

**Proud to be  
part of the  
world's most  
admired  
automotive  
brands**

## **Presentation on Results Q2 & H1 FY 2015-16**

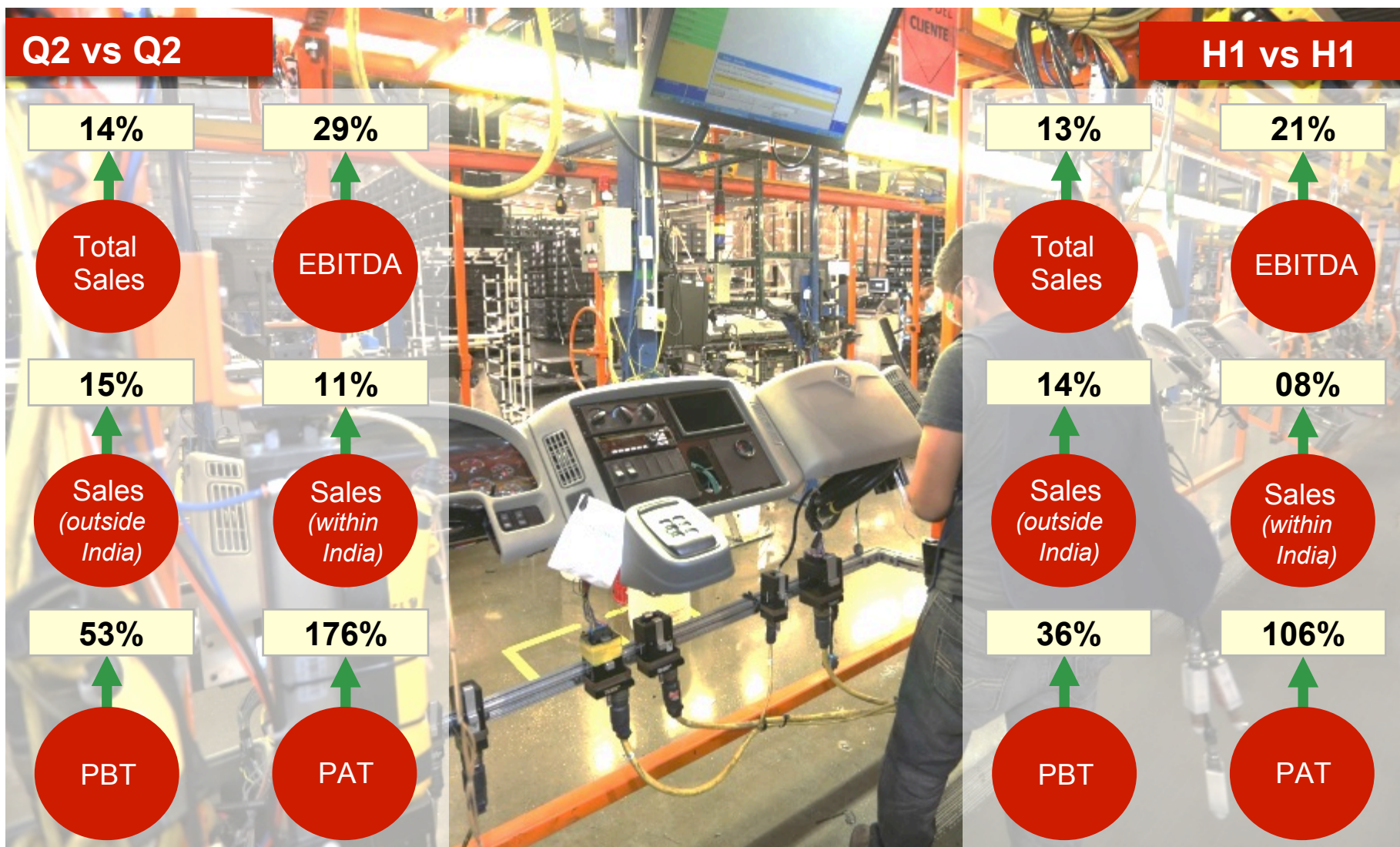
06<sup>th</sup> November 2015

**MSL**  
Motherson Sumi  
Systems Limited



- Highlights
- MSSL performance
- SMRPBV performance
- Debt status

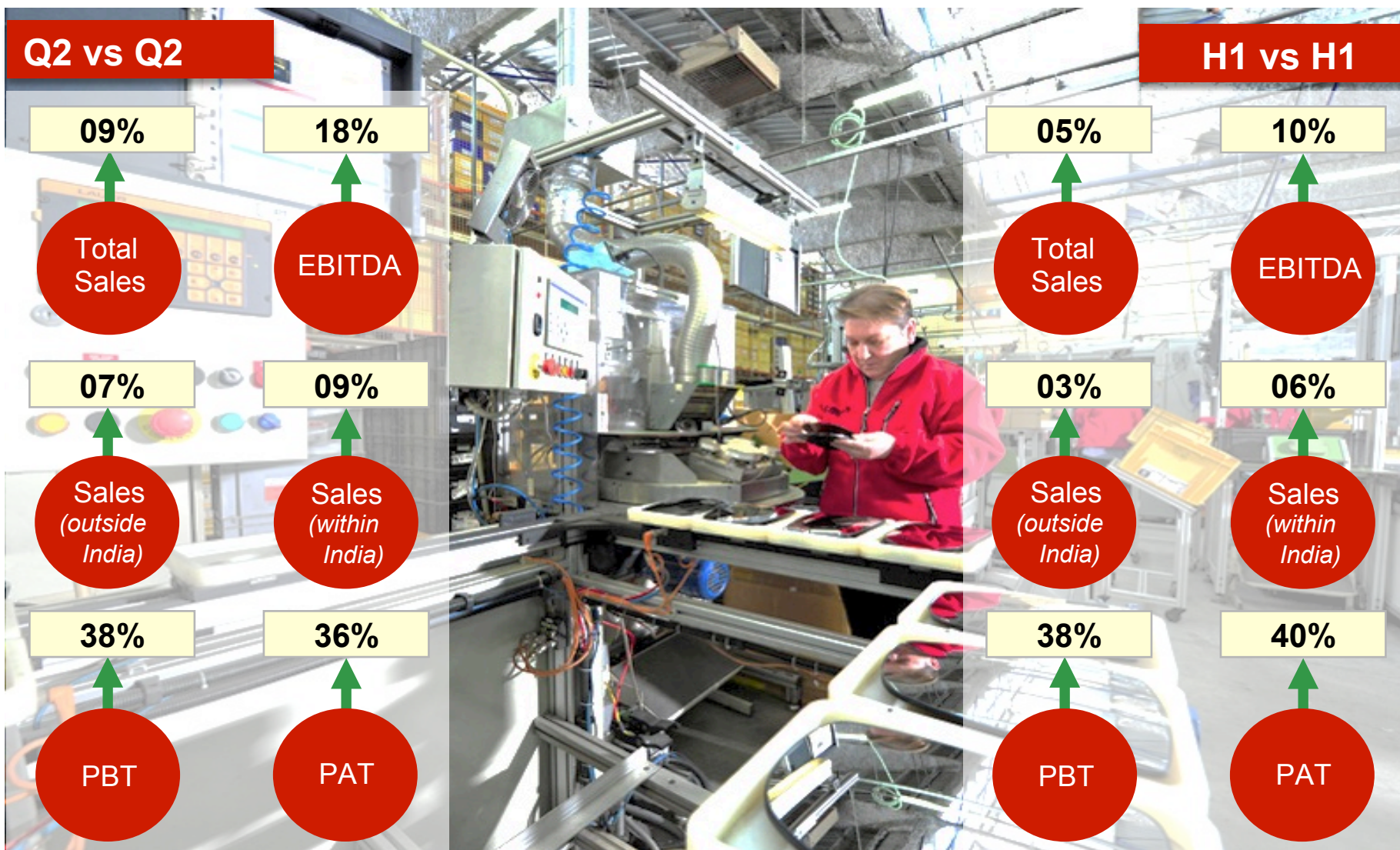
# Highlights Consolidated



MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform

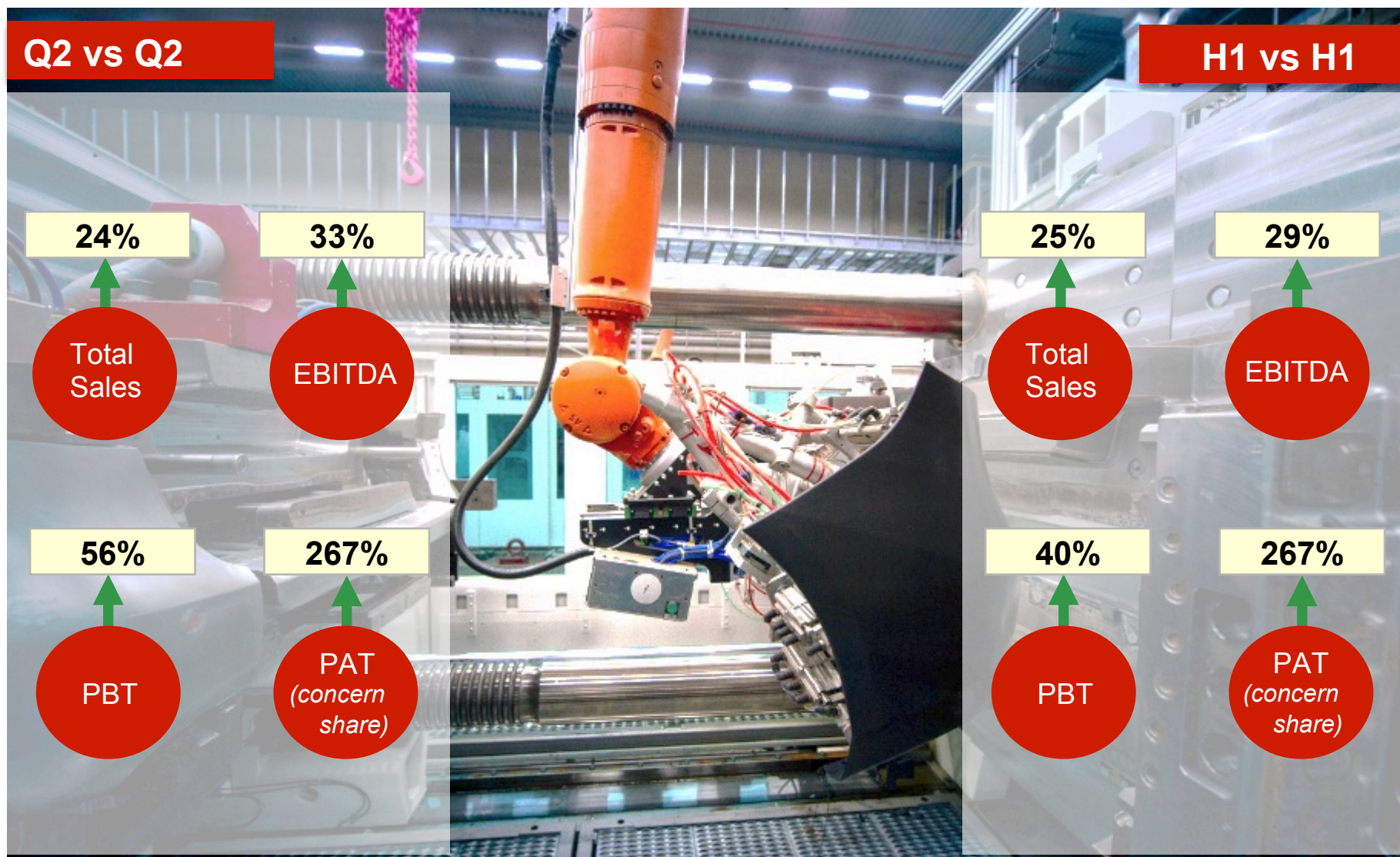


# Highlights Standalone



MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform

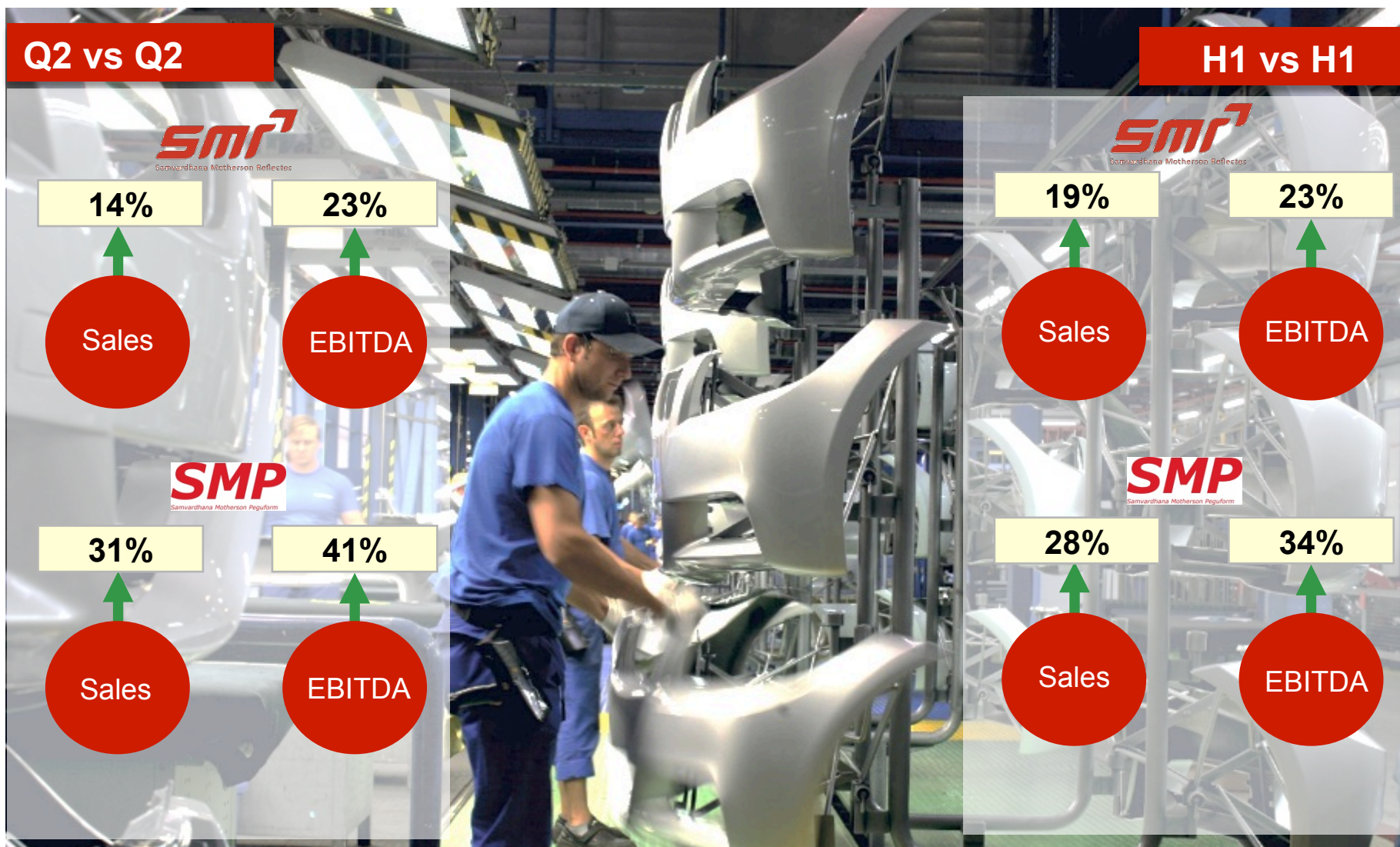
# Highlights **SMRP BV** (in Euro Terms)



MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform



# Highlights **SMR & SMP** (in Euro Terms)



MSSL: Motherson Sumi Systems Ltd; SMRP BV : Samvardhana Motherson Automotive Systems Group BV, SMR: Samvardhana Motherson Reflectec; SMP: Samvardhana Motherson Peguform

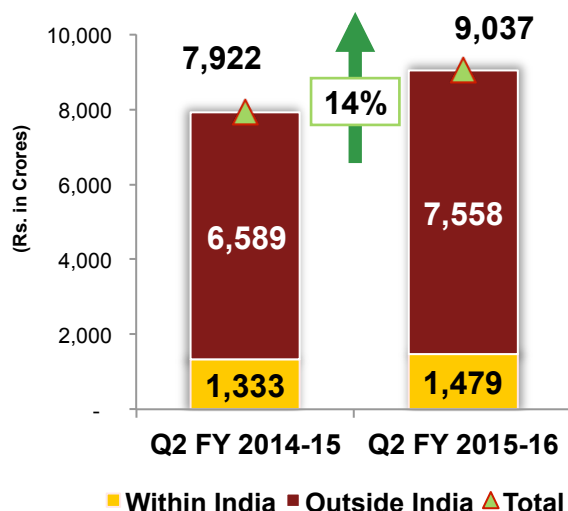


- Highlights
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- SMRPBV performance
- Debt status

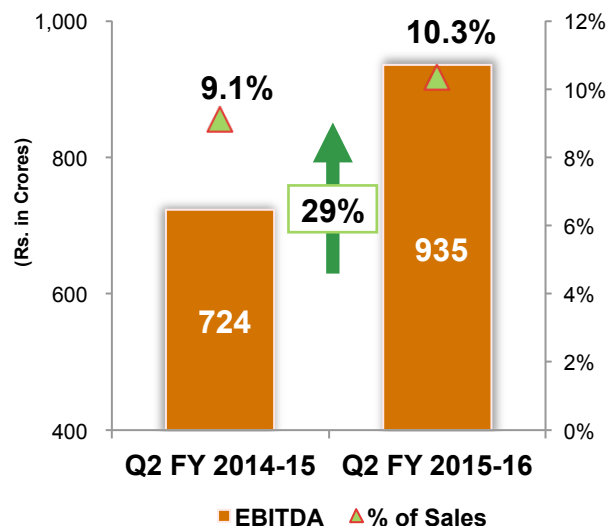
# MSSL Consolidated : Q2 FY 2015-16 vs. Q2 FY 2014-15



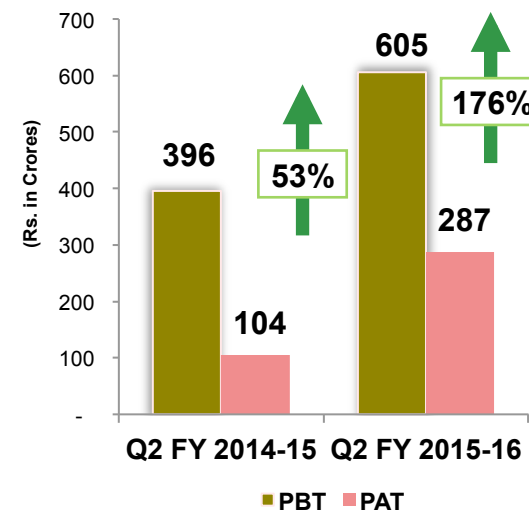
## Sales



## EBITDA\* / % to Sales



## PBT \* & PAT#



## Exchange rate for Euro

Currency (equal to Rs.)	Q2 2014-15	Q2 2015-16	% Change
EURO	80.26	72.38	-10%

## Notes :

(Rs. Crores)	Q2 2014-15	Q2 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	15	39
Exceptional expenses - on Bond Issue and acquisition expenses	124	2

{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

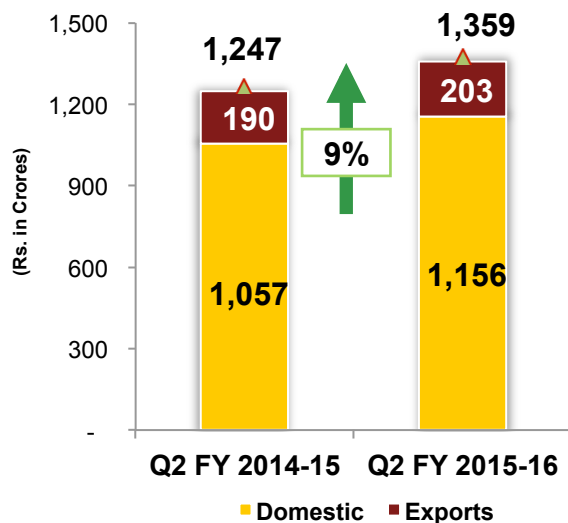
{# concern share after exchange loss/(gain)exceptional expenses}



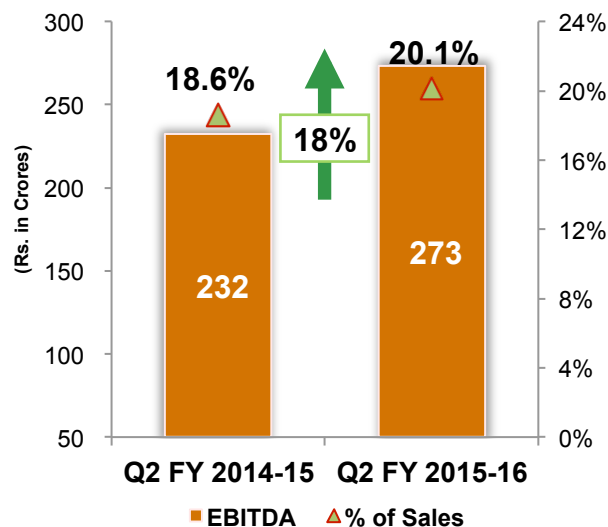
# MSSL Standalone : Q2 FY 2015-16 vs. Q2 FY 2014-15



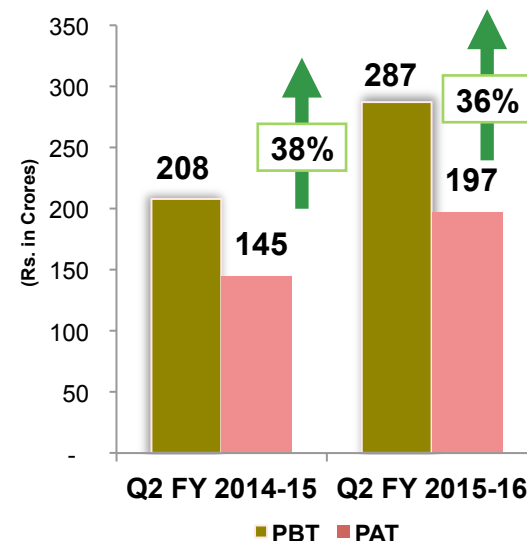
## Sales



## EBITDA\* / % to Sales



## PBT \* & PAT#



## Copper rate & exchange rates considered

Average	Q2 2014-15	Q2 2015-16	% Change
LME Copper (USD / Ton )	6,993	5,251	-25%
INR to Euro	80.16	72.38	-10%
INR to YEN	0.583	0.532	-9%

## Notes :

(Rs. Crores)	Q2 2014-15	Q2 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	13	13
Dividend Income	40	68

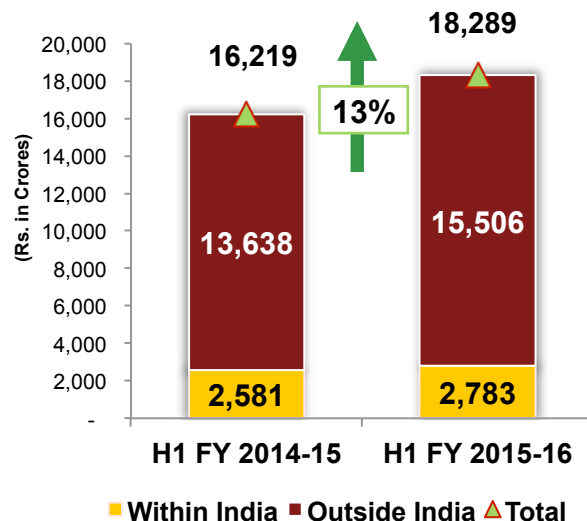
{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

{# Before exchange loss/(Gain), exceptional expense/(income), including gain on sales of investment in JV and redemption of preference share and dividend income

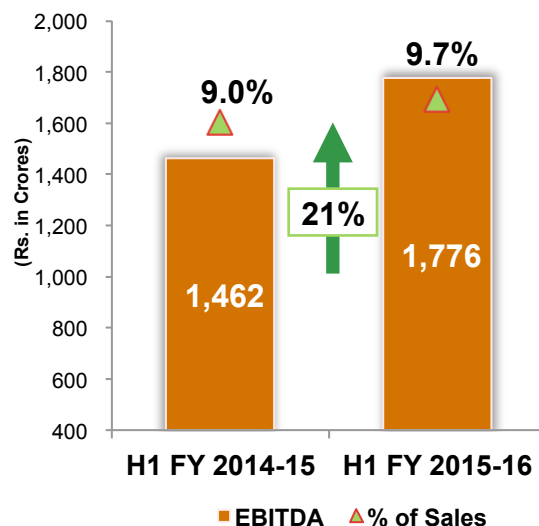
# MSSL Consolidated : H1 FY 2015-16 vs. H1 FY 2014-15



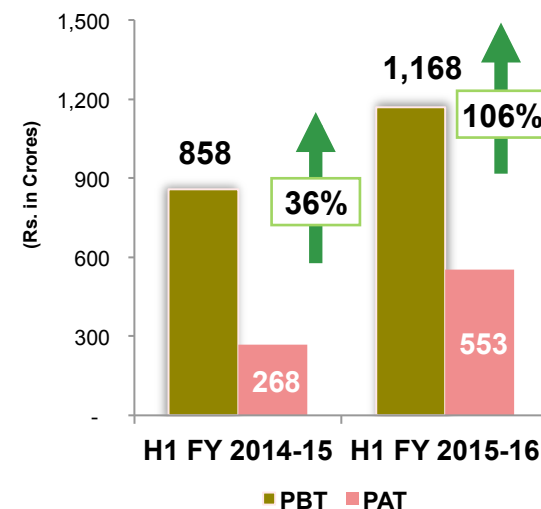
## Sales



## EBITDA\* / % to Sales



## PBT \* & PAT#



### Notes :

(Rs. Crores)	H1 2014-15	H1 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	26	47
Exceptional expenses- on Bond Issue and acquisition expenses	170	27
Gain on sale of investment in JV	-	22

{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

{# Before exchange loss/(Gain), exceptional expense/(income), including gain on sales of investment in JV and redemption of preference share and dividend income

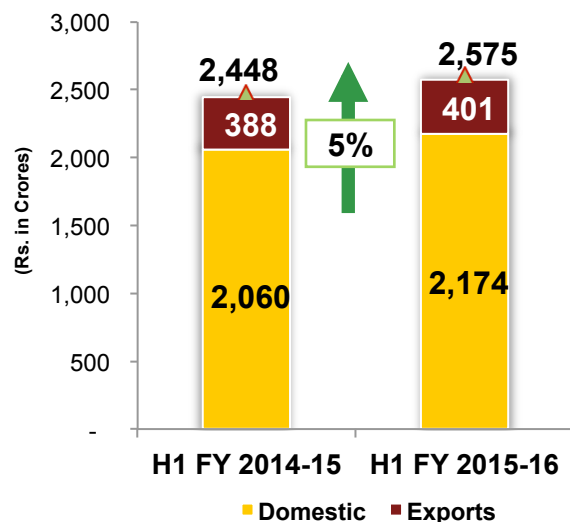
### Exchange rate for Euro

Currency (equal to Rs.)	H1 2014-15	H1 2015-16	% Change
EURO	81.15	71.25	-12 %

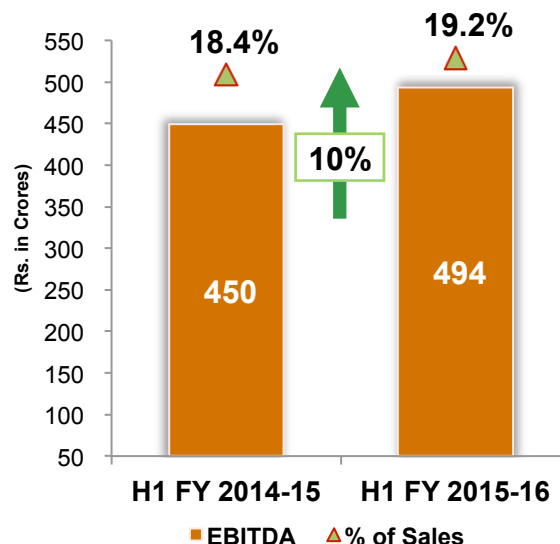
# MSSL Standalone : H1 FY 2015-16 vs. H1 FY 2014-15



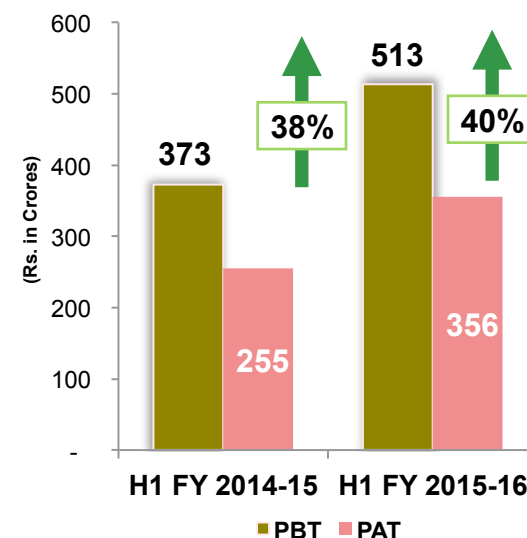
## Sales



## EBITDA\* / % to Sales



## PBT\* & PAT#



## Copper rate & exchange rates considered

Average	H1 2014-15	H1 2015-16	% Change
LME Copper (USD / Ton )	6,890	5,653	-18%
INR to Euro	81.15	71.25	-12%
INR to YEN	0.584	0.527	-10%

## Notes :

(Rs. Crores)	H1 2014-15	H1 2015-16
Exchange Loss / ( Gain ) on Long Term Facilities	16	20
Gain on sale of JV	-	36
Gain on redemption of preference share	-	9
Dividend Income	40	77

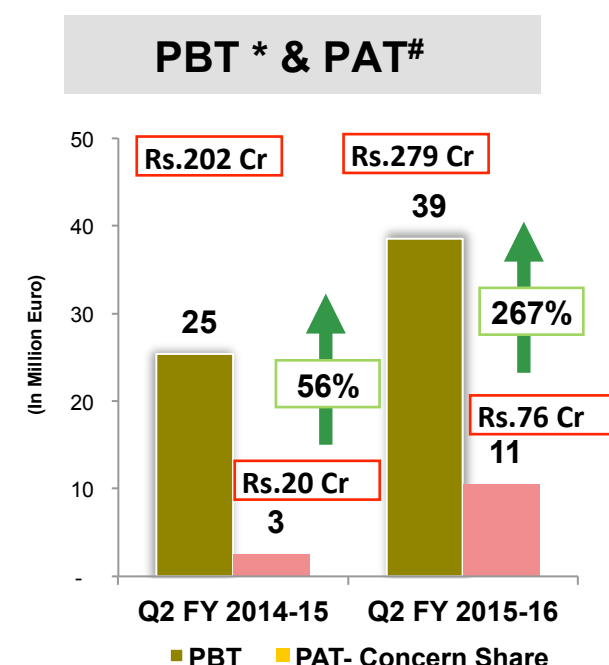
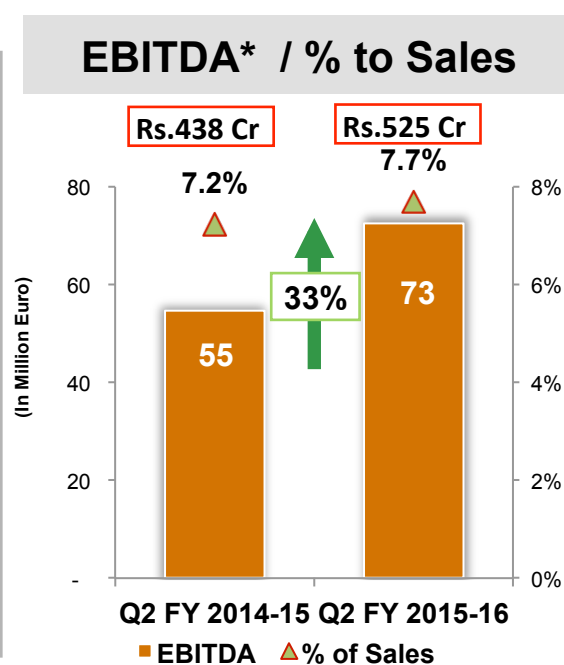
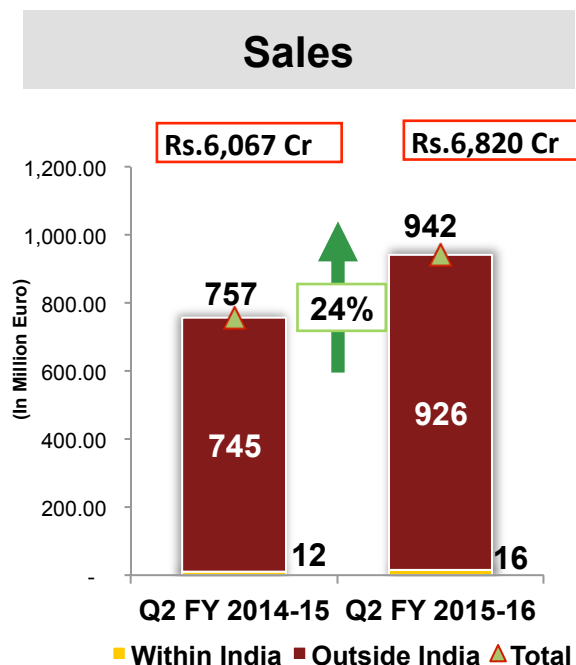
{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

{# Before exchange loss/(Gain), exceptional expense/(income), including gain on sales of investment in JV and redemption of preference share and dividend income



- Highlights
- MSSL performance
- SMRPBV performance
- Debt status

# SMRPBV : Q2 FY 2015-16 vs. Q2 FY 2014-15 (In Euro Terms\*\*)



## Notes :

(In Million Euro)	Q2 2014-15	Q2 2015-16
Exceptional expenses towards bonds issuance	11	0
Exchange Loss / (Gain) on Long Term Facilities	0	4

\*\* Please refer to Note on last slide.

{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

{# concern share}

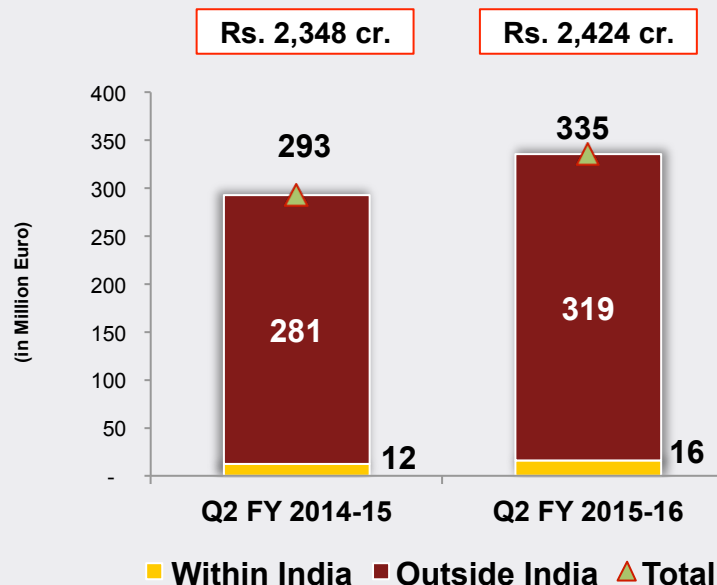


# SMR : Q2 FY 2015-16 vs. Q2 FY 2014-15

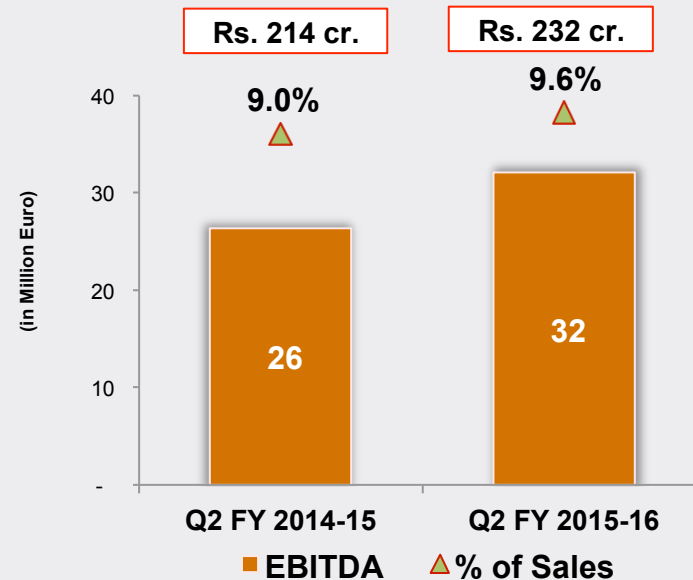
(In Euro Terms\*\*)



## Sales



## EBITDA\* / % to Sales



\*At exchange rate used for translation

▲ 23% EBITDA

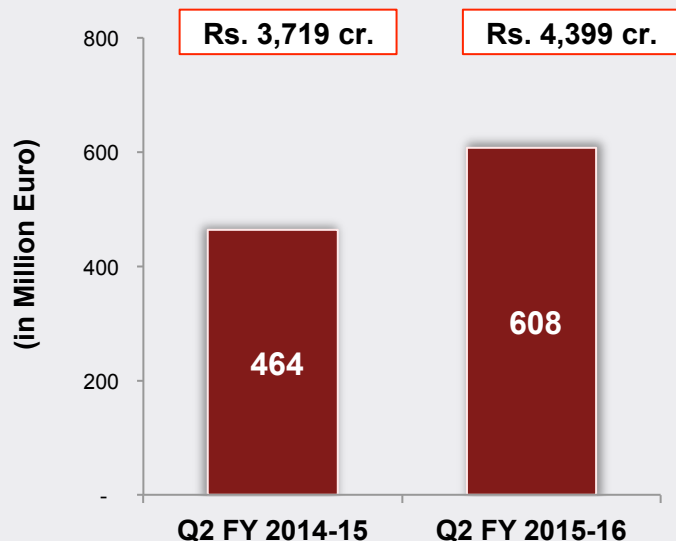
\*\* Please refer to Note on last slide.



# SMP : Q2 FY 2015-16 vs. Q2 FY 2014-15 (In Euro Terms\*\*)



## Sales

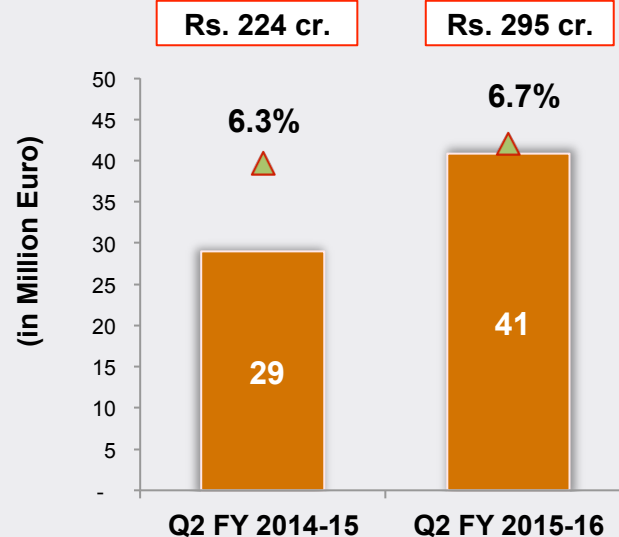


31%



Sales

## EBITDA\* / % to Sales



■ EBITDA ▲ % of Sales

41%



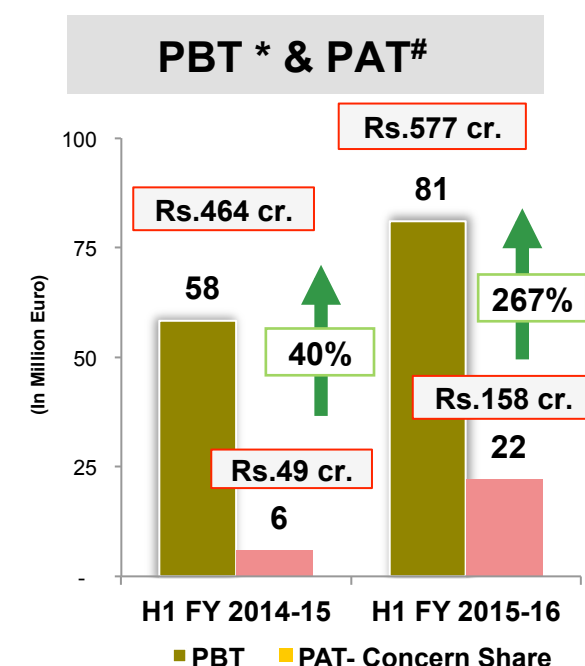
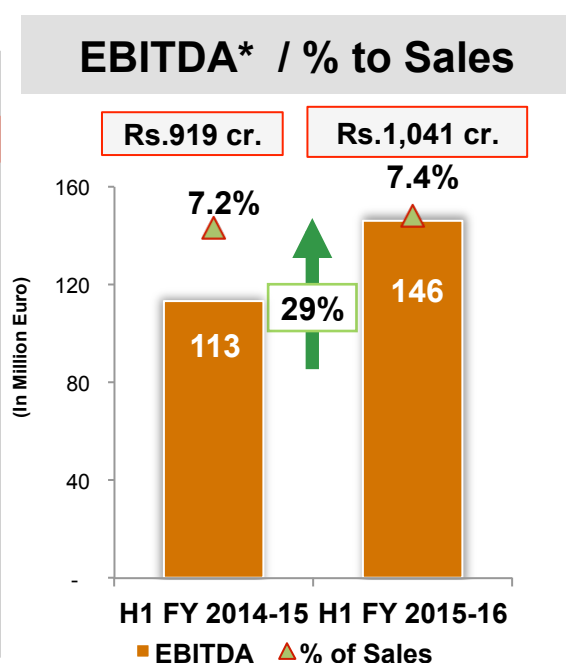
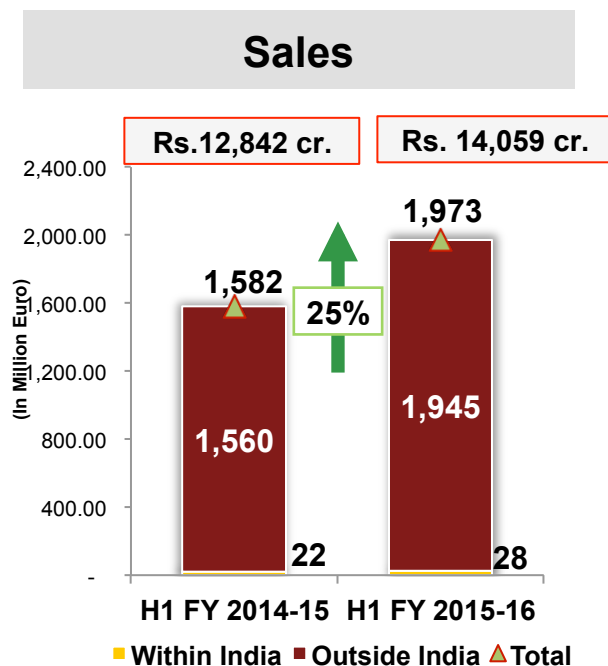
EBITDA

\*At exchange rate  
used for translation

\*\* Please refer to Note on last slide.

# SMRPBV : H1 FY 2015-16 vs. H1 FY 2014-15

(In Euro Terms\*\*)



## Notes :

(In Million Euro)	H1 2014-15	H1 2015-16
Exceptional expenses towards bonds issuance	16	4
Exchange Loss / (Gain) on Long Term Facilities	1	4

\*\* Please refer to Note on last slide.

{\* Before exchange loss/ (Gain) and exceptional expenses/(income)}

{# concern share}

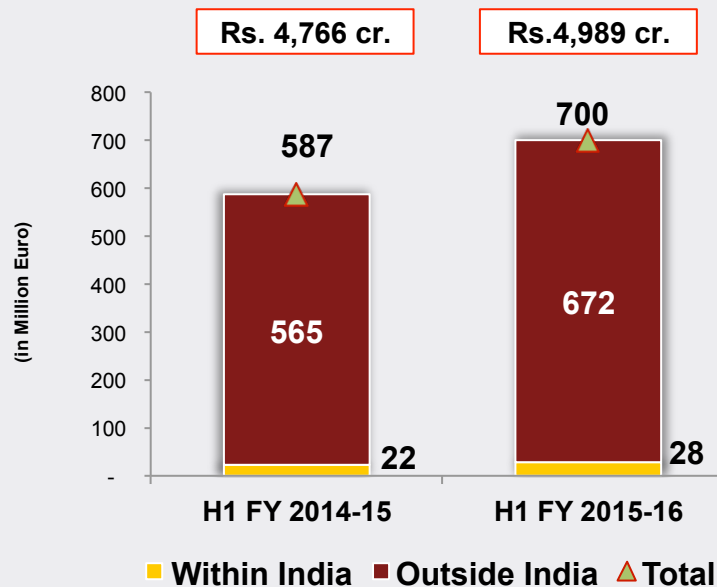


# SMR : H1 FY 2015-16 vs. H1 FY 2014-15

(In Euro Terms\*\*)



## Sales

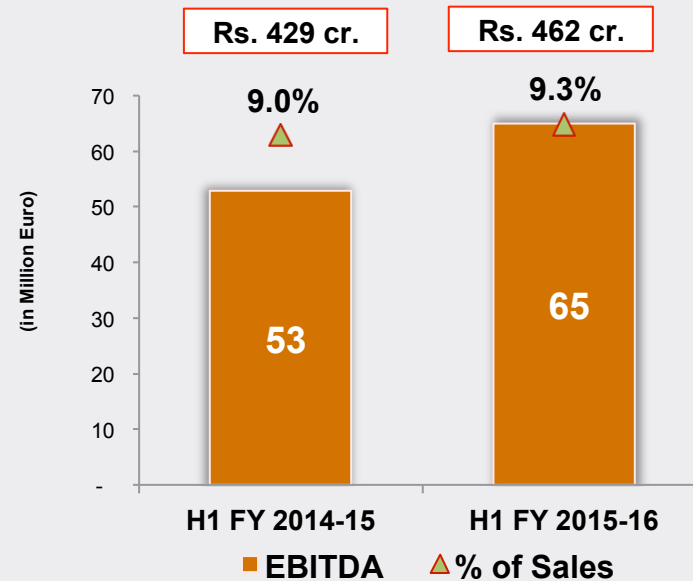


19%



Sales

## EBITDA\* / % to Sales



23%



EBITDA

\*At exchange rate used for translation

\*\* Please refer to Note on last slide.

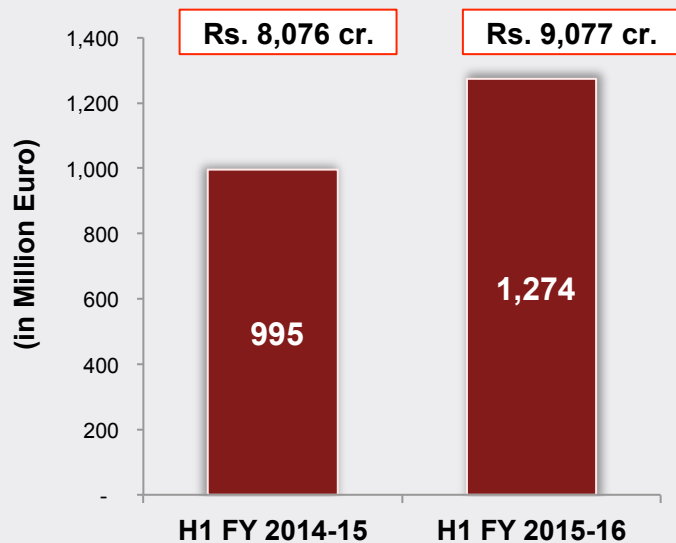


# SMP : H1 FY 2015-16 vs. H1 FY 2014-15

(In Euro Terms\*\*)



## Sales

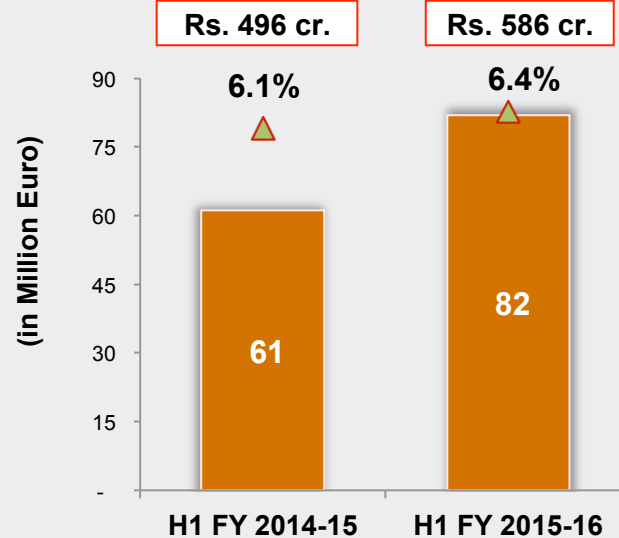


28%



Sales

## EBITDA\* / % to Sales



■ EBITDA ▲ % of Sales

34%



EBITDA

\*At exchange rate used for translation

\*\* Please refer to Note on last slide.

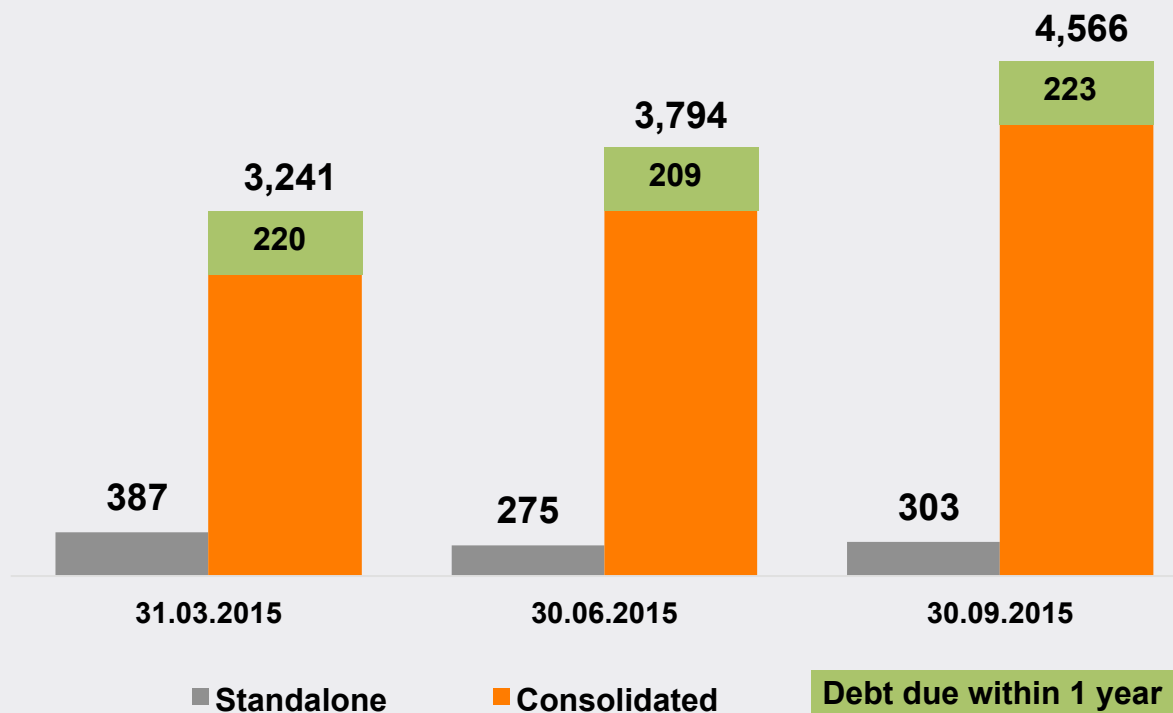
- Highlights
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- Debt status

# Debt status



## Net Debt

(Rs. In crores)



Exchange rate used	31.03.2015	30.06.2015	30.09.2015
Rs/Euro	67.06	70.86	73.30
Rs/USD	62.50	63.64	65.58



# Safe harbour & Note



## Safe harbour

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.

## Note :

\*\*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. The corresponding figures in Rupee terms have also been stated.