August 13, 2024

BSE Limited
1st Floor, New Trading Ring
Rotunda Building
P.J. Towers, Dalal Street, Fort
MUMBAI – 400001, India

Scrip Code: 517334

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G-Block
Bandra-Kurla Complex, Bandra (E)
MUMBAI – 400051, India

Symbol: MOTHERSON

Ref. **: <u>Unaudited Financial Results for quarter ended June 30, 2024</u>**

Dear Sir(s) / Madam(s),

The Board of Directors of the Company in its meeting held on **Tuesday, August 13, 2024**, *inter-alia,* has discussed and approved Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2024.

Pursuant to Regulation 33 and Regulation 52 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, (**"SEBI LODR")** please find enclosed the following:

1. Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2024;

2. Limited Review Reports on the Standalone and Consolidated Financial Results for the quarter ended June 30, 2024;

3. Presentation on the performance of the Company for the quarter ended June 30, 2024; and

4. Copy of the Press Release issued by the Company.

The Board Meeting of the Company commenced at 1245 Hours (IST) and concluded at 1435 Hours (IST).

The results will be uploaded on Company's website www.motherson.com in compliance with Regulation 46(2)(I)(ii) and Regulation 62(1)(b)(ii) of SEBI LODR and will be published in the newspapers in terms of Regulation 47(1)(b) of SEBI LODR.

The above is for your information and records.

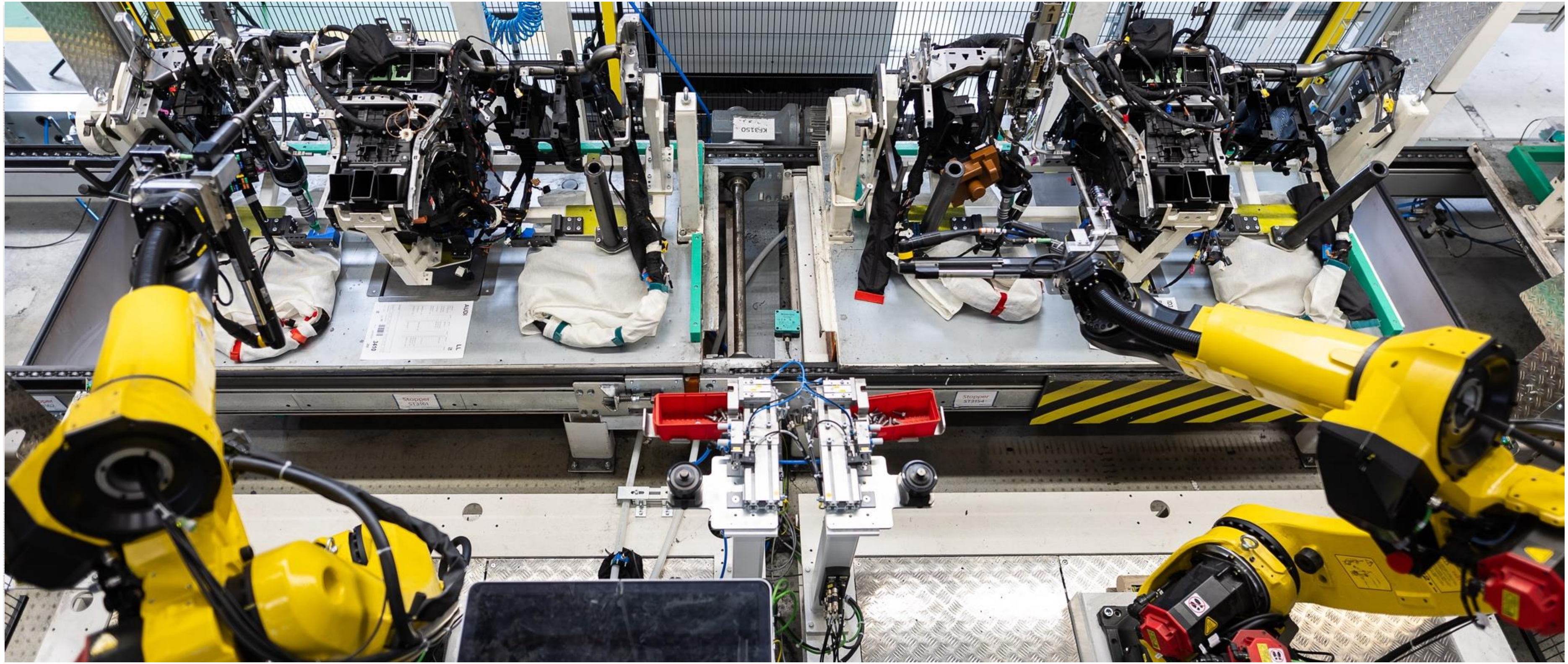
Thanking you,

Yours truly,
For Samvardhana Motherson International Limited

ALOK GOEL

Digitally signed by ALOK GOEL
Date: 2024.08.13 14:49:36 +05'30'

Alok Goel
Company Secretary



Samvardhana Motherson International Limited.

Presentation on Q1FY 2024-25 results

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A strong platform delivering all- round performance.

Performance Overview.

Revenues

(Q1FY25)

Rs. 28,868 Crores

+29%

(Q1FY24)

Rs. 22,462 Crores

EBITDA

(Q1FY25)

Rs. 2,785 Crores

+44%

(Q1FY24)

Rs. 1,940 Crores

PAT

(Q1FY25)

Rs. 994 Crores

+65%

(Q1FY24)

Rs. 601 Crores

Strong revenue growth amidst muted industry volumes growth and evolving platform mix; All announced M&As closed.

Improved profitability due to scale benefits and margin accretive M&As

Notes :

All nos. and comparisons are on consolidated basis, unless specified otherwise; Revenue is Revenue from operations, PAT is PAT (Concern share)

Fundamentals in place for future growth.

Business Highlights.

Financial Prudence

Leverage ratio[1] maintained at **comfortable levels** (1.5x) despite increased Net debt primarily due to M&A closures

Ratings Action

Upgrades from International agencies **(Moody's, Fitch)** and Domestic agencies **(CRISIL)** and new rating assigned by Japanese Credit Agency (**JCR**)

Bond Issuance

Issued **first dual investment grade** bonds of USD 350 Mn in July in a Debt Neutral Transaction

Capex and Greenfields

Greenfield investments on track; **2** facilities **commenced production** (from the earlier announced 18 facilities), 1 **new Greenfields** in Mexico; Capex for the quarter at Rs 1,078 crores.

Diversification

Diversified business model to further strengthen with **scale-up** of **non-auto businesses**

Sustainability

Fast-tracking sustainability journey, announced **mid - term target of 50% reduction** in emissions by **2030**[2]

1. Net Leverage ratio = (Net Debt + Lease Liability) / LTM EBITDA. For less than 1 year old acquired assets, LTM EBITDA is considered for a like for like comparison
2. On scope 1 and 2, With baseline of FY 2022-23 reporting and assuming economically viable access to sufficient clean and renewable energy solutions in the countries in which we operate.

Stabilising macro factors with regional challenges; Muted Industry growth in the quarter.

Macro Environment and Industry Overview.

Macro factors remain **stabilized** at higher levels, though some regional challenges remain.

- Sharp increase in **container costs and transit time** due to red sea crisis leading to inventory build-up
- Commodity, especially copper prices softening after an inflated quarter

Global light vehicle production volume growth remained **flat YoY**, Automotive megatrends **continue to support content growth**

- Emerging markets **continue to drive volume growth**
- In developed markets, specially in Europe , delay in EV launches **impacting production volumes**

Automotive **mega trends continue to gain traction** and support content growth

- SUV penetration **increasing steadily**
- Hybrids continue to **grow the fastest**
- Visible slowdown in EVs growth; life of ICE platforms getting extended

Macroeconomic indicators and Automotive industry Outlook.

Largely stable macro environment; blip in commodities normalising, regional freight challenges due to red sea crisis.

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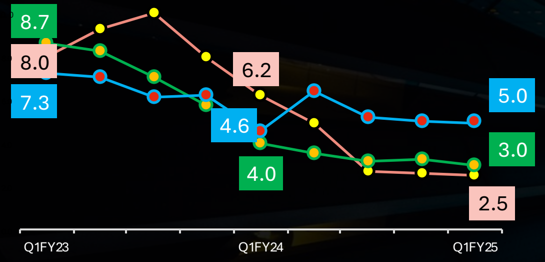
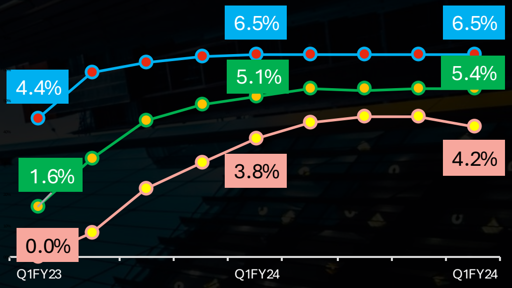
EU USA & India Inflation[1]
(in %)

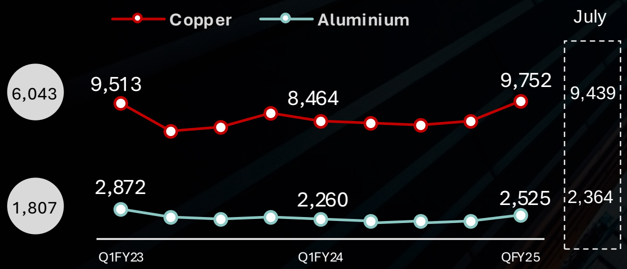


Energy prices for Germany
(in Euro / MWh[2])

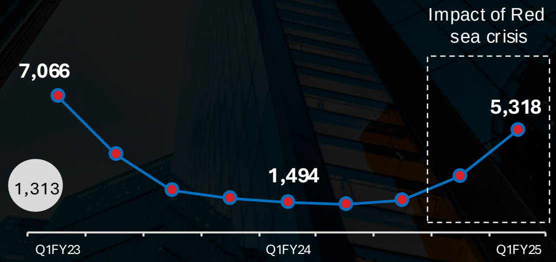
EU USA & India Interest rates[1]
(in %)



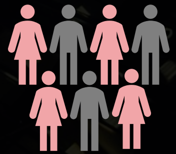
Copper & Aluminium
USD / Metric Tonne[2]



World Container Index
(USD[1])



Wage pressures across the world



Stable at elevated levels *Witnessing volatility* *Challenging* *Indicates pre-covid level*

Sources : Bloomberg

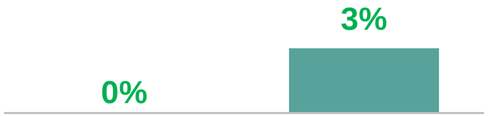
1. All the data points are average for the closing numbers for each month in the quarter 2. Based on average of spot rates for the quarter

Stable global PV production volumes; Growth in China, India and NA, offset by dip in Europe.

Data represents automotive production volumes on YoY basis

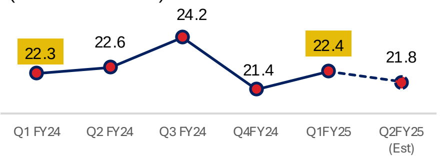
Global.

Light Vehicles | *Commercial Vehicles*

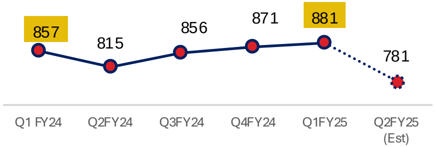


Production Volumes.

Global Light Vehicles
(Nos are in million)

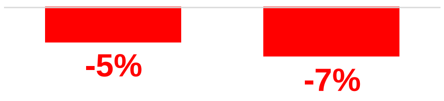


Global Commercial Vehicles
(Nos are in thousand)



Europe.

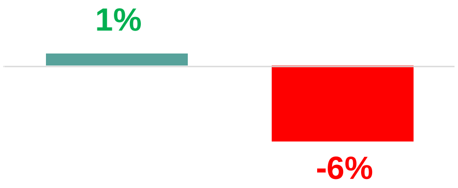
Light Vehicles | *Commercial Vehicles*



Softness visible in production volumes mainly in Europe (LVs and CVs) and in North America (CVs)

North America.

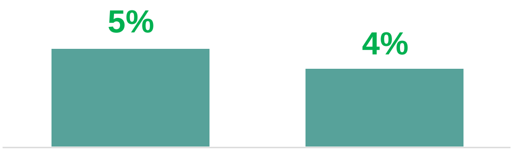
Light Vehicles | *Commercial Vehicles*



Delay in EV launches impacting production volumes in Europe

India.

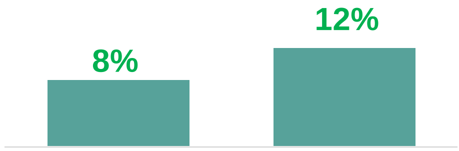
Light Vehicles | *Commercial Vehicles*



Favorable Automotive Mega Trends playing out in India

China.

Light Vehicles | *Commercial Vehicles*



Source: S&P Global Mobility; Light Vehicle Engine Type Production Forecast June 2024
Note - YoY represents comparison between Q1FY24 vs Q1FY25,

However, Automotive Mega Trends continue to be tailwinds in both Developed and Emerging markets.

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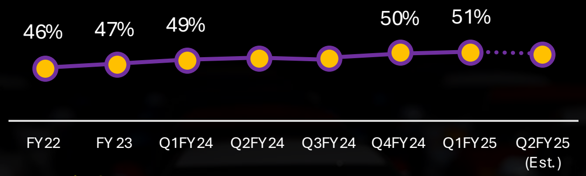
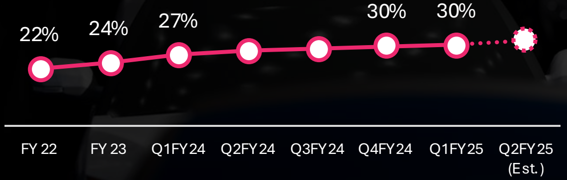
Developed Markets

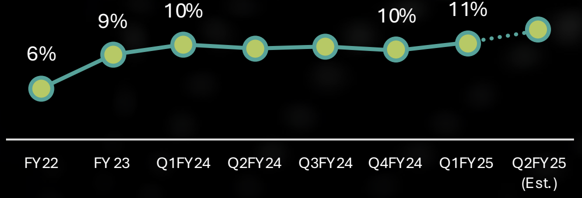
SUV Share



Hybrid Share



EV Share

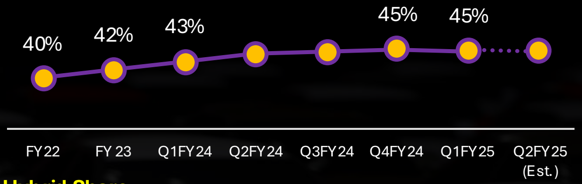


Hybrids and SUVs production picking pace; favorable from content growth perspective.

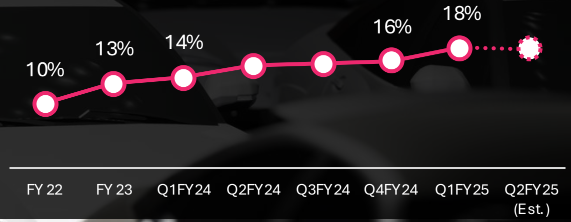
EV production growth slowing down; Platform life extensions of ICE programs across Europe and NA; Powertrain Agnostic Portfolio

Emerging Markets

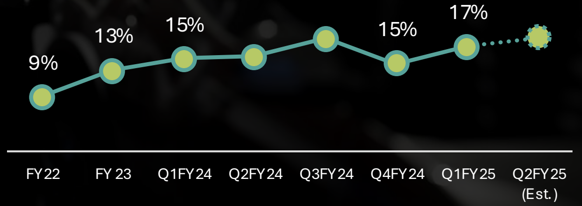
SUV Share



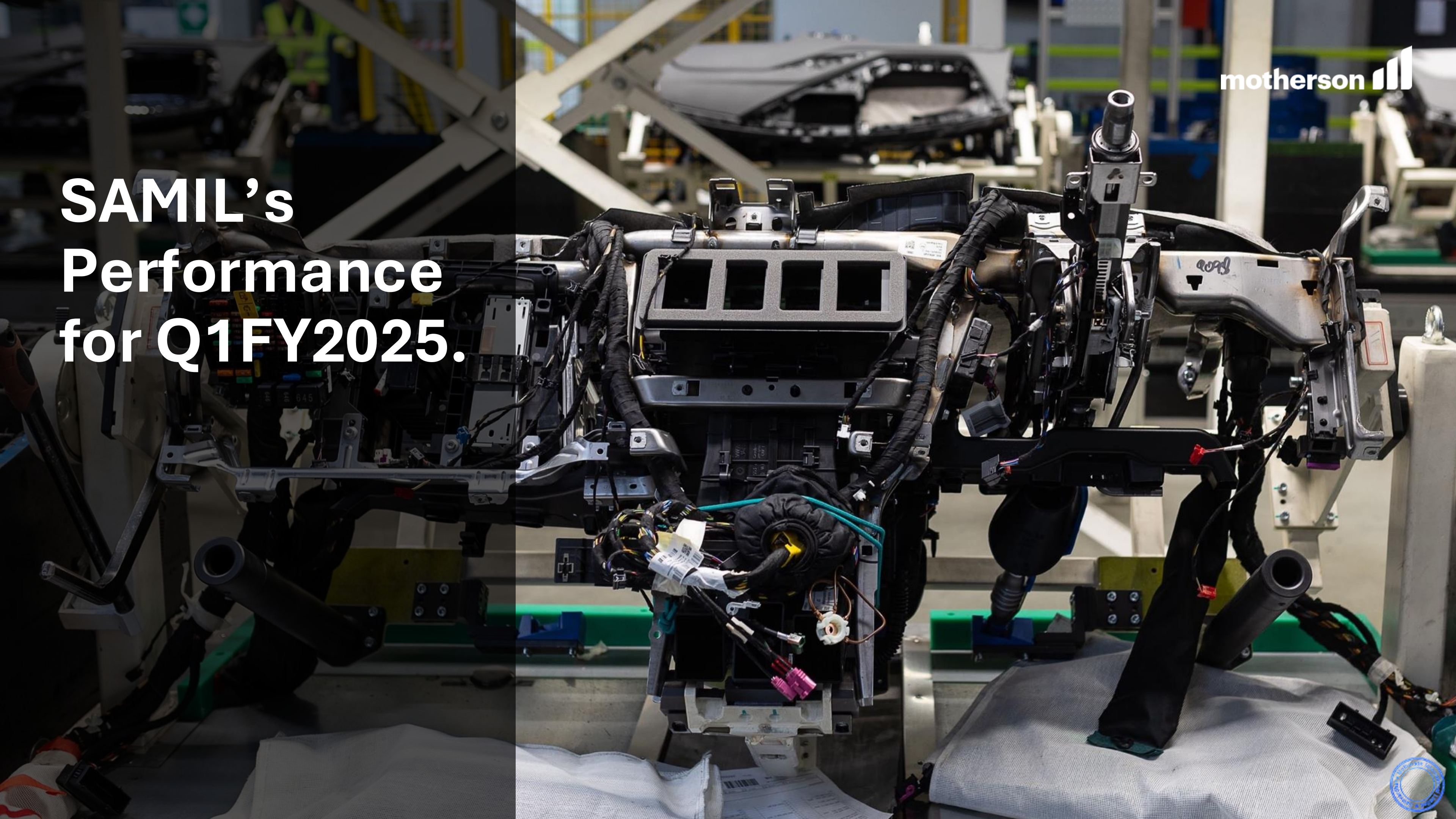
Hybrid Share



EV Share



Source: S&P Global Mobility; Light Vehicle Engine Type Production Forecast June 2024
Note - EV implies fully electric vehicle



SAMIL's Performance for Q1FY2025.

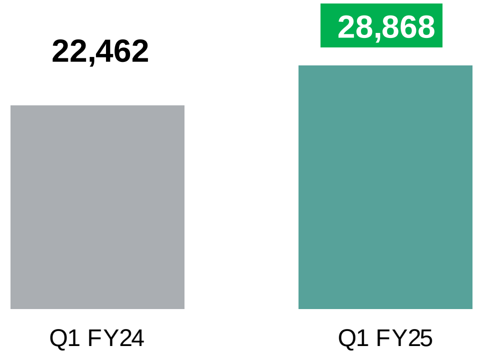
Strong performance of both organic and inorganic businesses.

Consolidated Financial Performance Q1FY25 vs Q1FY24 (YoY basis)

(all figures are Rs. in Crores)

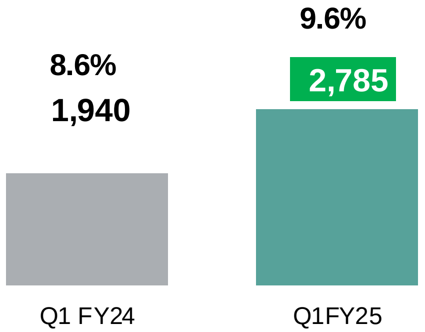
Revenue

+ 29%



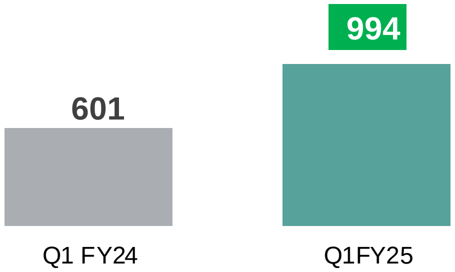
EBITDA

+ 44%



PAT (Concern Share)

+ 65%



- Strong revenue growth amidst muted industry volumes growth and evolving platform mix; all announced M&As closed
- Q1 FY25 includes revenue from acquired assets of Rs 6,248 crores and EBITDA of Rs 688 crores. *(All announced acquisitions factored in fully except AD Industries which is consolidated for 2 months in the quarter)*
- Improved profitability due to scale benefits and margin accretive M&As.

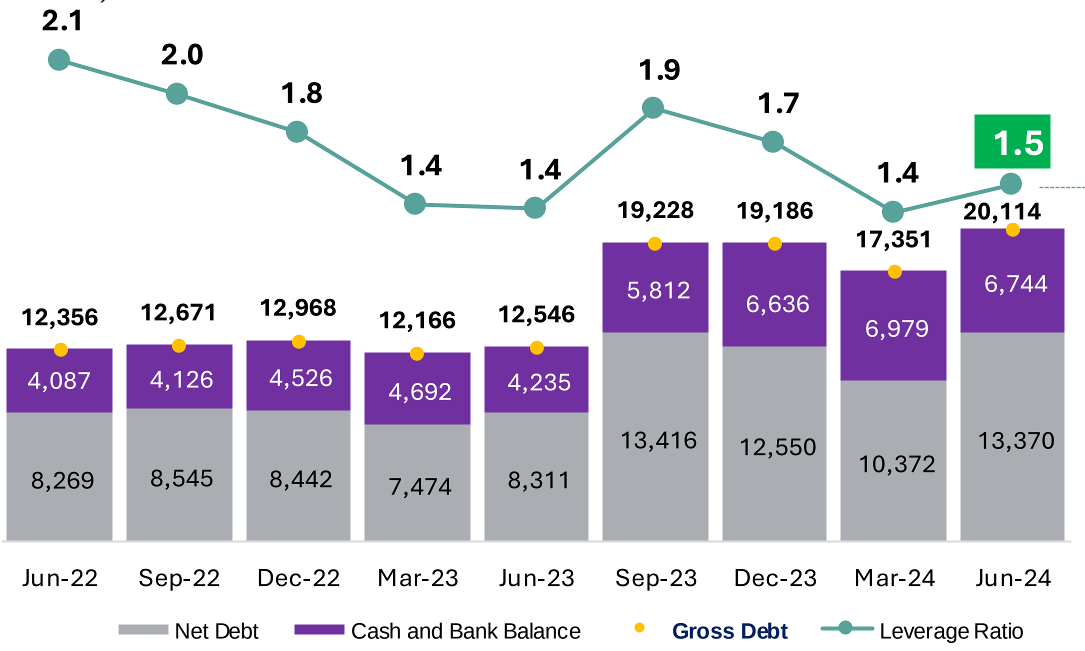
Notes :
Revenue implies Revenue from operations

Comfortable Leverage ratio.

Leverage at 1.5x.

Gross and Net Debt[1] with Cash and Bank Balance

(Rs in Crores)



Comfortable leverage position despite increase in net debt by ~3,000 cr mainly contributed by

- ~1,750 cr impact on net debt on account of M&A closures during the quarter
- Expansion in working capital on account of red sea crisis and volatility in customer production schedules - **Expected to normalize in H2**

Notes :

- *Net Leverage ratio = (Net Debt + Lease Liability) / LTM EBITDA. For less than 1 year old acquired assets, LTM EBITDA is considered for a like for like comparison*
- *M&As closed during the quarter are AD Industries France, Lumen Group Australia and Irrilic India*

Investments on track for Impending Growth in Emerging Markets.

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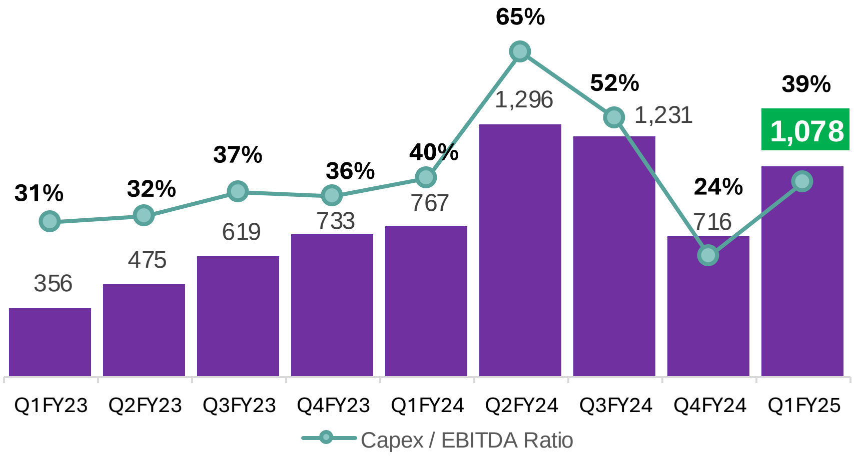
Capex

(Rs in Crores)



19 Greenfields across four emerging market countries for Auto and Non-Auto businesses

India 13

Business Division	Nos	Expected SOP
Wiring Harness	03	Q2FY25 / Q1FY26 / Q3FY26
Modules and Polymer Products	**01**	**Q1FY25 (Operational)**
Lighting and Electronics	03	Q2FY25 / Q2FY25 / Q1FY27
Precision Metal and Modules	02	Q3FY25/ Q3FY25
Technology and Industrial Solutions	01	Q4FY26
Aerospace	02	Q3FY25 / Q4FY25
Health and Medical	01	Q2FY25

China 04

Wiring Harness	01	Q2FY26
Modules and Polymer Products	**01**	**Q1FY25 (Operational)**
Integrated Assemblies	02	Q4FY25 / Q4FY25

Poland 01

Modules and Polymer Products	01	Q1FY27

Mexico 01

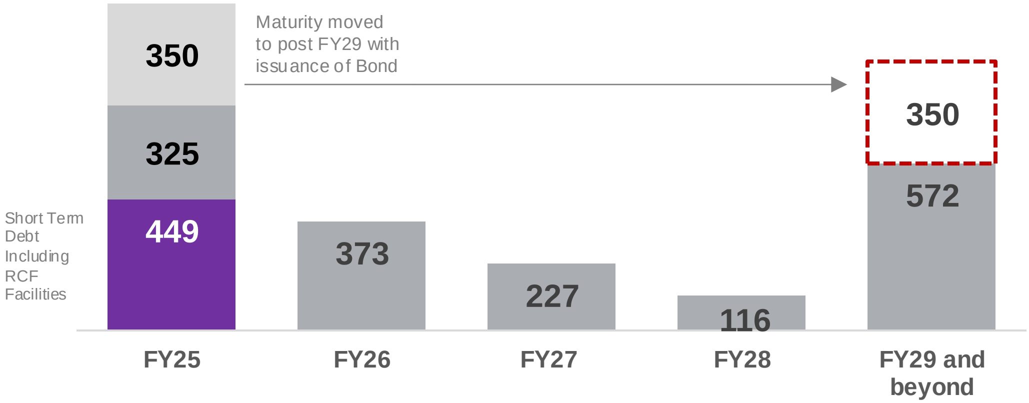
Integrated Assemblies	01	Q4FY25

Notes:
Change in SOP date compared to what was announced earlier due to change in customer production schedules
New Facilities added to the list compared to those announced previously during Q4FY24.

Comfortable Debt Maturities and Strong Liquidity available.

Gross Debt

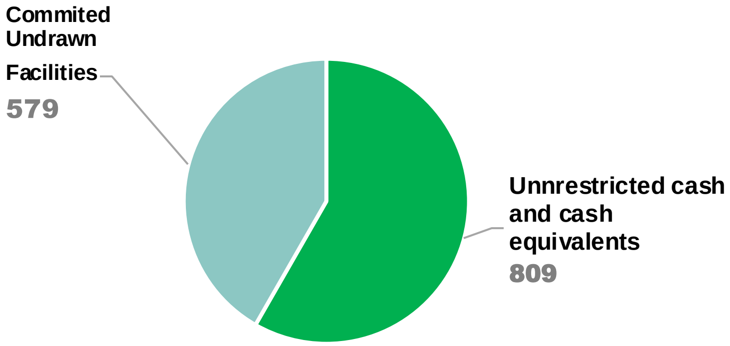
($ mn, as of 30th June 2024)



Issued **First Dual Investment Grade** bonds of USD 350 Mn in July 2024 in a **Debt Neutral Transaction**

Liquidity

($ mn, as of 30th June 2024)



- Strong liquidity available of ~$ 1,388 Million
- Committed Undrawn facilities utilized in the quarter to
  - fund M&A payouts and
  - Working capital requirements

Note:
1. Exchange rate: 1 USD = 83.38
2. Only committed undrawn facilities considered.

Financial prudence evidenced by positive rating actions by multiple Rating Agencies.

SAMIL rated by leading International and Domestic Rating agencies

International ratings

Moody's — SAMIL rating **upgraded to Baa3.**

Fitch Ratings — Issue rating **upgraded to BBB-.**

JCR Japan Credit Rating Agency, Ltd. — SAMIL assigned a **rating of A Stable.**

Track record of financial discipline

Domestic ratings

India Ratings & Research (A Fitch Group Company) — **IND AAA / Stable.**

CRISIL (An S&P Global Company) — **Upgraded to AAA / Stable.**

Strong Business profile backed by a large operating scale, leading market position and long-standing customer relationships

Business Divisions.

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01.
Wiring harness

02.
Vision Systems

03.
Modules & Polymer Products

04.
Integrated Assemblies

05.
Emerging Businesses

Elastomers

Lighting & Electronics

Precision Metals & Modules

Technology & Industrial Solutions

Aerospace

Logistics Solutions

Health & Medical

Services

Business Division Wise Financial Performance[1] : Q1FY25 vs Q1FY24.

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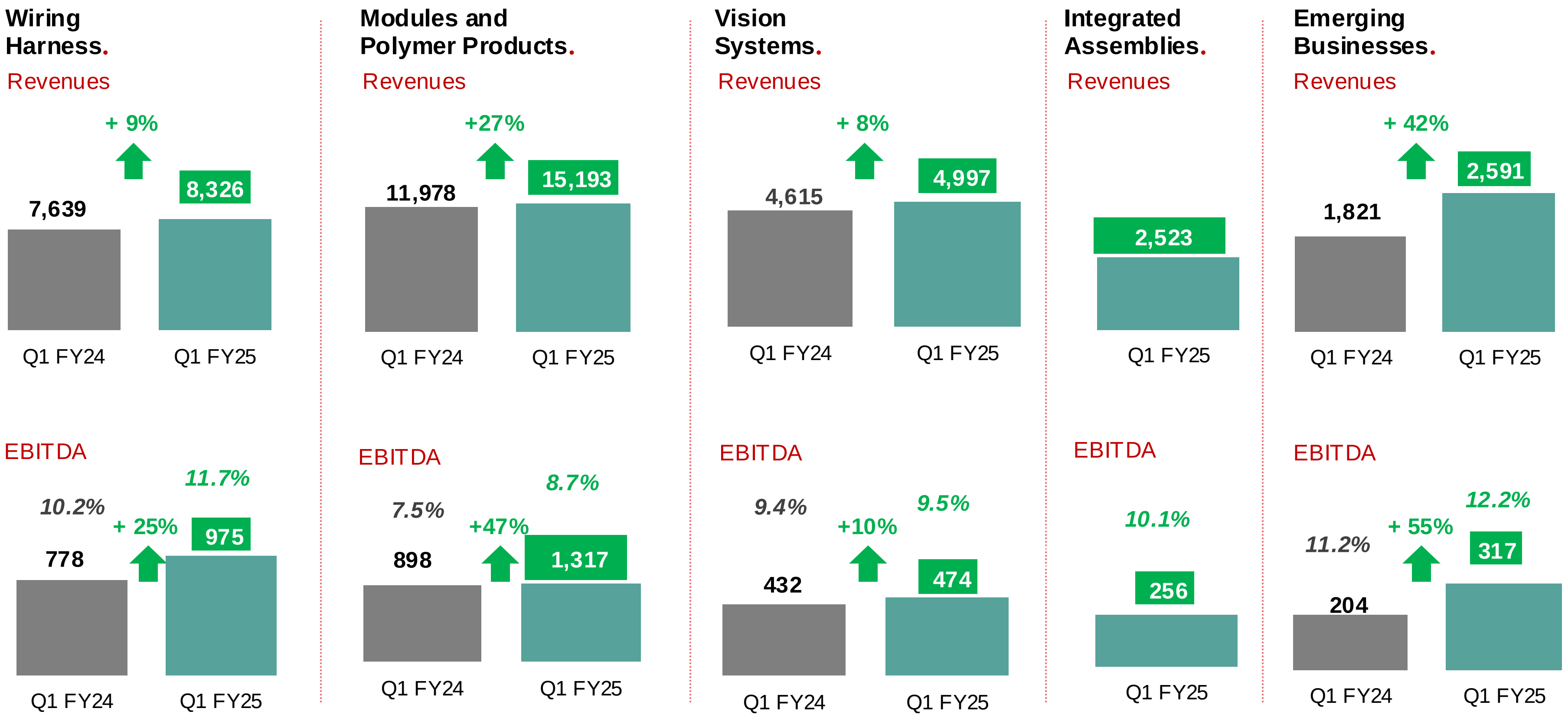
(all figures are Rs. in Crores)



Note: Divisional numbers reported are including 100% of joint ventures and associates accounted as per equity method (Economic Revenue)

Key Divisional Highlights 01/02.

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Wiring Harness.

- ✓ Revenue growth supported by
  - ✓ Strong revenues supported by increased intake in Truck OEMs in North and South America
  - ✓ Strong growth in Indian market supported by increased content in vehicles
- ✓ Improved financial performance due to operational efficiencies supported by in-sourcing activities
- ✓ Wiring harness facility of Lumen acquisition included in the divisional numbers

Modules and Polymers.

- ✓ Revenue growth supported by
  - ✓ Mix and content growth due to premiumisation
  - ✓ Successful integration of Yachiyo 4W business with full impact coming for the 1st time in the current quarter. Furthermore, Dr. Schineder business was not there in last Q1
  - ➤ Partly offset by the decline in production volumes in Europe mainly due to delay in EV launches .
- ✓ Improved profitability on account of
  - ✓ Operating leverage and strict cost control
  - ✓ Margin accretive M&As

Vision Systems.

- ✓ Revenue growth supported by
  - ✓ Newly acquired Ichikoh's mirror business not being there in last Q1 and volume growth in China
  - ➤ Offset to some extent by delayed EV launches in Europe and North America impacting the production volumes in these geographies
- ✓ Maintained profitability amidst evolving platform and geography mix

Integrated Assemblies.

- ✓ Division was created in Q2 FY 24 and hence YOY comparable not available
- ✓ 3 new Greenfields are being setup to support customers in China (2) and Mexico (1); expected to start operations in Q4 FY 25
- ➤ Sluggishness in EVs impacting revenue growth

✓ Indicates Positives for SAMIL ➤ Indicates Negatives for SAMIL

Key Divisional Highlights 02/02.

(all figures are Rs. in Crores)

Emerging businesses - **Automotive.**

Elastomers

- Growing product portfolio with Rubber to metal bonding capabilities
- Expanding geographical reach across Europe, US and China via exports

Lighting & Electronics

- Lighting business well positioned for content growth due to increasing SUVs penetration and premiumization in India
- Further strengthening localization with fully operational own tool room for lighting – first of its kind in India
- Next step of vertical integration completed with launch of PCBA SMT lines for in-house needs

Emerging businesses – **Non-Automotive.**

Aerospace business growth picking up pace

- Integration of AD Industries, France underway; With the acquisition, expanded footprint across France, Morrocco and Tunisia
- Demand for single aisle platforms continue to drive growth for both engine and structures segments
- 2 facilities in India supporting new product lines and vertical integration to come onstream in H2 FY 25

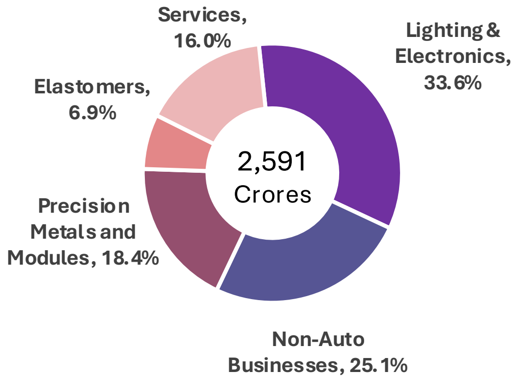
Consumer Electronics component business to be a key growth driver

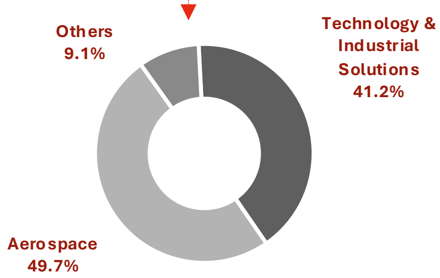
- Testament of **engineering and manufacturing** capabilities of SAMIL
- Initial investments of ~**INR 2,600 cr** expected over a period
- State of the art facilities with over **130,000 sqm** area being setup

Health and Medical component business

- Integration of Irrilic underway (imaging business)
- Greenfield in final stages before SOP; ISO certifications underway
- Development of Laparoscopy Imaging System achieved, currently optimizing manufacturing process for Q3FY25 product launch

Emerging businesses Revenue by Segment Q1FY25.





Note: Divisional numbers reported are including 100% of joint ventures and associates accounted as per equity method (Economic Revenue)

Summary of divisional financial performance.

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(all figures are Rs. in Crores)

Business Division	FY24			Q1FY24			Q1 FY25		
	Revenue	EBITDA	EBITDA%	Revenue	EBITDA	EBITDA%	Revenue	EBITDA	EBITDA%
Wiring Harness	31,514	3,362	10.7%	7,639	778	10.2%	8,326	975	11.7%
Modules & Polymer Products	49,912	4,305	8.6%	11,978	898	7.5%	15,193	1,317	8.7%
Vision Systems	19,149	1,978	10.3%	4,615	432	9.4%	4,997	474	9.5%
Integrated Assemblies	6,824	793	11.6%[1]	-	-	-	2,523	256	10.1%
Emerging Businesses[2]	8,090	1,096	13.5%	1,821	204	11.2%	2,591	317	12.2%
Less: Eliminations/Intersegment Sales/Unallocated	(3,501)	(398)		(713)	(42)		(1,233)	(55)	
Reported including JVs/ (Economic Value[3])	**111,988**	**11,136**	**9.9%**	**25,340**	**2,270**	**9.0%**	**32,397**	**3,284**	**10.1%**
Less: JVs consolidated as per equity method[4]	(13,296)	(1,811)		(2,878)	(330)		(3,529)	(499)	
Reported	**98,692**	**9,325**	**9.4%**	**22,462**	**1,940**	**8.6%**	**28,868**	**2,785**	**9.6%**

Notes:

1. *EBITDA margin shown here for Integrated Assembly for FY24 is on Reported basis and without factoring the customer compensation for forex losses. The normalised EBITDA margin is 8.7%*
2. *Emerging businesses include – Elastomer, Lighting and electronics, Precision Metals and Modules, Services, along with the non-automotive business divisions of Aerospace, Health and Medical, Logistics Solutions and Technology and Industrial Solutions.*
3. *Divisional numbers include 100% of joint ventures and associates accounted as per the equity method (Economic Revenue)*
4. *Data for JVs consolidated as per equity method is net of intercompany transactions.*

Bridge Gross to Reported revenue.

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(all figures are Rs. in Crores)

	FY2023-24		FY 2024-25
	12M	Q1	Q1
Gross revenue	**143,767**	**26,909**	**45,189**
Less: Throughput revenue[1]	31,779	1,569	12,792
Economic Revenues (including JVs)	**111,988**	**25,340**	**32,397**
Less: JVs consolidated as per equity method	13,296	2,878	3,529
Reported/ Net Revenue	**98,692**	**22,462**	**28,868**

Note:

1. *Some business divisions such as* Integrated assembly perform assembly of highly customized components by procuring various parts from suppliers identified by the customers. It acts as an agent as per IFRS 15 under these contracts and as required under the standard, it recognizes revenue only for the net amount it retains for the assembly services

Consolidated Debt Status, Reference Rates, and Notes.

A. Net Debt.

Rs. In Crores	Sep-22	Dec- 22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24
Gross Debt	12,671	12,968	12,166	12,546	19,228	19,186	17,351	20,114
Cash & Bank	4,126	4,526	4,692	4,235	5,812	6,636	6,979	6,744
Net Debt	**8,546**	**8,442**	**7,474**	**8,311**	**13,416**	**12,550**	**10,372**	**13,370**

B. Lease liabilities

(not included in net debt table above)

Rs. In Crores	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24
Lease liability	1,426	1,503	1,627	1,769	2,522	2,555	2,571	2,649

All numbers are on Consolidated basis as per reported financials
Data above is as of the end of the stated quarter.

Copper Rates.

Average	*Q1 FY24*	*Q4 FY24*	*Q1 FY25*
LME Copper (USD / MT)	*8,478*	*8,444*	*9,751*
Copper (INR / KG)	*760*	*761*	*880*

Exchange Rates (Average).

Currency (equal to Rs.)	*Q1 FY24*	*Q4 FY24*	*Q1 FY25*
INR to EUR	*89.48*	*90.16*	*89.80*
INR to USD	*82.18*	*83.04*	*83.42*
INR to YEN	*0.598*	*0.560*	*0.535*
Euro to USD	*1.09*	*1.09*	*1.08*

Exchange Rates (Closing).

Currency	30.06.2023	31.03.2024	30.06.2024
Rs./Euro	*89.50*	*90.01*	*89.33*
Rs./USD	*82.04*	*83.40*	*83.38*
Argentine Peso / USD	*256.70*	*857.49*	*911.00*

Notes.

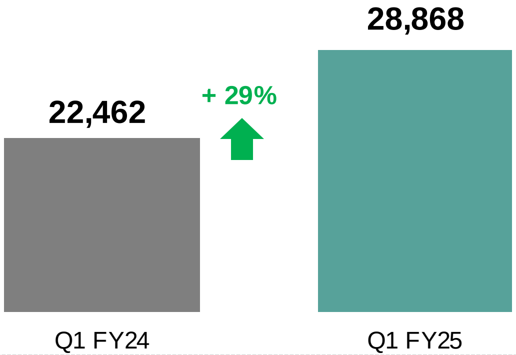
1. *This presentation has been prepared from the unaudited financial results for the quarter ended on June 30th, 2024. Explanatory notes have been added with additional information*
2. *Revenue represents revenue from operations.*
3. *EBITDA is Profit / (Loss) before exceptional items + Finance cost + amortization expenses & depreciation expenses -interest income – dividend income*
4. *Figures of previous year have been reclassified / regrouped, wherever necessary.*
5. *All comparisons and growth percentages are calculated based on reported numbers and with the corresponding period of the previous financial year for continuing operations unless stated otherwise. All EBITDA margins are computed on normalised profit levels.*
6. *For details, please refer to the results published on the website*

Annexure

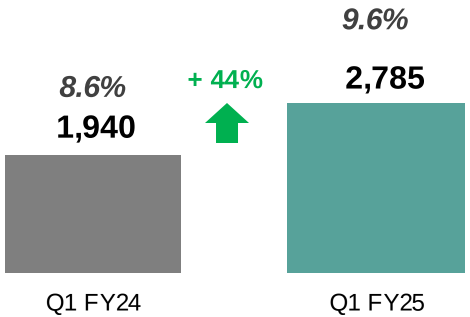
SAMIL Consolidated Q1FY25 vs Q1FY24.

(all figures are Rs. in Crores)

Revenues

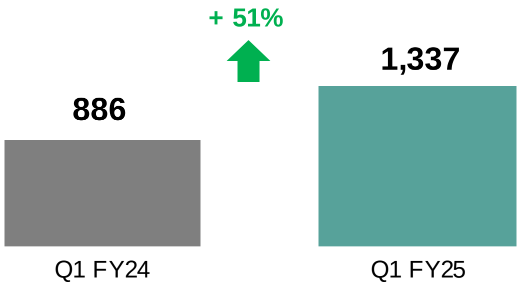


EBITDA



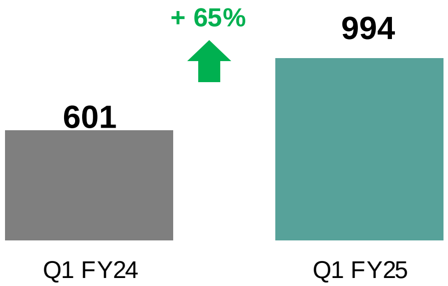
PBT

(before exceptional items and share of associates)



PAT

(Concern Share)

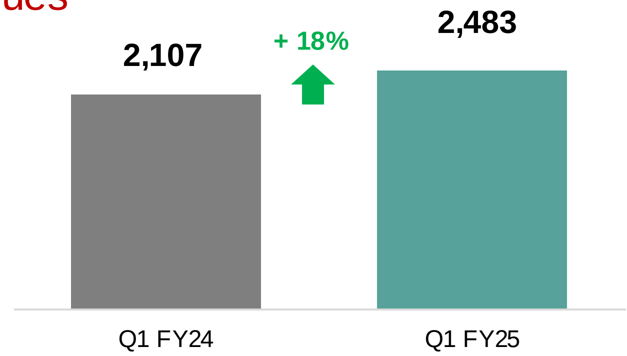


Notes :
Revenue implies Revenue from operations

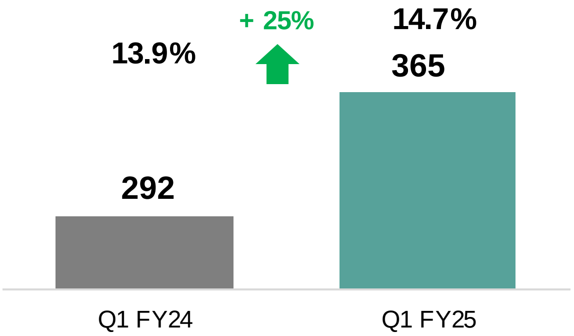
SAMIL Standalone Q1FY25 vs Q1FY24.

(all figures are Rs. in Crores)

Revenues



EBITDA.



Notes :
Revenue implies Revenue from operations

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