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part of.**

**Motherson Sumi Systems Ltd. (MSSL)
Financial Performance
Q4 FY 2019-20**

- **Key Highlights**

- Order book status
- Results Q4 FY19 vs Q4 FY20
- Debt & Liquidity status
- Results 12M FY19 vs 12M FY20

Key Highlights.

Motherson Sumi Systems Ltd, delivers stable financial performance under the current challenging environment, with the lowest debt in previous ten quarters

- Overall performance is affected by **OEM plant closures** due to the covid-19 pandemic, especially in China and in parts of Europe;
- **Debt levels are lowest** in previous ten quarters, result of prudent financial management;
- **Highest dividend pay-out** by the company;
- The company has maintained **Strong liquidity** in this difficult environment;
- **Robust Order Book of Rs. 107,122 crores (Euro 13.6 billion)** at SMRP BV level;
- **New orders worth Rs. 43,321 crores. (Euro 5.5 billion)** won during the year, while orders worth **Rs. 79,554 crores (Euro 10.1 billion)** went into execution.

Rs in crores	Q4 FY 18-19	Q4 FY 19-20	% change
Revenues	16,921	14,870	-12%
EBITDA	1270	1,355	7%

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

“Our consolidated revenues for this fiscal year have remained stable. Considering that global automotive sales have declined in the same period and that the coronavirus pandemic was already impacting China and parts of Europe in the Fourth Quarter, this is a strong performance under the circumstances. We are encouraged by the fact that our large Greenfield projects have started to contribute positively to our revenues. We are currently focused on finding solutions to the challenges we face in our Tuscaloosa operations in close coordination with our customer. Most importantly, we have a robust order book, which reflects a continued trust and commitment from our customers. While there has been a lot of uncertainty in the market, it’s expected that the worst of the pandemic will fall in the next few quarters. The company has taken measures to manage cost and liquidity and we believe the strong trust our customers place in us, evident from our order book growth, will help to absorb the shock (if any) better and will also amplify our recovery.”

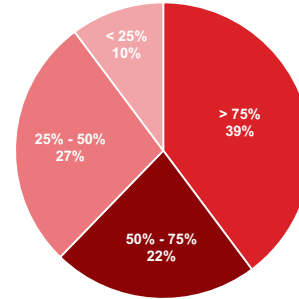
Note: All percentages are calculated based on reported numbers with corresponding previous period reported numbers

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

COVID-19 Update.

- Business operations adversely affected post COVID-19 outbreak
- Impact felt globally
 - China early Jan 2020
 - Rest of the World Mid-March 2020

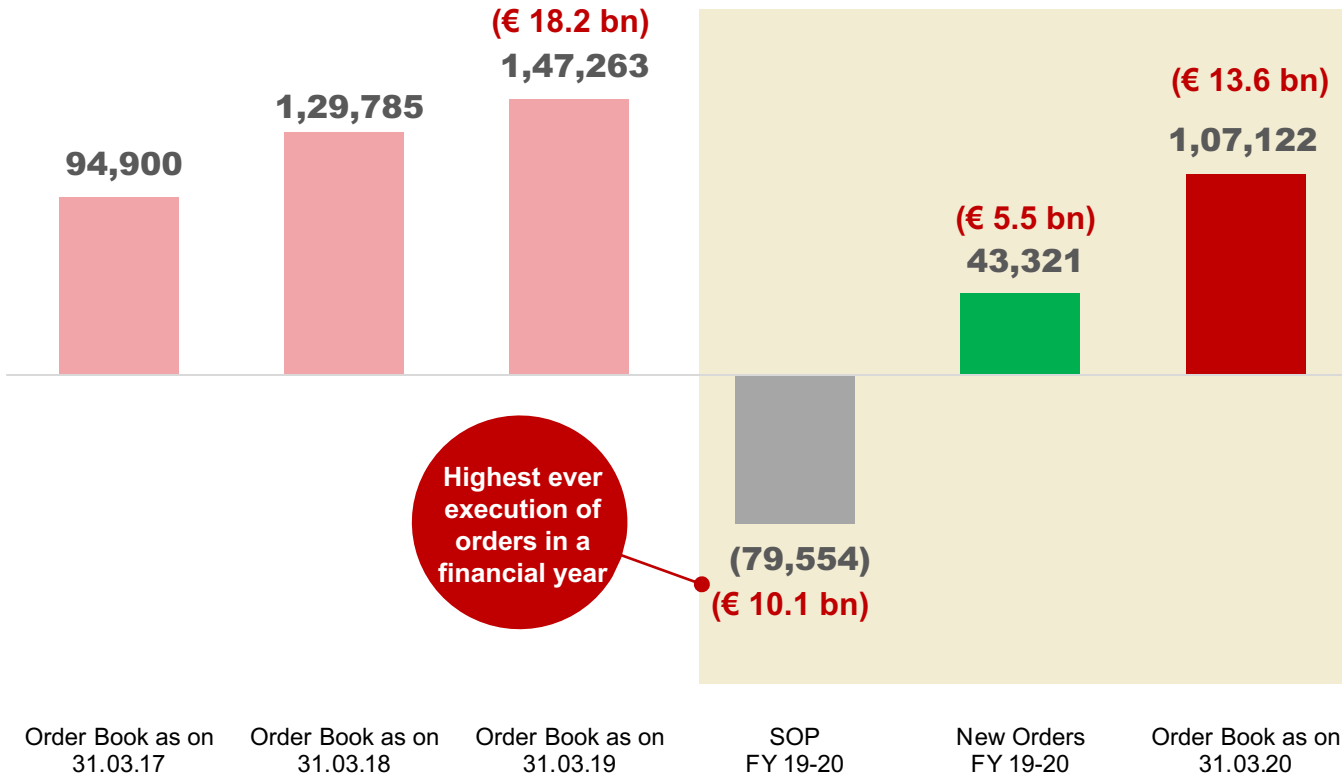
- Currently, majority of our manufacturing facilities are operating



- Gradual ramp up in initial weeks/ months expected
- No significant program delays noticed
- Strong measures to reduce costs viz
 - Payroll flexibility & cost rationalisation measures
 - Critical monitoring of capital expenditure and elimination on non-critical investments
 - Close eye on working capital management.
- Maintain liquidity viz –
 - Seek Govt. supported financial lines.
 - Keep cash liquidity to support business.
 - Issuance of NCD of Rs 500 crores

- Key Highlights
- **Order book status**
- Results Q4 FY19 vs Q4 FY20
- Debt & Liquidity status
- Results 12M FY19 vs 12M FY20

Order book status at SMRP BV level.



Highest ever execution of orders in a financial year

Total Order book of Rs. 107,122 cr. (Euro 13.6 billion) at SMRP BV level for FY 19-20

New Orders worth Rs. 43,321 cr. (Euro 5.5 billion) received in FY 19-20

Orders worth Rs. 79,554 cr. (Euro 10.1 billion) executed during FY 19-20

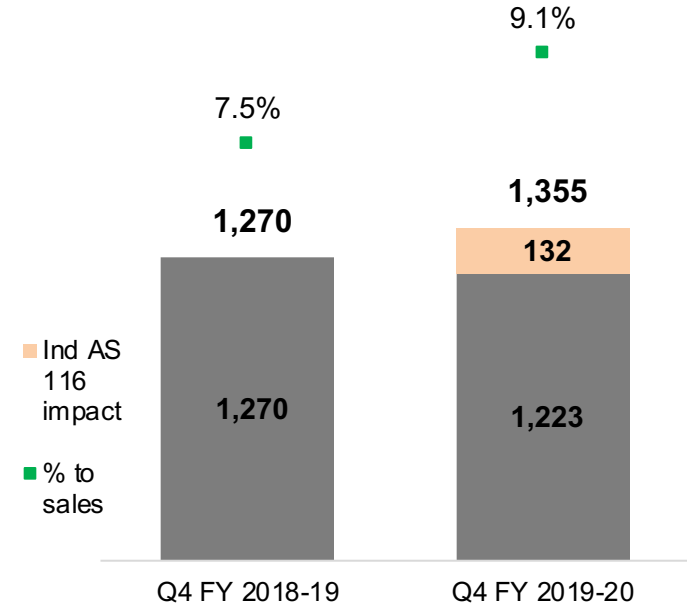
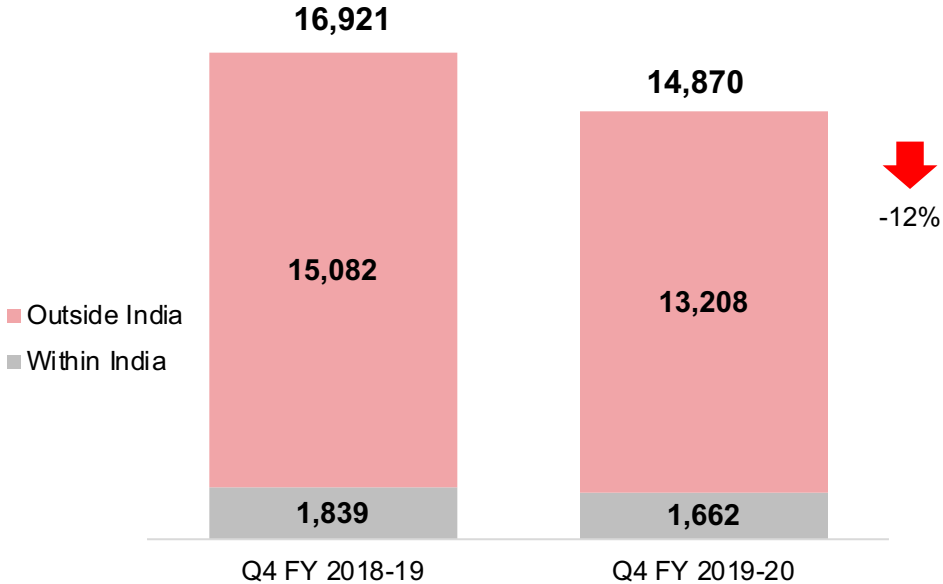


- Order book status
- **Results Q4 FY19 vs Q4 FY20**
- Debt & Liquidity status
- Results 12M FY19 vs 12M FY20

MSSL Consolidated : Q4 FY19 vs Q4 FY20.

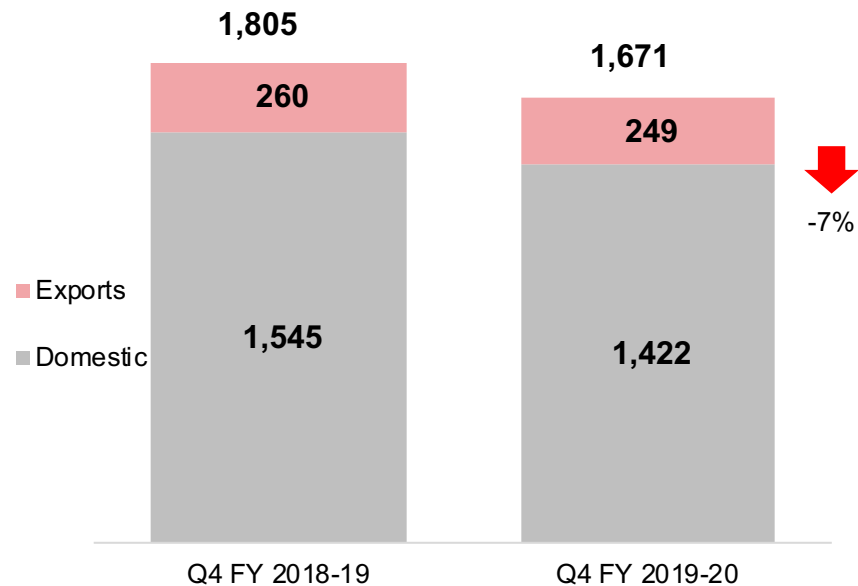
Revenues.

EBITDA.

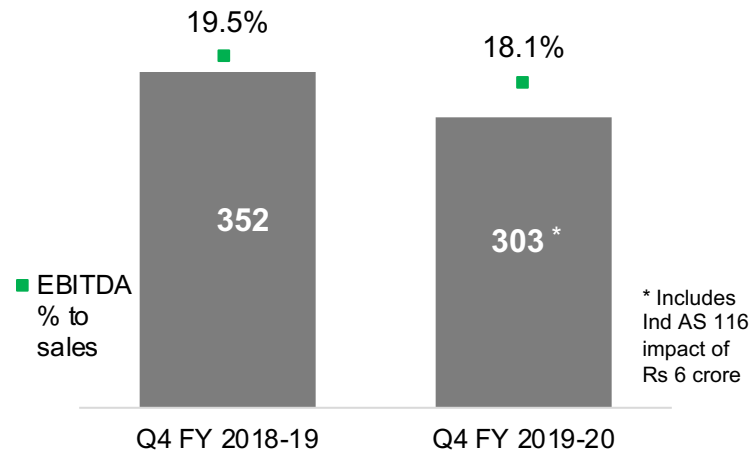


MSSL Standalone : Q4 FY19 vs Q4 FY20.

Revenues.

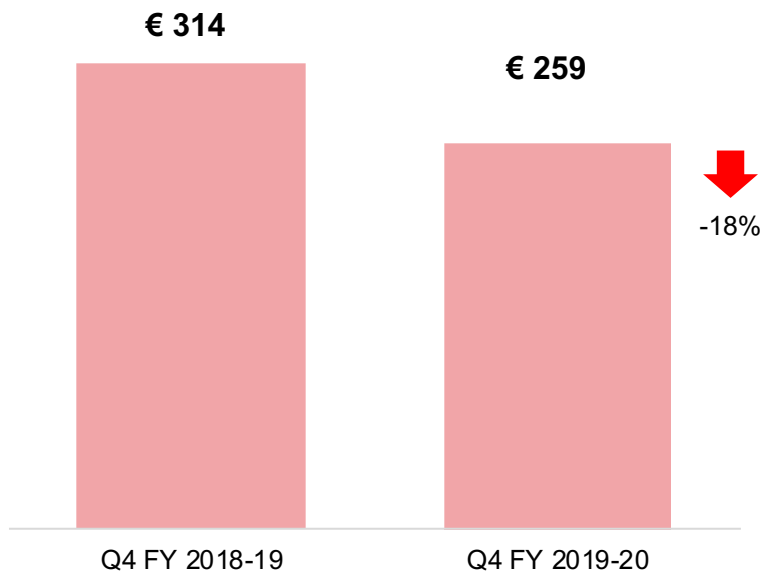


EBITDA.

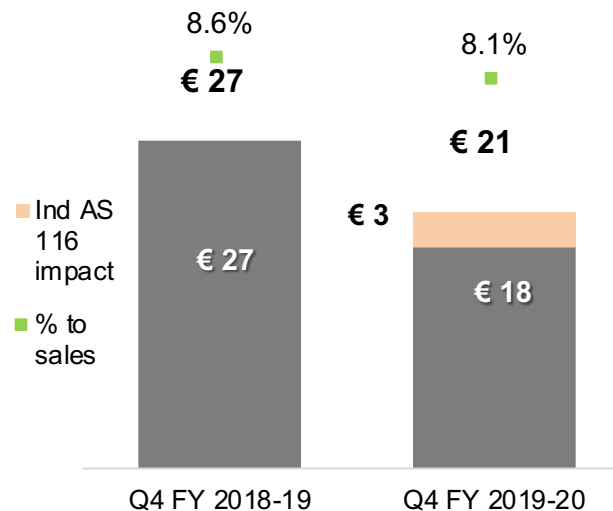


PKC (In Euro Terms**) : Q4 FY19 vs Q4 FY20.

Revenues.



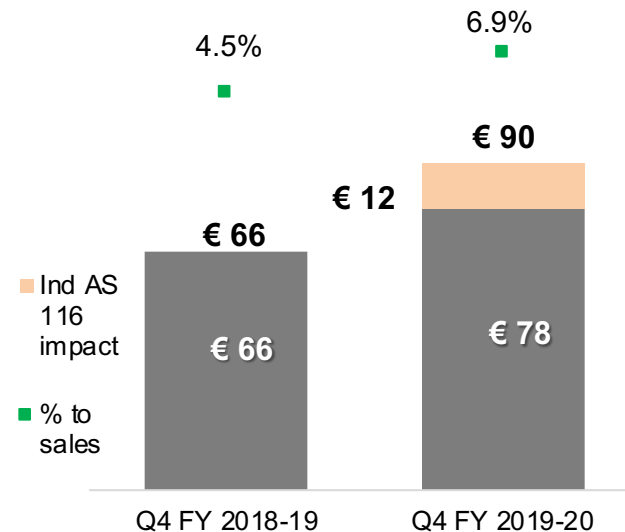
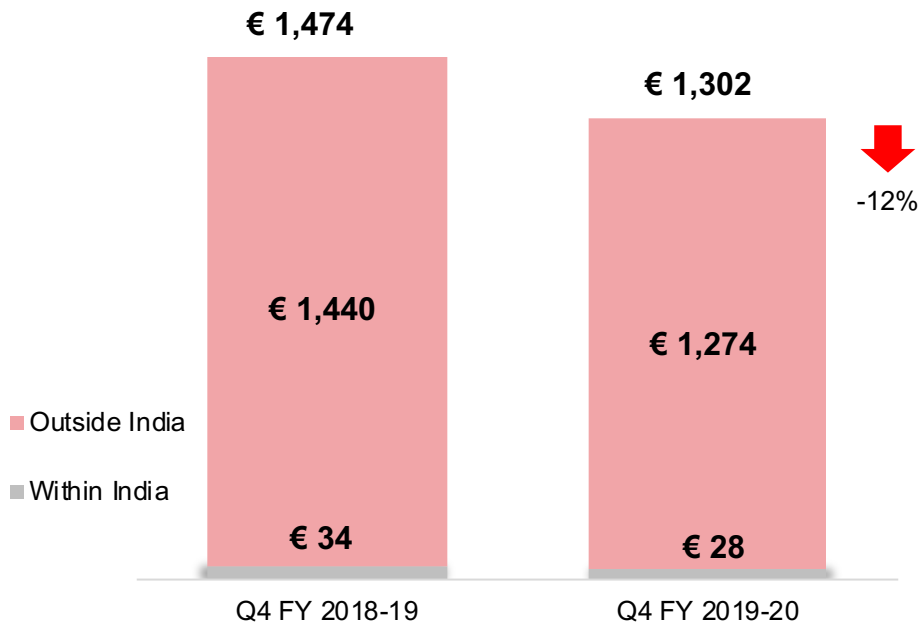
EBITDA.



SMRPBV (In Euro Terms**) : Q4 FY19 vs Q4 FY20.

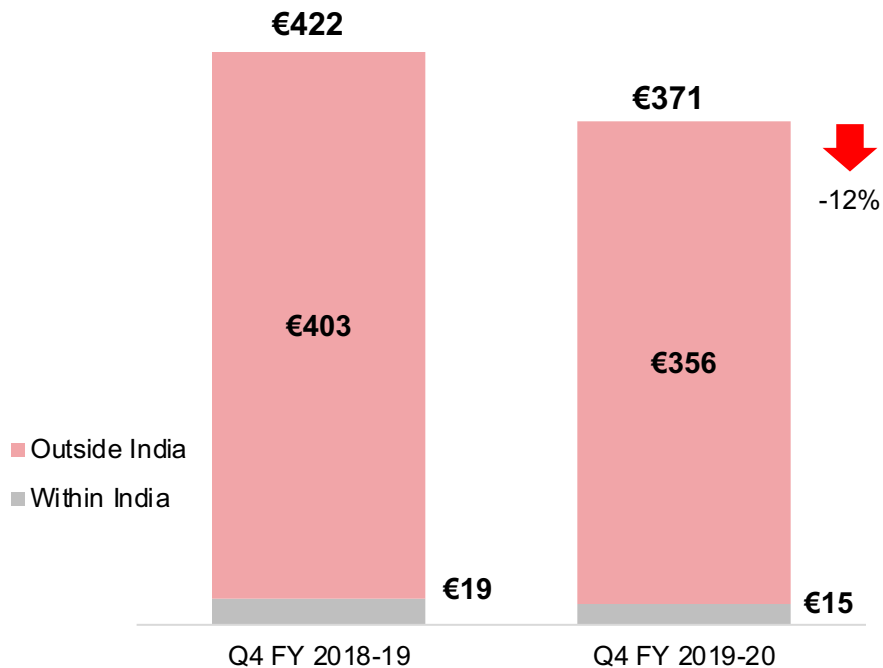
Revenues.

EBITDA.

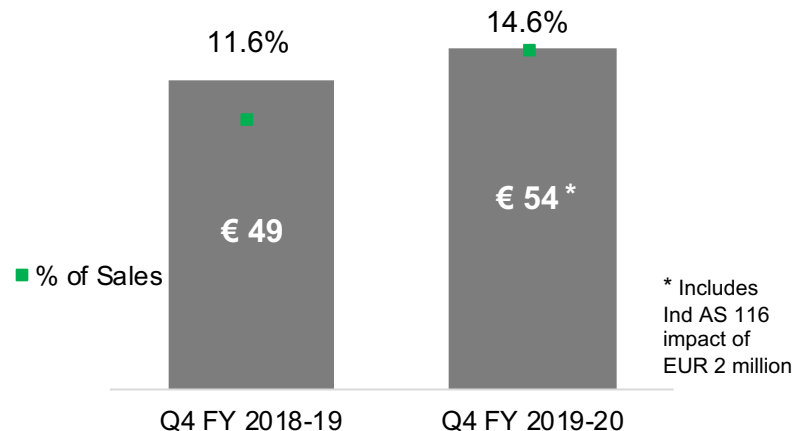


SMR (In Euro Terms**) : Q4 FY19 vs Q4 FY20.

Revenues.



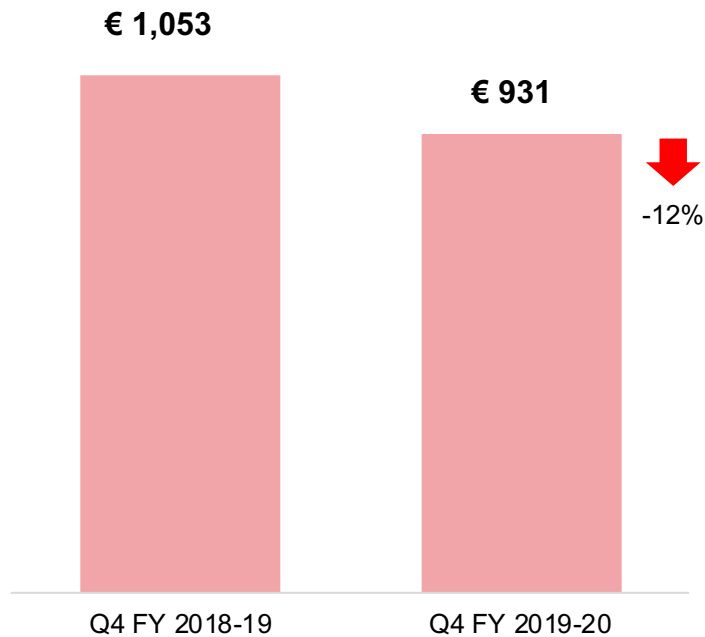
EBITDA.



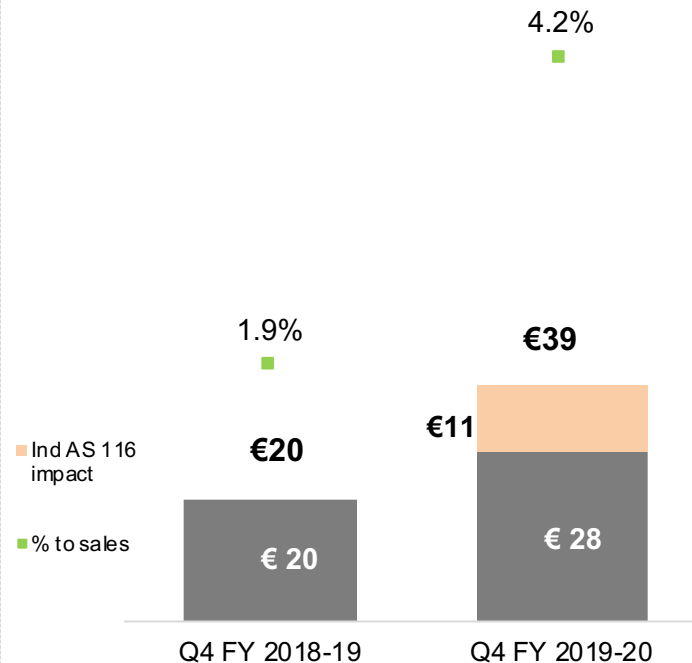
* Includes Ind AS 116 impact of EUR 2 million

SMP (In Euro Terms**) : Q4 FY19 vs Q4 FY20.

Revenues.

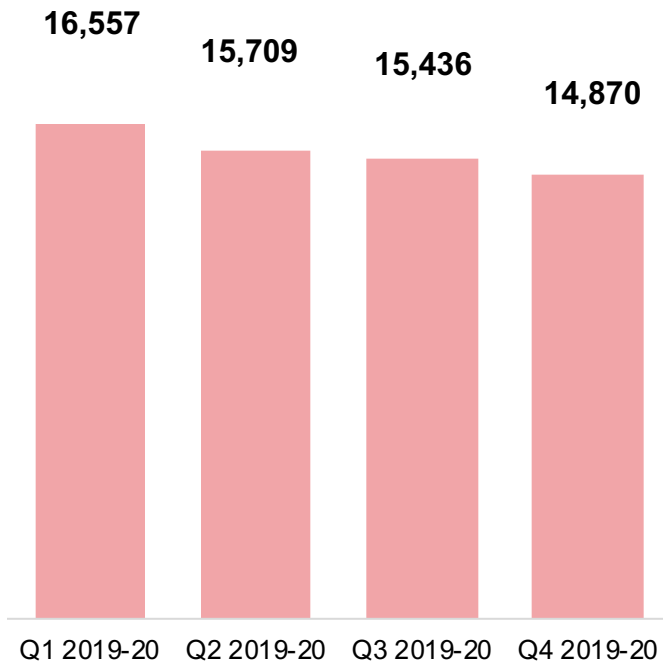


EBITDA.

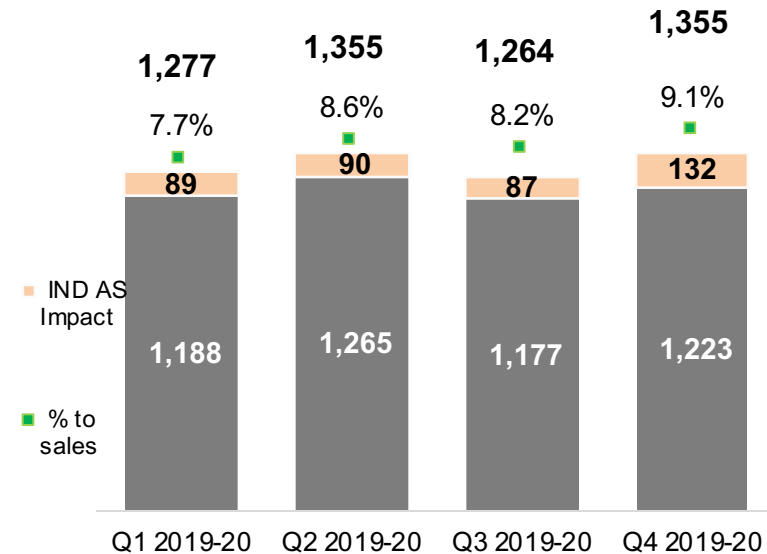


MSSL Consolidated : FY 2019-20 Quarterly trend.

Revenues.

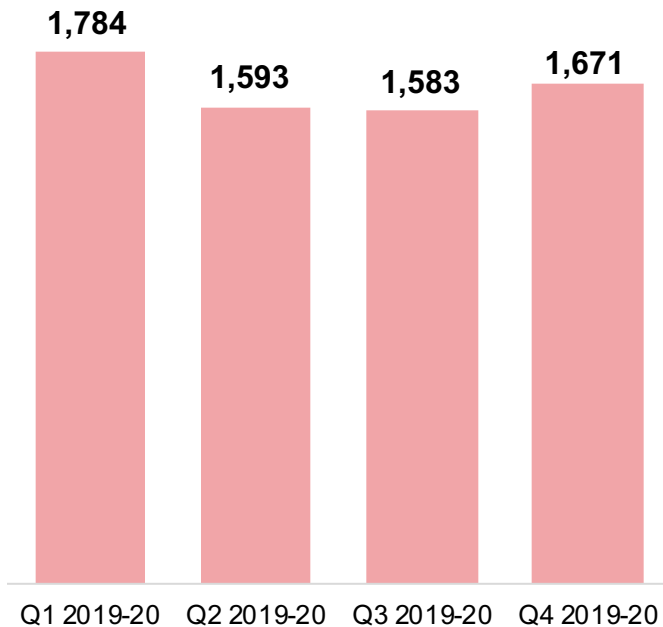


EBITDA.

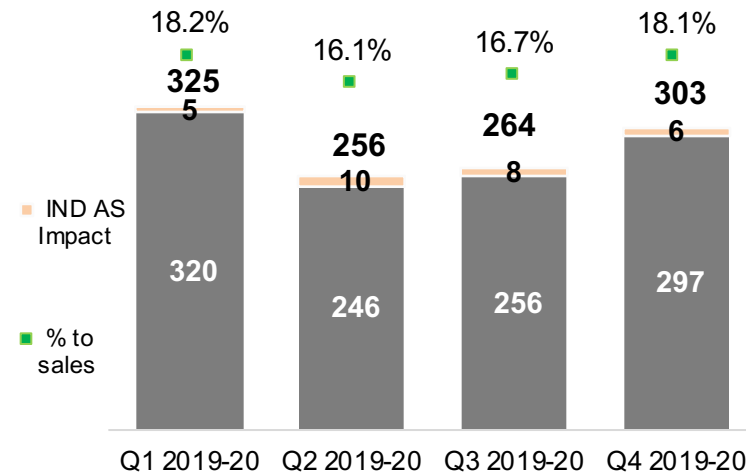


MSSL Standalone : FY 2019-20 Quarterly trend.

Revenues.

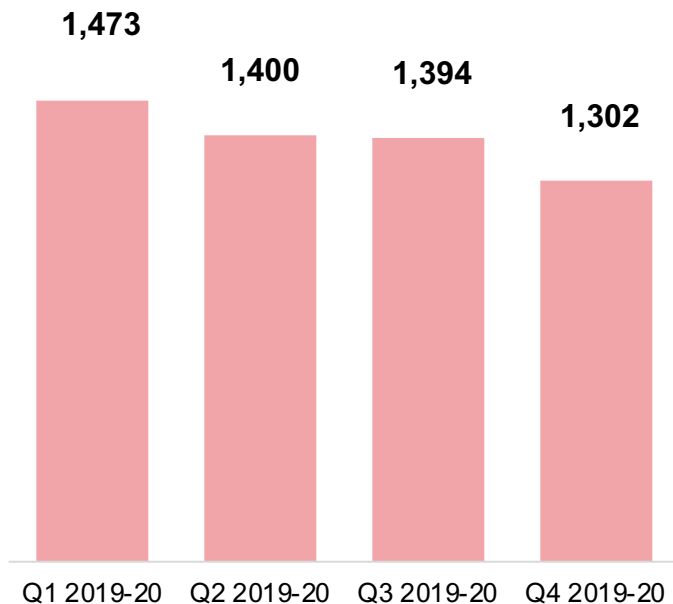


EBITDA.

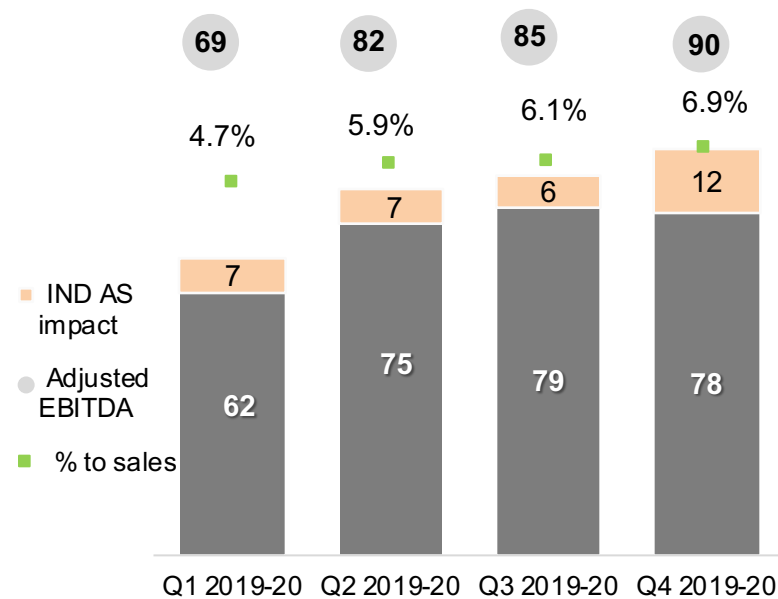


SMRPBV : FY 2019-20 Quarterly trend

Revenues.

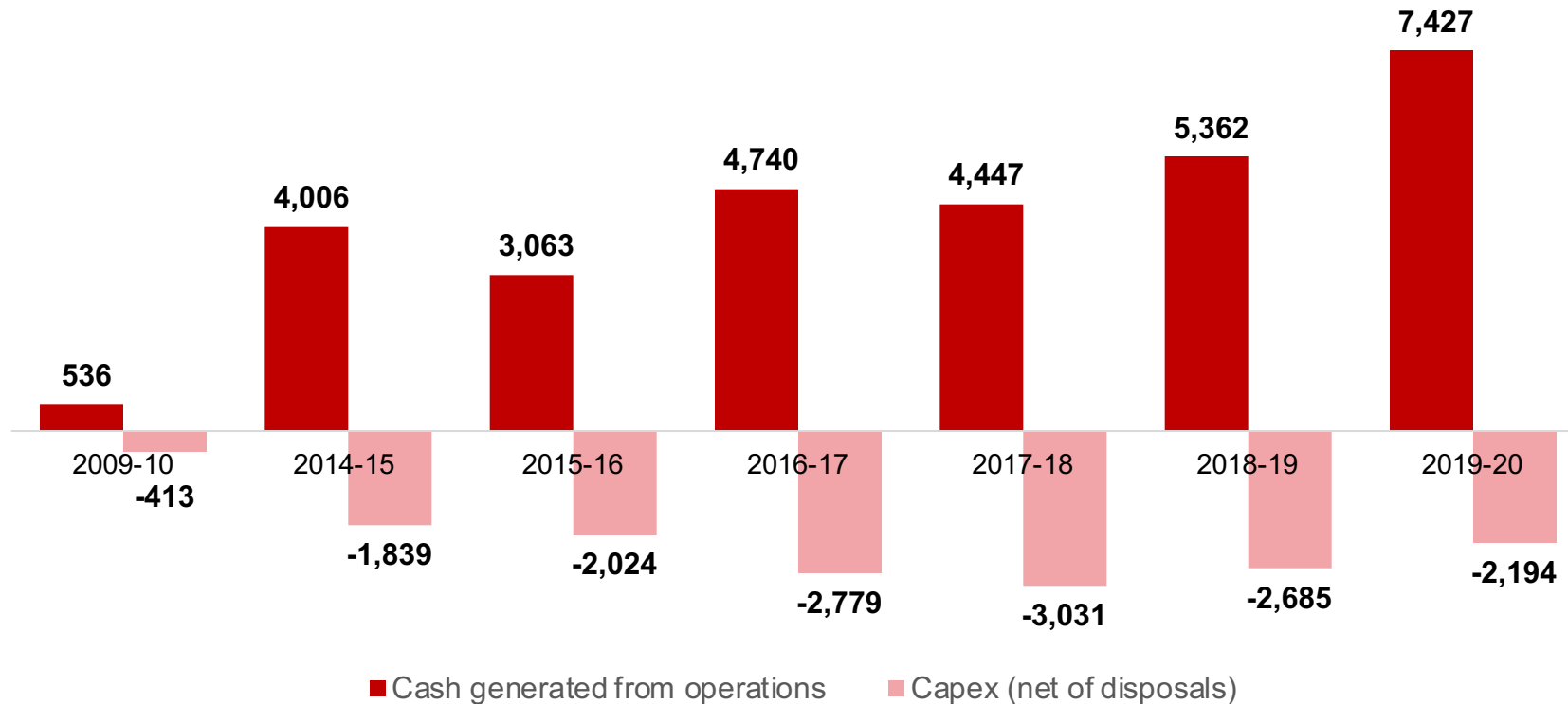


EBITDA.



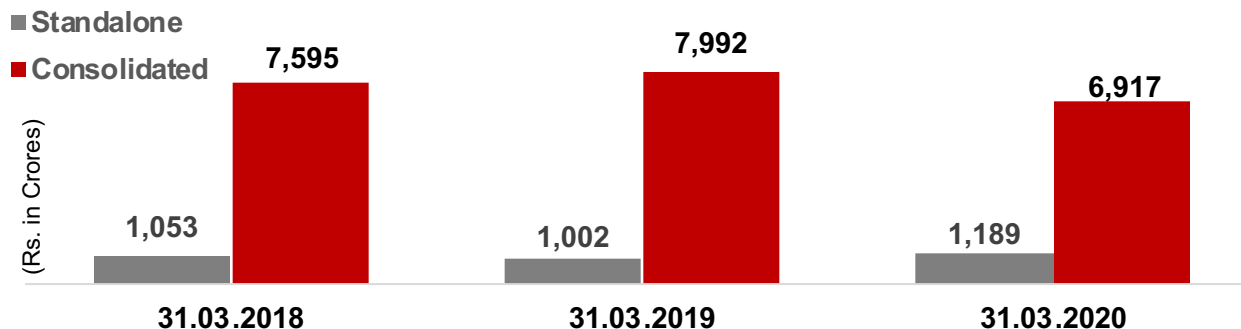
- Order book status
- Results Q4 FY19 vs Q4 FY20
- **Debt & Liquidity status**
- Results 12M FY19 vs 12M FY20

Cash Generated from Operations and Capex.



A. Net Debt.

Rs. In Crores	31.03.2018		31.03.2019		31.03.2020	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,155	10,373	1,136	11,534	1,419	11,790
Cash & Bank	102	2,778	134	3,542	230	4,873
Net Debt	1,053	7,595	1,002	7,992	1,189	6,917

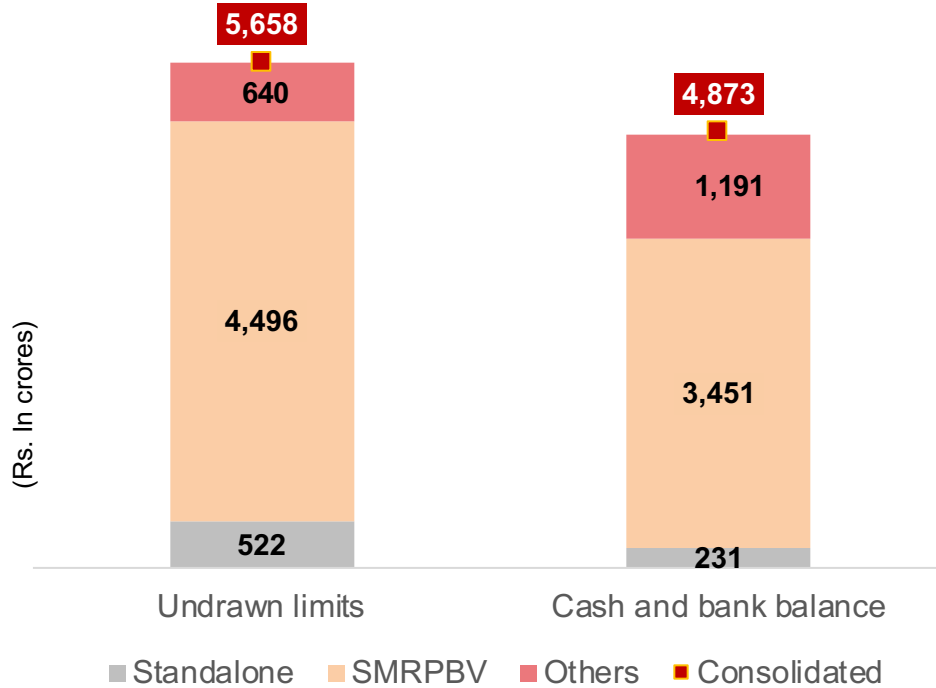


B. Impact of Ind AS 116. (not included in net debt table above)

Rs. In Crores	01.04.2019		31.03.2020	
	Standalone	Consolidated	Standalone	Consolidated
Lease liability	86	1,321	93	1,363

Liquidity : Strong Position

Total Liquidity : Rs. 10,530 crores



As on 31st March 2020

Current Liquidity Situation continue to remain strong

Continue working towards various **liquidity enhancement measures**

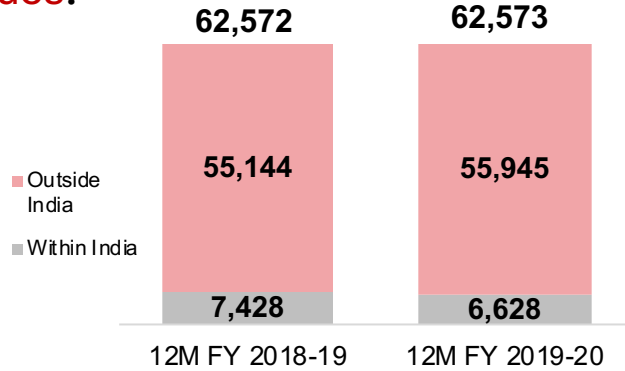
Key initiatives include Rs 1,000 crores NCD issuance approval (Rs 500 crores issued) and various State Backed Loans / Government Support Programs that have been availed / under finalization across the globe

Current liquidity position continues to be similar to March 31, 2020 at **~Rs 10,000 – 11,000 crores** including the above initiatives

- Order book status
- Results Q4 FY19 vs Q4 FY20
- Debt & Liquidity status
- **Results 12M FY19 vs 12M FY20**

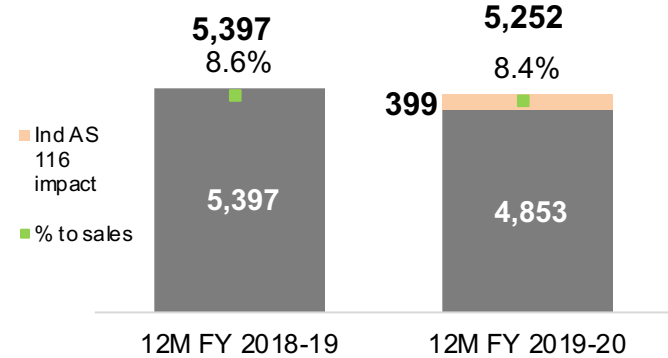
MSSL Consolidated : 12M FY19 vs 12M FY20.

Revenues.

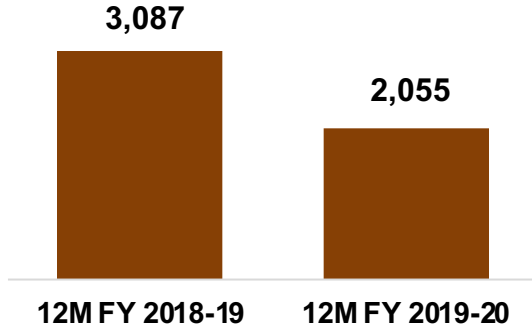


EBITDA.

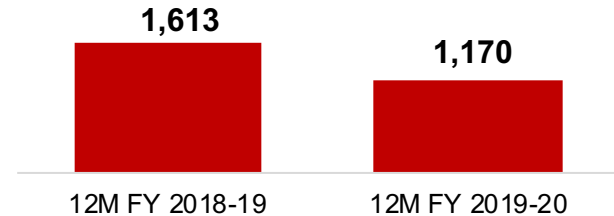
(Rs in Crores)



PBT.



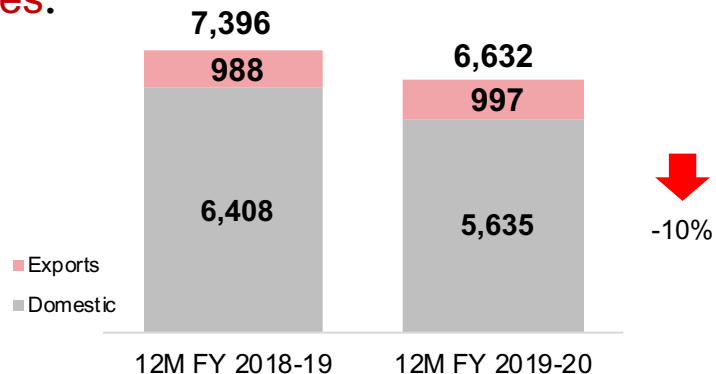
PAT (Concern Share).



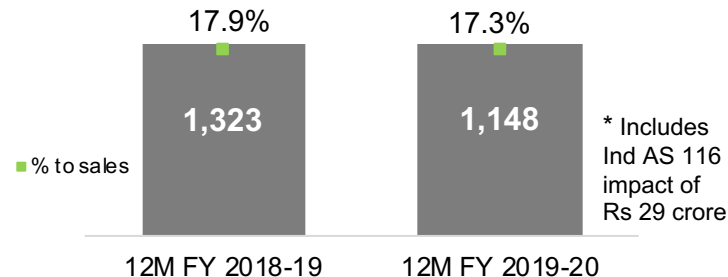
MSSL Standalone : 12M FY19 vs 12M FY20.

(Rs in Crores)

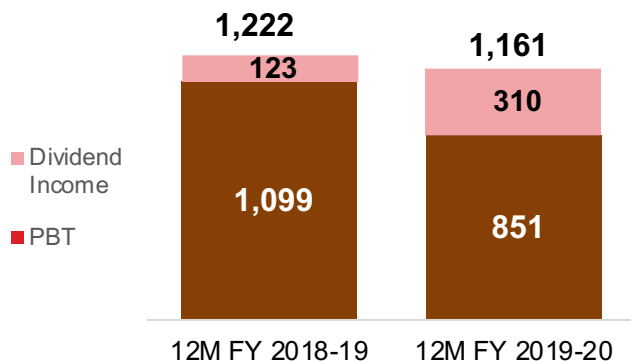
Revenues.



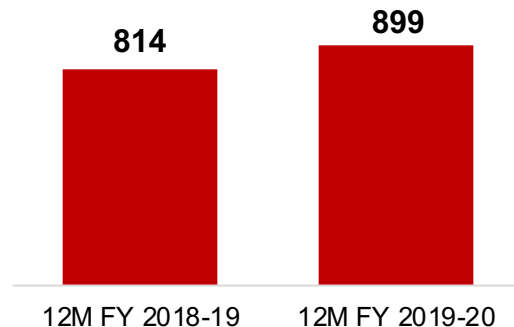
EBITDA.



PBT.



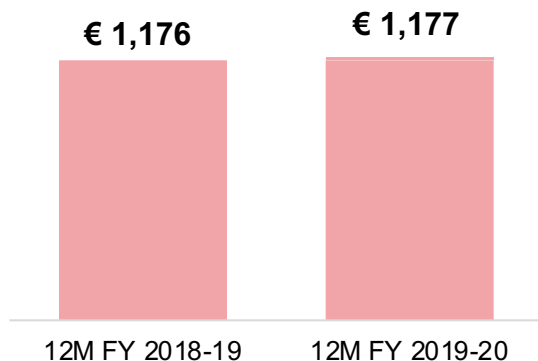
PAT.



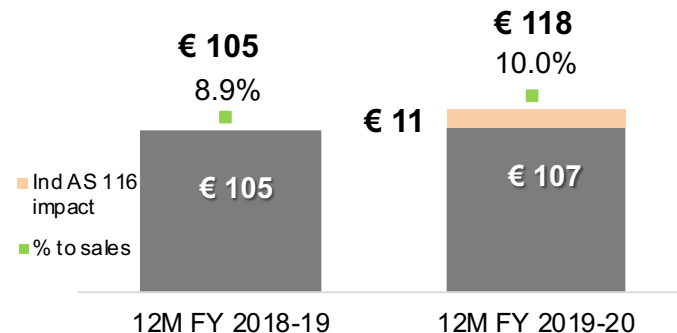
PKC (In Euro Terms**) : 12M FY19 vs 12M FY20.

(In Million Euros)

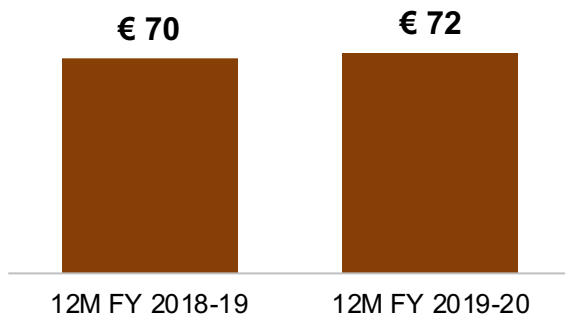
Revenues.



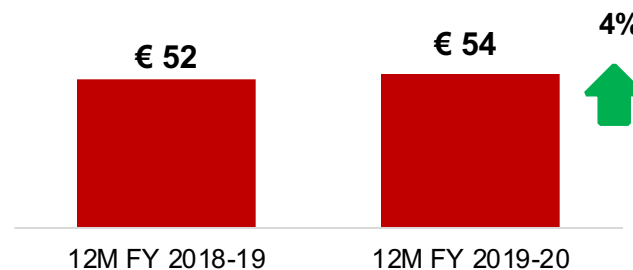
EBITDA.



PBT.

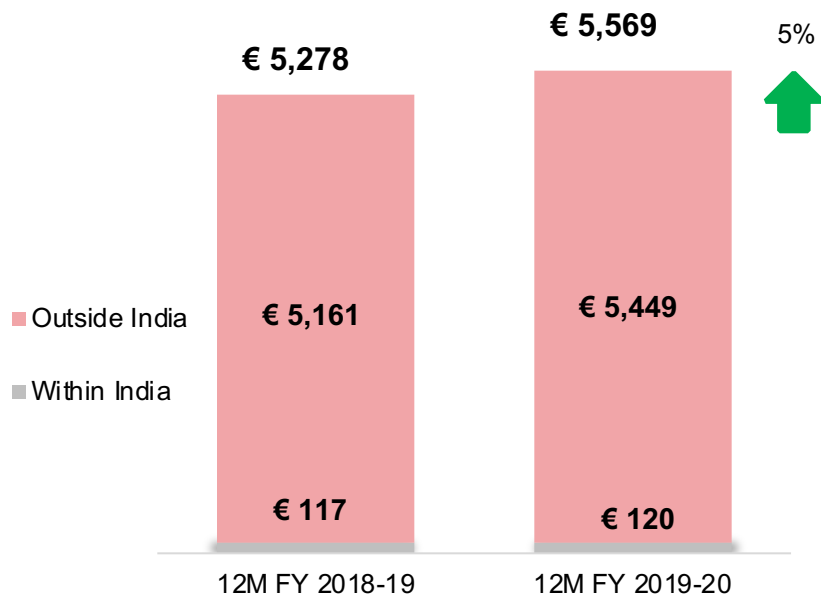


PAT (Concern Share).

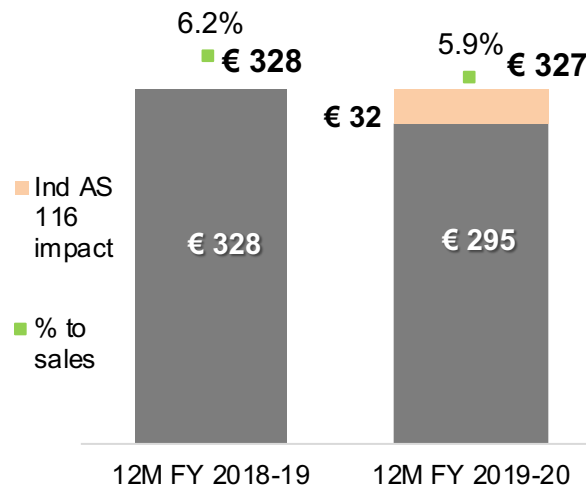


SMRPBV (In Euro Terms**) : 12M FY19 vs 12M FY20.

Revenues.



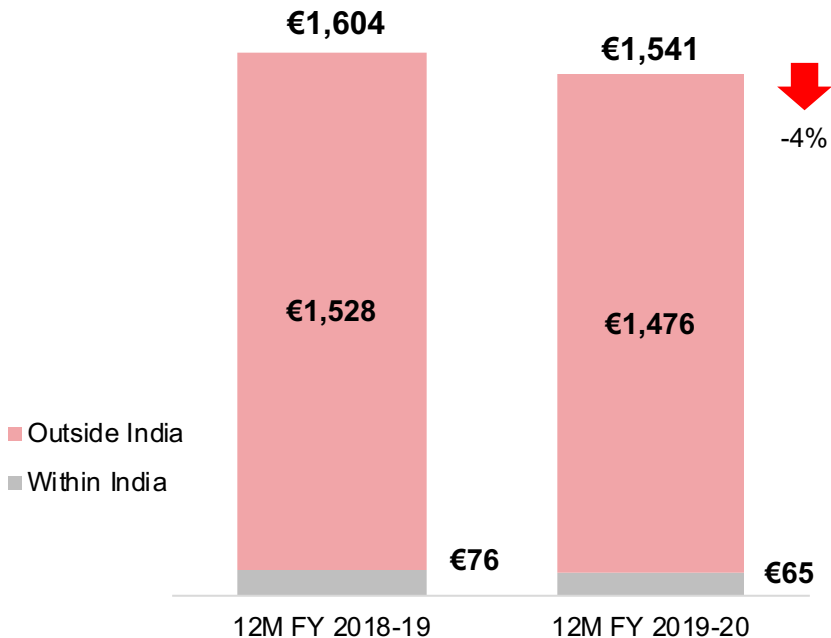
EBITDA.



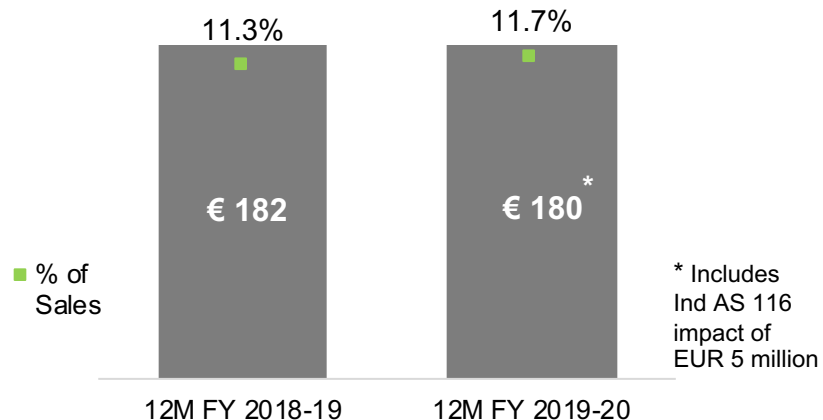
SMR (In Euro Terms**) : 12M FY19 vs 12M FY20.

(In Million Euros)

Revenues.

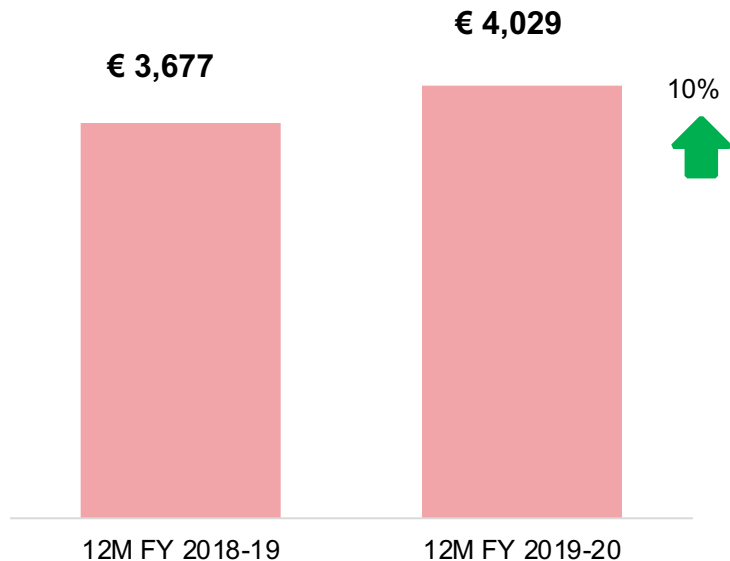


EBITDA.

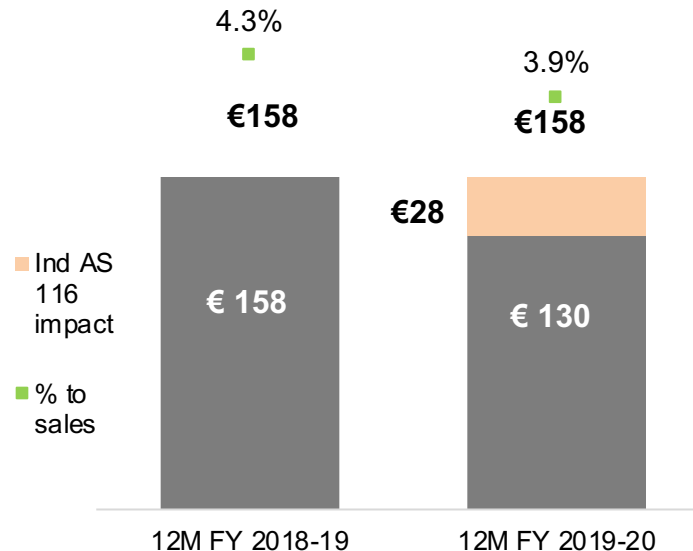


SMP (In Euro Terms**) : 12M FY19 vs 12M FY20.

Revenues.



EBITDA.



Reference Rates, Notes & Safe Harbor.

Copper Rates.

Average	Q4 2018-19	Q4 2019-20	% Change
LME Copper (USD / MT)	6,220	5,638	(9.3%)
Copper (INR / KG)	473	443	(6.3%)

Average	12M 2018-19	12M 2019-20	% Change
LME Copper (USD / MT)	6,341	5,860	(7.6%)
Copper (INR / KG)	480	452	(5.8%)

Exchange Rates (Average).

Currency (equal to Rs.)	Q4 2018-19	Q4 2019-20	% Change
INR to Euro	80.04	79.86	(0.2%)
INR to YEN	0.640	0.665	3..9%

Currency (equal to Rs.)	12M 2018-19	12M 2019-20	% Change
INR to Euro	80.91	78.77	(2.6%)
INR to YEN	0.631	0.652	3.3%

Exchange Rates (Closing).

Currency	31.03.2018	31.03.2019	31.03.2020
Rs./Euro	80.29	77.57	83.32
Rs./USD	65.17	69.15	75.55

Notes.

1. This presentation has been prepared from the unaudited financial results for the quarter ended on 31th March 2020. 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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