



**Proud to be
part of
a bigger
plan**

Presentation on Results Q1 FY 2015-16

06th August 2015

MSE
Motherson Sumi
Systems Limited



- Highlights
- MSSL performance
- SMRPBV performance
- New/Upcoming facilities
- Debt status

Highlights Q1 FY 15-16



MSSL Consolidated

12%

↑
Total
Sales

14%

↑
EBITDA

22%

↑
PBT

62%

↑
PAT *

* Exceptional expenses of
Rs.25 crores provided

MSSL Standalone

1%

↑
Total
Sales*

2%

↑
EBITDA

37%

↑
PBT

45%

↑
PAT

*Despite the fall in JPY &
reduction in copper prices

Highlights Q1 FY 15-16



SMRP BV (in Euro Terms)

25%

Sales

24%

EBITDA

33%

PBT

225%

PAT
(concern share)

SMRP BV raised 10 years Bonds of Euro 100 millions @3.7% pa in June 2015

SMR & SMP (In Euro Terms)



24%

Sales

22%

EBITDA



25%

Sales

28%

EBITDA

Highlights Q1 FY 15-16



Other highlights

- The standalone net debt stands at Rs. 275 crores as on 30th June 2015, lower by Rs. 112 crores compare to March 2015.
- **Bonus Issue** The bonus shares issued by the company in the ratio of 1 shares against 2 held have been admitted for trading on 05th August 2015

On the Growth track

- 14 pre declared plants under different stages of completion.
- 6 New plants / expansions initiated
- Nominated in the Volkswagen Group Procurement Strategic Partners
<http://www.tuner-tv.de/tuning/volkswagen-group-award-2015-vergeben.html>

Comments by Mr. V.C. Sehgal, Chairman, Motherson Sumi Systems Limited

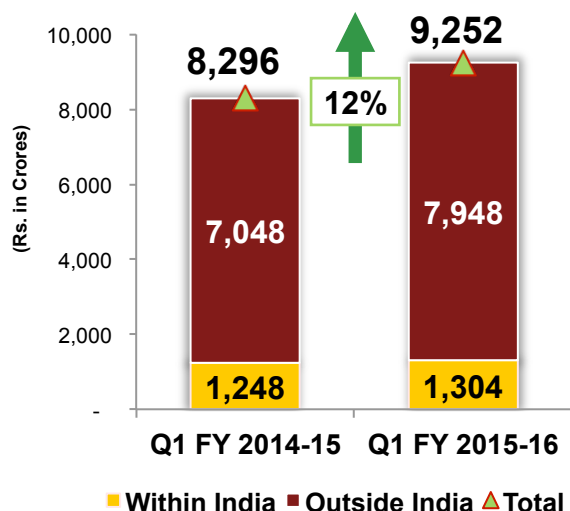
“We are thankful to our customers for always reposing their trust in us and giving us opportunities to partner with them globally. We are strengthening our base to service the requirements of our customers and in line with the 2020 targets. The facilities that we are creating would form the foundation of our growth over the coming 5 years.”

- Highlights
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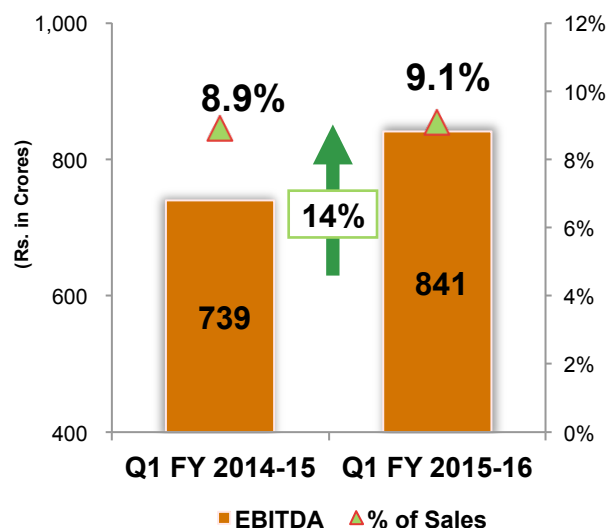
MSSL Consolidated : Q1 FY 2015-16 vs. Q1 FY 2014-15



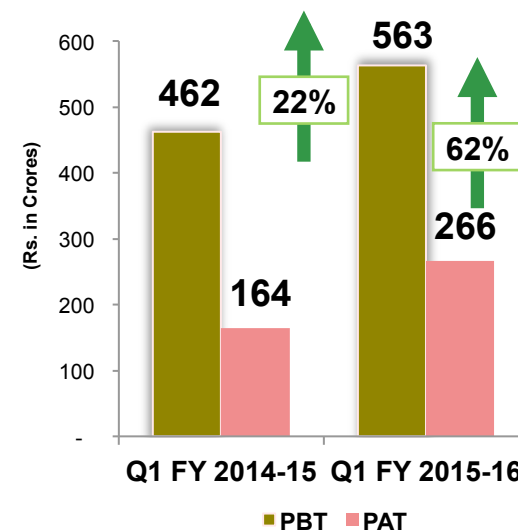
Sales



EBITDA* / % to Sales



PBT * & PAT#



Notes :

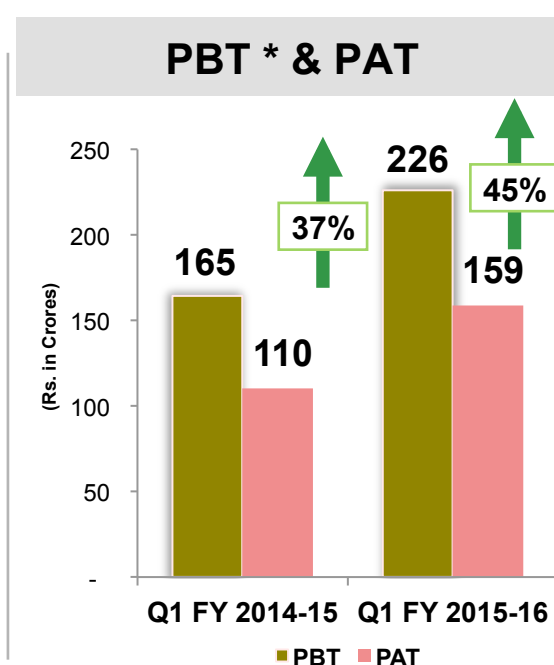
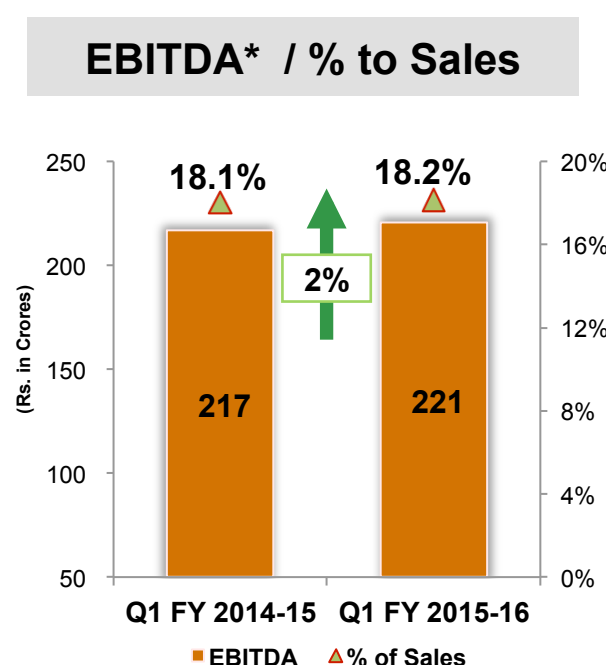
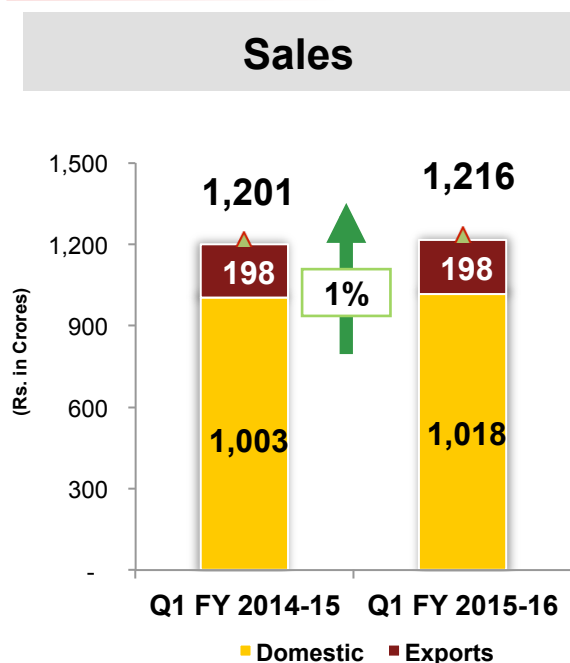
(Rs. Crores)	Q1 2014-15	Q1 2015-16
Exchange Loss / (Gain) on Long Term Loans	12	8
Exceptional expenses- on Bond Issue	46	25

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

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

SMRP BV
has grown by 25%
in real terms
(Euro)

MSSL Standalone : Q1 FY 2015-16 vs. Q1 FY 2014-15



Average	Q1 2014-15	Q1 2015-16	%
USD - JPY	102	121	19 % ↓
LME Copper (USD/ton)	6800	6055	11 % ↓
Rs to Euro	82.04	70.22	14 % ↓

Inspite of the above, the revenues have grown by 1% with improved results.

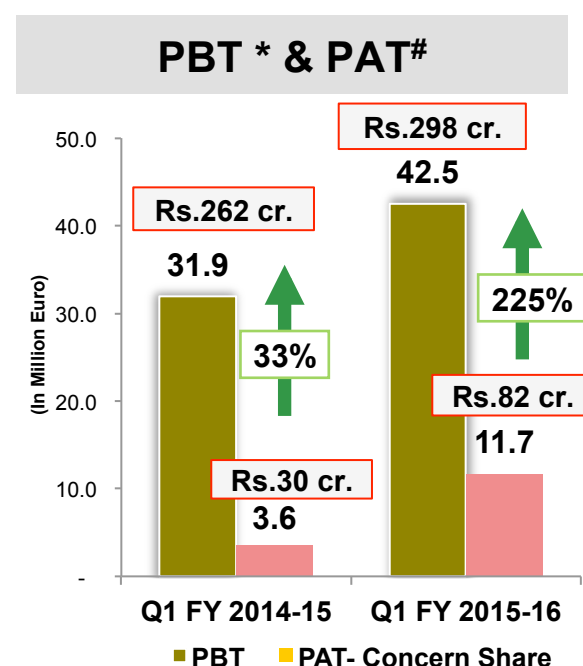
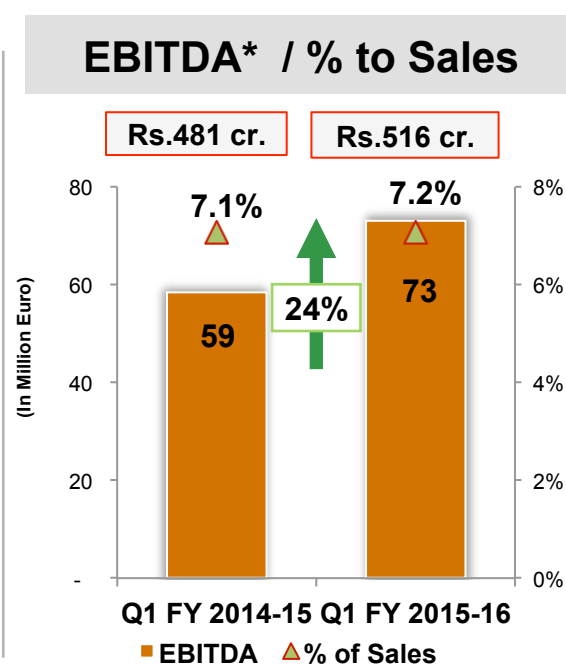
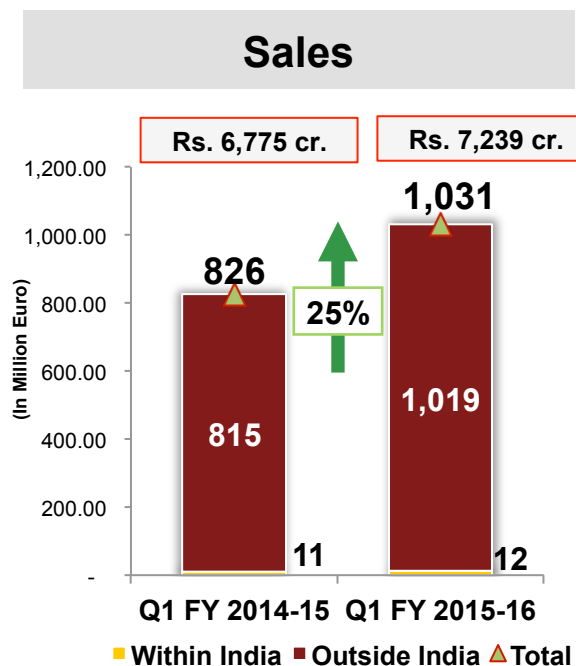
Notes :

(Rs. Crores)	Q1 2014-15	Q1 2015-16
Exchange Loss / (Gain) on Long Term Loans	3	8

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

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SMRPBV: Q1 FY 2015-16 vs. Q1 FY 2014-15 (In Euro Terms**)



- Closely keeping a watch in market conditions in China.

Notes :

(In Million Euro)	Q1 2014-15	Q1 2015-16
Exceptional expenses towards bonds issuance	5.58	3.5
Exchange Loss / (Gain) on Long Term Loans	1.14	-

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

{# concern share}

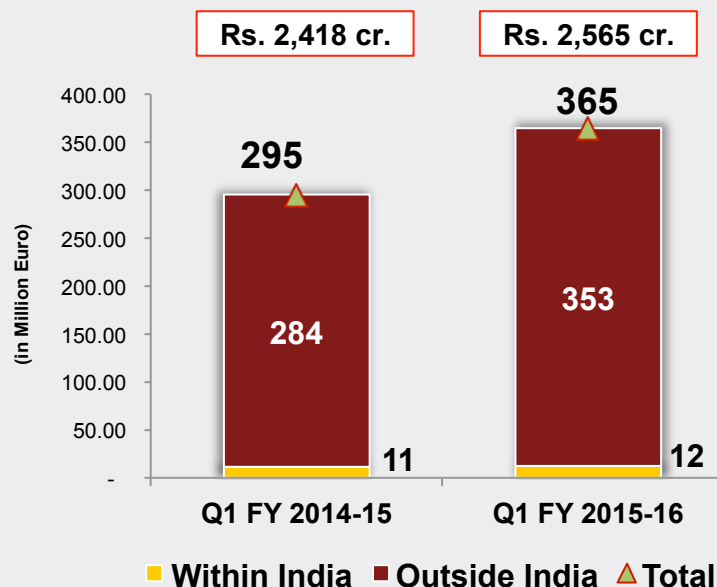
** Please refer to Note on Slide no 23

SMR : Q1 FY 2015-16 vs. Q1 FY 2014-15

(In Euro Terms**)



Sales

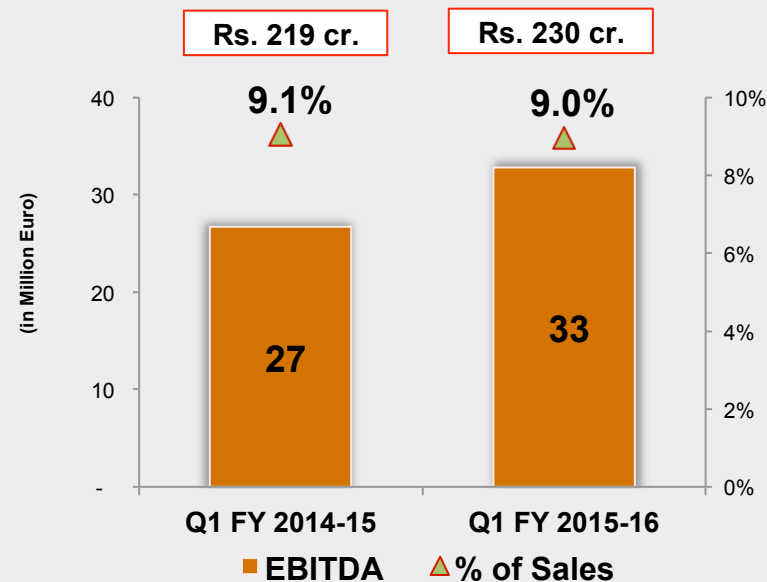


24%



Sales

EBITDA* / % to Sales



22%



EBITDA

*At exchange rate used for translation

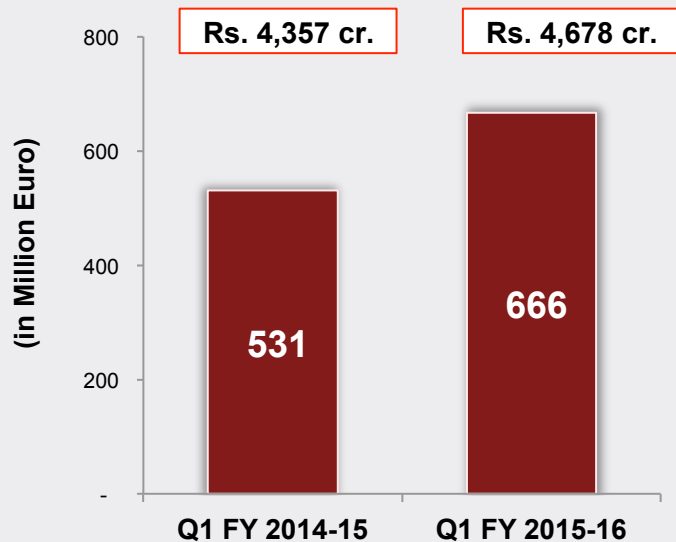
** Please refer to Note on Slide no 23

SMP : Q1 FY 2015-16 vs. Q1 FY 2014-15

(In Euro Terms**)



Sales

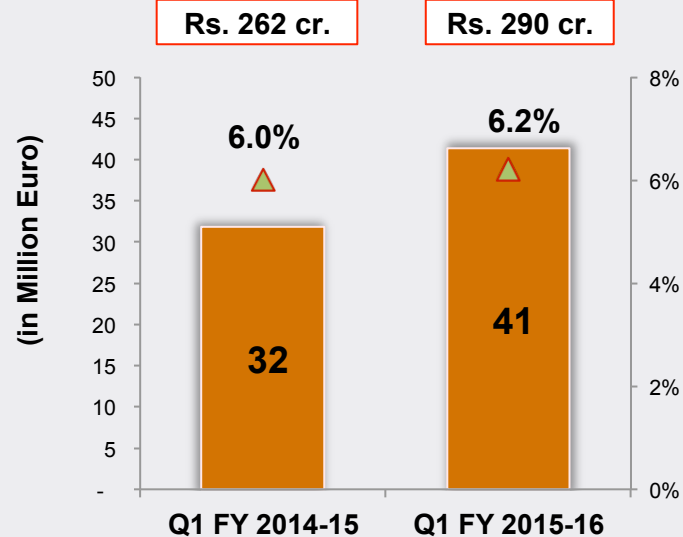


25%



Sales

EBITDA* / % to Sales



■ EBITDA ▲ % of Sales

28%



EBITDA

*At exchange rate used for translation

** Please refer to Note on Slide no 23

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Status of upcoming facilities – Americas

(USA+ Mexico+ Brazil)



- Company: **SMR**
- Location: **Marysville, USA**
- Type: New plant and significant capacity expansion
- Products: Exterior mirrors
- Status : Schedule to start by **Q4 FY 2015-16**



USA

MEXICO

- Company: **SMP**
- Location: **Tuscaloosa (USA)**
- Type: Greenfield plant
- Products: Bumpers & Door Panels
- Status : Schedule to start by **FY 2018-19**

New
Development

- Company: **SMP**
- Location: **Zitlaltepec, Mexico**
- Type: Greenfield plant
- Products: Bumpers, rocker panels, wheel covers, roof spoilers
- Status : Schedule to start by **Q1 FY 2016-17**



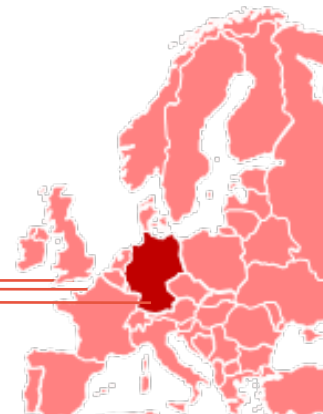
Status of upcoming facilities – Europe



- Company: **SMP**
- Location: **Oldenburg (Germany)**
- Type: New Painting facility
- Products: Bumpers & Rocker Panels
- Status : Started during **Q3 FY 2014-15**



Germany



- Company: **SMP**
- Location: **Schierling (Germany)**
- Type: Greenfield Plant
- Products: Bumpers
- Status : Started during **Q3 FY 2014-15**



- Company: **SMP**
- Location: **Boetzingen (Germany)**
- Type: Brownfield Expansion
- Products: Door Panels based on natural fibre plastic
- Status : Schedule to start by **Q3 FY 2015-16**



Status of upcoming facilities – Europe



- Company: **SMP**
- Location: **Kecskemet (Hungary)**
- Type: Greenfield Plant
- Products: Bumpers & Door Panels
- Status : Schedule to start by **Q4 FY 2017-18**

New
Development

- Company: **SMP**
- Location: **Polinya (Spain)**
- Type: New Painting facility
- Products: Bumpers
- Status : Schedule to start by **Q3 FY 2015-16**



Hungary

Spain



Status of upcoming facilities – Asia Pacific

(Excluding India)



- Company: **SMP**
- Location: **Beijing (China)**
- Type: Greenfield Plant
- Products: Door Panels
- Status : Schedule to start by **Q1 FY 2016-17**



- Company: **SMP**
- Location: **Foshan (China)**
- Type: Greenfield Plant
- Products: A/B/C pillars
- Status : Started in **Q2 FY 2014-15**



- Company: **SMR**
- Location: **Chongqing (China)**
- Type: Greenfield Plant
- Products: Exterior Mirrors
- Status : Started in **Q4 FY 2014-15**



China



- Company: **SMR**
- Location: **Ningbo (China)**
- Type: Expansion
- Products: Exterior Mirrors
- Status : Schedule to start by **Q4 FY 2015-16**

New
Development

Status of upcoming facilities – Asia Pacific

(Excluding India)



- Company: **SMR**
- Location: **Hyosang Ochang Plant II (South Korea)**
- Type: New Plant & capacity expansion
- Products: Exterior Mirrors
- Status : Schedule to start by **Q4 FY 2015-16**

New
Development

South
Korea



Thailand

- Company: **MSSL WHD**
- Location: **Thailand**
- Type: Expansion
- Products: Wiring Harness
- Status : Started in **Q3 FY 2014-15**



Status of upcoming facilities - India



- Company: **MATE**
- Location: **Sanand, Gujarat (India)**
- Type: Greenfield Plant
- Products: Polymer products
- Status : Schedule to start by **Q2 FY 2015-16**



- Company: **MSSL WHD**
- Location: **Noida, (U.P.), India**
- Type: Reconstruction of entire plant
- Products: Wiring Harness
- Status : Schedule to start by **Q2 FY 2015-16**



- Company: **MATE**
- Location: **Walajabad, Chennai, India**
- Type: Greenfield Plant *
- Products: Polymer products
- Status : Schedule to start by **Q2 FY 2015-16**



* Also adding R&D Centre

- Company: **MSSL WHD**
- Location: **Walajabad, Chennai, India**
- Type: Greenfield Plant
- Products: Wiring Harness
- Status : Schedule to start by **Q3 FY 2015-16**



India

Status of upcoming facilities - India



- Company: **MSSL WHD**
- Location: **Sanand, Gujarat (India)**
- Type: Greenfield Plant
- Products: Wiring Harness
- Status : Schedule to start by **Q2 FY 2016-17**

New
Development

India



- Company: **SMR**
- Location: **Noida, (U.P.), India**
- Type: New assembly plant & paint shop
- Products: Rear View Mirrors
- Status : Schedule to start by **Q1 FY 2016-17**

New
Development

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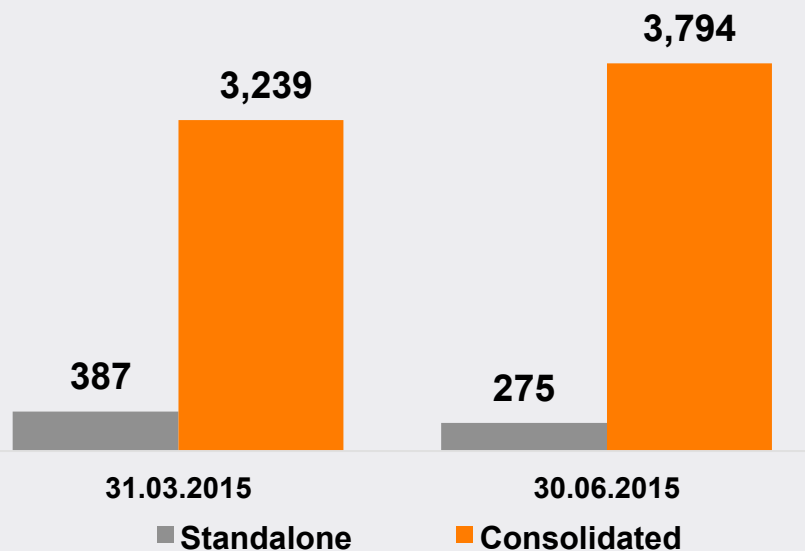
Debt status



Net Debt

(Rs. In crores)

SMRP BV raised
10 years Bonds of
Euro 100 millions
@3.7% p.a. in
June 2015



Exchange rate used

31.03.2015

30.06.2015

Rs/Euro

67.06

70.90

Rs/USD

62.50

63.64



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 exchange rates. The corresponding figures in Rupee terms have also been stated.