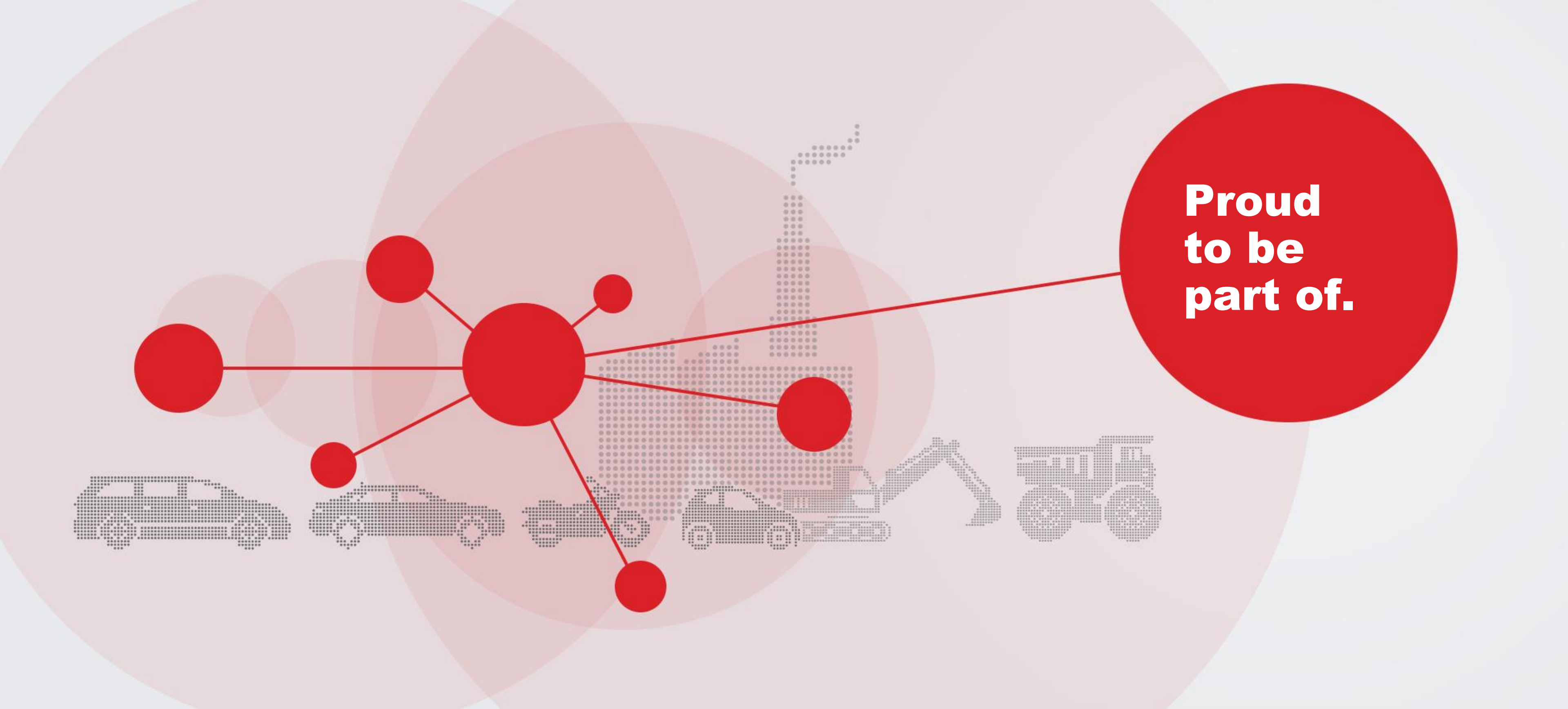


Presentation on Results
Q2 FY 2018-19

14th of November 2018

motherson sumi systems limited

- **Financial Highlights**
- **Order book status**
- **Results Q2 FY18 vs Q2 FY19**
- **Results H1 FY18 vs H1 FY19**
- **Debt status**

Highlights

On Consolidated Basis

- Revenues by 11%, EBITDA* by 8%
- Revenues within India by 12%, Revenues Outside India by 11%

On Standalone Basis

- Revenues by 8%, Domestic revenues by 6%, Export revenues by 23%

Other Highlights

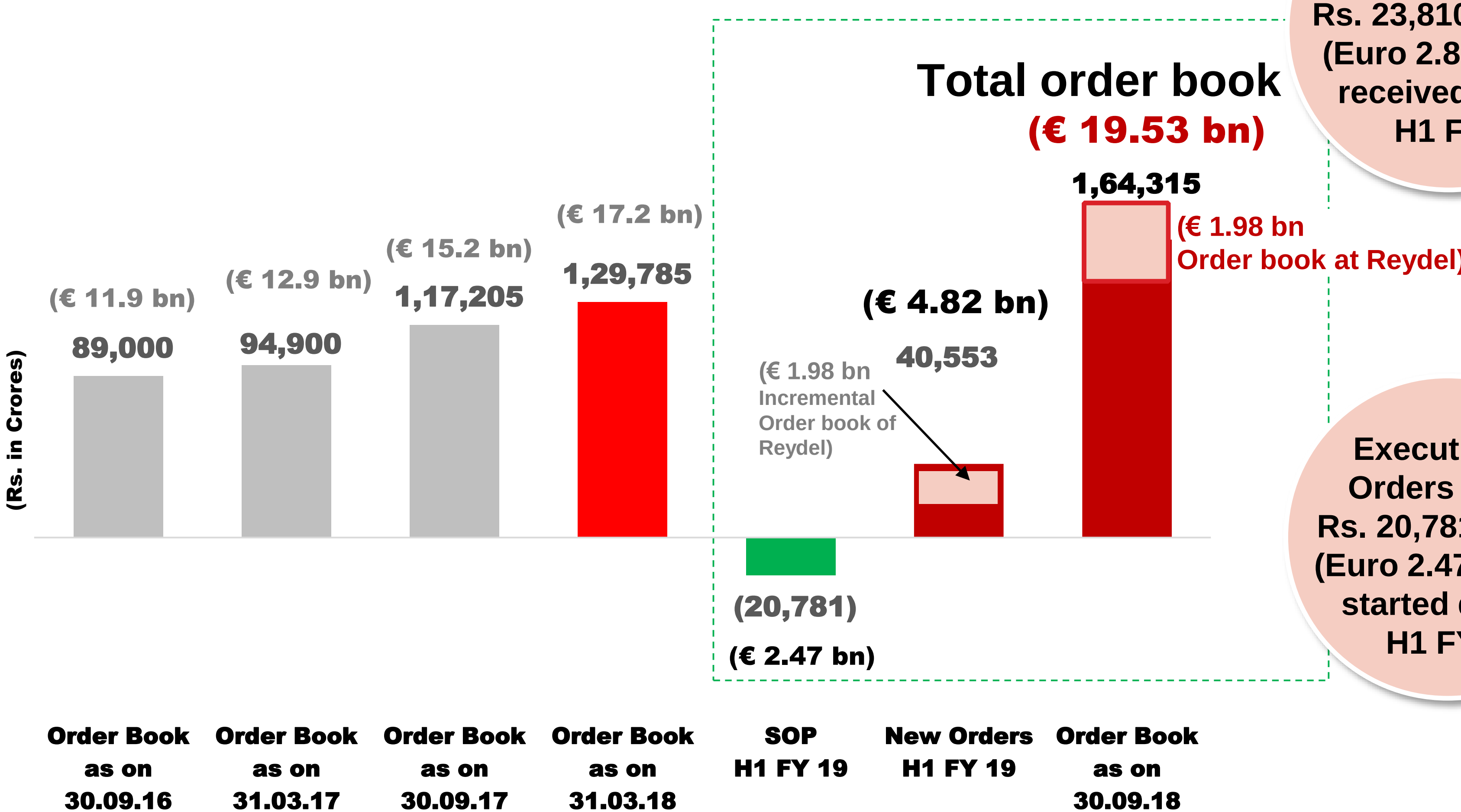
- SMR and Standalone business reported robust financial results
- PKC group continued its path of improving operating performance, reported revenue growth of 12 % and 33 % growth in EBITDA
- The results of Reydel (renamed as SMRC) consolidated for 2 months
- Excluding contribution from SMRC, Consolidated revenues grew by 3%
- Robust Order book at Rs. 164,315 crores (Euro 19.53 billion) at SMRP BV level

* Adjusted for start- up costs

motherson sumi systems limited

- Financial Highlights
- Order book status
- Results Q2 FY18 vs Q2 FY19
- Results H1 FY18 vs H1 FY19
- Debt status

Robust Order book at SMRP BV



New Orders worth Rs. 23,810 crores** (Euro 2.83 billion) received during H1 FY19

Execution of Orders worth Rs. 20,781 crores (Euro 2.47 billion) started during H1 FY19

**Lifetime value at Euro Rates of 30.09.2018

SOP: Start of production i.e. commencement of commercial execution of orders

- Financial Highlights
- Order book status
- Results Q2 FY18 vs Q2 FY19
- Results H1 FY18 vs H1 FY19
- Debt status

Change in Accounting Standards Ind AS 115 - Impact

motherson sumi systems limited

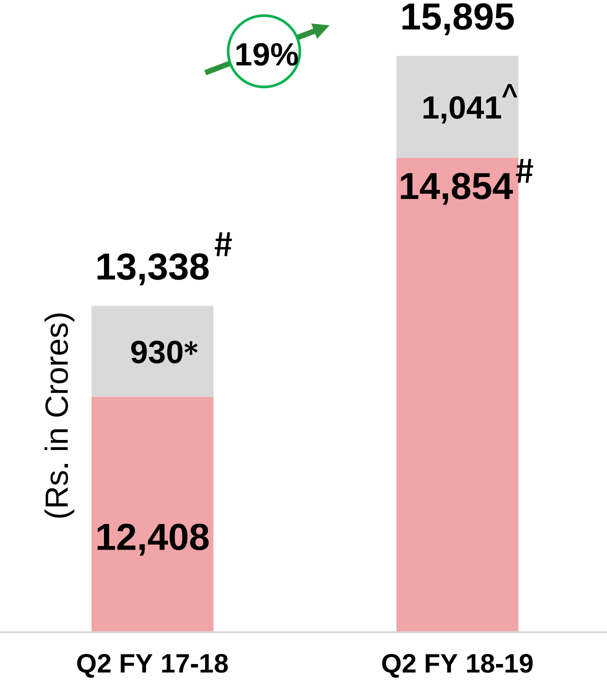
- Ministry of Company Affairs has notified "New Accounting Standard – IND AS 115" (Revenues from contracts with customers) on 28th March 2018 applicable from 1st April 2018.

- These results, being the first financial year after implementation of new accounting standard, have an impact only on the Company's current year revenue. Hence the results are not strictly comparable with the same period of last financial year.

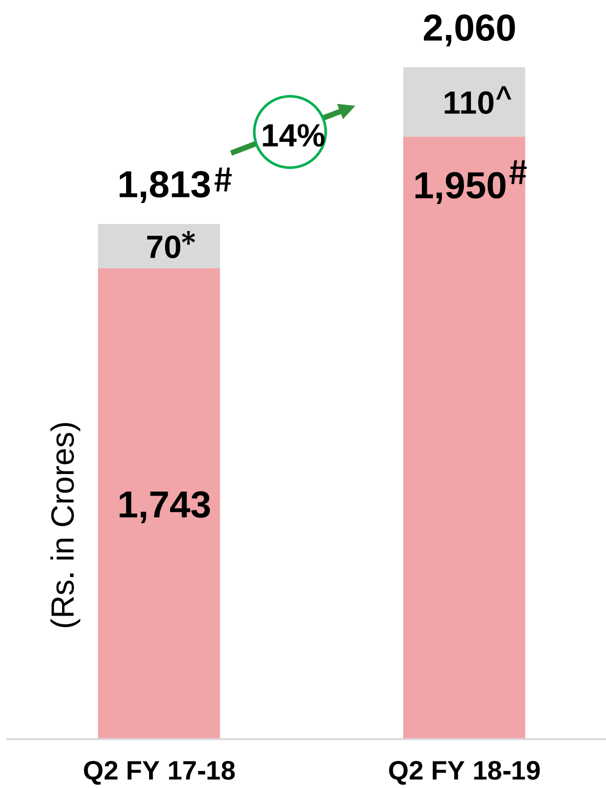
- However in order to make a comparison we have given impact on the revenue on slide no – 8 and 16.

Impact of IND AS 115 on Q2 Revenue

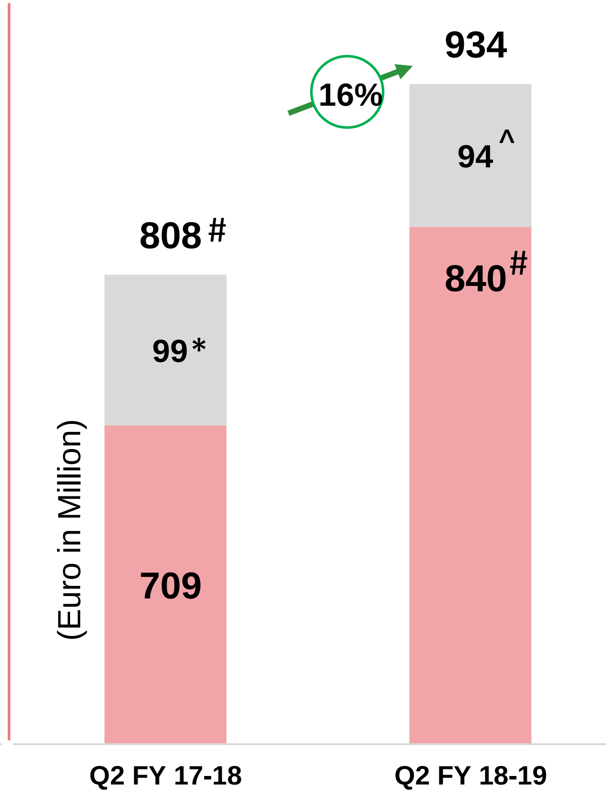
Consolidated Revenues



Standalone Revenues



SMP Revenues
(including SMRC)
(part of SMRP BV)



* Included in reported revenue
^ Netted in reported revenue
# Reported revenue

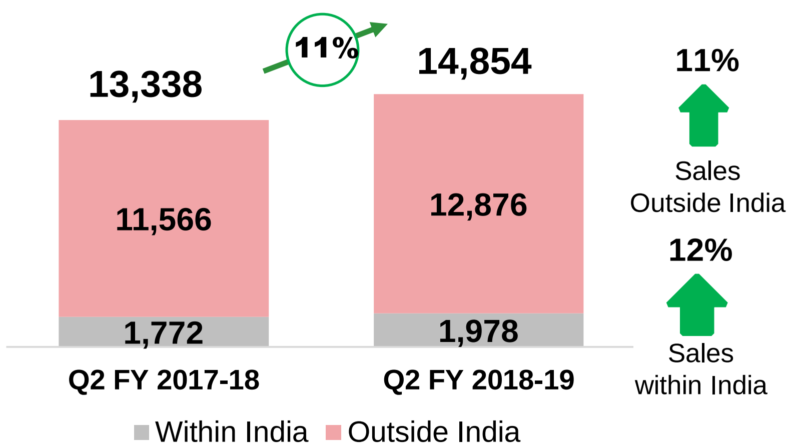
Sale Reclassified only in Q2FY19

MSSL Consolidated : Q2 FY18 vs Q2 FY19

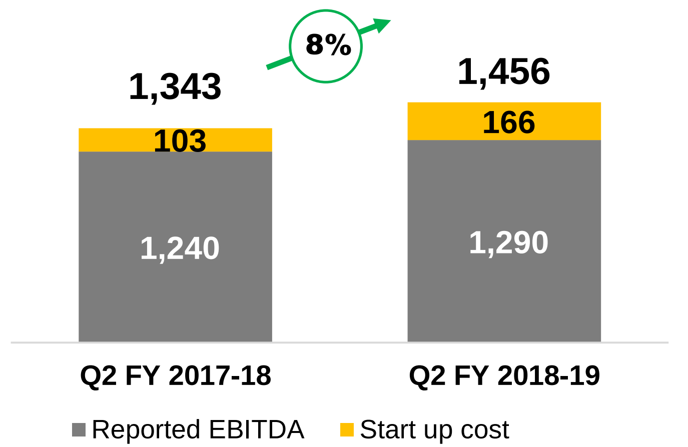
motherson sumi systems limited

(Rs. in Crores)

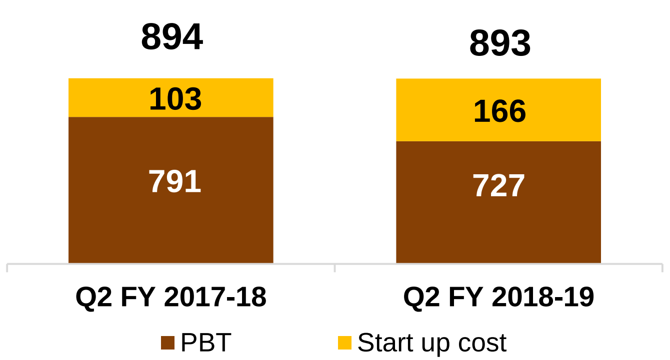
Revenues



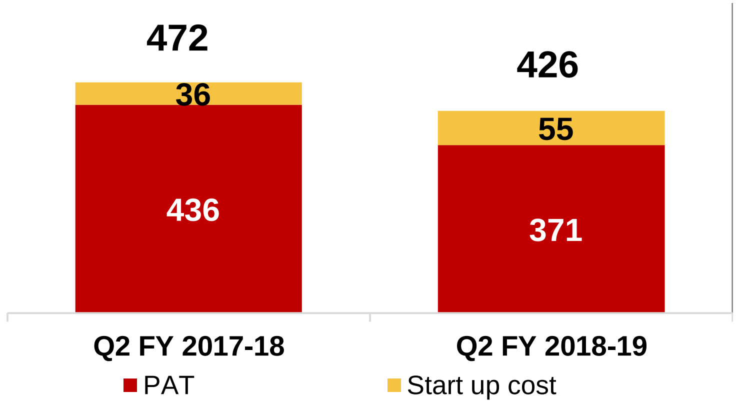
EBITDA



PBT*



PAT (Concern Share)



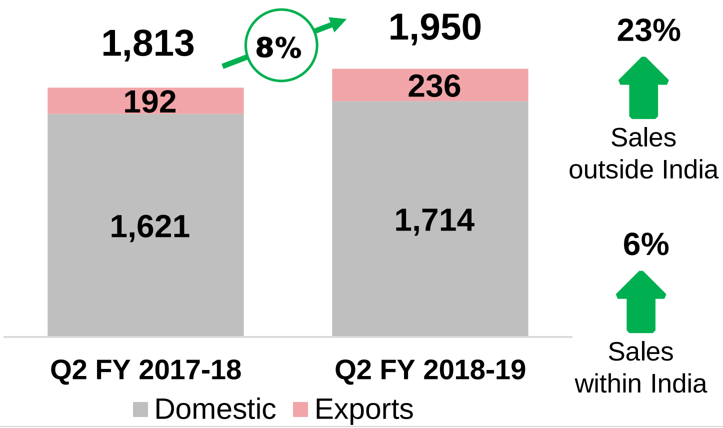
* *Before exceptional income*

MSSL Standalone : Q2 FY18 vs Q2 FY19

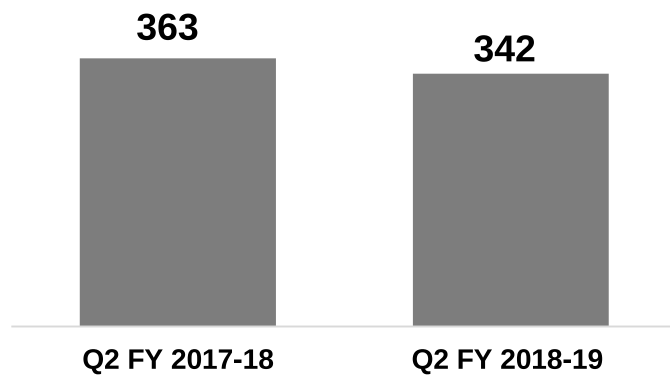
motherson sumi systems limited

(Rs. in Crores)

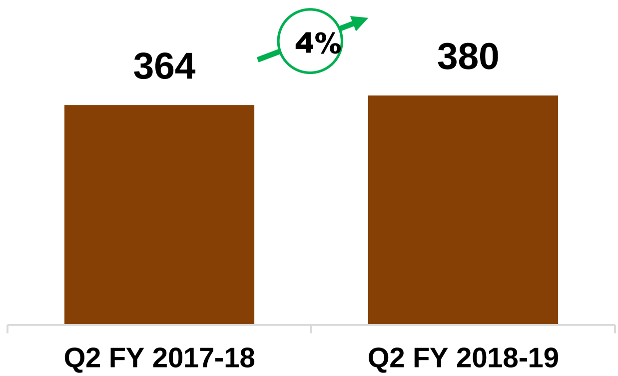
Revenues



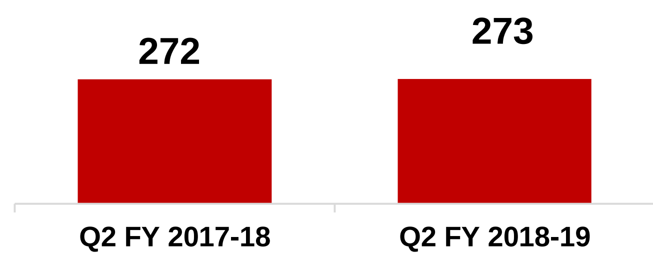
EBITDA



PBT



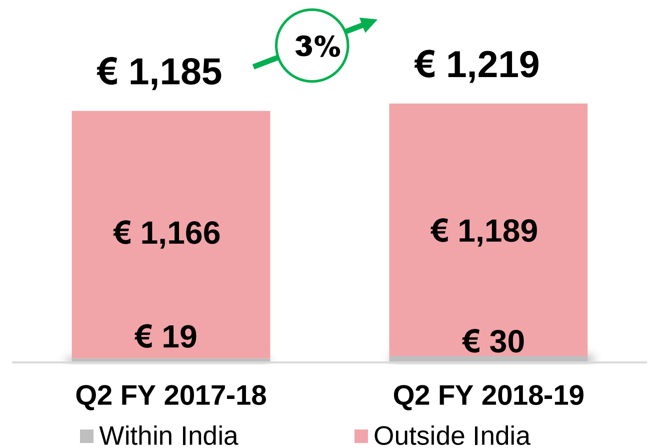
PAT



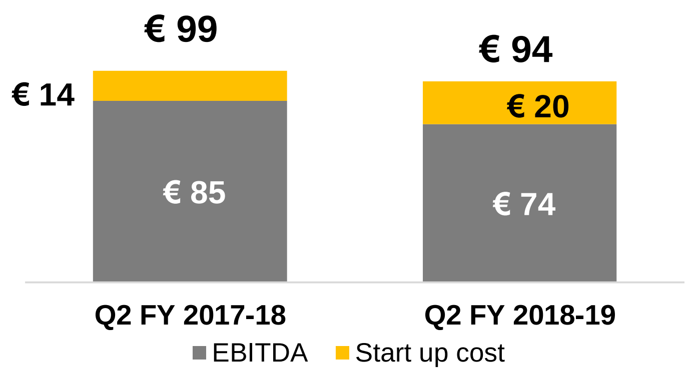
SMRPBV : Q2 FY18 vs Q2 FY19
(In Euro Terms**)

(In Million Euro)

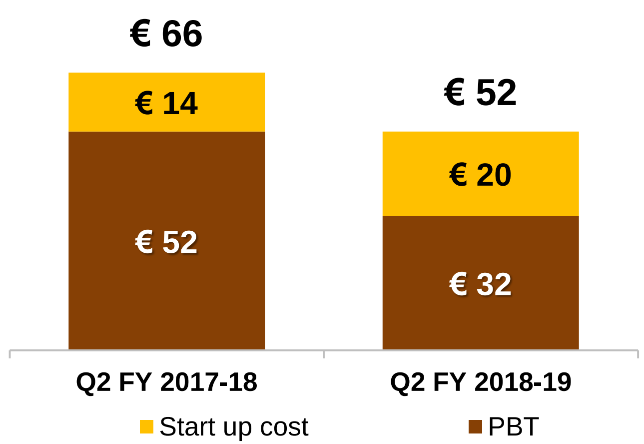
Revenues



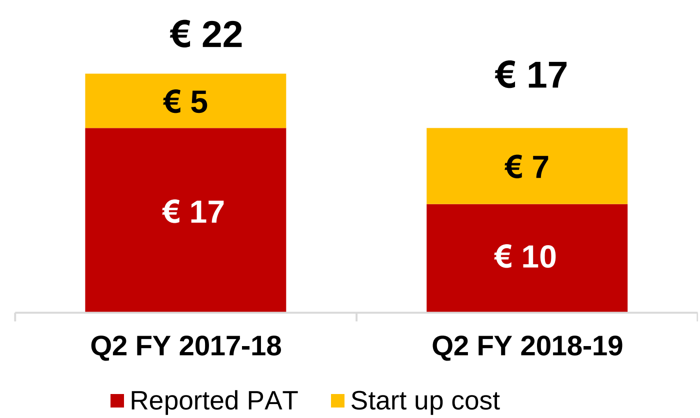
EBITDA



PBT



PAT (Concern Share)

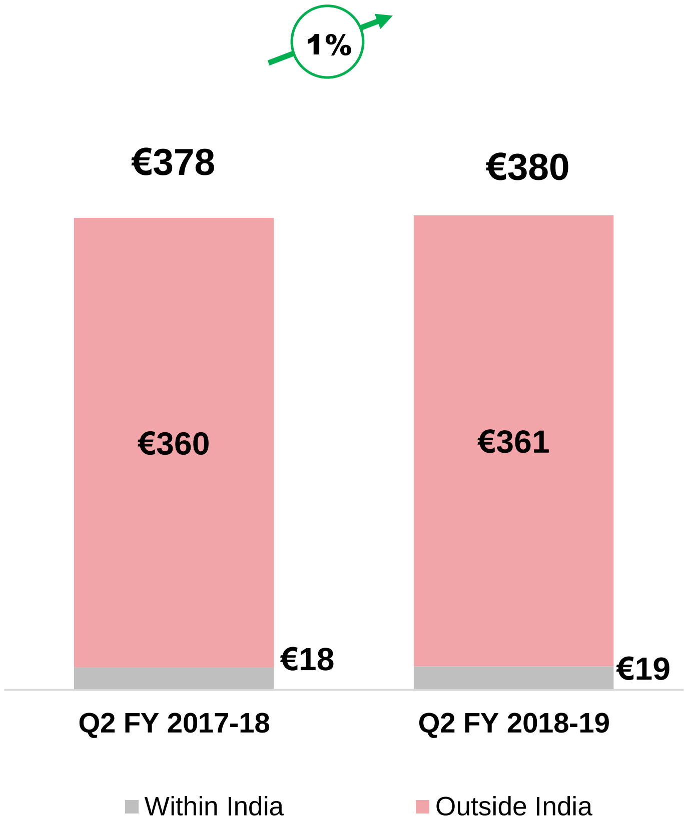


** Please refer to Note on last slide.

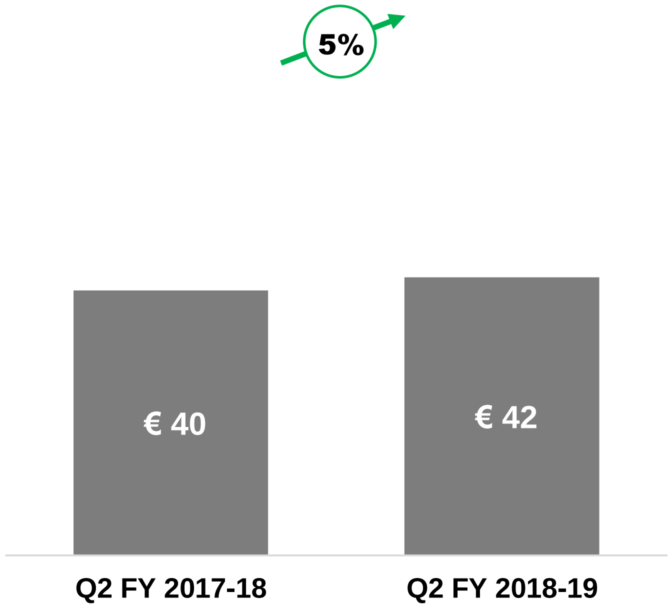
SMR : Q2 FY18 vs Q2 FY19
(In Euro Terms**)

(In Million Euro)

Revenues



EBITDA

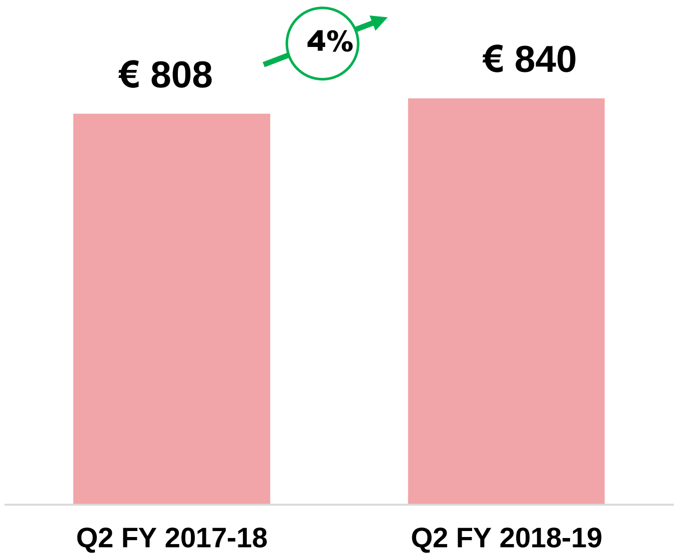


** Please refer to Note on last slide.

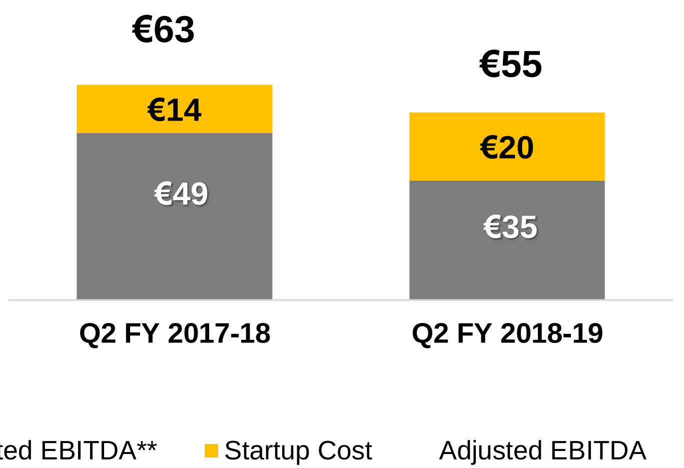
SMP (including SMRC): Q2 FY18 vs Q2 FY19
(In Euro Terms**)

(In Million Euro)

Revenues



EBITDA



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

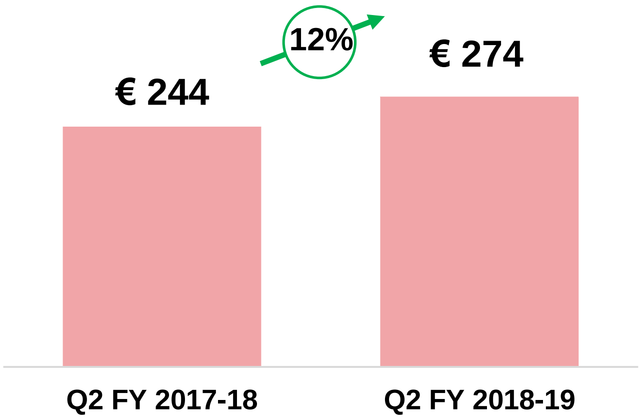
** Please refer to Note on last slide.

PKC : Q2 FY18 vs Q2 FY19
(In Euro Terms**)

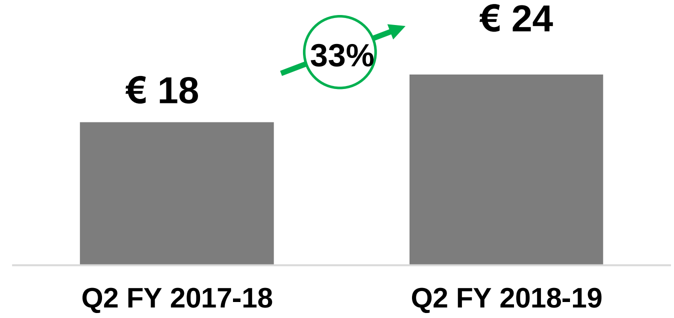
motherson sumi systems limited

(In Million Euro)

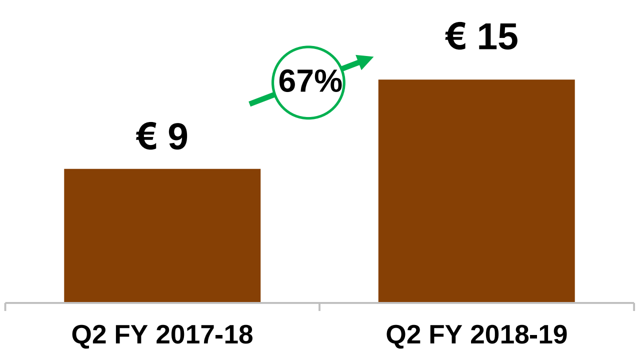
Revenues



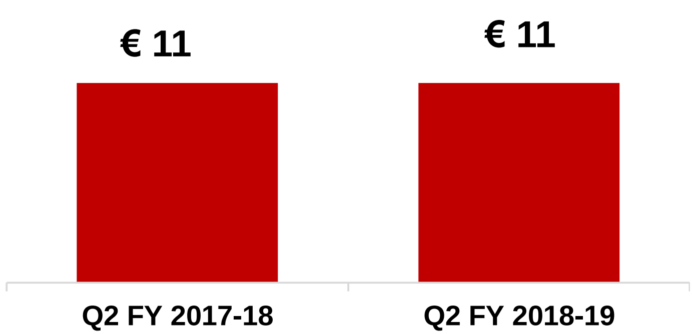
EBITDA



PBT



PAT (Concern Share)

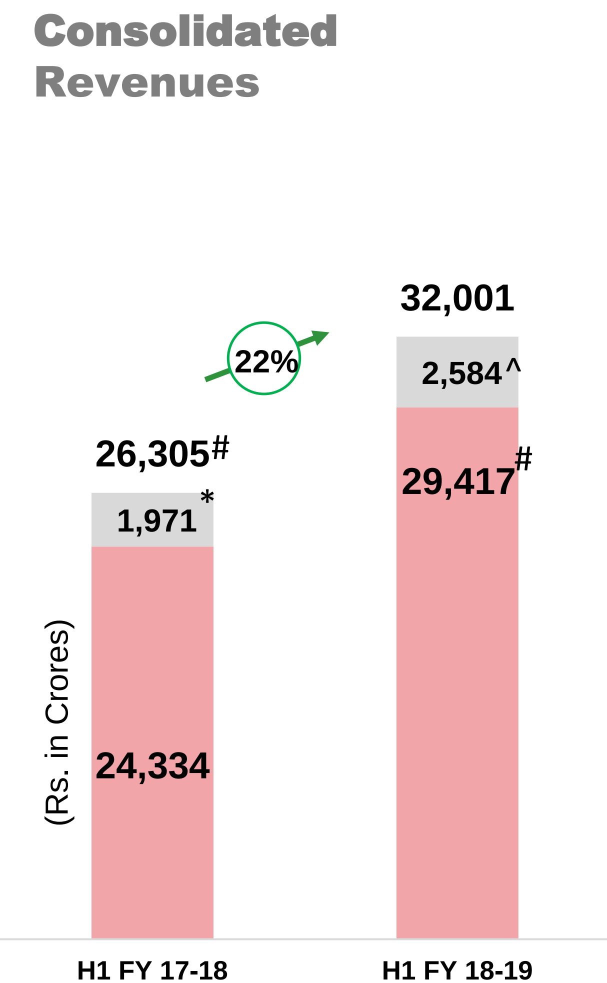


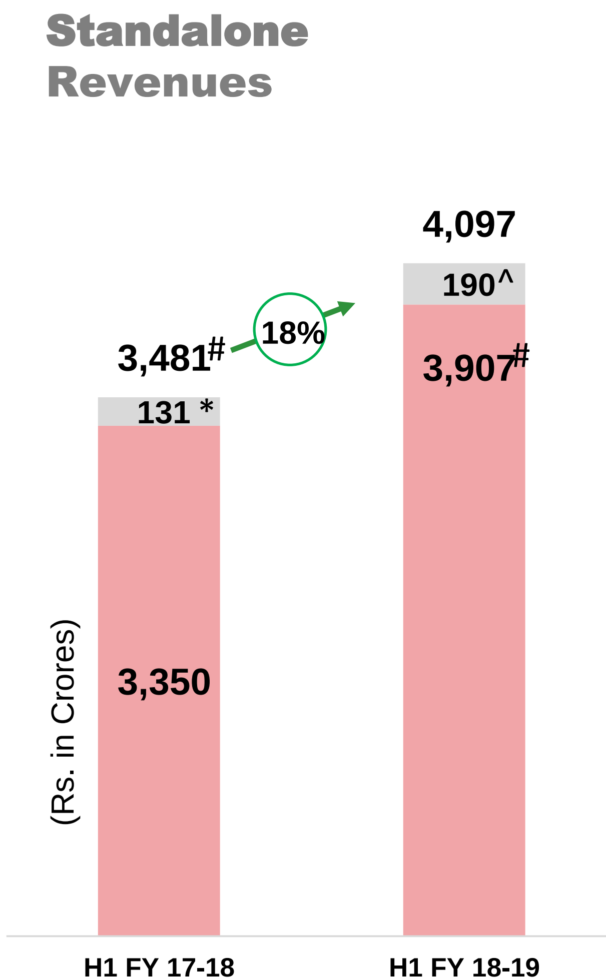
Q2 FY 2017-18 : EUR 11.15mn, Q2 FY 2018-19 : EUR 10.5mn

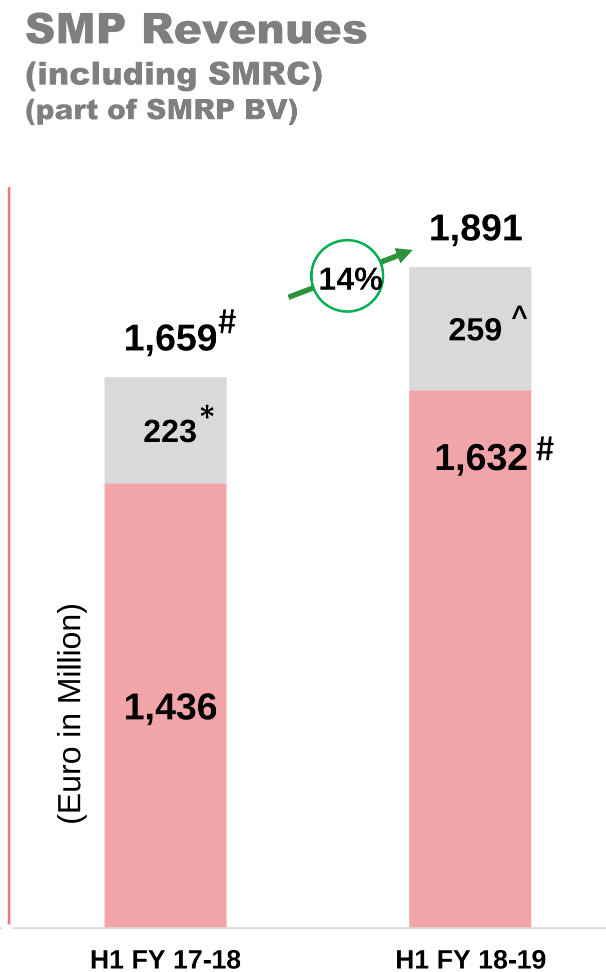
** Please refer to Note on last slide.

- Financial Highlights
- Order book status
- Results Q2 FY18 vs Q2 FY19
- Results H1 FY18 vs H1 FY19
- Debt status

Impact of IND AS 115 on H1 Revenue







* Included in reported revenue
^ Netted in reported revenue
# Reported revenue

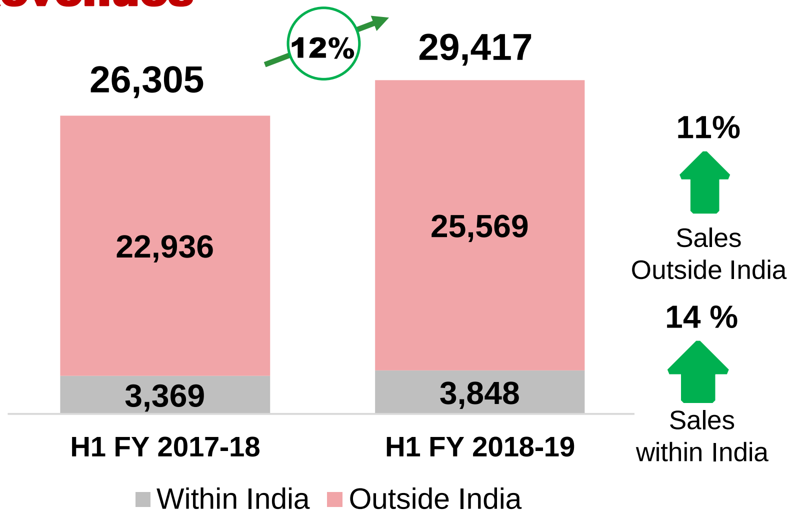
Sale Reclassified only in Q2FY19

MSSL Consolidated : H1 FY18 vs H1 FY19

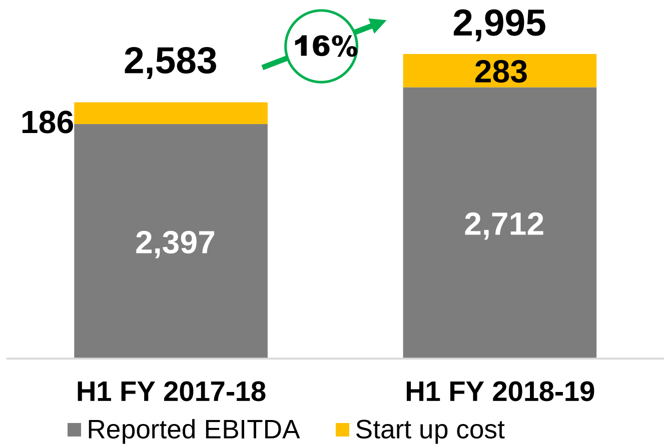
motherson sumi systems limited

(Rs. in Crores)

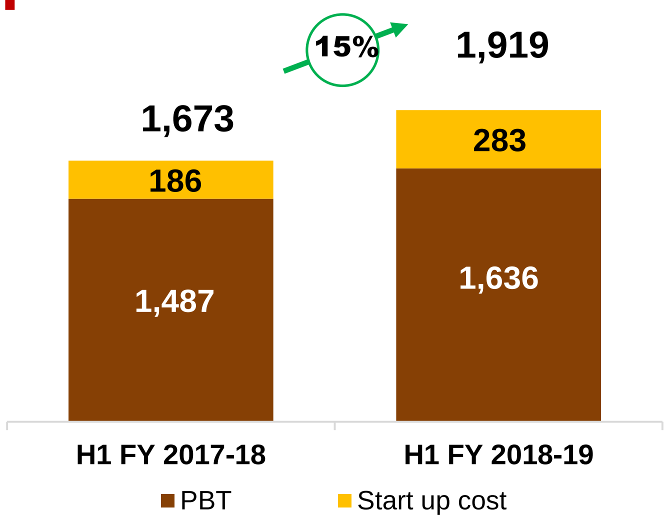
Revenues



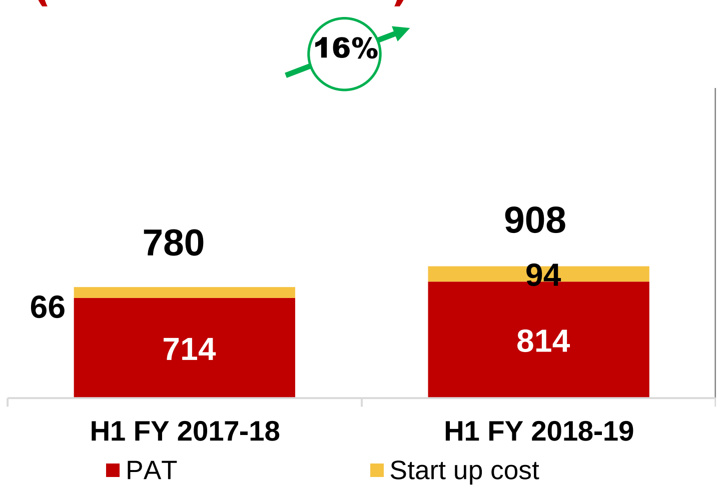
EBITDA



PBT*



PAT (Concern Share)



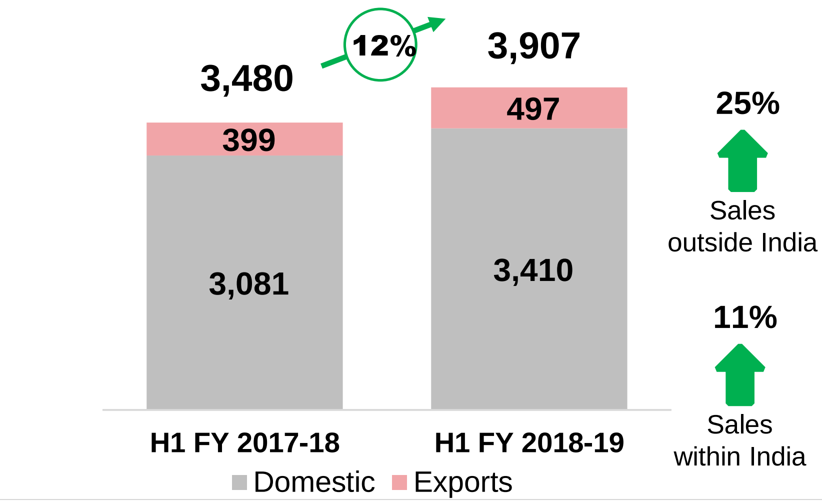
** Before exceptional income*

MSSL Standalone : H1 FY18 vs H1 FY19

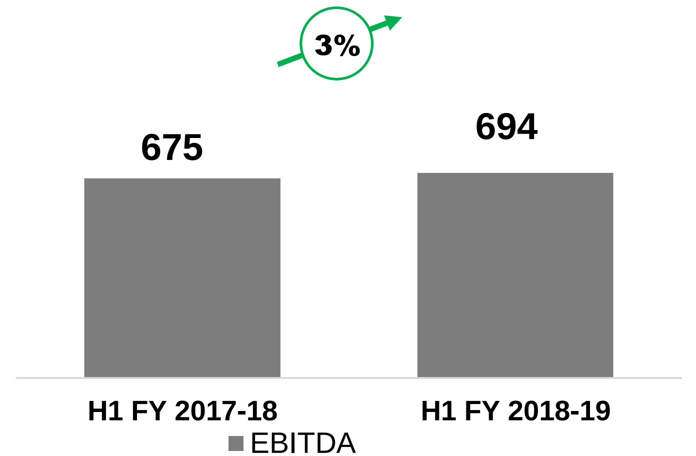
motherson sumi systems limited

(Rs. in Crores)

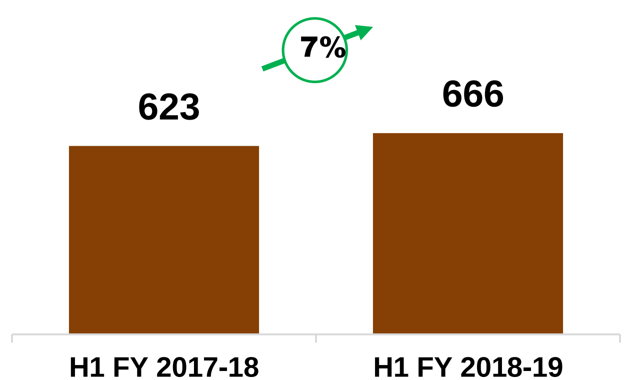
Revenues



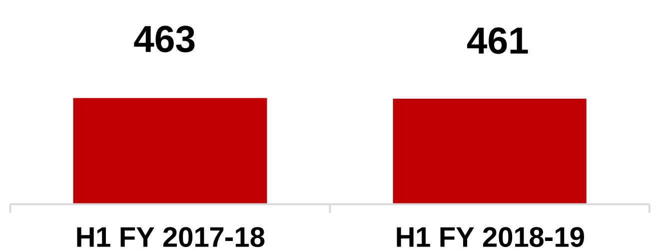
EBITDA



PBT



PAT

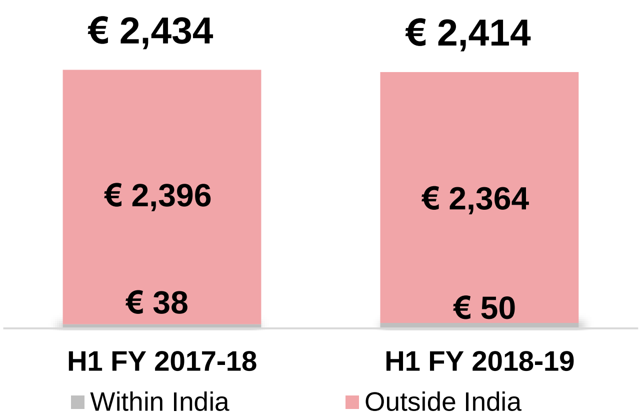


SMRPBV : H1 FY18 vs H1 FY19
(In Euro Terms**)

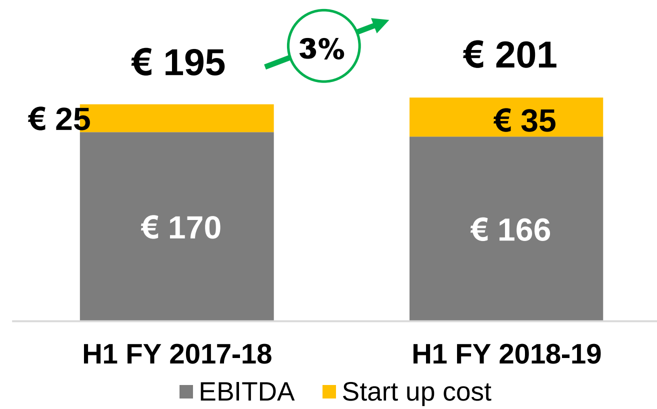
motherson sumi systems limited

(In Million Euro)

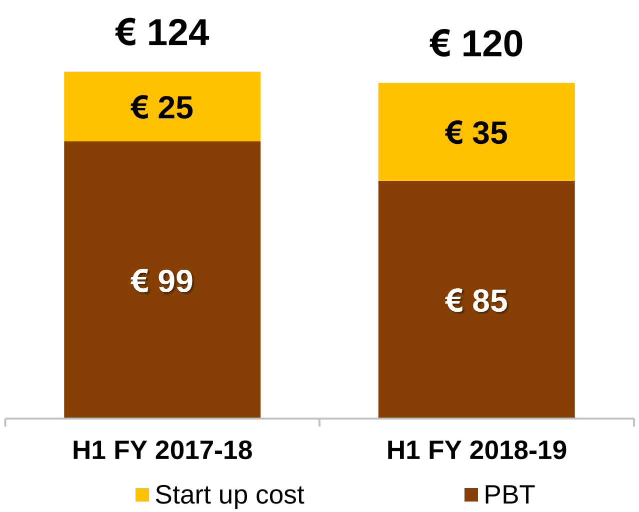
Revenues



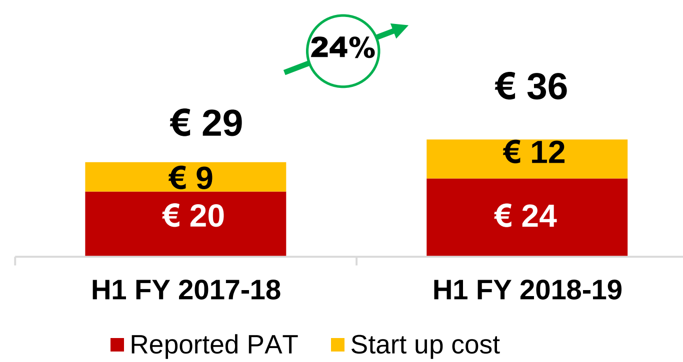
EBITDA



PBT



PAT (Concern Share)

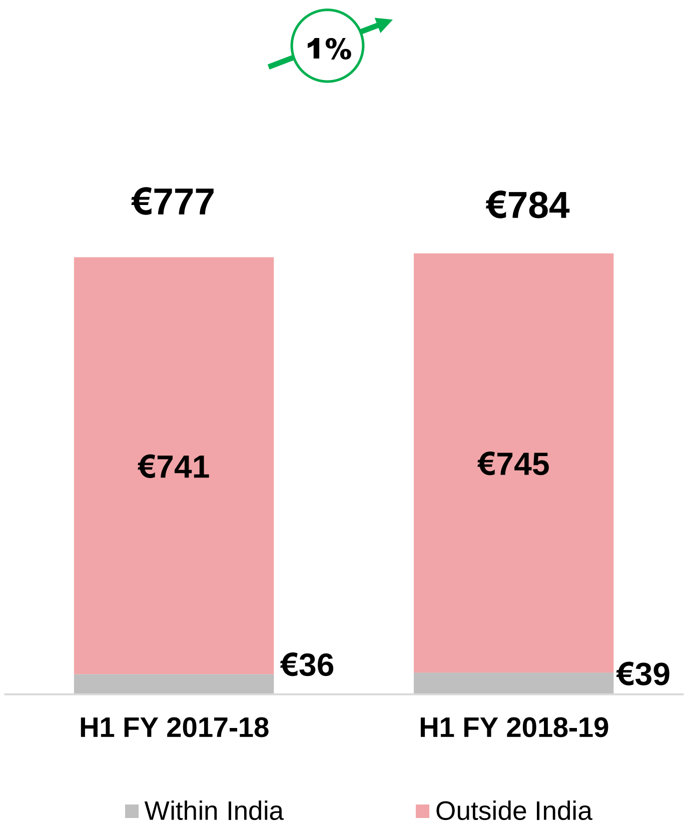


** Please refer to Note on last slide.

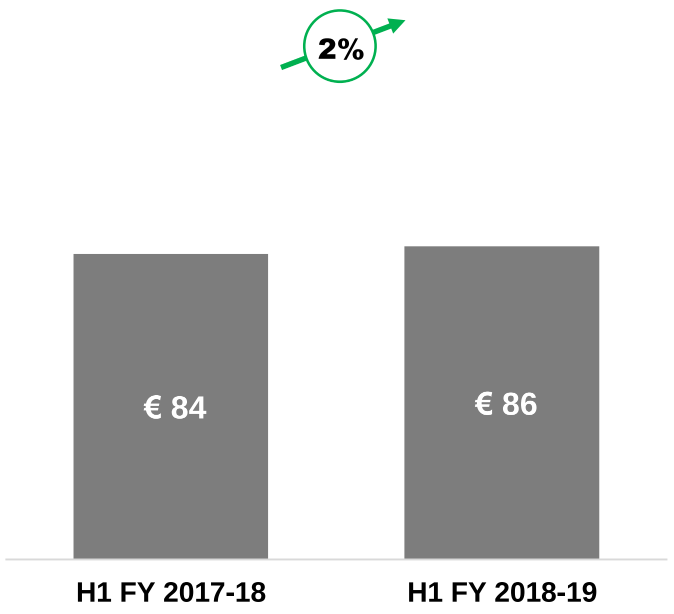
SMR : H1 FY18 vs H1 FY19
(In Euro Terms**)

(In Million Euro)

Revenues



EBITDA

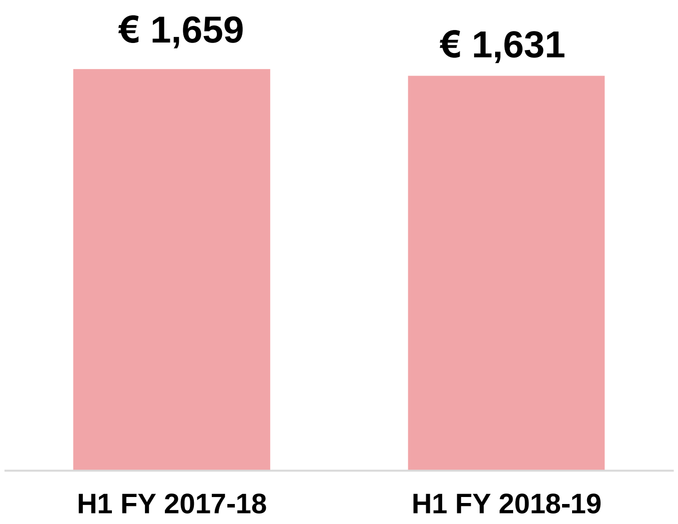


** Please refer to Note on last slide.

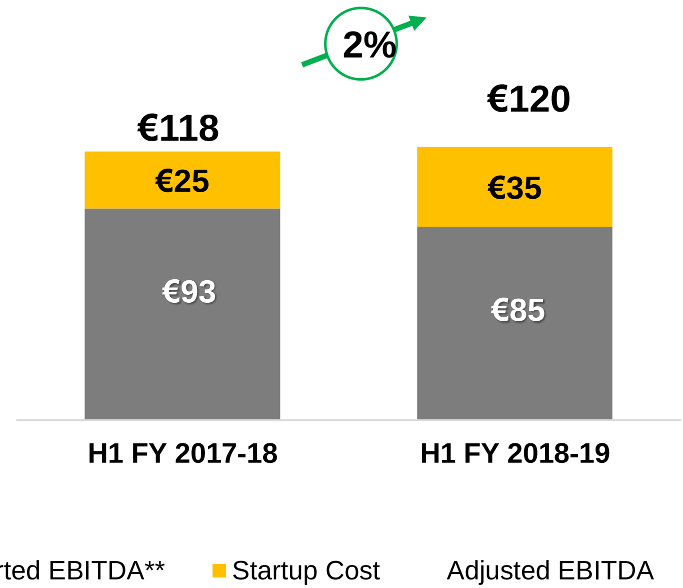
SMP (including SMRC): H1 FY18 vs H1 FY19
(In Euro Terms**)

(In Million Euro)

Revenues



EBITDA



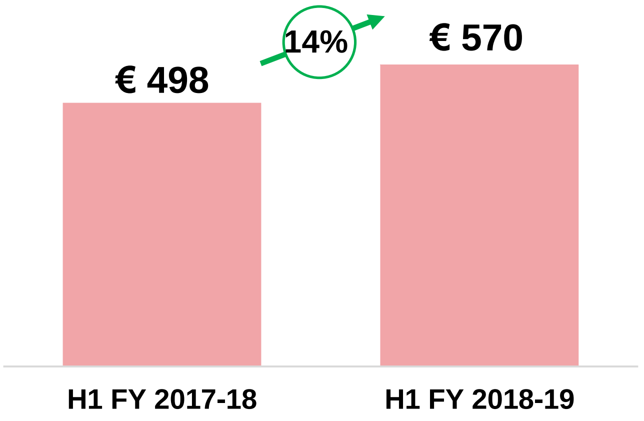
{** After Start up cost for greenfield/ brownfield plants, charged to P&:L}

** Please refer to Note on last slide.

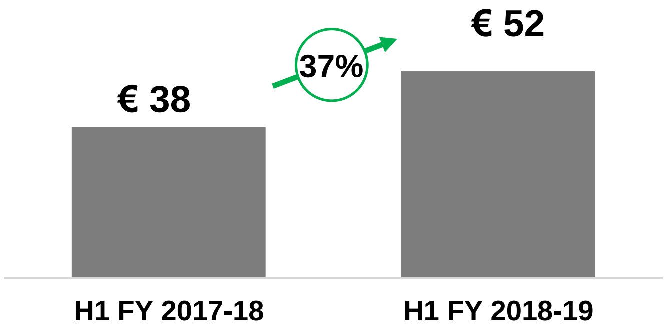
PKC : H1 FY18 vs H1 FY19
(In Euro Terms**)

(In Million Euro)

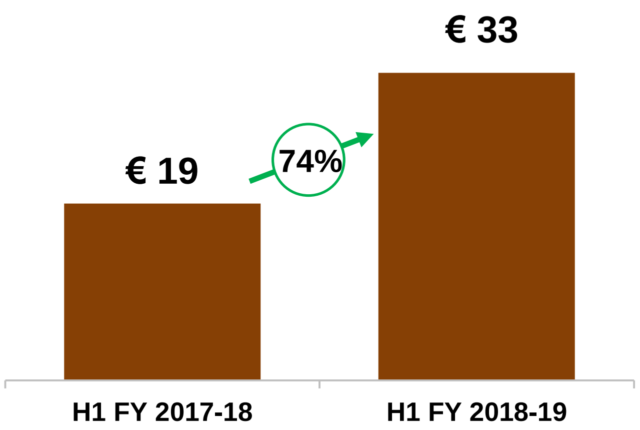
Revenues



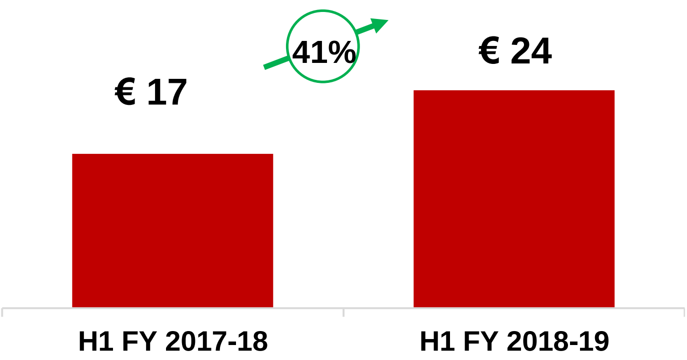
EBITDA



PBT



PAT (Concern Share)



** Please refer to Note on last slide.

- Financial Highlights
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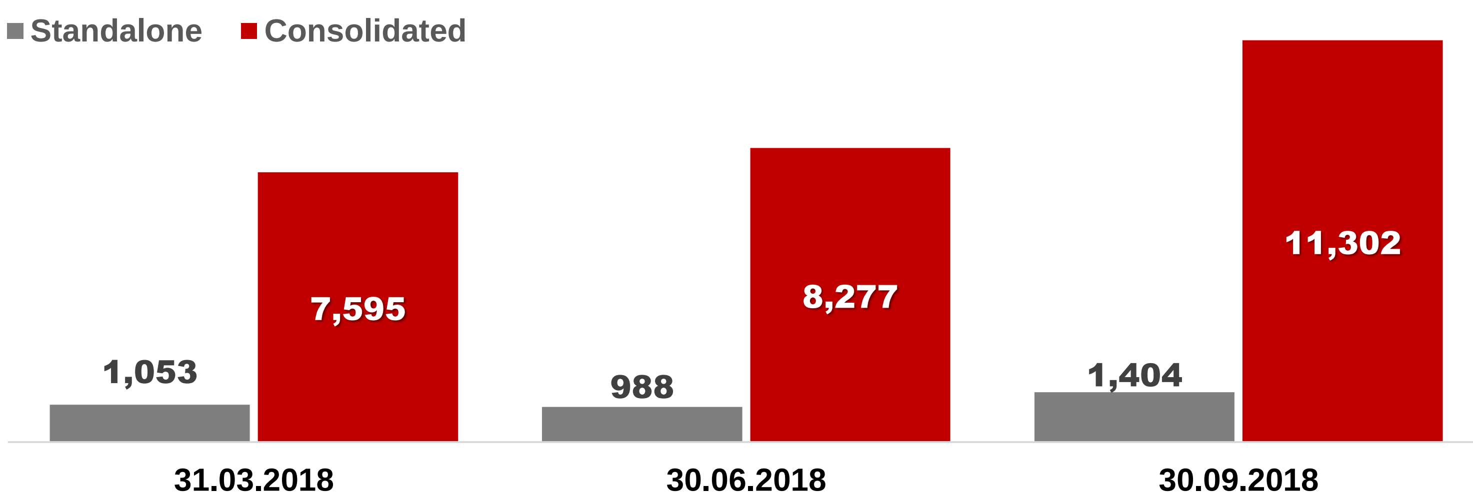
- Results H1 FY18 vs H1 FY19
- Debt status

Net Debt

motherson sumi systems limited

(Rs. in Crores)

Rs. In Crores	31.03.2018		30.06.2018		30.09.2018	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,155	10,373	1,190	10,997	1,486	14,193
Cash & Bank	102	2,778	202	2,720	82	2,891
Net Debt	1,053	7,595	988	8,277	1,404	11,302



Exchange rate used	31.03.2018	30.06.2018	30.09.2018
Rs./Euro	80.29	79.99	84.13
Rs./USD	65.17	68.47	72.48

Reference Rates, Notes & Safe harbor

Copper Rates.

Average	Q2 2017-18	Q2 2018-19	% Change
LME Copper (USD / Ton)	6,346	6,102	(3.8%)

Average	H1 2017-18	H1 2018-19	% Change
LME Copper (USD / Ton)	6,005	6,487	8.0%

Exchange Rates (Average).

Currency (equal to Rs.)	Q2 2017-18	Q2 2018-19	% Change
INR to Euro	75.55	81.55	7.9%
INR to YEN	0.579	0.629	8.6%

Currency (equal to Rs.)	H1 2017-18	H1 2018-19	% Change
INR to Euro	73.27	80.68	10.1%
INR to YEN	0.580	0.621	7.1%

Notes :

1. *This presentation has been prepared from the unaudited financial results for the quarter and half year ended on 30th September 2018. Explanatory notes have been added with additional information*
2. *Revenues refer to the gross sales less excise duty on sales. Revenues have been considered based on reported figures without adjusting for impact of INDAS 115 for quarter ended June 2018.*
3. *PBT is before the exceptional items*
4. *EBITDA is Profit / Loss before exceptional items + Finance cost + amortization expenses & depreciation expenses-Other income(excluding exchange gain)*
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 MSSL by using average year to-date exchange rates*
6. *Order book status represents Gross Revenues (including Cockpit assemblies), which are reported on Net basis in financial statements consequent of implementation of Ind AS 115 .*
7. *For details, please refer to the results published on the website*

Thank you.

Proud to be part of samvardhana **motherson**