Motherson Sumi Systems Limited



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CIN - L34300MH1986PLC284510

Date: August 21, 2016

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

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

Scrip Code : MOTHERSUMI

Scrip Code: 517334

Sub: Intimation regarding Investors' Meetings of the Company and Submission of Presentation to be made to the Investors

Dear Sirs.

With reference to the captioned subject and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Company, as part of its routine business and in continuance with its investor engagement activities, is planning to meet institutional investors in the next fortnight. A copy of the presentation to be made at such meetings is enclosed herein for your records.

You are requested to take the same on record.

Thanking you,

Yours faithfully, For Motherson Sumi Systems Limited

(G.N. GAUBA) CFO & Company Secretary

Encl. : As above

Regd. Office : 2nd Floor, F.-7.; Block B-1, Mohan Cooperative Industrial Estate, Methura Road, New Delhi - 110044, Telefax : +91-11-40555940.-



Corporate Presentation



Motherson Sumi Systems Limited

August 2016

Disclaimer



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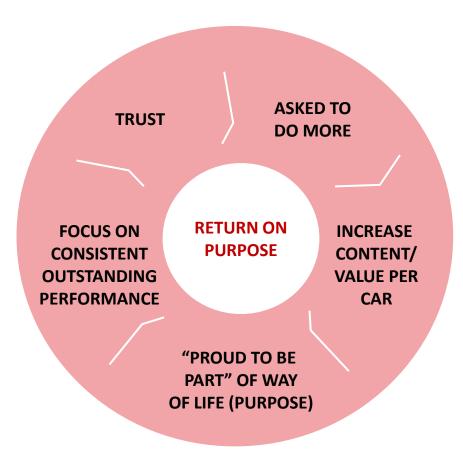
The vision of the Group has been the same all along. To be a globally preferred solutions provider.

Founded in 1975

 The Group¹ has over 180 facilities globally with presence in 25 countries

Company with its subsidiaries and the promoter companies/entities of the Company

Key elements of Samvardhana Motherson group (SMG) philosophy



- Focus on consistent outstanding performance:
 - Aim to never compromise on product quality
 - Focus on cost and capital efficiency (QCDDMSES)¹
- **Trust**: Superior performance nurtures client relationships
- Asked to do more:
 - Leverage trust to enable greater client engagement
 - Sole supplier status² and R&D collaboration
- Increase content/value per car: Trust and increased engagement to drive cross-sell
- **Pride in purpose/way of life**: Sustainable value creation, fuelling top and bottom line as well as the derisking

Note:

1 Quality, Cost, Delivery, Development, Management, Safety, Environment and Sustainability

2 In select product segments

MSSL... Stiff 5 year targets set... and achieved



Notes:

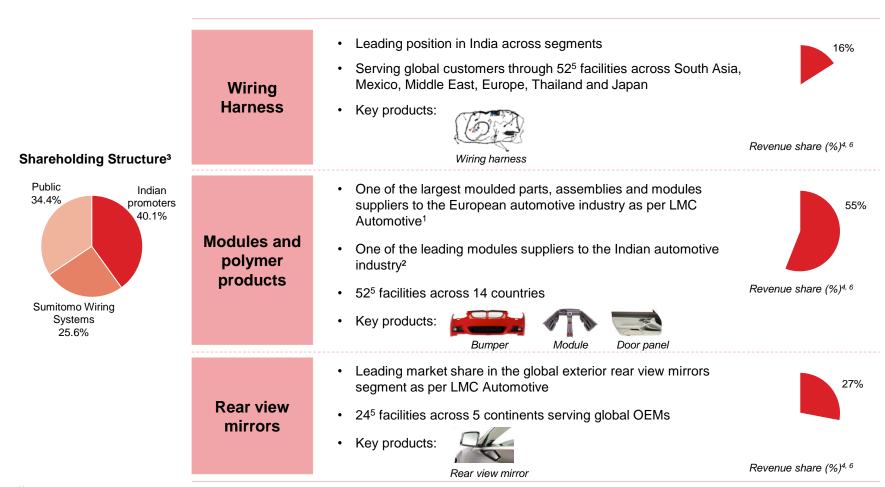
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- 1 Sales considered is sale of products including traded goods (net of excise)
- Including full turnover of Joint Ventures 2
- 3 Using RBI reference rate of INR/USD of March 31, 2005: Rs 43.75, March 31, 2010: Rs 44.89, March 31, 2015: Rs 62.50
- Percentage Sales from outside India has been calculated as Sales of products (including traded goods from outside India) / Total sales of products including traded goods (net of excise) 4
- s: standalone: c: consolidated 5
- 6 Return on Capital Employed (ROCE) defined as Earnings Before Interest and Tax (excluding foreign exchange gain/ loss on long term borrowings, exceptional expenses and impairment loss/ reversal) divided by Average Capital Employed (Capital + Reserves (excluding revaluation, amalgamation and capital reserves) + long-term borrowings + short-term borrowings + current maturities of long-term borrowings + Minority) for consolidated and as Earnings Before Interest and Tax (excluding foreign exchange gain/ loss on long term borrowings, exceptional expenses, dividend income from JVs and subsidiaries and impairment loss/ reversal) divided by Average Capital Employed (Capital + Reserves (excluding revaluation, amalgamation and capital reserves) + long-term borrowings + short-term borrowings+ current maturities of long-term borrowings - current investments - non current investments
- 7 Dividend payout ratio defined as proposed dividend including tax thereon divided by profit after tax (after minority interest and share of results of associates)

Proud to be part of samvardhana motherson

LNNND

Motherson Sumi Systems Limited ("MSSL") overview

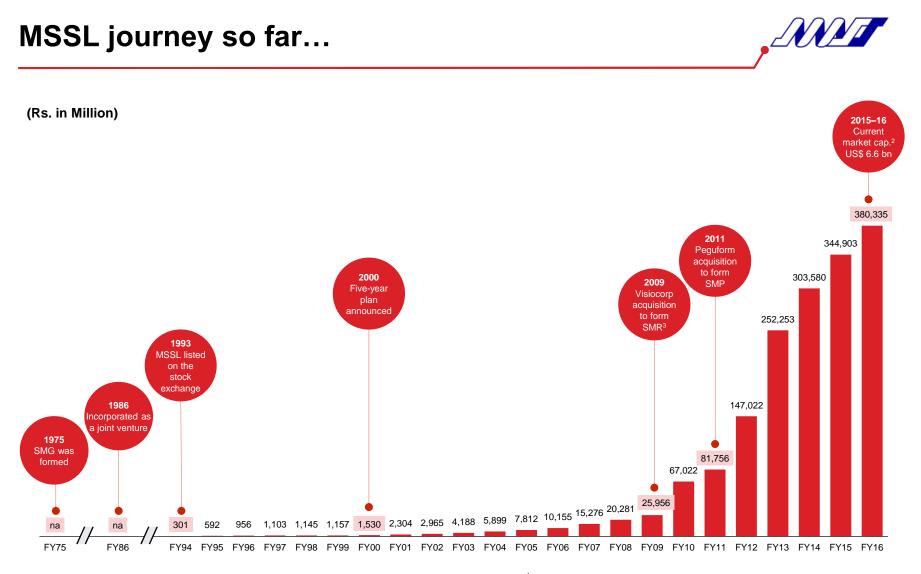


Notes:

- 1 Through Samvardhana Motherson Peguform ("SMP")
- 2 Through Motherson Automotive Technologies and Engineering (MATE)
- 3 As of June 30, 2016 sourced from BSE Limited
- 4 MSSL's segment revenue share for FY16 excluding sales of services and other operating revenue of INR3,617m; other businesses including elastomer processing, machined metal components and environment management systems contribute <1% to overall FY16 revenue
- 5 Includes subsidiaries and joint ventures
- 6 Others constitute 2% of the sales of products including traded goods (gross)

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LNK



MSSL revenue

Notes:

1 Sales considered is sales of products including traded goods (net of excise) and represents standalone from FY75 to FY01 & consolidated from FY02 onwards

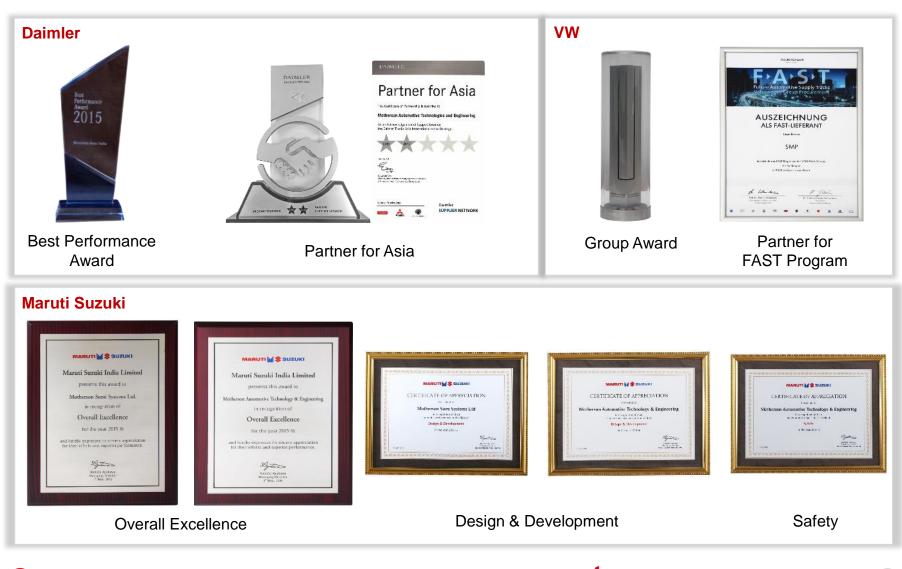
2 As on 18th August 2016 (INR/US\$: 66.7939 based on RBI reference rate and closing share price of INR334.70)

3 Samvardhana Motherson Reflectec

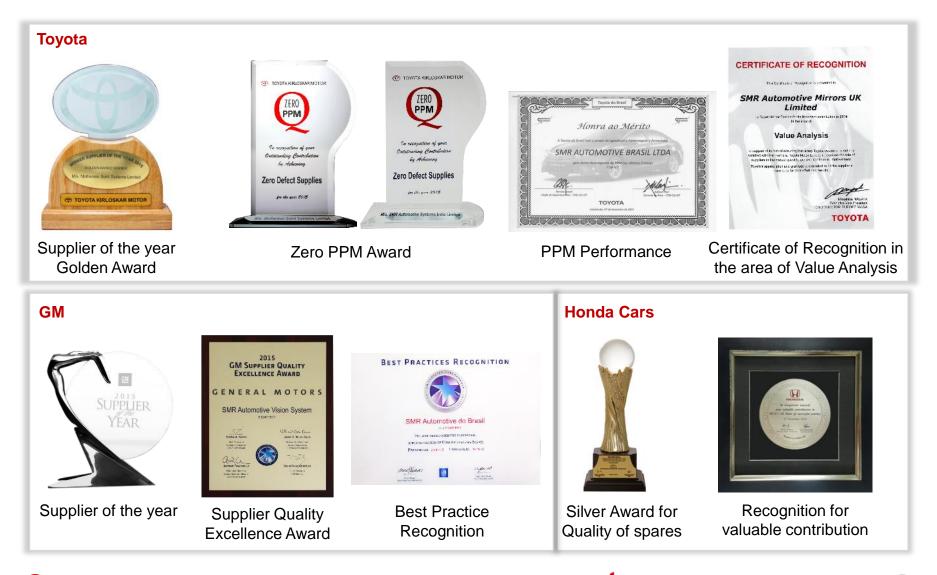




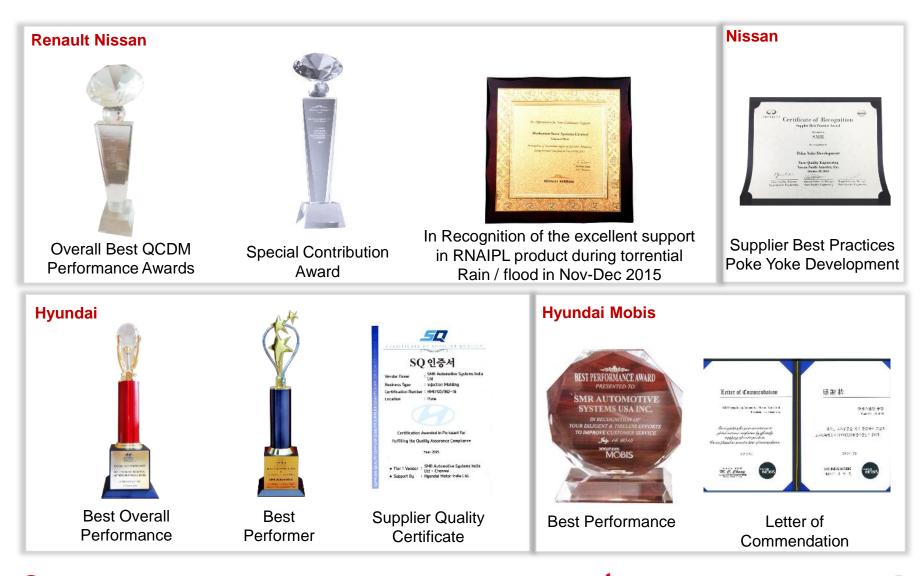




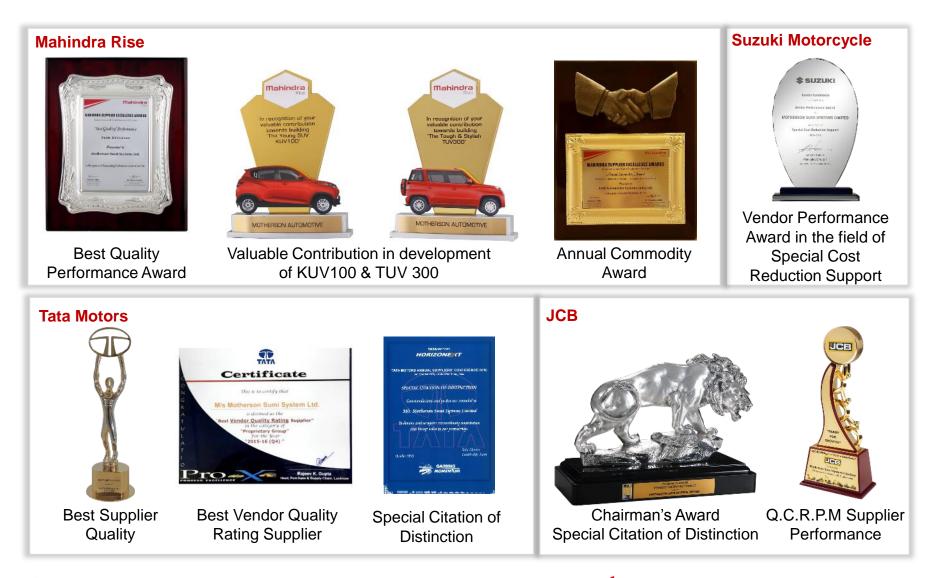




















Strong relationships with major automotive OEMs in India...



	By product				
Customer	Wiring harness	Mirrors	Polymers		
Maruti	\checkmark	\checkmark	\checkmark		
Hyundai ¹	\checkmark	\checkmark	\checkmark		
Mahindra	\checkmark	\checkmark	\checkmark		
Honda	\checkmark	\checkmark	\checkmark		
Toyota	\checkmark	\checkmark	\checkmark		
Renault	\checkmark	\checkmark	\checkmark		
Tata Motors	\checkmark	\checkmark	\checkmark		
Ford	\checkmark	\checkmark	\checkmark		

• Strong relationship with major OEMs across products

Note:

1 Sales to Hyundai through joint venture, Kyungshin Industrial Motherson Ltd.





		By product			By region		
Customer	Mirrors	Bumpers	Instrument panels	Door panels	Europe	Americas	Asia
Audi	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark
BMW	\checkmark	\checkmark	\checkmark		\checkmark	\checkmark	\checkmark
Ford	\checkmark				\checkmark	\checkmark	\checkmark
GM	\checkmark		\checkmark	\checkmark	\checkmark	\checkmark	\checkmark
Hyundai / Kia	\checkmark				\checkmark	\checkmark	\checkmark
JLR	\checkmark				\checkmark	No vehicle production in Americas	\checkmark
Mercedes	\checkmark	\checkmark		\checkmark	\checkmark	\checkmark	\checkmark
Porsche	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	No vehicle production	No vehicle production
Renault	\checkmark	\checkmark			\checkmark	\checkmark	\checkmark
Seat		\checkmark	\checkmark	\checkmark	\checkmark	No vehicle production	No vehicle production
VW	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark	\checkmark

- Long term collaborative relationships with 14 of the top 15 global OEM groups
- Strong presence in premium segment
- High repeat business based on OEM relationship, collaborative R&D and footprint in customer proximity and prior operating track record

SMRP¹ order book (€bn)²



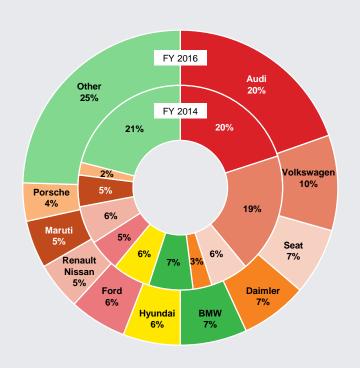
Note:

SMRP: Samvardhana Motherson Automotive Systems Group BV

2 Orderbook: Expected sales that are expected to be recorded for vehicle programs that we have been awarded by OEMs but which are not yet in production



Diversified customer sales¹



- Long term collaborative relationships with 14 of the top 15 global OEM groups
- Average relationship with 7 OEM customers of 40 years

Notes:

- 1 Excludes sales of services and other operating revenue of INR3,617m for FY'16 and INR700m for FY'14
- 2 Includes subsidiaries and joint ventures

Local presence in all major vehicle production regions

Split of facilities for MSSL²

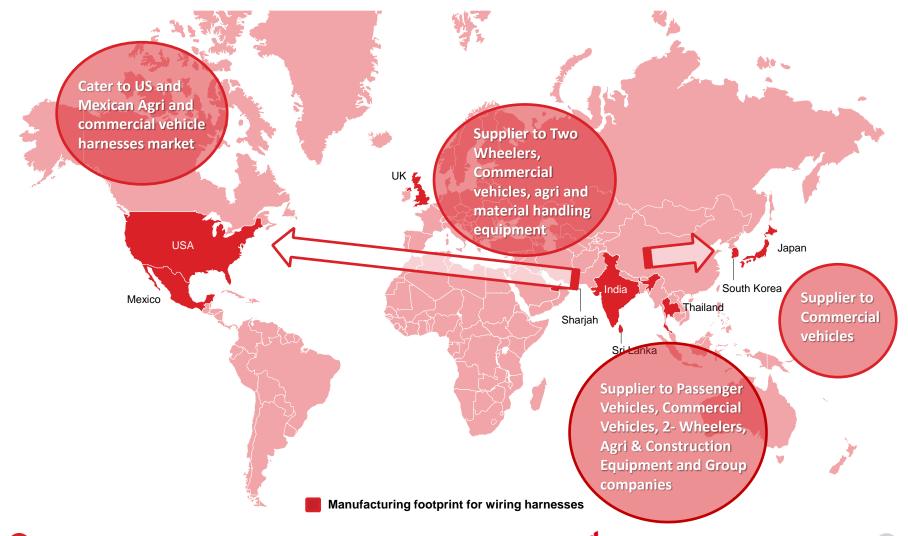
Region	Number of facilities
Americas	18
Europe	36
India	67
ROW	29
Total	150

- Global footprint, aligned with that of customers provides competitive advantage
 - ability to supply to global platforms locally
- Customer proximity with production sites near OEM assembly plants
 - delivery on "Just-in-time" and "Just-in-sequence" basis
 - efficient inventory management
 - high switching costs for customers
- Modern facilities with high level of automation
- Continued investment in the footprint to service growing order book

2 Wiring Harness business overview



MSSL also caters to the non passenger vehicle wiring harness market globally and has long standing customer relationships in this segment



2 SMRP BV Global footprint





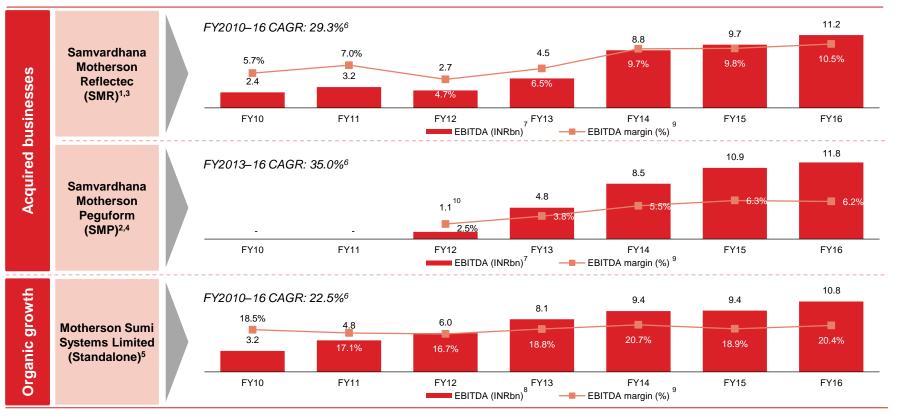
3 Increasing content value per car





Consistent value addition through growing historical and acquired businesses

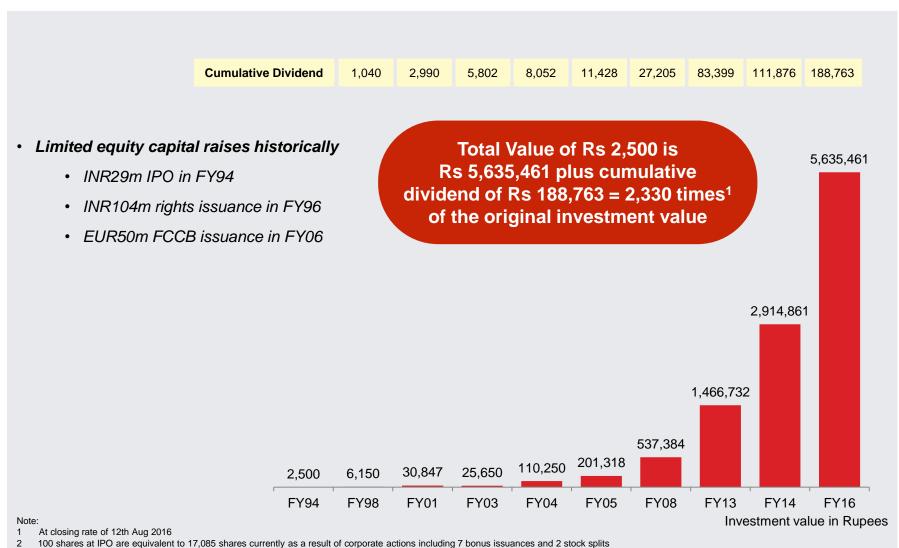




Notes:

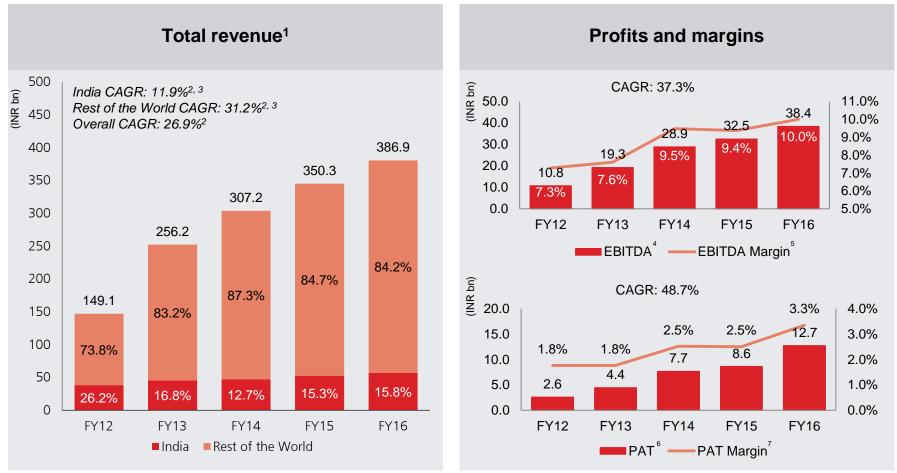
- 1 SMR means Samvadhana Motherson Reflectec Group Holdings Limited including its subsidiaries excluding Samvadhana Motherson Innovative Autosystems Holding Company BV, Samvardhana Motherson Innovative Autosystems de Mexico, S.A. de C.V., SMP Automotive Systems Alabama Inc. and plant at Kecskemet of SMR Automotive Mirror Technology Hungry Bt..
- 2 SMP means Samvardhana Motherson Automotive Systems Group B.V. (SMRPBV) excludes SMR defined above
- 3 Revenue considered in the calculation of EBITDA Margin for SMR is Revenue from operations (net) and is before knocking off transactions between other group companies
- 4 Revenue considered in the calculation of EBITDA Margin for SMP is Revenue from operations and is before knocking off transactions between other group companies
- 5 Revenue considered in the calculation of EBITDA Margin for Standalone is Revenue from operations (net)
- 6 CAGR is calculated as compounded annual growth rate over the respective periods
- 7 EBITDA for SMR and SMP is defined as Profit Before Finance Cost, Depreciation, Exceptional Items and Tax (PBIDT) excluding foreign exchange fluctuation on long term borrowings and consolidation adjustments
- 8 EBITDA for standalone is defined as Profit Before Finance Cost, Depreciation, Exceptional Items and Tax (PBIDT) excluding foreign exchange fluctuation on long term borrowings and dividend income
- 9 EBITDA Margin has been calculated as EBITDA / Revenue
- 10 For 4 months as the acquisition was done on 23rd Nov 2011





Delivering consistent growth while improving profitability



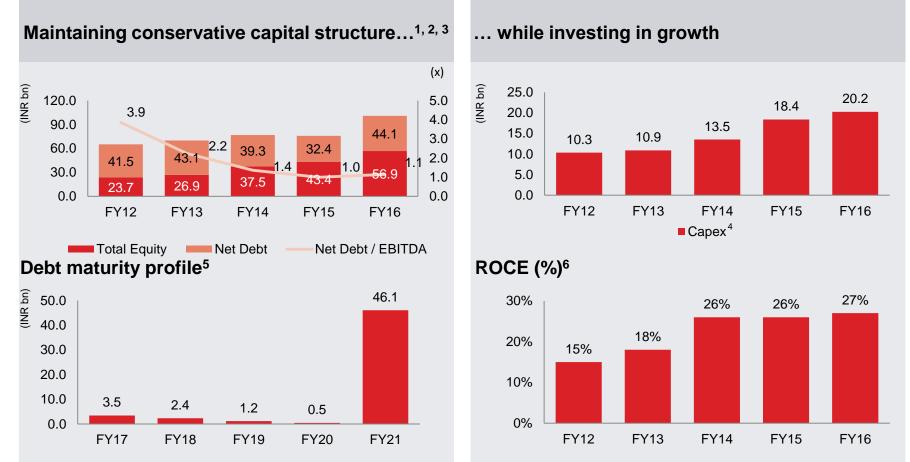


Notes: Consolidated financials

- 1 Total Revenue excluding interest income
- 2 CAGR is calculated as compounded annual growth rate over the respective periods
- 3 Split for India and Rest of the World excludes unallocated income
- 4 EBITDA defined as Profit Before Finance Cost, Depreciation, Exceptional Items and Tax (PBIDT) excluding foreign exchange fluctuation on long term borrowings
- 5 EBITDA Margin has been calculated as EBITDA / Revenue from operations (net)
- 6 Profit after tax (after minority interest and share of results of associates) (PAT)
- 7 PAT margin has been calculated as PAT / Revenue from operations (net)

Robust balance sheet, well positioned for growth





Notes: Consolidated financials

1 Total equity defined as Share capital plus reserves and surplus plus minority interest

2 Net debt defined as long-term borrowings + short-term borrowings+ current maturities of long-term borrowings net of cash and bank balances (excluding unpaid dividend account)

- 3 EBITDA defined as Profit Before Finance Cost, Depreciation, Exceptional Items and Tax (PBIDT) excluding foreign exchange fluctuation on long term borrowings
- 4 Capex defined as cash outflow from purchase of tangible/intangible assets less cash inflow from sale of tangible/intangible assets
- 5 Based on company information

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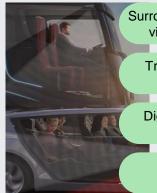
6 Return on Capital Employed (ROCE) defined as Earnings Before Interest and Tax (excluding foreign exchange gain/ loss on long term borrowings, exceptional expenses and impairment loss/ reversal) divided by Average Capital Employed (Capital + Reserves (excluding revaluation, amalgamation and capital reserves) + long-term borrowings + short-term borrowings + current maturities of long-term borrowings + Minority)

Demonstrated R&D capabilities and a track record of innovation



Motherson Innovations Overview Intelligent Electronic Mirrors Increasing R&D focus on likely disruptive trend towards Highest quality displays for best visibility autonomous driving and augmented information Solutions for enhanced safety, ergonomics, performance and aesthetics Specialized high-performance cameras New, proprietary digital image processing technology underpinning and expertise for package solutions introduction of new high value solutions Intelligent Electronic Mirrors (currently being legalized in Integrated intelligence for object detection many countries) and lane recognition New generation camera system Advanced driver assistance features Currently holds approximately 900 patents Display integration by interior specialist SMP

Automotive Innovation



2

Surround view monitors which combine enhanced visibility with intelligent assistance features

Translucent metal surfaces for integration of light for night branding

Digital cockpits with integrated vision system monitors and augmented information

Noise-less actuator solutions based on memory-shape alloy technology

Advanced Materials and Surfaces

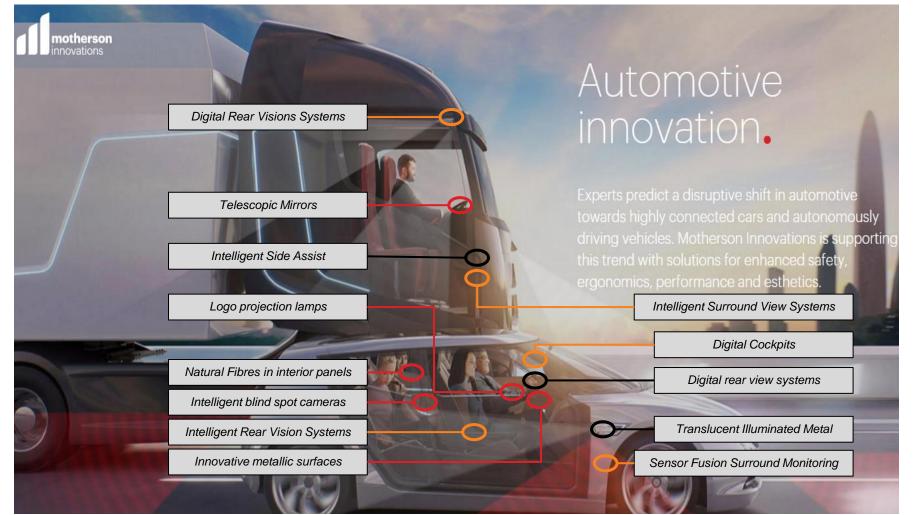


Suitable for multiple market segments

6 Innovating for the future of driving



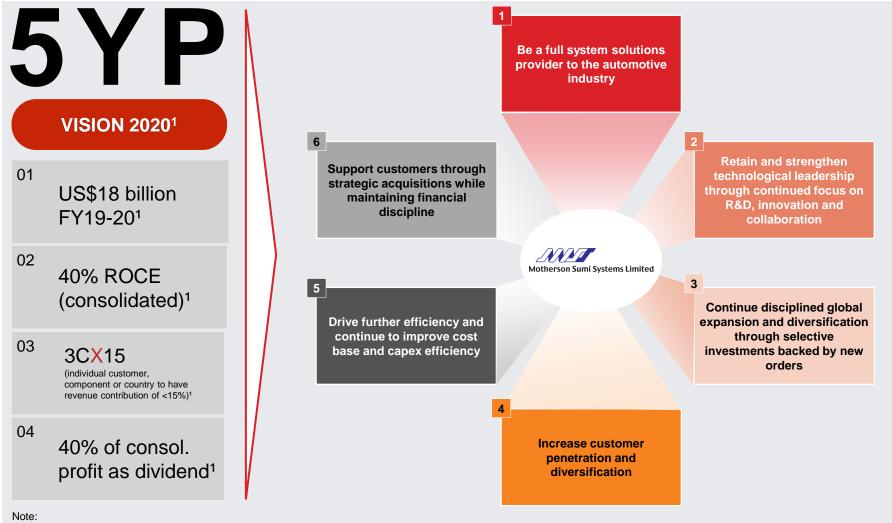
Our select R&D focus areas



🔵 Today 🔵 Tomorrow 🔵 After Tomorrow

Robust Strategy for disciplined global expansion and diversification





1 These numbers are the vision/aspirations of the Company and not projections that should be relied on

Robust Strategy for disciplined global expansion and diversification



Growth creating a more diversified business

Customer diversification

- Deepening customer bond
- No single customer dependence

Product diversification

- Diversified product range
- Increasing content per car
- Product innovation

3CX15 – No customer, country, component, should contribute more than 15% of our business

Manufacturing diversification

- Alternate manufacturing options with 150 facilities across 6 continents
- Standardised operations across all plants enable easy switchover

Currency diversification

- Manufacturing and sales in same currency regions gives natural hedge
- Pass through arrangements for major fluctuations

Geographical diversification

Presence in 6 continents including developed and emerging economies

Technology diversification

Investing in future technologies



Board

Founding family	Sumitomo Wiring Systems	Professionals	Independent
Vivek Chaand Sehgal Chairman	Toshimi Shirakawa Director	Pankaj Mital Whole-time Director/ COO	Sushil C. Tripathi Independent Director
Laksh Vaaman Sehgal Director	Noriyo Nakamura Director		Arjun Puri Independent Director
			Gautam Mukherjee Independent Director
			Geeta Mathur Independent Director
			Naveen Ganzu Independent Director
Key Management P	Personnel		
Bimal Dhar	Char Zawadzinski	G.N. Gauba	Kunal Malani

Business Head – Mirrors

- Mr. Vivek Chaand Sehgal has 41 years of industry experience, since the establishment of Motherson in 1975
- Founding family oversees strategic decision making and customer / collaborator relationships
- Unit heads are individually responsible for delivering profitability and growth

Business Head –

Polymers and modules

Head of Strategy and

M&A

Company Secretary &

CFO

Proud to be part of





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Proud to be part of samvardhana motherson 1

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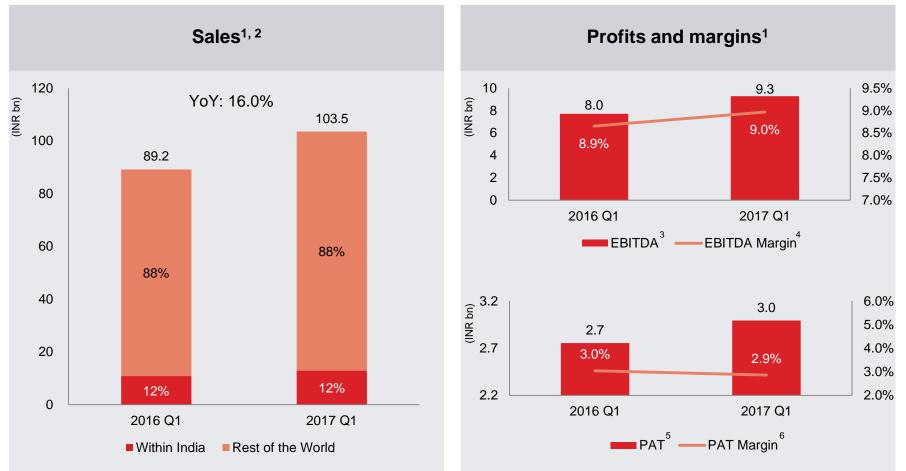
Appendix



Motherson Sumi Systems Limited

Consolidated Q1 FY2017 results



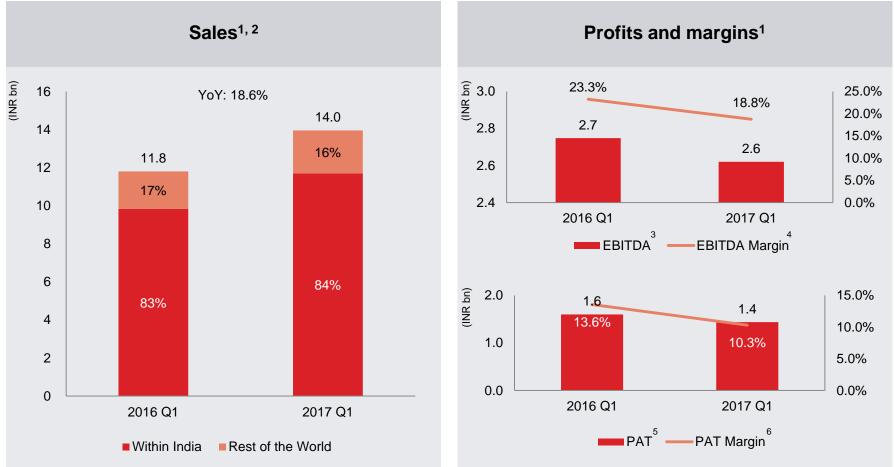


Notes: Consolidated financials

- 1 Q1 FY17 financials based on reviewed unaudited financials prepared under Indian Accounting Standards Rules, 2015 (IndAS) and Q1 FY16 financials based on unaudited un-reviewed management accounts prepared under IndAS
- 2 Sales considered is sale of products including traded goods (net of excise)
- 3 EBITDA defined as Profit Before Finance Cost, Depreciation , Exceptional Items and Tax (PBIDT)
- 4 EBITDA Margin has been calculated as EBITDA / Sales (as defined above)
- 5 PAT is net profit attributable to owners and before other comprehensive income
- 6 PAT margin has been calculated as PAT / Sales (as defined above)

Standalone Q1 FY2017 results





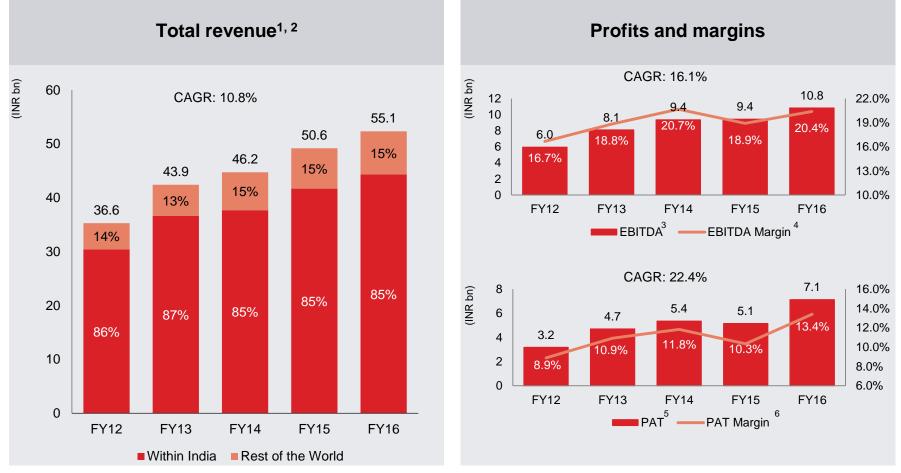
Notes: Standalone financials

- 1 Q1 FY17 financials based on reviewed unaudited financials prepared under Indian Accounting Standards Rules, 2015 (IndAS) and Q1 FY16 financials based on unaudited un-reviewed management accounts prepared under IndAS
- 2 Sales considered is sale of products including traded goods (net of excise)
- 3 EBITDA defined as Profit Before Finance Cost, Depreciation , Exceptional Items and Tax (PBIDT)
- 4 EBITDA Margin has been calculated as EBITDA / Sales (as defined above)
- 5 PAT is net profit before other comprehensive income
- 6 PAT margin has been calculated as PAT / Sales (as defined above)

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Standalone financial performance





Notes: Standalone financials

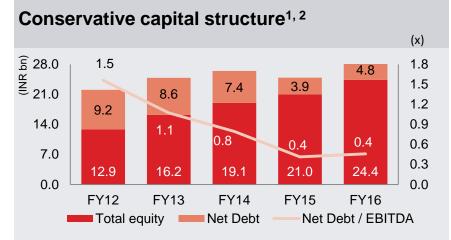
- 1 Total Revenue excluding interest income
- 2 Split for India and Rest of the World excludes unallocated income
- 3 EBITDA defined as Profit Before Finance Cost, Depreciation , Exceptional Items and Tax (PBIDT) excluding foreign exchange fluctuation on long term borrowings
- 4 EBITDA Margin has been calculated as EBITDA / Revenue from operations
- 5 Profit after tax (PAT)

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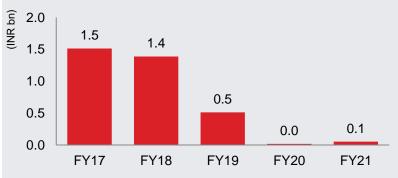
6 PAT margin has been calculated as PAT / Revenue from operations

Standalone financial performance



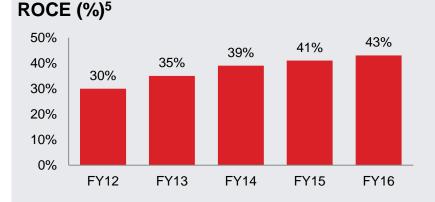


Debt maturity profile⁴



Capital expenditure³





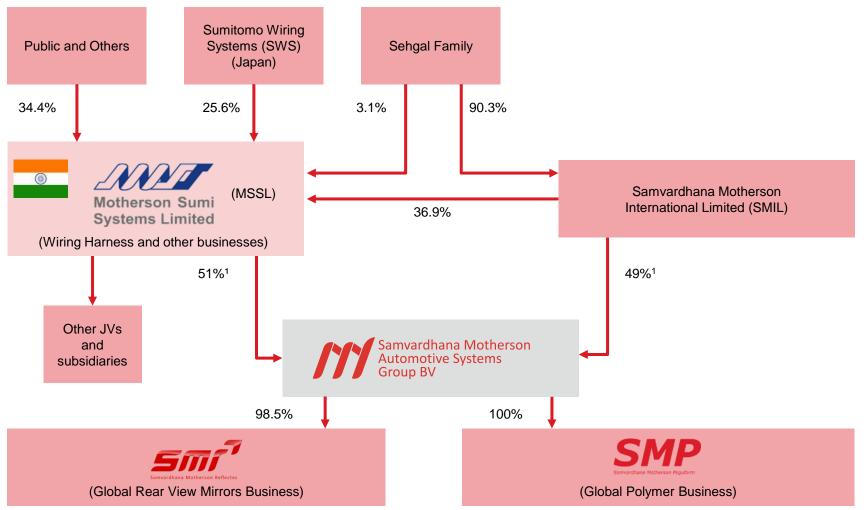
Notes: Standalone financials

1 Total equity defined as Share capital plus reserves and surplus

2 Net debt defined as long-term borrowings + short-term borrowings+ current maturities of long-term borrowings net of cash and bank balances (excluding unpaid dividend account)

- 3 Capex defined as cash outflow from purchase of tangible/intangible assets less cash inflow from sale of tangible/intangible assets
- 4 Based on company information
- 5 Return on Capital Employed (ROCE) defined as Earnings Before Interest and Tax (excluding foreign exchange gain/ loss on long term borrowings, exceptional expenses, dividend income from JVs and subsidiaries and impairment loss/ reversal) divided by Average Capital Employed (Capital + Reserves (excluding revaluation, amalgamation and capital reserves) + long-term borrowings + short-term borrowings+ current maturities of long-term borrowings – current investments – non current investments





Note: 1 S

Shareholding held indirectly as on 31st March 2016-not a legal structure