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to be
part of.**

Presentation on Results

Q2 FY 2017-18

10th November 2017

MSE
Motherson Sumi
Systems Limited



- **Financial Highlights of the quarter**
- **Order book status**
- **Results Q2 FY17 vs Q2 FY18**
- **Results H1 FY17 vs H1 FY18**
- **Debt status**

Highlights – Financial Performance



Motherson Sumi Systems Ltd. posts another quarter of highest ever revenues with quarterly revenues of Rs. 13,338 crores, up by 33%, Q2 net profit of Rs. 502 crore, up by 39%, Supported by Highest Ever Order Book

Financial Highlights Q2 FY17-18

Consolidated	Amount (INR)	Growth# (%)
Sales	13,338	33%
EBITDA	1,354	31%
PBT	894	29%
PAT *	502	39%

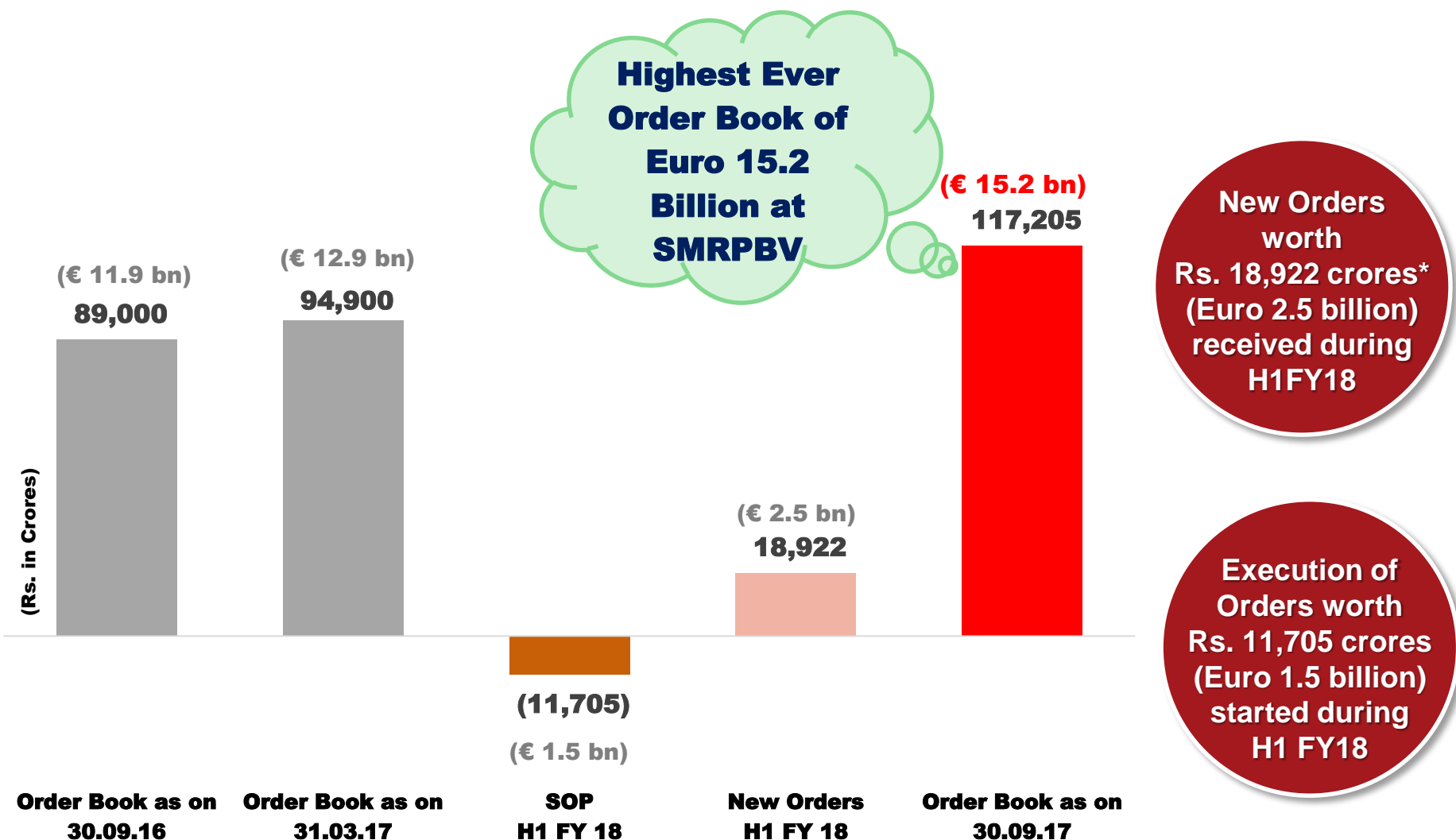
Financial Highlights H1 FY17-18

Consolidated	Amount (INR)	Growth# (%)
Sales	26,305	29%
EBITDA	2,613	31%
PBT	1,673	27%
PAT *	912	37%

- SMR & SMP post strong operational performance during month long holidays in Europe
- PKC post strong revenue & EBITDA growth

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Order book status



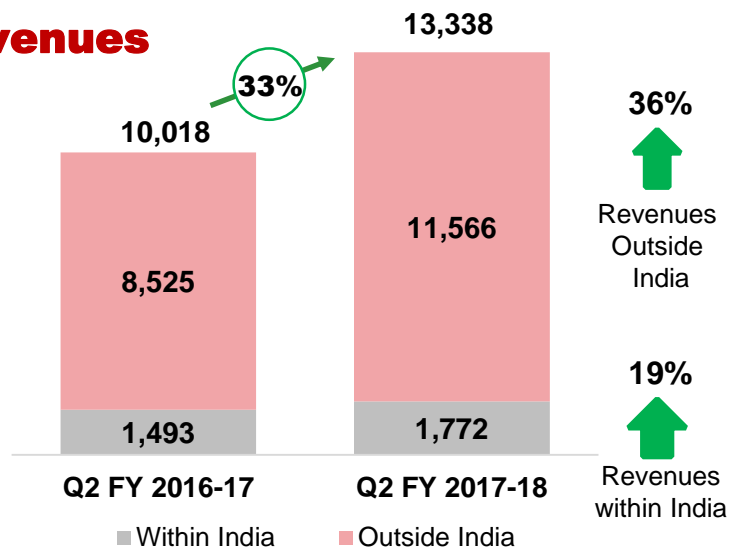
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MSSL Consolidated : Q2 FY17 vs Q2 FY18

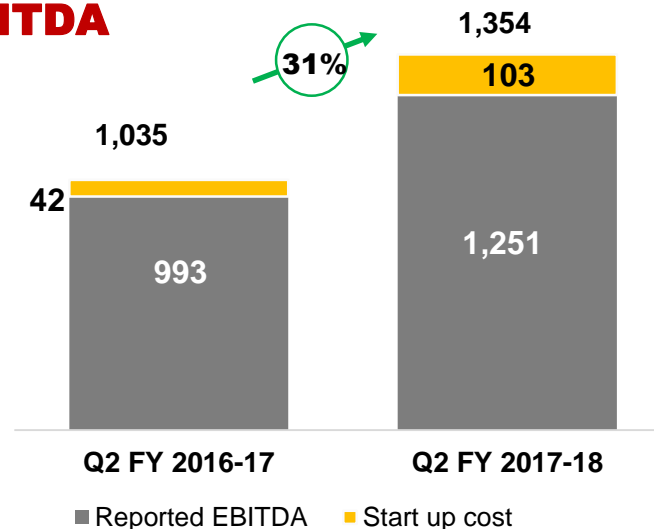


(Rs. in Crores)

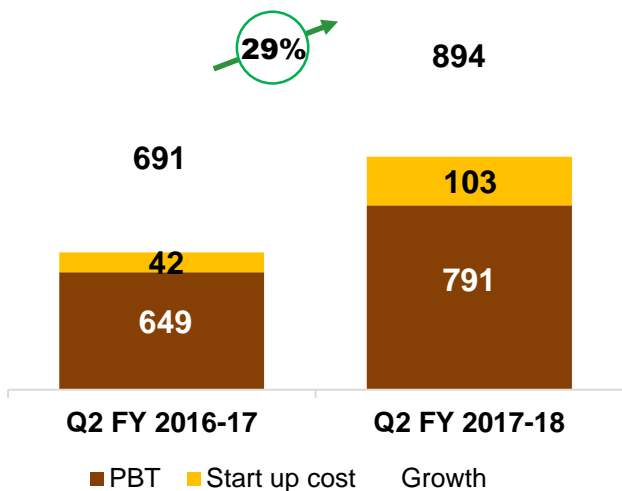
Revenues



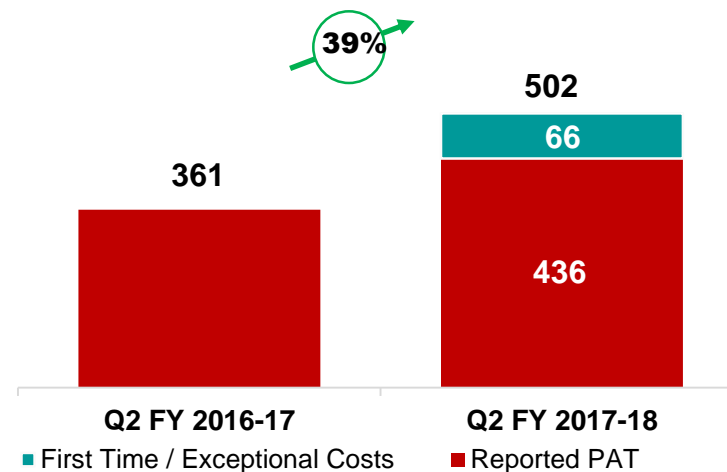
EBITDA



PBT



PAT (Concern Share)

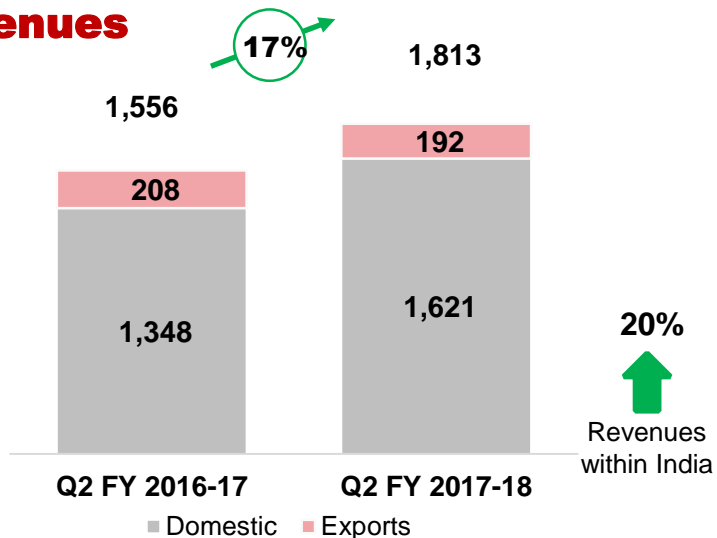


MSSL Standalone : Q2 FY17 vs Q2 FY18

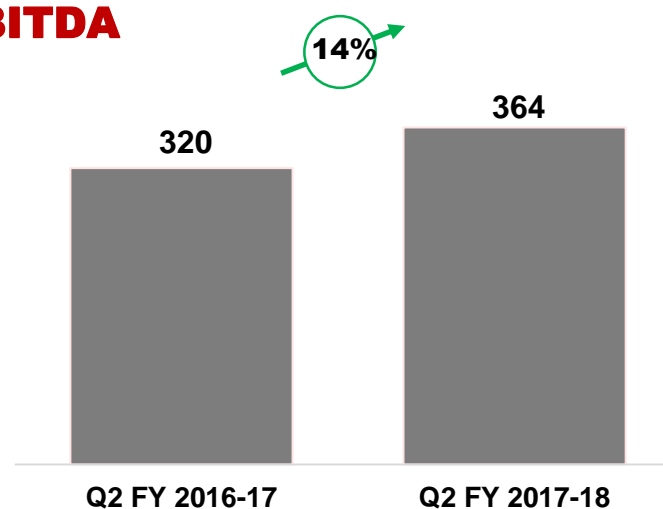


(Rs. in Crores)

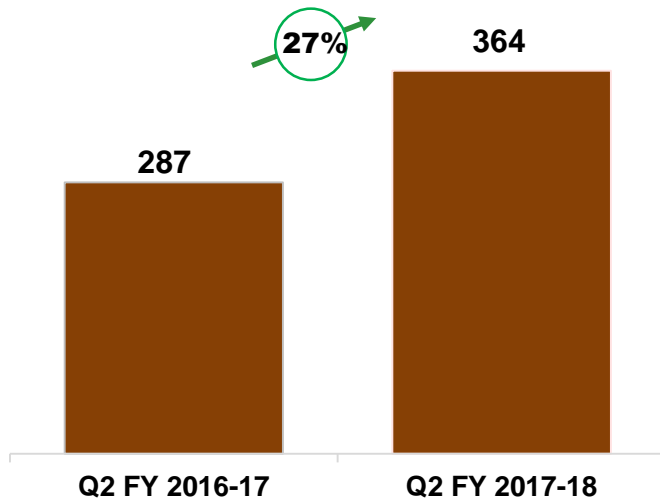
Revenues



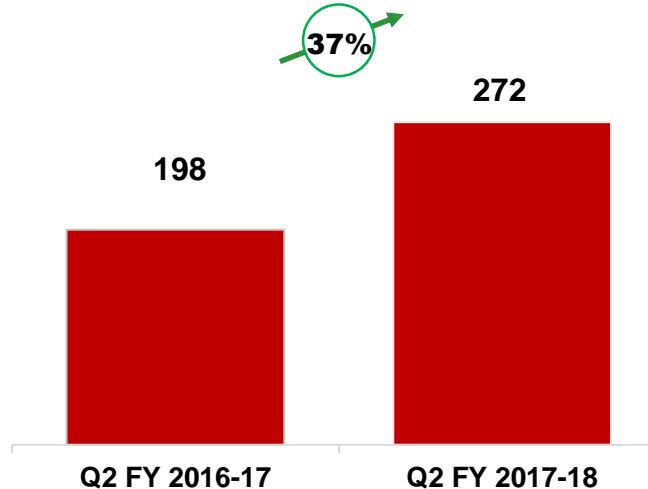
EBITDA



PBT



PAT

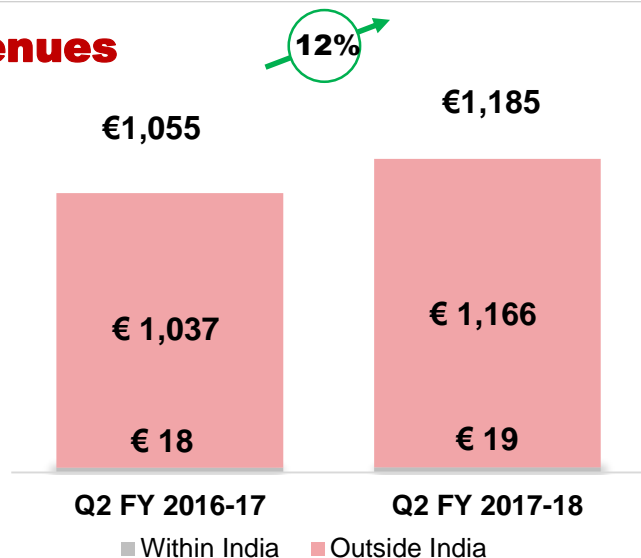


SMRPBV : Q2 FY17 vs Q2 FY18 (In Euro Terms**)

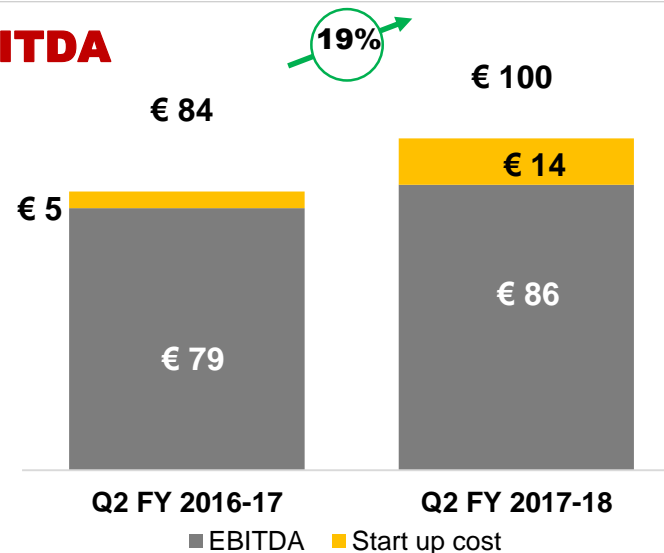


(In Million Euro)

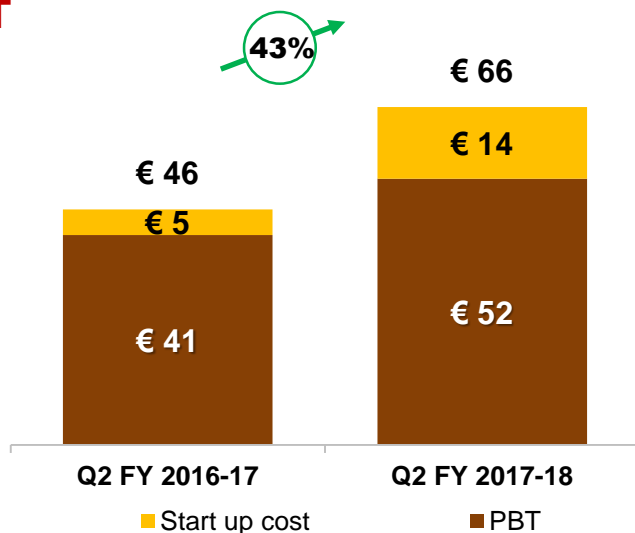
Revenues



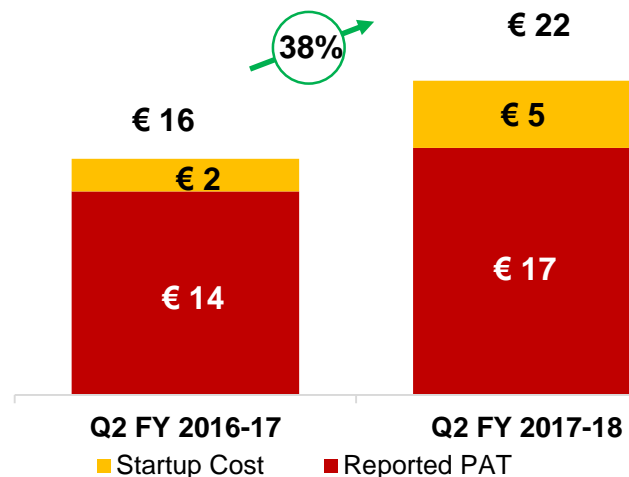
EBITDA



PBT



PAT (Concern Share)

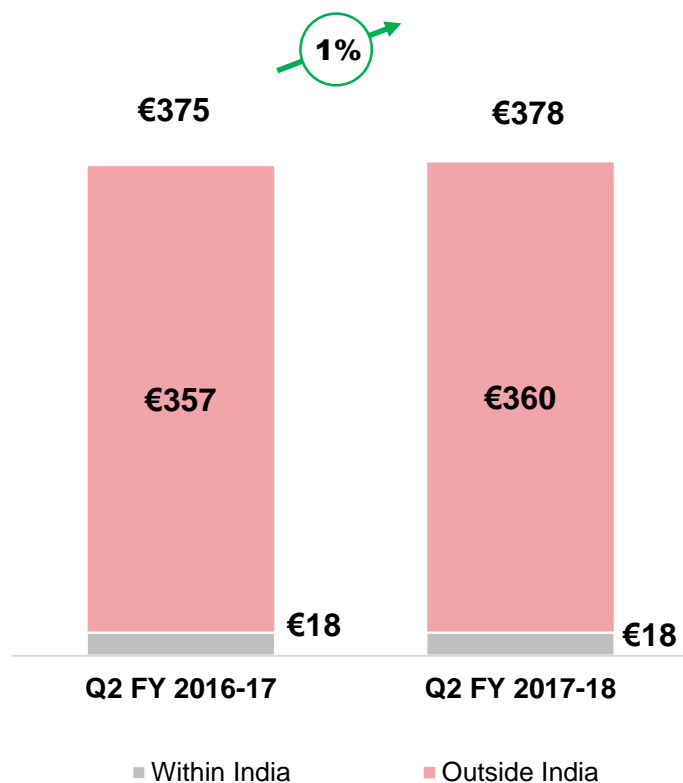


SMR : Q2 FY17 vs Q2 FY18 (In Euro Terms**)

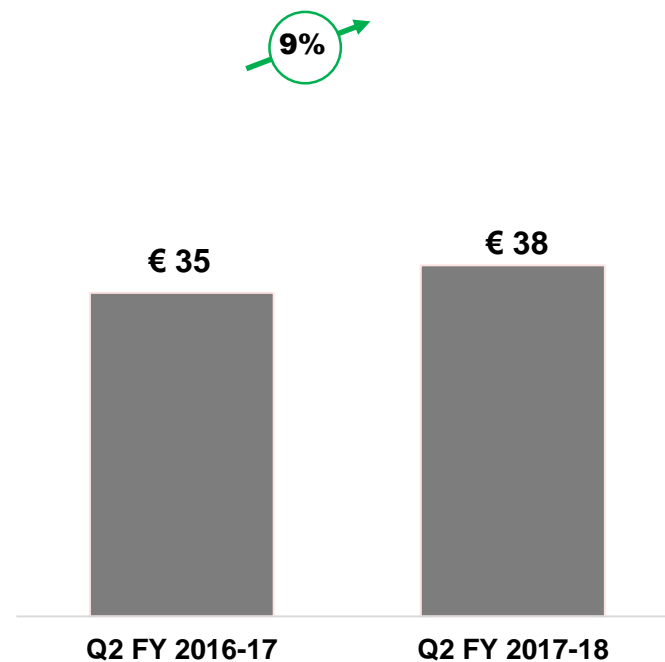


(In Million Euro)

Revenues



EBITDA

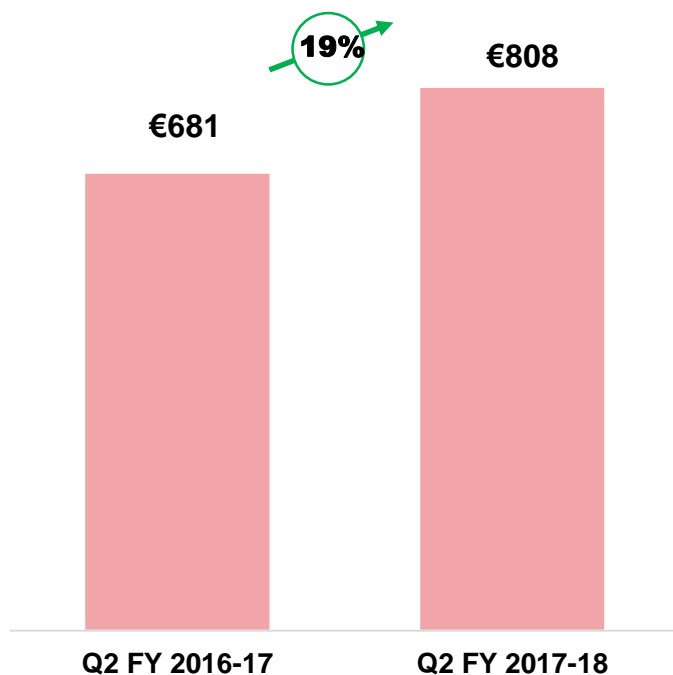


SMP : Q2 FY17 vs Q2 FY18 (In Euro Terms**)

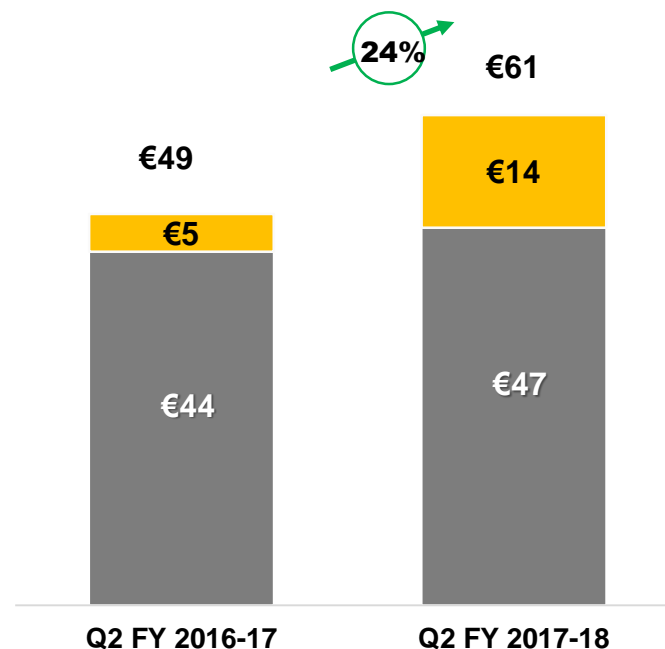


(In Million Euro)

Revenues



EBITDA



■ Reported EBITDA** ■ Startup Cost Adjusted EBITDA

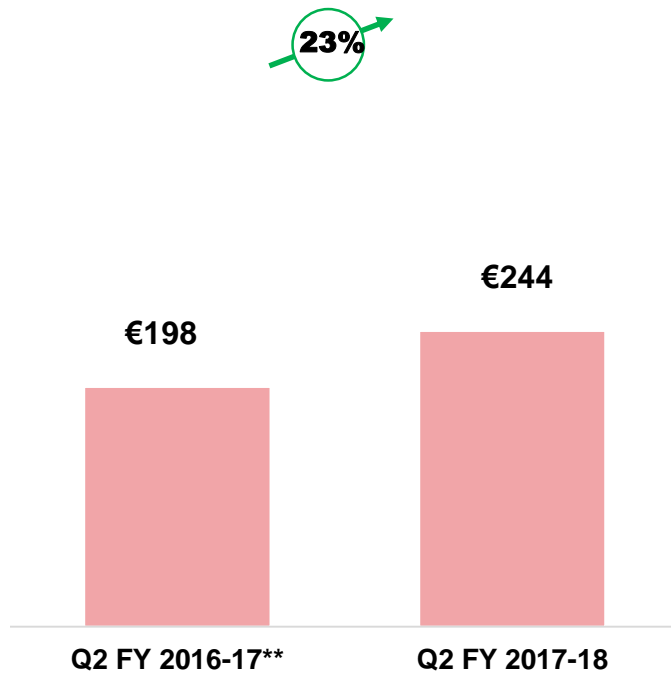
{** After Start up cost for greenfield/ brownfield plants, charged to P&L}

PKC : Q2 FY17 vs Q2 FY18 (In Euro Terms**)

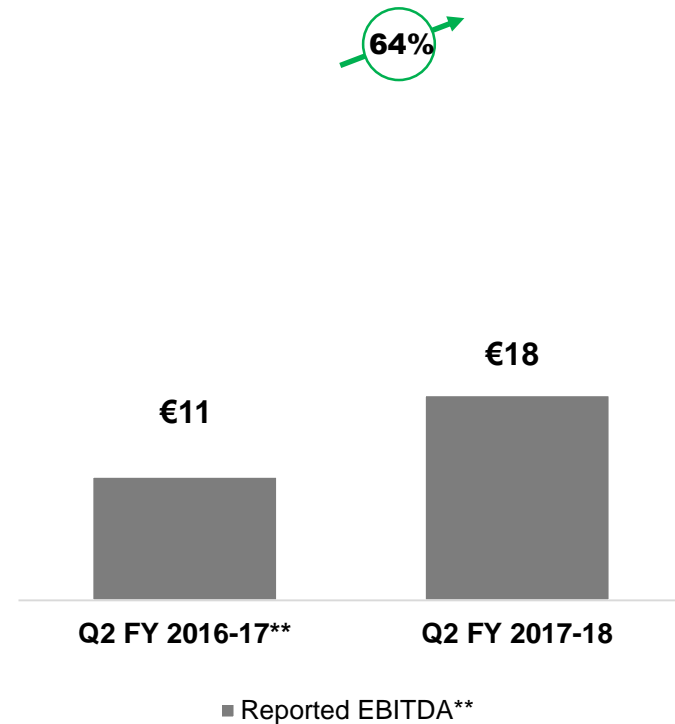


(In Million Euro)

Revenues



EBITDA



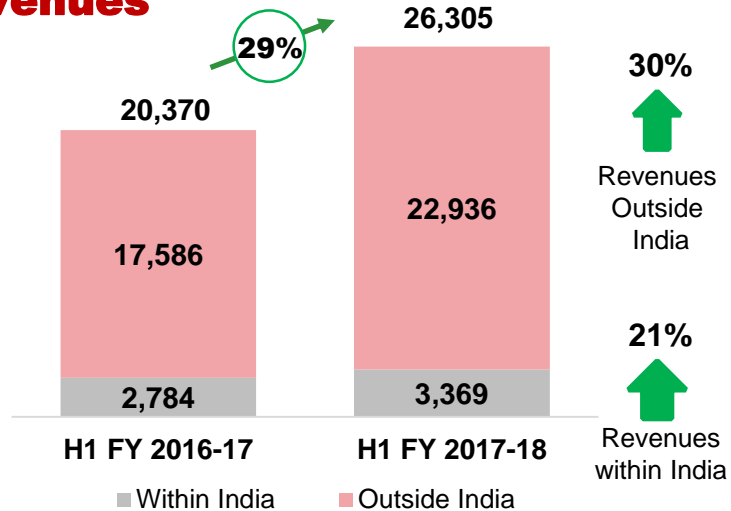
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MSSL Consolidated : H1 FY17 vs H1 FY18

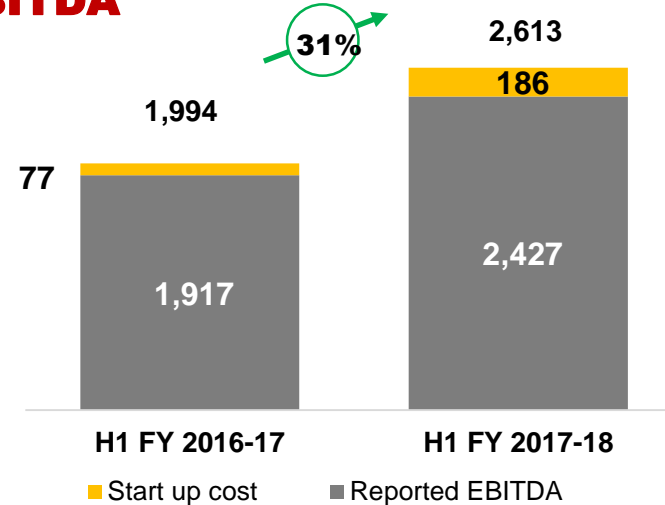


(Rs. in Crores)

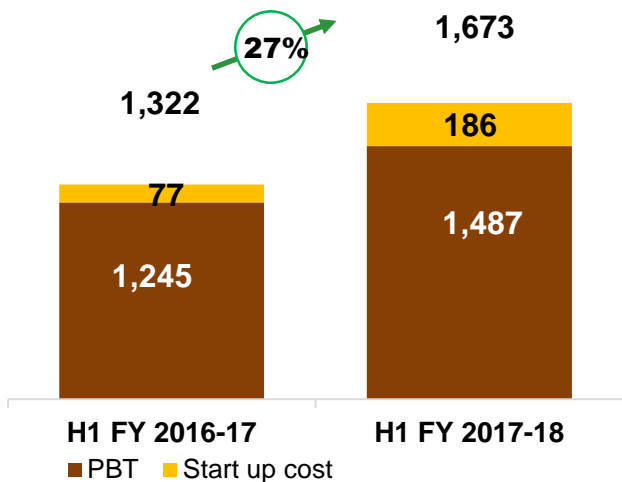
Revenues



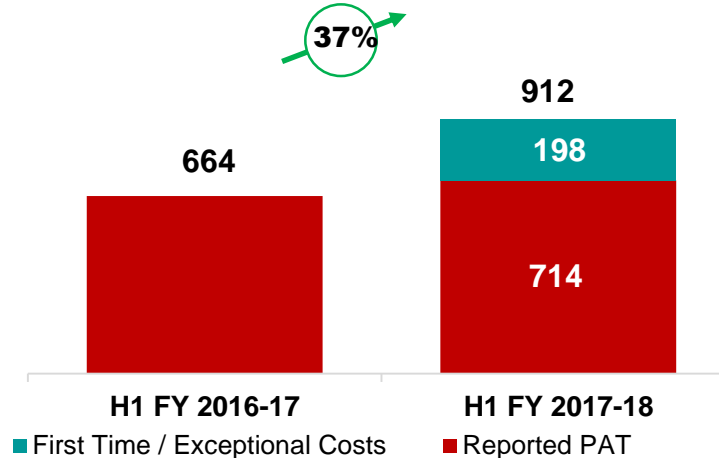
EBITDA



PBT



PAT (Concern Share)

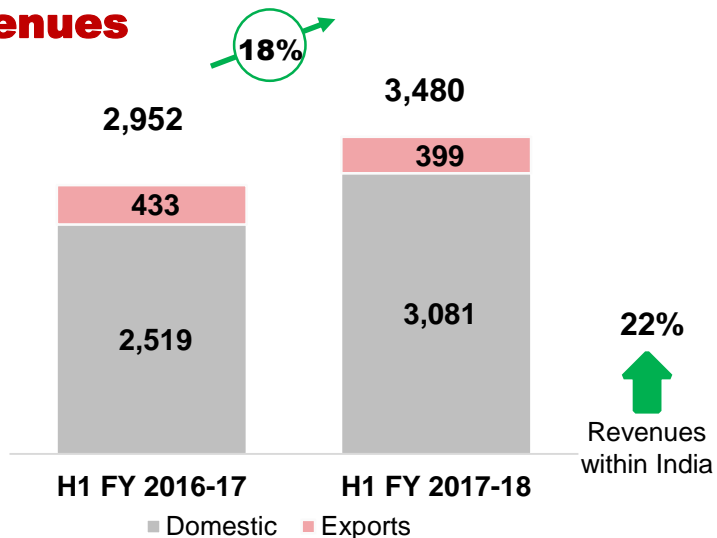


MSSL Standalone : H1 FY17 vs H1 FY18

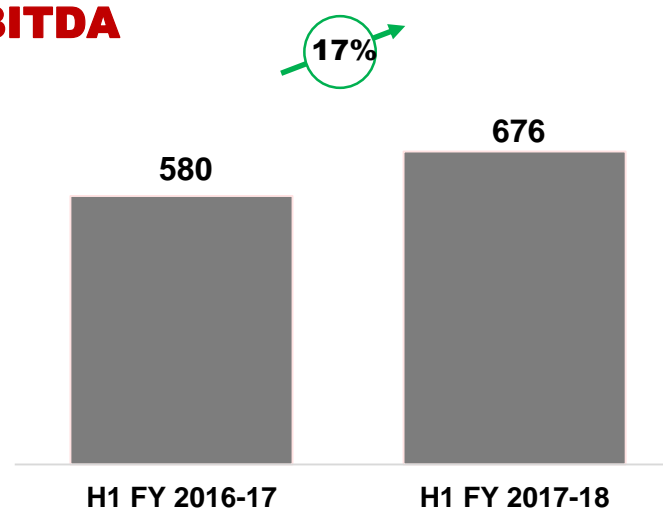


(Rs. in Crores)

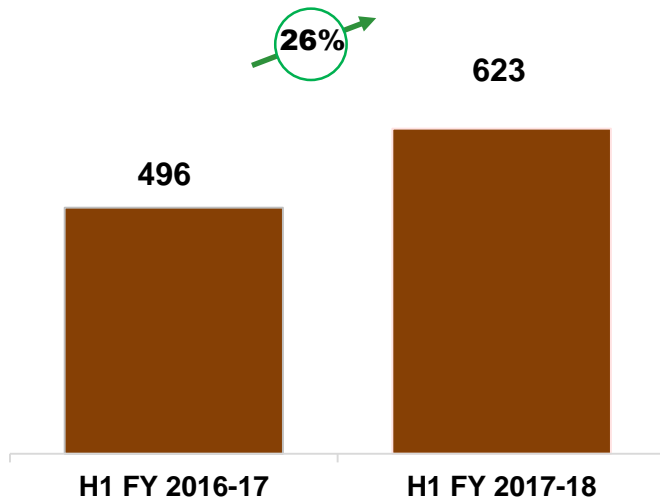
Revenues



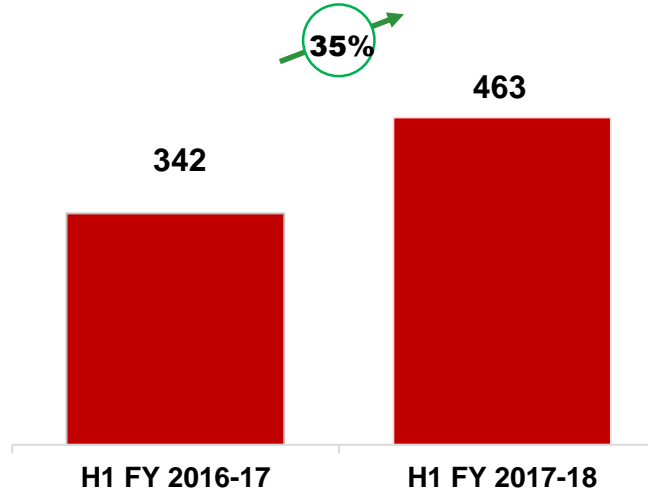
EBITDA



PBT



PAT

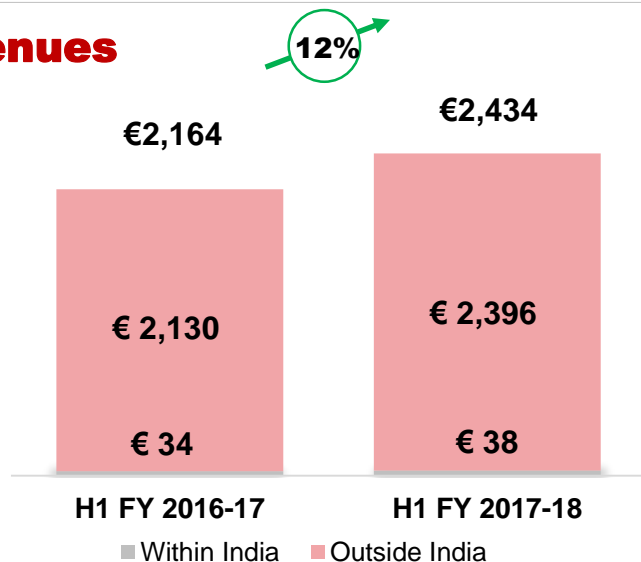


SMRPBV : H1 FY17 vs H1 FY18 (In Euro Terms**)

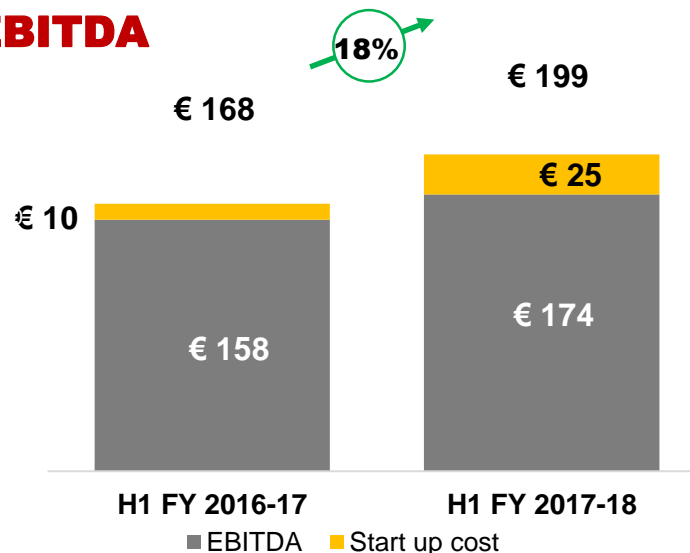


(In Million Euro)

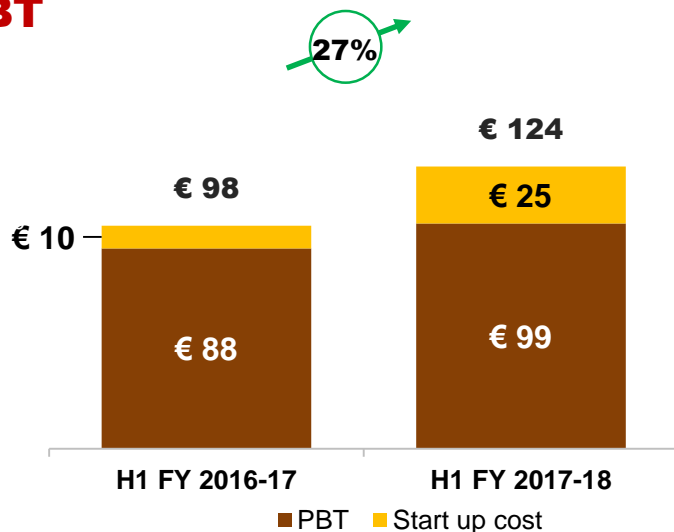
Revenues



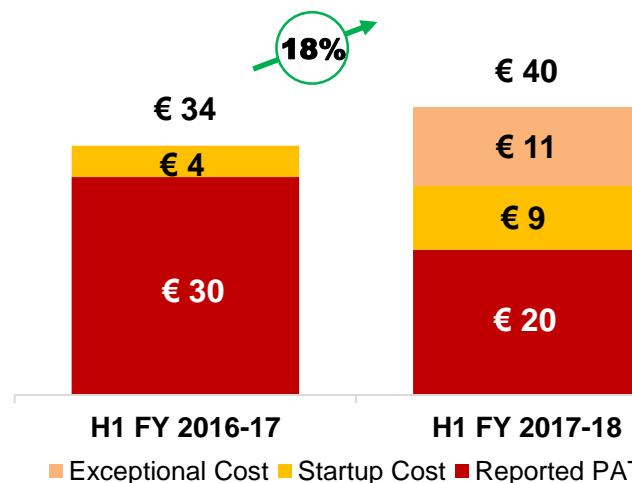
EBITDA



PBT



PAT (Concern Share)

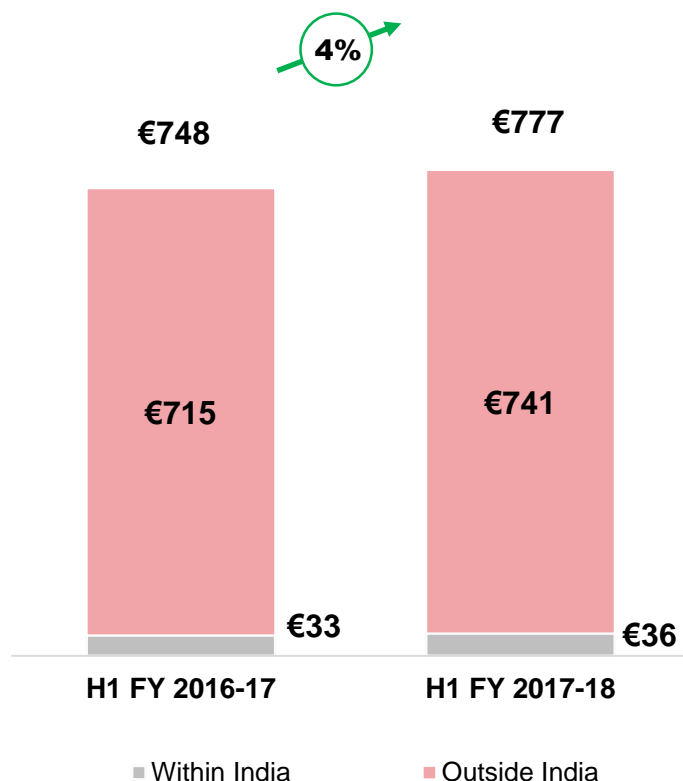


SMR : H1 FY17 vs H1 FY18 (In Euro Terms**)

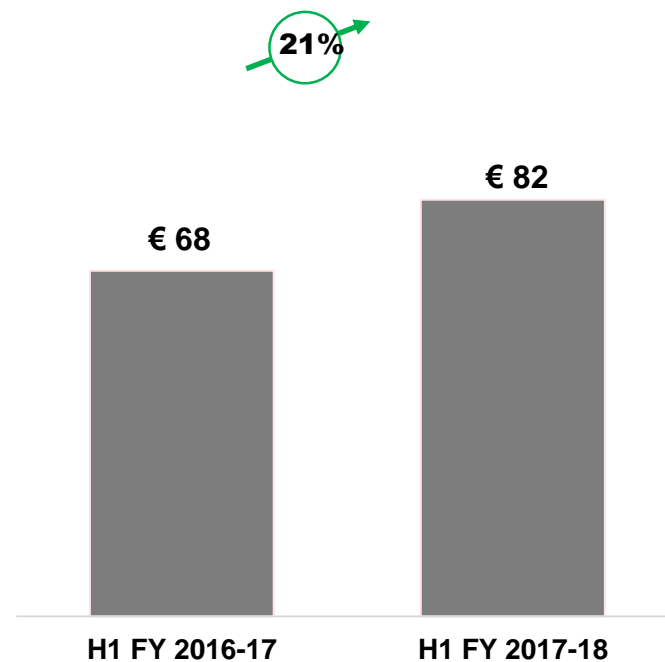


(In Million Euro)

Revenues



EBITDA

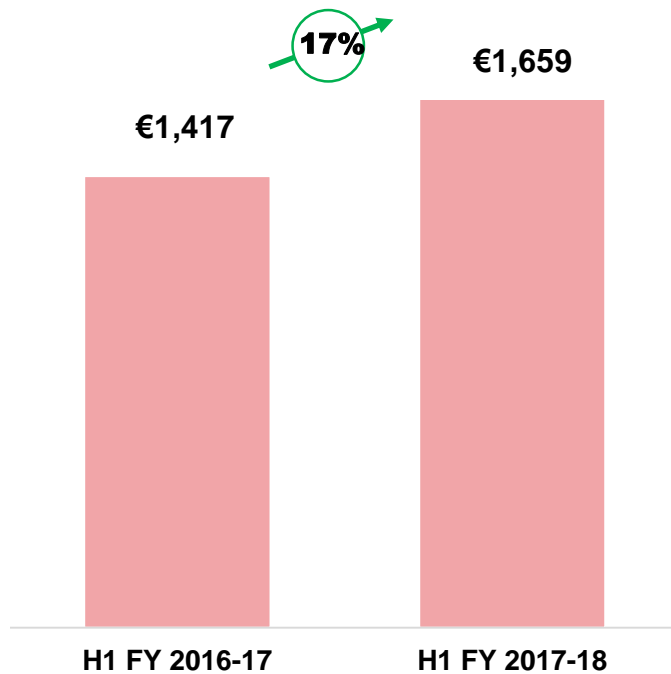


SMP : H1 FY17 vs H1 FY18 (In Euro Terms**)

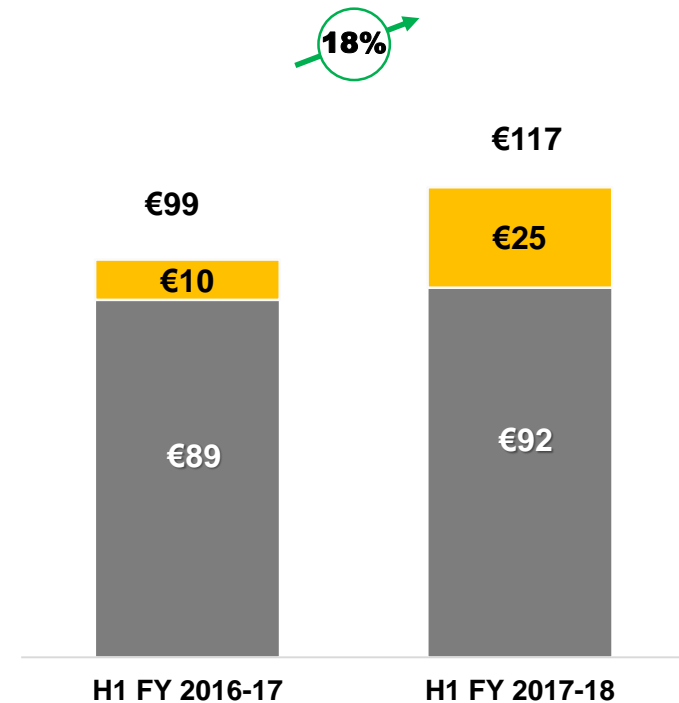


(In Million Euro)

Revenues



EBITDA



■ Reported EBITDA** ■ Startup Cost ■ Adjusted EBITDA

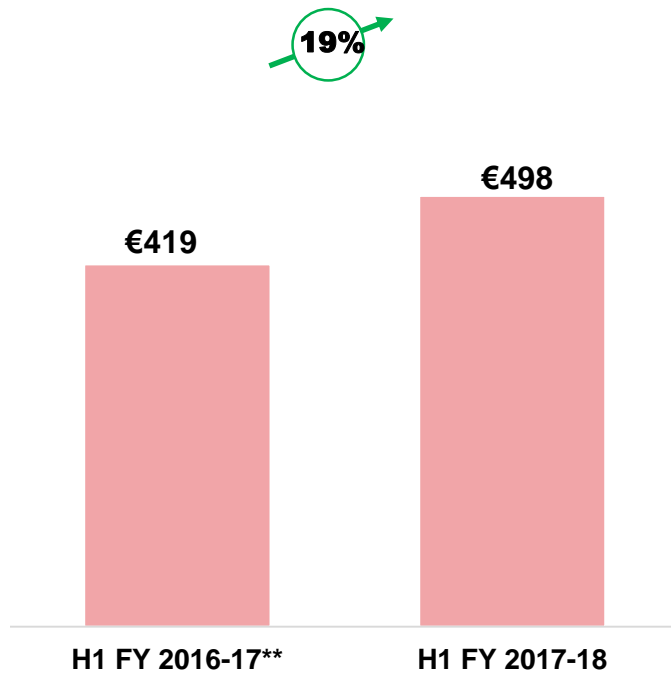
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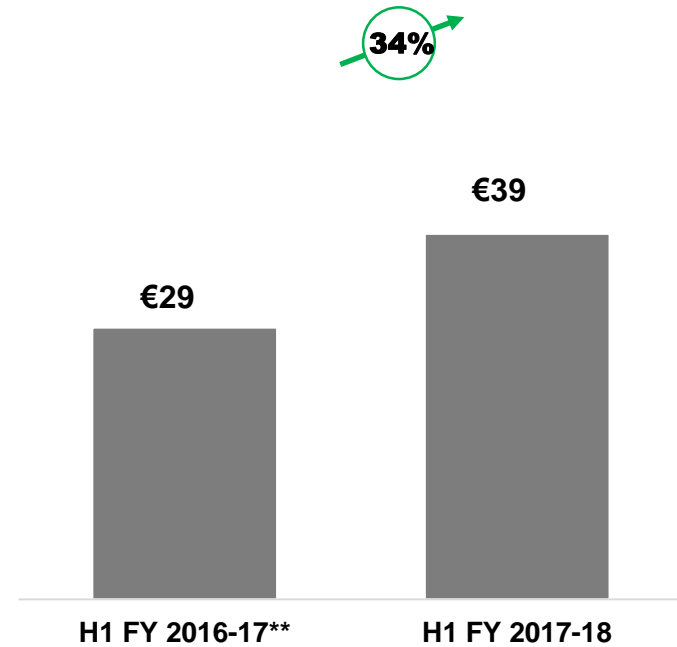


(In Million Euro)

Revenues



EBITDA



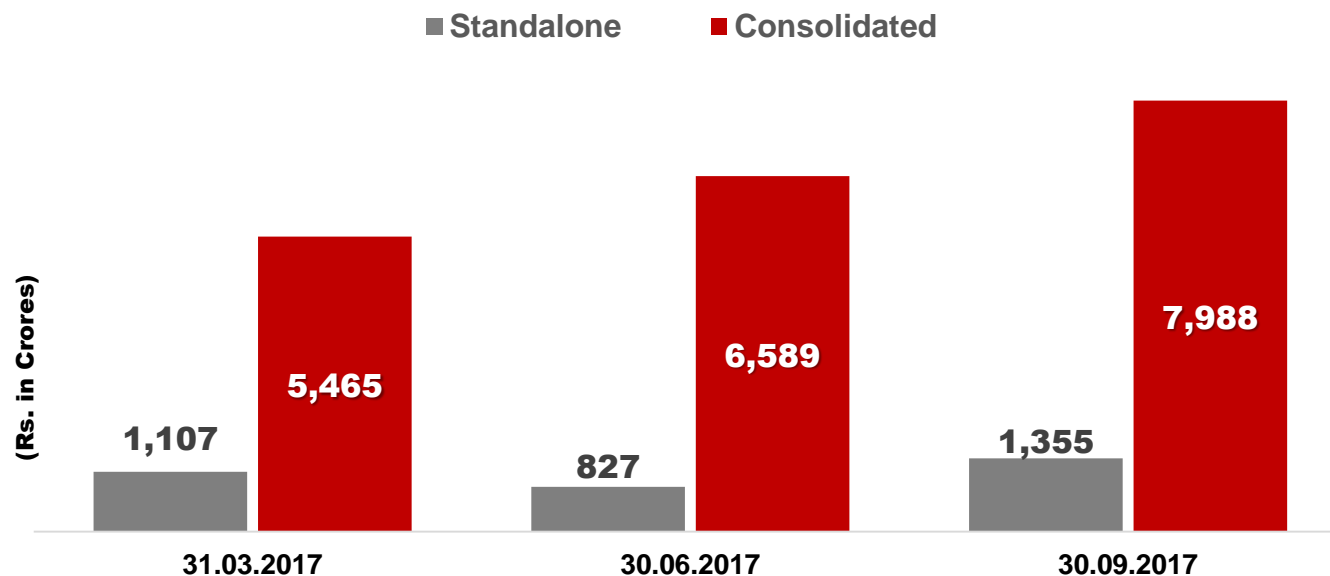
■ Reported EBITDA**

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Net Debt



(Rs. in crores)	31.03.2017		30.06.2017		30.09.2017	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,294	10,349	1,287	11,055	1,392	10,804
Cash & Bank	187	4,884	460	4,466	37	2,816
Net Debt	1,107	5,465	827	6,589	1,355	7,988



Exchange rate used	31.03.2017	30.06.2017	30.09.2017
Rs./Euro	69.05	73.76	77.11
Rs./USD	64.85	64.58	65.28

Reference Rates, Notes & Safe harbor



Copper Rates.

Average	Q2 2016-17	Q2 2017-18	% Change
LME Copper (USD / Ton)	4,774	6,347	32.9%
Average	H1 2016-17	H1 2017-18	% Change
LME Copper (USD / Ton)	4,752	6,005	26.4%

Exchange Rates.

(average)

Currency (equal to Rs.)	Q2 2016-17	Q2 2017-18	% Change
INR to Euro	74.72	75.55	1.5%
INR to YEN	0.65	0.58	(10.8%)
Currency (equal to Rs.)	H1 2016-17	H1 2017-18	% Change
INR to Euro	75.12	73.27	(2.5%)
INR to YEN	0.64	0.58	(9.4%)

Notes :

1. This presentation has been prepared from the unaudited financial results for the quarter ending on 30th Sep 2017. Explanatory notes have been added with additional information
2. Revenues refer to the gross sales less excise duty on sales.
3. PBT is before the exceptional items
4. EBITDA is Profit / Loss before exceptional items + Finance cost + amortization expenses & depreciation expenses
5. 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
6. PKC Group has been consolidated for the first time. The performance results as declared by PKC for the Q3 CY2016 have been compared with current quarter
7. For details, please refer to the results published on the website

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.

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