

February 10, 2020

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

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

**Scrip Code : MOTHERSUMI**

**Scrip Code : 517334**

**Ref. : Unaudited Financial Results for the third quarter and nine months ended December 31, 2019**

Dear Sir(s) / Madam(s),

The Board of Directors of the Company in their meeting held on **Monday, February 10, 2020**, *inter-alia*, have discussed and approved unaudited Standalone and Consolidated Financial Results of the Company for the third quarter and nine months ended December 31, 2019.

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

1. Unaudited Standalone and Consolidated Financial Results for the third quarter and nine months ended December 31, 2019;
2. Limited Review Reports on the Standalone and Consolidated Financial Results for the third quarter and nine months ended December 31, 2019;
3. Presentation on the performance of the Company for the third quarter and nine months ended December 31, 2019; and
4. Copy of the Press Release issued by the Company.

**The Board Meeting of the Company commenced at 09:30 a.m. and concluded at 11:20 a.m.**

The results will be uploaded on Company's website at [www.motherson.com](http://www.motherson.com) in compliance with Regulation 46(2)(1)(ii) and will be published in the newspapers in terms of Regulation 47(1)(b) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above is for your information and records.

Thanking you,

Yours truly,  
For Motherson Sumi Systems Limited



Alok Goel  
Company Secretary



Encl(s) : As above

Head Office:  
Motherson Sumi Systems Limited  
C-14 A & B, Sector 1, Noida – 201301  
Distt. Gautam Budh Nagar, U.P. India  
Tel: +91-120-6752100, 6752278  
Fax: +91-120-2521866, 2521966  
Website: [www.motherson.com](http://www.motherson.com)

Regd Office:  
Motherson Sumi Systems Limited  
Unit – 705, C Wing, ONE BKC, G Block  
Bandra Kurla Complex, Bandra East  
Mumbai – 400051, Maharashtra (India)  
Tel: 022-61354800, Fax: 022-61354801  
CIN No.: L34300MH1986PLC284510



**Proud to be  
part of.**

**Motherson Sumi Systems Ltd. (MSSL)  
Financial Performance  
Q3 FY 2019-20**

**motherson** 



- **Key Highlights**

- Results Q3 FY19 vs Q3 FY20
- Results 9M FY19 vs 9M FY20
- Debt status

# Key Highlights.

By focusing on improving operational efficiencies across our units and managing our financials prudently, we are adjusting well to market conditions especially in Europe, US and India.

- All business divisions have performed well given the challenging market conditions globally
- India operations show stable profits thanks to programs to improve operational efficiencies in declining market
- Consistent improved performance at SMP
- Prudent management of funds and control on capex, resulting in reduction of debt levels\*
- Operational improvement has been maintained at PKC, despite lower production of commercial vehicles in USA & Europe
- Translational losses on consolidation of company's financial results due to unfavorable movements in foreign exchange rates of approximately 4%

*Commenting on results, Mr Vivek Chaand Sehgal, Chairman, Motherson Sumi Systems Ltd. said,*

*"These results reflect the efforts of the team to 'breathe with the market'. We have intensified our focus on the areas we control. We continue to strengthen our operations at the unit level around the world and bring our greenfield plants to optimum levels. Thanks to the great spirit and efforts of our teams, we are able to support the OEMs in navigating through challenging conditions in certain markets and also in managing our cash flows wisely."*

*Note: All percentages are calculated based on reported numbers with corresponding previous period reported numbers*

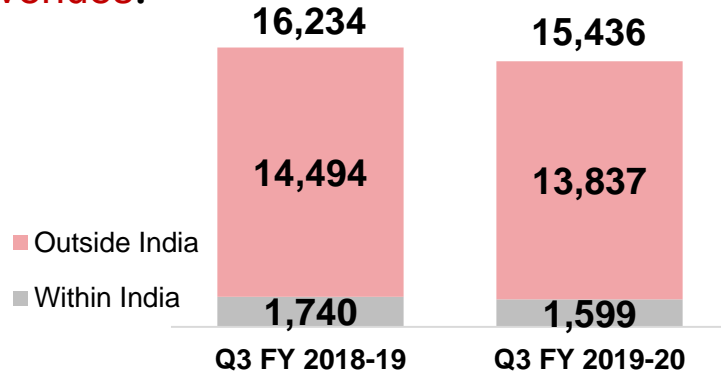
- MSSL : Motherson Sumi Systems Ltd
- SMP : Samvardhana Motherson Peguform
- SMR : Samvardhana Motherson Reflectec
- SMRC : Samvardhana Motherson Reydel Companies (acquired on 02<sup>nd</sup> Aug 2018)

- Key Highlights
- **Results Q3 FY19 vs Q3 FY20**
- Results 9M FY19 vs 9M FY20
- Debt status

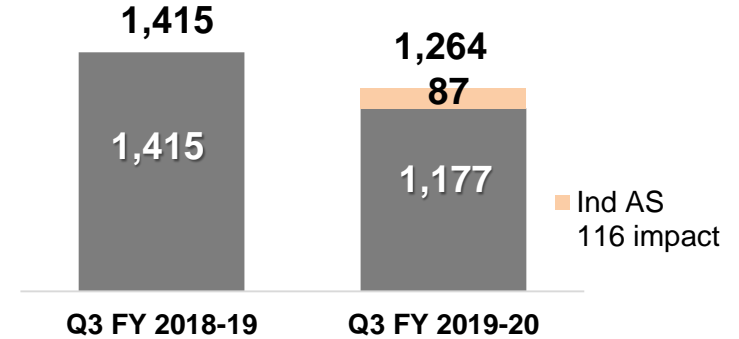
# MSSL Consolidated : Q3FY19 vs Q3FY20.

(Rs in Crores)

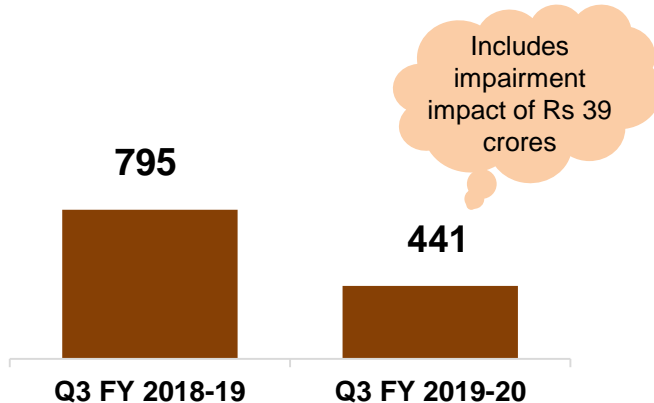
## Revenues.



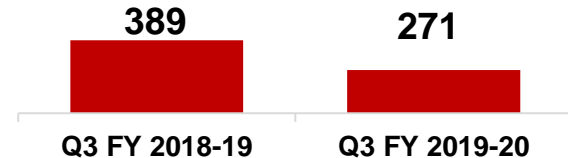
## EBITDA.



## PBT.



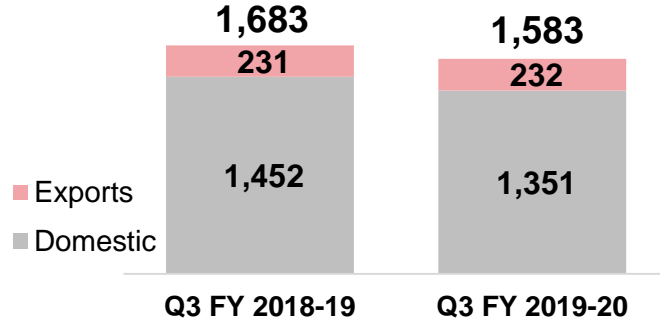
## PAT (Concern Share).



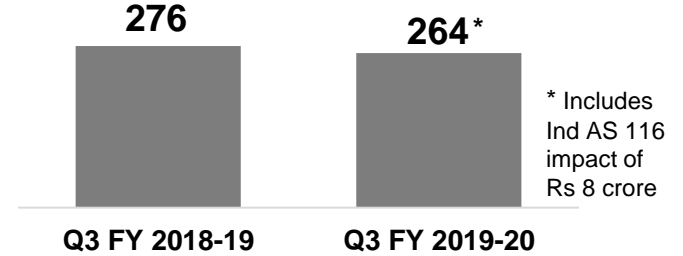
# MSSL Standalone : Q3FY19 vs Q3FY20.

(Rs in Crores)

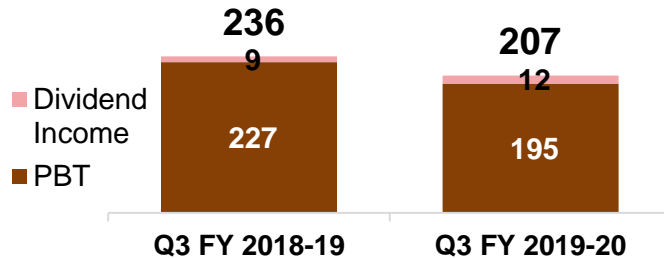
## Revenues.



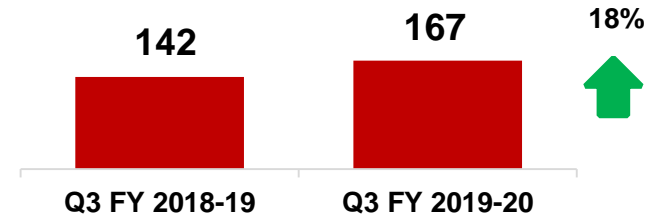
## EBITDA.



## PBT.



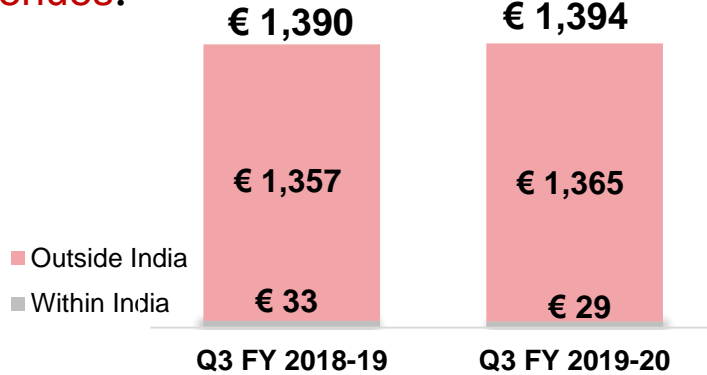
## PAT.



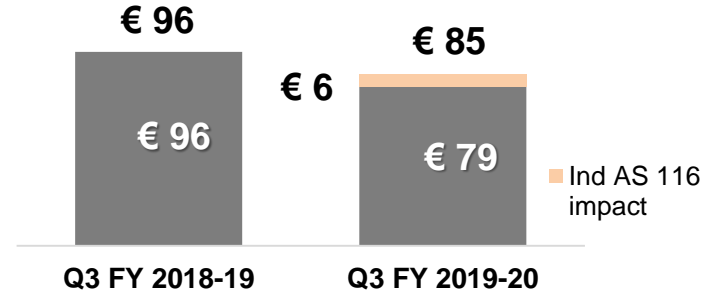
# SMRPBV (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

(In Million Euros)

## Revenues.

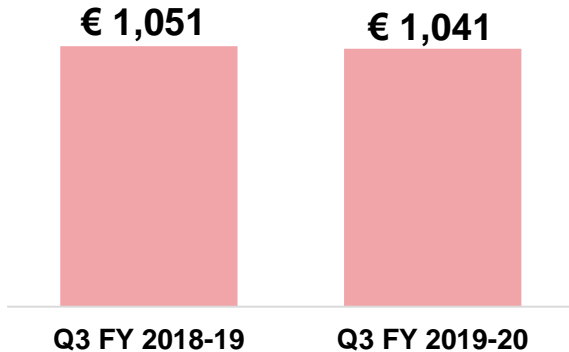


## EBITDA.



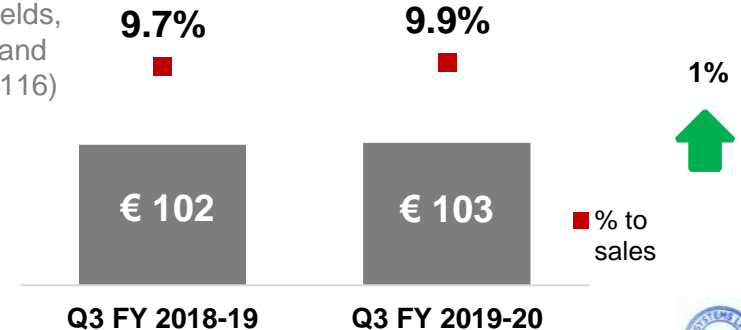
## Revenues.

(Excluding Greenfields & SMRC)



## EBITDA.

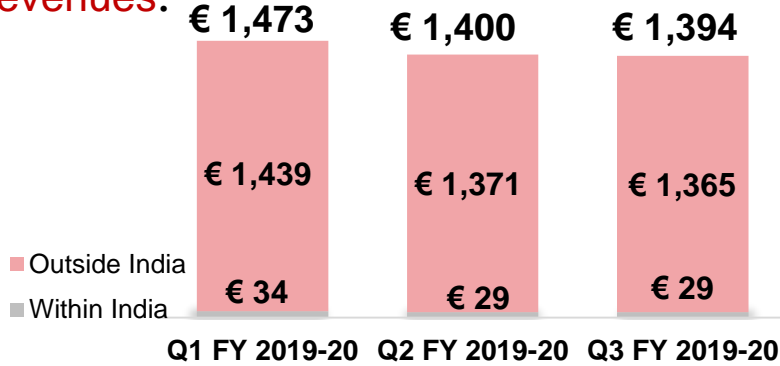
(Excluding Greenfields, SMRC and Ind AS 116)



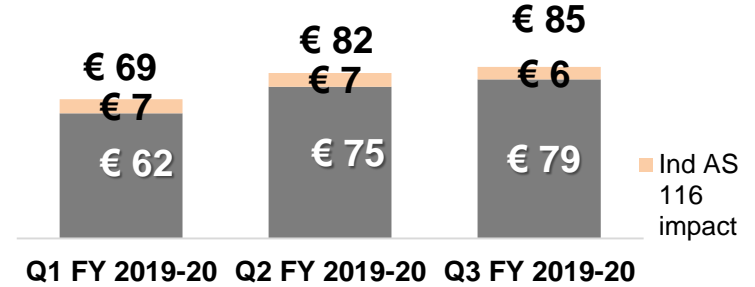


# SMRPBV Quarterly trend (In Euro Terms\*\*).

## Revenues.

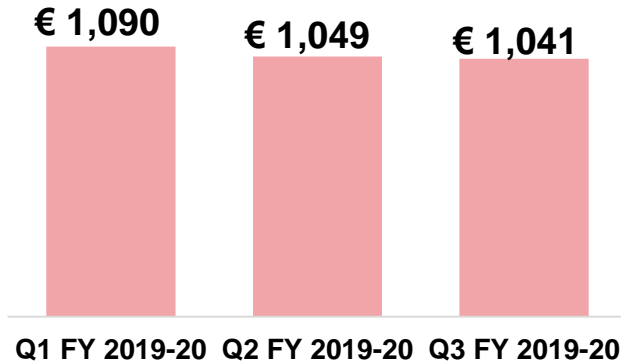


## EBITDA.



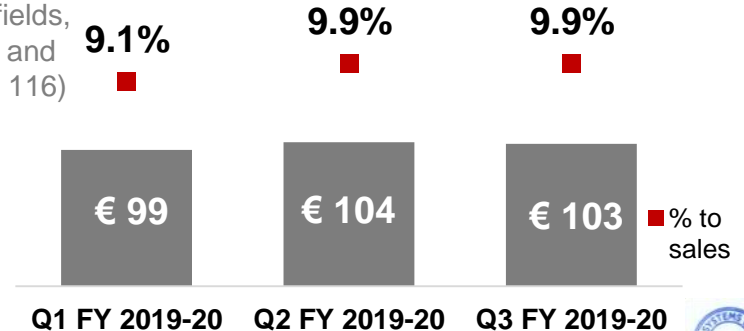
## Revenues.

(Excluding Greenfields & SMRC)



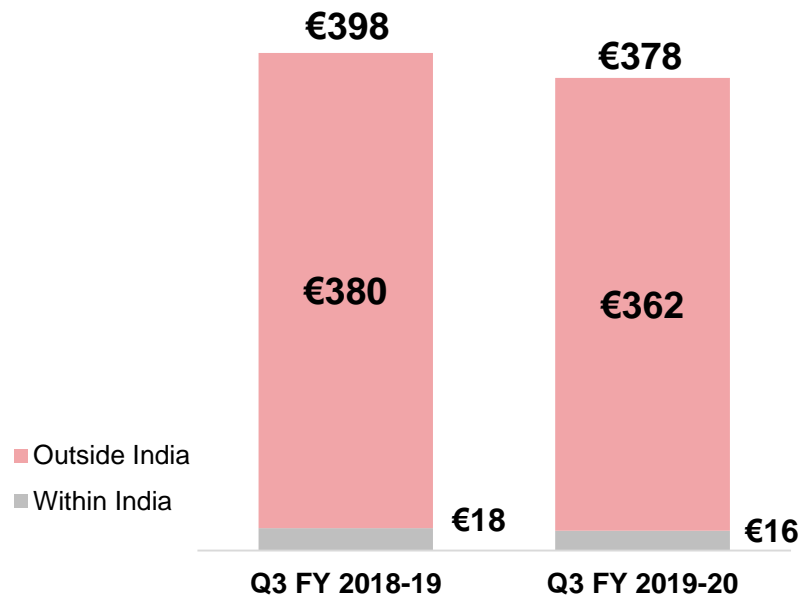
## EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

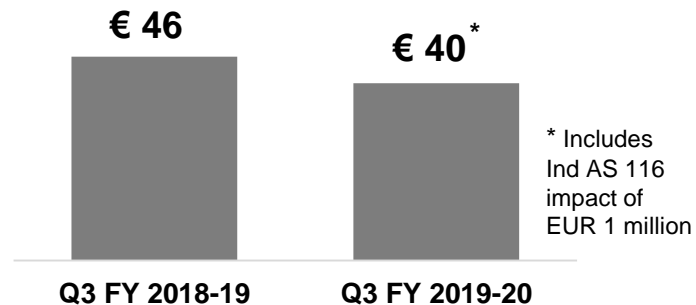


# SMR (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

## Revenues.



## EBITDA.

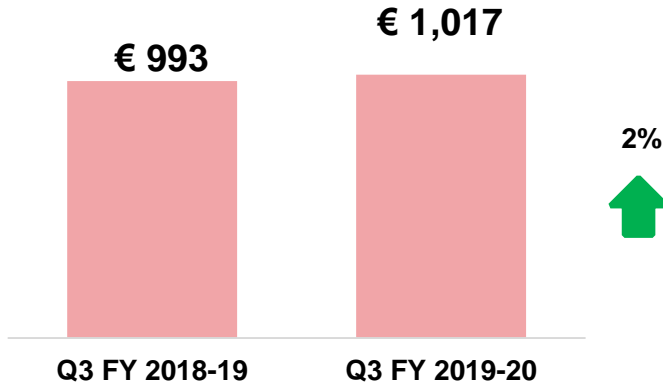


\* Includes Ind AS 116 impact of EUR 1 million

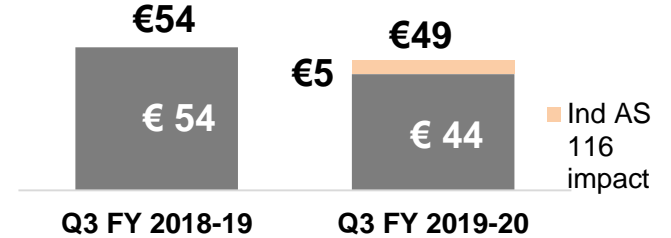
# SMP (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

(In Million Euros)

## Revenues.

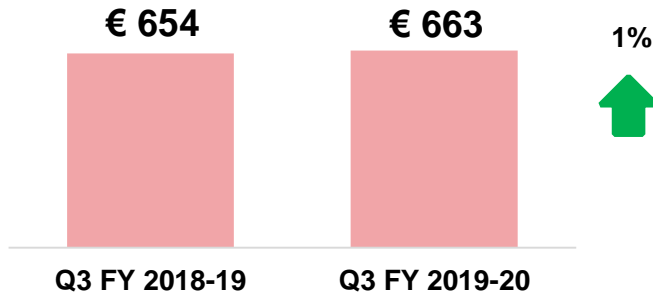


## EBITDA.



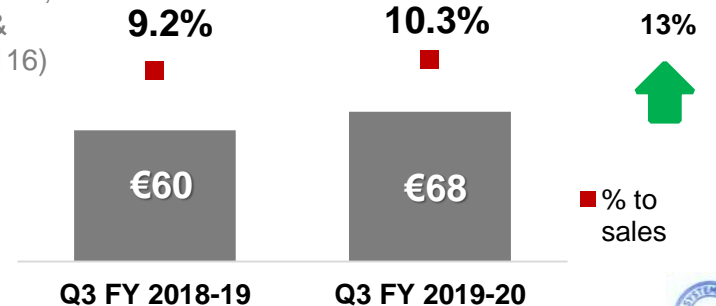
## Revenues.

(Excluding Greenfields & SMRC)



## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)

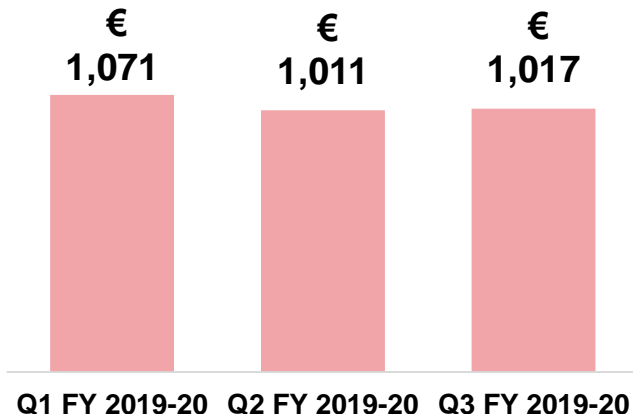


# SMP Quarterly trend (In Euro Terms\*\*).

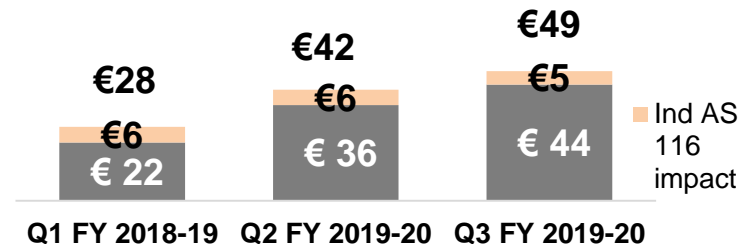


(In Million Euros)

## Revenues.

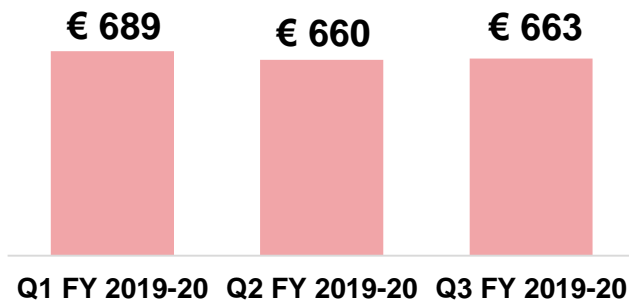


## EBITDA.



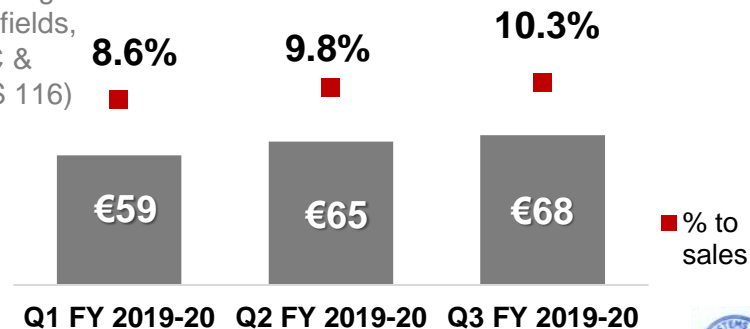
## Revenues..

(Excluding Greenfields & SMRC)



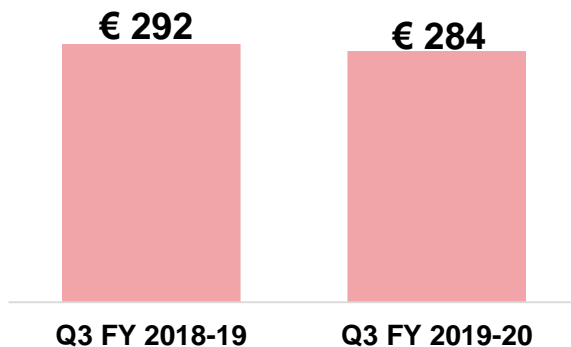
## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)



# PKC (In Euro Terms\*\*) : Q3FY19 vs Q3FY20.

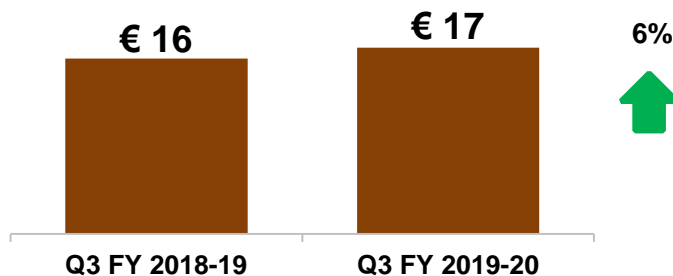
## Revenues.



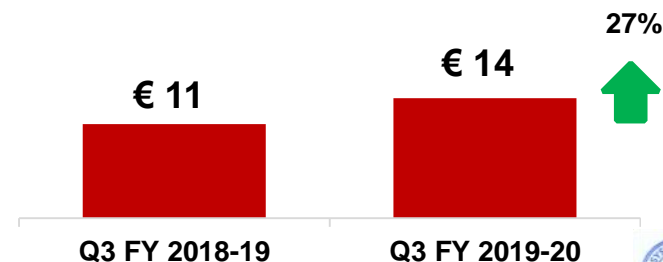
## EBITDA.



## PBT.



## PAT (Concern Share).

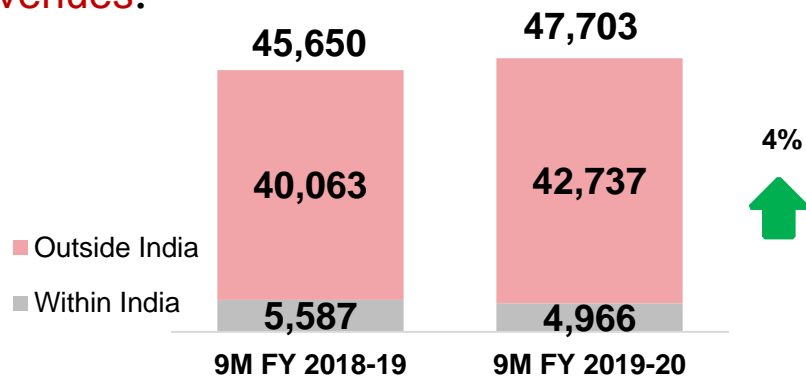


- Key Highlights
- Results Q3 FY19 vs Q3 FY20
- **Results 9M FY19 vs 9M FY20**
- Debt status

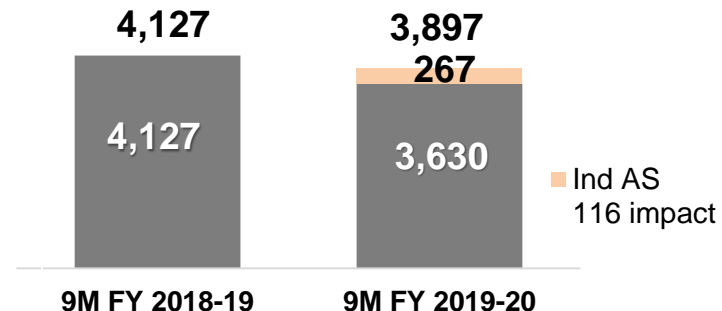
# MSSL Consolidated : 9MFY19 vs 9MFY20.

(Rs in Crores)

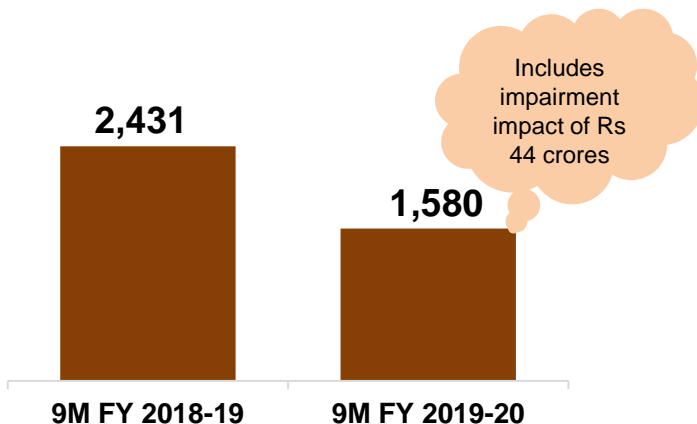
## Revenues.



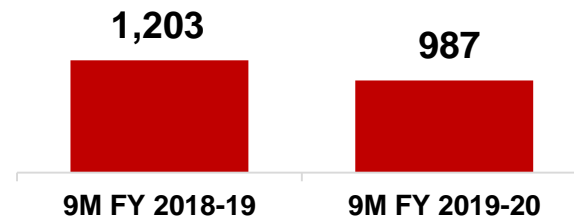
## EBITDA.



## PBT.



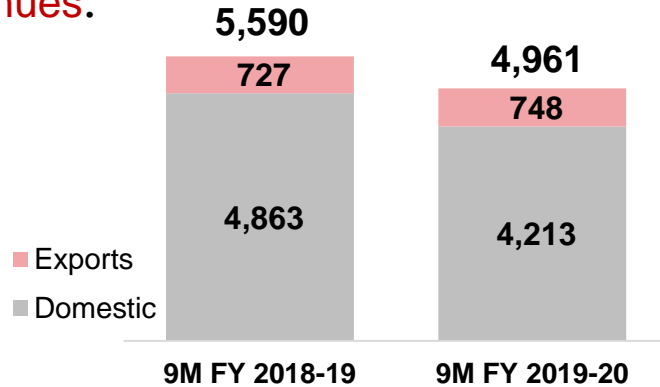
## PAT (Concern Share).



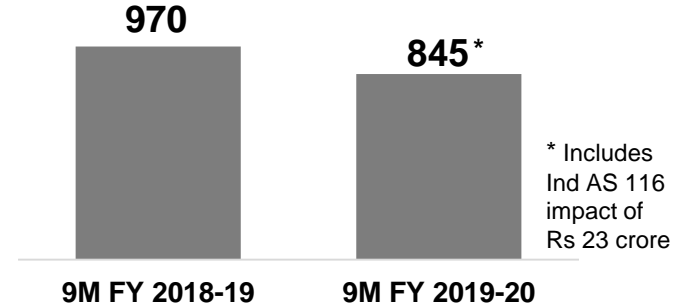
# MSSL Standalone : 9MFY19 vs 9MFY20.

(Rs in Crores)

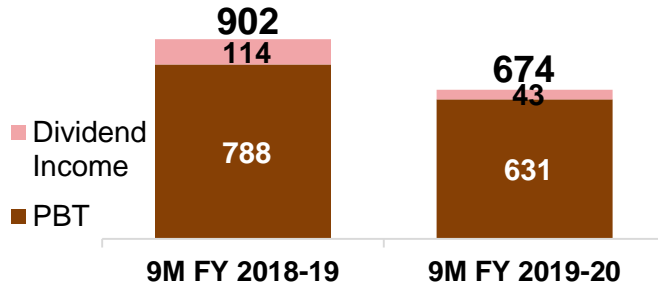
## Revenues.



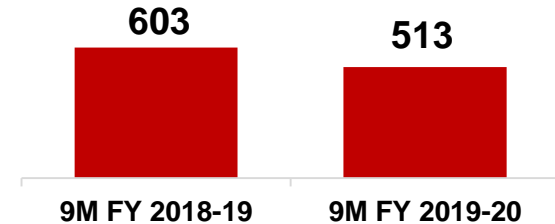
## EBITDA.



## PBT.



## PAT.

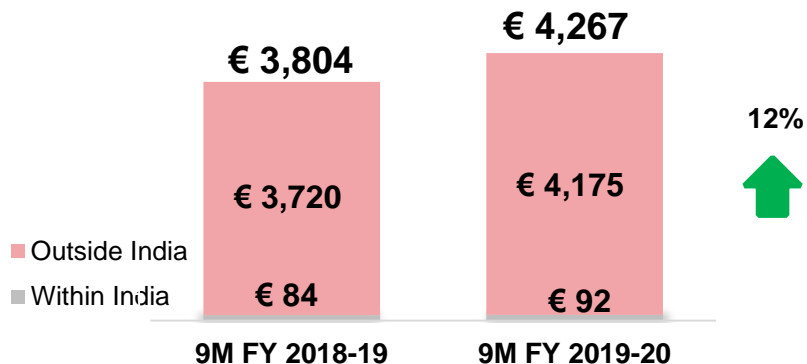




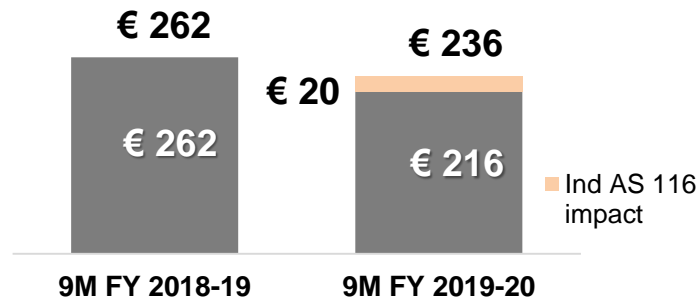
# SMRPBV (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

(In Million Euros)

## Revenues.

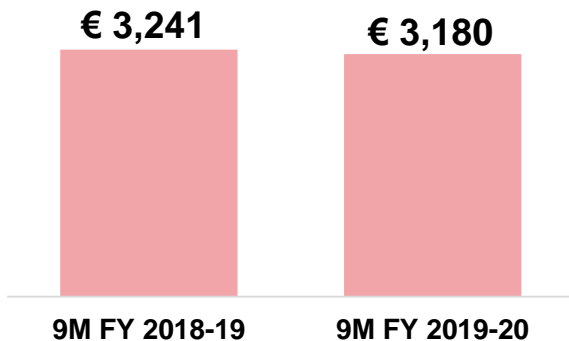


## EBITDA.



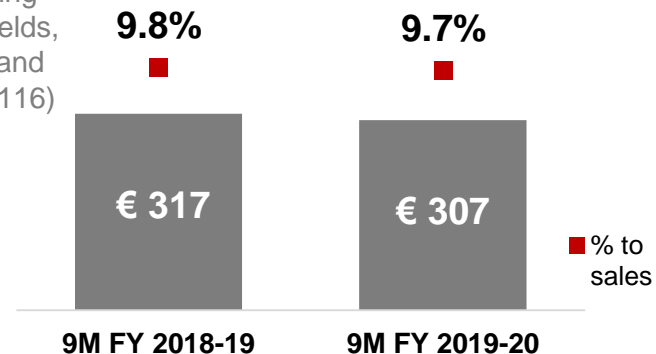
## Revenues.

(Excluding Greenfields & SMRC)



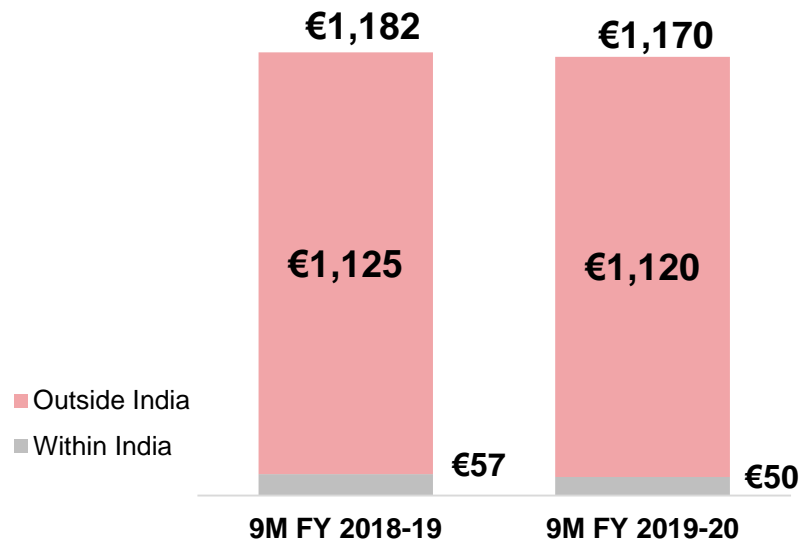
## EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

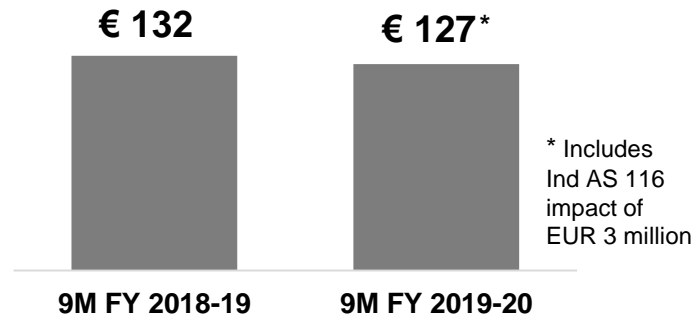


# SMR (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

## Revenues.



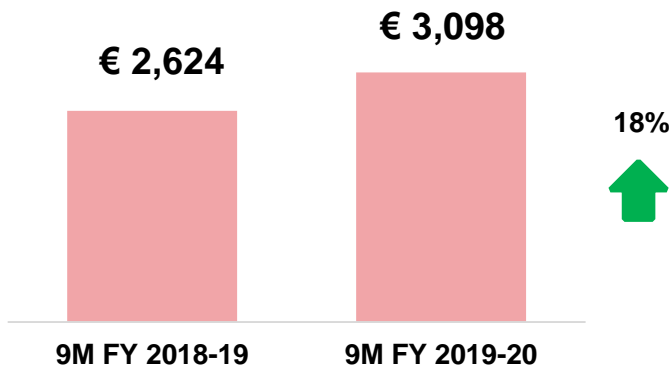
## EBITDA.



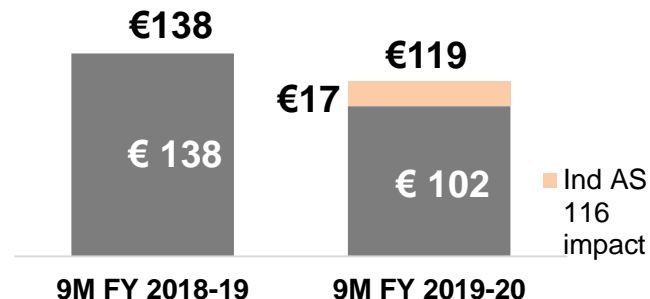
# SMP (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

(In Million Euros)

## Revenues.

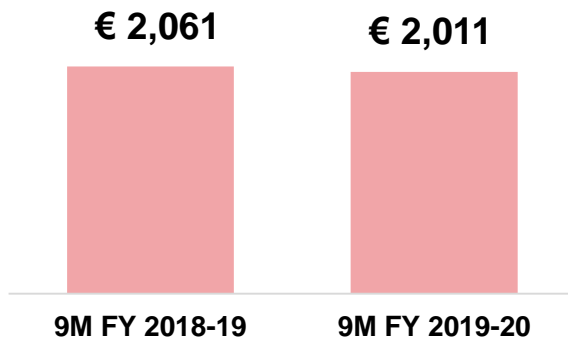


## EBITDA.



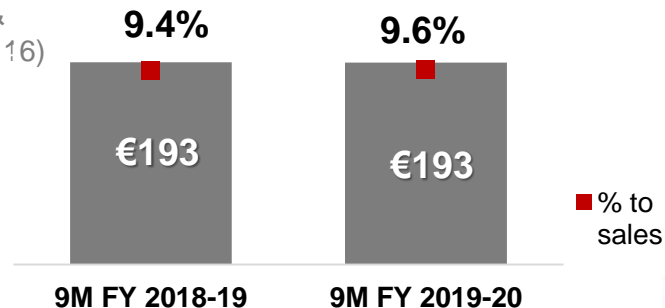
## Revenues.

(Excluding Greenfields & SMRC)



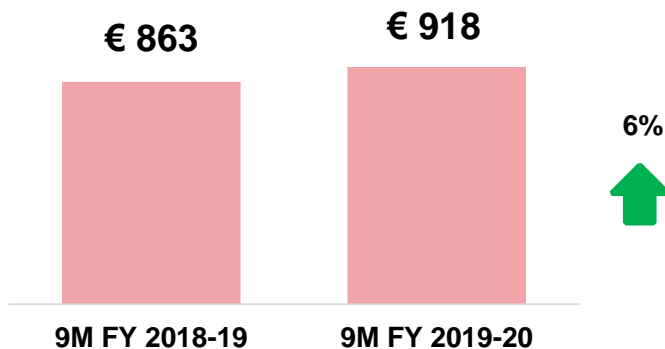
## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)



# PKC (In Euro Terms\*\*) : 9MFY19 vs 9MFY20.

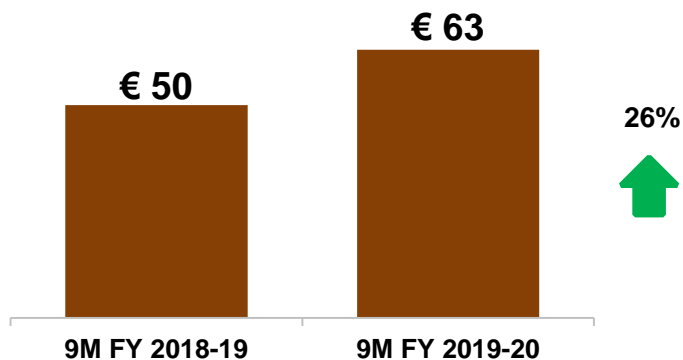
## Revenues.



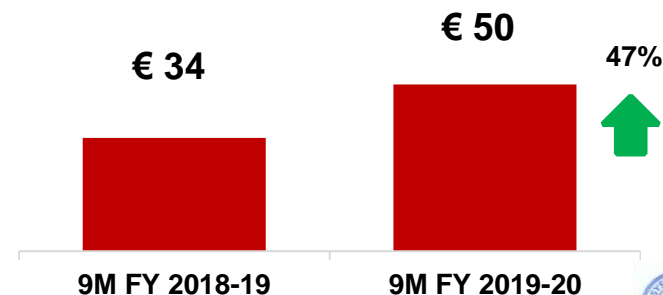
## EBITDA.



## PBT.



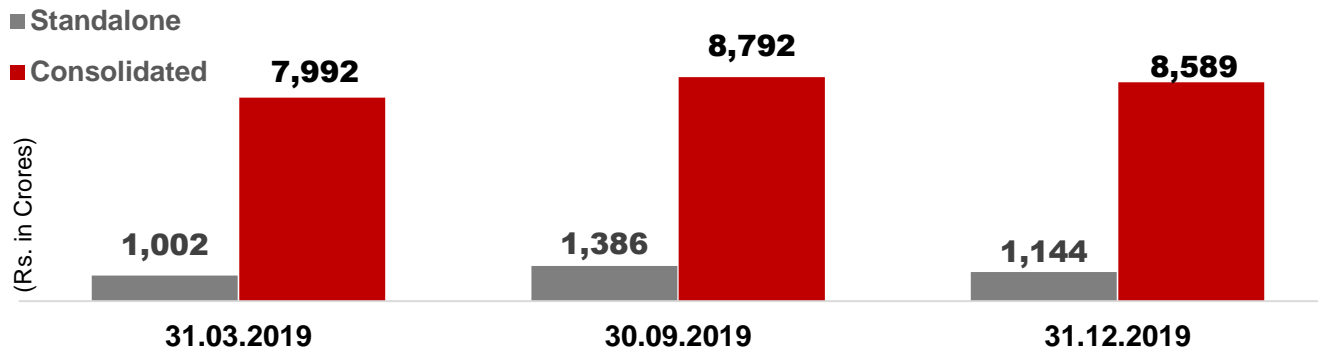
## PAT (Concern Share).



- Key Highlights
- Results Q3 FY19 vs Q3 FY20
- Results 9M FY19 vs 9M FY20
- **Debt status**

## A. Net Debt.

Rs. In Crores	31.03.2019		30.09.2019		31.12.2019	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,136	11,534	1,529	11,784	1,322	11,484
Cash & Bank	134	3,542	143	2,992	178	2,895
<b>Net Debt</b>	<b>1,002</b>	<b>7,992</b>	<b>1,386</b>	<b>8,792</b>	<b>1,144</b>	<b>8,589</b>



## B. Impact of Ind AS 116. (not included in net debt table above)

Rs. In Crores	01.04.2019		30.09.2019		31.12.2019	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Lease liability	86	1,321	88	1,231	97	1,325

# Reference Rates, Notes & Safe Harbor.

## Copper Rates.

Average	Q3 2018-19	Q3 2019-20	% Change
LME Copper (USD / MT)	6,168	5,888	(4.5%)
Copper (INR / KG)	483	459	(5.0%)

Average	9M 2018-19	9M 2019-20	% Change
LME Copper (USD / MT)	6,381	5,933	(7.0%)
Copper (INR / KG)	482	455	(5.6%)

## Exchange Rates (Average).

Currency (equal to Rs.)	Q3 2018-19	Q3 2019-20	% Change
INR to Euro	82.21	78.85	(4.1%)
INR to YEN	0.639	0.655	2.5%

Currency (equal to Rs.)	9M 2018-19	9M 2019-20	% Change
INR to Euro	81.20	78.40	(3.4%)
INR to YEN	0.627	0.648	3.3%

## Exchange Rates (Closing).

Currency	31.03.2019	30.09.2019	31.12.2019
Rs./Euro	77.57	77.23	80.02
Rs./USD	69.15	70.87	71.38

## Notes.

1. *This presentation has been prepared from the unaudited financial results for the quarter ended on 31<sup>st</sup> December 2019. Explanatory notes have been added with additional information*
2. *EBITDA is Profit / Loss before exceptional items + Finance cost + amortization expenses & depreciation expenses-Other income(excluding exchange gain)*
3. *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*
4. *For details, please refer to the results published on the website*

**Safe harbor** The contents of this presentation are for informational purposes only and for the reader's personal non-commercial use. The contents are intended, but not guaranteed, to be correct, complete, or absolutely accurate. This presentation also 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, are reasonable. Forward-looking statements involve known and unknown risks, contingencies, uncertainties, market conditions 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. The Company disclaims any obligation or liability to any person for any loss or damage caused by errors or omissions, whether arising from negligence, accident or any other cause. Recipients of this presentation are not to construe its contents, or any prior or subsequent communications from or with the Company or its representatives as investment, legal or tax advice. In addition, this presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of the Company, target entities or the proposed transaction. Recipients of this presentation should each make their own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary



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