

**Proud to be  
part of our  
customers'  
success**

**Samvardhana Motherson Automotive Systems Group B.V.**  
**Financial Performance**  
Period ended December 31, 2019 (9M & Q3 FY 2019-20)

10<sup>th</sup> February 2020



- **Group Information**
- **Financial Performance**
- **Debt & Liquidity Status**

# Key Highlights.

**Improving EBITDA performance quarter on quarter**

**Net Leverage <2.50x - Dec 31, 2019 at 2.44x**

**Strong liquidity c.a. €725 mn backed by committed RCF lines and cash & cash equivalents**

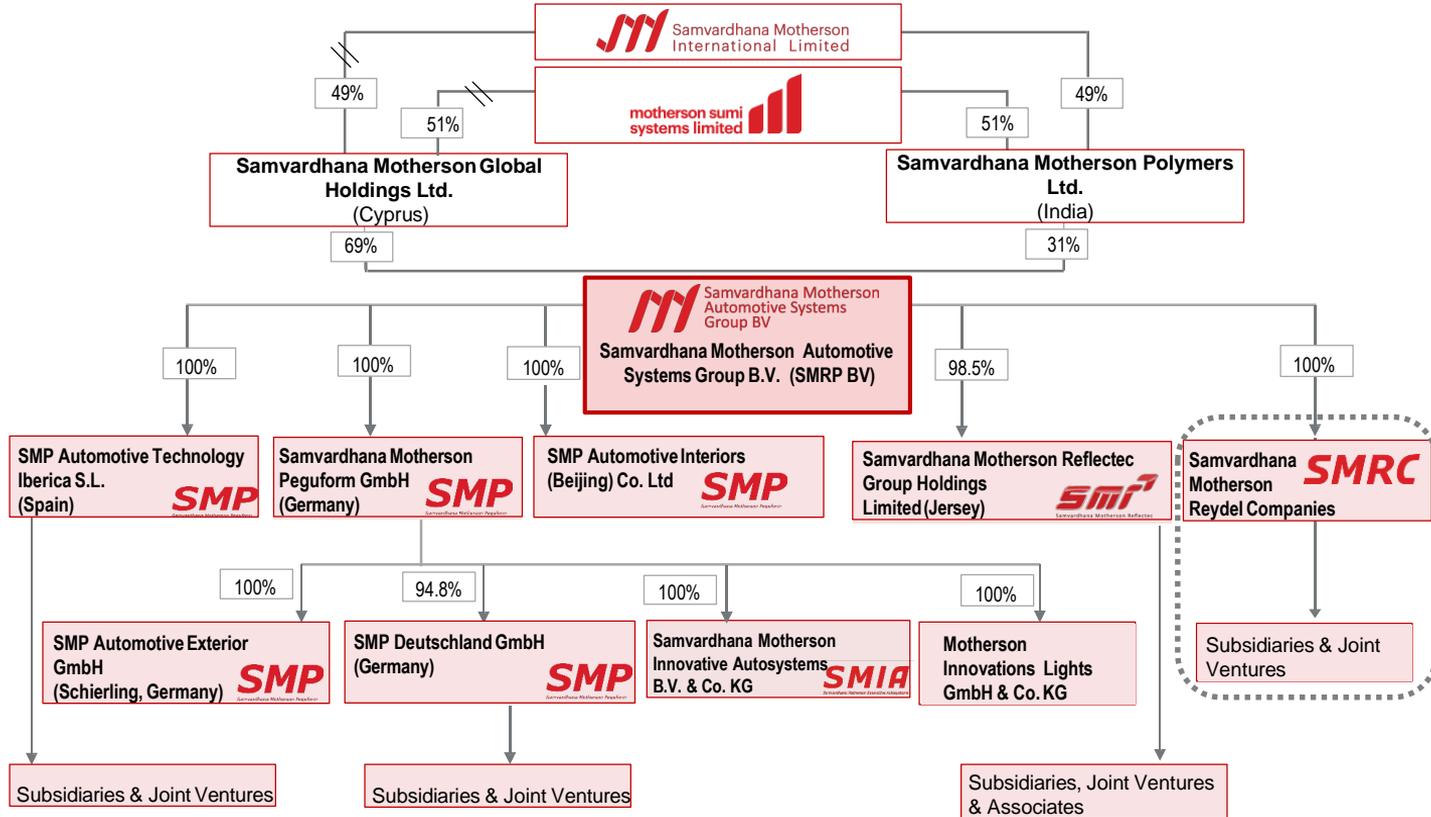
**Disciplined approach to capital expenditure; €124 mn capex for the period**

**Liquidation of unbilled revenue c.a. €84 mn during Q3 FY 2019-20**

**Adoption of IFRS 16 w.e.f. April 01, 2019 resulting in**

- **Recognition of lease assets and lease liabilities €103 Million** as of April 01, 2019.
- **Positive impact on EBITDA +€ 20 Million**, additional interest and depreciation expense recognized **€ 22 Million** for the period April-December 2019.
- **Refer slide 7 for further details**

# SMRP BV Group Structure



# Global Presence



- **Group Information**
- **Financial Performance**
- **Debt & Liquidity Status**

# Changes in Accounting Standard IFRS 16

- Effective April 01, 2019, “**IFRS 16 – Leases**” became applicable on the Group replacing IAS 17 and other related interpretations.
- IFRS 16 requires lessees to recognize assets for the right to use as well as leasing liabilities for the outstanding lease payments. This means that leases that were previously not reported in the Statement of Financial Position will have to be reported in the statement of financial position – very similar to the accounting of finance leases under IAS 17.
- The Group has adopted the standard from April 1, 2019 without restating comparative amounts for previous period(s) as permitted by the modified retrospective approach.
- Following impacts were recorded in view of adoption of new standard

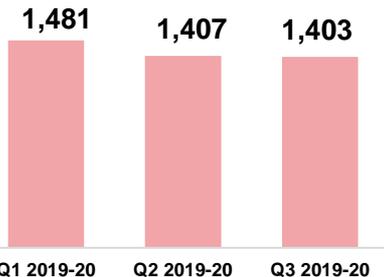
€ Mns	April 01, 2019	December 31, 2019
Right of use assets	103	103
Lease liabilities	103	105
Interest expense on leases	-	(3)
Depreciation expense of right-of-use assets	-	(19)
Lease expense derecognised	-	20
Deferred tax income	-	0
<b>Decrease in profit after tax due to IFRS 16</b>	-	<b>(2)</b>

# FY 2019-20 Quarterly trend

## Revenue.

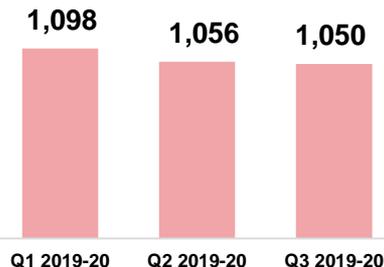
(€ Mn)

### SMRP BV Consolidated



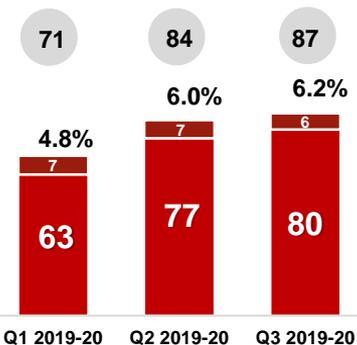
### Excluding Greenfields & SMRC.

(€ Mn)



## EBITDA.

(€ Mn)



EBITDA excludes IFRS 16 impact

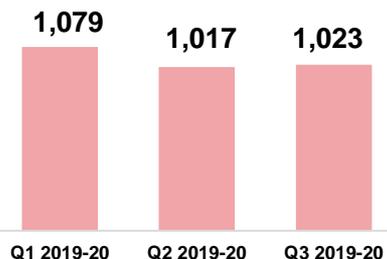
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● IFRS 16 impact ● Reported EBITDA

## Revenue.

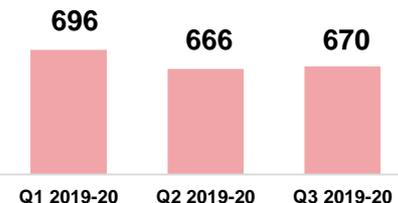
(€ Mn)

### SMP Group



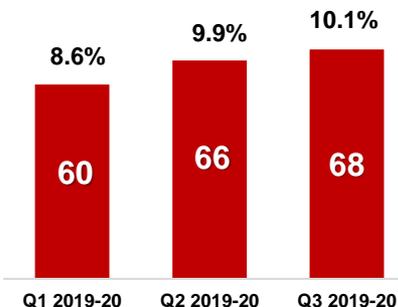
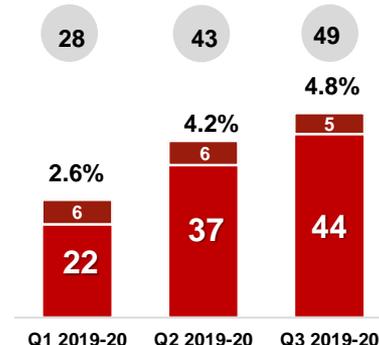
### Excluding Greenfields & SMRC.

(€ Mn)



## EBITDA.

(€ Mn)



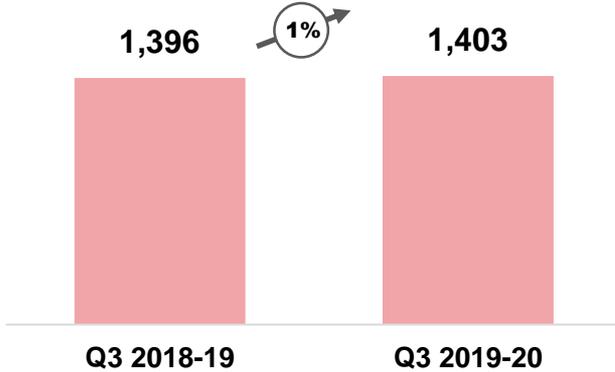
EBITDA excludes IFRS 16 impact

● IFRS 16 impact ● Reported EBITDA

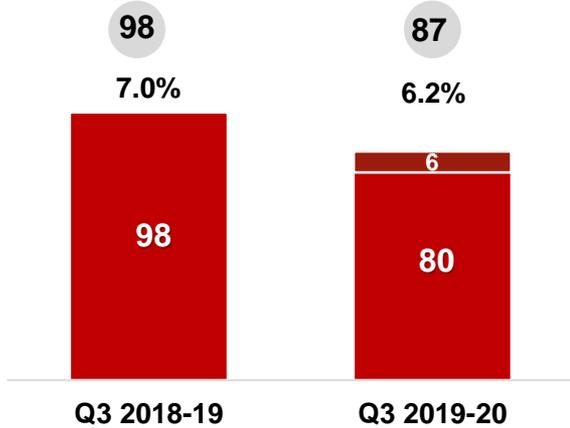


# SMRP BV Consolidated : Q3 2019-20

**Revenue.**  
(€ Mn)



**EBITDA.**  
(€ Mn)



**Excluding Greenfields & SMRC.**  
(€ Mn)

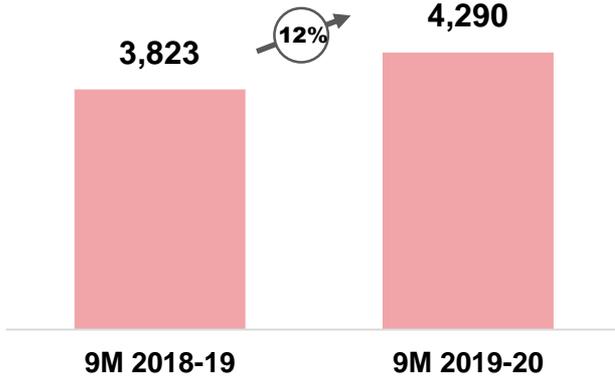


EBITDA excludes IFRS 16 impact

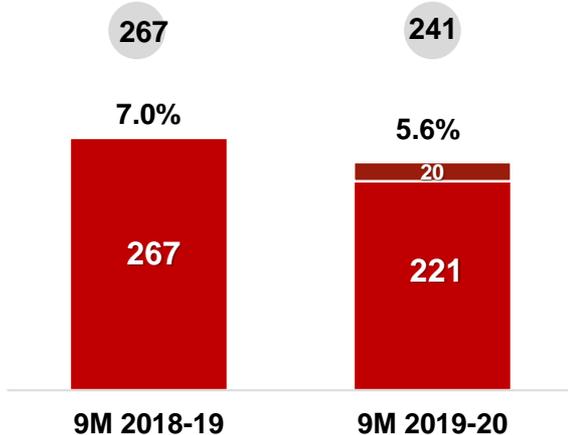


# SMRP BV Consolidated : 9M 2019-20

**Revenue.**  
(€ Mn)



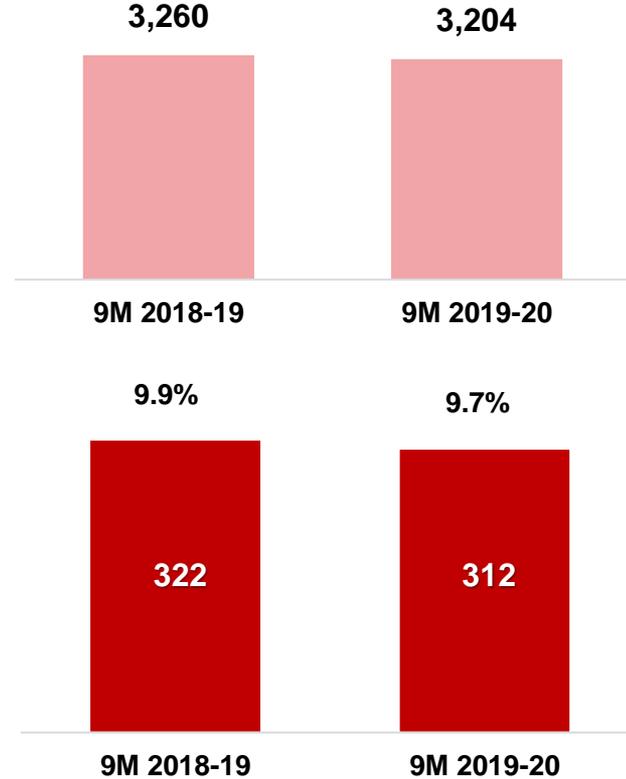
**EBITDA.**  
(€ Mn)



● IFRS 16 impact      ● Reported EBITDA

Reported EBITDA 9M 2018-19 is excluding € 25 mn bargain gain

**Excluding Greenfields & SMRC.**  
(€ Mn)

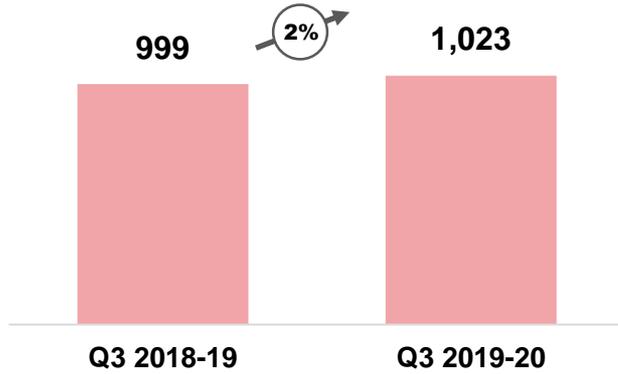


EBITDA excludes IFRS 16 impact

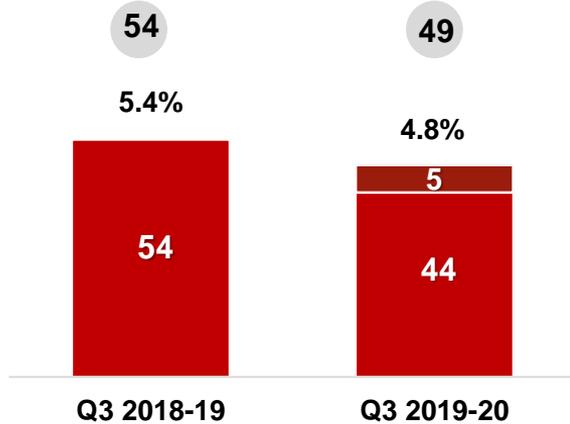


# SMP Group : Q3 2019-20

## Revenue. (€ Mn)



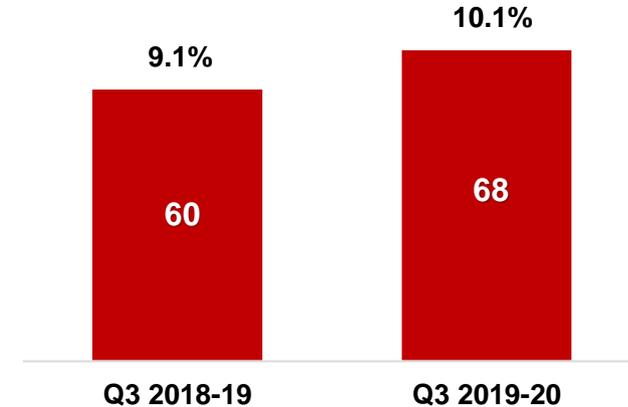
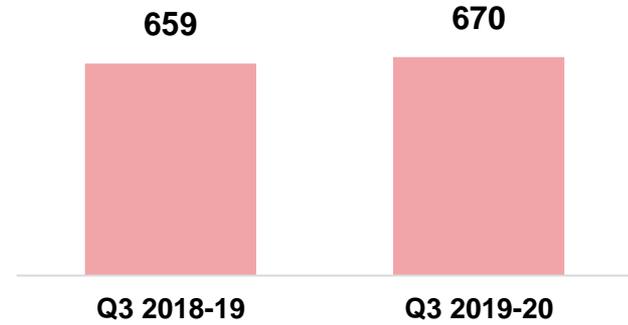
## EBITDA. (€ Mn)



● IFRS 16 impact

● Reported EBITDA

## Excluding Greenfields & SMRC. (€ Mn)

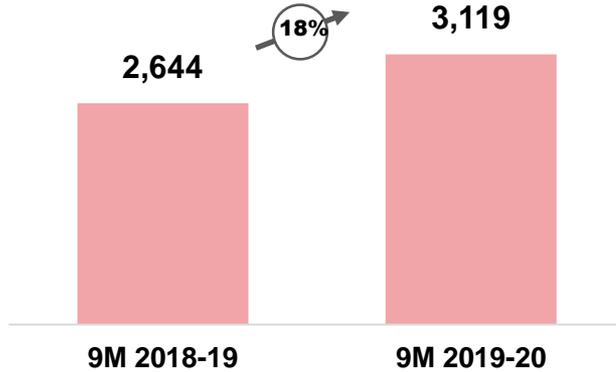


EBITDA excludes IFRS 16 impact

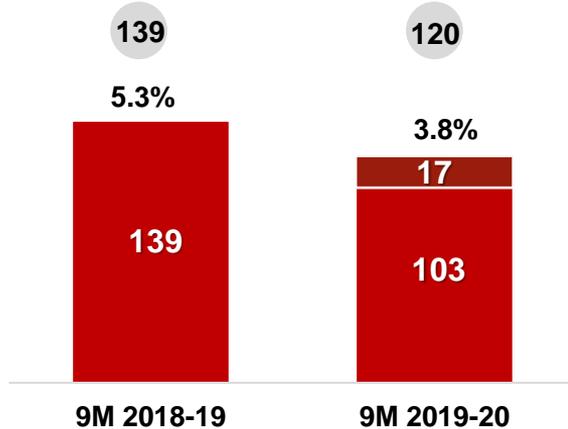


# SMP Group : 9M 2019-20

**Revenue.**  
(€ Mn)



**EBITDA.**  
(€ Mn)

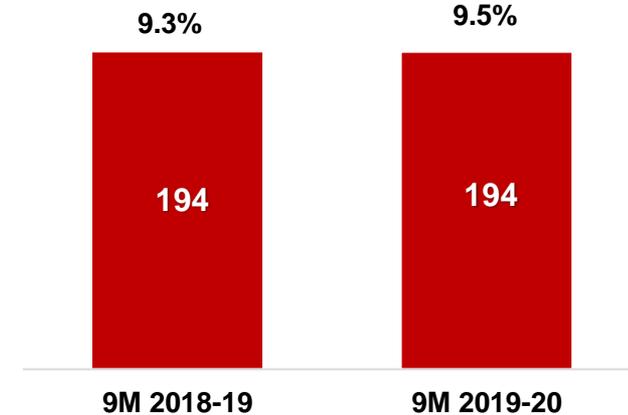
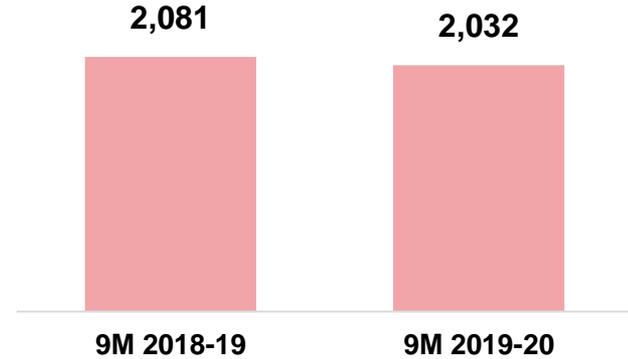


● IFRS 16 impact

● Reported EBITDA

Reported EBITDA 9M 2018-19 is excluding € 25 mn bargain gain

**Excluding Greenfields & SMRC.**  
(€ Mn)

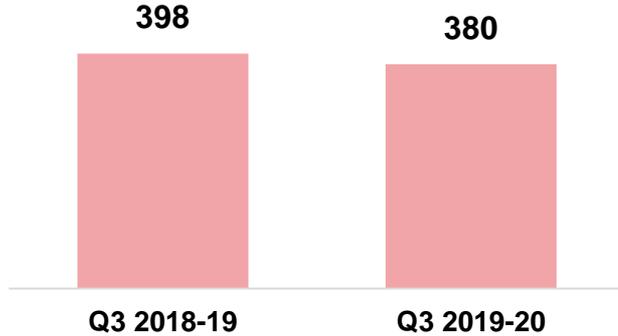


EBITDA excludes IFRS 16 impact

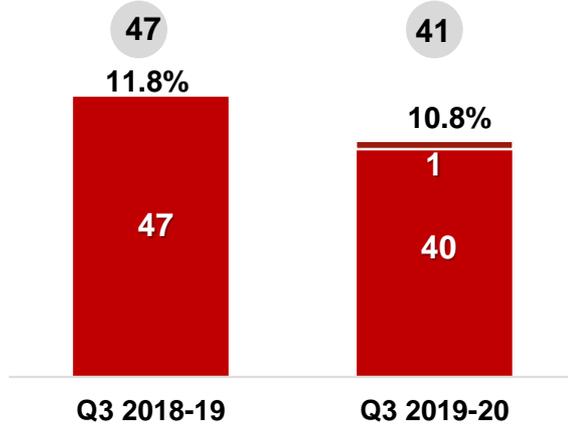


# SMR Group : Q3 and 9M 2019-20

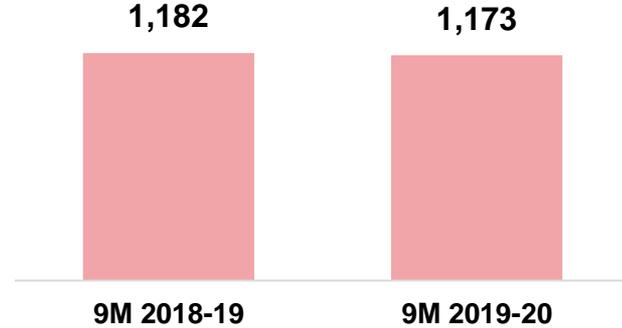
**Revenue.**  
(€ Mn)



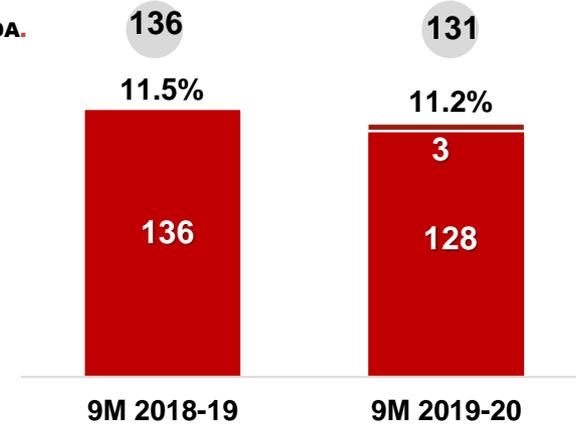
**EBITDA.**  
(€ Mn)



**Revenue.**  
(€ Mn)



**EBITDA.**  
(€ Mn)

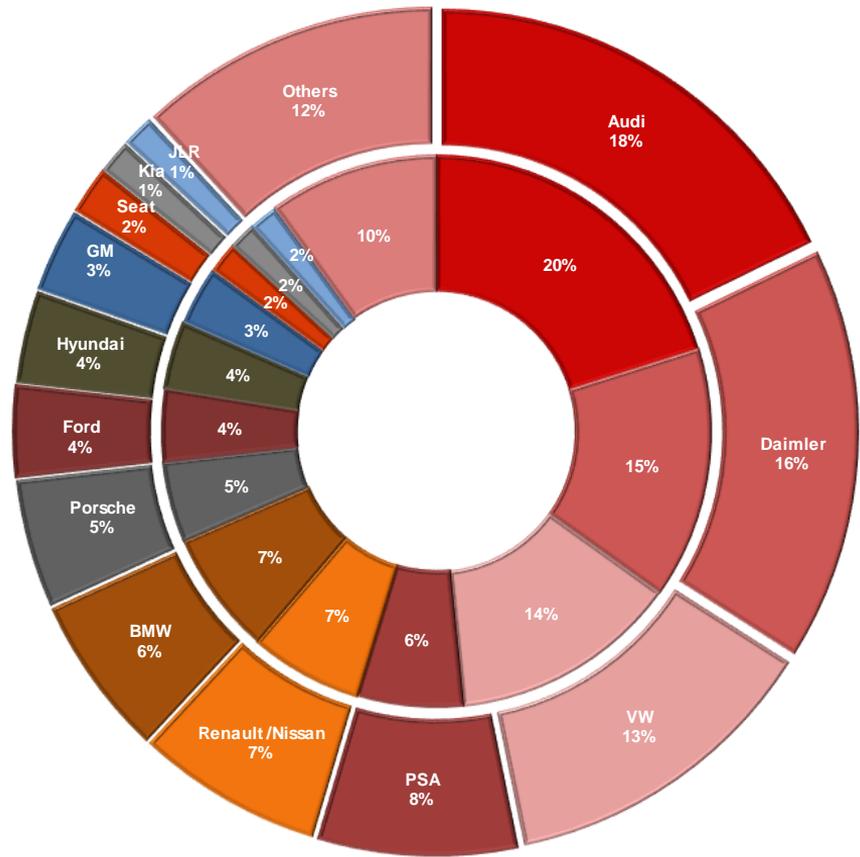
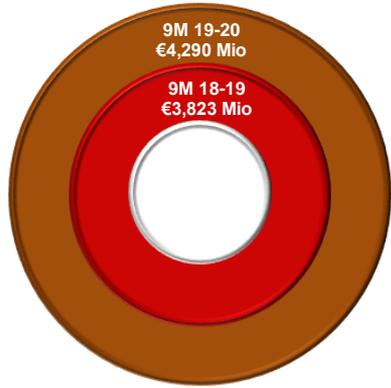


EBITDA excludes IFRS 16 impact



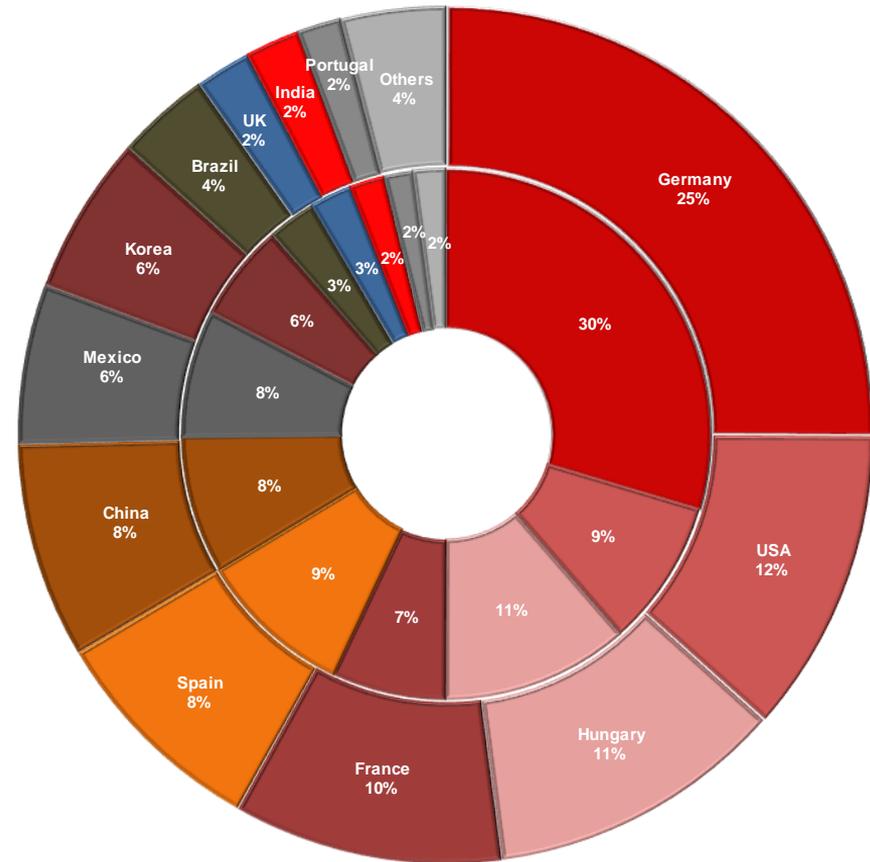
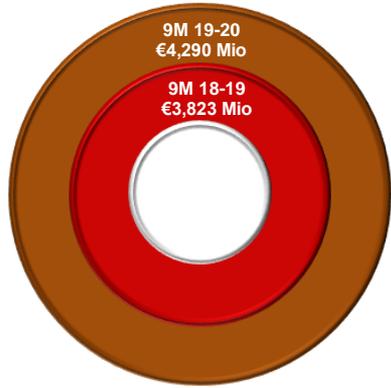
# Revenue Split - By Customer

## For the period ended December 31, 2019



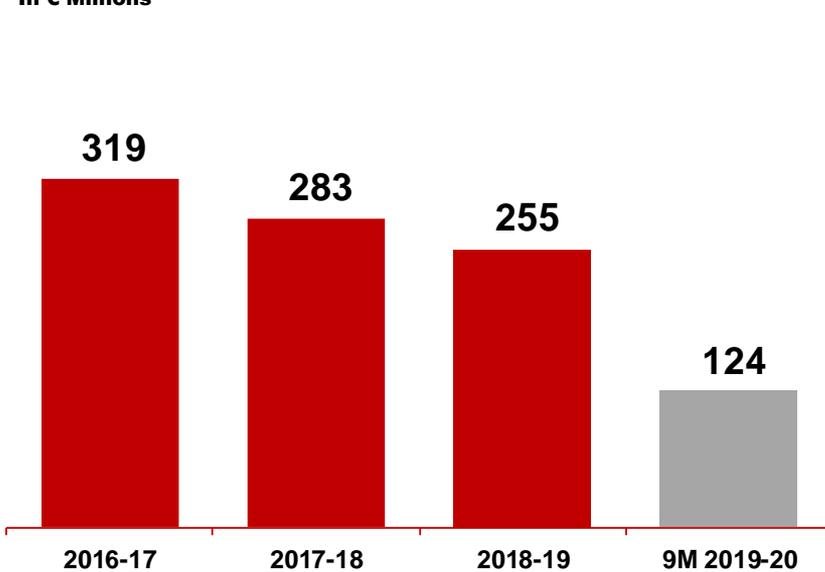
# Revenue Split - By Geography

## For the period ended December 31, 2019



# Capital Expenditure For the period ended December 31, 2019

In € Millions



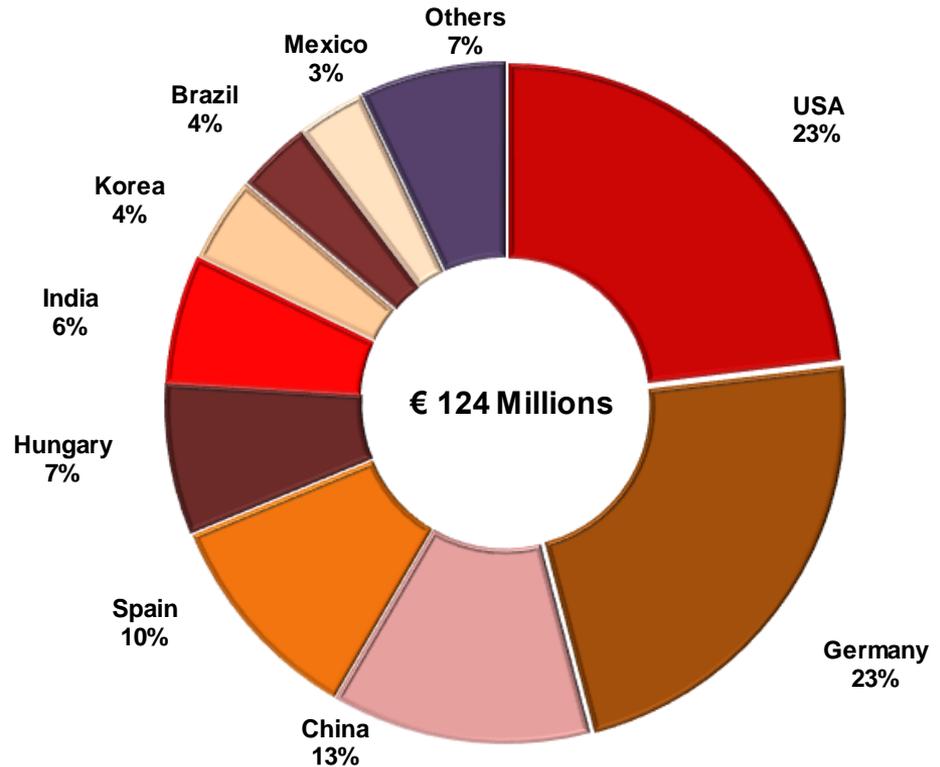
Capex Split : 9M 2019-20.



€ 91 Million

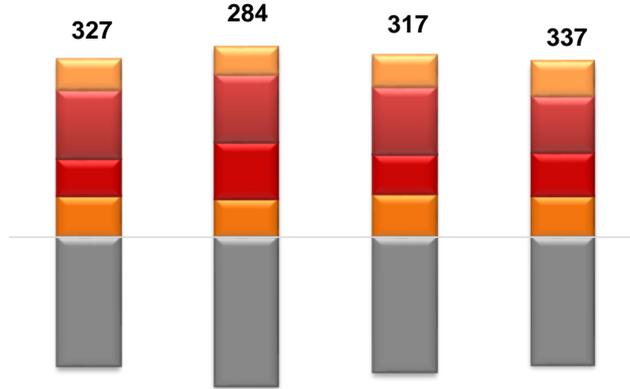


€ 33 Million



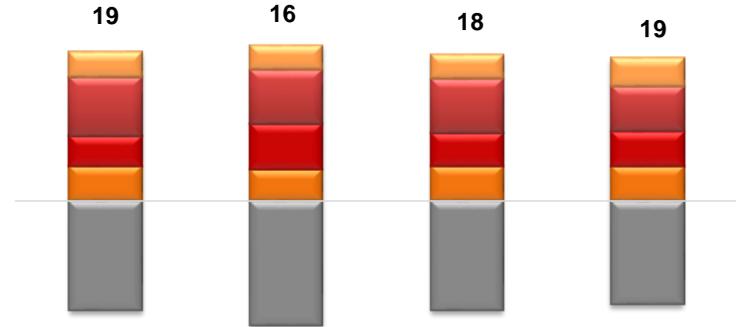
# Trade Working Capital

€ Millions.



	Dec 18	Mar 19	Sep 19	Dec 19
Trade liabilities	(908)	(1,042)	(951)	(892)
Receivables - Amortisation	211	197	219	249
Receivables - Unbilled Revenue	484	471	475	391
Receivables	260	395	275	302
Inventory	280	263	299	287

No of Days\*.



	Dec 18	Mar 19	Sep 19	Dec 19
Trade liabilities	(54)	(61)	(54)	(51)
Receivables - Amortisation	12	12	12	14
Receivables - Unbilled Revenue	29	27	27	22
Receivables	15	23	16	17
Inventory	17	15	17	17

# Summary of Cash Flow-

## For the period ended December 31, 2019

Statement of Cash Flows (€ millions)	April 1, 2018 to Dec 31, 2018	April 1, 2019 to Dec 31, 2019
Cash flow from operating activities before changes in working capital and income tax	271	240
Changes in working capital	(128)	(76)
Income tax paid	(60)	(53)
<b>Cash flow from operating activities</b>	<b>83</b>	<b>111</b>
Purchase of property, plant and equipment (including Pre-Payments)	(163)	(119)
Payment for acquisition of SMRC (net of cash acquired)	(91)	-
Others	3	3
<b>Cash flow from investing activities</b>	<b>(251)</b>	<b>(116)</b>
Net Proceeds from borrowings (including leases)	242	(28)
Interest Paid	(37)	(53)
Others	(10)	(16)
<b>Cash flow from financing activities</b>	<b>195</b>	<b>(97)</b>
<b>Net increase in cash and cash equivalents</b>	<b>27</b>	<b>(103)</b>
Cash and cash equivalents at the beginning of the period	216	311
Variation in cash and cash equivalents from translation in foreign currencies	2	-
<b>Cash and cash equivalents at the end of the period</b>	<b>245</b>	<b>208</b>

- **Group Information**
- **Financial Performance**
- **Debt & Liquidity Status**

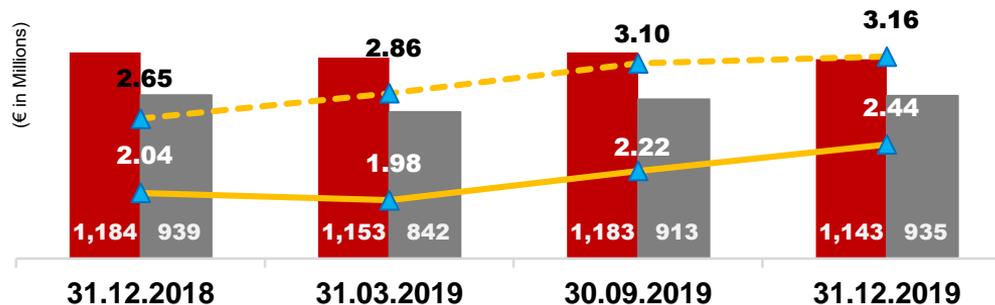
# Cash & Debt status

## A. Debt Status.

€ Millions	31.12.2018	31.03.2019	30.09.2019	31.12.2019
<b>Gross Debt*</b>	<b>1,184</b>	<b>1,153</b>	<b>1,183</b>	<b>1,143</b>
Cash and cash equivalents	245	311	270	208
<b>Net Debt*</b>	<b>939</b>	<b>842</b>	<b>913</b>	<b>935</b>
Shareholder Loan	150	150	242	239

\* Gross debt and Net debt are inclusive of Shareholder Loan

■ Gross Debt ■ Net Debt ▲ Net Leverage Ratio ▲ Gross Leverage Ratio



\* Leverage ratios are computed excluding Subordinated Shareholder Loan and lease liabilities under IFRS 16.

## B. Impact of IFRS 16. (not included in debt status above)

€ Millions	01.04.2019	30.09.2019	31.12.2019
Lease Liability	103	98	105

# Liquidity Status As at December 31, 2019

## Available Liquidity\*.

€ in Millions	Sanctioned Limit	Utilised as at Dec 31, 2019	Liquidity Available
RCF (including ancillary facilities)	575	58	517
Cash and Cash Equivalents			208
<b>Total Liquidity Available</b>			<b>725</b>

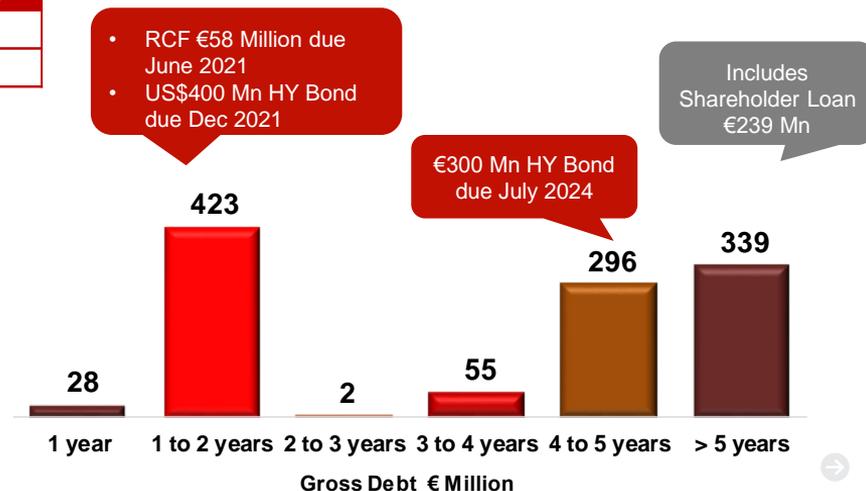
\* Available liquidity subject to headroom under leverage ratios

## Leverage Ratio.

Key Ratios#	Allowed	Dec 31, 2019
Gross Leverage Ratio	3.50x	3.16x
Net Leverage Ratio	3.25x	2.44x

# Computed excluding Subordinated Shareholder Loan and lease liabilities under IFRS 16

## Maturity profile.





**Thank you.**

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