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# **Presentation on Results**

## **Q4 FY 2017-18**

23<sup>rd</sup> May 2018

***MSE***  
**Motherson Sumi  
Systems Limited**



- **Financial Highlights**
- **Order book status**
- **MSSL Consolidated Q4 & FY18**
- **MSSL Standalone Q4 & FY18**
- **SMRPBV Q4 & FY18**
- **SMR Q4 & FY18**
- **SMP Q4 & FY18**
- **PKC Q4 & FY18**
- **Debt status**

# Highlights



- **Highest Ever Quarterly Revenues of INR 15,282 crores, up by 38%**
- **Q4 net profit\* of INR 590 crores, up by 24%,**
- **Highest Ever Order book of INR 1.30 lac crores approx.**

## Financial Highlights Q4 FY17-18

Consolidated	Amount (INR Crores)	Growth# (%)
Sales	15,282	38%
EBITDA	1,667	29%
PBT	1,199	13%
PAT *	590	24%

## Financial Highlights FY17-18

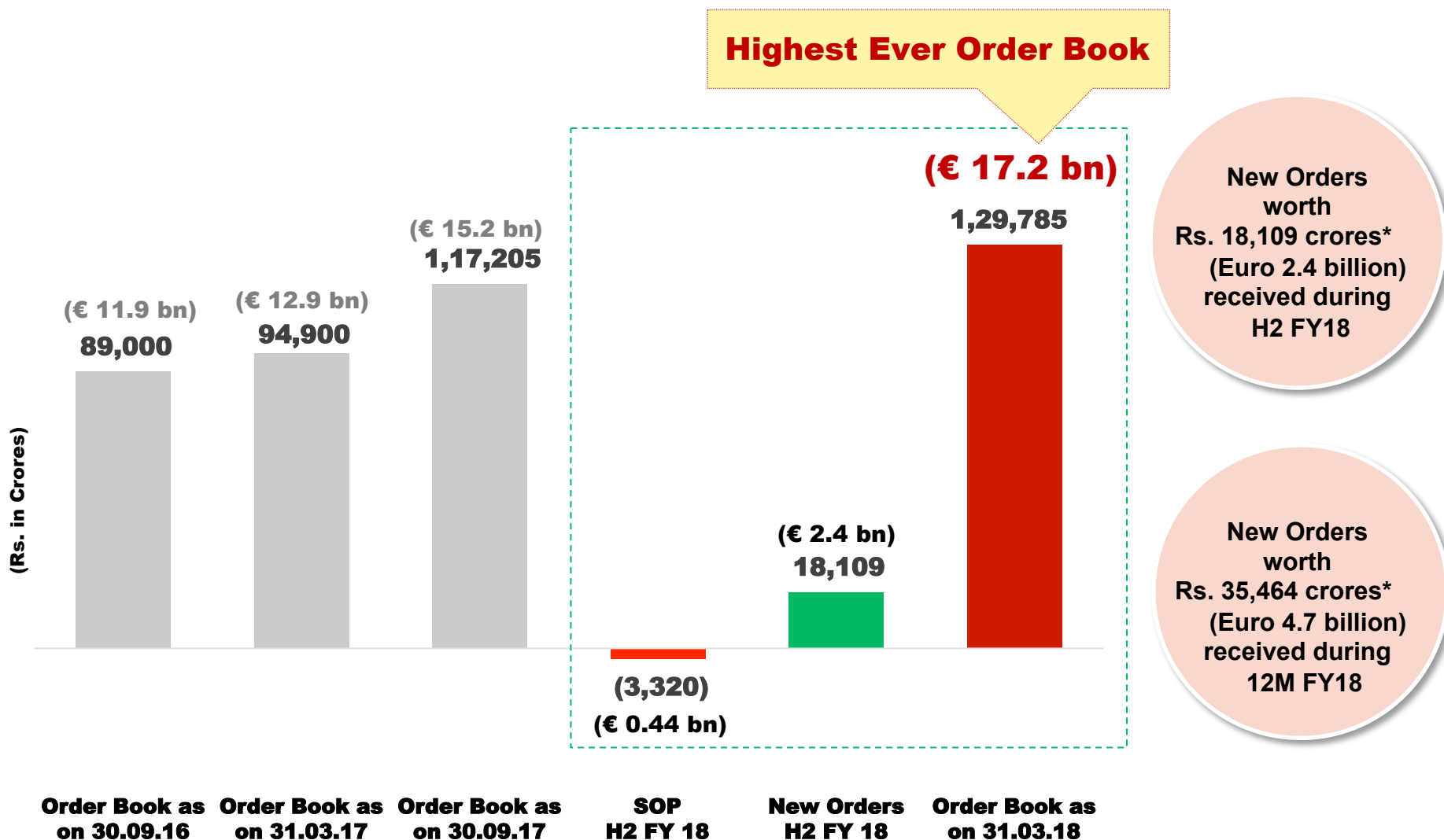
Consolidated	Amount (INR Crores)	Growth# (%)
Sales	55,857	33%
EBITDA	5,626	28%
PBT	3,776	18%
PAT *	1,939	25%

Commenting on the results, Mr. Vivek Chaand Sehgal, Chairman, MSSL said “We are very grateful for the continued trust of our customers, which reflects in our order book being the highest ever at 1.3 lac crores (17.2 billion Euro) at SMRP BV. It has been an eventful year which has seen huge greenfield expansion to enable execution of the orders in the coming years and on the inorganic side the proposed acquisition of Reydel Automotive is on schedule. We are also very happy with the members from PKC group, who have whole heartedly embraced the Motherson family. There is a lot to be excited about and as always, together, we look forward to greater challenges and even greater rewards.”



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# Order book status



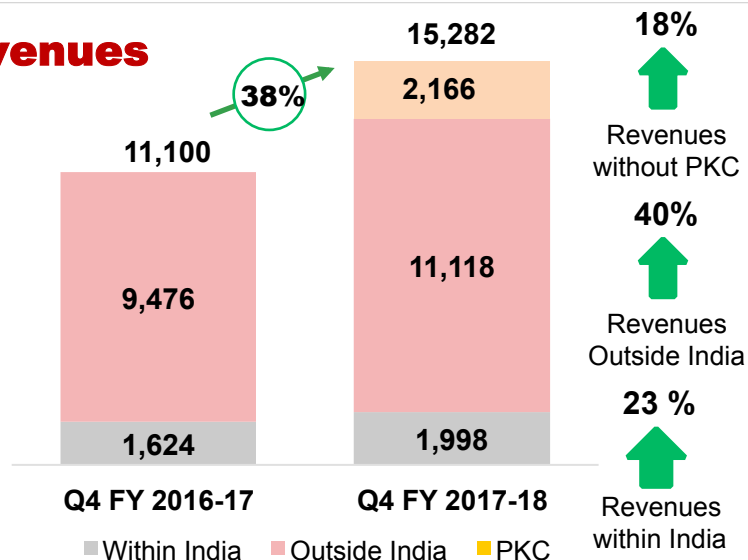
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# MSSL Consolidated : Q4 FY17 vs Q4 FY18

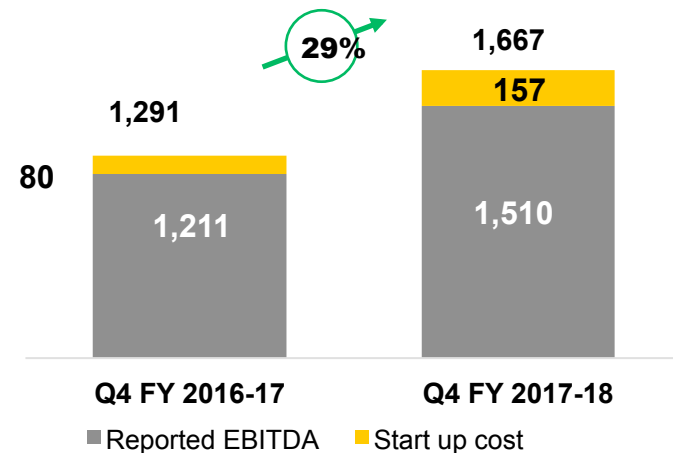


(Rs. in Crores)

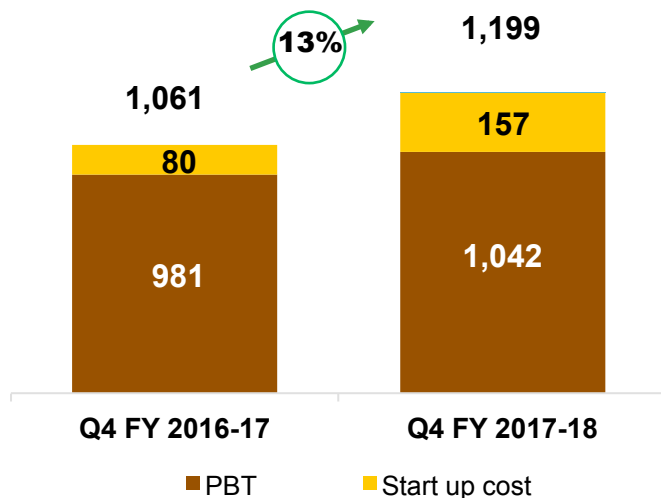
## Revenues



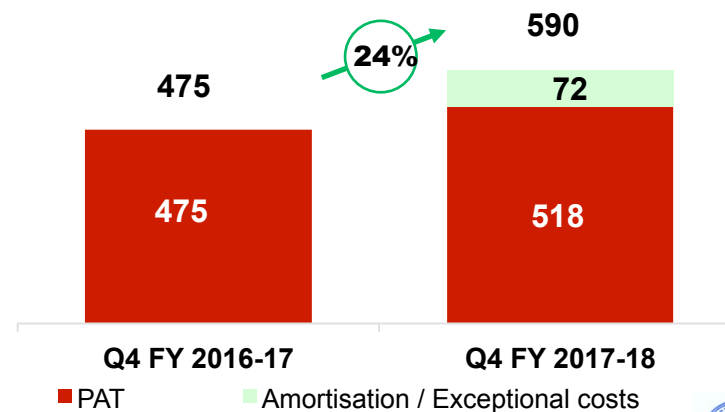
## EBITDA



## PBT



## PAT (Concern Share)

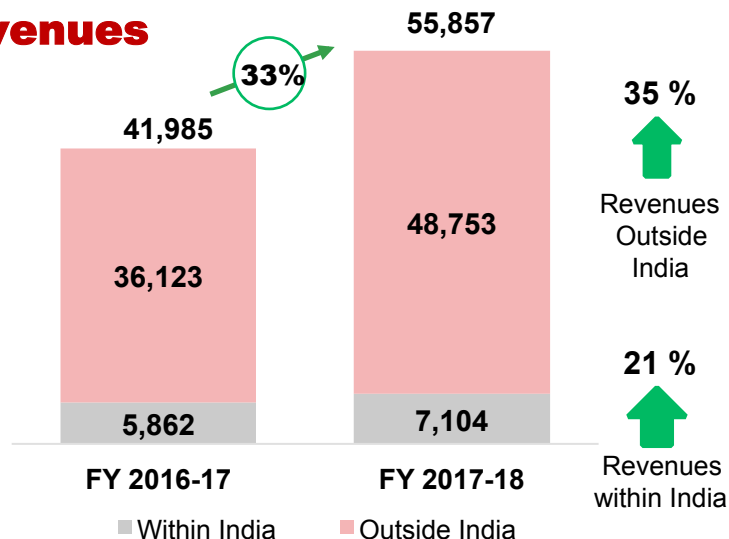


# MSSL Consolidated : 12M FY17 vs 12M FY18

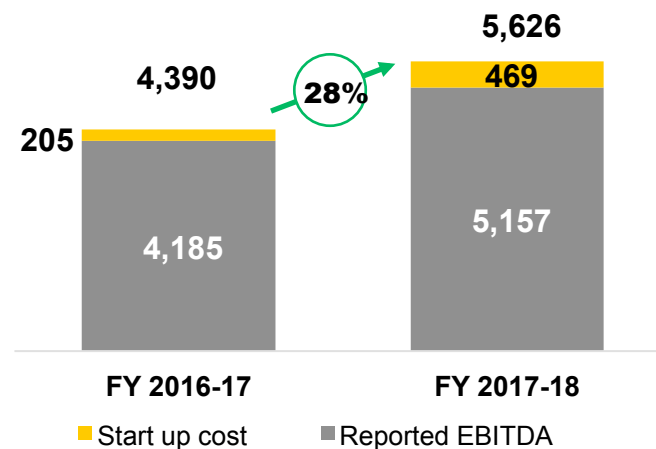


(Rs. in Crores)

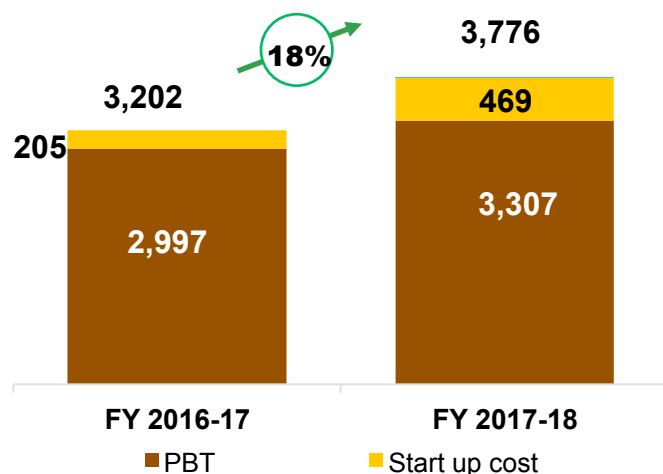
## Revenues



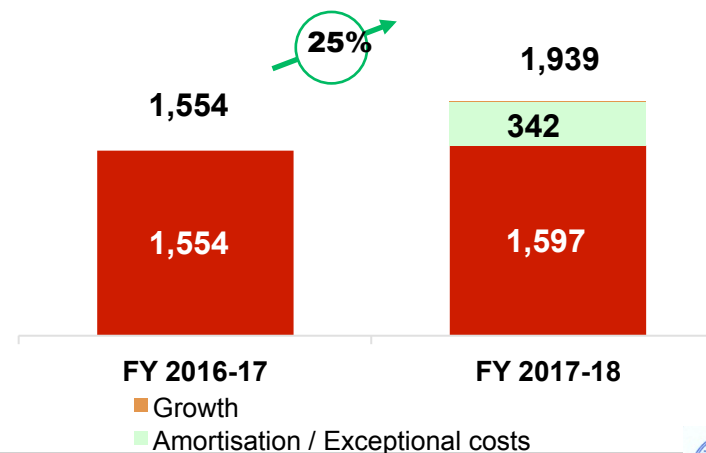
## EBITDA



## PBT



## PAT (Concern Share)





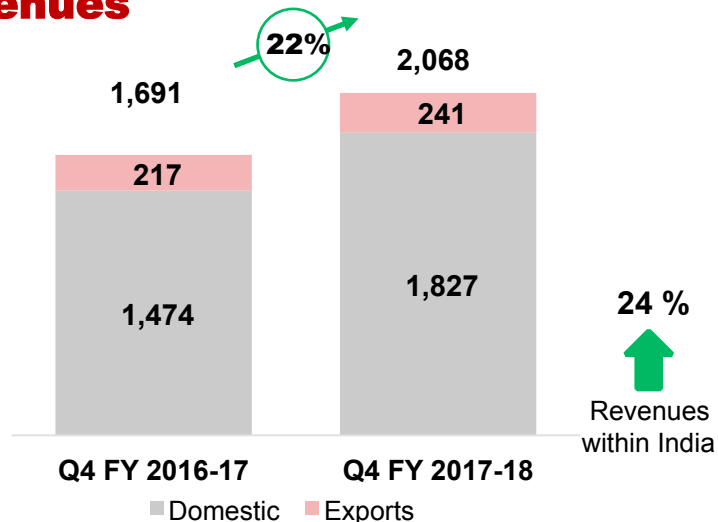
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# MSSL Standalone : Q4 FY17 vs Q4 FY18

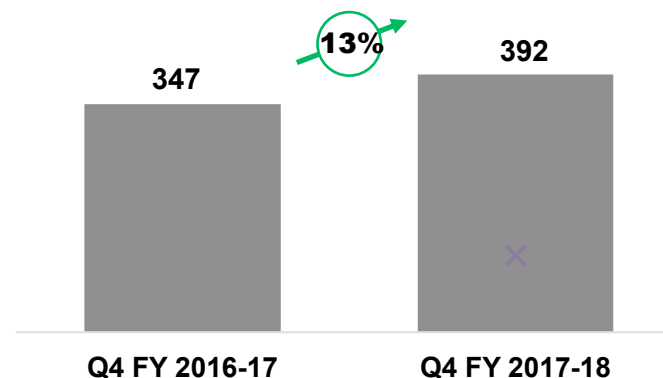


(Rs. in Crores)

## Revenues

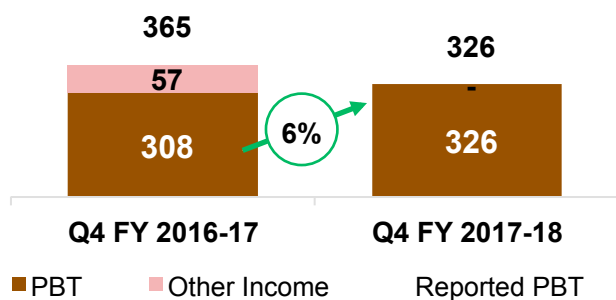


## EBITDA

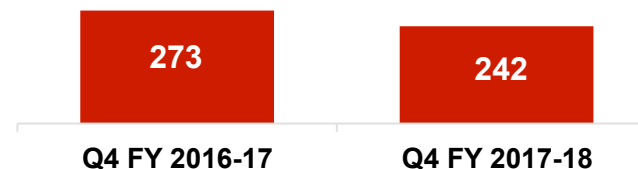


## PBT

Other income	Q4 16-17	Q4 17-18
Gain on sale of investment	40	-
loan & investment provision w/b	9	-
Recovery from customer	8	-



## PAT

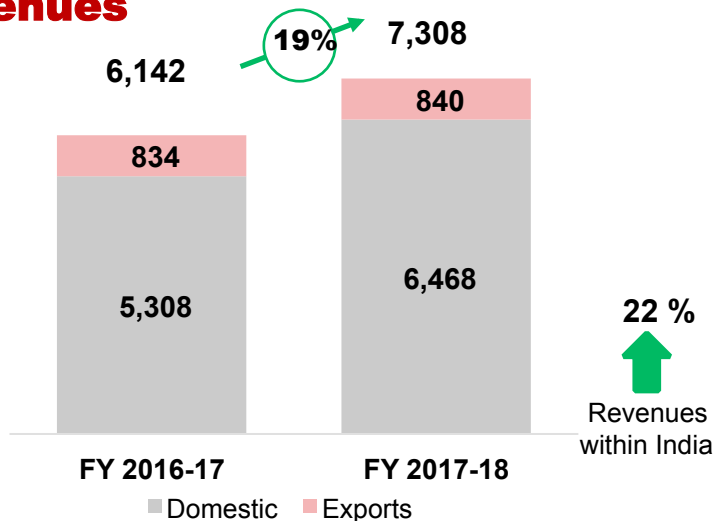


# MSSL Standalone : 12M FY17 vs 12M FY18

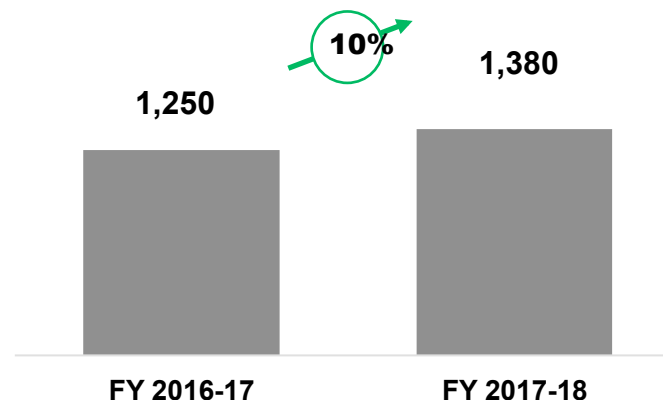


(Rs. in Crores)

## Revenues

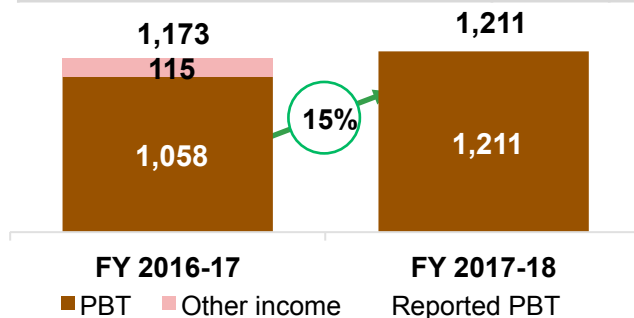


## EBITDA

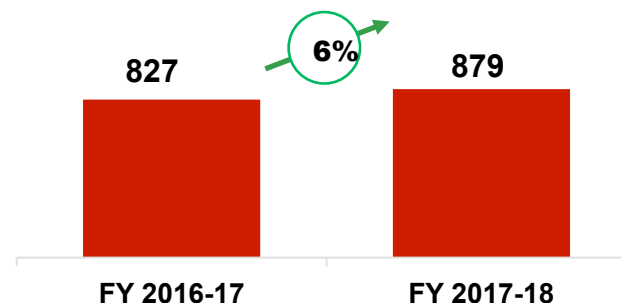


## PBT

Other income	12M 16-17	12M 17-18
Gain on sale of investment	78	-
loan & investment provision w/b	9	-
Recovery from customer	28	-



## PAT



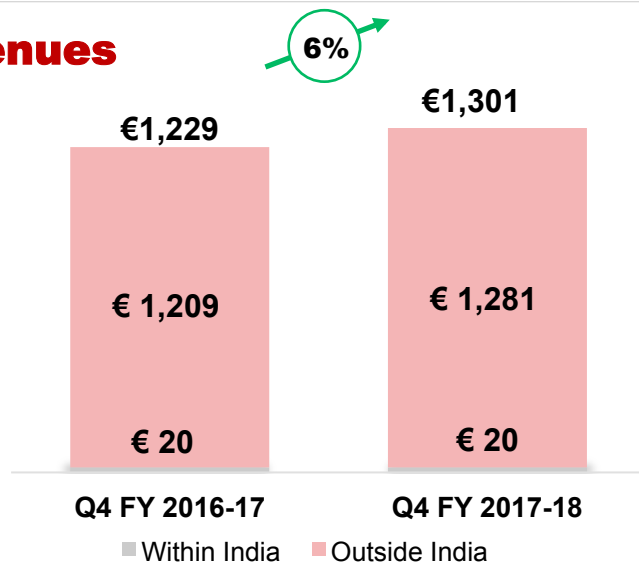
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# SMRPBV : Q4 FY17 vs Q4 FY18 (In Euro Terms\*\*)

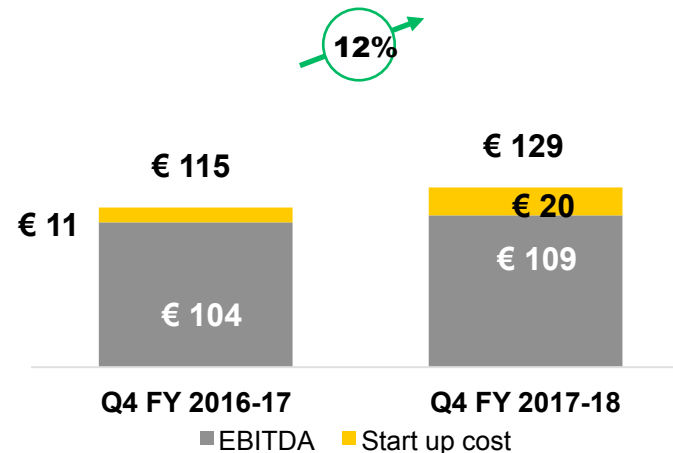


(In Million Euro)

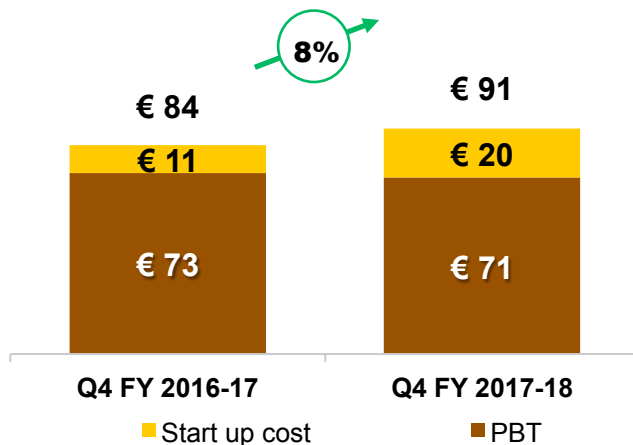
## Revenues



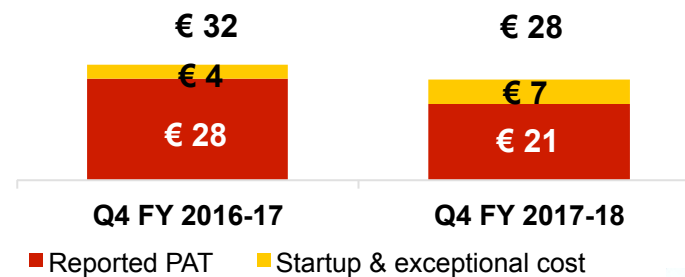
## EBITDA



## PBT



## PAT (Concern Share)

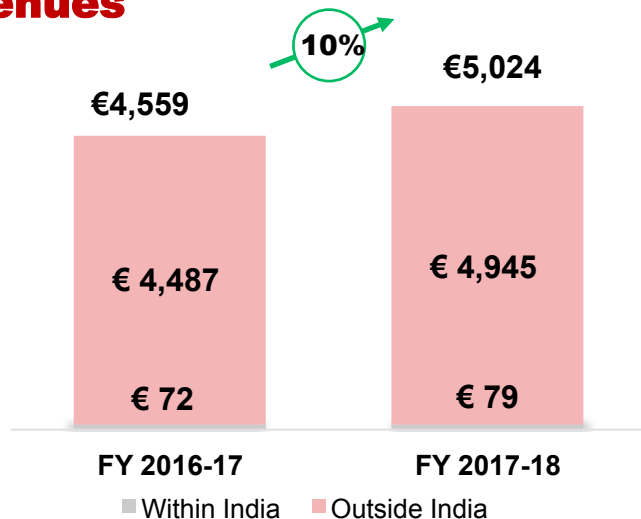


# SMRPBV : 12M FY17 vs 12M FY18 (In Euro Terms\*\*)

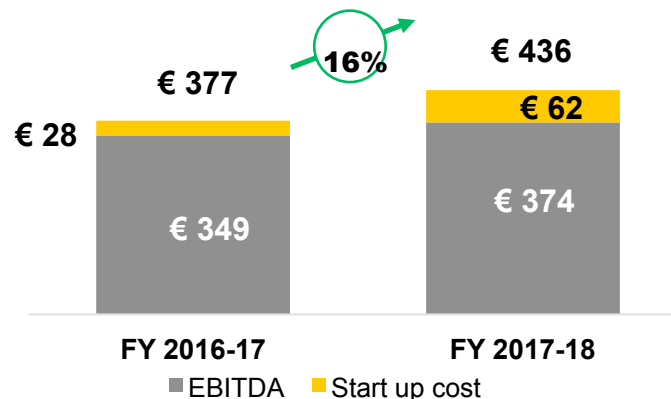


(In Million Euro)

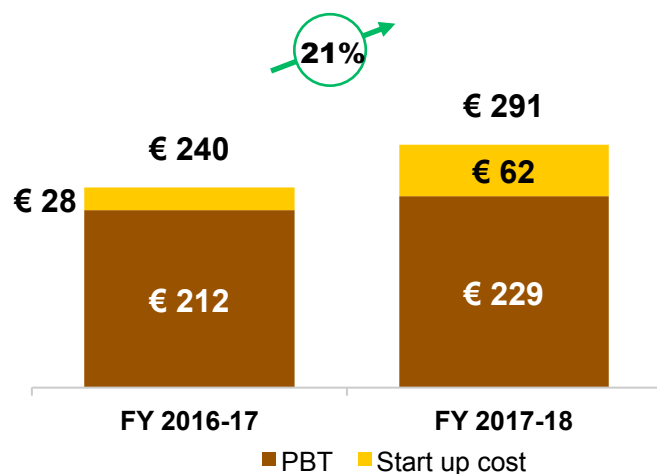
## Revenues



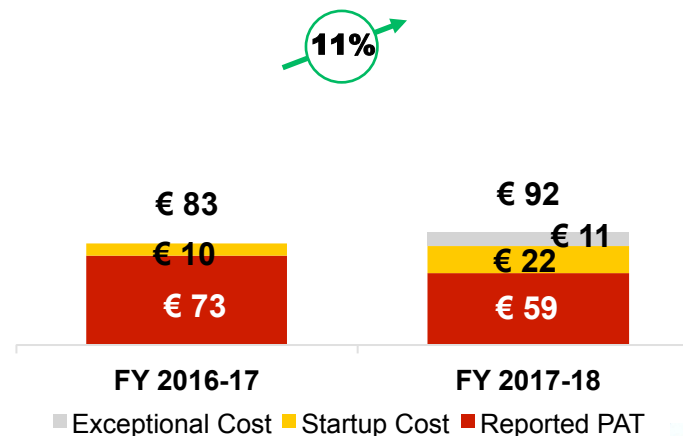
## EBITDA



## PBT



## PAT (Concern Share)



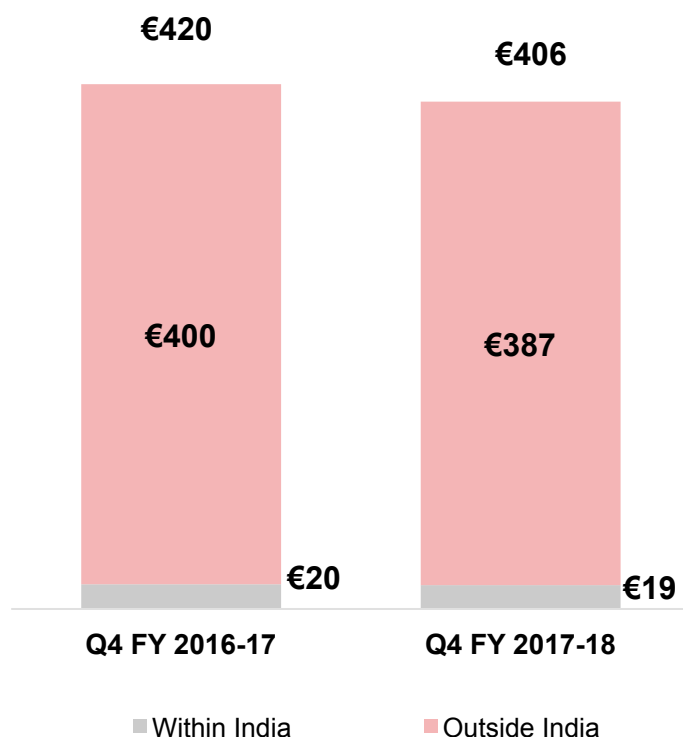
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# SMR : Q4 FY17 vs Q4 FY18 (In Euro Terms\*\*)



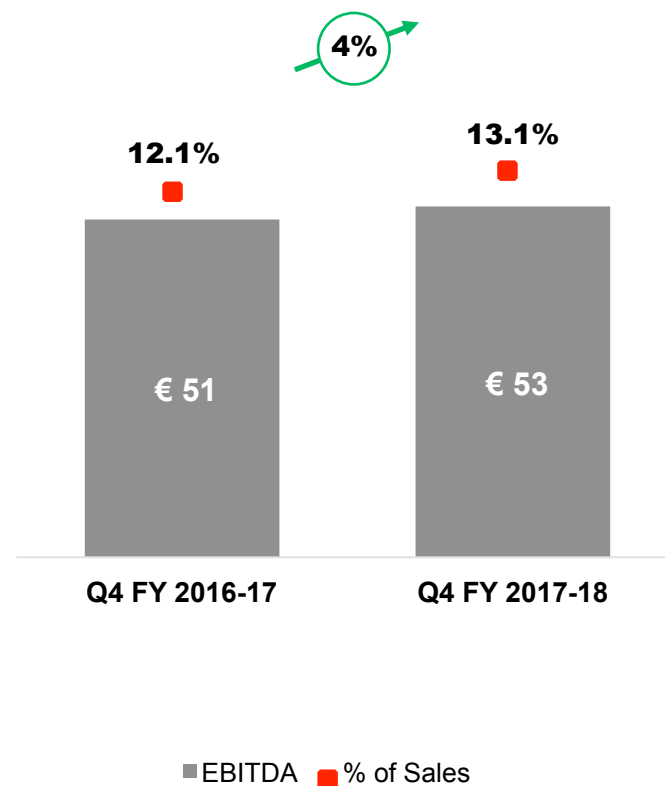
(In Million Euro)

## Revenues



**Revenue growth muted due to forex impact of Euro 26.1 million.**

## EBITDA



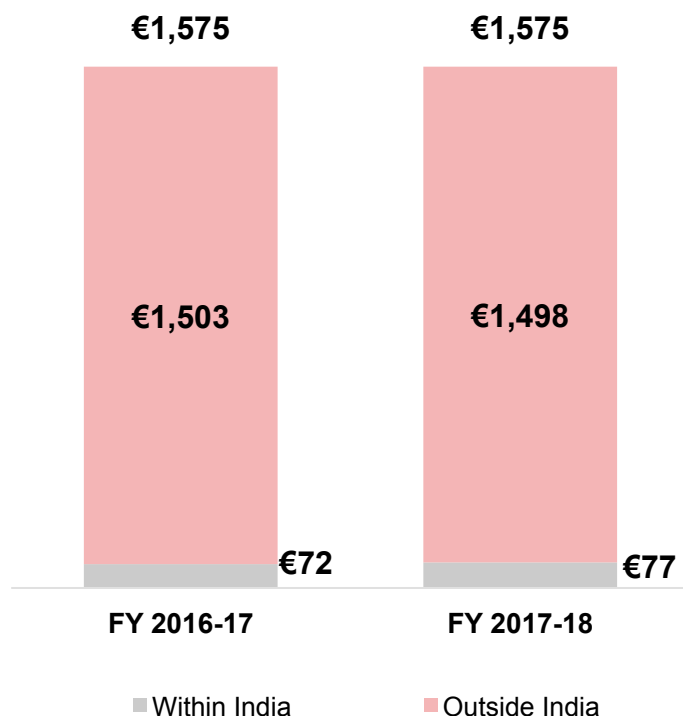


# SMR : 12M FY17 vs 12M FY18 (In Euro Terms\*\*)



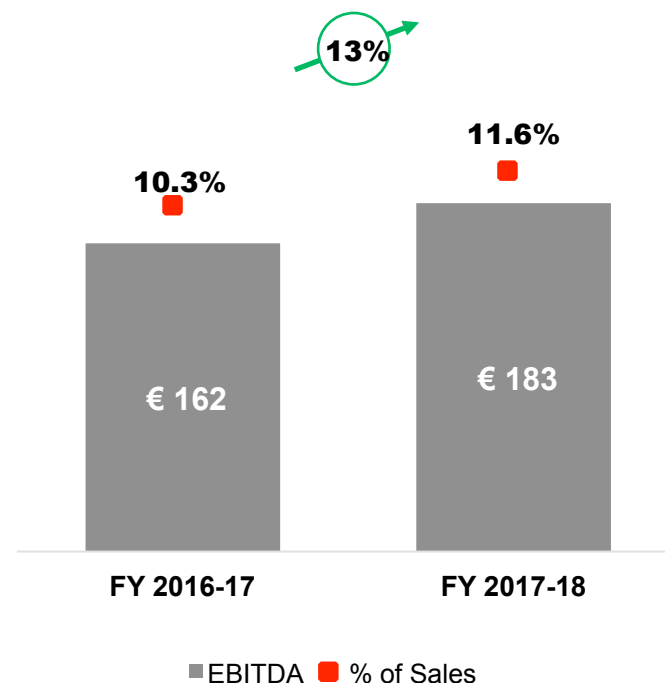
(In Million Euro)

## Revenues



**Revenue growth muted due to forex impact of Euro 44.7 million.**

## EBITDA



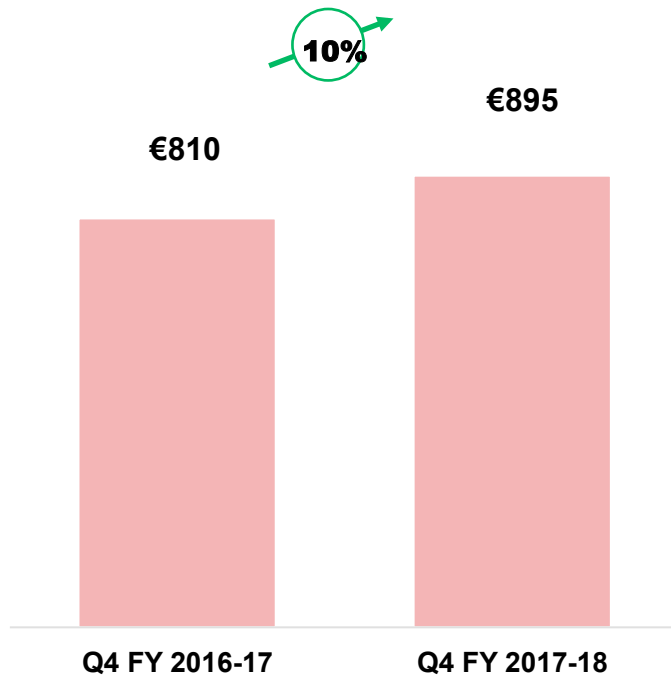
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# SMP : Q4 FY17 vs Q4 FY18 (In Euro Terms\*\*)

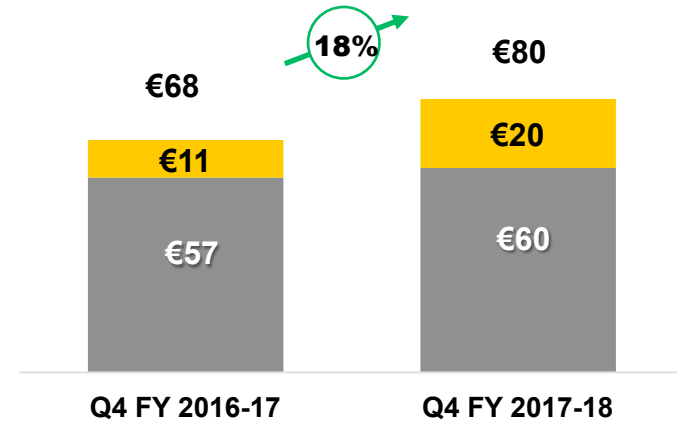


(In Million Euro)

## Revenues



## EBITDA



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

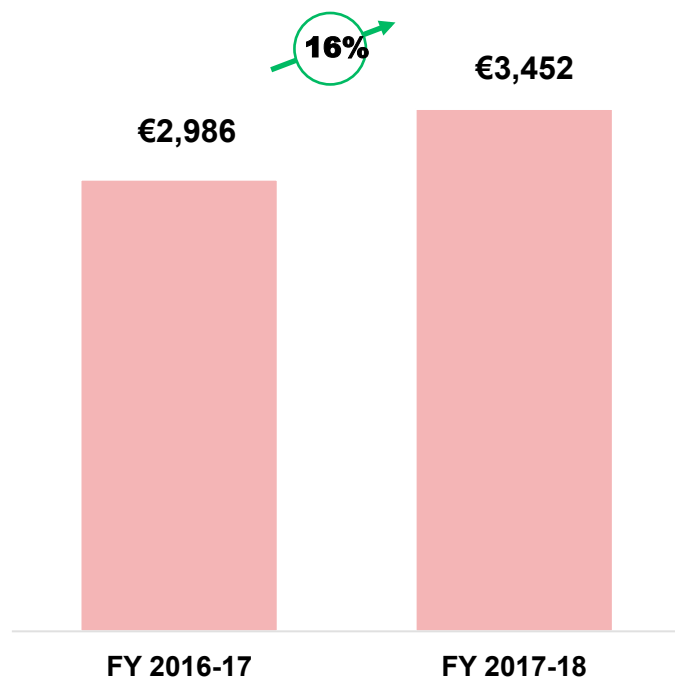
{\*\* After Start up cost for greenfield/ brownfield plants, charged to P&L}

# SMP : 12M FY17 vs 12M FY18 (In Euro Terms\*\*)

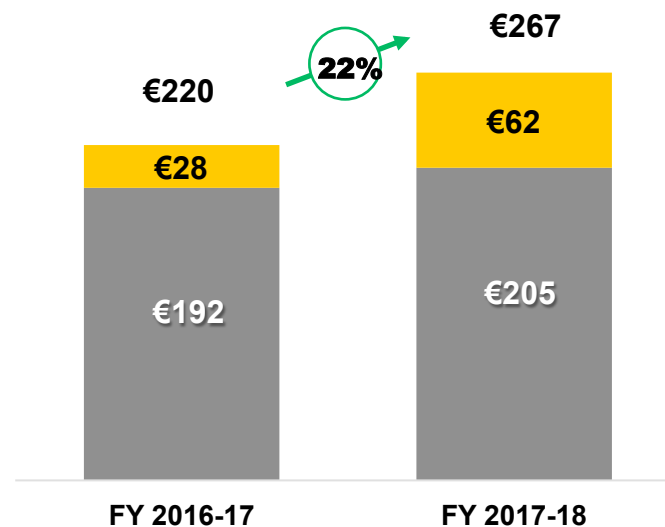


(In Million Euro)

## Revenues



## EBITDA



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

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

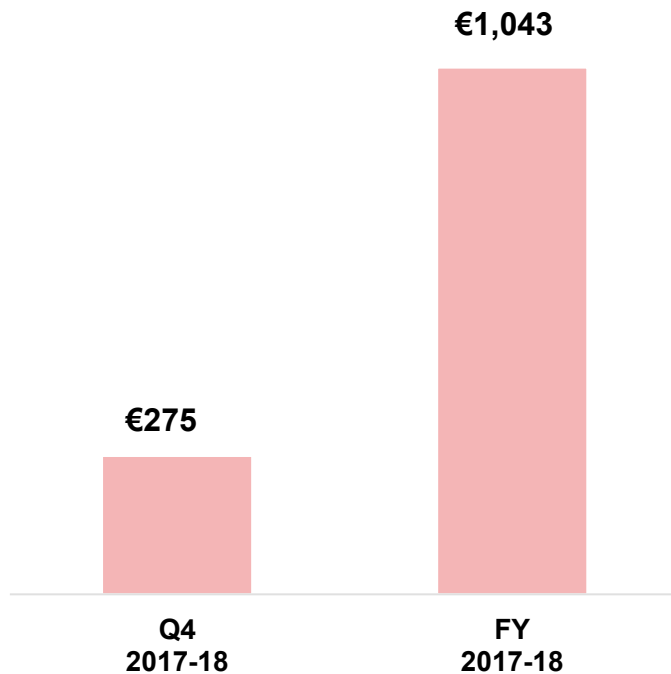
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- **PKC Q4 & FY18**
- **Debt status**

# PKC : Q4 FY18 & 12M FY18 (In Euro Terms\*\*)

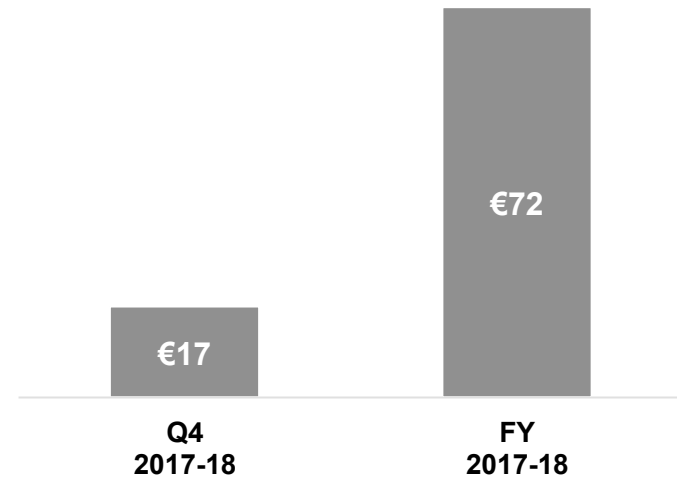


(In Million Euro)

## Revenues



## EBITDA



■ Reported EBITDA\*\*

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- **Debt status**

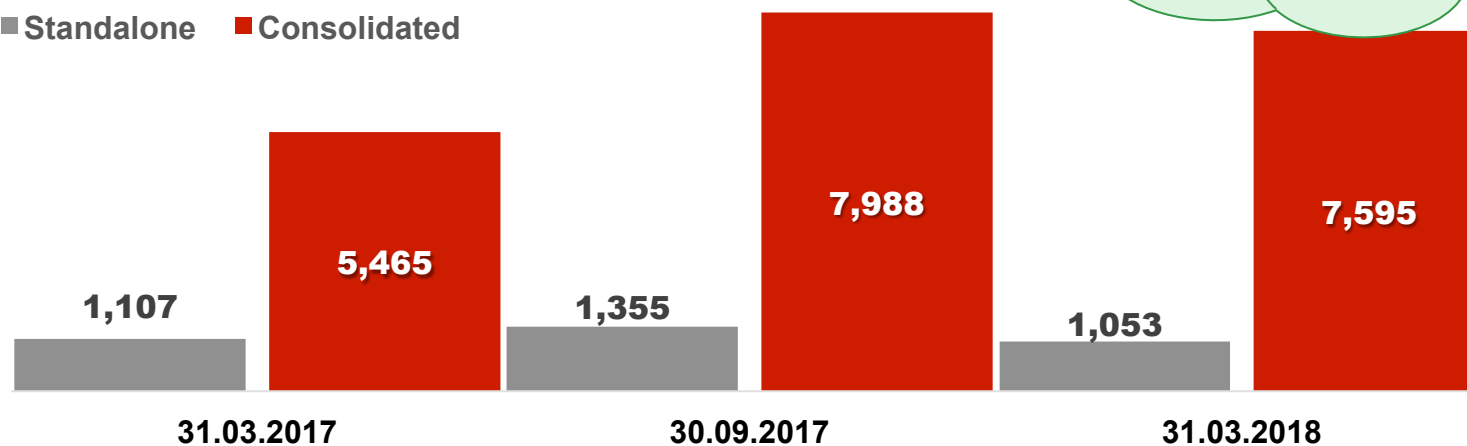
# Net Debt



(Rs. in Crores)

(Rs. in crores)	31.03.2017		30.09.2017		31.03.2018	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,294	10,349	1,392	10,804	1,155	10,373
Cash & Bank	187	4,884	37	2,816	102	2,778
Net Debt	1,107	5,465	1,355	7,988	1,053	7,595

■ Standalone ■ Consolidated



There is negative exchange impact of INR 1,258 Crore on Gross Debt and INR 932 Crore on Net Debt as comparable to 31<sup>st</sup> March 2017

Exchange rate used	31.03.2017	30.09.2017	31.03.2018
Rs./Euro	69.05	77.11	80.29
Rs./USD	64.85	65.28	65.17



# Reference Rates, Notes & Safe harbor



## Copper Rates.

Average	Q4 2016-17	Q4 2017-18	% Change
LME Copper (USD / Ton )	5,834	6,959	19.3%
Average	FY 2016-17	FY 2017-18	% Change
LME Copper (USD / Ton )	5,154	6,444	25.0%

## Exchange Rates.

(average)

Currency (equal to Rs.)	Q4 2016-17	Q4 2017-18	% Change
INR to Euro	71.33	79.07	10.9%
INR to YEN	0.59	0.59	0%
Currency (equal to Rs.)	FY 2016-17	FY 2017-18	% Change
INR to Euro	73.56	75.46	2.6%
INR to YEN	0.62	0.58	(6.5%)

## Notes :

1. This presentation has been prepared from the audited financial results for the year ended on 31<sup>st</sup> March 2018. 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 and amortisation of intangibles has been done for the first time in the financial year
7. For details, please refer to the results published on the website

**Safe harbor** "The contents of this presentation are for informational purposes only and for the reader's personal non-commercial use. The contents are intended, but not guaranteed, to be correct, complete, or absolutely accurate. This presentation also 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, are reasonable. Forward-looking statements involve known and unknown risks, contingencies, uncertainties, market conditions 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. The Company disclaims any obligation or liability to any person for any loss or damage caused by errors or omissions, whether arising from negligence, accident or any other cause. Recipients of this presentation are not to construe its contents, or any prior or subsequent communications from or with the Company or its representatives as investment, legal or tax advice. In addition, this presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company, target entities or the proposed transaction. Recipients of this presentation should each make their own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary."

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