



**Proud
to be
part of.**

Presentation on Results

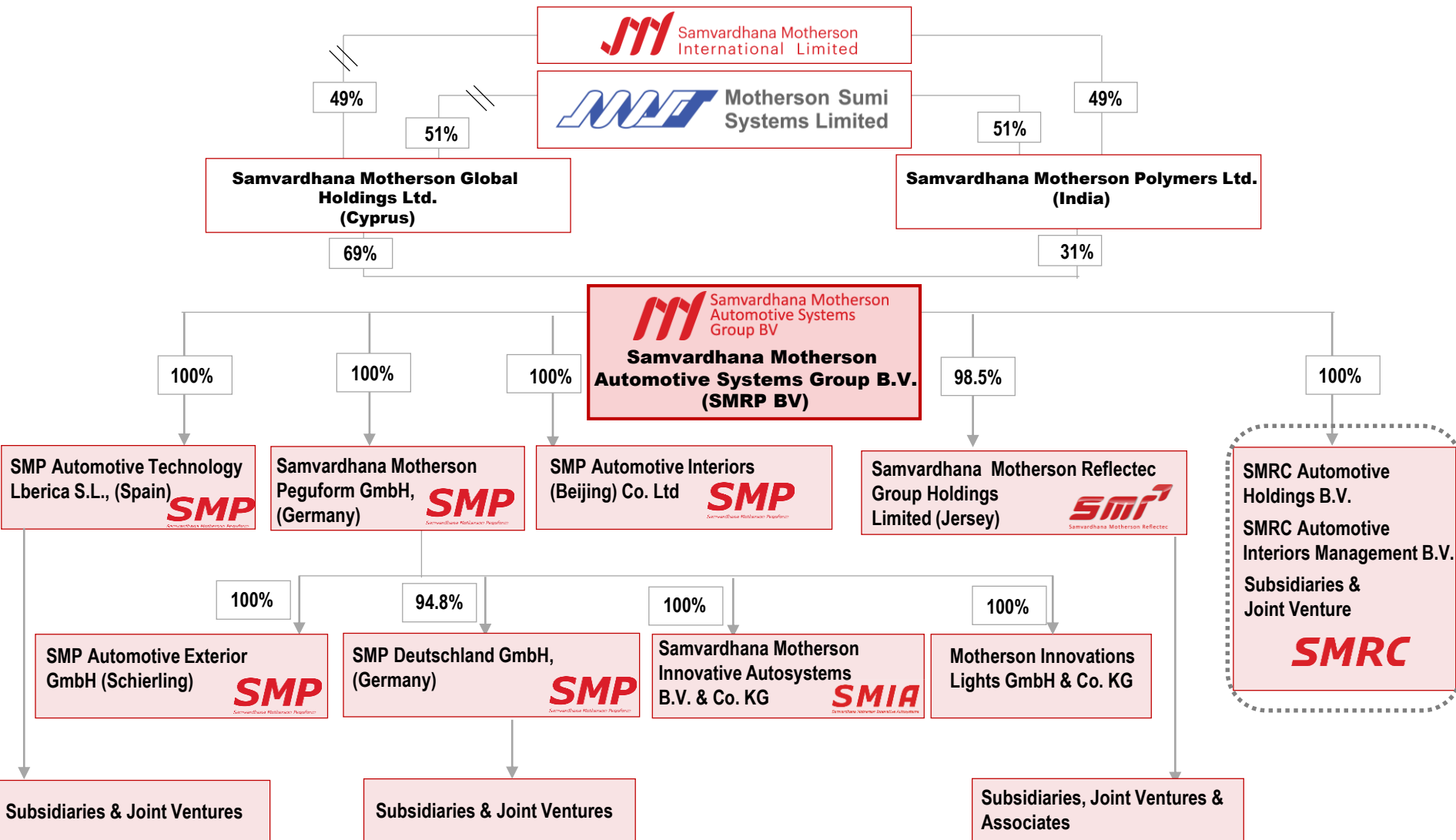
Quarter and Nine months ended 31st December 2018 (Q3 and Nine months 2018-19)

12th February 2019

 **Samvardhana Motherson
Automotive Systems
Group BV**

- **Group Information**
- **Financial Performance**
- **Debt & Liquidity Status**
- **Status of New Facilities**

SMRP BV Group Structure



Global Presence

Plants.

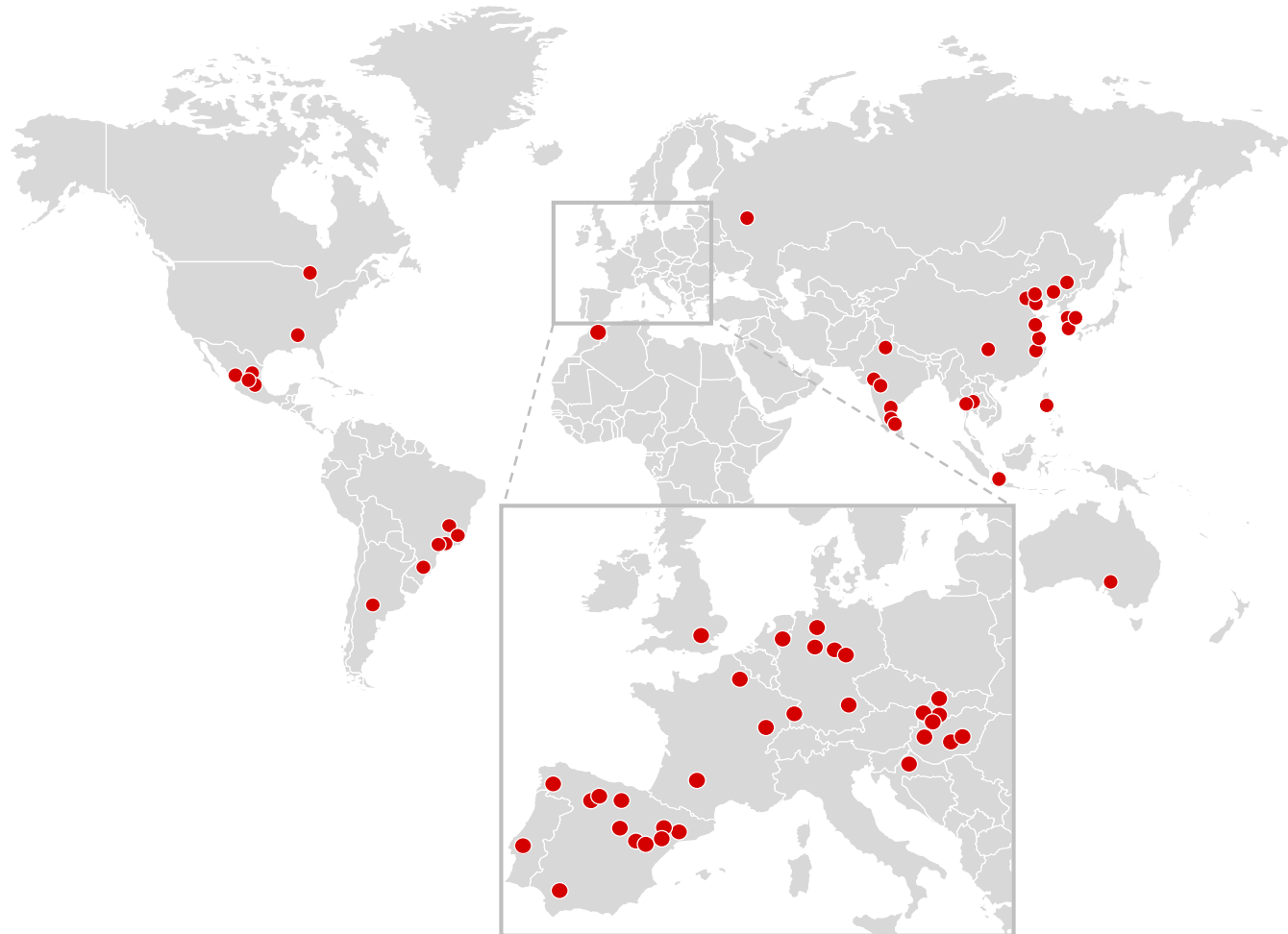
68

Countries.

24

Workforce*

31,600+



* Include full time, part time, temporary & contract employees



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Changes in Accounting Standard IFRS 15

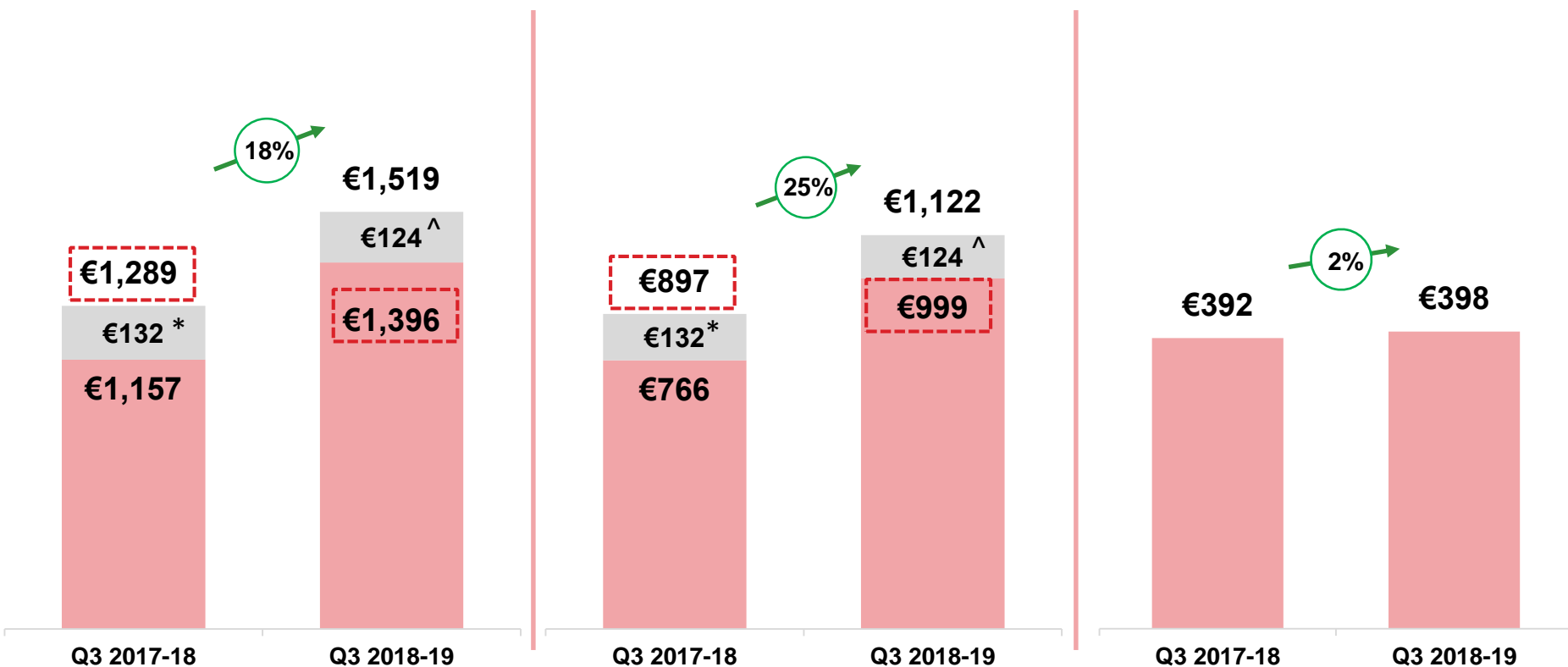
- Effective April 01, 2018, IFRS 15 – *Revenue from Contracts with Customers* became applicable on the Group.
- The Group builds all customized products for its customers. In certain contracts, the Group is undertaking higher level assemblies of modules such as Instrument Panels, Cockpits etc. wherein whole/ substantial components are procured from suppliers nominated by customer without taking over any risks on the Company itself.
- In view of implementation of new standard, only service fees involved in such contracts where the company has limited risks has been recognized as revenue by netting the cost of such components from raw material consumption as well as from sales as against earlier practice of full value to be included in Revenue.
- The new standard has been applied from April 01, 2018. The Group has adopted modified retrospective approach and hence comparative figures have not been reinstated. This change does not have impact on profits before and after tax.
- In order to make a comparison we have given impact on the revenue on slide no – 7 and 8.

Impact of IFRS 15 on Q3 Revenue

Consolidated Revenues

SMP Revenues

SMR Revenues

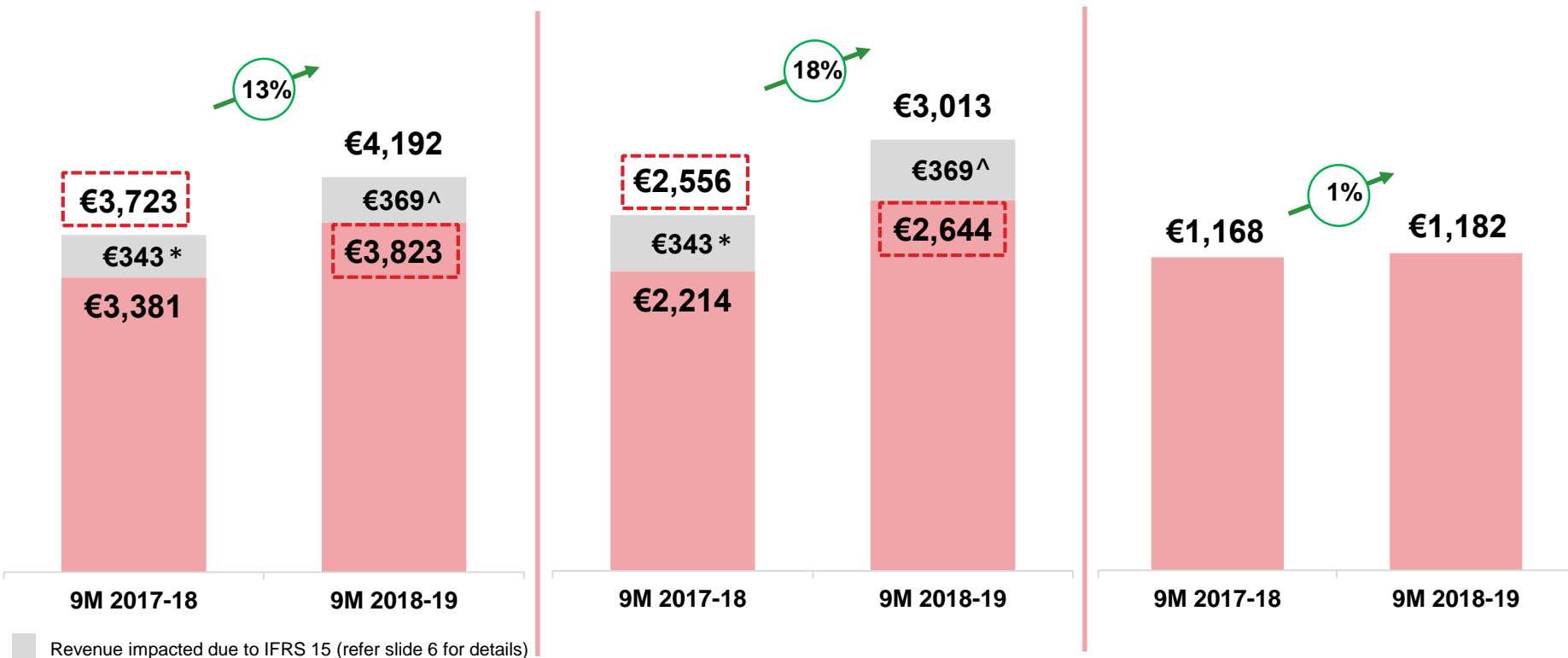


Impact of IFRS 15 on 9M Revenue

Consolidated Revenues

SMP Revenues

SMR Revenues



* Included in reported revenue

^ Netted in reported revenue

Reported Revenues

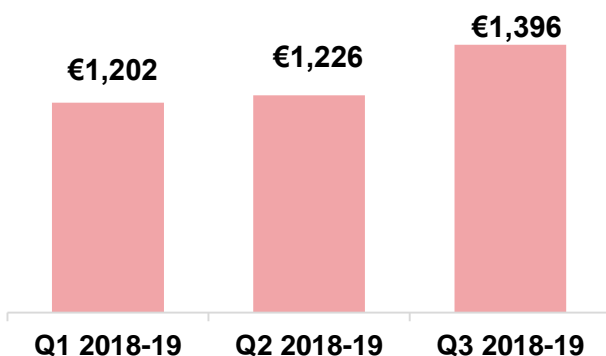


SMRP BV Consolidated : Quarterly Trend

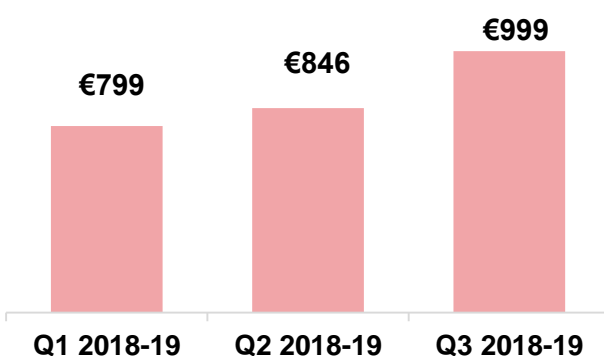
(In Million Euro)

Consolidated

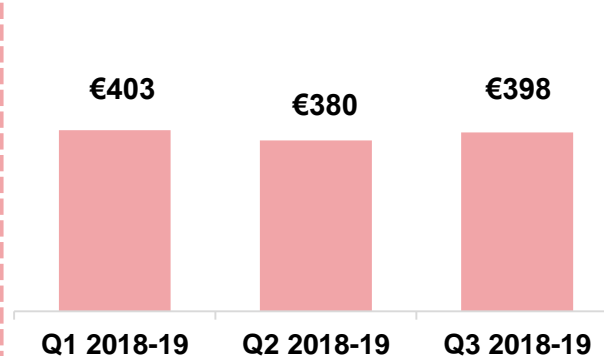
Revenues*



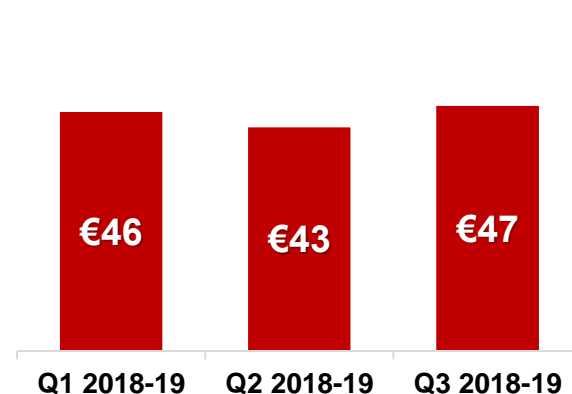
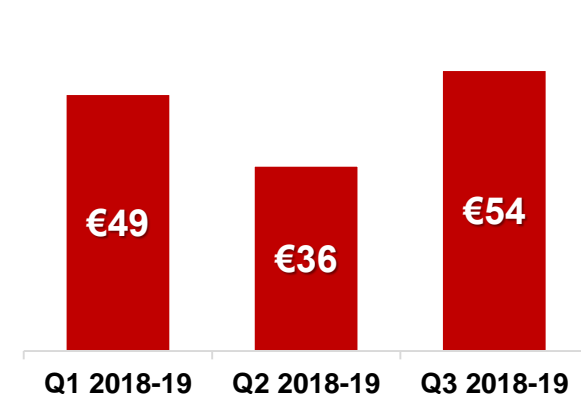
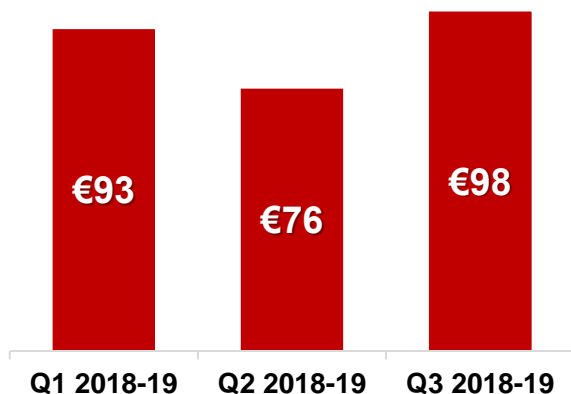
SMP



SMR



EBITDA**



* Revenues have been considered based on reported figures without adjusting for impact of IFRS 15

** EBITDA excludes bargain gain recognised on SMRC acquisition

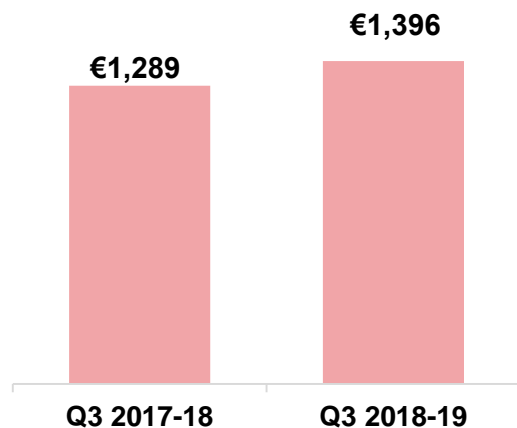


SMRP BV Consolidated : Q3 and 9M 2018-19

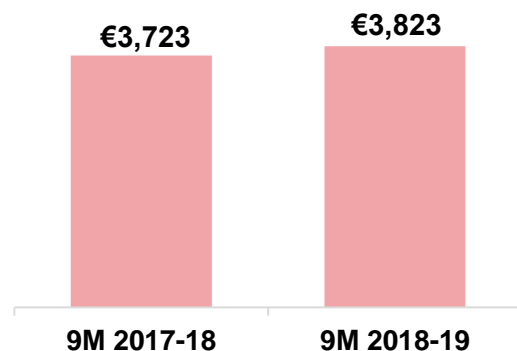
 Samvardhana Motherhood
Automotive Systems
Group BV

(In Million Euro)

Revenues*



EBITDA**



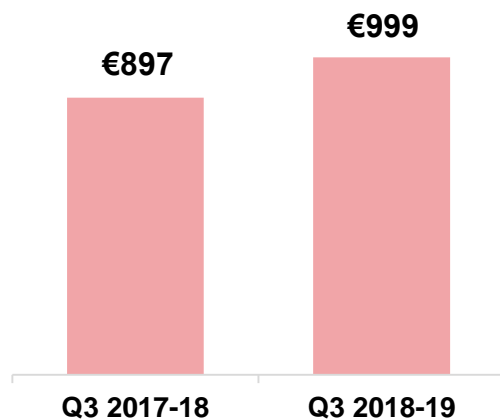
* Revenues have been considered based on reported figures without adjusting for impact of IFRS 15

** EBITDA excludes bargain gain recognised on SMRC acquisition

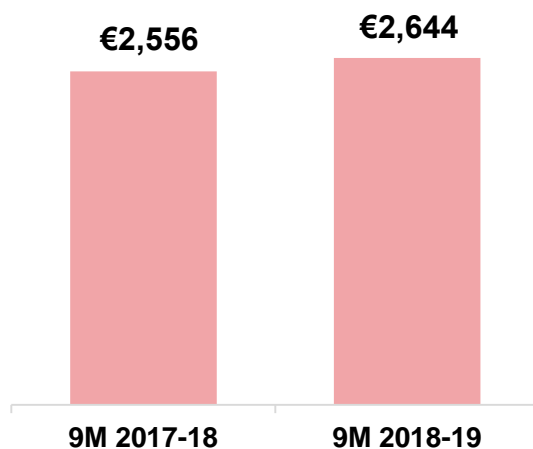
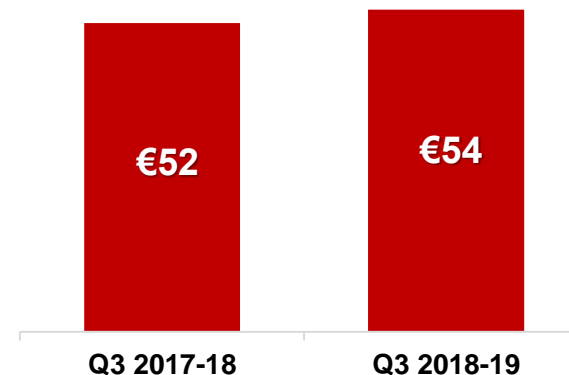


SMP : Q3 and 9M 2018-19

Revenues*



EBITDA**



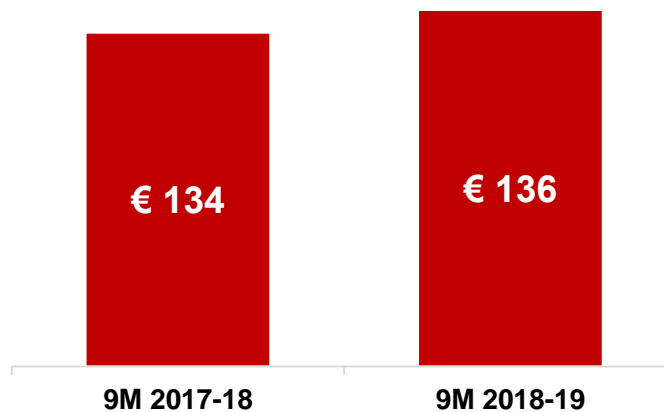
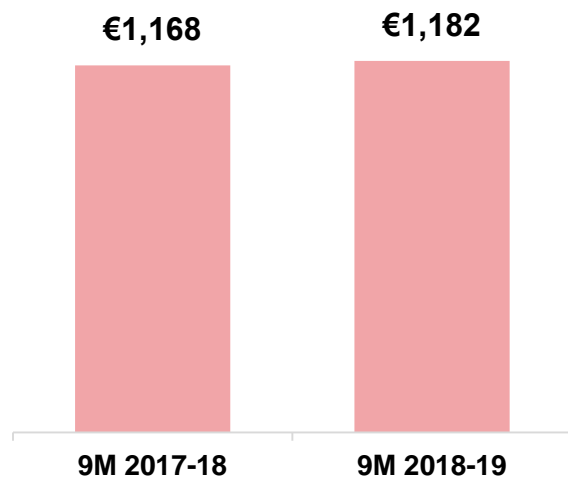
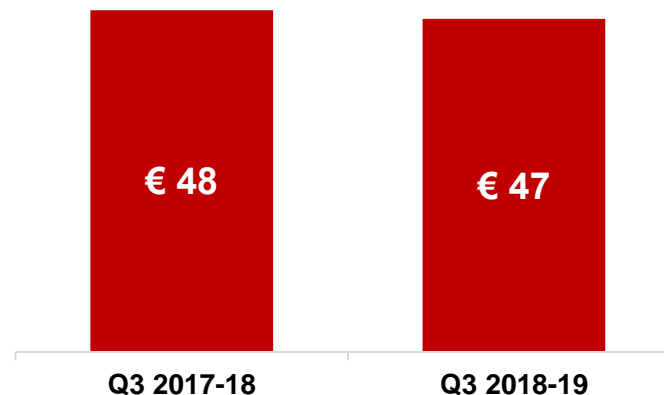
SMP includes results of SMRC post acquisition
* Revenues have been considered based on reported figures without adjusting for impact of IFRS 15
** EBITDA excludes bargain gain recognised on SMRC acquisition

SMR : Q3 and 9M 2018-19

Revenues

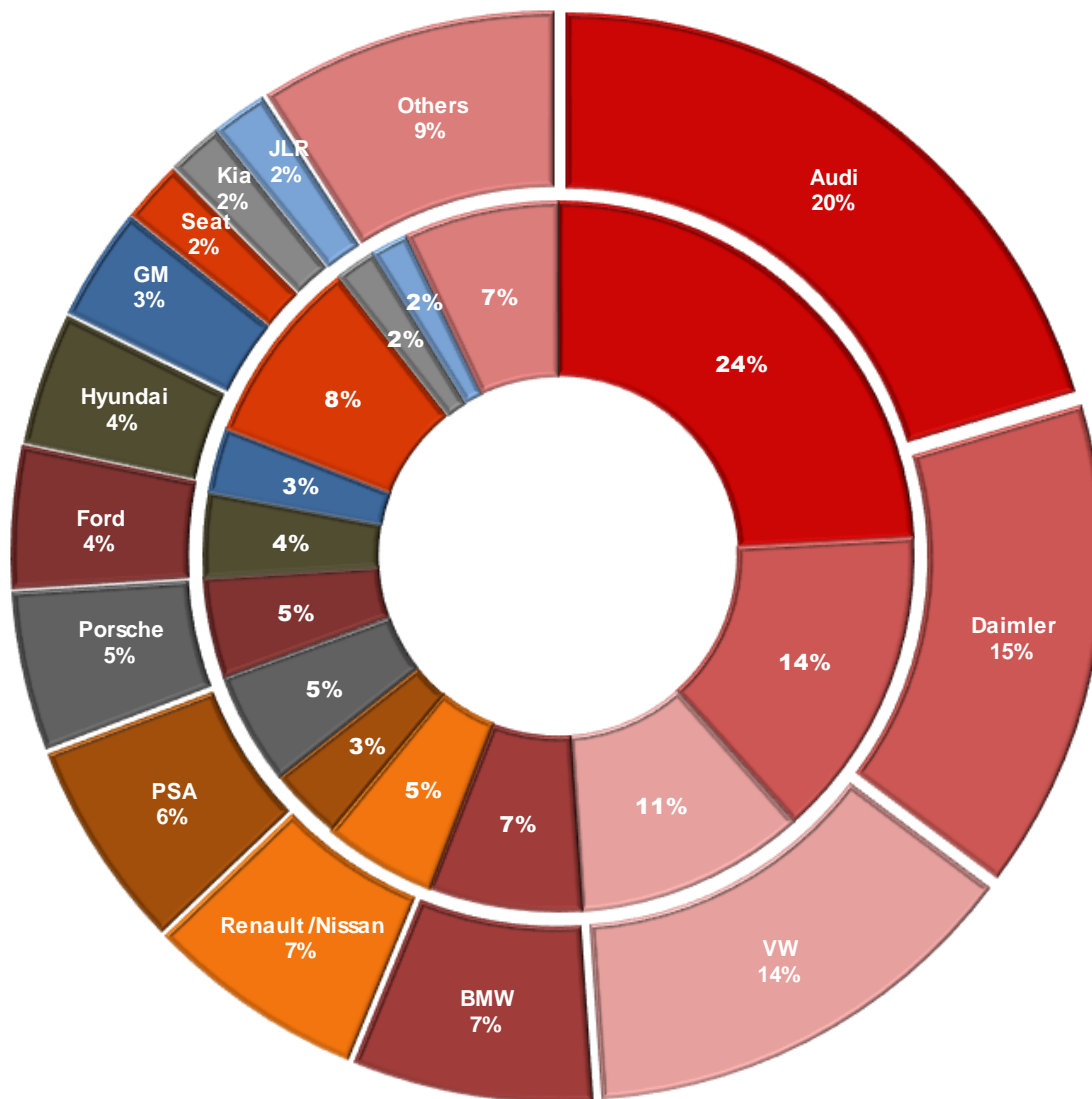
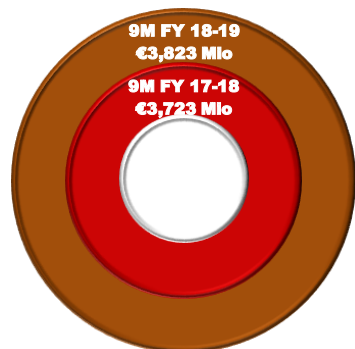


EBITDA



Revenue Split - By Customer

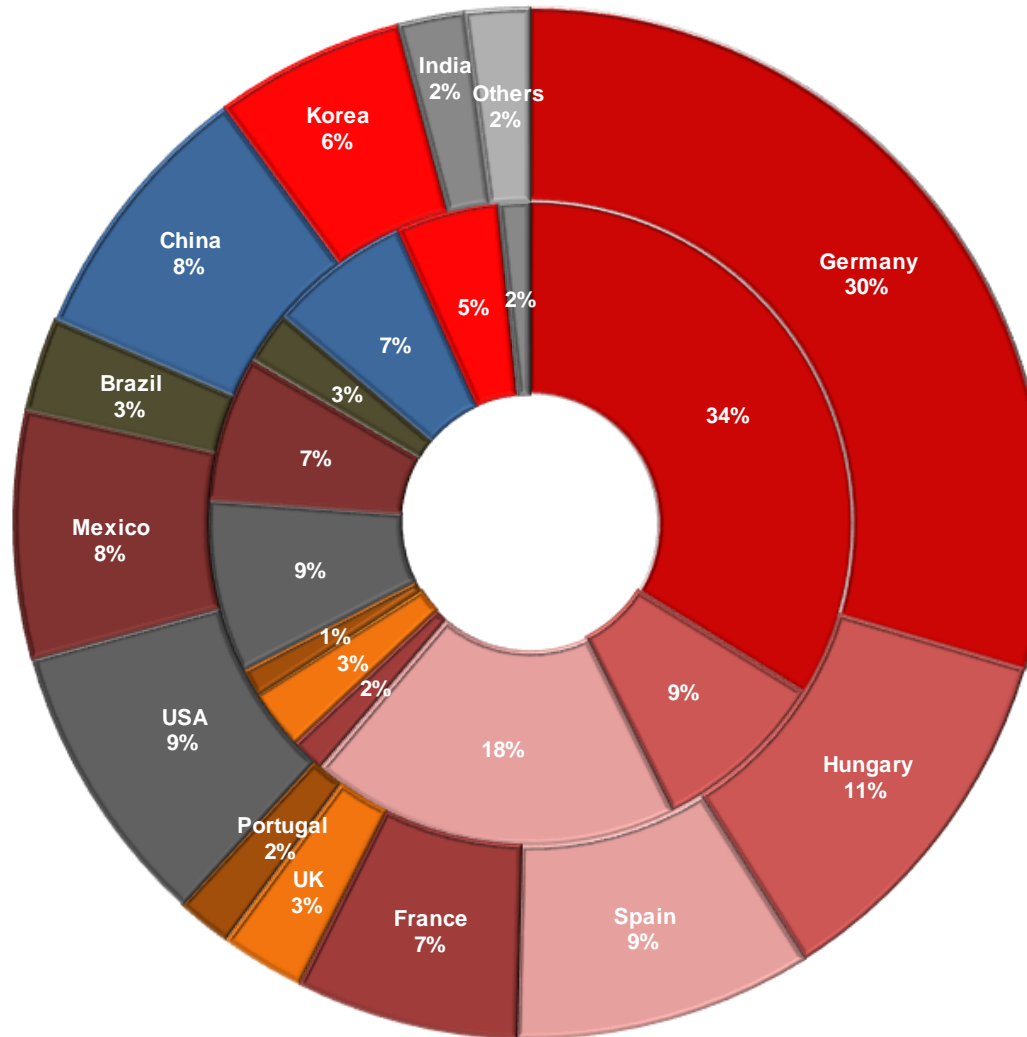
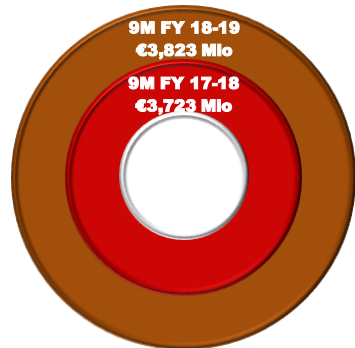
For the Nine months ended December 31, 2018



9M FY18-19 revenue after applying IFRS 15

Revenue Split - By Geography

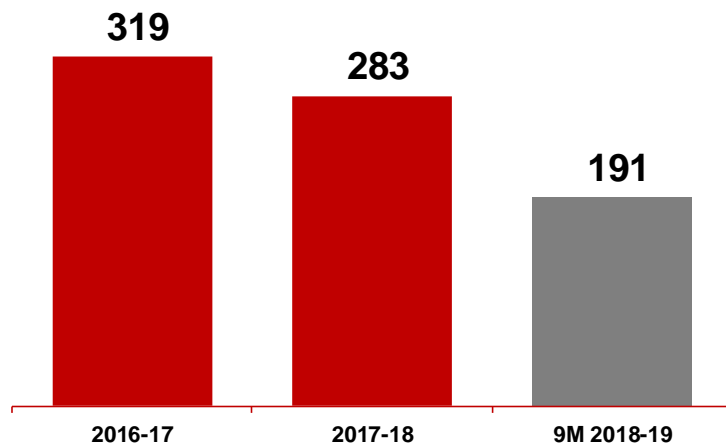
For the Nine months ended December 31, 2018



9M FY18-19 revenue after applying IFRS 15

Capital Expenditure For the period ended December 31, 2018

Capex Trend.

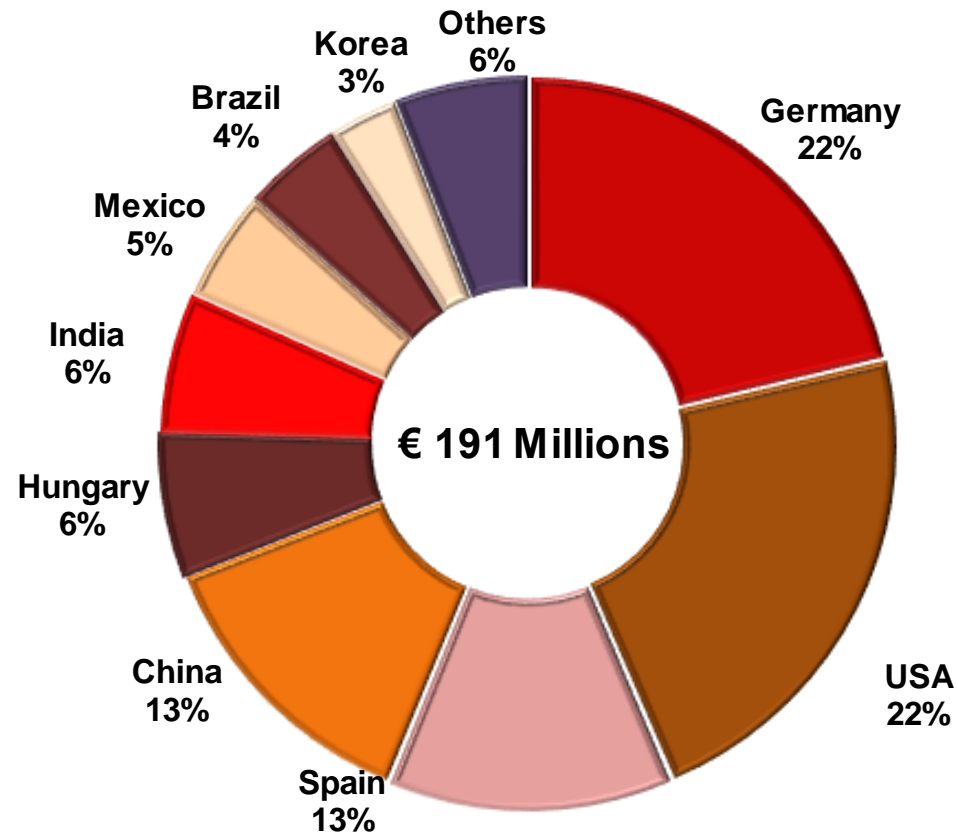


Capex Split : 9M 2018-19.



€ 141 Million

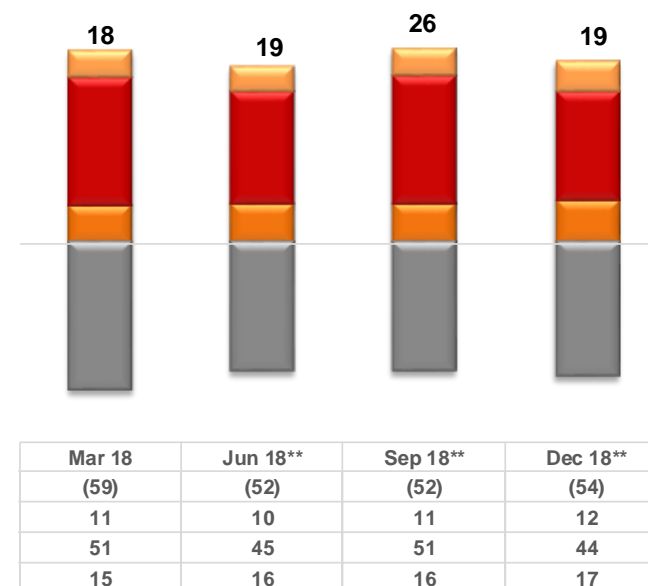
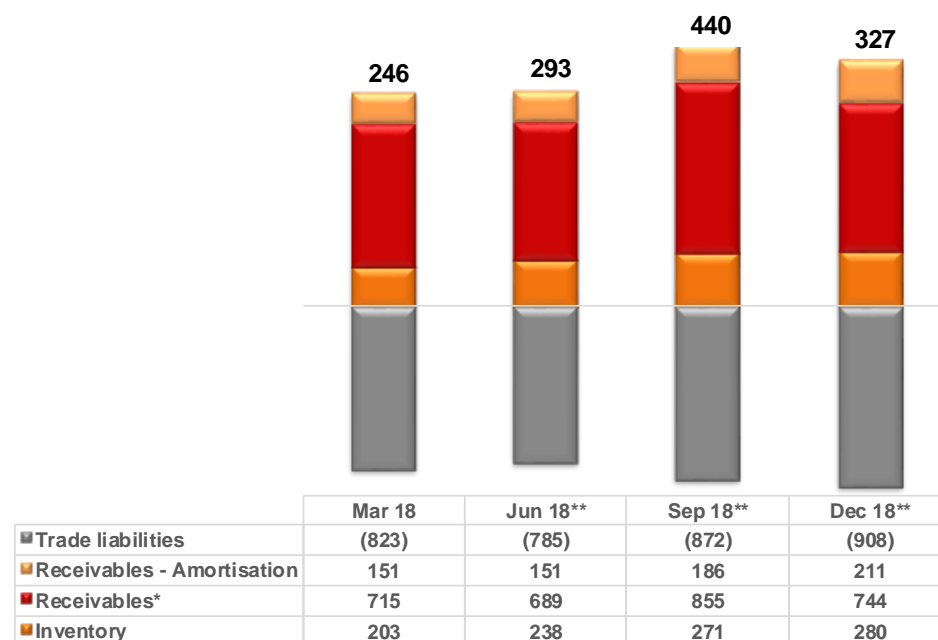
€ 50 Million



Trade Working Capital

€ Millions.

No of Days.



* Receivables includes unbilled receivables in respect of in-progress engineering inventory recognized as receivables under percentage of completion method

** Working capital days has been computed on gross revenue.

Summary of Cash Flow

For the period ended December 31, 2018

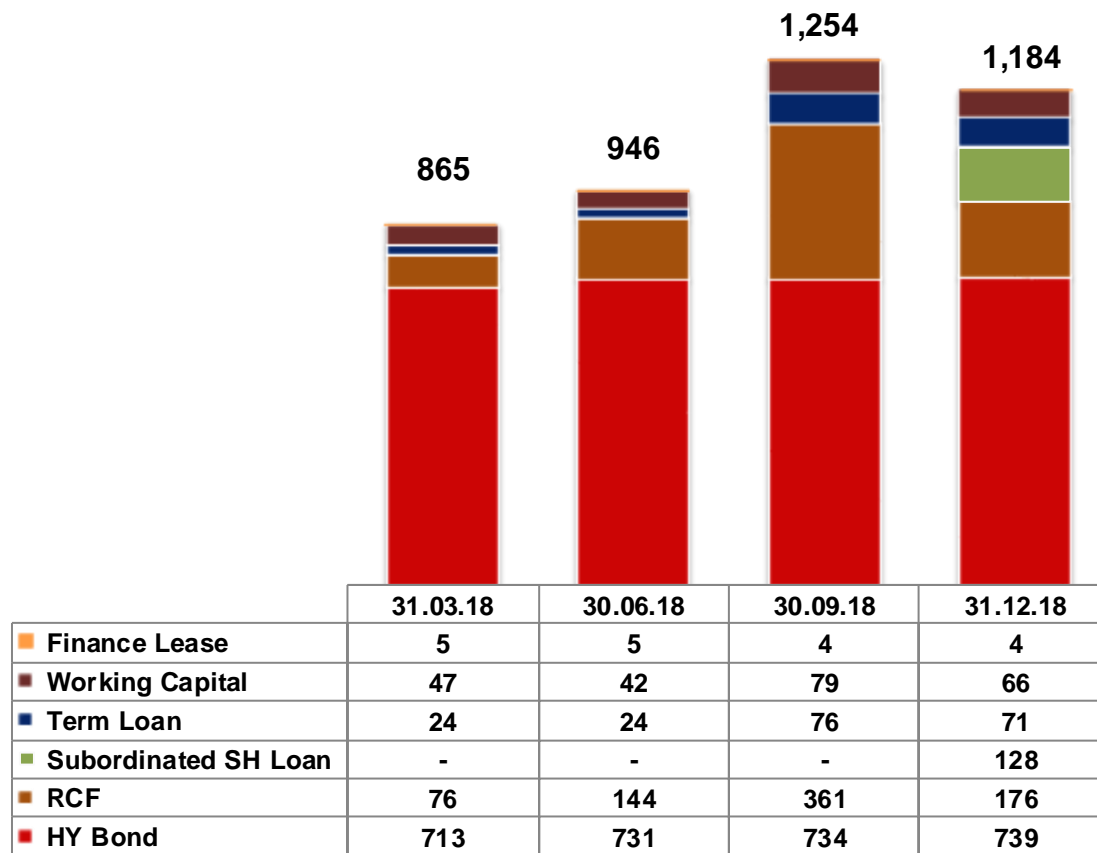
Statement of Cash Flows (€ millions)	April 1, 2017 to Dec 31, 2017	April 1, 2018 to Dec 31, 2018
Cash flow from operating activities before changes in working capital and income tax	276	271
Changes in working capital	(184)	(128)
Income tax paid	(57)	(60)
Cash flow from operating activities	34	83
Purchase of property, plant and equipment (including Pre-Payments)	(241)	(163)
Payment for acquisition of SMRC	-	(173)
Cash acquired on SMRC acquisition	-	82
Others	(4)	3
Cash flow from investing activities	(245)	(251)
Proceeds from issue of bond	294	-
Repayment of bond	(500)	-
Net Proceeds from borrowings (including finance leases)	155	242
Interest Paid	(47)	(37)
Others	(17)	(10)
Cash flow from financing activities	(115)	195
Net increase in cash and cash equivalents	(325)	27
Cash and cash equivalents at the beginning of the period	506	216
Variation in cash and cash equivalents from translation in foreign currencies	(4)	2
Cash and cash equivalents at the end of the period	177	245

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- **Status of New Facilities**

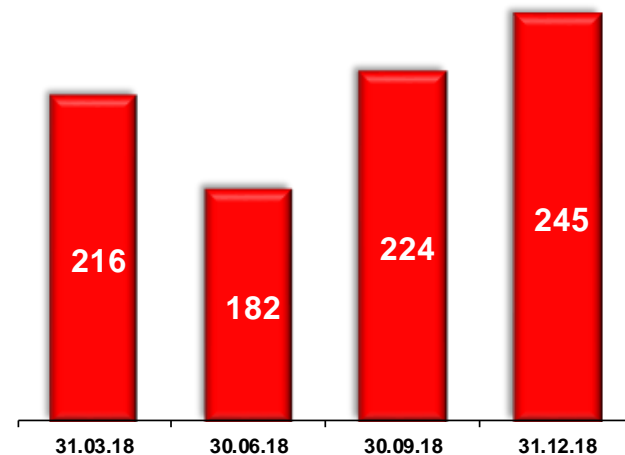
Cash & Debt Status

Gross Debt

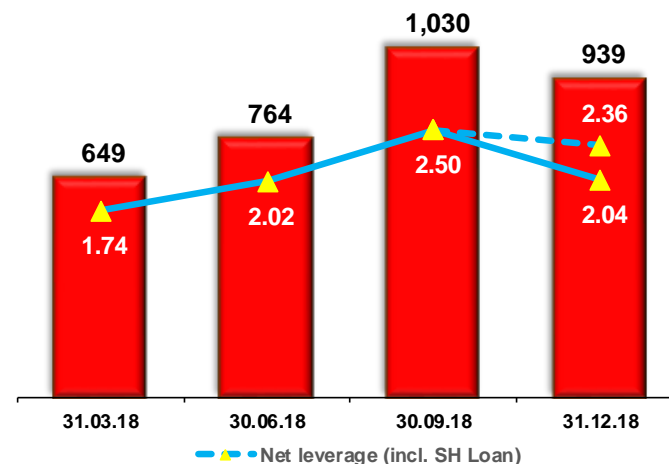
- US\$ 60 mn Term Loan availed during September 2018
- Shareholder Loan of €128 Mn (sanctioned €150 Mn)



Cash



Net Debt / Net Leverage*



*Net leverage computed as per definitions given in RCF agreements which excludes Subordinated Shareholder Loan.
SMRC LTM EBITDA has been considered on proforma basis.

Liquidity Status As at December 31, 2018

Available Liquidity*.

€ in Millions	Sanctioned Limit	Utilised as at Dec 31, 2018	Liquidity Available
RCF (including ancillary facilities)	575	176	399
Cash and Cash Equivalents			245
Total Liquidity Available			644

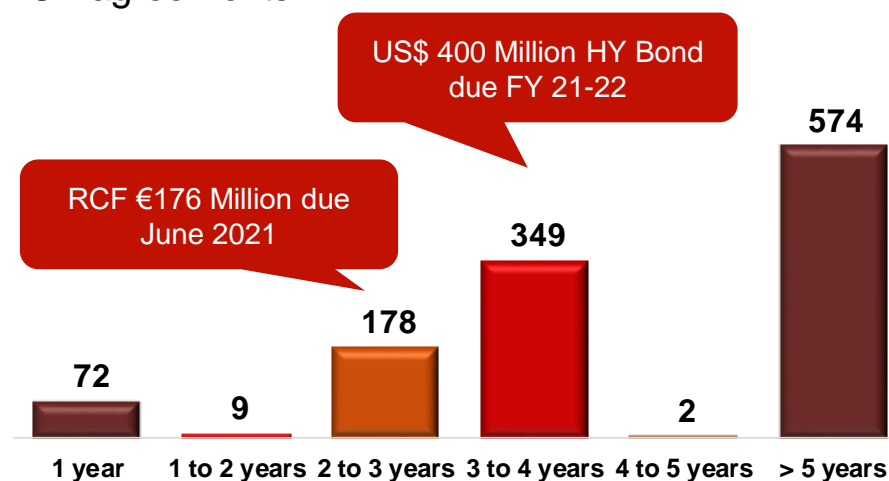
* Available liquidity subject to headroom under leverage ratios

Leverage Ratio .

Key Ratios [#]	Allowed	Dec 31, 2018
Gross Leverage Ratio: Indenture	3.50x	2.65x
Net Leverage Ratio : RCF	3.25x	2.04x

Computed as per definitions given in Indenture & RCF agreements

Maturity profile.



- **Group Information**
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Status of New Facilities – Q3FY19.

- Our **largest plant at Tuscaloosa, USA** has started commercial operations during the previous quarter
- With this, the **major capex on the new greenfield projects is over**
- In view of the above, bi-annual updates on status of facilities is proposed to be discontinued

SMP Tuscaloosa - USA (1/2).

Q3 FY18-19



Manufacturing underway at SMP Tuscaloosa
Certain portions of image has been blurred due
to confidentiality agreement with customers

Type:

Greenfield Plant

Product:

**Bumpers, Door panels, spoilers
and other exterior parts**

Q3 FY15-16



Q1 FY16-17



Q3 FY16-17



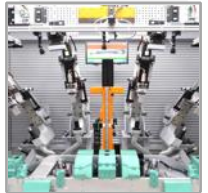
Q1 FY17-18



Q3 FY17-18



Q1 FY18-19



SMP Tuscaloosa – USA (2/2).

Q3 FY18-19



Inside view of the SMP Tuscaloosa,
Certain portions of image has been blurred due
to confidentiality agreement with customers

Type:

Greenfield Plant

Product:

**Bumpers, Door panels, spoilers
and other exterior parts**

Q3 FY15-16



Q1 FY16-17



Q3 FY16-17



Q1 FY17-18



Q3 FY17-18



Q1 FY18-19



SMP Neustadt – Germany.

Q3 FY18-19



Manufacturing process aided by robots at SMP Neustadt plant

Type:
Expansion
Product:
Dashboard, Bumpers, Door Panels

Q1 FY17-18



Q3 FY17-18



Q1 FY18-19



Safe harbour

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Thank you.

