



**Proud  
to be  
part of.**

# **Presentation on Results**

## **Q1 FY 2017-18**

10<sup>th</sup> August 2017

***MSE***  
Motherson Sumi  
Systems Limited



- **Highlights of the quarter**
- **Results Q1 FY17 vs Q1 FY18**
- **Debt status**
- **Status of facilities**

# Highlights



- Highest Ever Revenue of INR 12,967 crores in a Quarter
- Revenues up by 25%, EBITDA up by 28%
- Revenues within India grew by 24%, Outside India grew by 25%.
- PKC Group results consolidated for the first time, PKC revenues\* up by 15 % , EBITDA\* up by 24 % in Euro Terms

First Time / Exceptional costs	Amount (Rs. in crores)
Unamortized portion of issuance cost / premium on early redemption of Bond issuance	150
Amortization of intangible assets created out of acquisition of PKC	42
Higher startup cost at SMP compared to June 2016	48
Total impact	240
Impact at PAT	219
Impact at PAT (Concern share)	132



# Highlights



- Moody's assigned investment grade Baa3 rating to MSSL
- SMRP BV issued Euro 300 mn 1.8% Senior Secured Notes due July 2024. Proceeds used in July 2017 for early redemption of Euro 500 mn, 4.125% senior secured notes issued in 2014 and were due in 2021. This will lead to substantial reduction in interest costs
- Globally, 10 plants are at different stages of completion out of which 3 new plants have been added while 2 plants have started operations since the previous announcement made during the results for Dec 2016 quarter.

	Sales Growth	EBITDA Growth
Standalone	19%	21%
<b>SMRP BV</b> <i>(in Euro terms)</i>	13%	13%
<b>SMR</b> <i>(in Euro terms)</i>	7%	32%
<b>SMP</b> <i>(in Euro terms)</i>	16%	12%



- **Highlights of the quarter**
- **Results Q1 FY17 vs Q1 FY18**

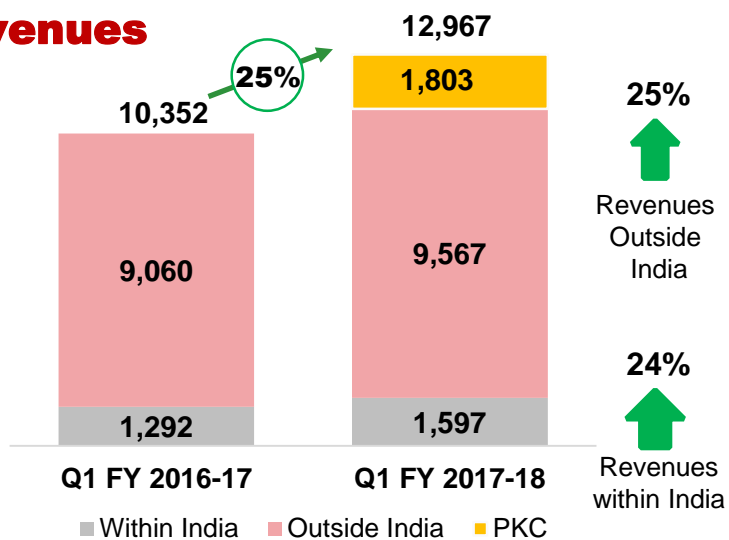
---
- **Debt status**
- **Status of facilities**

# MSSL Consolidated : Q1 FY17 vs Q1 FY18

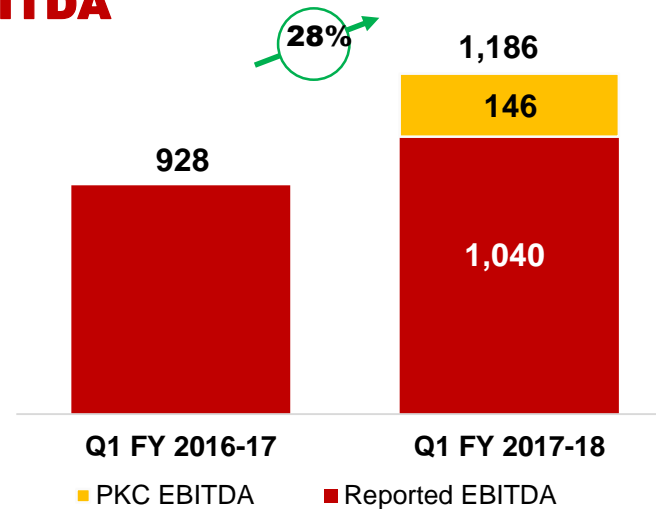


(Rs. in Crores)

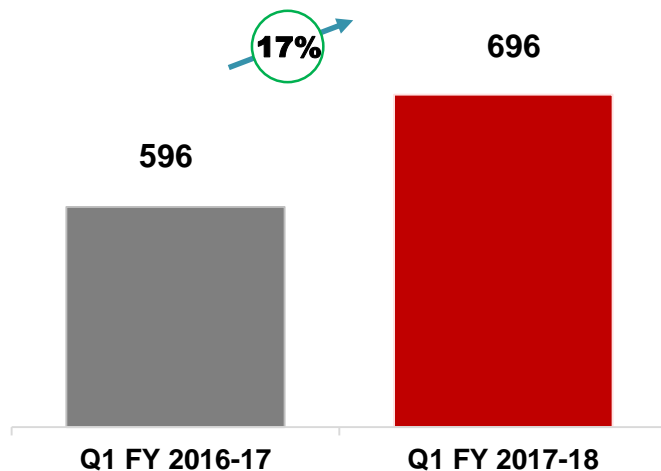
## Revenues



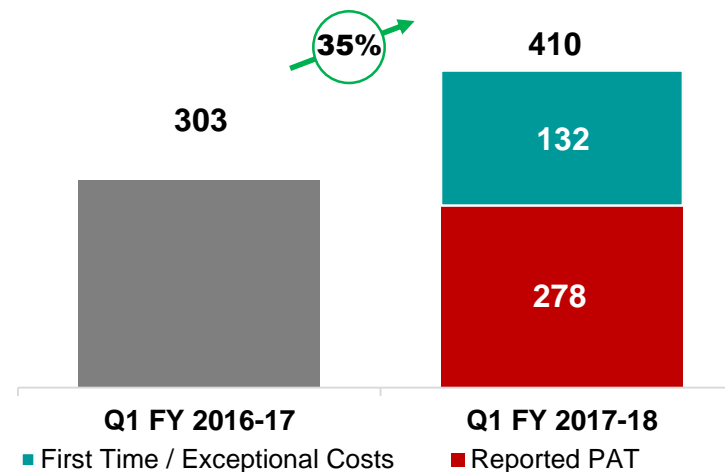
## EBITDA



## PBT



## PAT (Concern Share)

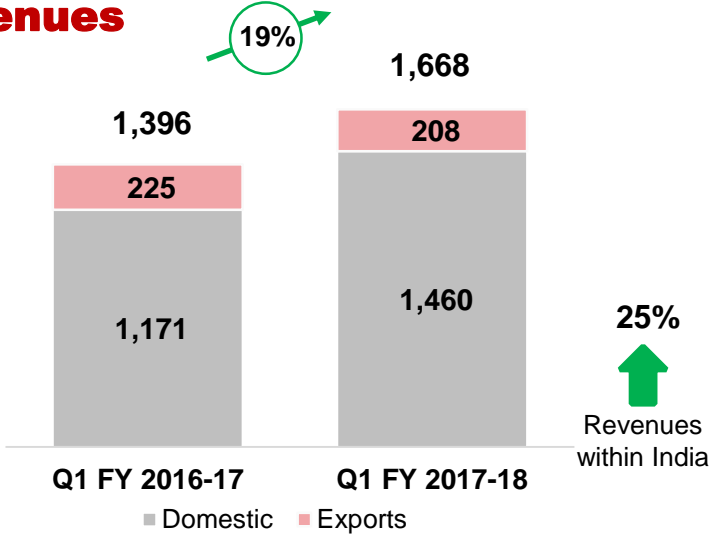


# MSSL Standalone : Q1 FY17 vs Q1 FY18

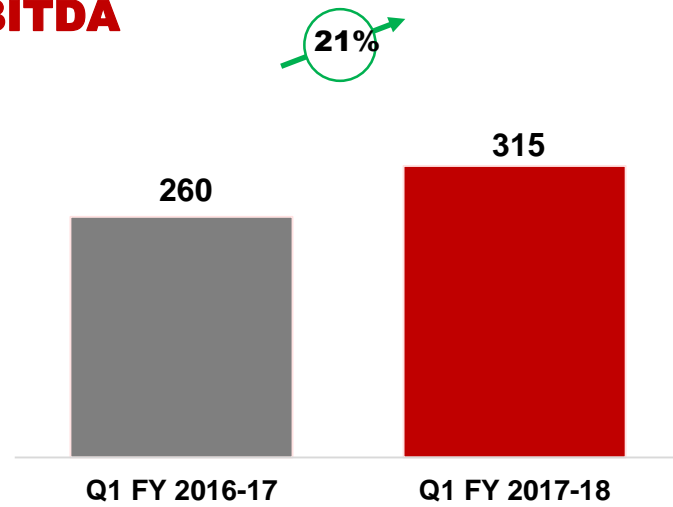


(Rs. in Crores)

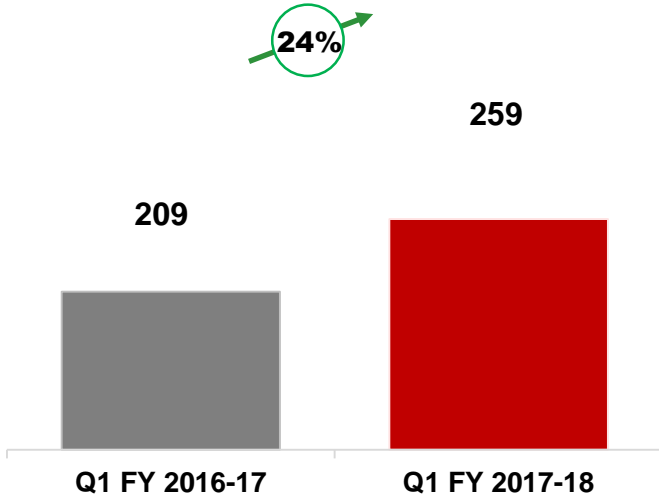
## Revenues



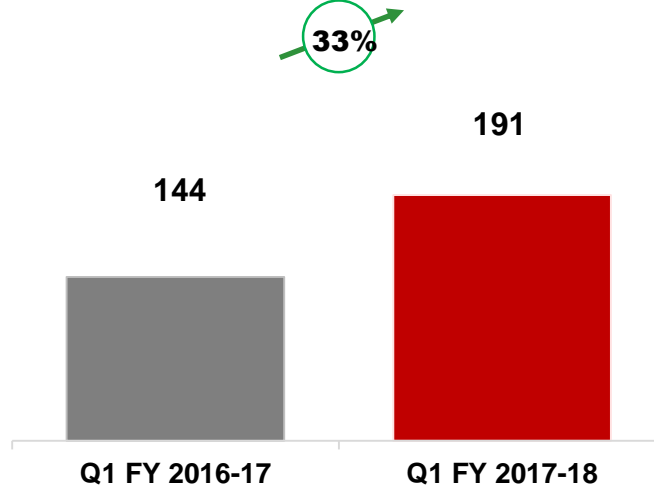
## EBITDA



## PBT



## PAT

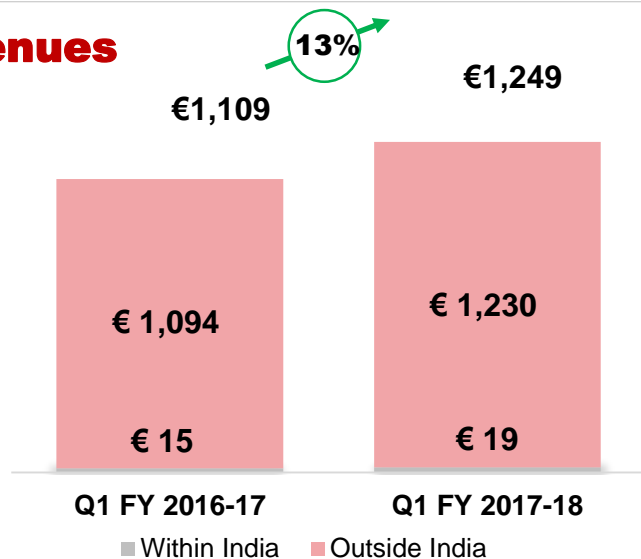


# SMRPBV : Q1 FY17 vs Q1 FY18 (In Euro Terms\*\*)

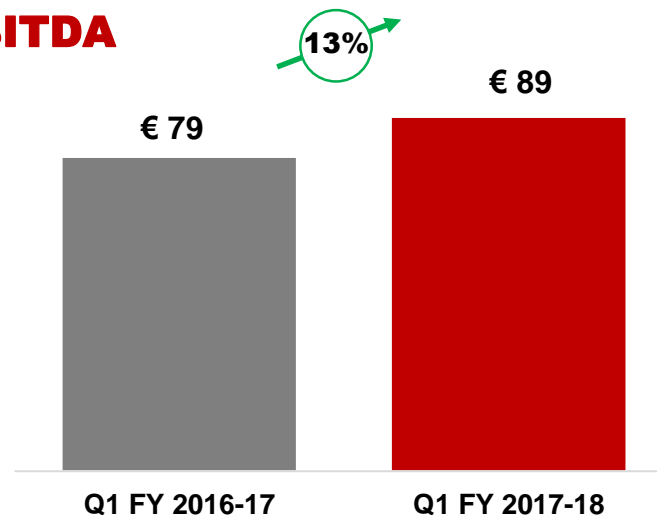


(In Million Euro)

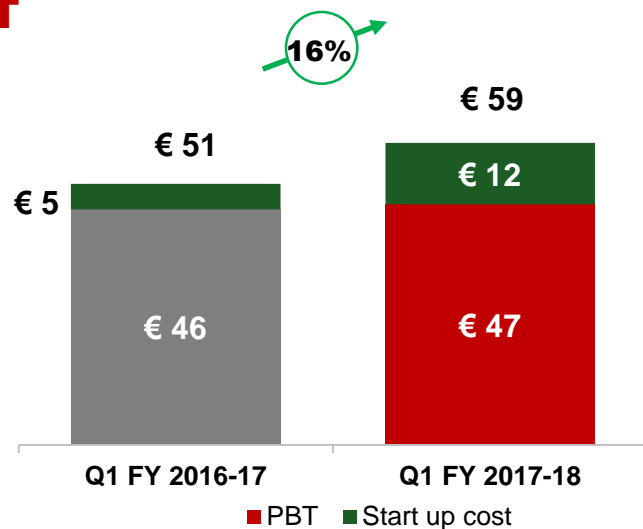
## Revenues



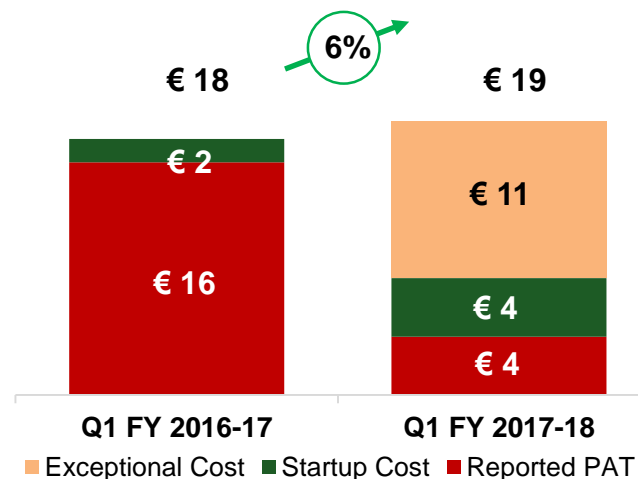
## EBITDA



## PBT



## PAT (Concern Share)

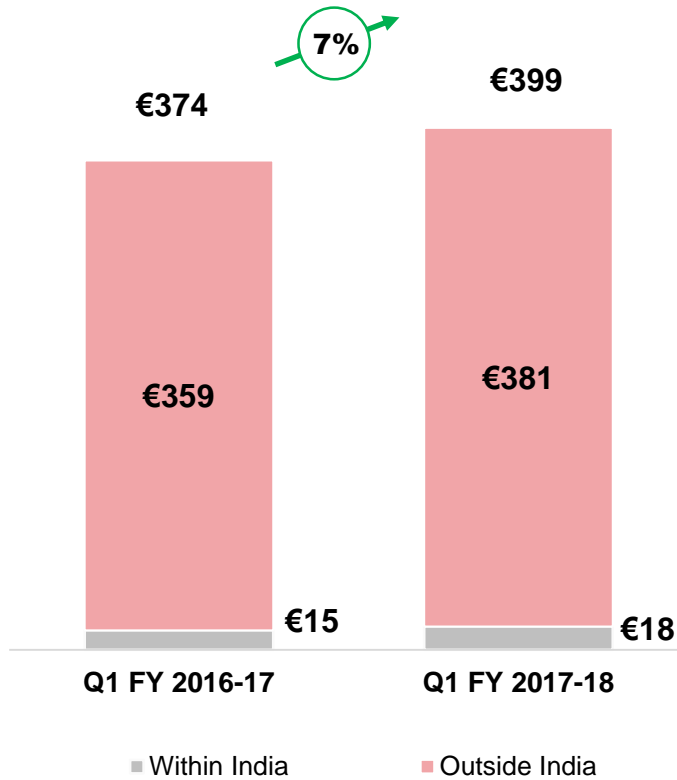




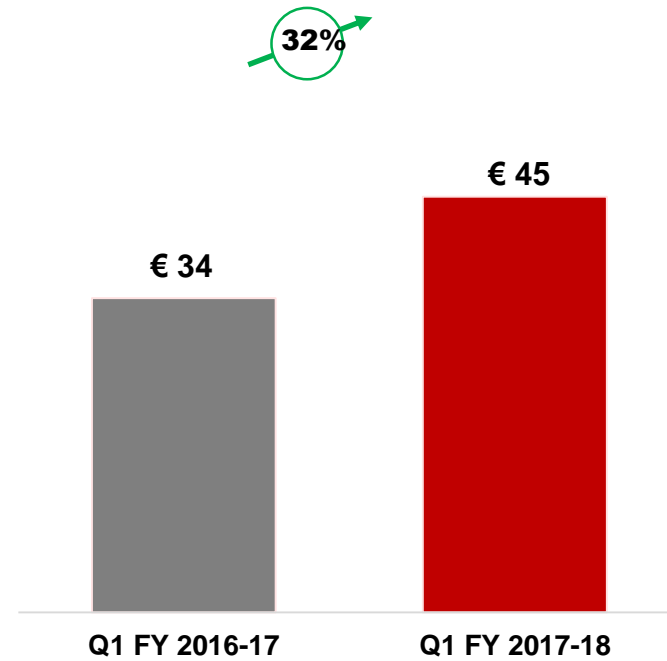
# SMR : Q1 FY17 vs Q1 FY18 (In Euro Terms\*\*)



## Revenues



## EBITDA

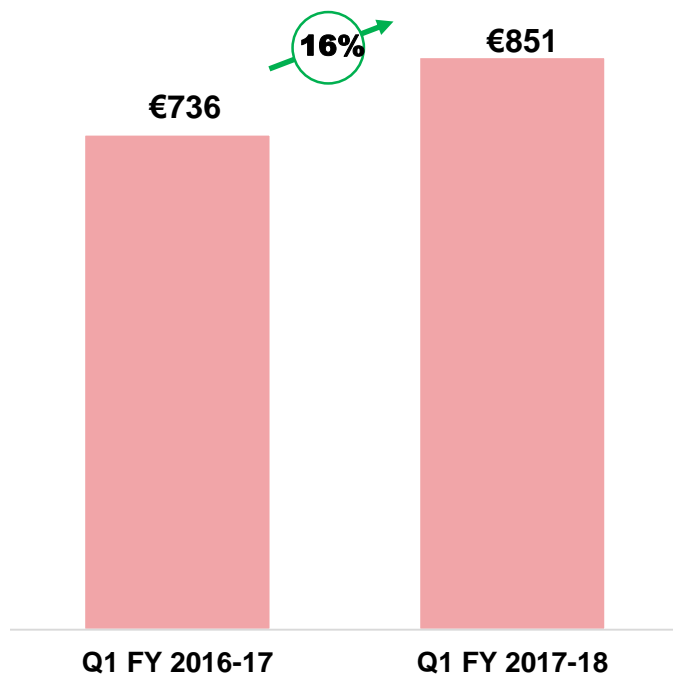


# SMP : Q1 FY17 vs Q1 FY18 (In Euro Terms\*\*)

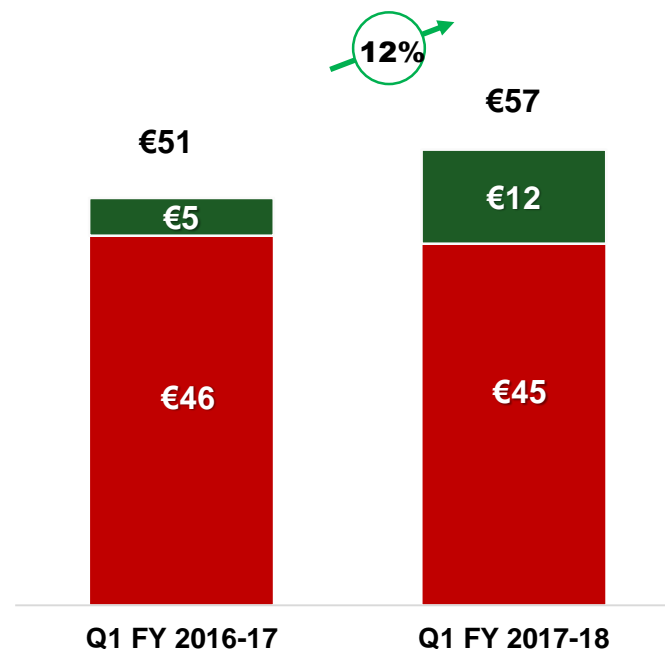


(In Million Euro)

## Revenues



## EBITDA



■ Reported EBITDA\*\* ■ Startup Cost Adjusted EBITDA

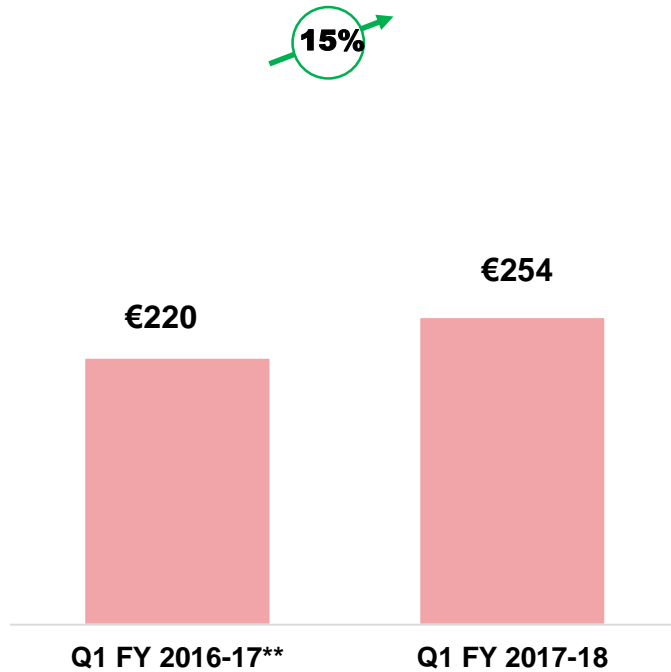
{\*\* After Start up cost for greenfield/ brownfield plants, charged to P&L}



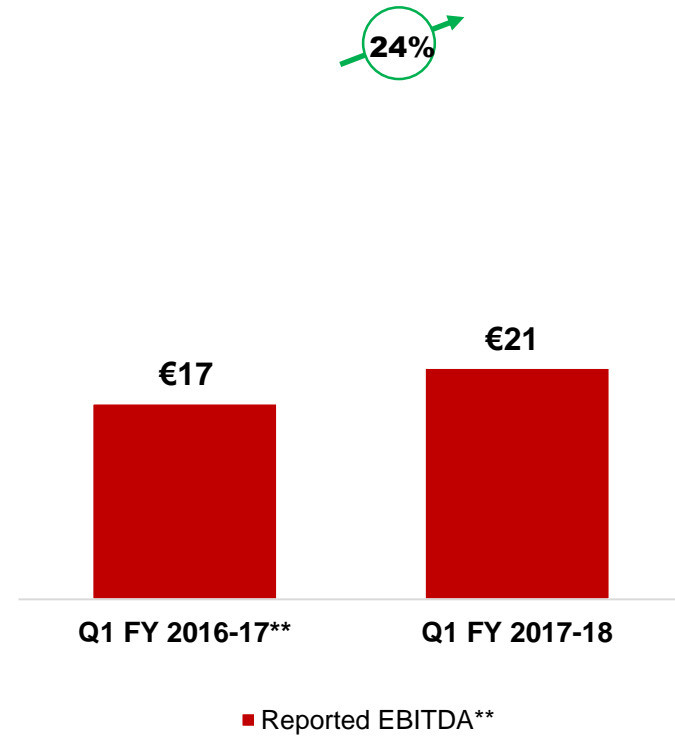
# PKC : Q1 FY17 vs Q1 FY18 (In Euro Terms\*\*)



## Revenues



## EBITDA



- **Highlights of the quarter**
- **Results Q1 FY17 vs Q1 FY18**
- **Debt status**
- **Status of facilities**

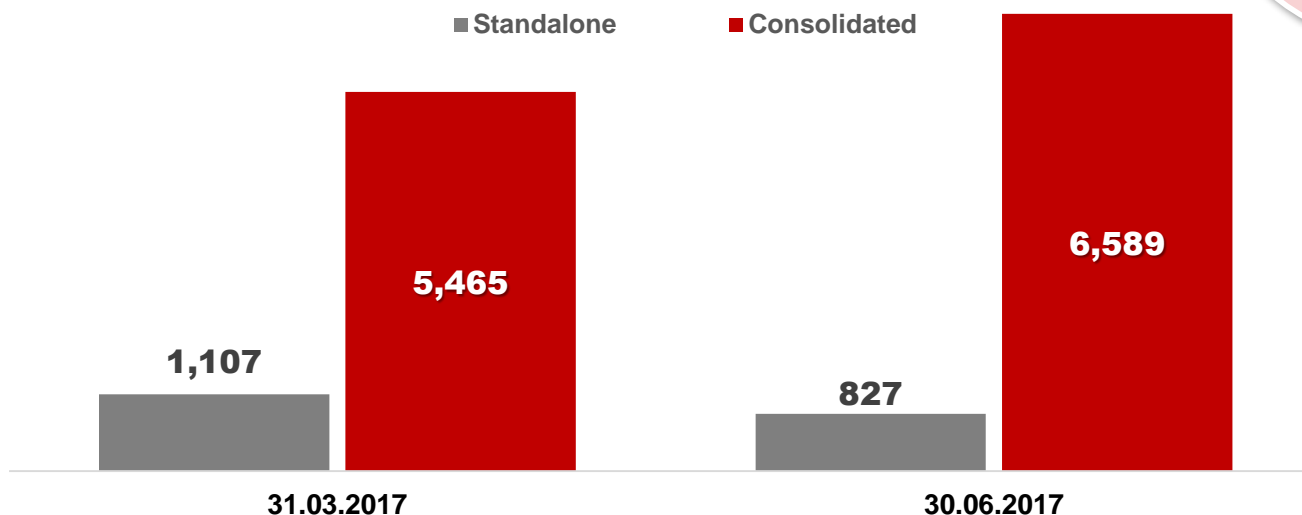
# Net Debt



(Rs. in Crores)

(Rs. in crores)	31.03.2017		30.06.2017	
	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,294	10,349	1,287	11,055
Cash & Bank	187	4,884	460	4,466
Net Debt	1,107	5,465	827	6,589

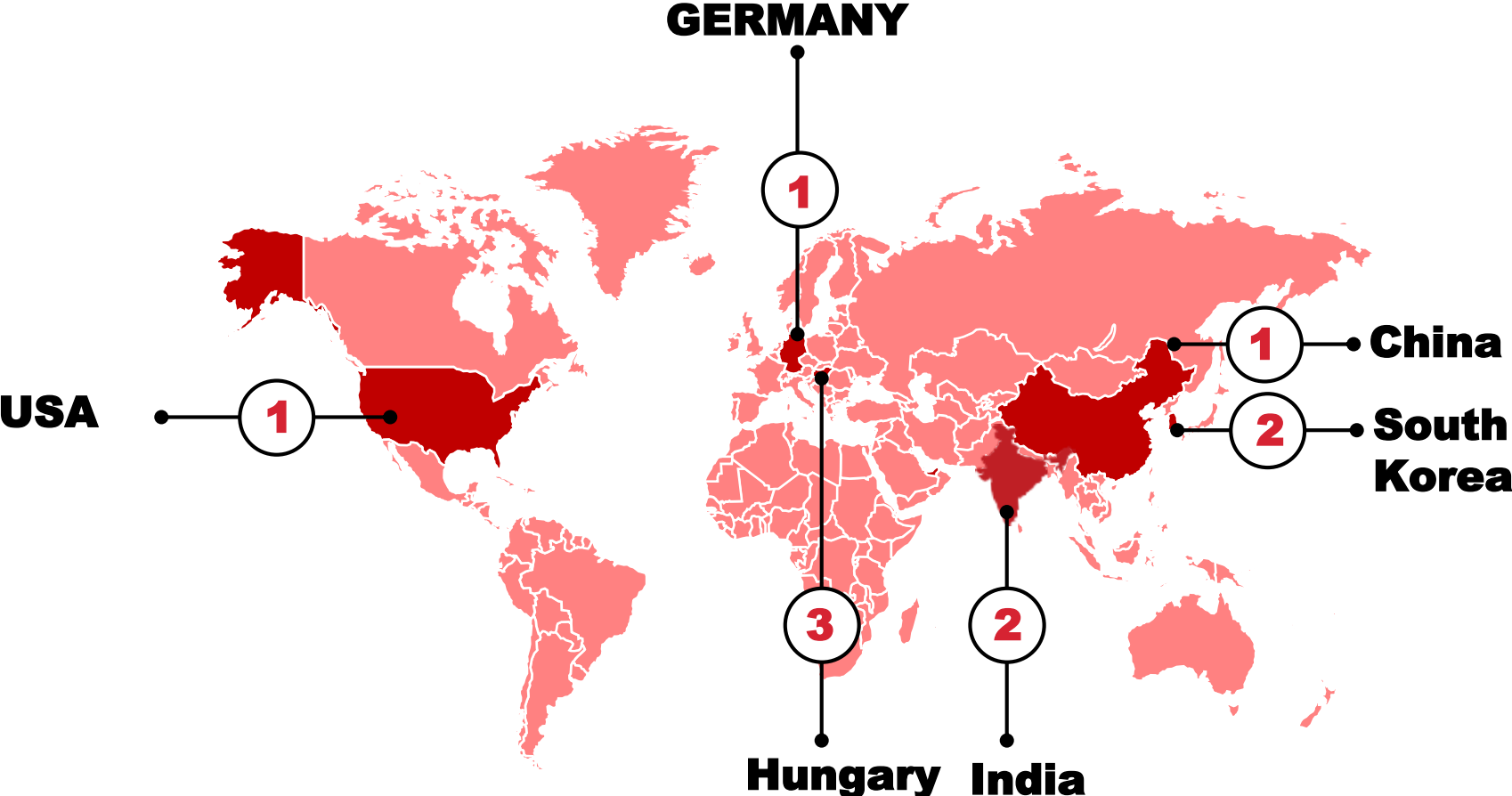
Proceeds from New bond issuance of Euro 300 mn plus cash on the balance sheet utilized for Early redemption of bond of Euro 500 million in July 2017



Exchange rate used	31.03.2017	30.06.2017
Rs./Euro	69.05	73.76
Rs./USD	64.85	64.58

- **Highlights of the quarter**
- **Results Q1 FY17 vs Q1 FY18**
- **Debt status**
- **Status of facilities**

# Status of upcoming facilities.



## Operational after the last update

**Mexico : 01**  
**India : 01**

*Upcoming facilities as on 30<sup>th</sup> June 2017.*



# Status of upcoming facilities – Americas.



**Company :** SMP  
**Location:** Tuscaloosa, AL (USA)  
**Type:** Greenfield Plant  
**Product:** Bumpers, Door panels, spoilers and other exterior parts  
**Operational :** Q1 FY18-19

Q1 FY15-16	Q3 FY15-16	Q1 FY16-17	Q3 FY16-17
New Development			

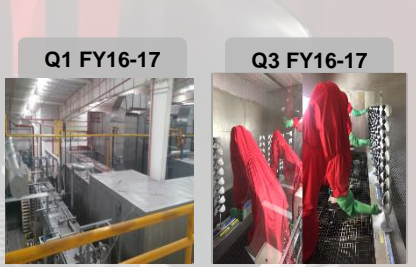




# Status of upcoming facilities - Americas.



**Company :** SMR  
**Location:** San Luis Potosí\*, Mexico  
**Type:** Expansion / Paint Shop  
**Product:** Exterior Rear View Mirrors  
**Operational :** Q4 FY 16-17



# Status of upcoming facilities – Europe.



**Company :** SMP  
**Location:** Kecskemet, Hungary  
**Type:** Greenfield plant,  
**Product:** Bumpers & Door Panels  
**Operational :** Q4 FY 17-18

Q1 FY15-16  
 New Development





# 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



# Status of upcoming facilities – Europe.



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

Q3 FY16-17





# Status of upcoming facilities – Asia.



**Company : SMR**  
**Location: Incheon, South Korea**  
**Type: Relocation of Plant**  
**Product: Mirror parts, Powerfold,**  
**Operational : Q4, FY 17-18**

Q1 FY16-17



Q3 FY16-17



# Status of upcoming facilities – India.



**Company :** **MSSL WHD**  
**Location:** **Sanand\*, India**  
**Type:** **Greenfield plant**  
**Product:** **Wiring Harness**  
**Operational :** **Q4 FY 16-17**

Q1 FY15-16	Q3 FY15-16	Q1 FY16-17	Q3 FY16-17
New Development			





# Status of upcoming facilities – India.



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





# Status of upcoming facilities – India.



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

Q3 FY16-17





# New Developments – Europe.



**Company : SMP**

**Location: Neustadt, Germany**

**Type: Expansion**

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

**Operational : Q3 FY 18-19**

# New Developments – Asia.

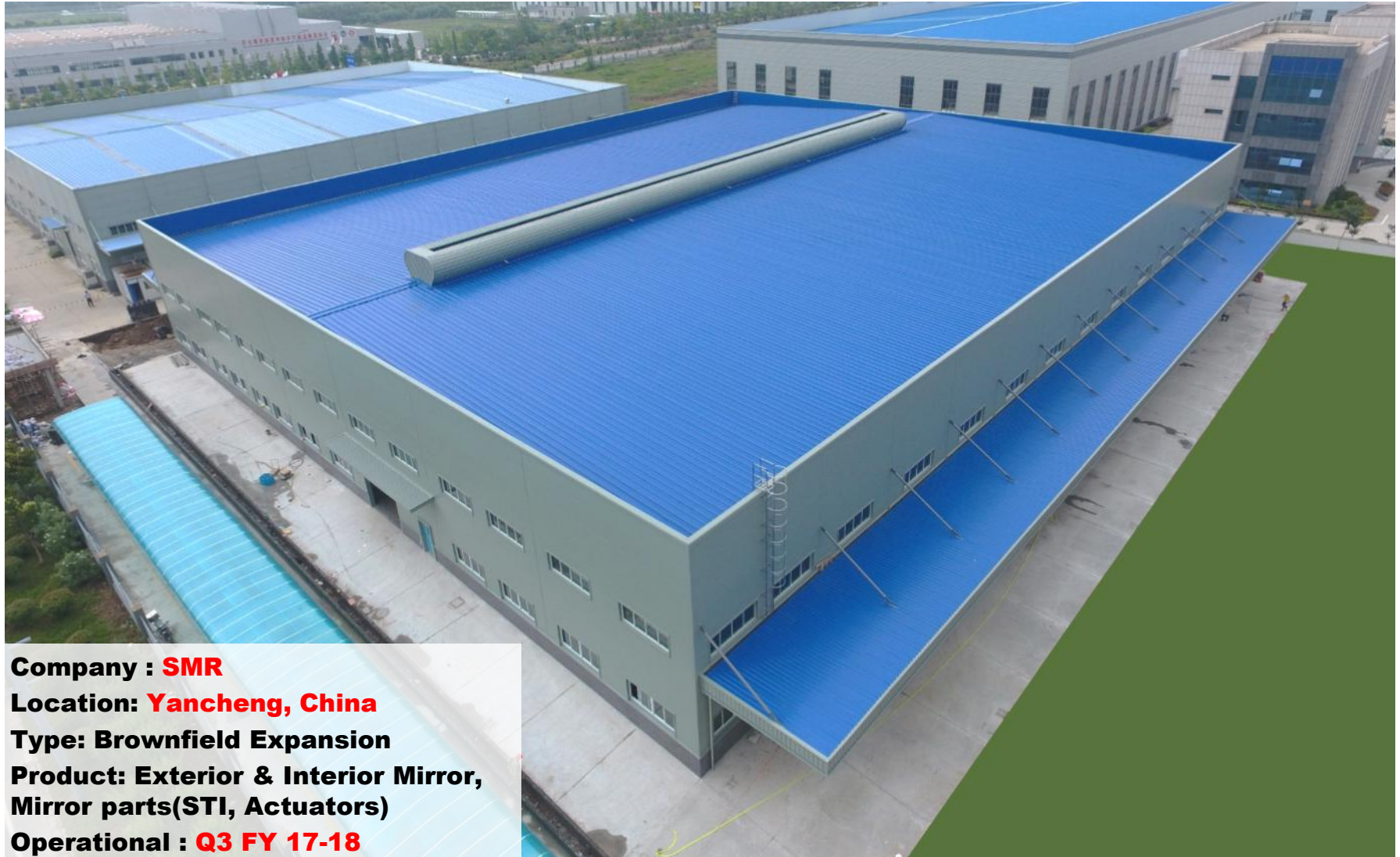


**Company : SMR**  
**Location: Cheongju city, South Korea**  
**Type: Expansion / New building**  
**Product: Exterior & Interior Mirror**  
**Operational : Q3 FY 17-18**





# New Developments – Asia.



**Company : SMR**  
**Location: Yancheng, China**  
**Type: Brownfield Expansion**  
**Product: Exterior & Interior Mirror, Mirror parts(STI, Actuators)**  
**Operational : Q3 FY 17-18**



# Reference Rates, Notes & Safe harbor



## Copper Rates.

### Q1 FY17-18

Average	Q1 2016-17	Q1 2017-18	% Change
LME Copper (USD / Ton)	4,730	5,663	19.7%

## Exchange Rates.

(average)

### Q1 FY17-18

Currency (equal to Rs.)	Q1 2016-17	Q1 2017-18	% Change
INR to Euro	75.53	70.98	-6.0%
INR to YEN	0.62	0.58	-6.5%

## 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.

## Notes :

1. This presentation has been prepared from the unaudited financial results for the quarter ending on 30<sup>th</sup> June 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 Q2 CY2016 have been compared with current quarter
7. For details, please refer to the results published on the website

# Thank you.