



**Proud
to be
part of.**

Presentation on Results

Q1 FY 2018-19

07th of August 2018

motherson sumi
systems limited 



Attention for Q1FY19 Results

- 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 quarterly results after implementation of new accounting standard, have an impact on the company’s 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 – 5.



On Consolidated Basis :

- Revenues**  by 24%, EBITDA#  by 24%, PBT #  by 32%, PAT #  by 57%.
- Revenues** within India  by 22%, Revenues** Outside India  by 25%.

On Standalone Basis :

- Revenues**  by 22%, EBITDA  by 13%, PBT  by 11%.
- Domestic revenues**  by 22%, Export revenues  by 25%.

**** Adjusted for adjustments due to New Accounting Standard (ref Slide 4 & 5)**

adjusted for startup costs

Status of Facilities :

- Proud to announce the inauguration of SMP Tuscaloosa (USA) plant
- Globally, 6 plants are at different stages of completion. Construction of 1 new plant has been initiated while 4 plants have started operations since the previous announcement made during the results for Dec 2017 quarter.
- 27 facilities completed across 9 countries since the announcement of Vision 2020. With this a large part of capex for the organic growth is completed.



Change in Accounting Standards Ind AS 115 - Impact



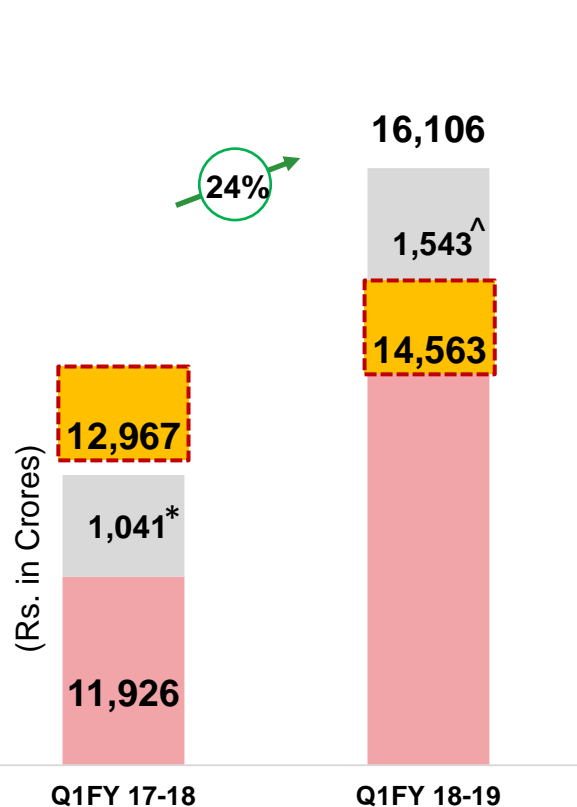
- Ind AS 115, 'Revenue from Contracts with Customers' notified on 28 March 2018, has been made effective from 1 April 2018.
- Detailed analysis has been carried out on the implications of implementation of new standard on the revenue. The Company builds all customized products for its customers. In certain contracts, Company is undertaking higher level assemblies of modules such as Instrument Panels, Cockpits etc. wherein whole/ substantial components are procured from suppliers nominated by customer without taking over any risks on the Company itself. Such a situation has been defined in standard as Company acting as an agent, and recognize revenues excluding the value of such components
- In view of implementation of new standards, only service fees involved in such contracts where the company has limited risks has been recognized as revenue by netting the cost of such components from raw material consumption as well as from sales as against earlier practice of full value to be included in Revenue.
- The new standard has been applied from 1 April 2018, The figures of previous quarter/year remain same as reported earlier.
- This change does not have impact on EBITDA/PBT and also has no impact on ROCE .
- The Impact of Ind AS 115 on the revenues is shown on next slide.



Impact of IND AS 115

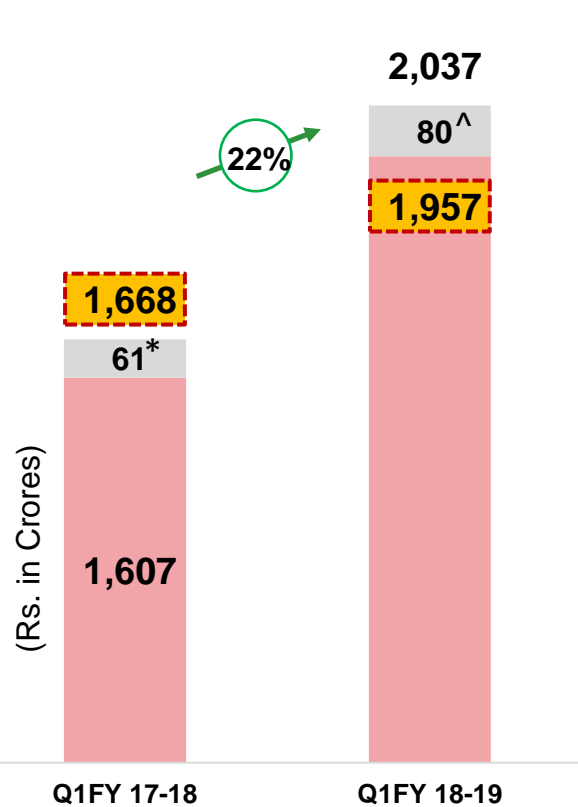


Consolidated Revenues



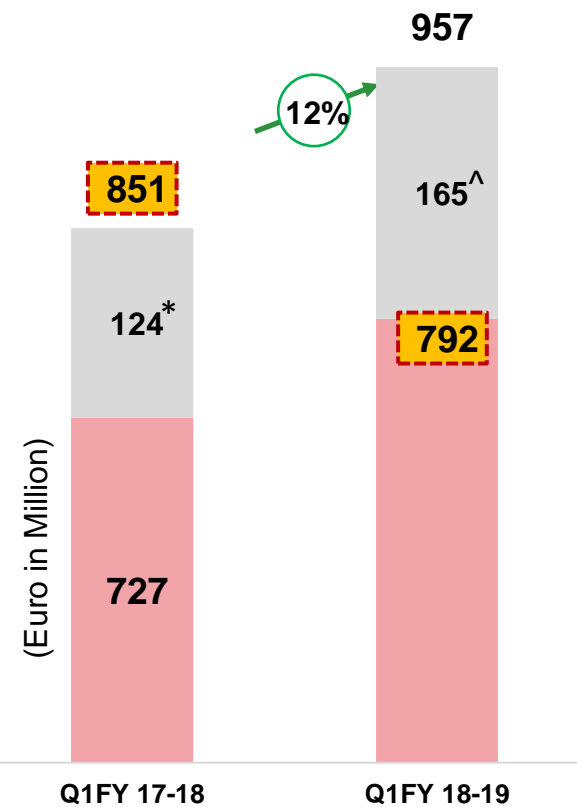
* Included in reported revenue
^ Netted in reported revenue

Standalone Revenues



* Included in reported revenue
^ Netted in reported revenue

SMP Revenues (part of SMRP BV)

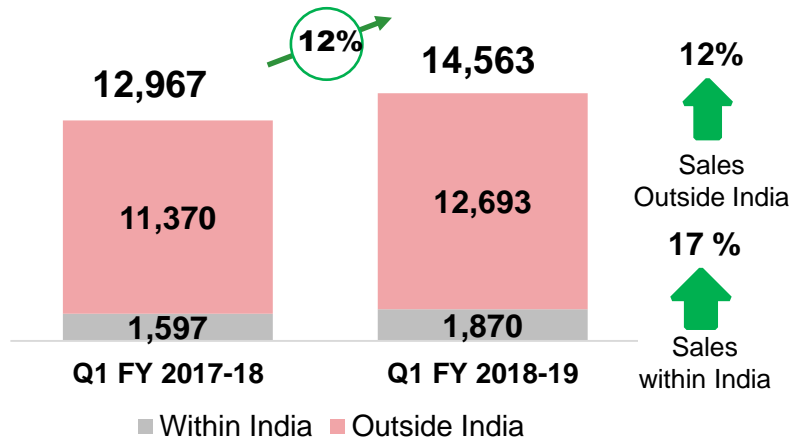


* Included in reported revenue
^ Netted in reported revenue

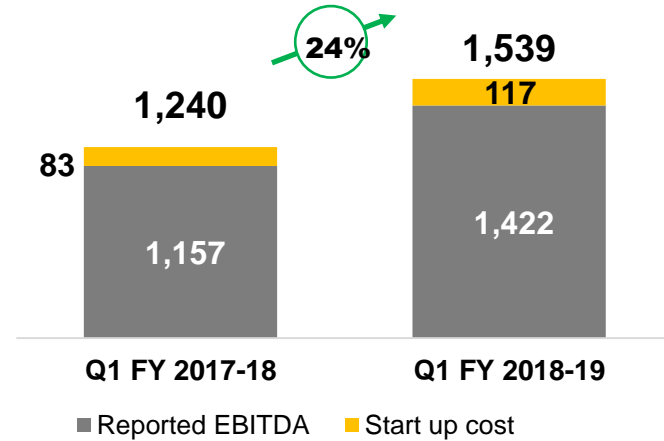


MSSL Consolidated : Q1 FY18 vs Q1 FY19

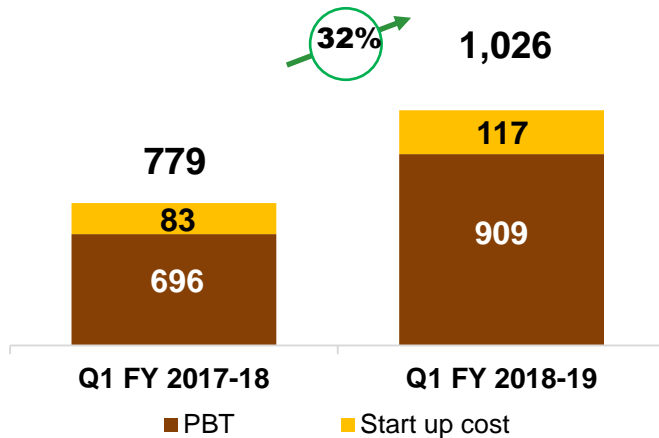
Revenues



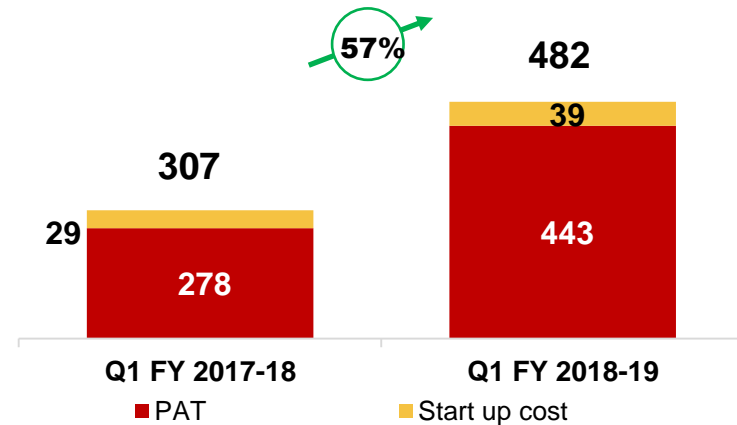
EBITDA



PBT*

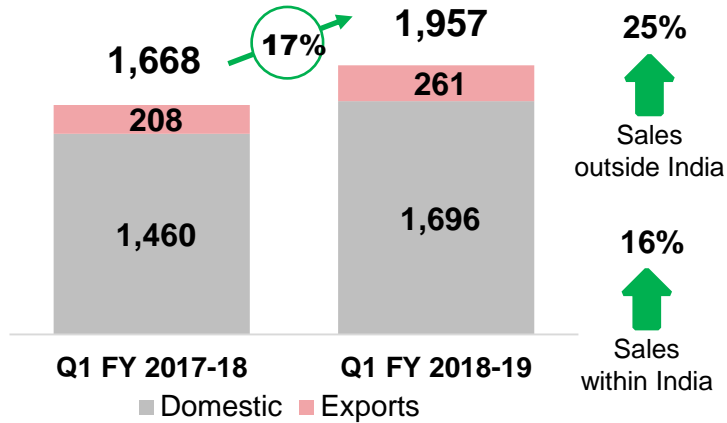


PAT (Concern Share)

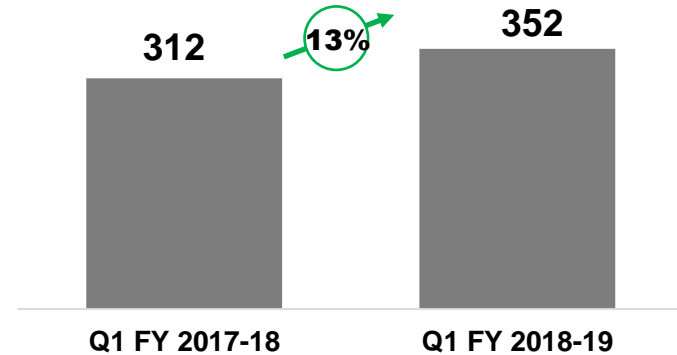


MSSL Standalone : Q1 FY18 vs Q1 FY19

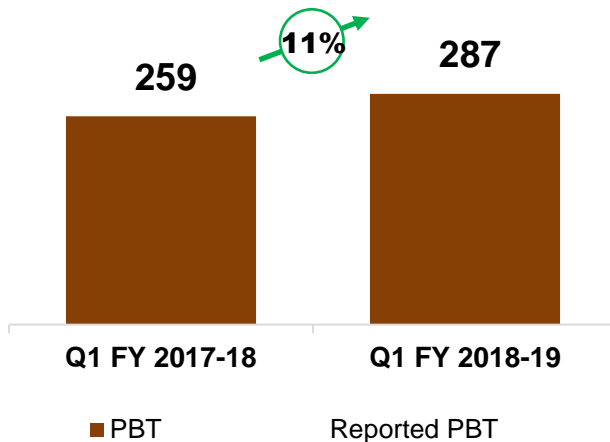
Revenues



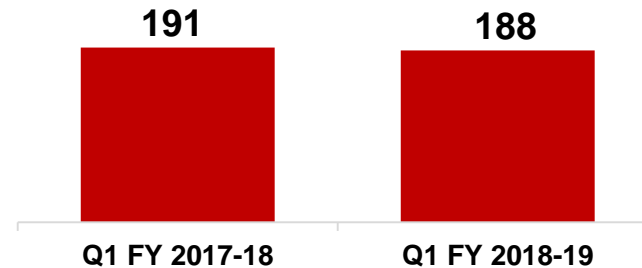
EBITDA



PBT



PAT



SMRPBV : Q1 FY18 vs Q1 FY19

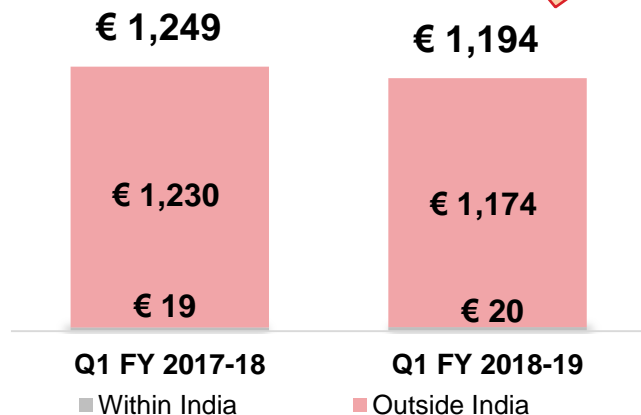
(In Euro Terms**)



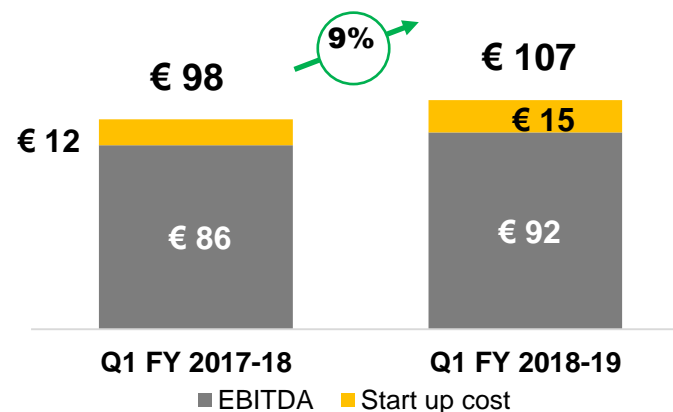
(In Million Euro)

Revenues

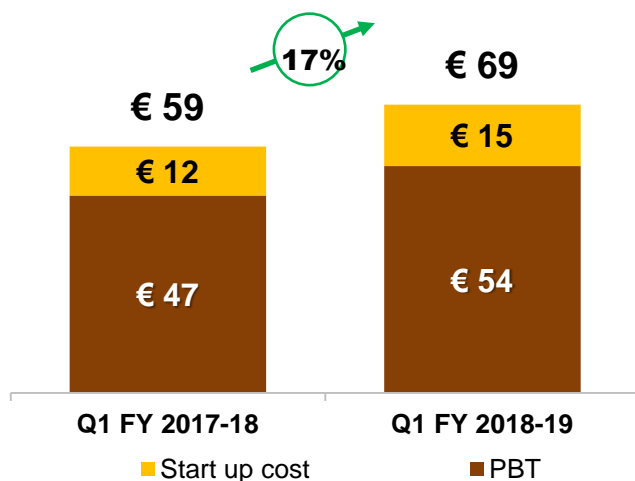
Impact of new accounting Standard on SMP – slide no 5



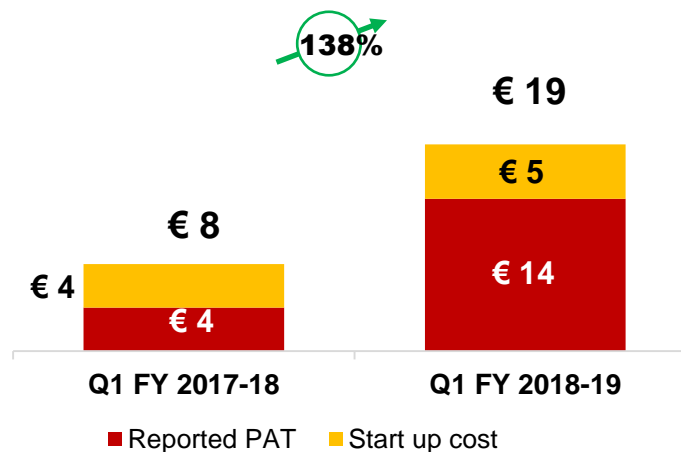
EBITDA



PBT



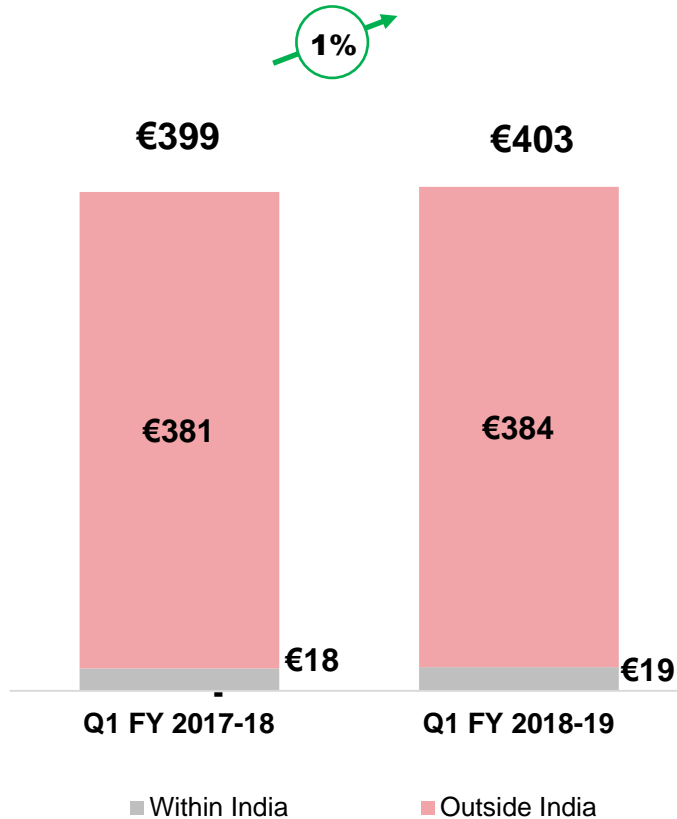
PAT (Concern Share)



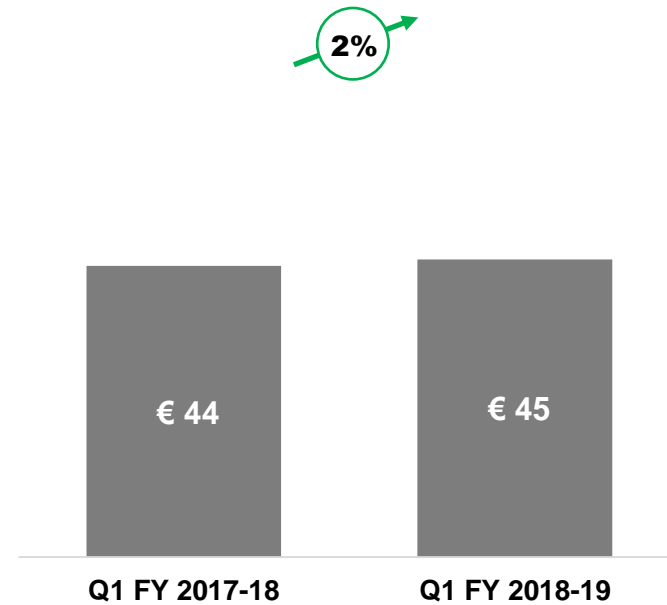
SMR : Q1 FY18 vs Q1 FY19

(In Euro Terms**)

Revenues



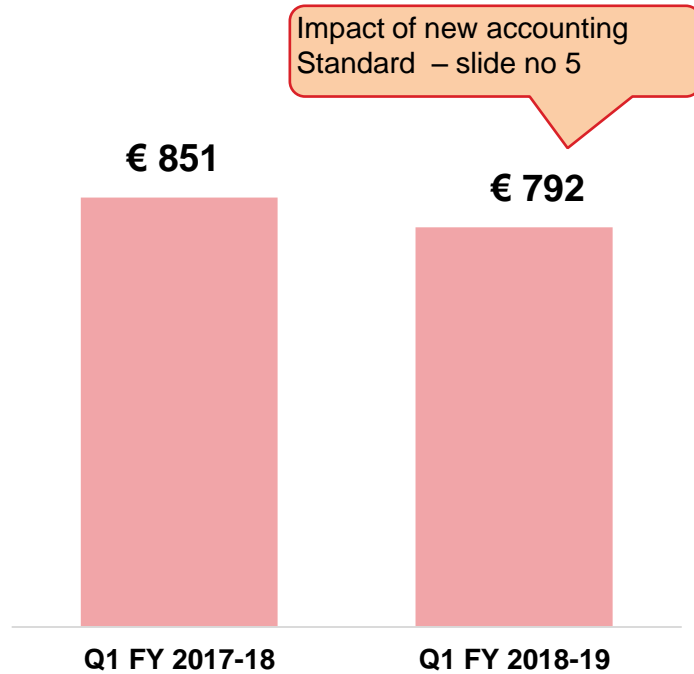
EBITDA



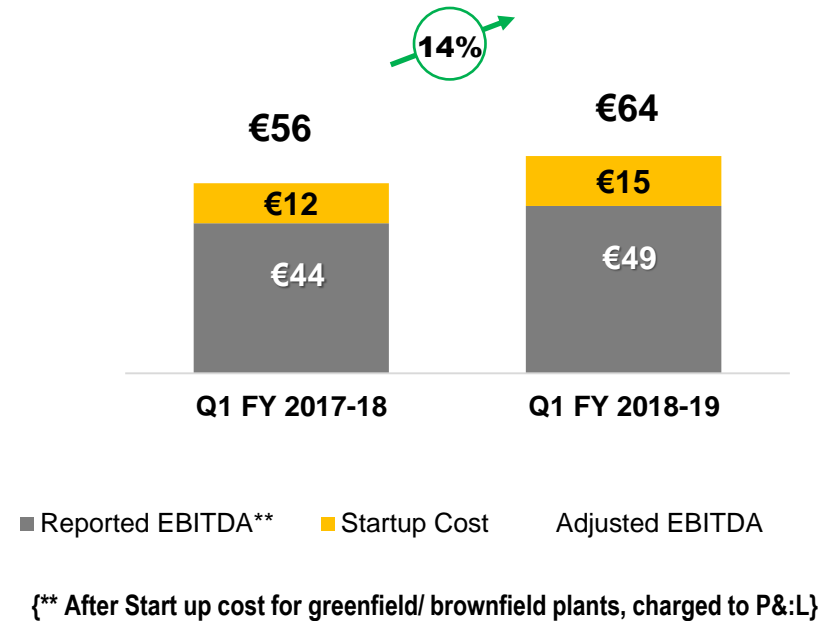
SMP : Q1 FY18 vs Q1 FY19

(In Euro Terms**)

Revenues



EBITDA



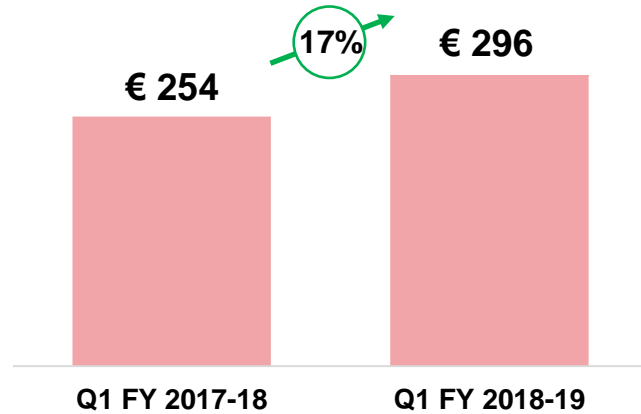
PKC : Q1 FY18 vs Q1 FY19

(In Euro Terms**)

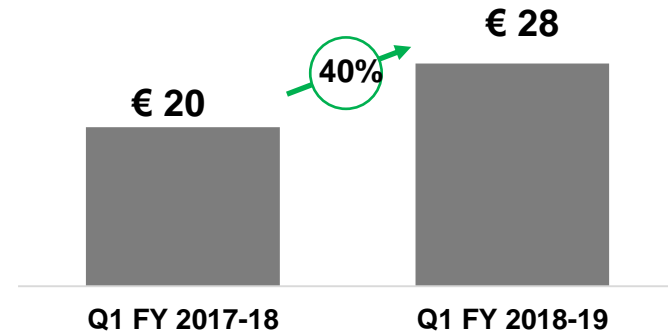


(In Million Euro)

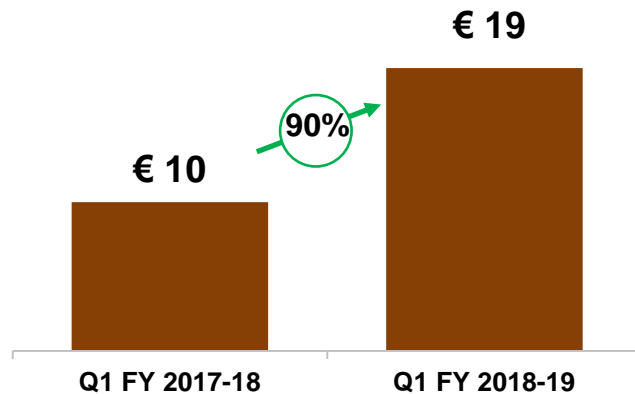
Revenues



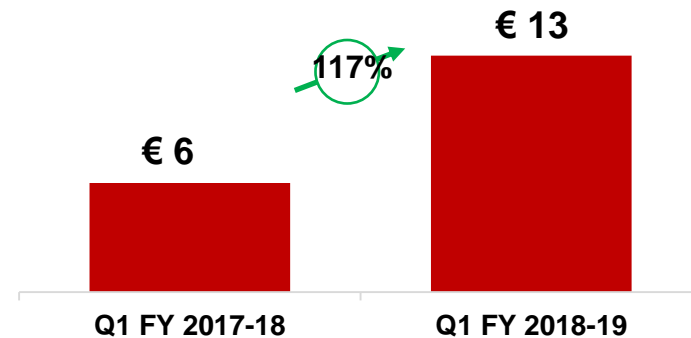
EBITDA



PBT



PAT (Concern Share)



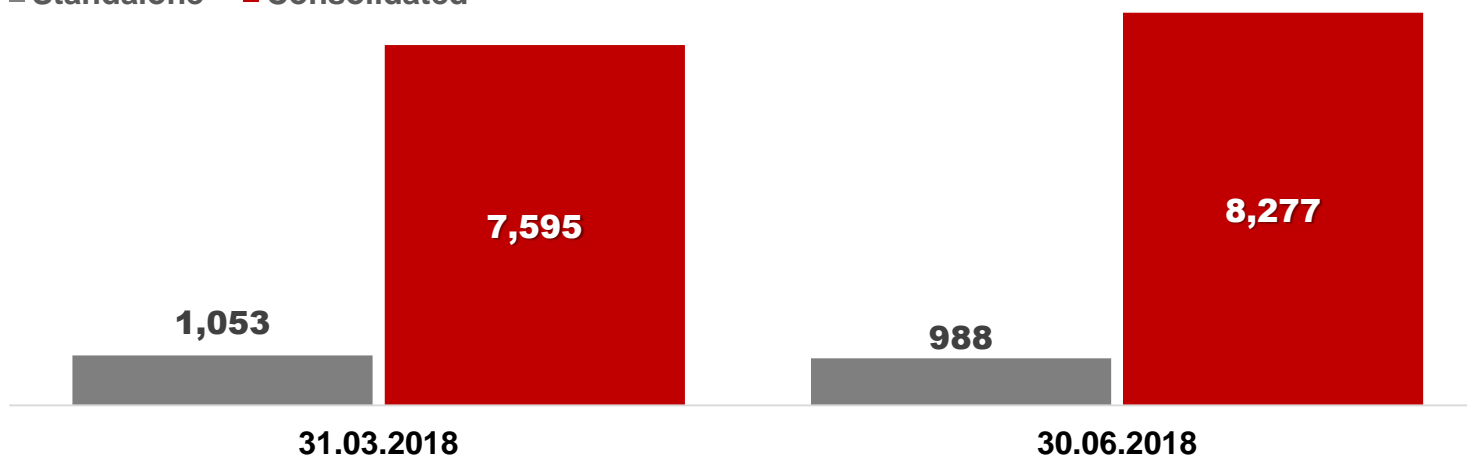
Net Debt



(Rs. in Crores)

Rs. In Crores	31.03.2018		30.06.2018	
	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,155	10,373	1,190	10,997
Cash & Bank	102	2,778	202	2,720
Net Debt	1,053	7,595	988	8,277

■ Standalone ■ Consolidated

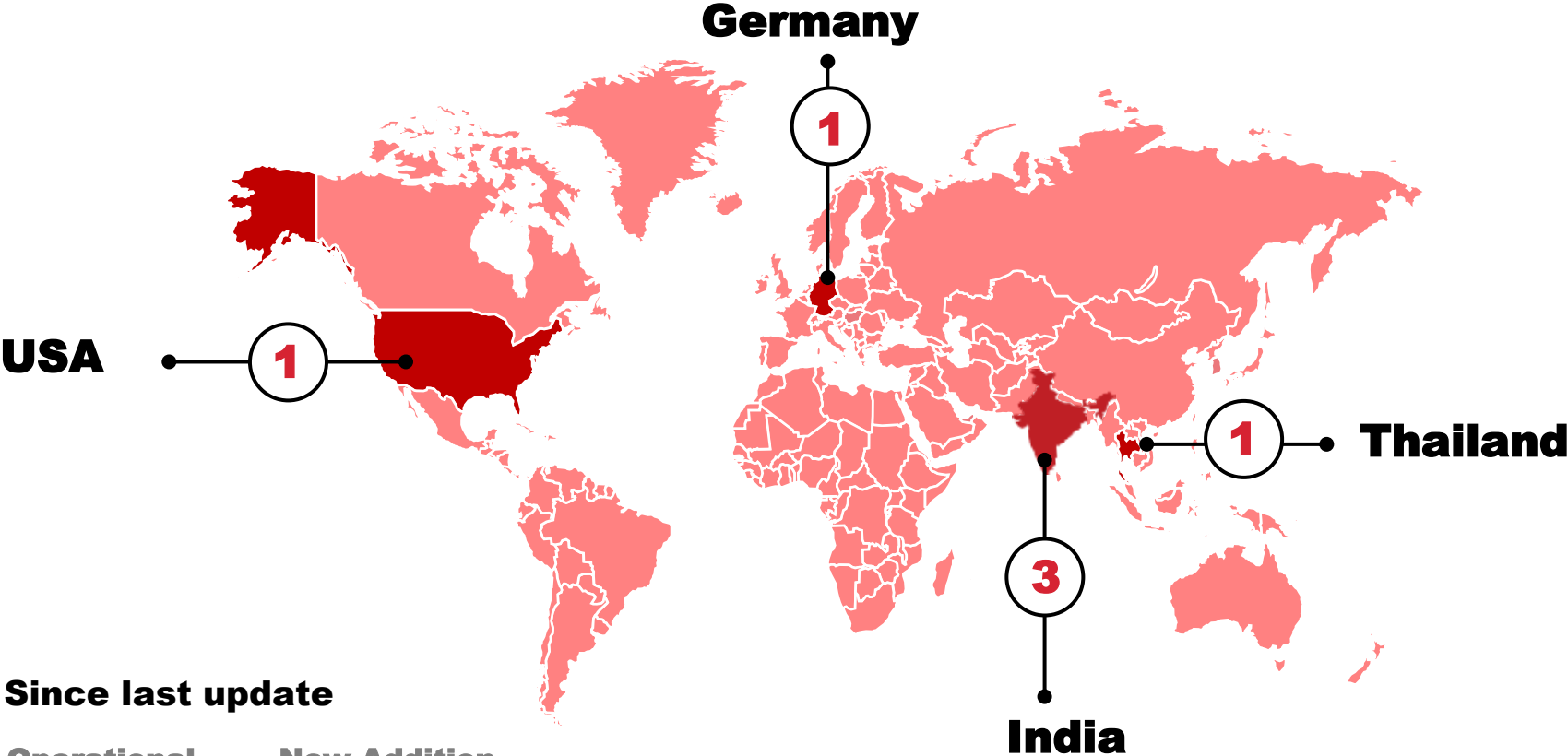


Exchange rate used	31.03.2018	30.06.2018
Rs./Euro	80.29	79.99
Rs./USD	65.17	68.47



Status of upcoming facilities – QFY19.

6 plants at different stages of completion

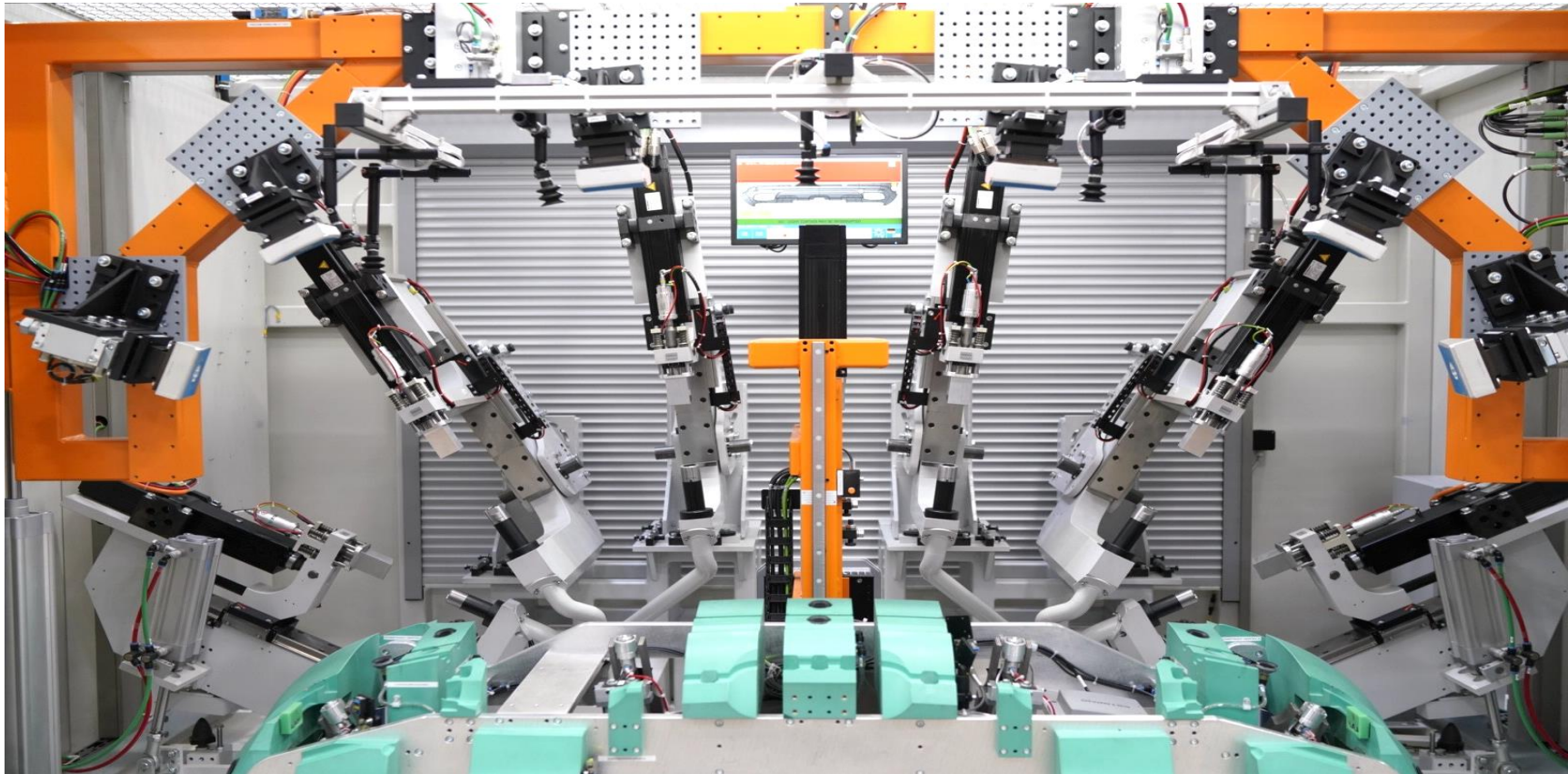


Since last update

<u>Operational</u>	<u>New Addition</u>
Hungary : 03	Thailand : 01
S. Korea : 01	



Status of upcoming facilities – Americas.



Company : SMP

Location: Tuscaloosa, AL (USA)

Type: Greenfield Plant

Product: Bumpers, Door panels, spoilers and other exterior parts

Operational : Q3 FY18-19

Q3 FY15-16



Q1 FY16-17



Q3 FY16-17



Q1 FY17-18



Q3 FY17-18



Inauguration Ceremony of SMP Tuscaloosa, USA plant



**Inauguration Ceremony of the SMP Tuscaloosa Plant,
26th of April 2018**

Status of upcoming facilities – Europe.



Company : SMP
Location: Kecskemet*, Hungary
Type: Greenfield plant,
Product: Bumpers & Door Panels
Operational : Q1 FY 18-19



Status of upcoming facilities – Europe.



Company : SMP

Location: Neustadt, Germany

Type: Expansion

Product: Dashboard, Bumpers, Door Panels

Operational : Q3 FY 18-19

Q1 FY17-18



Q3 FY17-18



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



* This plant information will be removed in the subsequent presentations

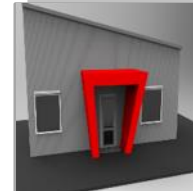


Status of upcoming facilities – Europe.



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

Q3 FY16-17



Q1 FY17-18



Q3 FY17-18



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



Q1 FY17-18



Q3 FY17-18



Status of upcoming facilities – India.

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Company : SMR

Location: Chennai, India

Type: Relocation & New Facilities

**Product: Exterior & Interior Mirror,
Mirror parts (Actuators)**

Operational : Q1 FY 19-20

Q3 FY17-18



Status of upcoming facilities – India.

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Company : MSSL WHD

Location: Pithampur-II, Indore, India

Type: Expansion

Product: Wires

Operational : FY 18-19

Q3 FY17-18



Status of upcoming facilities – India.

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Company : MSSL WHD

Location: Pithampur-III, Indore, India

Type: Expansion

Product: Wiring Harness

Operational : FY 18-19

Q3 FY17-18



New Developments - Asia.

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Company : MSSL WHD

Location: Thailand

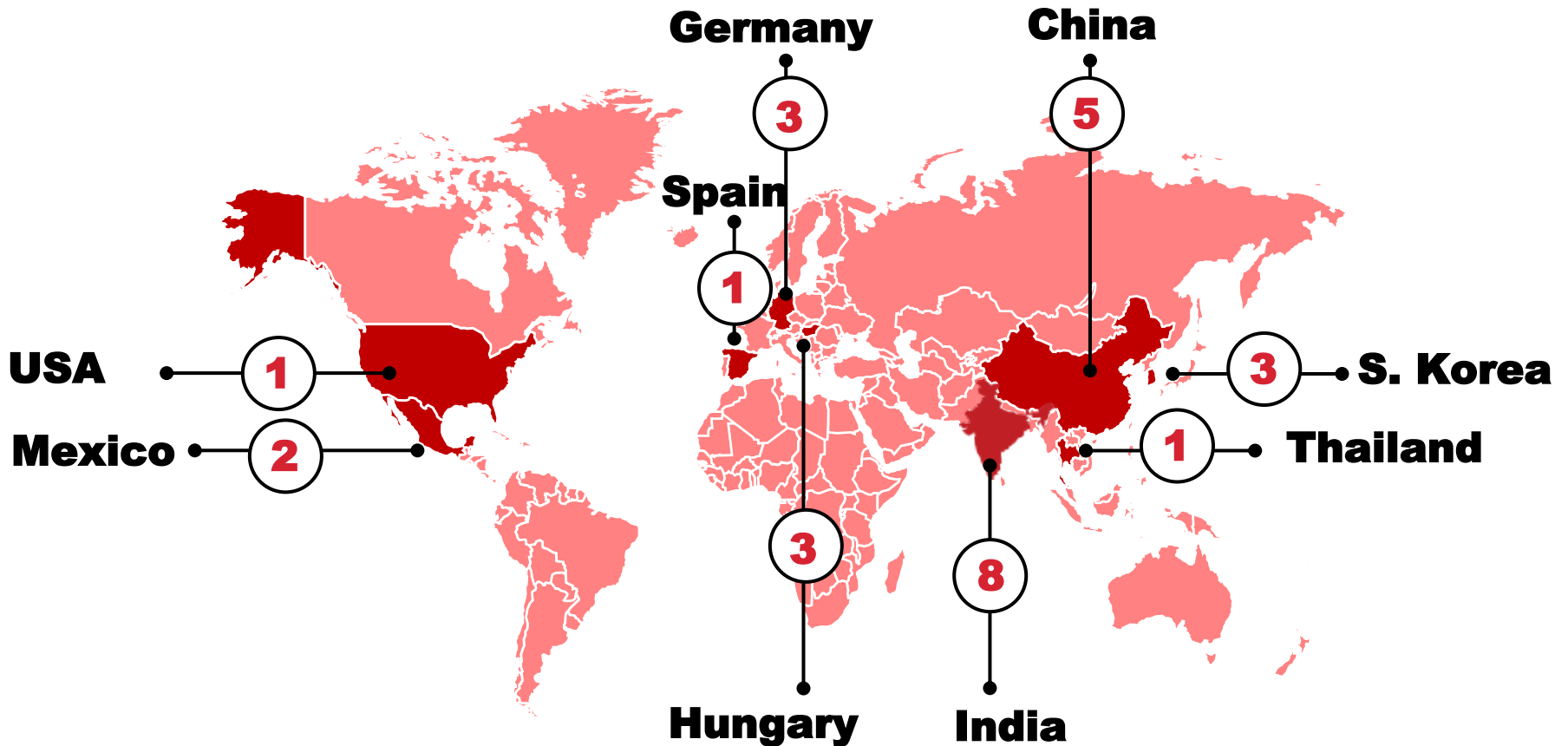
Type: Relocation of the plant

Product: Wiring Harness

Operational : FY 19-20

Facilities Completed Globally.

27 facilities completed across 9 countries since announcement of Vision 2020



Reference Rates, Notes & Safe harbor



Copper Rates.

Average	Q1 2017-18	Q1 2018-19	% Change
LME Copper (USD / Ton)	5,663	6,872	21.3%

Exchange Rates.

(average)

Currency (equal to Rs.)	Q1 2017-18	Q1 2018-19	% Change
INR to Euro	70.98	79.82	12.5%
INR to YEN	0.58	0.61	5.2%

Notes :

1. This presentation has been prepared from the unaudited financial results for the year ended on 30th June 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 MSSSL by using average year to-date exchange rates
6. For details, please refer to the results published on the website

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Thank you.

