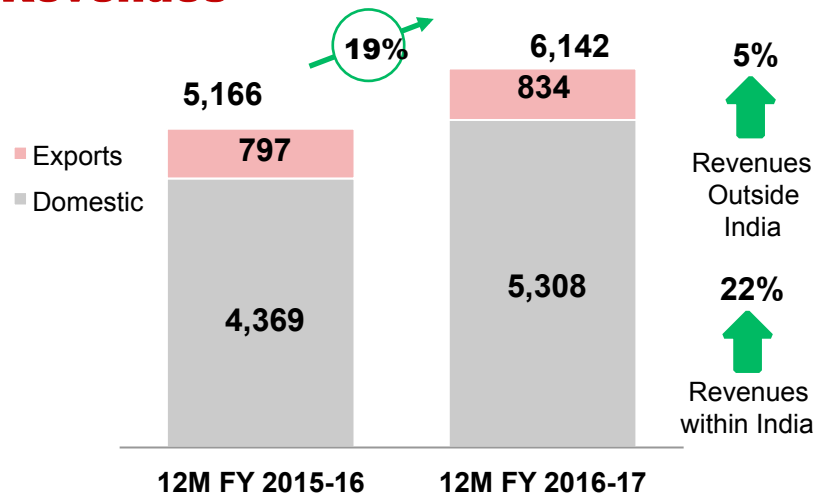


# MSSL Standalone : 12M FY15-16 vs 12M FY 16-17

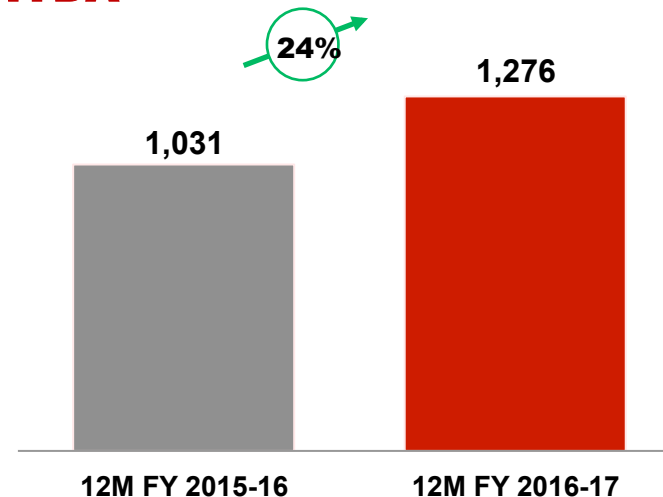


(Rs. in Crores)

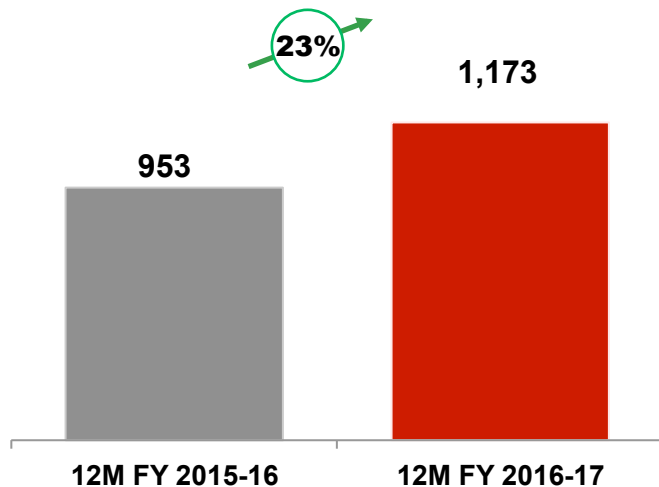
## Revenues



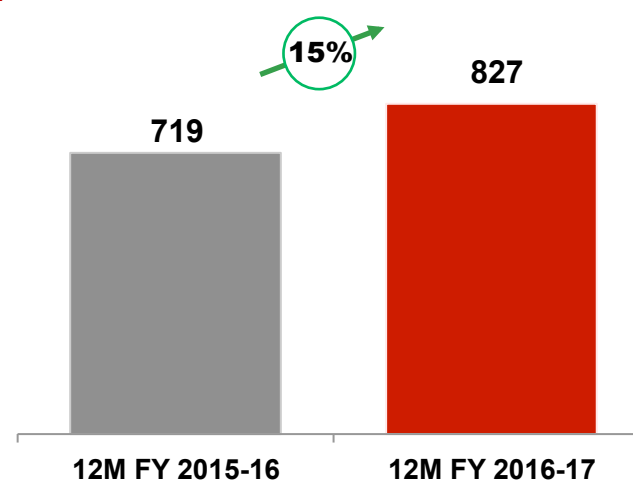
## EBITDA



## PBT



## PAT



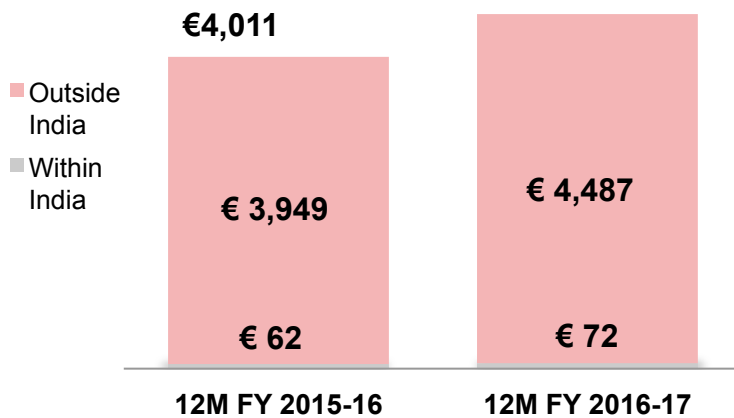
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(In Million Euro)

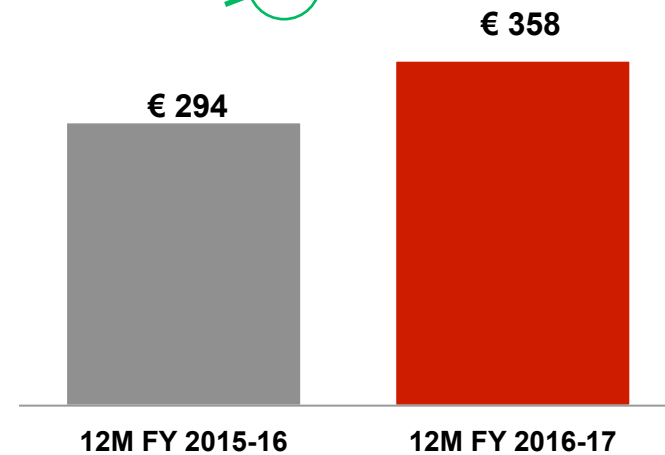
## Revenues

14%



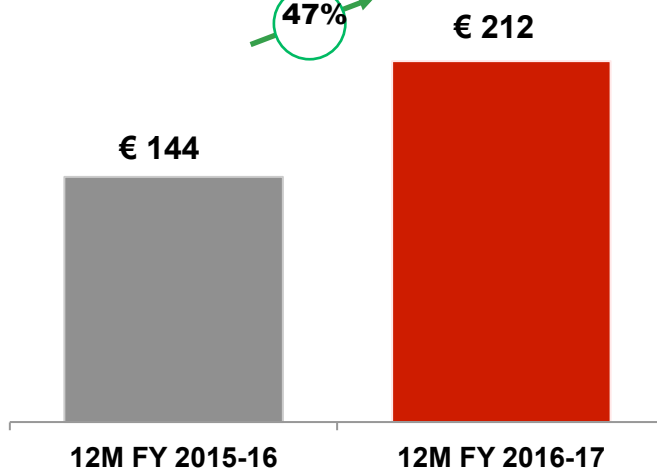
## EBITDA

22%



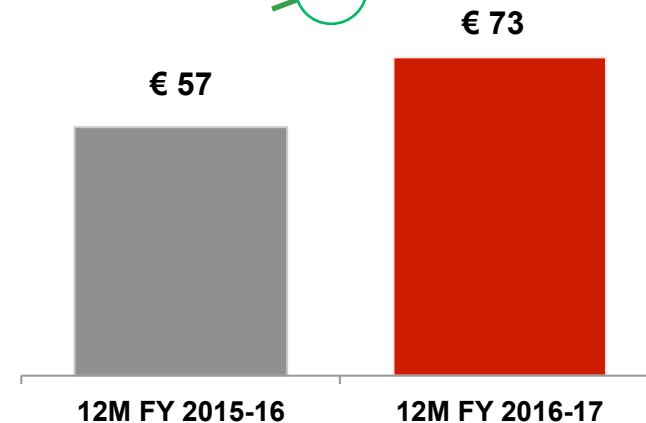
## PBT

47%



## PAT (Concern Share)

28%

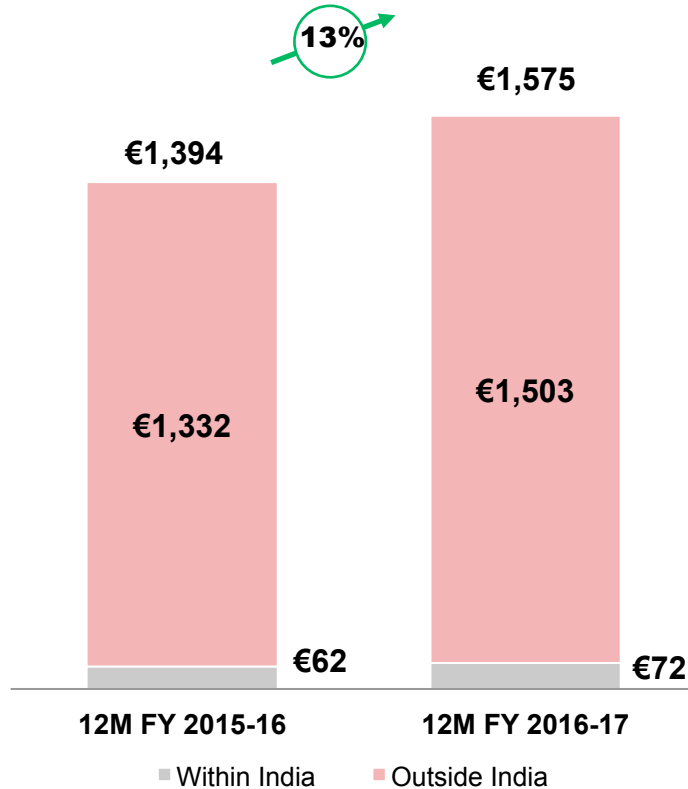


# SMR : 12M FY15-16 vs 12M FY 16-17 (In Euro Terms\*\*)

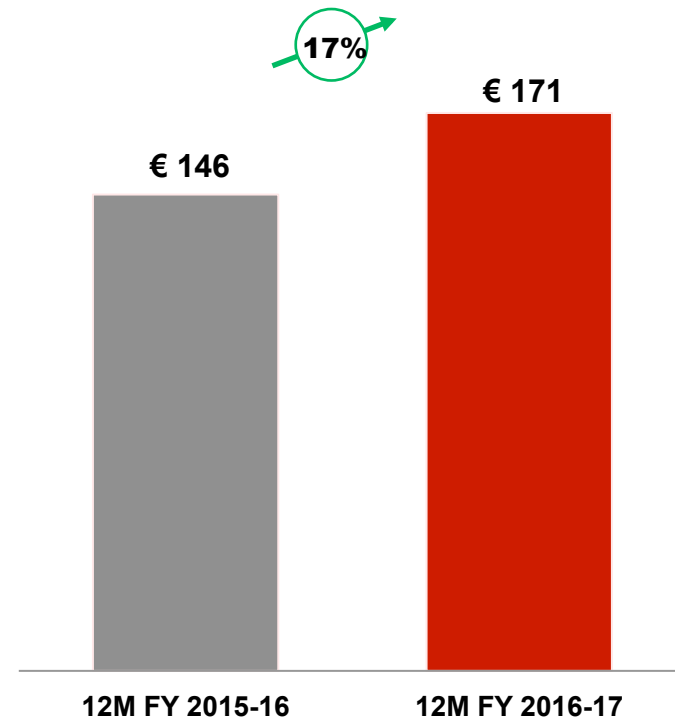


(In Million Euro)

## Revenues



## EBITDA

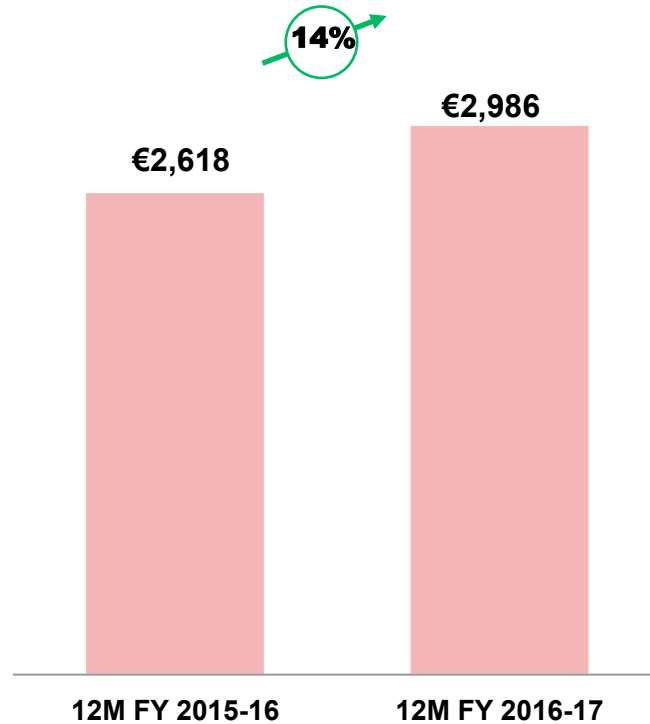


# SMP : 12 FY15-16 vs 12M FY 16-17 (In Euro Terms\*\*)

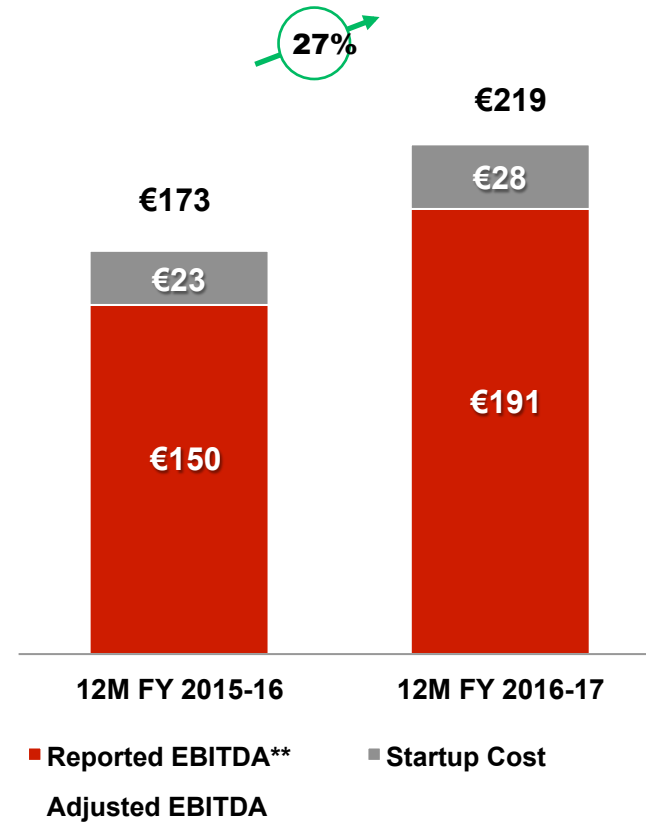


(In Million Euro)

## Revenues



## EBITDA



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



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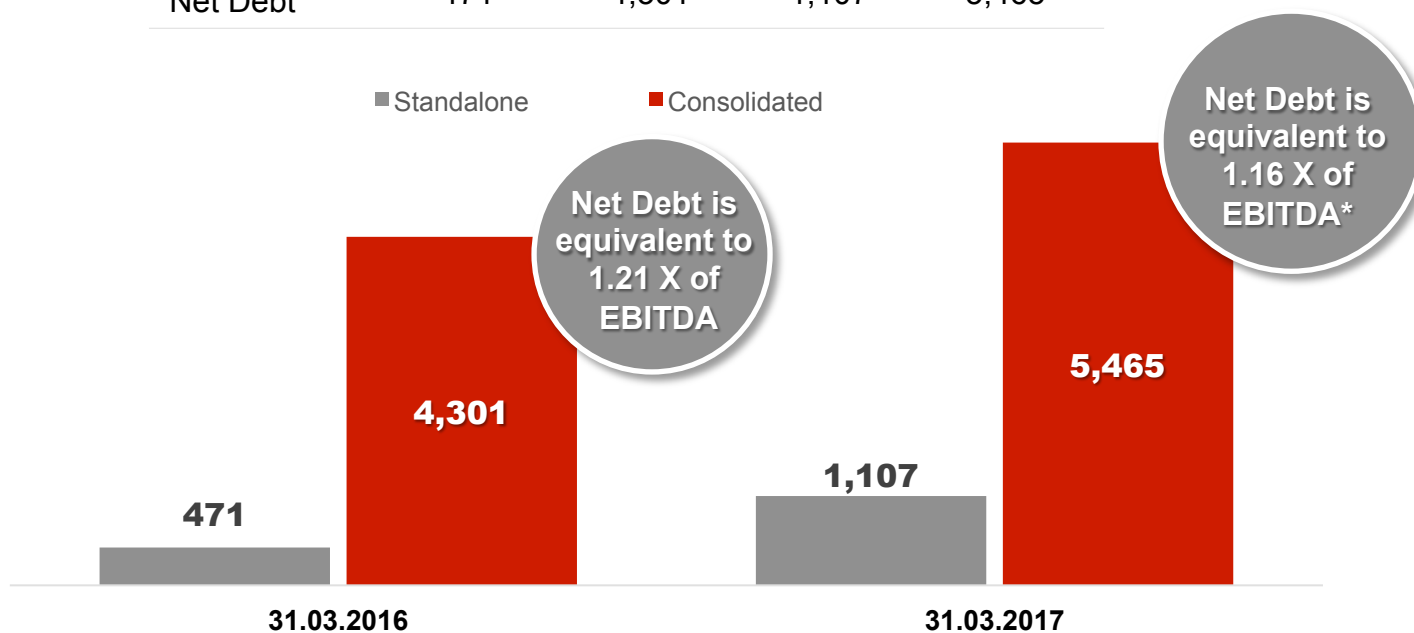


# Net Debt



(Rs. in Crores)

(Rs. in crores)	31.03.2016		31.03.2017	
	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	485	6,069	1,294	10,349
Cash & Bank	14	1,768	187	4,884
Net Debt	471	4,301	1,107	5,465

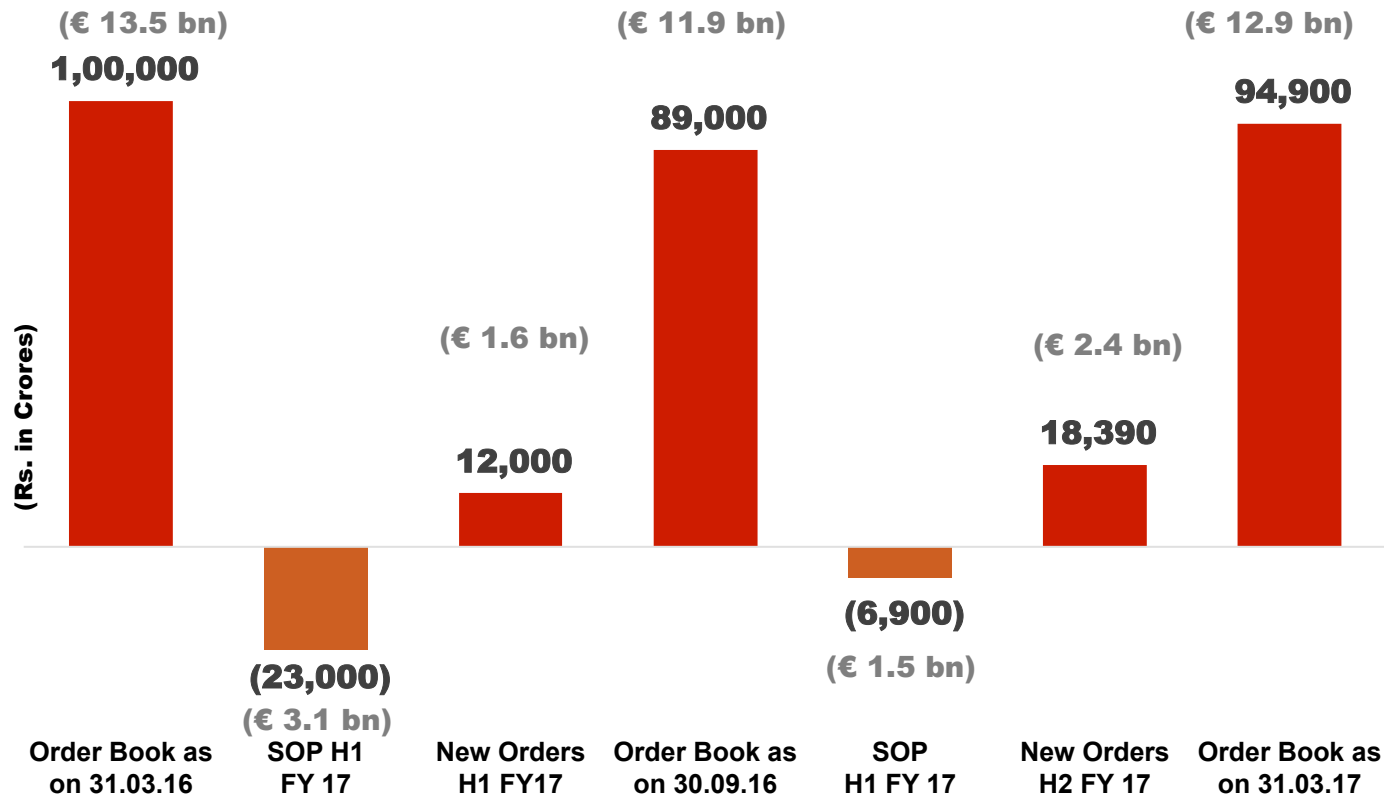


Exchange rate used	31.03.2016	31.03.2017
Rs./Euro	75.38	69.05
Rs./USD	66.25	64.85



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# Order Book Status – SMRP BV



**New Orders worth Rs. 29,425 crores\* (Euro 4.0 billion) received during FY17**

**Execution of Orders worth Rs. 33,765 crores (Euro 4.6 billion) started during FY17**



# Reference Rates



## Copper Rates.

### Q4 FY16-17

Average	Q4 2015-16	Q4 2016-17	% Change
LME Copper (USD / Ton)	4,668	5,833	24.9%

### 12M FY16-17

Average	12M 2015-16	12M 2016-17	% Change
LME Copper (USD / Ton)	5,215	5,154	-1.17%

## Exchange Rates.

### Q4 FY16-17

Currency (equal to Rs.)	Q4 2015-16	Q4 2016-17	% Change
INR to Euro	74.48	71.33	-4.2%
INR to YEN	0.59	0.59	-

### 12M FY16-17

Currency (equal to Rs.)	12M 2015-16	12M 2016-17	% Change
INR to Euro	72.28	73.56	1.8%
INR to YEN	0.55	0.62	12.7%

# Safe harbour & Note.



## Safe harbor

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.

