



**Proud to be
part of.**

**Motherson Sumi Systems Ltd. (MSSL)
Financial Performance
Q2 FY 2019-20**

motherson 



- **Key Highlights**

- Order book status
- Results Q2 FY19 vs Q2 FY20
- Results H1 FY19 vs H1 FY20
- Debt status

Key Highlights.

- Overall revenue grew by 6 % and PAT grew by 4% compared with same period last year
- PKC Group delivers excellent performance with 12% growth in revenues and 73% growth in profit
- Commendable performance by SMRP BV with 15% growth in revenues and 11% growth in EBITDA despite continued challenges in the recently setup greenfield plants
- Standalone business demonstrates good cost control while revenue dropped by 18% due to lower demand in domestic market
- Robust Order book of Rs. 143,851 crores (Euro 18.4 billion) at SMRP BV level

Commenting on results, Mr Vivek Chaand Sehgal, Chairman, Motherson Sumi Systems Ltd. said,

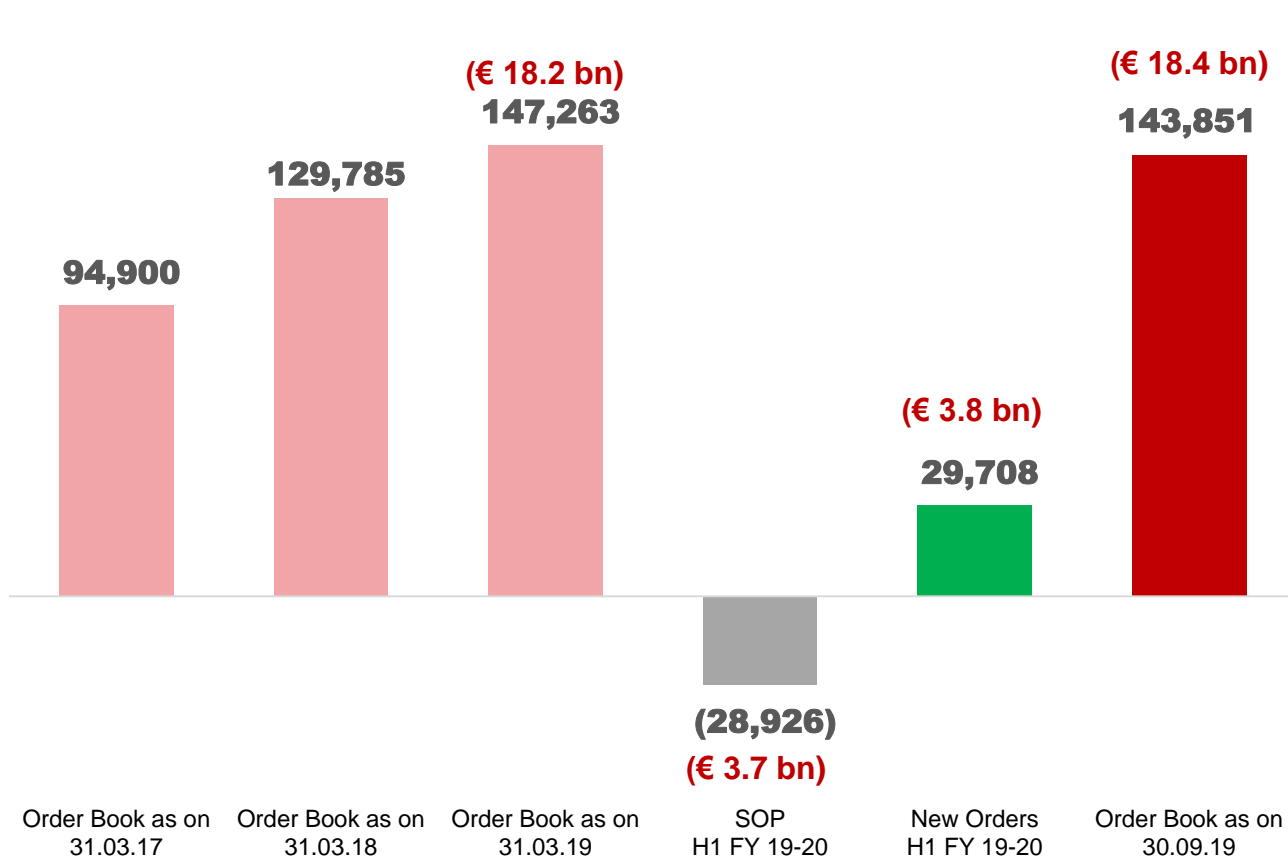
“The board specially thanked our associates and teams in all of our operating businesses for giving strong performance under current challenging domestic and global market conditions. Our teams are working very hard to stabilize the operations in the new plants and to maintain the growth and profitability. We thank our customers for reposing confidence in us which is reflected in strong inflow of new orders and a healthy order book.”

Note: All percentages are calculated based on reported numbers with corresponding previous period reported numbers

- MSSL : Motherson Sumi Systems Ltd
- SMP : Samvardhana Motherson Peguform
- SMR : Samvardhana Motherson Reflectec
- SMRC : Samvardhana Motherson Reydel Companies (acquired on 02nd Aug 2018)

- Key Highlights
- **Order book status**
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Order book status at SMRP BV level



Total Order book of Rs. 1,43,851 cr (Euro 18.4 billion) at SMRP BV level for H1 FY 19-20**

New Orders worth Rs. 29,708 cr (Euro 3.8 billion) received H1 FY 19-20**

Orders worth Rs. 28,926 cr (Euro 3.7 billion) executed during H1 FY 19-20**

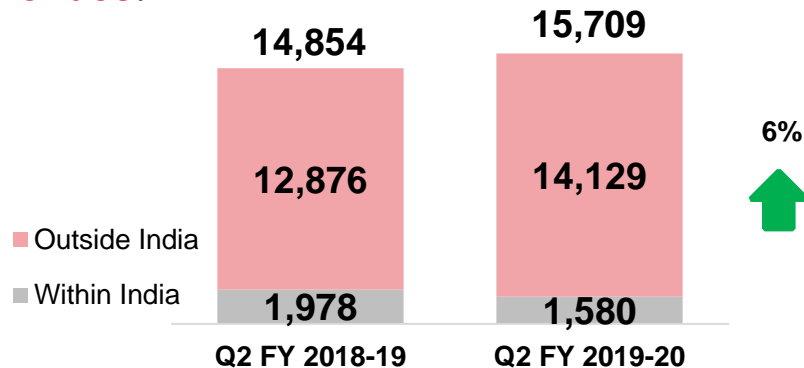
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MSSL Consolidated : Q2FY19 vs Q2FY20.

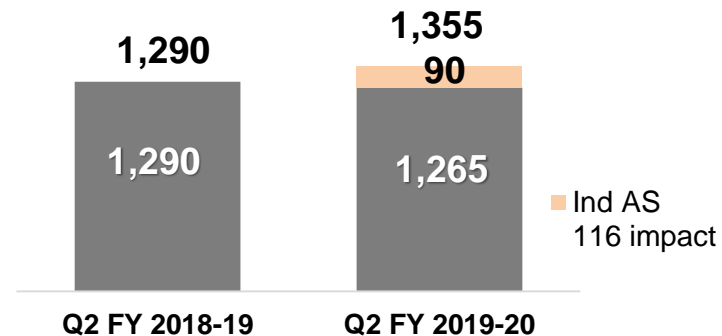


(Rs in Crores)

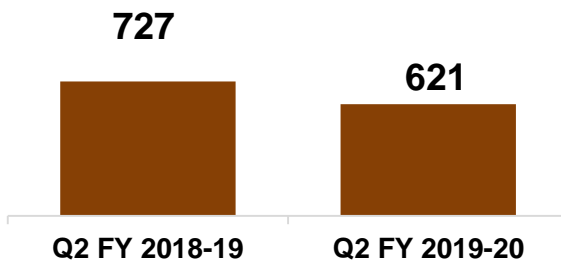
Revenues.



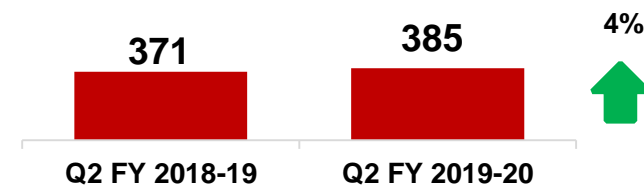
EBITDA.



PBT.



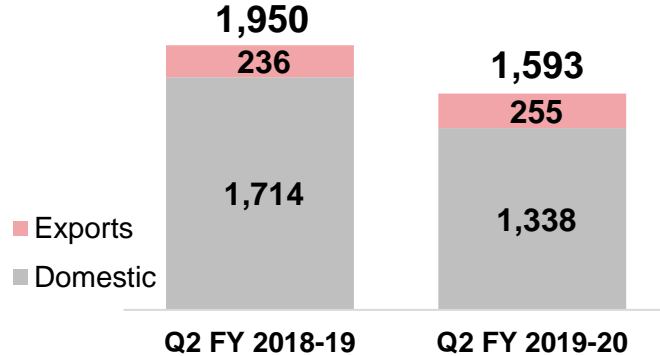
PAT (Concern Share).



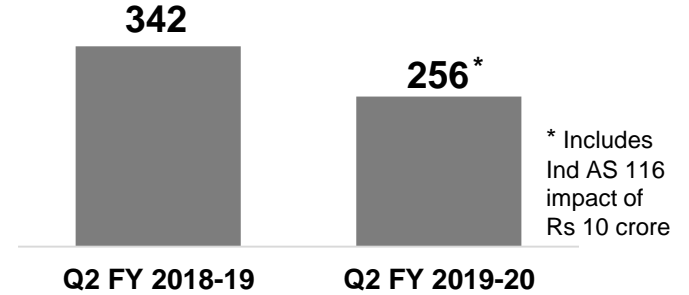
MSSL Standalone : Q2FY19 vs Q2FY20.

(Rs in Crores)

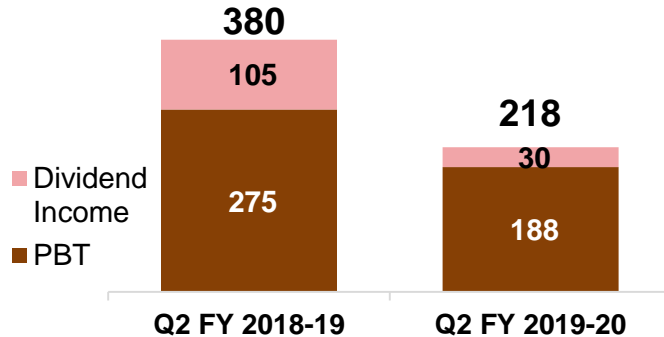
Revenues.



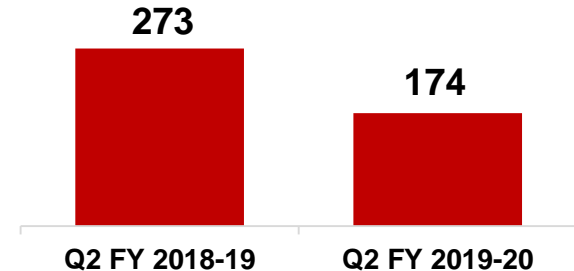
EBITDA.



PBT.

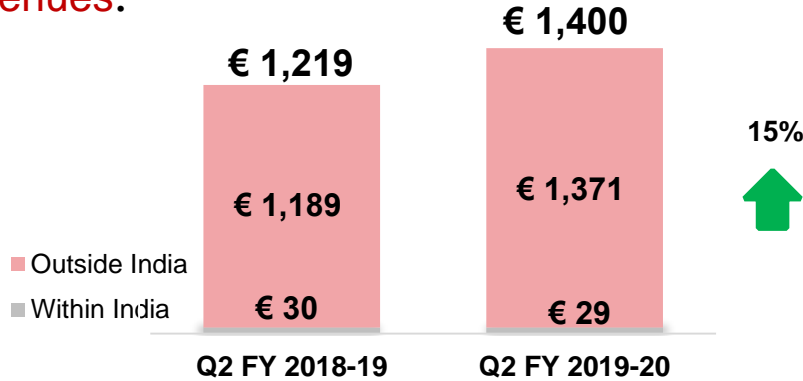


PAT.

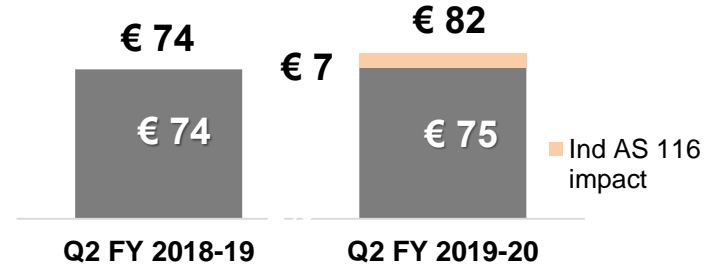


SMRPBV (In Euro Terms**) : Q2FY19 vs Q2FY20.

Revenues.

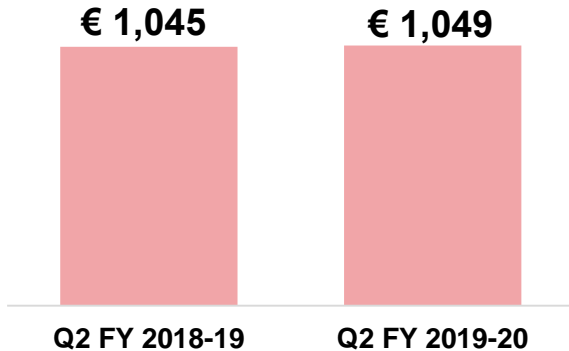


EBITDA.



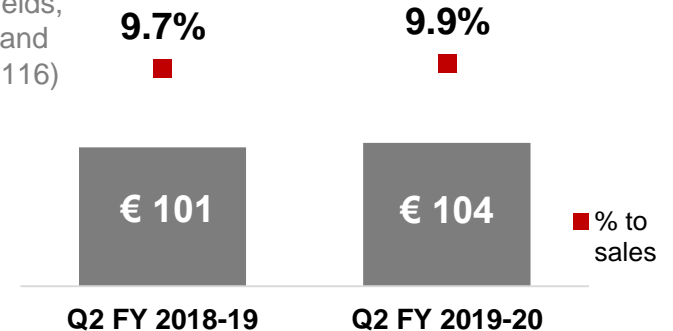
Revenues.

(Excluding Greenfields & SMRC)



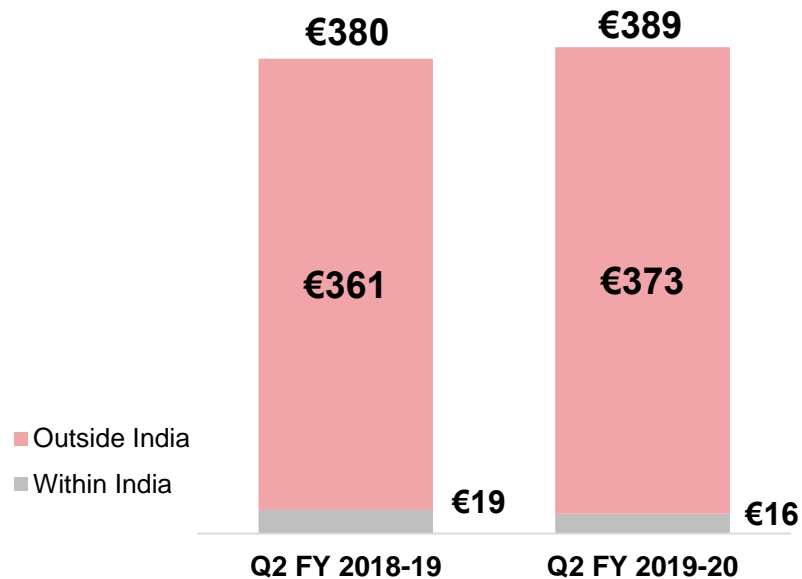
EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

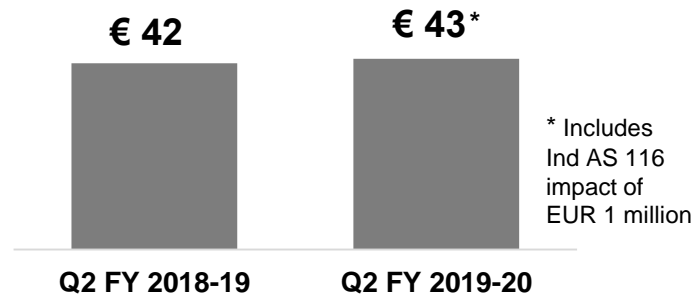


SMR (In Euro Terms**) : Q2FY19 vs Q2FY20.

Revenues.



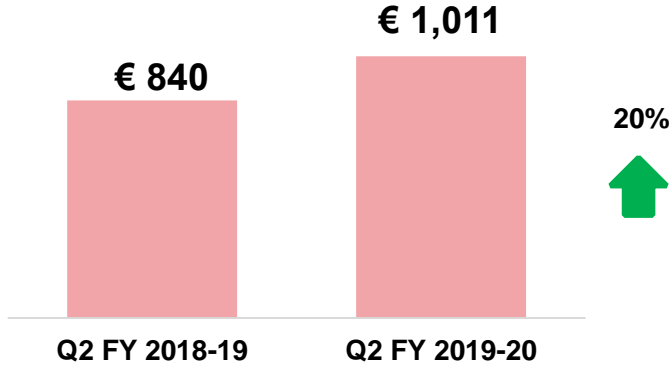
EBITDA.



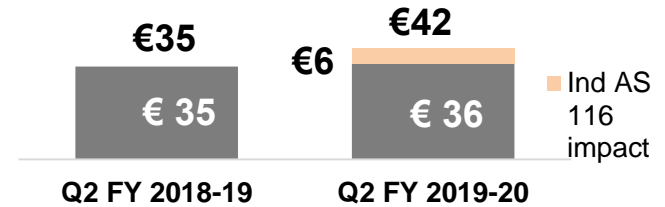
* Includes Ind AS 116 impact of EUR 1 million

SMP (In Euro Terms**) : Q2FY19 vs Q2FY20.

Revenues.

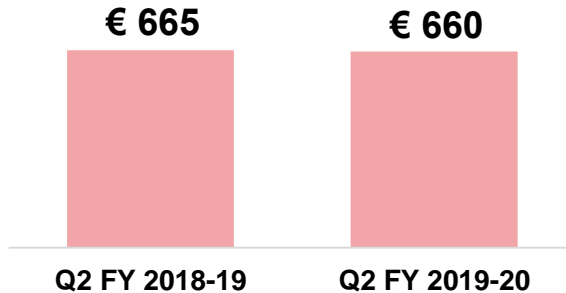


EBITDA.



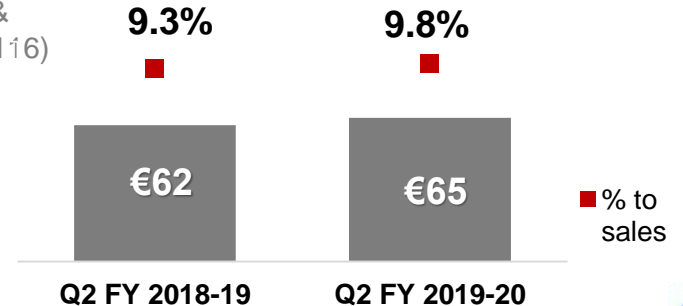
Revenues.

(Excluding Greenfields & SMRC)



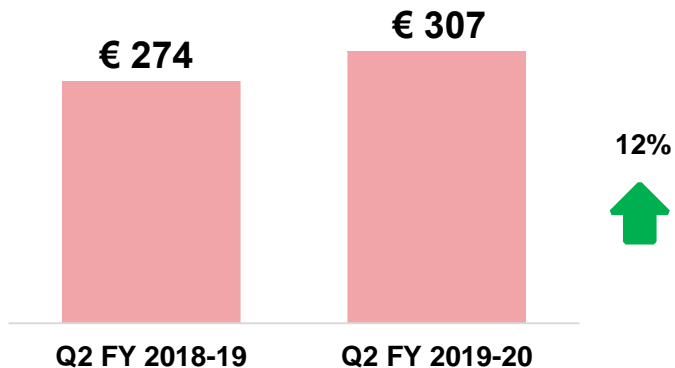
EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)

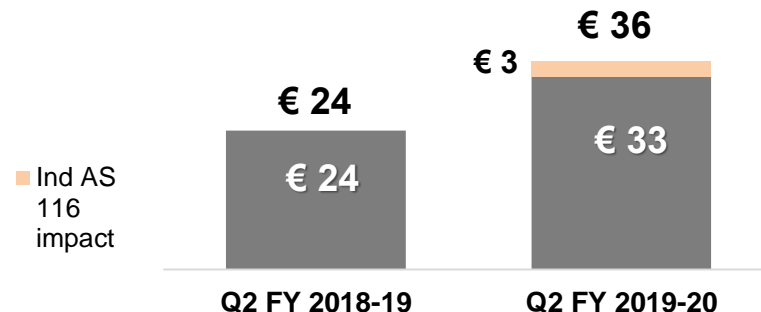


PKC (In Euro Terms**) : Q2FY19 vs Q2FY20.

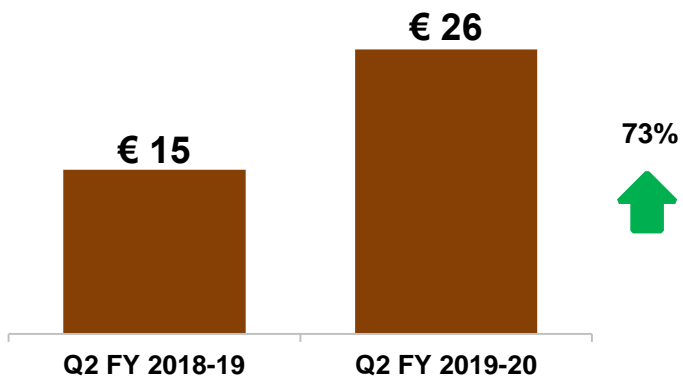
Revenues.



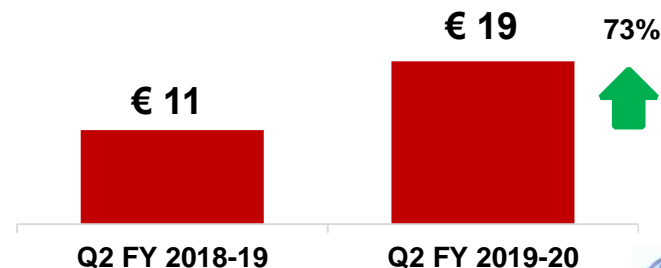
EBITDA.



PBT.



PAT (Concern Share).

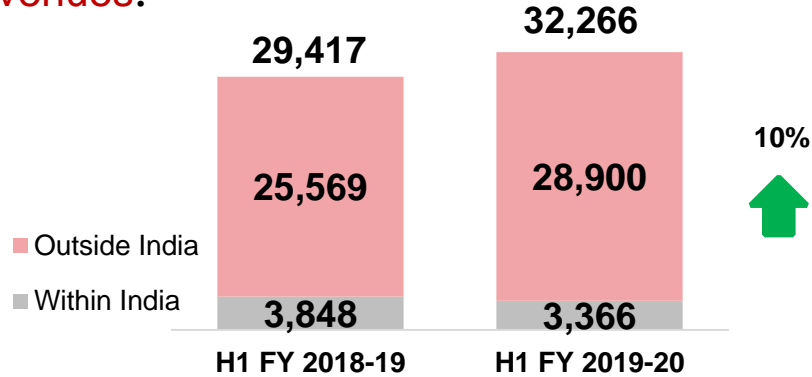


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- Results Q2 FY19 vs Q2 FY20
- **Results H1 FY19 vs H1 FY20**
- Debt status

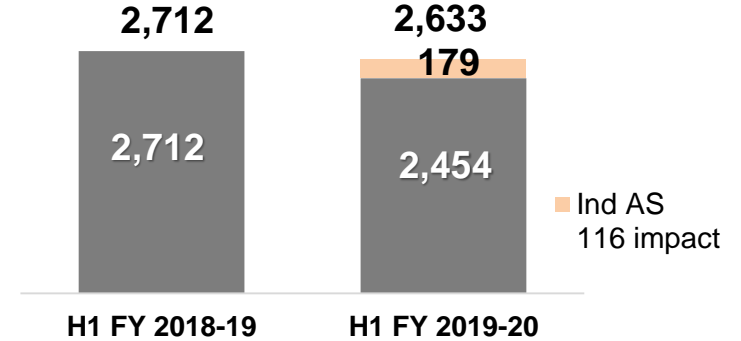
MSSL Consolidated : H1FY19 vs H1FY20.

(Rs in Crores)

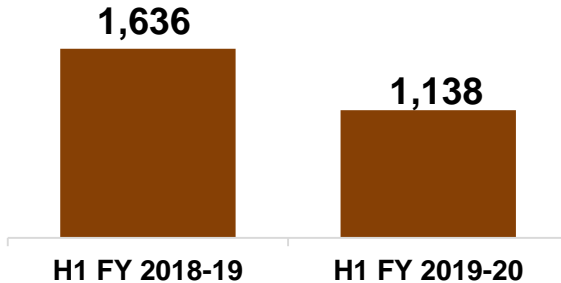
Revenues.



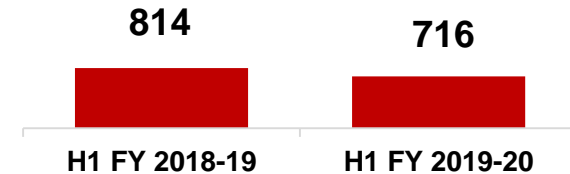
EBITDA.



PBT.



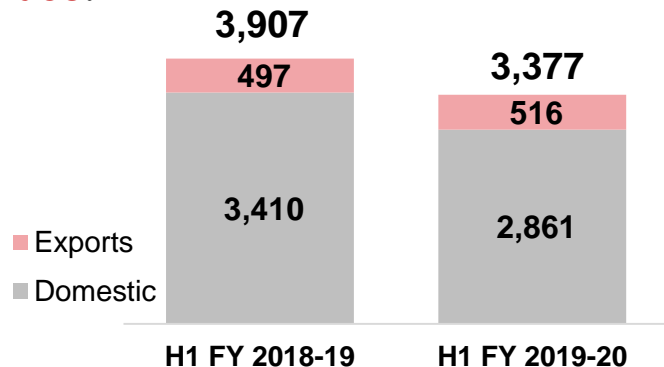
PAT (Concern Share).



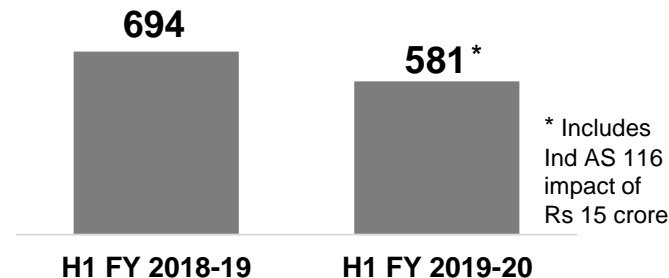
MSSL Standalone : H1FY19 vs H1FY20.

(Rs in Crores)

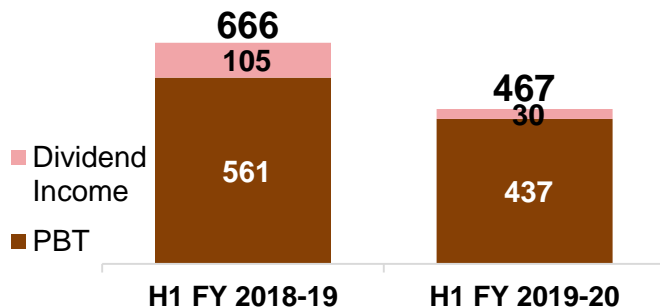
Revenues.



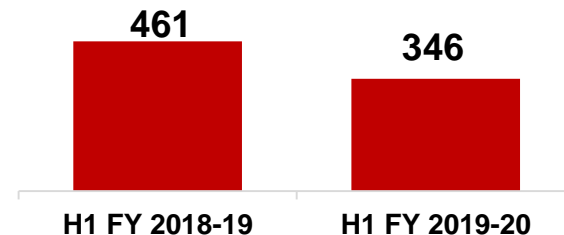
EBITDA.



PBT.

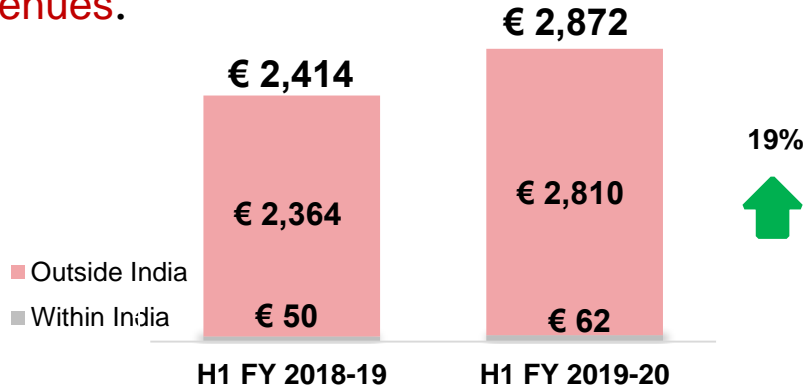


PAT.

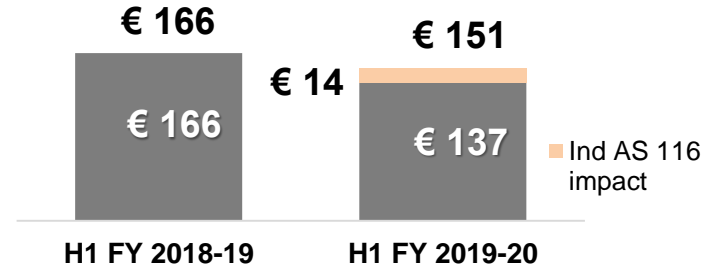


SMRPBV (In Euro Terms**) : H1FY19 vs H1FY20.

Revenues.

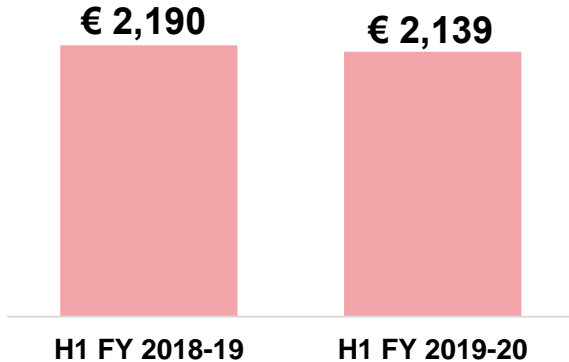


EBITDA.



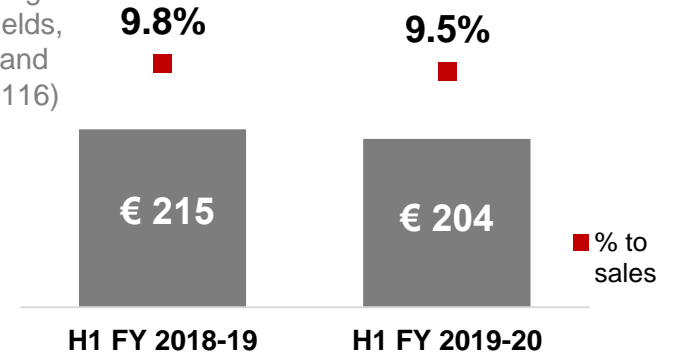
Revenues.

(Excluding Greenfields & SMRC)



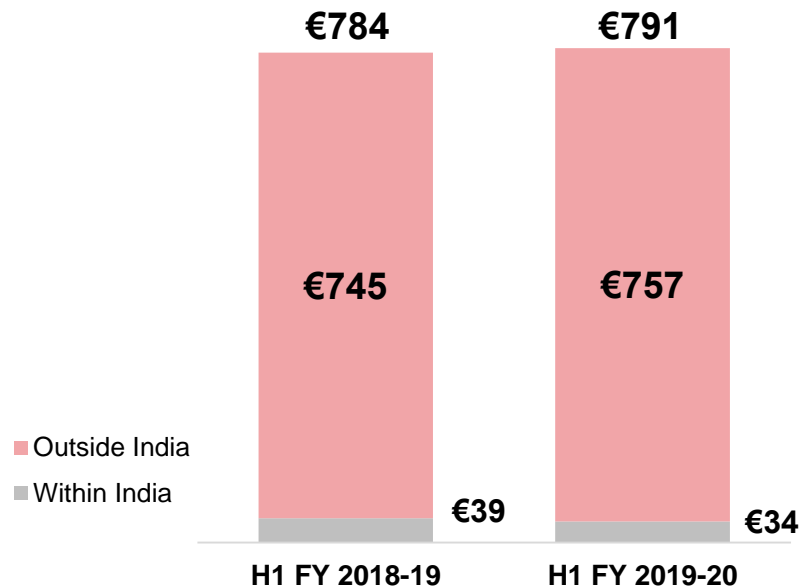
EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

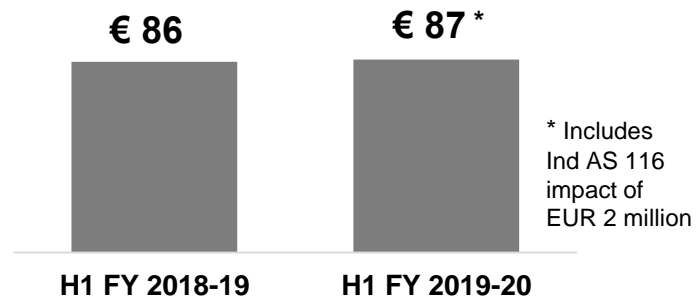


SMR (In Euro Terms**) : H1FY19 vs H1FY20.

Revenues.



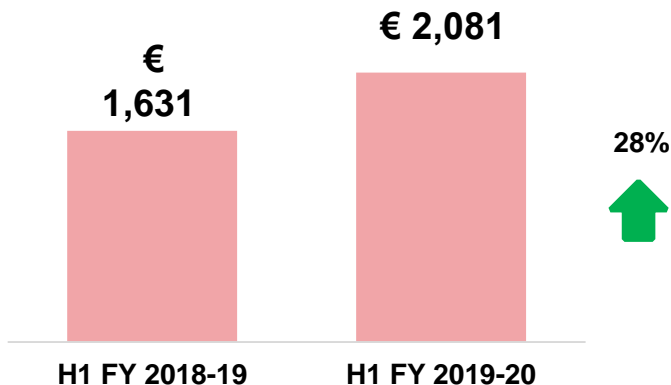
EBITDA.



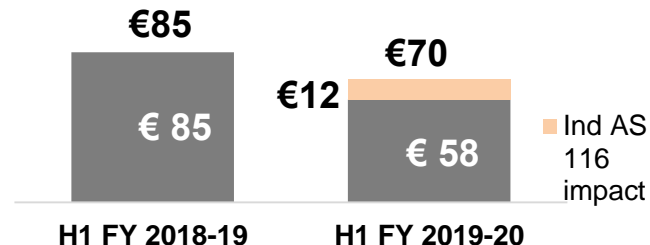
SMP (In Euro Terms**) : H1FY19 vs H1FY20.

(In Million Euros)

Revenues.

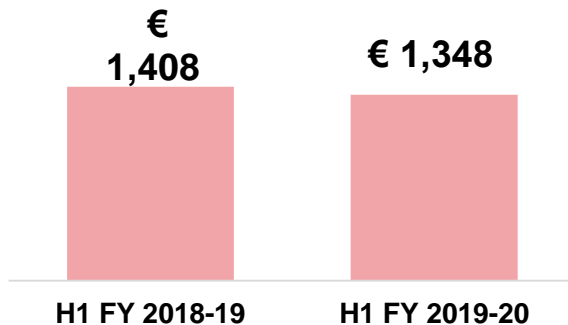


EBITDA.



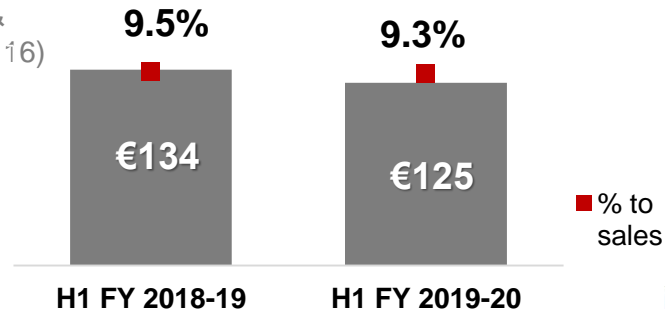
Revenues.

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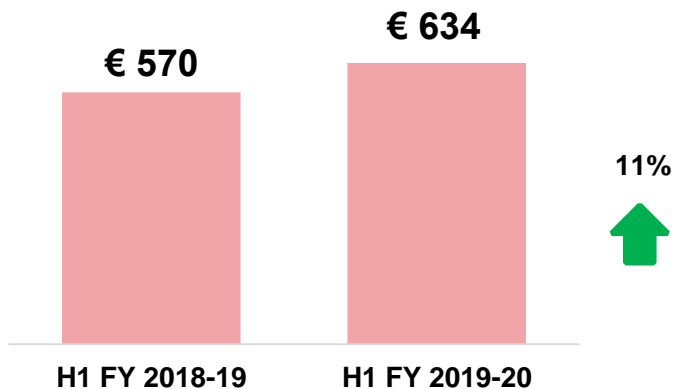
EBITDA.

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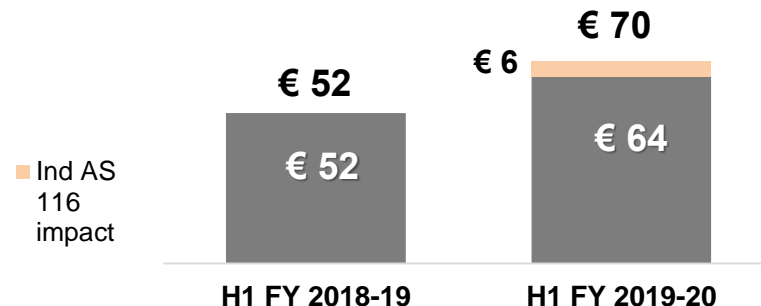


PKC (In Euro Terms**) : H1FY19 vs H1FY20.

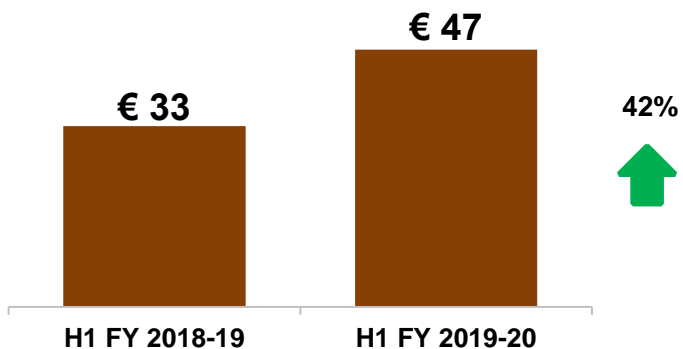
Revenues.



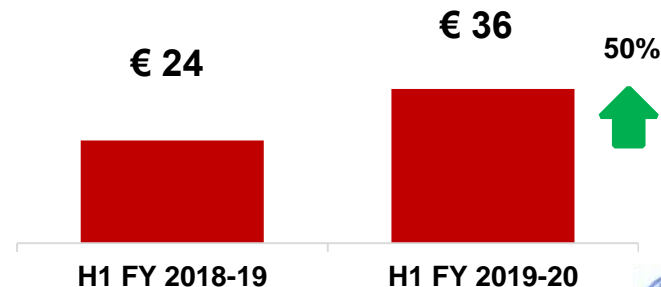
EBITDA.



PBT.



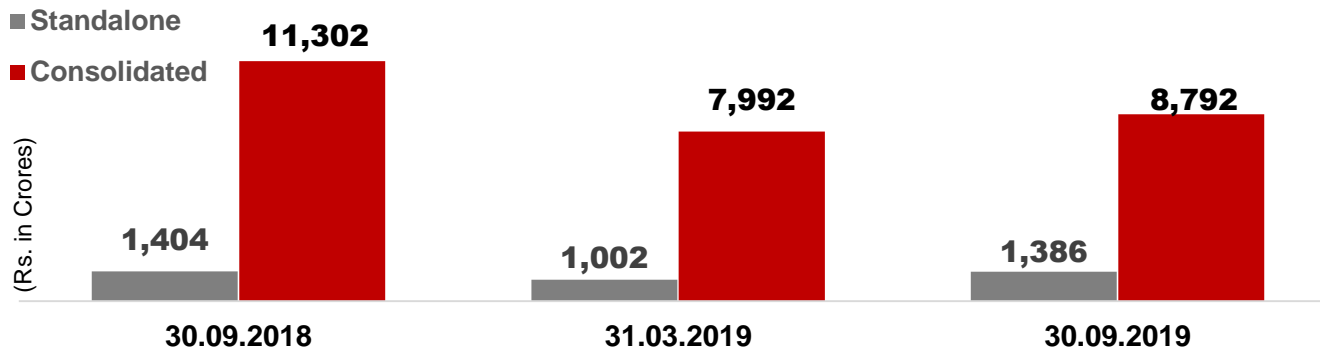
PAT (Concern Share).



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- **Debt status**

A. Net Debt.

Rs. In Crores	30.09.2018		31.03.2019		30.09.2019	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,486	14,193	1,136	11,534	1,529	11,784
Cash & Bank	82	2,891	134	3,542	143	2,992
Net Debt	1,404	11,302	1,002	7,992	1,386	8,792



B. Impact of Ind AS 116. (not included in net debt table above)

Rs. In Crores	01.04.2019		30.09.2019	
	Standalone	Consolidated	Standalone	Consolidated
Lease liability	86	1,321	88	1,231

Reference Rates, Notes & Safe Harbor.

Copper Rates.

Average	Q2 2018-19	Q2 2019-20	% Change
LME Copper (USD / MT)	6,103	5,798	(5.0%)
Copper (INR / KG)	482	447	(7.3%)

Average	H1 2018-19	H1 2019-20	% Change
LME Copper (USD / MT)	6,487	5,956	(12.2%)
Copper (INR / KG)	467	453	(3.0%)

Exchange Rates (Average).

Currency (equal to Rs.)	Q2 2018-19	Q2 2019-20	% Change
INR to Euro	81.55	78.23	(4.1%)
INR to YEN	0.629	0.656	4.3%

Currency (equal to Rs.)	H1 2018-19	H1 2019-20	% Change
INR to Euro	80.68	78.18	(3.1%)
INR to YEN	0.621	0.644	3.7%

Exchange Rates (Closing).

Currency	30.09.2018	31.03.2019	30.09.2019
Rs./Euro	84.13	77.57	77.23
Rs./USD	72.48	69.15	70.87

Notes.

1. This presentation has been prepared from the unaudited financial results for the quarter ended on 30th September 2019. Explanatory notes have been added with additional information
2. EBITDA is Profit / Loss before exceptional items + Finance cost + amortization expenses & depreciation expenses-Other income(excluding exchange gain)
3. 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 MSSL by using average year to-date exchange rates
4. For details, please refer to the results published on the website

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