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to be
part of.**

Presentation on Results

Q3 FY 2017-18

13th February 2018

MSE
Motherson Sumi
Systems Limited



- **Financial Highlights of the quarter**
- **Results Q3 FY17 vs Q3 FY18**
- **Results 9M FY17 vs 9M FY18**
- **Debt status**
- **Status of Facilities**

Highlights : Q3 FY 2017-18



Consolidated

- Consistent revenue growth across all business segments
- 9 plants at various stages of completion, 4 plants have started operations while 3 new plants initiated

Financial Highlights :

(INR in crores)	Q3 FY 17	Q3 FY18	Growth
Sales	10,514	14,271	36% ↑
EBITDA	1,145	1,386	21% ↑
PBT*	819	905	11% ↑
PAT*	416	437	5% ↑

Standalone

- Strong growth in Domestic revenues
- QoQ margins & PBT not comparable with due to one-time income of Rs. 74 crores on account of increased operating income of Rs. 36 crores & non operating income of Rs. 38 crores on QIP funds placed in debt funds as disclosed in Q3FY16-17

Financial Highlights :

(INR in crores)	Q3 FY 17	Q3 FY18	Growth
Sales	1,498	1,760	17% ↑
EBITDA*	289	313	8% ↑
PBT*	238	262	10% ↑
PAT*	165	175	6% ↑



Highlights : Q3 FY 2017-18



SMR

- Revenue growth muted due to forex impact of Euro 15.7 million
- Steady growth in all markets except in Asia (excluding India)
- Consistent operating performance despite above impact

SMP

- Strong revenue growth of 18% for Q3FY18
- Kecskemet (Hungary) plant inaugurated by Hon'ble Prime Minister of Hungary on 16th Nov 2017, to commence serial production from Q1 FY18-19.
- Start up costs as shown in results are charged to P/L account

PKC

- Strong revenue growth at PKC aided by higher commodity price
- Second JV in China has contributed revenues from the current quarter
- European performance was negatively impacted by suppliers' material availability which caused extraordinary freight and labor expenses
- Program transfers are continuing in Poland in order to free up capacity for growing rolling stock operations
- PKC group divested some light vehicle business and associated assets in North America in Oct-Dec 2016 quarter and hence not comparable



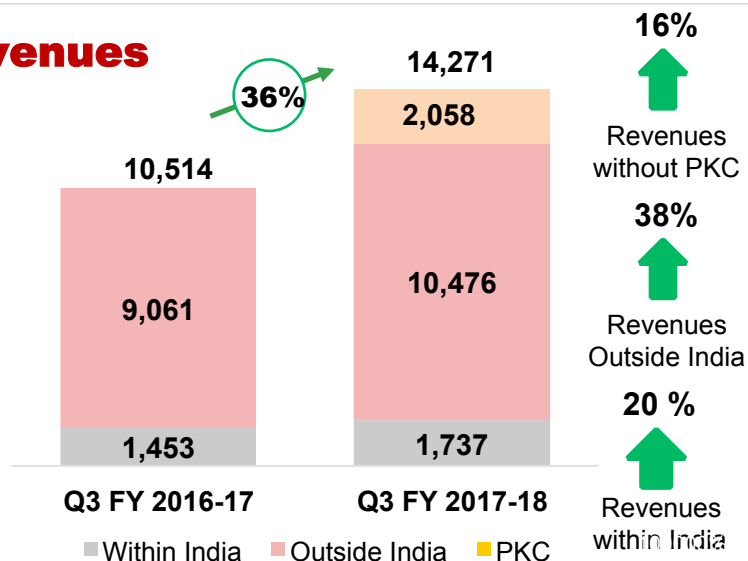
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MSSL Consolidated : Q3 FY17 vs Q3 FY18

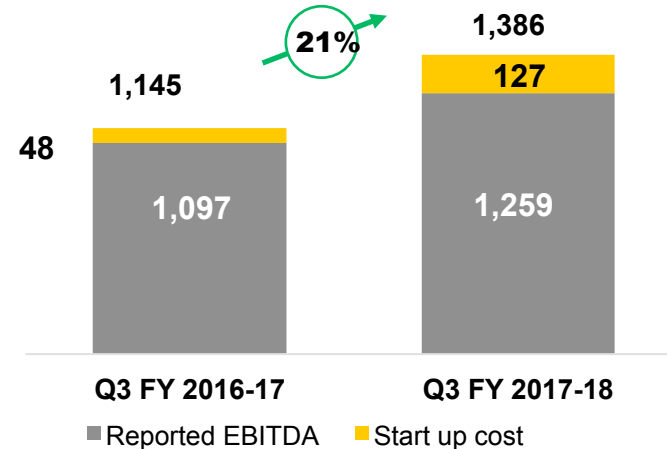


(Rs. in Crores)

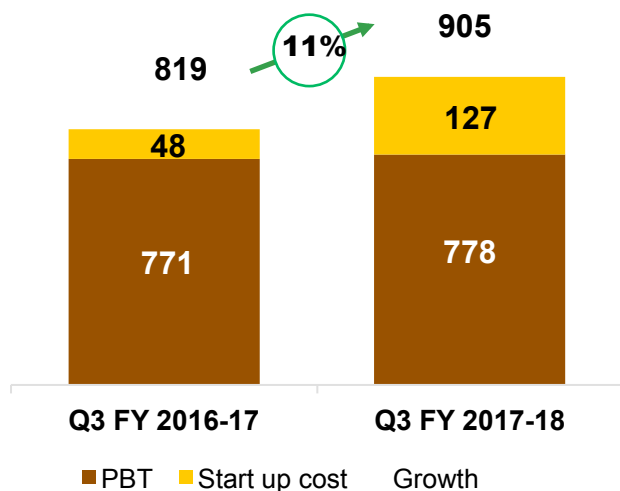
Revenues



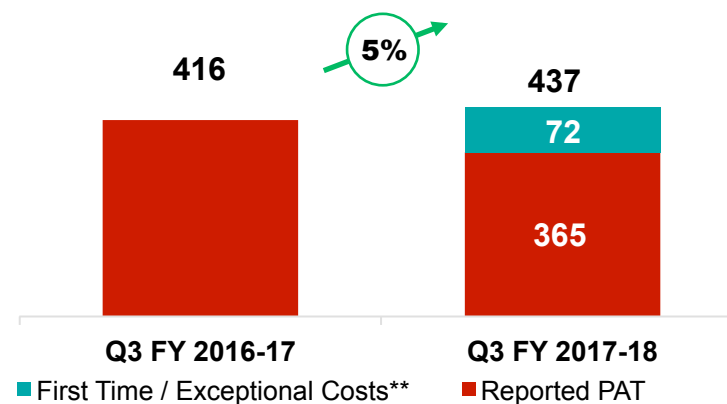
EBITDA



PBT



PAT (Concern Share)

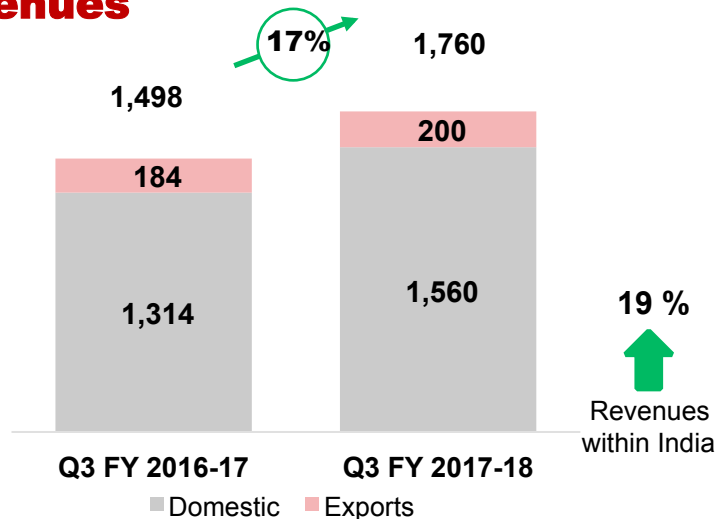


MSSL Standalone : Q3 FY17 vs Q3 FY18

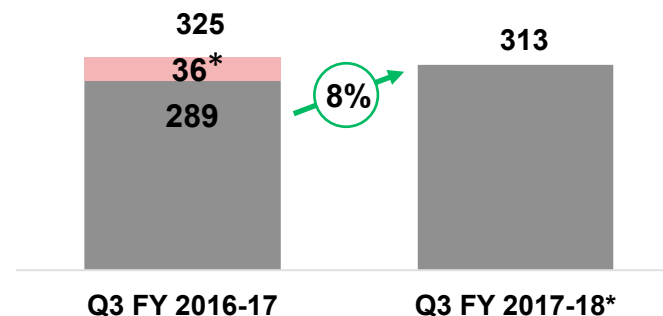


(Rs. in Crores)

Revenues

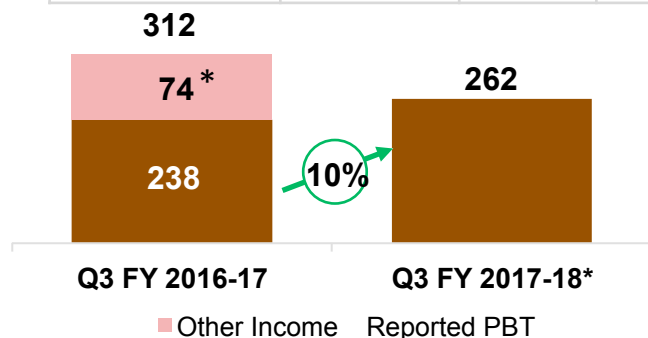


EBITDA

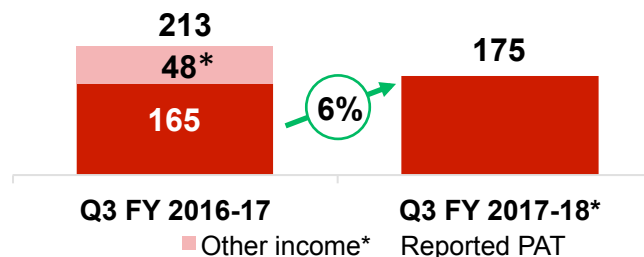


PBT

Copper Price (avg.)	Q3 16-17	Q3 17-18	% Change
LME Copper (USD / Ton)	5,281	6,808	28.9%



PAT



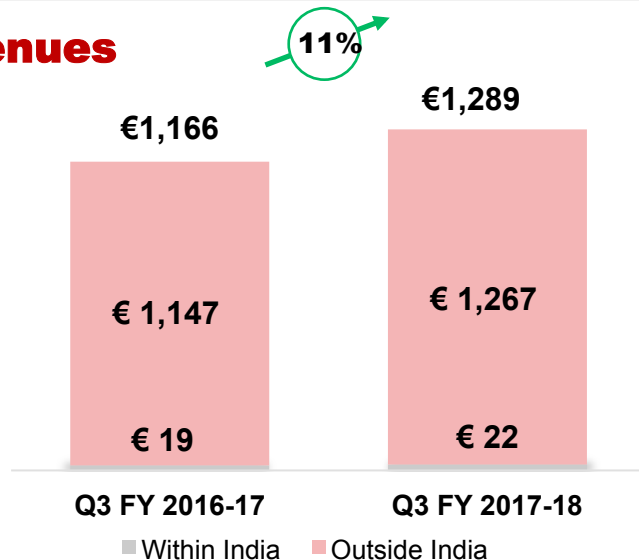
*Note : As disclosed in Q3FY16-17, one-time income of Rs. 74 crores on account of increased operating income of Rs. 36 crores & non operating income of Rs. 38 crores on QIP funds placed in debt funds

SMRPBV : Q3 FY17 vs Q3 FY18 (In Euro Terms**)

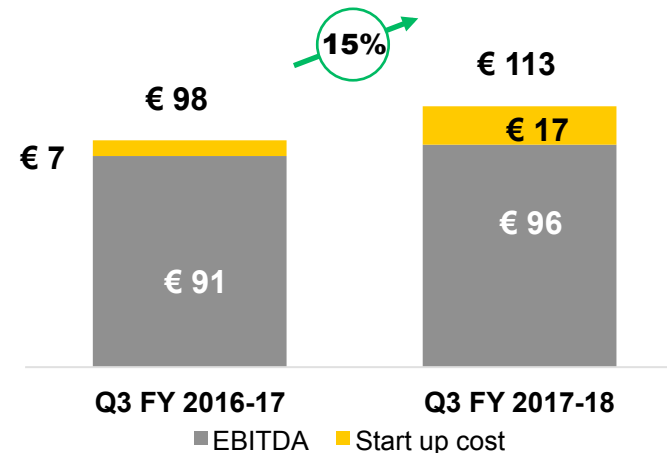


(In Million Euro)

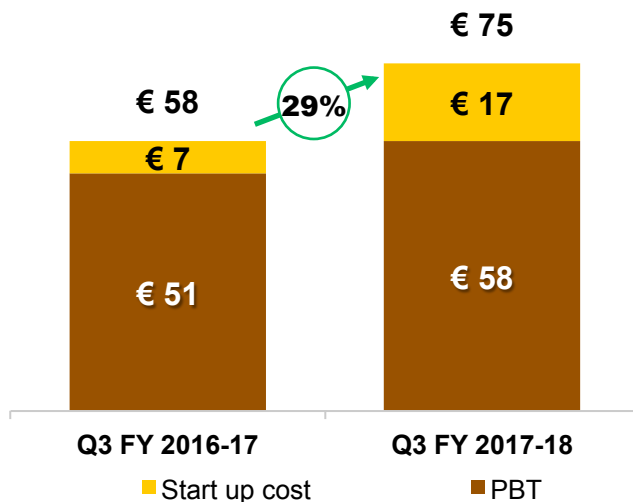
Revenues



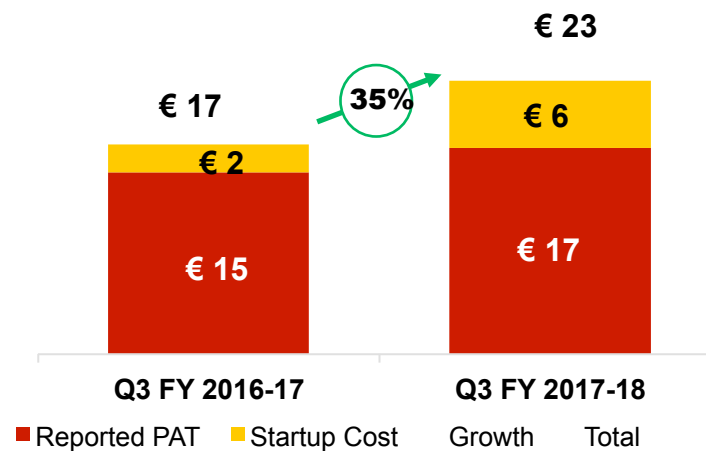
EBITDA



PBT



PAT (Concern Share)

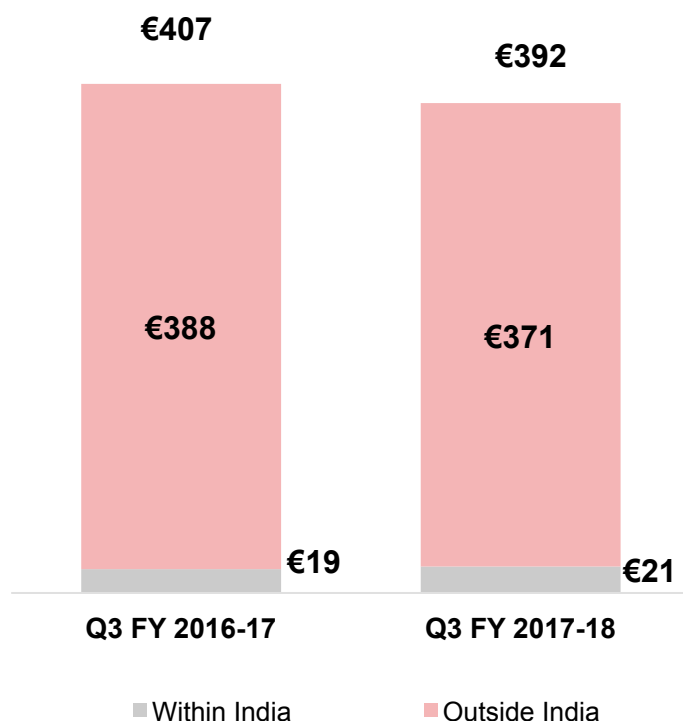


SMR : Q3 FY17 vs Q3 FY18 (In Euro Terms**)



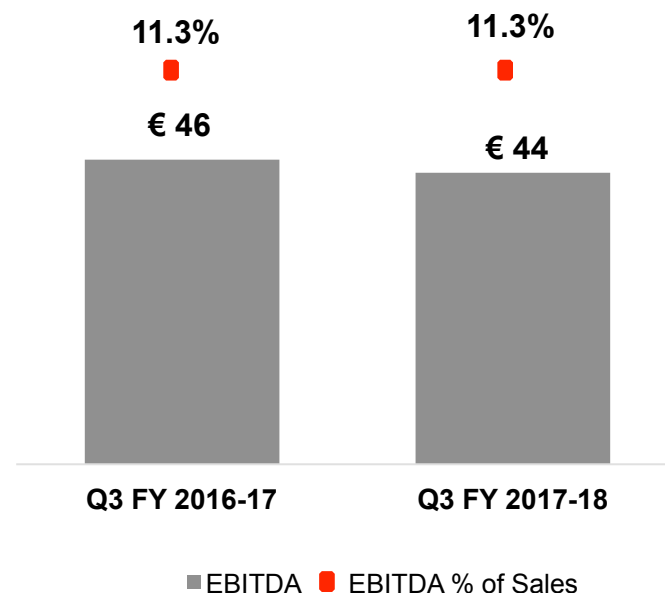
(In Million Euro)

Revenues



Revenue growth muted due to forex impact of Euro 15.7 million.

EBITDA

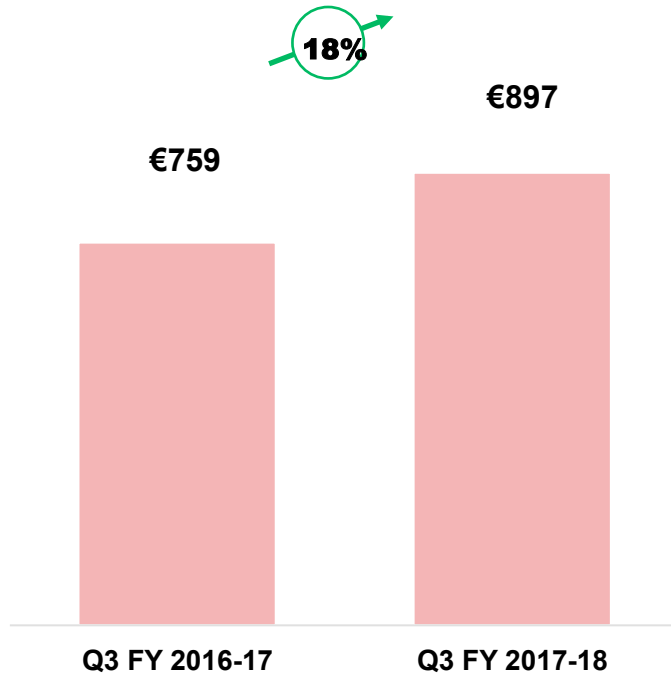


SMP : Q3 FY17 vs Q3 FY18 (In Euro Terms**)

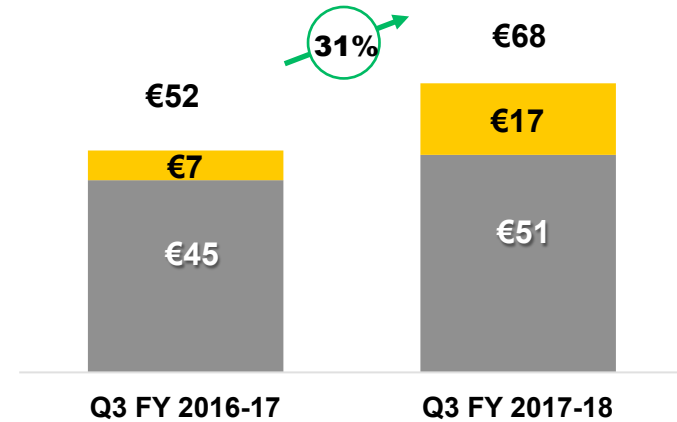


(In Million Euro)

Revenues



EBITDA



■ Reported EBITDA** ■ Startup Cost Adjusted EBITDA

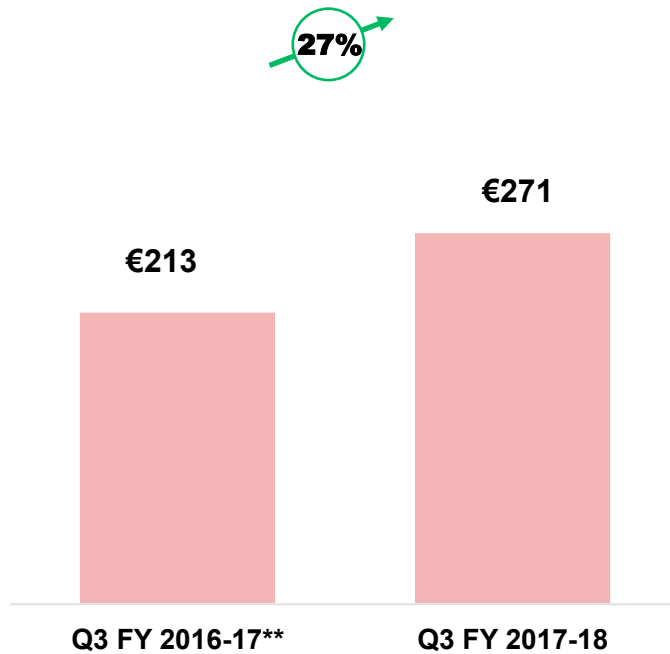
{** After Start up cost for greenfield/ brownfield plants, charged to P&L}

PKC : Q3 FY17 vs Q3 FY18 (In Euro Terms**)

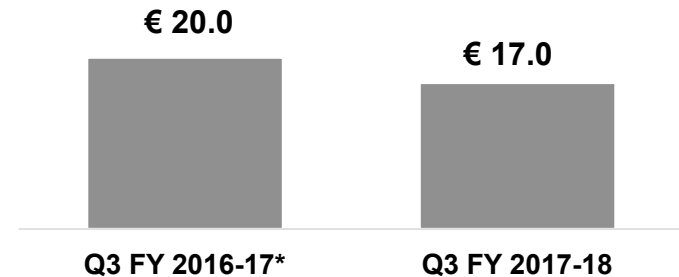


(In Million Euro)

Revenues



EBITDA



* PKC group divested some light vehicle business and associated assets in North America in Oct-Dec 2016 quarter and hence not comparable

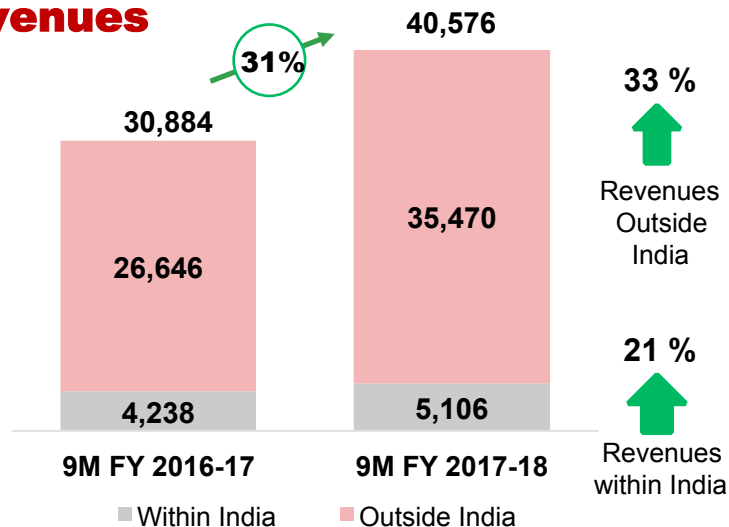
- **Financial Highlights of the quarter**
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- **Status of Facilities**

MSSL Consolidated : 9M FY17 vs 9M FY18

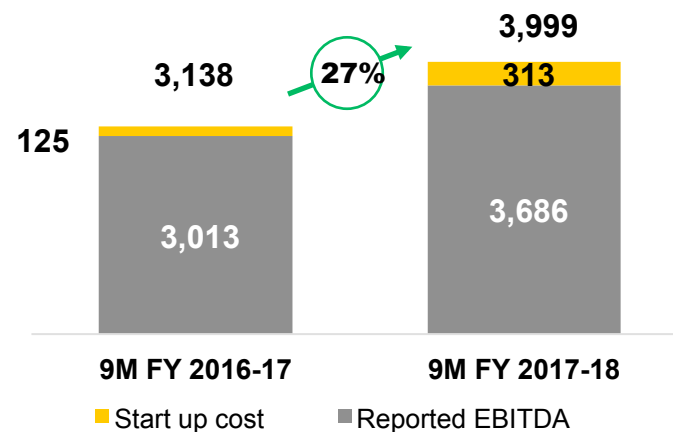


(Rs. in Crores)

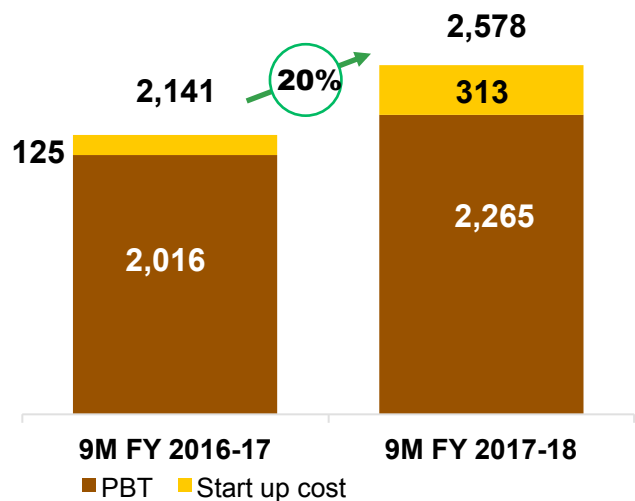
Revenues



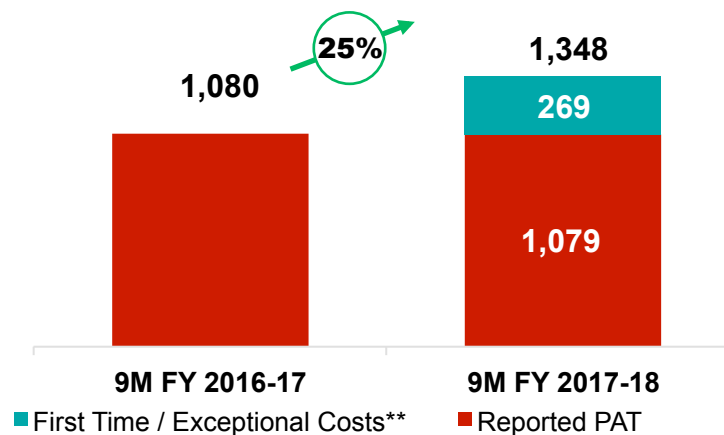
EBITDA



PBT



PAT (Concern Share)

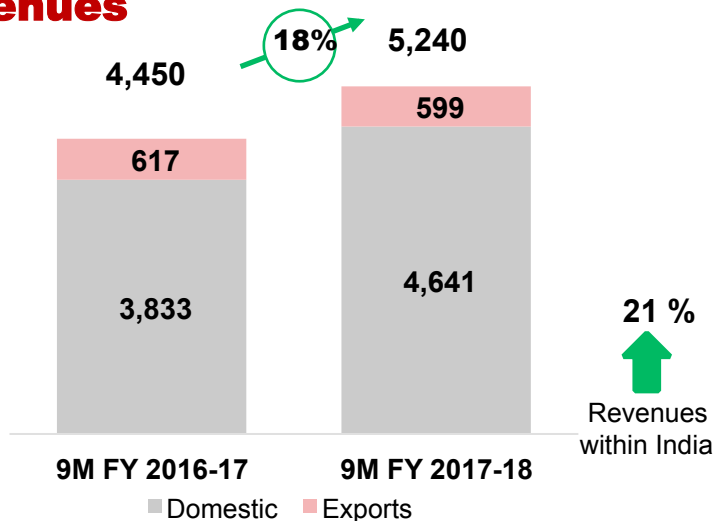


MSSL Standalone : 9M FY17 vs 9M FY18

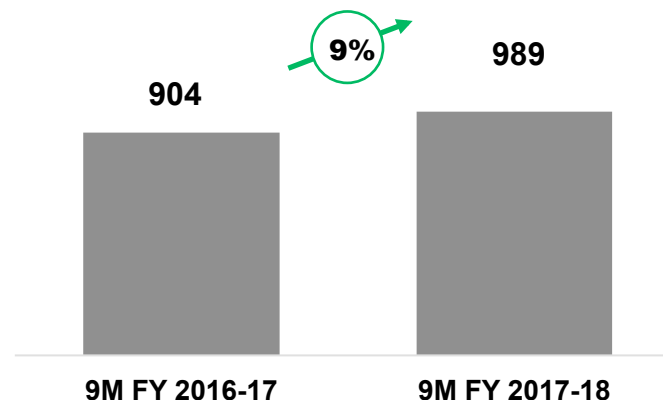


(Rs. in Crores)

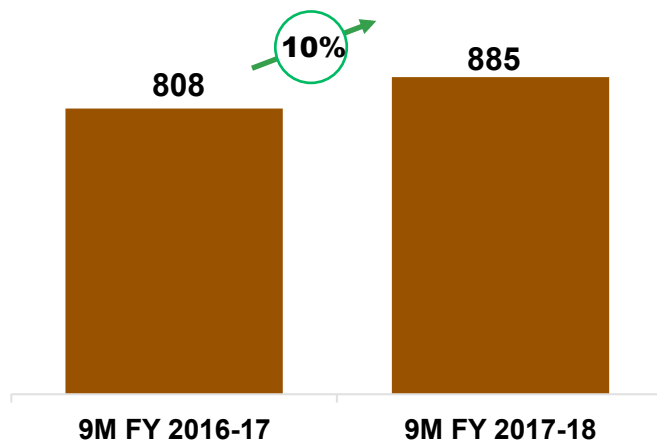
Revenues



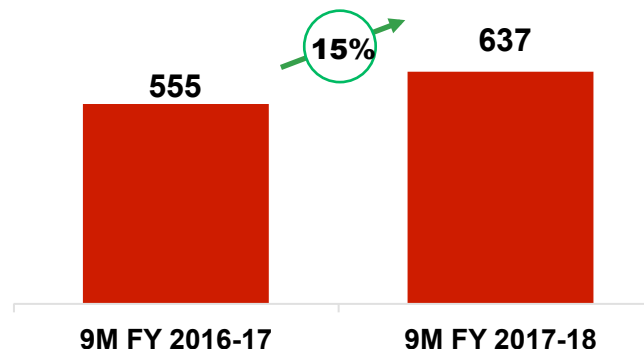
EBITDA



PBT



PAT

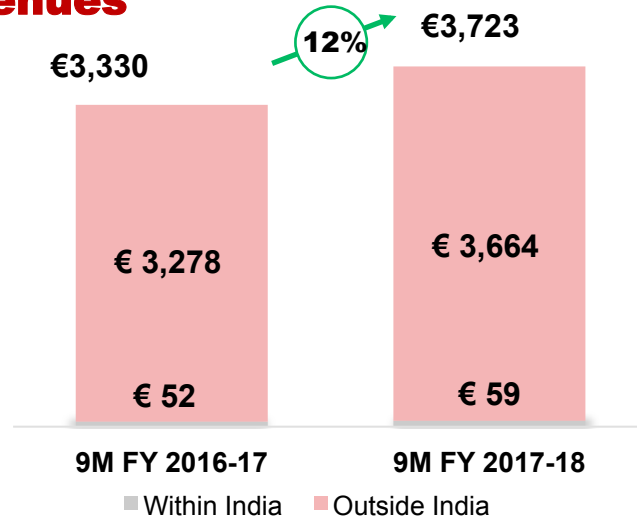


SMRPBV : 9M FY17 vs 9M FY18 (In Euro Terms**)

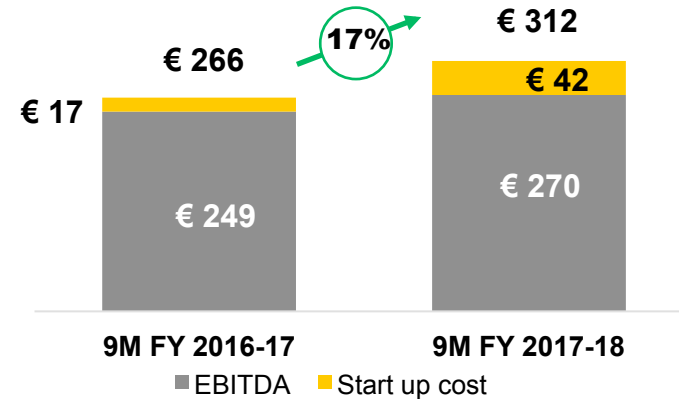


(In Million Euro)

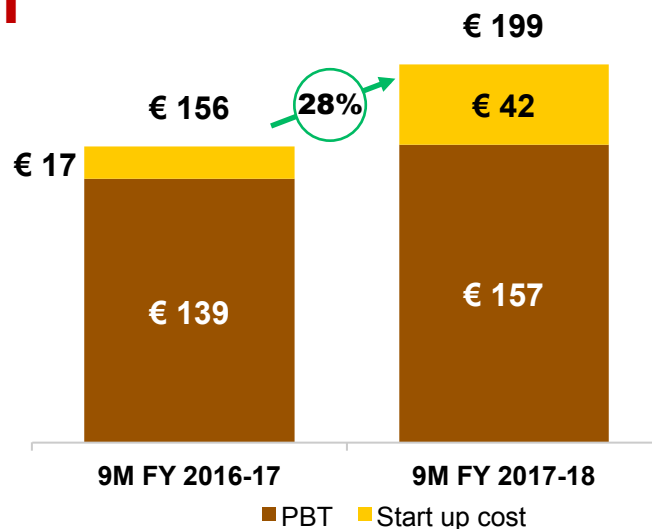
Revenues



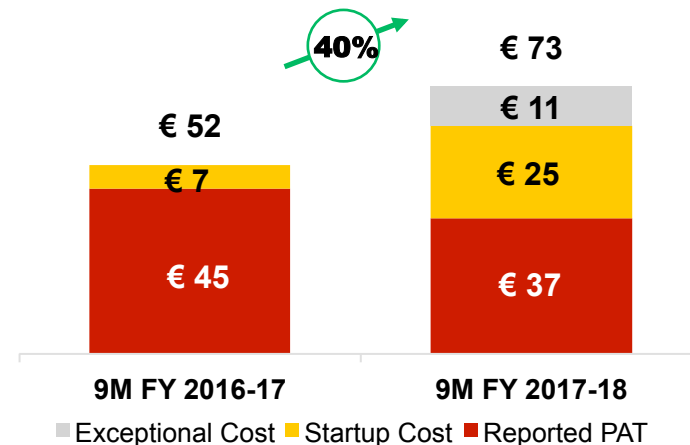
EBITDA



PBT



PAT (Concern Share)

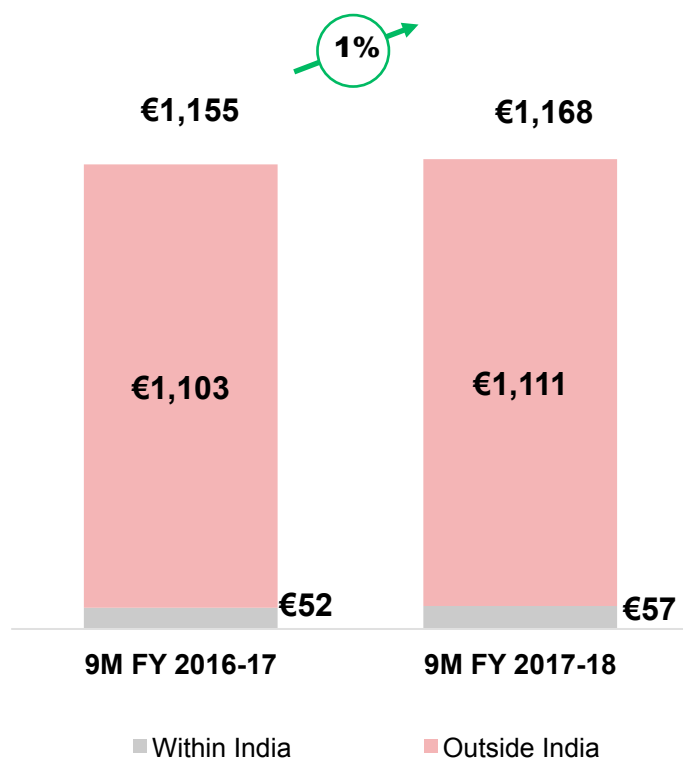


SMR : 9M FY17 vs 9M FY18 (In Euro Terms**)

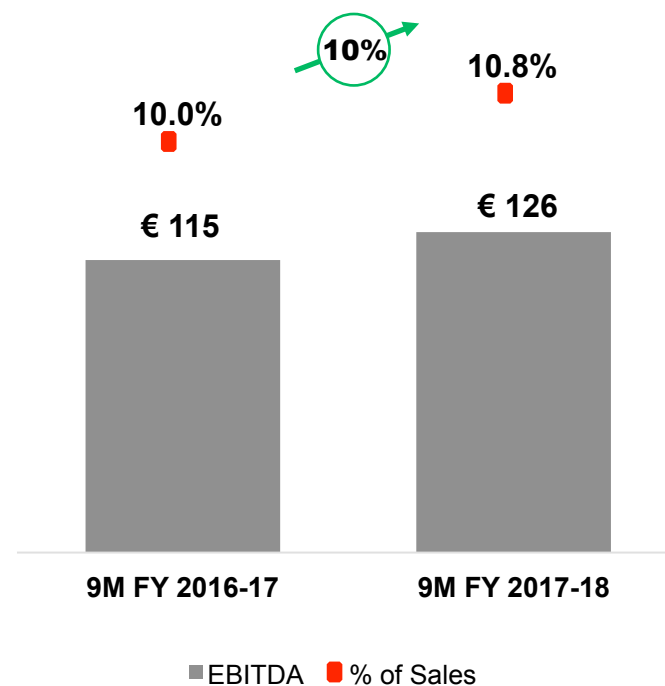


(In Million Euro)

Revenues



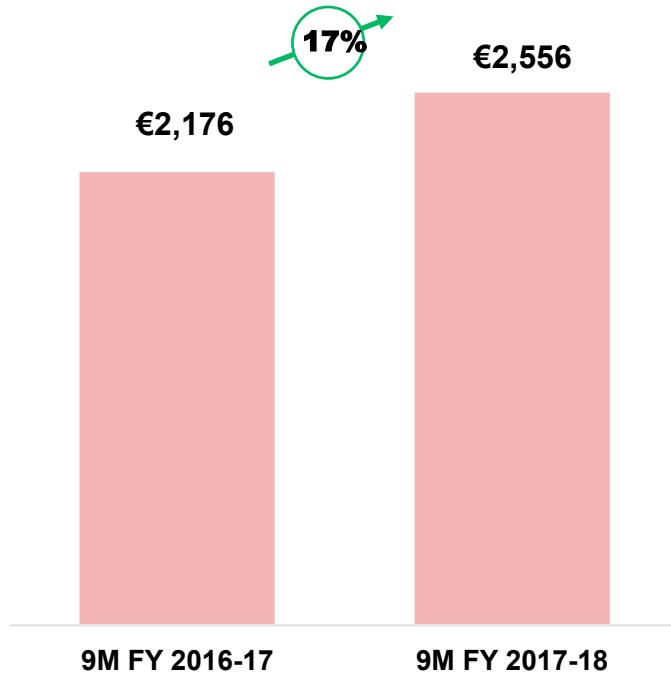
EBITDA



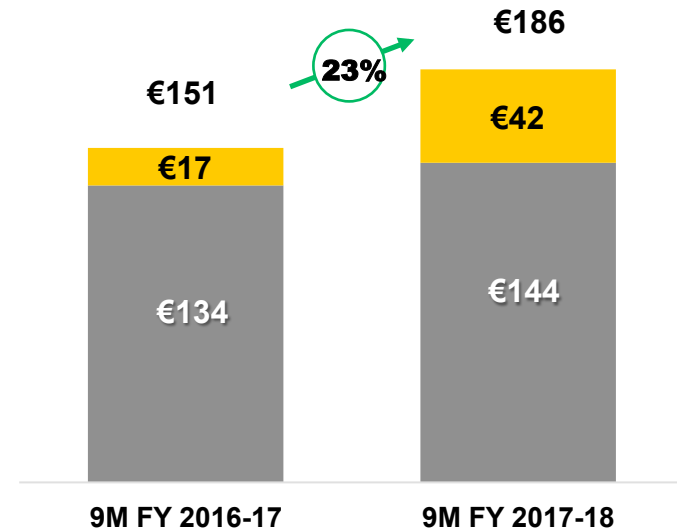
SMP : 9M FY17 vs 9M FY18 (In Euro Terms**)



Revenues



EBITDA



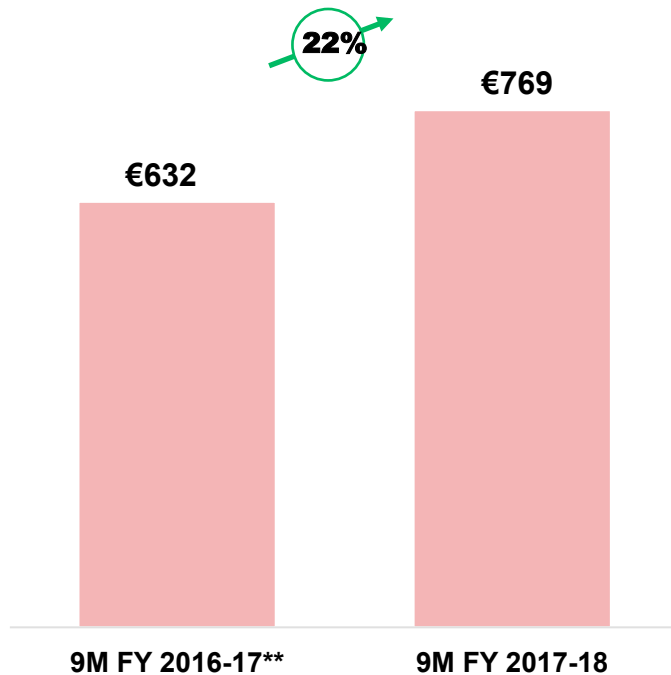
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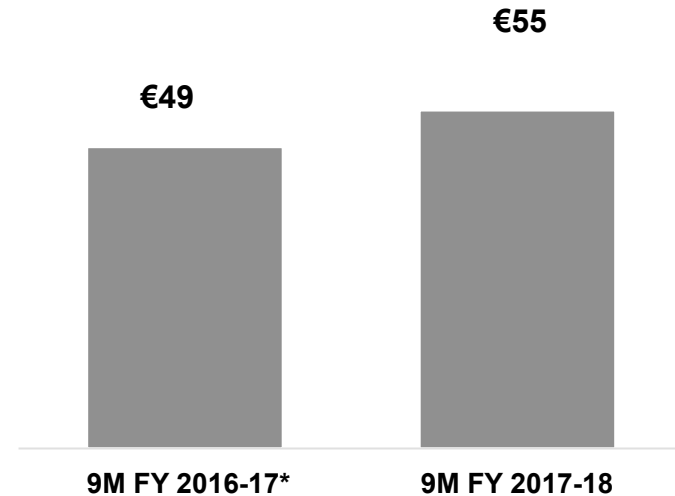
PKC : 9M FY17 vs 9M FY18 (In Euro Terms**)



Revenues



EBITDA



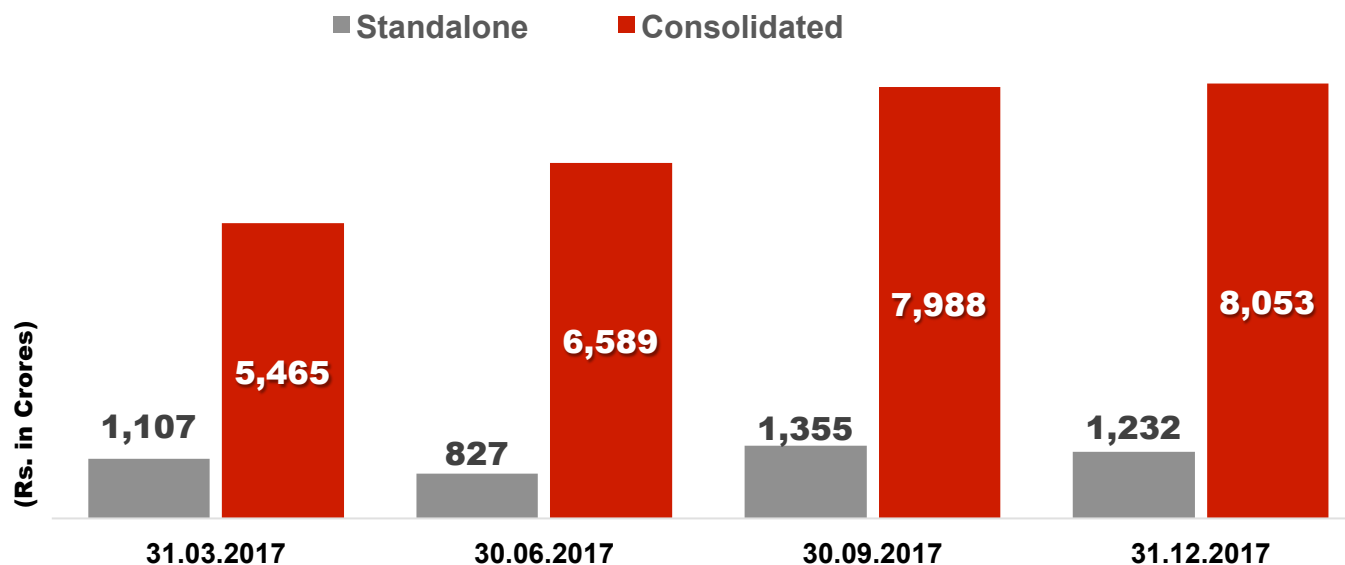
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- **Debt status**
- **Status of Facilities**

Net Debt



(Rs. in crores)	31.03.2017		30.06.2017		30.09.2017		31.12.2017	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,294	10,349	1,287	11,055	1,392	10,804	1,307	10,738
Cash & Bank	187	4,884	460	4,466	37	2,816	75	2,685
Net Debt	1,107	5,465	827	6,589	1,355	7,988	1,232	8,053



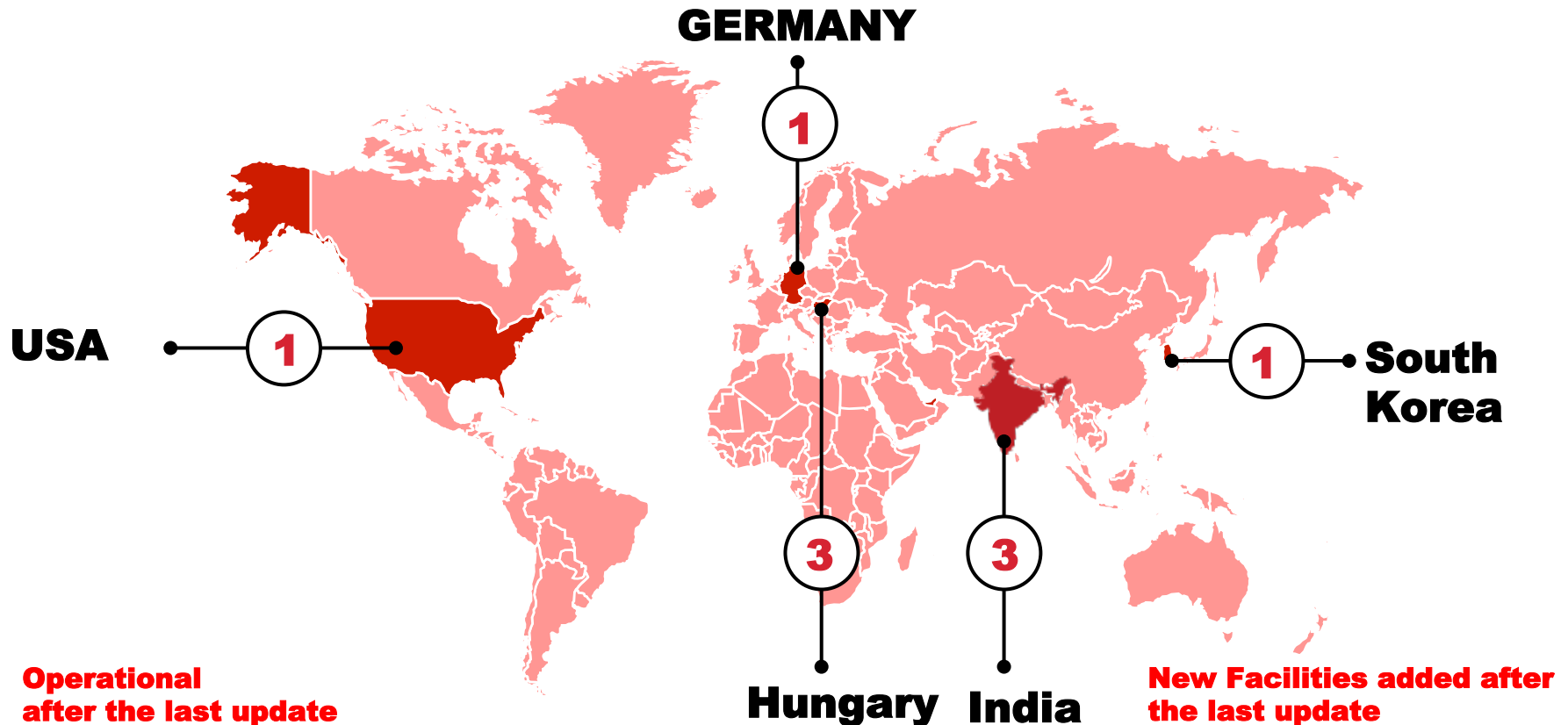
Exchange rate used	31.03.2017	30.06.2017	30.09.2017	31.12.2017
Rs./Euro	69.05	73.76	77.11	76.62
Rs./USD	64.85	64.58	65.28	63.87

- **Financial Highlights of the quarter**
- **Results Q3 FY17 vs Q3 FY18**
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- **Status of Facilities**

Status of upcoming facilities.



9 plants at different stages of completion



South Korea : 01
China : 01
India : 02

India : 03



Status of upcoming facilities – Americas.



Company : SMP

Location: Tuscaloosa, AL (USA)

Type: Greenfield Plant

Product: Bumpers, Door panels, spoilers and other exterior parts

Operational : Q3 FY18-19

Q3 FY15-16



Q1 FY16-17



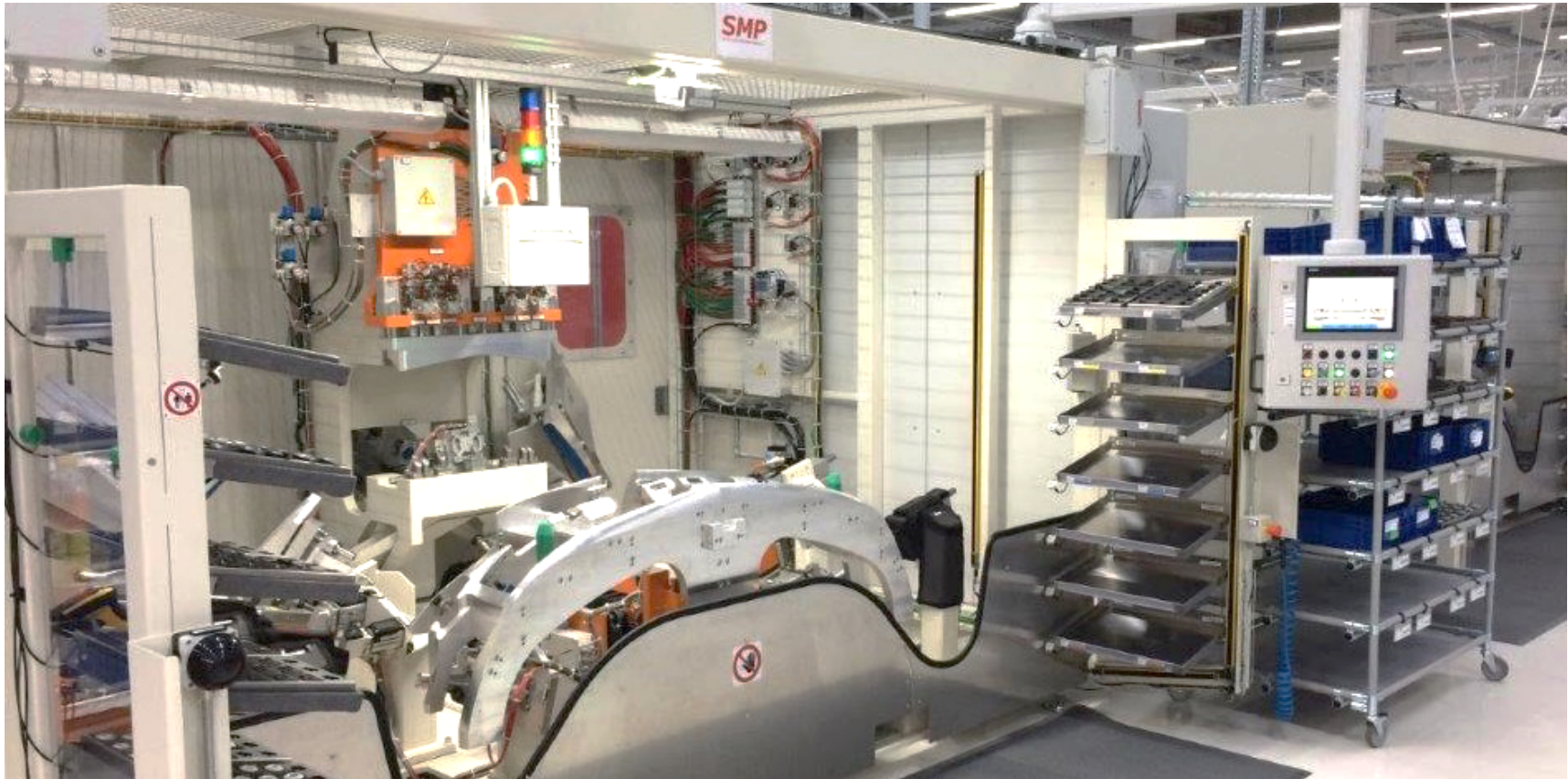
Q3 FY16-17



Q1 FY17-18



Status of upcoming facilities – Europe.



Company : SMP

Location: Kecskemet, Hungary

Type: Greenfield plant,

Product: Bumpers & Door Panels

Operational : Q1 FY 18-19

Q3 FY15-16



Q1 FY16-17



Q3 FY16-17



Q1 FY17-18



Hon'ble Prime Minister of Hungary Inaugurates SMP Kecskemet, Hungary plant



**Mr. Viktor Orbán, Hon'ble Prime Minister of Hungary
with Mr. Vivek Chaand Sehgal, Chairman, SMG**

Status of upcoming facilities – Europe.



Company : SMR

Location: Mosonszolnok, Hungary

Type: Expansion / New Paint Shop

Product: Exterior Rear View Mirrors

Operational : Q4 FY 17-18

Q1 FY16-17



Q3 FY16-17



Q1 FY17-18

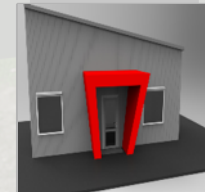


Status of upcoming facilities – Europe.



Company : MATE
Location: Túrkeve, Hungary
Type: Greenfield
Product: Polymer products
Operational : Q1 FY 18-19

Q3 FY16-17



Q1 FY17-18



Status of upcoming facilities – Europe.



Company : SMP

Location: Neustadt, Germany

Type: Expansion

**Product: Dashboard, Bumpers,
Door Panels**

Operational : Q3 FY 18-19

Q1 FY17-18



Status of upcoming facilities – Asia.



Company : SMR

Location: Incheon, South Korea

Type: Relocation of Plant

Product: Mirror parts, Powerfold,

Operational : Q4 FY 17-18



Facilities started – Asia.



Company : SMR

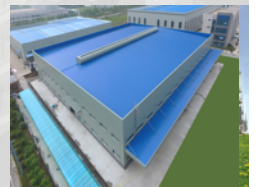
Location: Yancheng*, China

Type: Brownfield Expansion

**Product: Exterior & Interior Mirror,
Mirror parts(STI, Actuators)**

Operational : Q3 FY 17-18

Q1 FY17-18



Facilities started – Asia.



Company : SMR

Location: Cheongju city*, South Korea

Type: Expansion / New building

Product: Exterior & Interior Mirror

Operational : Q3 FY 17-18

Q1 FY17-18



Facilities started – India.



Company : MSSL WHD
Location: Noida, Sector-85*, India
Type: Expansion
Product: Wiring Harness
Operational : Q2 FY 17-18

Q1 FY16-17



Q3 FY16-17



Q1 FY17-18



Facilities started – India.



Company : MSSL WHD
Location: Pithampur-I*, Indore, India
Type: Expansion
Product: Wiring Harness
Operational : FY 17-18

Q3 FY16-17



New Developments - India.



Company : MSSL WHD

Location: Pithampur-II, Indore, India

Type: Expansion

Product: Wires

Operational : FY 18-19

New Developments - India.



Architectural Impression

Company : **MSSL WHD**
Location: **Pithampur-III, Indore, India**
Type: Expansion
Product: **Wiring Harness**
Operational : **FY 18-19**



Actual Site Photograph

New Developments – India.



Company : SMR

Location: Chennai, India

Type: Relocation & New Facilities

**Product: Exterior & Interior Mirror,
Mirror parts (Actuators)**

Operational : Q1 FY 19-20

Reference Rates, Notes & Safe harbor



Copper Rates.

Average	Q3 2016-17	Q3 2017-18	% Change
LME Copper (USD / Ton)	5,281	6,808	28.9%
Average	9M 2016-17	9M 2017-18	% Change
LME Copper (USD / Ton)	5,154	6,273	21.7%

Exchange Rates.

(average)

Currency (equal to Rs.)	Q3 2016-17	Q3 2017-18	% Change
INR to Euro	72.62	76.22	5.0%
INR to YEN	0.62	0.57	(8.1%)
Currency (equal to Rs.)	9M 2016-17	9M 2017-18	% Change
INR to Euro	74.29	74.25	(0.1%)
INR to YEN	0.63	0.58	(7.9%)

Notes :

1. This presentation has been prepared from the unaudited financial results for the quarter ending on 31st Dec 2017. Explanatory notes have been added with additional information
2. Revenues refer to the gross sales less excise duty on sales.
3. PBT is before the exceptional items
4. EBITDA is Profit / Loss before exceptional items + Finance cost + amortization expenses & depreciation expenses
5. 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 MSSSL by using average year to-date exchange rates
6. PKC Group has been consolidated for the first time. The performance results as declared by PKC for the Q4 CY2016 have been compared with current quarter
7. For details, please refer to the results published on the website

Safe harbor

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.

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