



**Proud to be  
part of.**

**Motherson Sumi Systems Ltd. (MSSL)  
Financial Performance  
Q3 FY 2019-20**

- **Key Highlights**

- Results Q3 FY19 vs Q3 FY20
- Results 9M FY19 vs 9M FY20
- Debt status

# Key Highlights.

By focusing on improving operational efficiencies across our units and managing our financials prudently, we are adjusting well to market conditions especially in Europe, US and India.

- All business divisions have performed well given the challenging market conditions globally
- India operations show stable profits thanks to programs to improve operational efficiencies in declining market
- Consistent improved performance at SMP
- Prudent management of funds and control on capex, resulting in reduction of debt levels\*
- Operational improvement has been maintained at PKC, despite lower production of commercial vehicles in USA & Europe
- Translational losses on consolidation of company's financial results due to unfavorable movements in foreign exchange rates of approximately 4%

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

*"These results reflect the efforts of the team to 'breathe with the market'. We have intensified our focus on the areas we control. We continue to strengthen our operations at the unit level around the world and bring our greenfield plants to optimum levels. Thanks to the great spirit and efforts of our teams, we are able to support the OEMs in navigating through challenging conditions in certain markets and also in managing our cash flows wisely."*

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

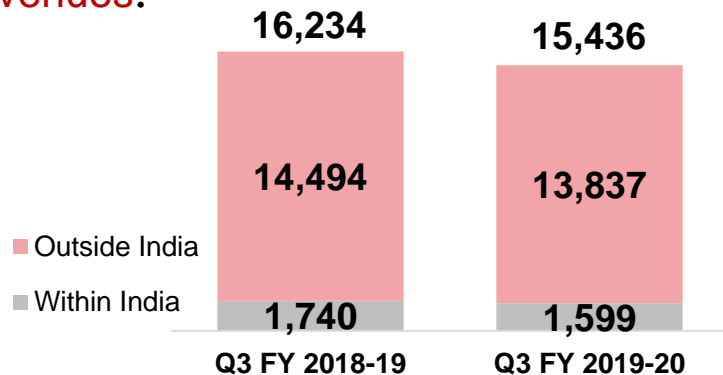
- MSSL : Motherson Sumi Systems Ltd
- SMP : Samvardhana Motherson Peguform
- SMR : Samvardhana Motherson Reflectec
- SMRC : Samvardhana Motherson Reydel Companies (acquired on 02<sup>nd</sup> Aug 2018)

- Key Highlights
- **Results Q3 FY19 vs Q3 FY20**
- Results 9M FY19 vs 9M FY20
- Debt status

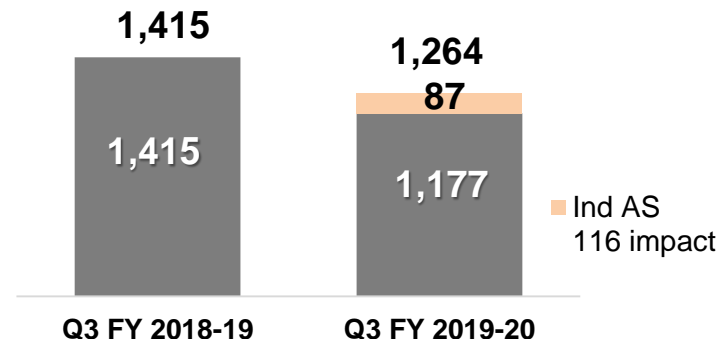
# MSSL Consolidated : Q3FY19 vs Q3FY20.

(Rs in Crores)

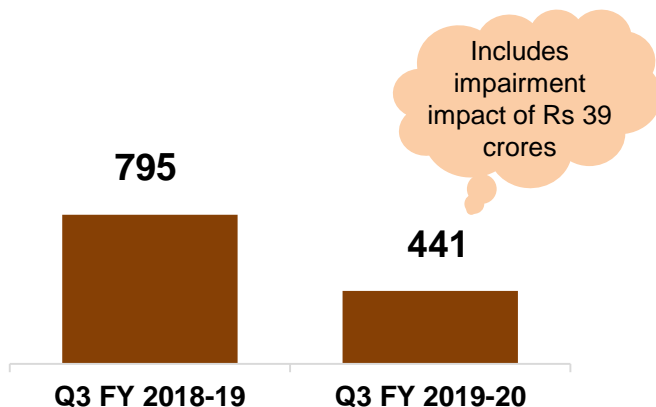
## Revenues.



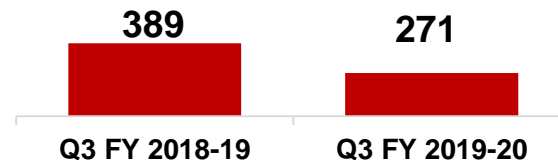
## EBITDA.



## PBT.



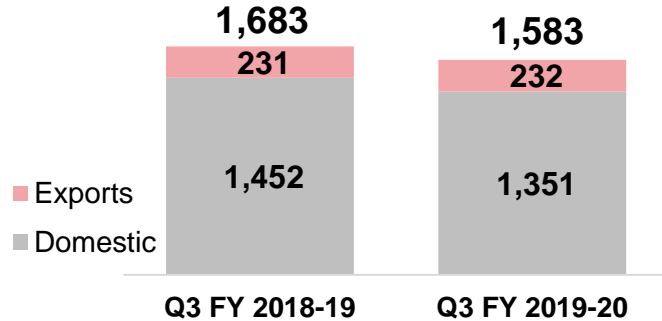
## PAT (Concern Share).



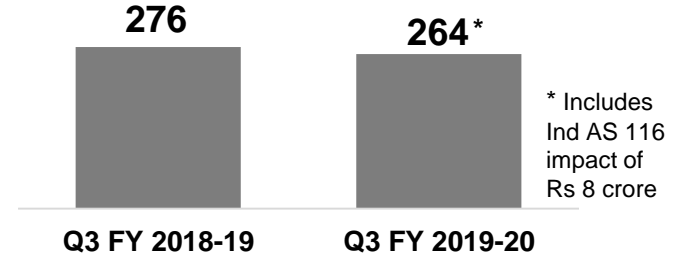
# MSSL Standalone : Q3FY19 vs Q3FY20.

(Rs in Crores)

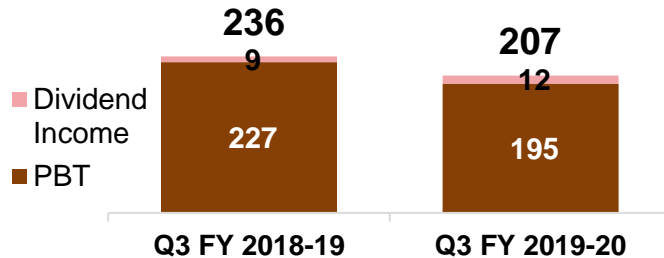
## Revenues.



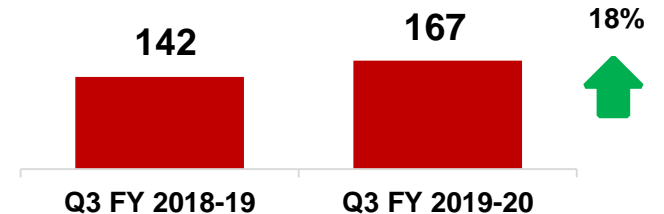
## EBITDA.



## PBT.



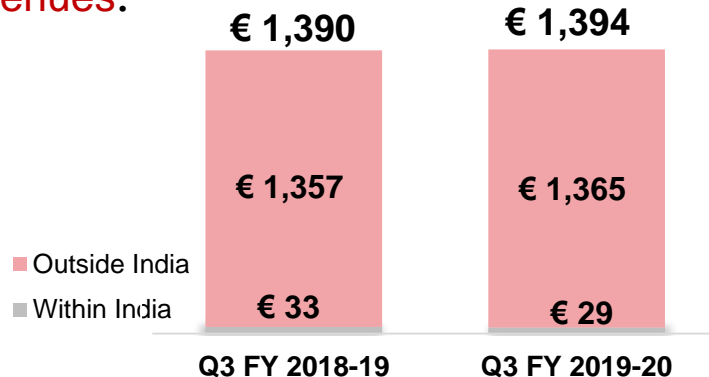
## PAT.



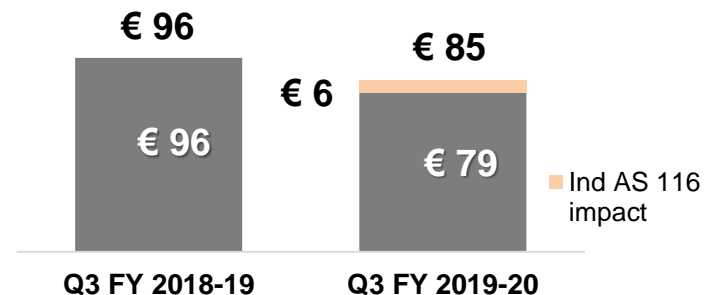
# SMRPBV (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

(In Million Euros)

## Revenues.

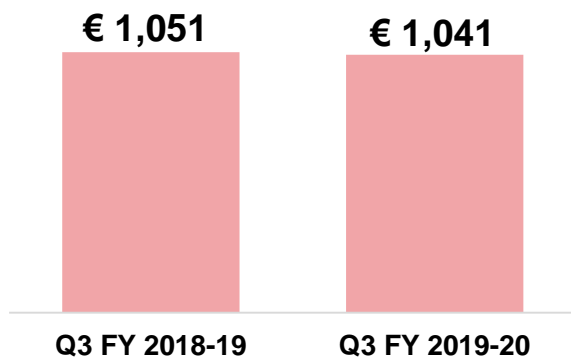


## EBITDA.



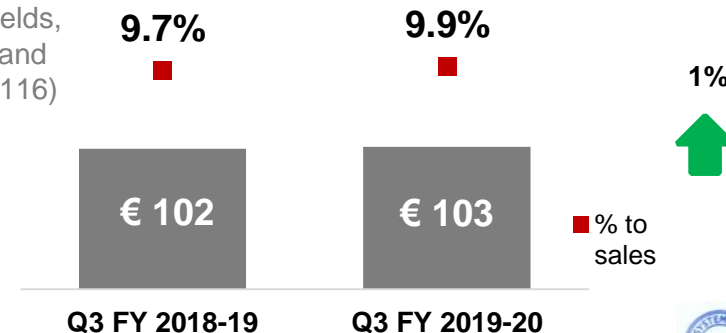
## Revenues.

(Excluding Greenfields & SMRC)



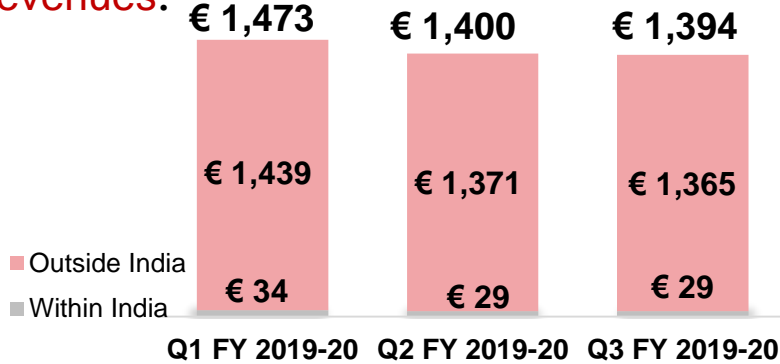
## EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

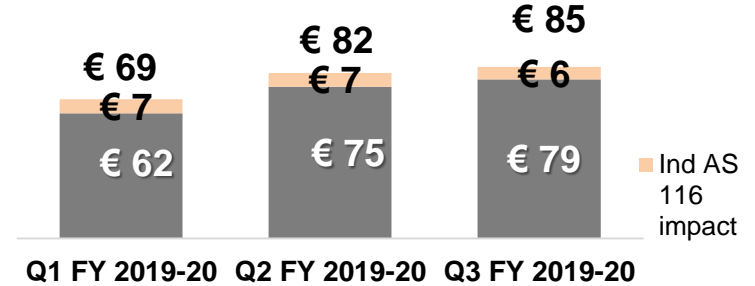


# SMRPBV Quarterly trend (In Euro Terms\*\*).

## Revenues.

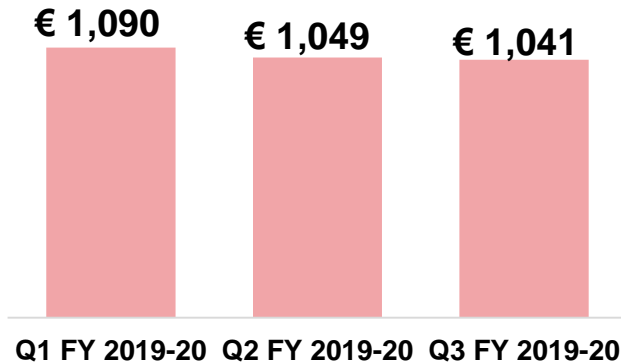


## EBITDA.



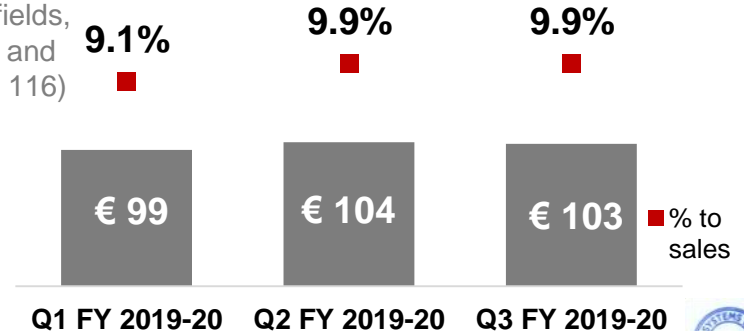
## Revenues.

(Excluding Greenfields & SMRC)



## EBITDA.

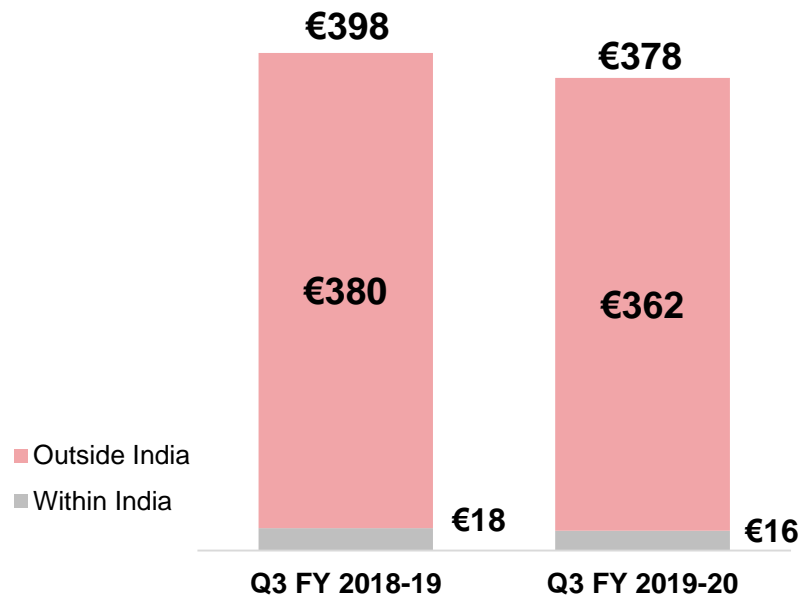
(Excluding Greenfields, SMRC and Ind AS 116)



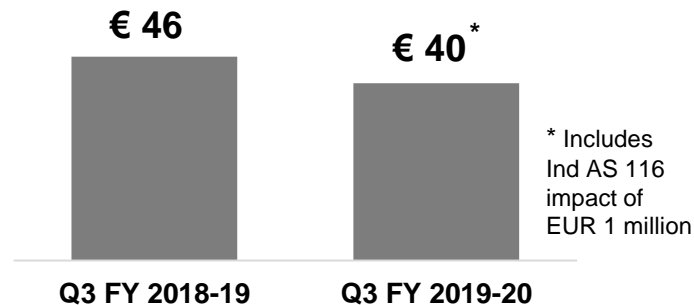


# SMR (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

## Revenues.



## EBITDA.

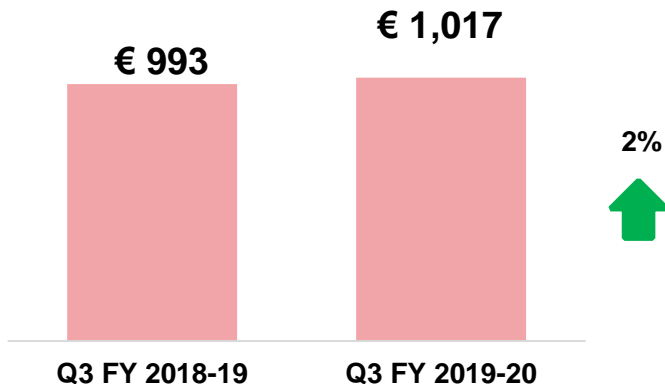


\* Includes Ind AS 116 impact of EUR 1 million

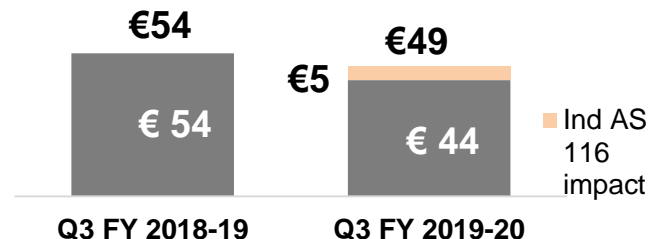
# SMP (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

(In Million Euros)

## Revenues.

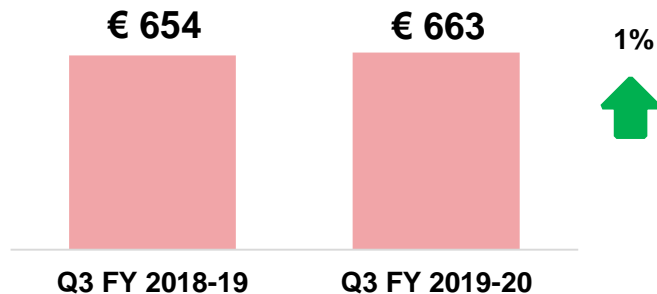


## EBITDA.



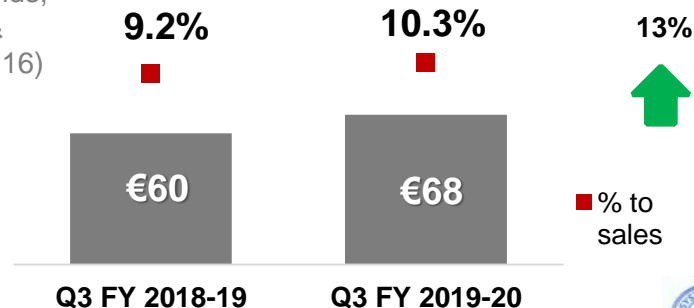
## Revenues.

(Excluding Greenfields & SMRC)



## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)

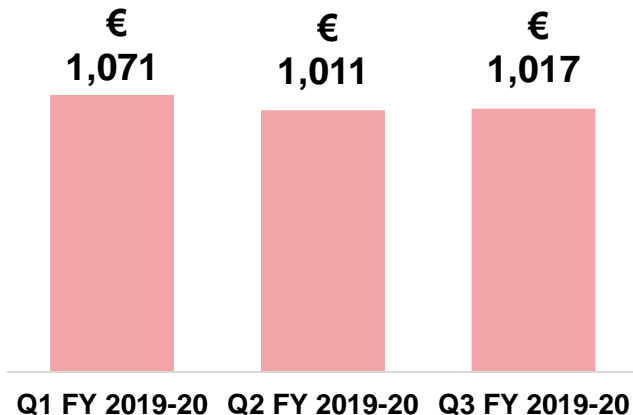


# SMP Quarterly trend (In Euro Terms\*\*).

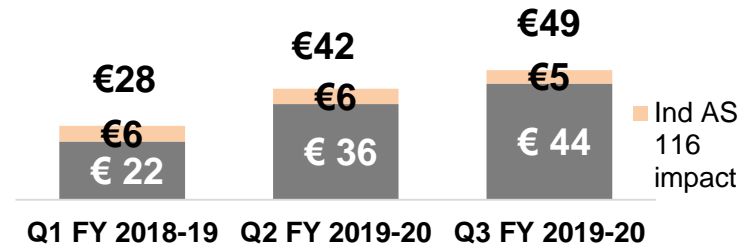


(In Million Euros)

## Revenues.

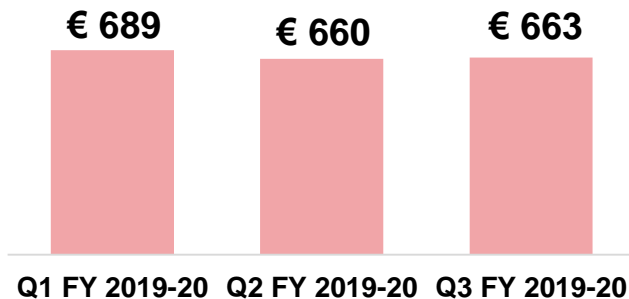


## EBITDA.



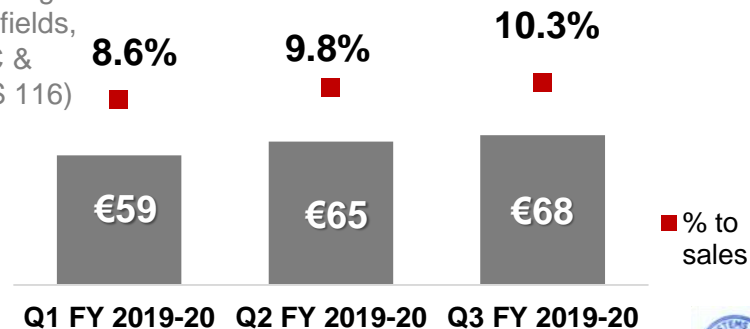
## Revenues.

(Excluding Greenfields & SMRC)



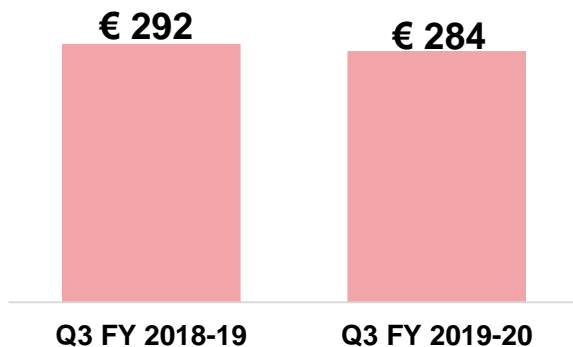
## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)



# PKC (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

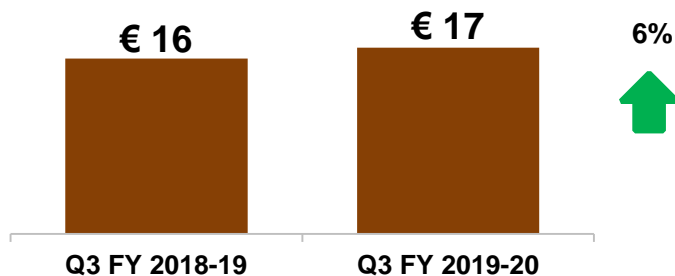
## Revenues.



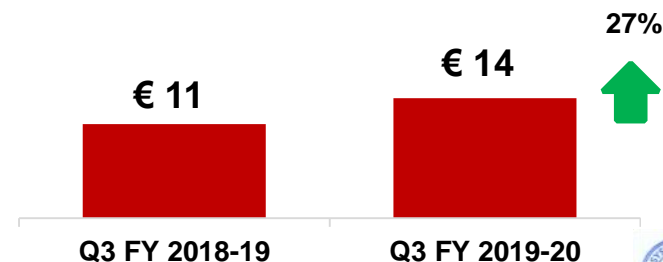
## EBITDA.



## PBT.



## PAT (Concern Share).

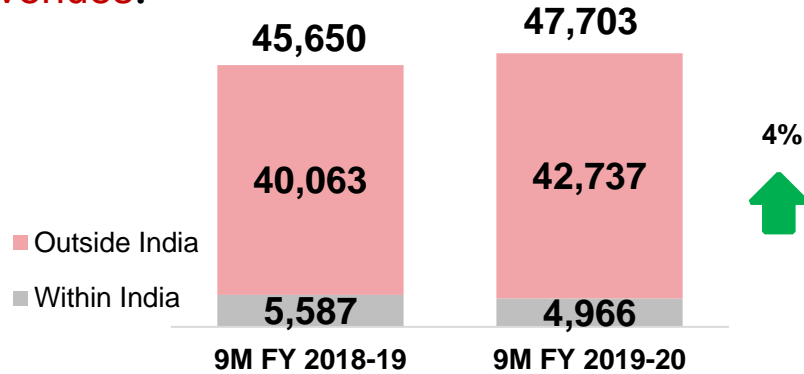


- Key Highlights
- Results Q3 FY19 vs Q3 FY20
- **Results 9M FY19 vs 9M FY20**
- Debt status

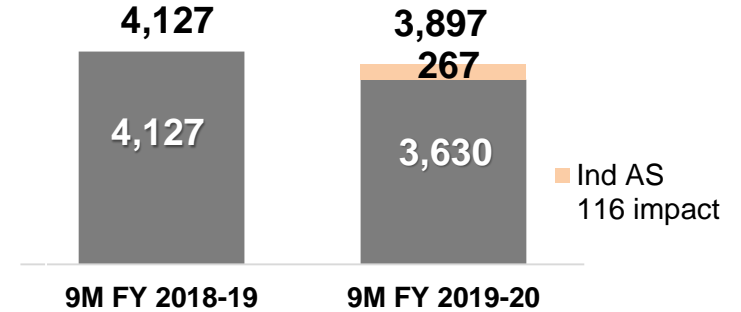
# MSSL Consolidated : 9MFY19 vs 9MFY20.

(Rs in Crores)

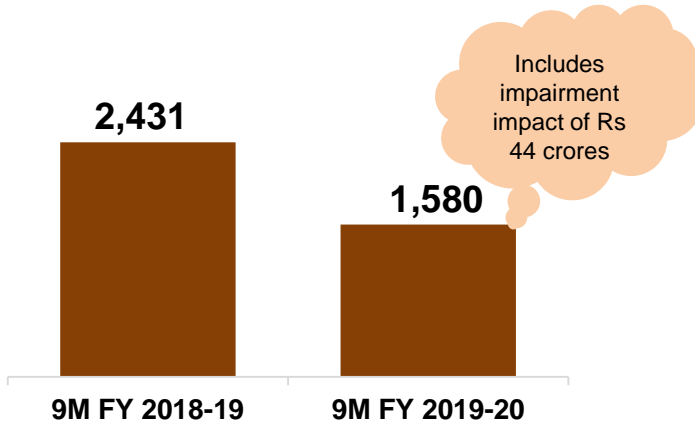
## Revenues.



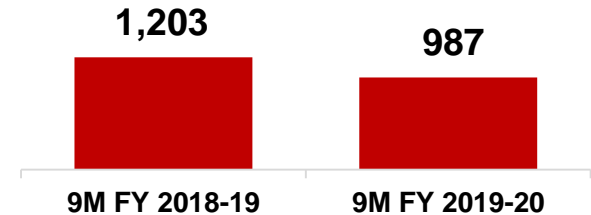
## EBITDA.



## PBT.



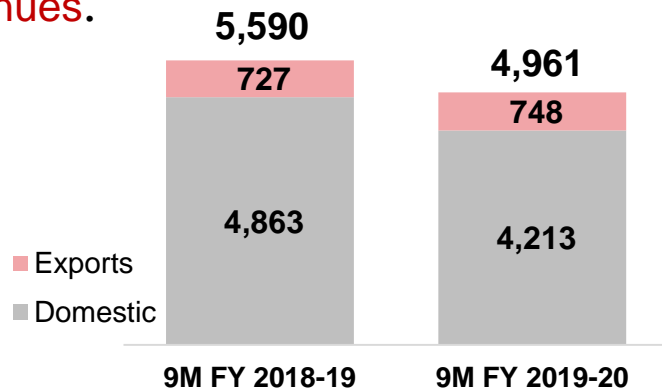
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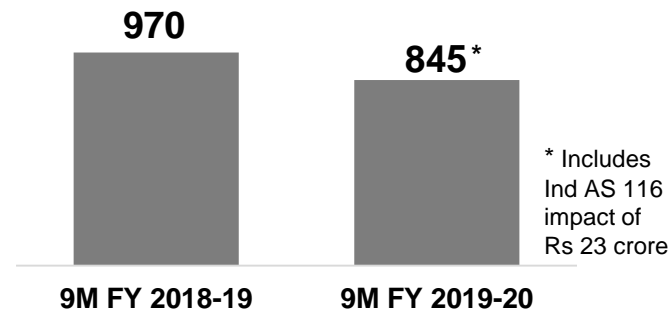
# MSSL Standalone : 9MFY19 vs 9MFY20.

(Rs in Crores)

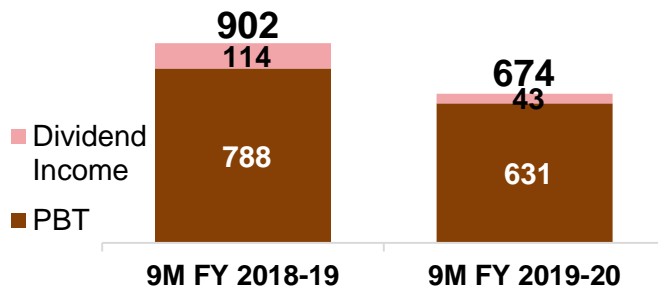
## Revenues.



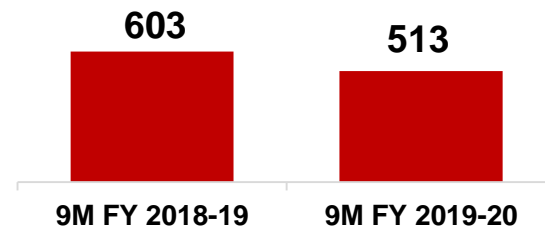
## EBITDA.



## PBT.



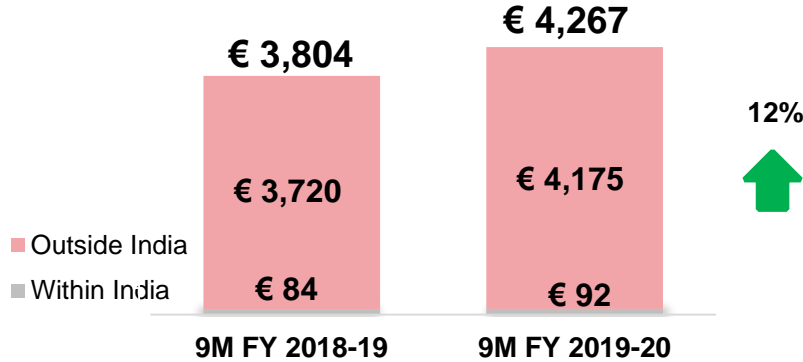
## PAT.



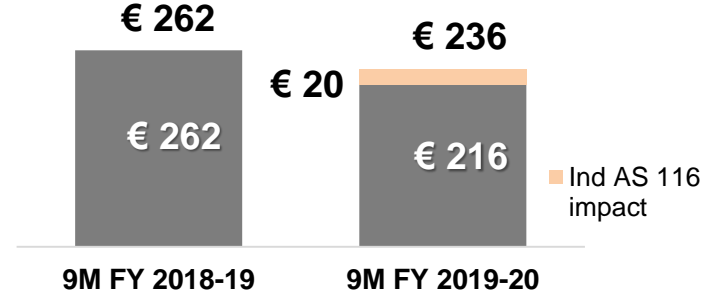
# SMRPBV (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

(In Million Euros)

## Revenues.

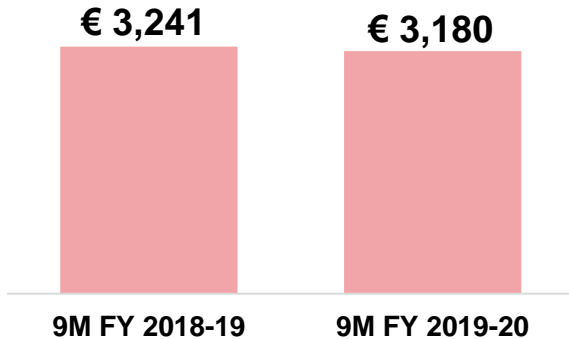


## EBITDA.



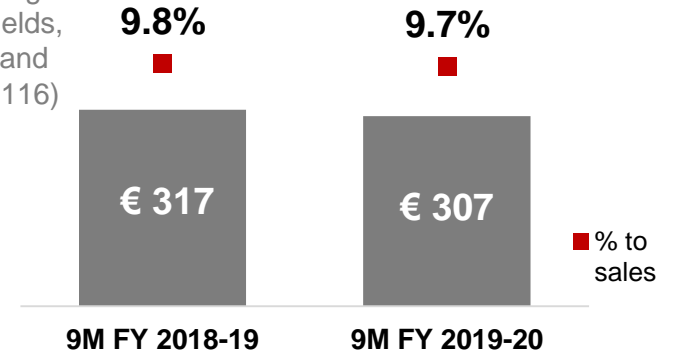
## Revenues.

(Excluding Greenfields & SMRC)



## EBITDA.

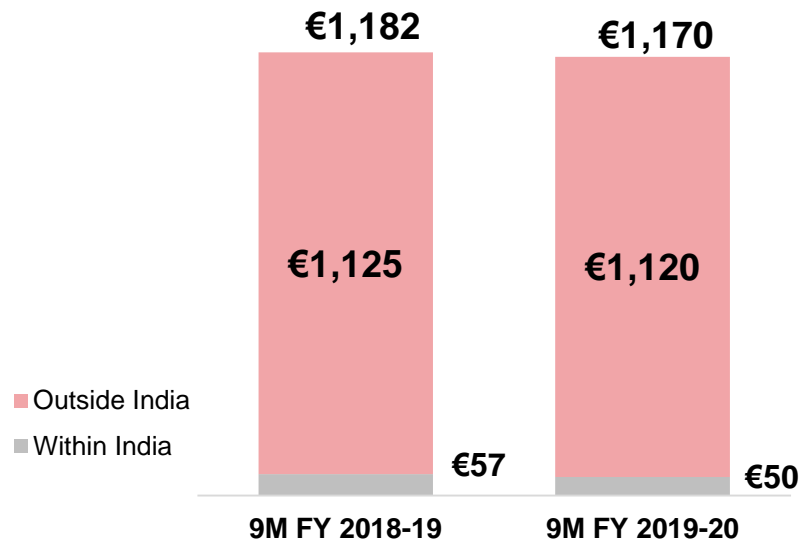
(Excluding Greenfields, SMRC and Ind AS 116)



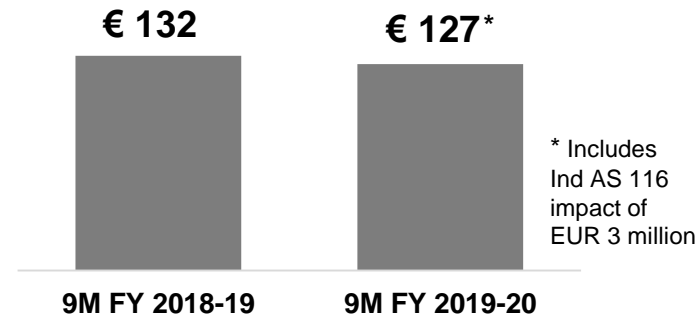


# SMR (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

## Revenues.



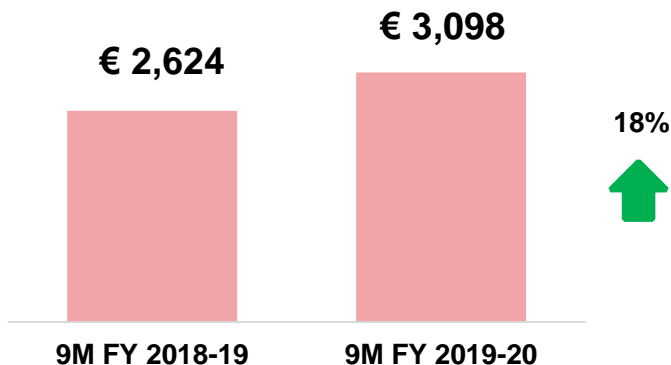
## EBITDA.



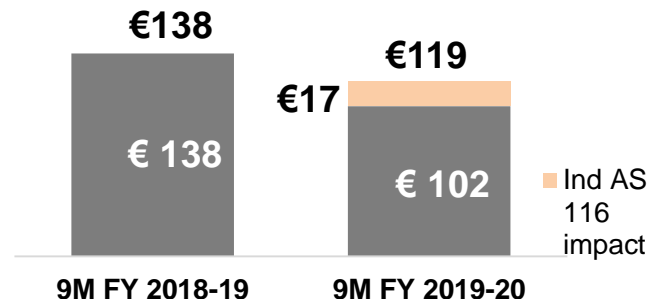
# SMP (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

(In Million Euros)

## Revenues.

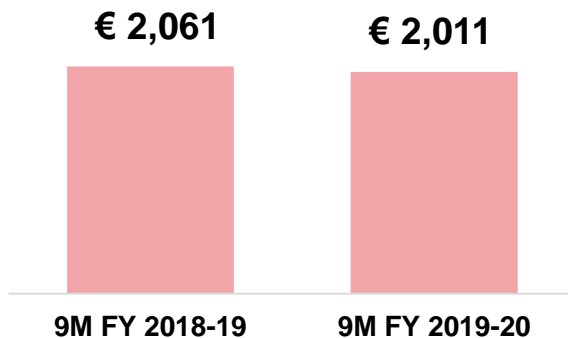


## EBITDA.



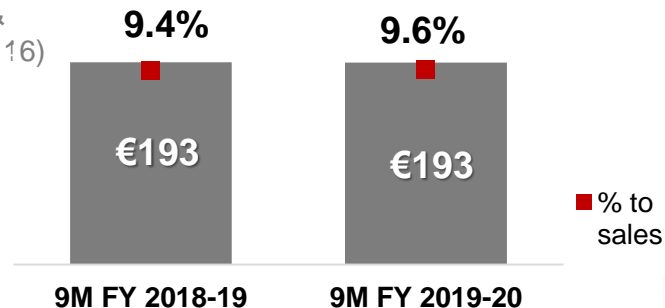
## Revenues.

(Excluding Greenfields & SMRC)



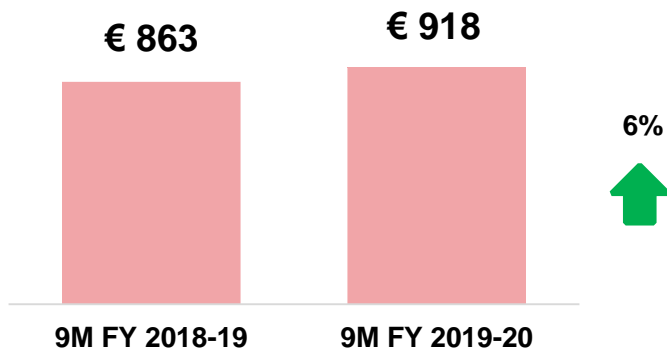
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# PKC (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

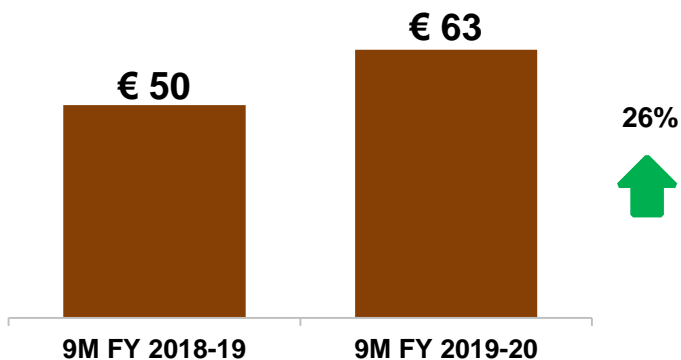
## Revenues.



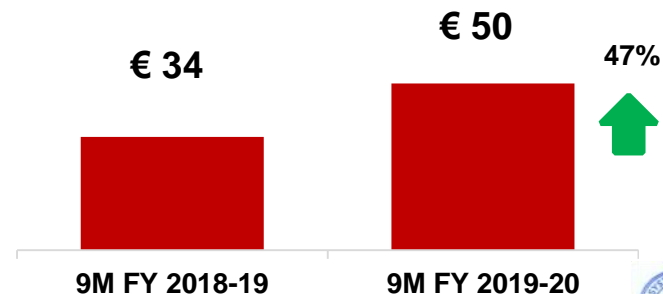
## EBITDA.



## PBT.



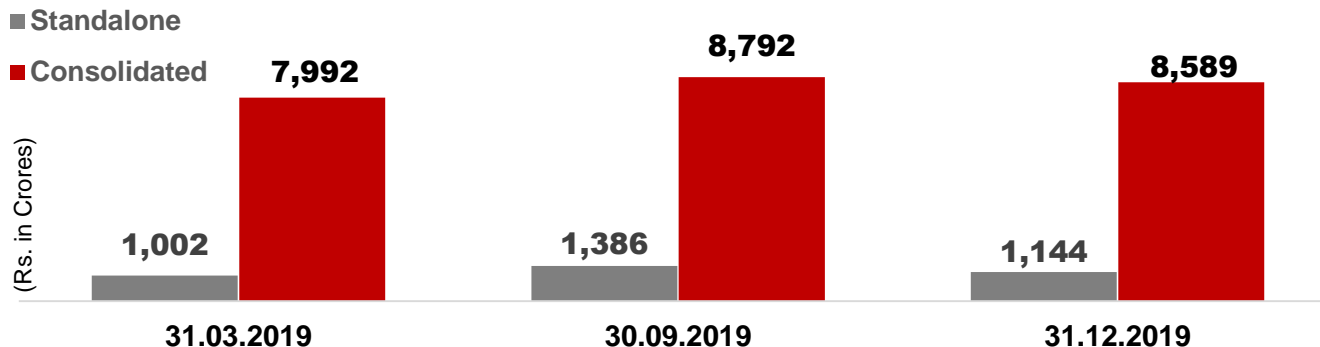
## PAT (Concern Share).



- Key Highlights
- Results Q3 FY19 vs Q3 FY20
- Results 9M FY19 vs 9M FY20
- **Debt status**

## A. Net Debt.

Rs. In Crores	31.03.2019		30.09.2019		31.12.2019	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,136	11,534	1,529	11,784	1,322	11,484
Cash & Bank	134	3,542	143	2,992	178	2,895
<b>Net Debt</b>	<b>1,002</b>	<b>7,992</b>	<b>1,386</b>	<b>8,792</b>	<b>1,144</b>	<b>8,589</b>



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

Rs. In Crores	01.04.2019		30.09.2019		31.12.2019	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Lease liability	86	1,321	88	1,231	97	1,325

# Reference Rates, Notes & Safe Harbor.

## Copper Rates.

Average	Q3 2018-19	Q3 2019-20	% Change
LME Copper (USD / MT)	6,168	5,888	(4.5%)
Copper (INR / KG)	483	459	(5.0%)

Average	9M 2018-19	9M 2019-20	% Change
LME Copper (USD / MT)	6,381	5,933	(7.0%)
Copper (INR / KG)	482	455	(5.6%)

## Exchange Rates (Average).

Currency (equal to Rs.)	Q3 2018-19	Q3 2019-20	% Change
INR to Euro	82.21	78.85	(4.1%)
INR to YEN	0.639	0.655	2.5%

Currency (equal to Rs.)	9M 2018-19	9M 2019-20	% Change
INR to Euro	81.20	78.40	(3.4%)
INR to YEN	0.627	0.648	3.3%

## Exchange Rates (Closing).

Currency	31.03.2019	30.09.2019	31.12.2019
Rs./Euro	77.57	77.23	80.02
Rs./USD	69.15	70.87	71.38

## Notes.

1. *This presentation has been prepared from the unaudited financial results for the quarter ended on 31<sup>st</sup> December 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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