

November 11, 2019

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 second quarter and half year ended September 30, 2019**

Dear Sir(s) / Madam(s),

The Board of Directors of the Company in their meeting held on **Monday, November 11, 2019**, *inter-alia*, have discussed and approved unaudited Standalone and Consolidated Financial Results of the Company for the second quarter and half year ended September 30, 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 second quarter and half year ended September 30, 2019;
2. Limited Review Reports on the Standalone and Consolidated Financial Results for the second quarter and half year ended September 30, 2019;
3. Presentation on the performance of the Company for the second quarter and half year ended September 30, 2019; and
4. Copy of the Press Release issued by the Company.

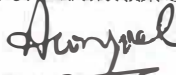
**The Board Meeting of the Company commenced at 09:30 a.m. and concluded at 11:15 a.m.**

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 faithfully,  
For Motherson Sumi Systems Limited

  
Alok Goel  
Company Secretary

Encl(s) : As above





**Proud to be  
part of.**

**Motherson Sumi Systems Ltd. (MSSL)  
Financial Performance  
Q2 FY 2019-20**

**motherson** 



- **Key Highlights**

- Order book status
- Results Q2 FY19 vs Q2 FY20
- Results H1 FY19 vs H1 FY20
- Debt status

# Key Highlights.

- Overall revenue grew by 6 % and PAT grew by 4% compared with same period last year
- PKC Group delivers excellent performance with 12% growth in revenues and 73% growth in profit
- Commendable performance by SMRP BV with 15% growth in revenues and 11% growth in EBITDA despite continued challenges in the recently setup greenfield plants
- Standalone business demonstrates good cost control while revenue dropped by 18% due to lower demand in domestic market
- Robust Order book of Rs. 143,851 crores (Euro 18.4 billion) at SMRP BV level

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

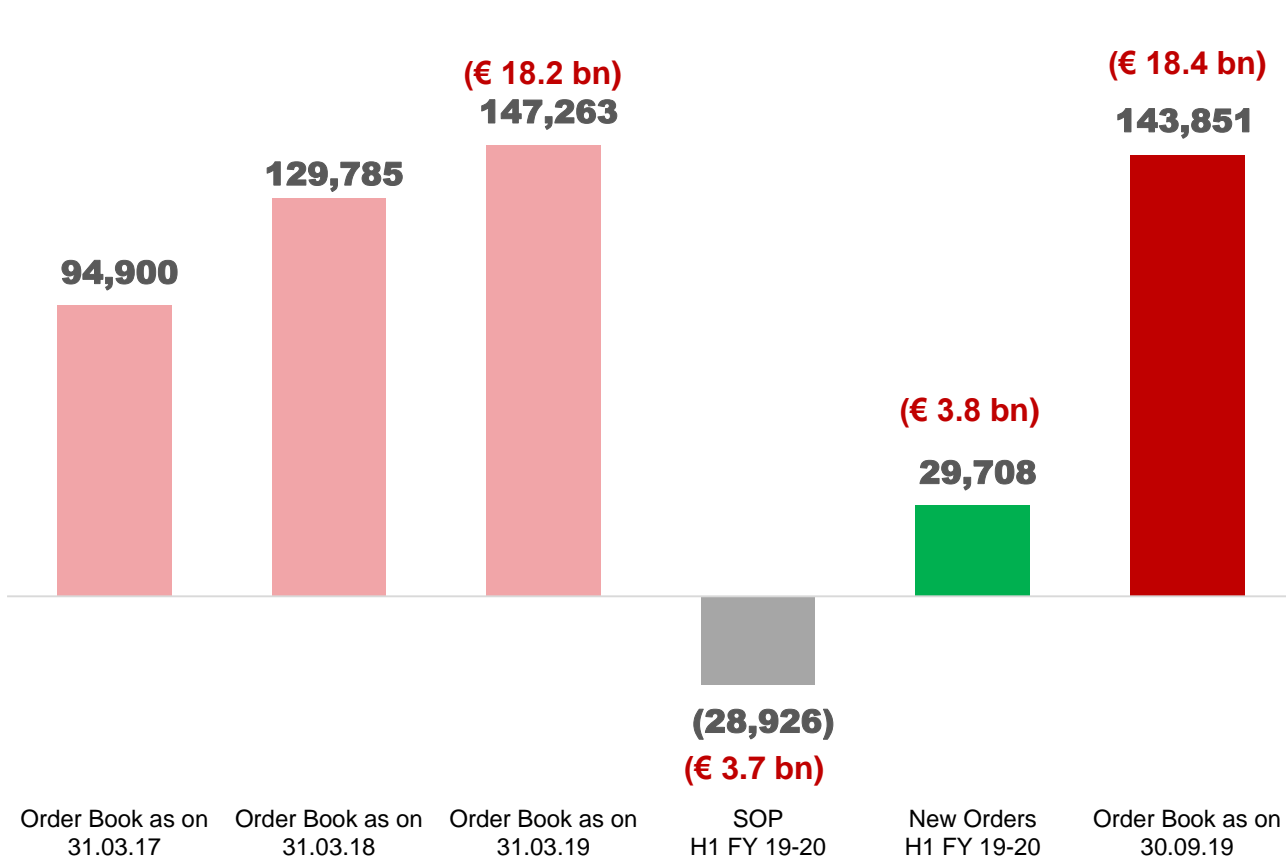
*“The board specially thanked our associates and teams in all of our operating businesses for giving strong performance under current challenging domestic and global market conditions. Our teams are working very hard to stabilize the operations in the new plants and to maintain the growth and profitability. We thank our customers for reposing confidence in us which is reflected in strong inflow of new orders and a healthy order book.”*

*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
- **Order book status**
- Results Q2 FY19 vs Q2 FY20
- Results H1 FY19 vs H1 FY20
- Debt status

# Order book status at SMRP BV level



**Total Order book of Rs. 1,43,851 cr\*\* (Euro 18.4 billion) at SMRP BV level for H1 FY 19-20**

**New Orders worth Rs. 29,708 cr\*\* (Euro 3.8 billion) received H1 FY 19-20**

**Orders worth Rs. 28,926 cr\*\* (Euro 3.7 billion) executed during H1 FY 19-20**



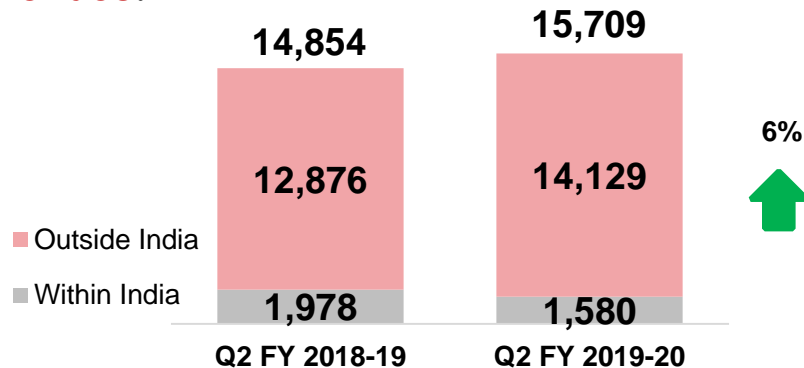
- Key Highlights
- Order book status
- **Results Q2 FY19 vs Q2 FY20**
- Results H1 FY19 vs H1 FY20
- Debt status

# MSSL Consolidated : Q2FY19 vs Q2FY20.

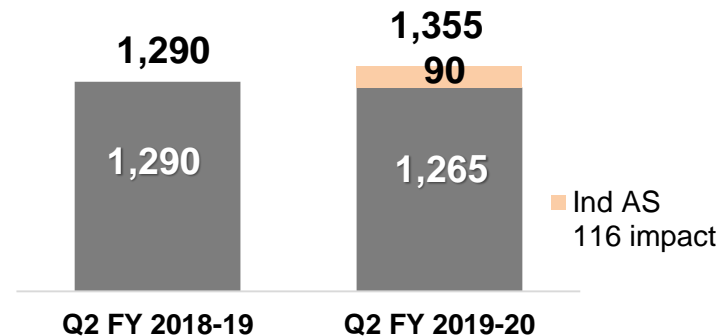


(Rs in Crores)

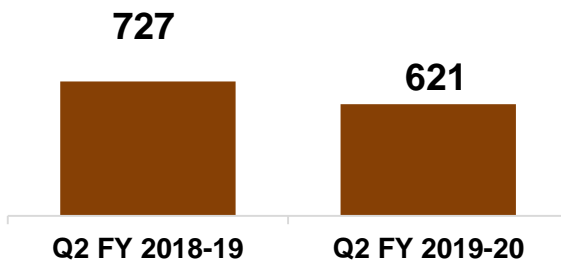
## Revenues.



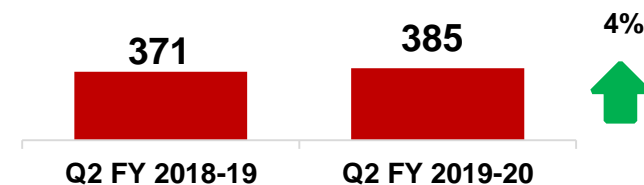
## EBITDA.



## PBT.



## PAT (Concern Share).

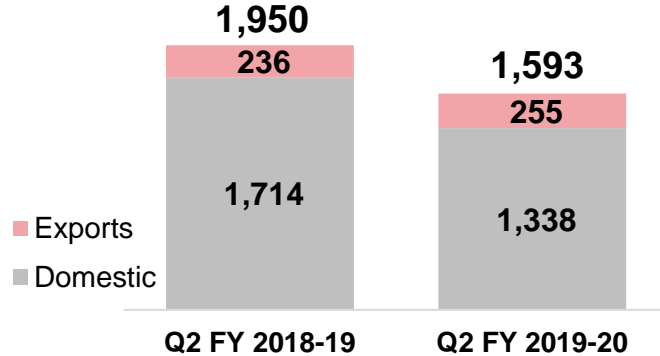




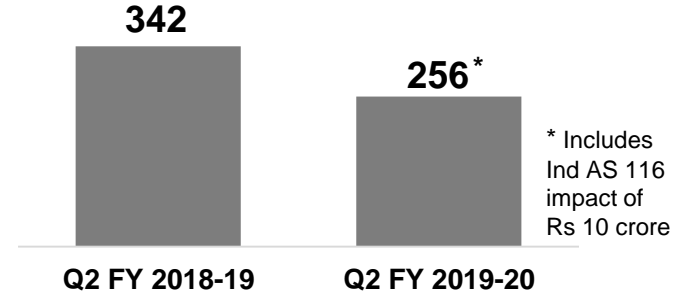
# MSSL Standalone : Q2FY19 vs Q2FY20.

(Rs in Crores)

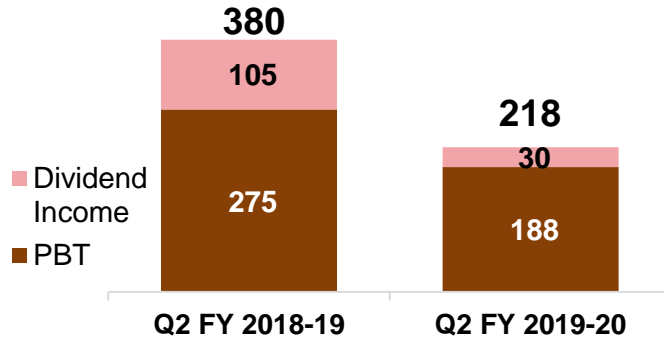
## Revenues.



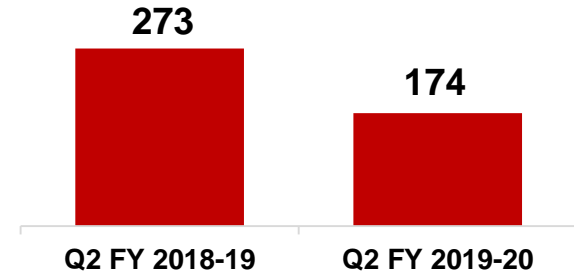
## EBITDA.



## PBT.



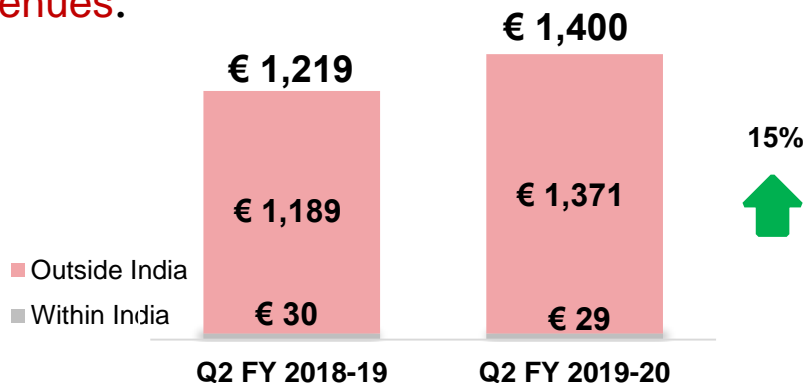
## PAT.



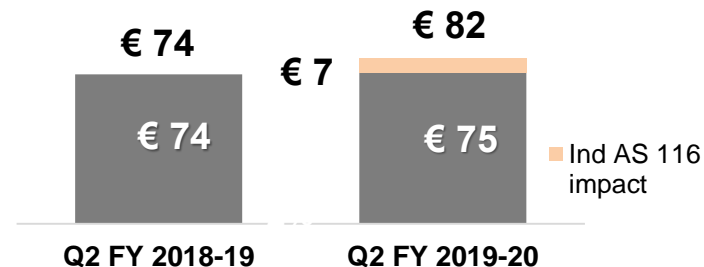
# SMRPBV (In Euro Terms\*\*) : Q2FY19 vs Q2FY20.

(In Million Euros)

## Revenues.

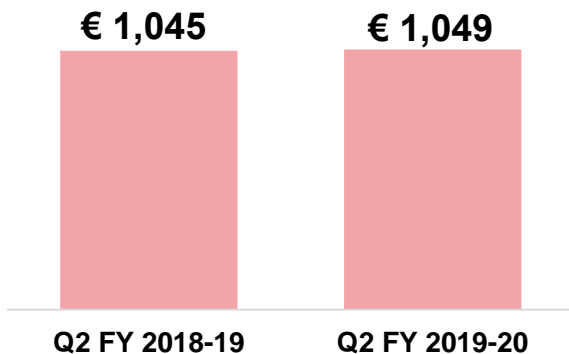


## EBITDA.



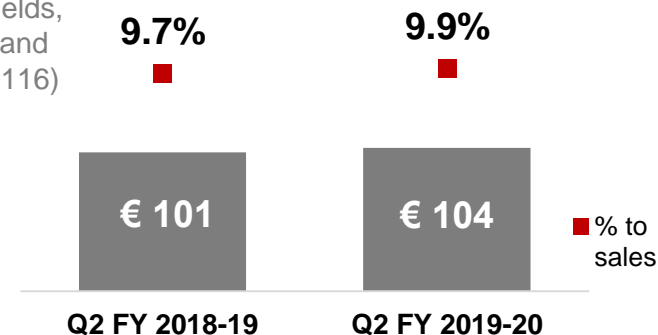
## Revenues.

(Excluding Greenfields & SMRC)



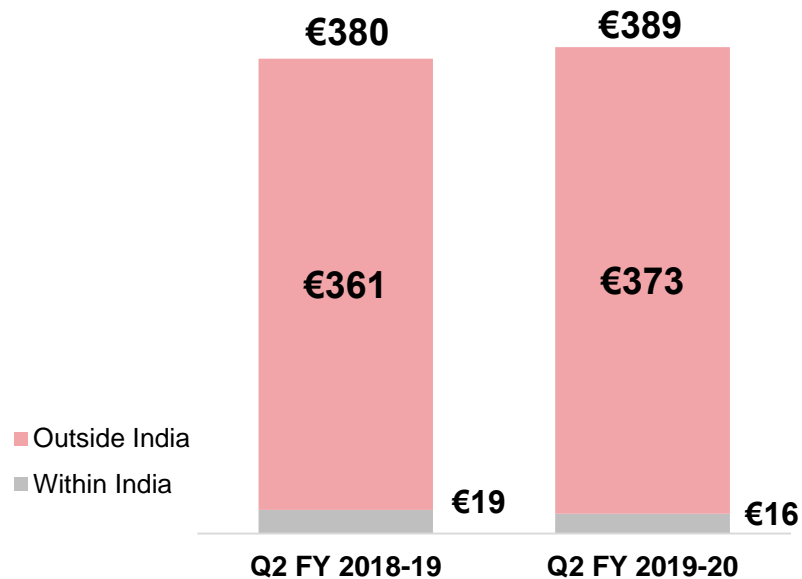
## EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

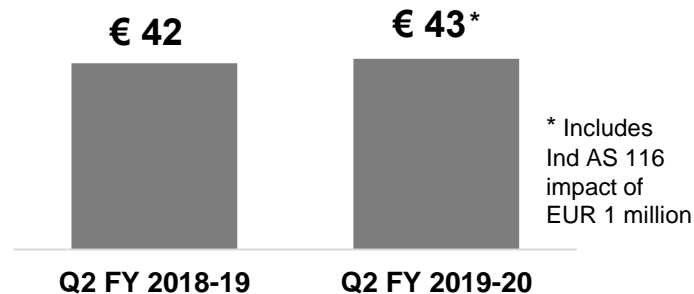


# SMR (In Euro Terms\*\*) : Q2FY19 vs Q2FY20.

## Revenues.



## EBITDA.

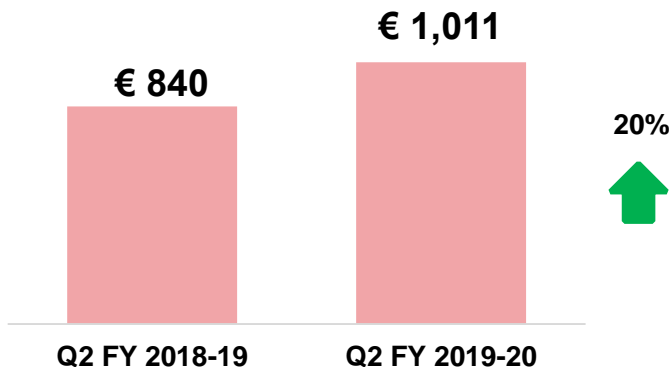


\* Includes Ind AS 116 impact of EUR 1 million

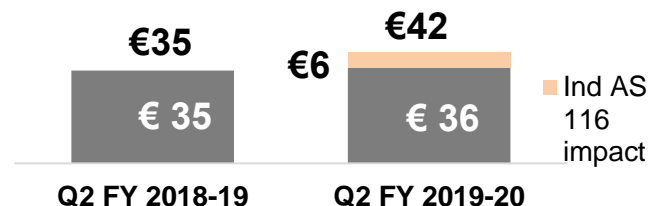
# SMP (In Euro Terms\*\*) : Q2FY19 vs Q2FY20.

(In Million Euros)

## Revenues.

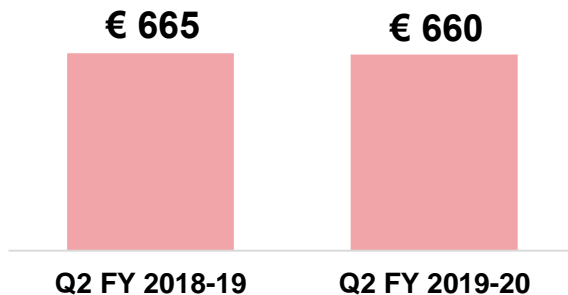


## EBITDA.



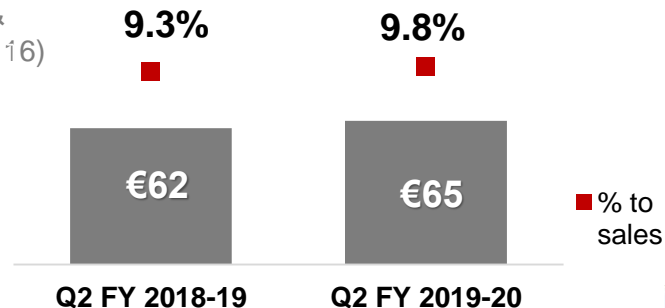
## Revenues.

(Excluding Greenfields & SMRC)



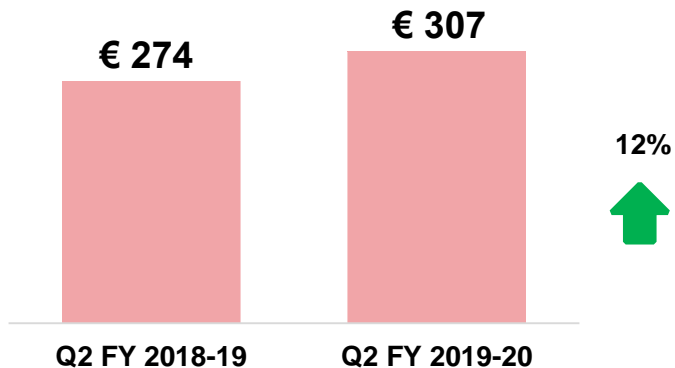
## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)

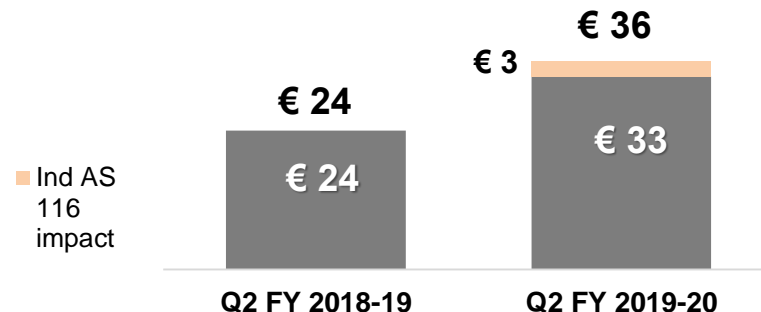


# PKC (In Euro Terms\*\*) : Q2FY19 vs Q2FY20.

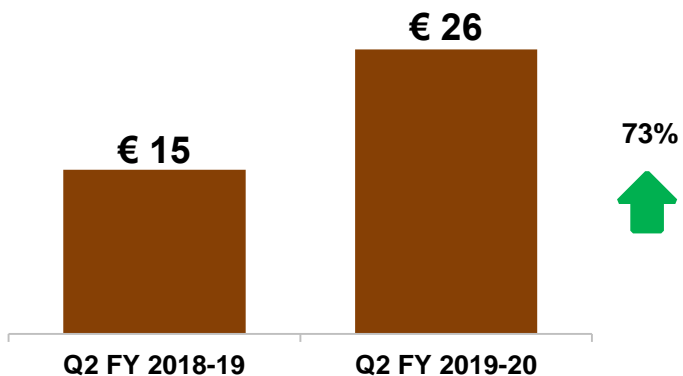
## Revenues.



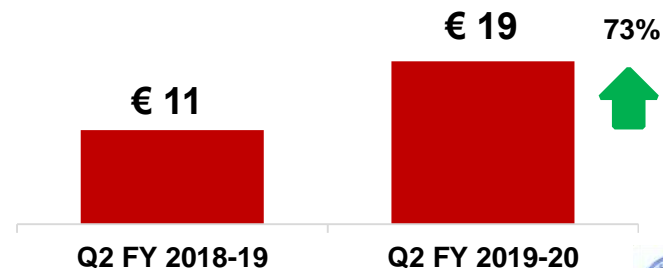
## EBITDA.



## PBT.



## PAT (Concern Share).

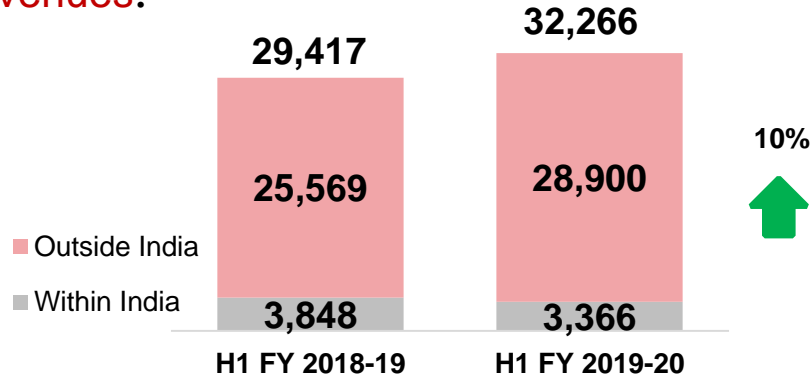


- Key Highlights
- Order book status
- Results Q2 FY19 vs Q2 FY20
- **Results H1 FY19 vs H1 FY20**
- Debt status

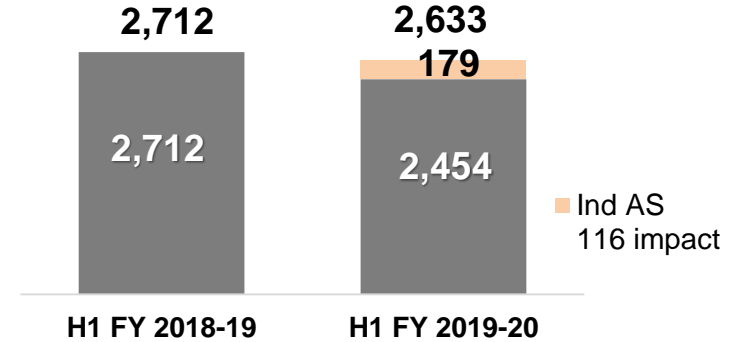
# MSSL Consolidated : H1FY19 vs H1FY20.

(Rs in Crores)

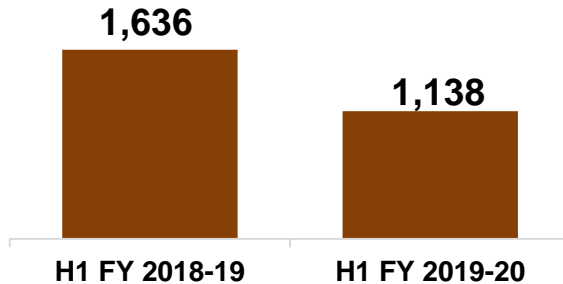
## Revenues.



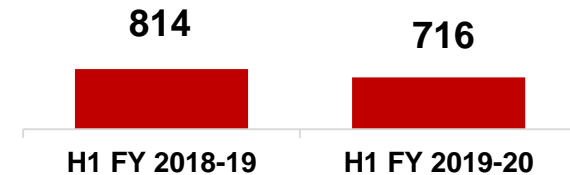
## EBITDA.



## PBT.



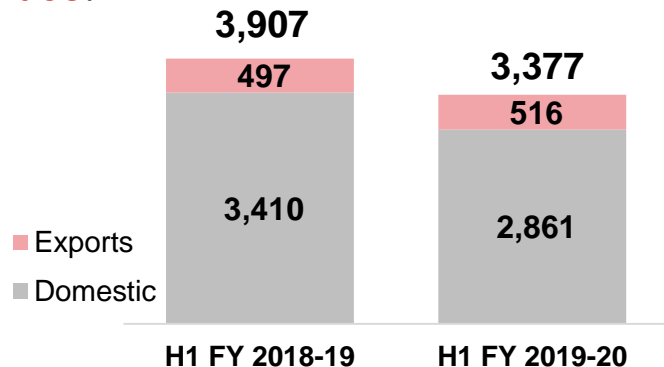
## PAT (Concern Share).



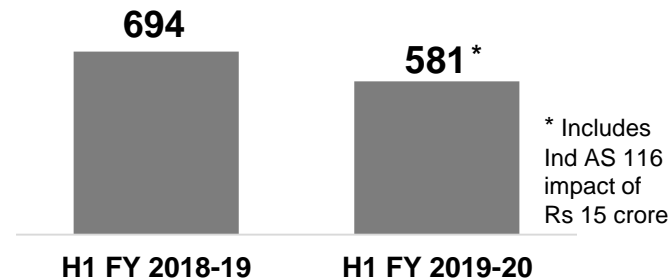
# MSSL Standalone : H1FY19 vs H1FY20.

(Rs in Crores)

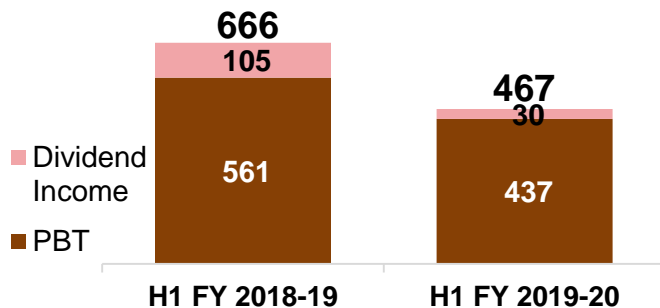
## Revenues.



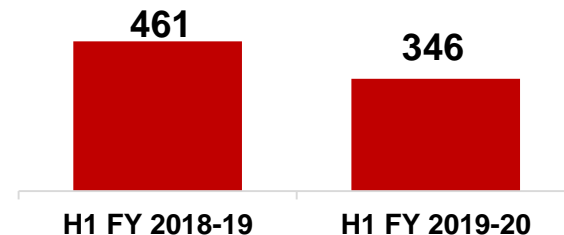
## EBITDA.



## PBT.



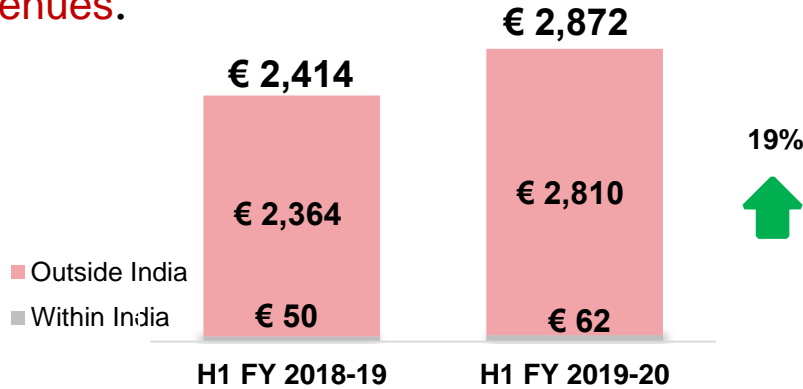
## PAT.



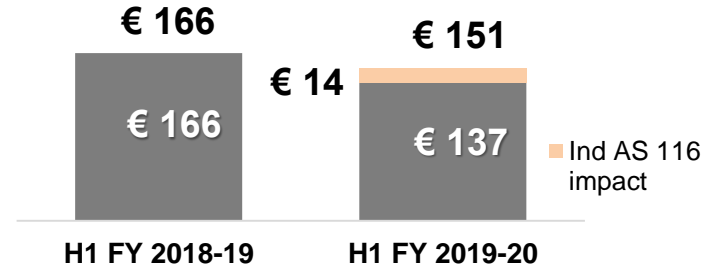


# SMRPBV (In Euro Terms\*\*) : H1FY19 vs H1FY20.

## Revenues.

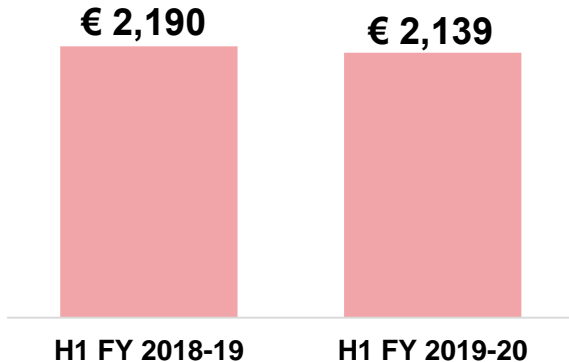


## EBITDA.



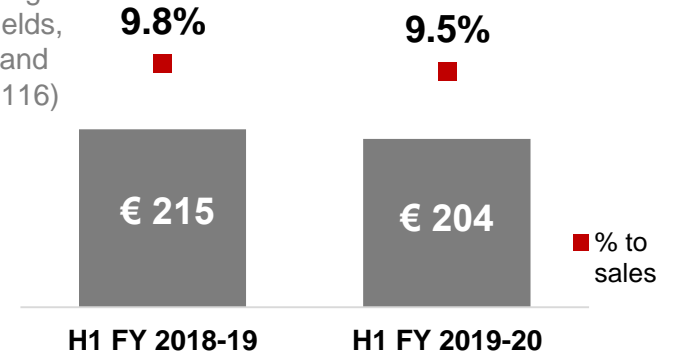
## Revenues.

(Excluding Greenfields & SMRC)



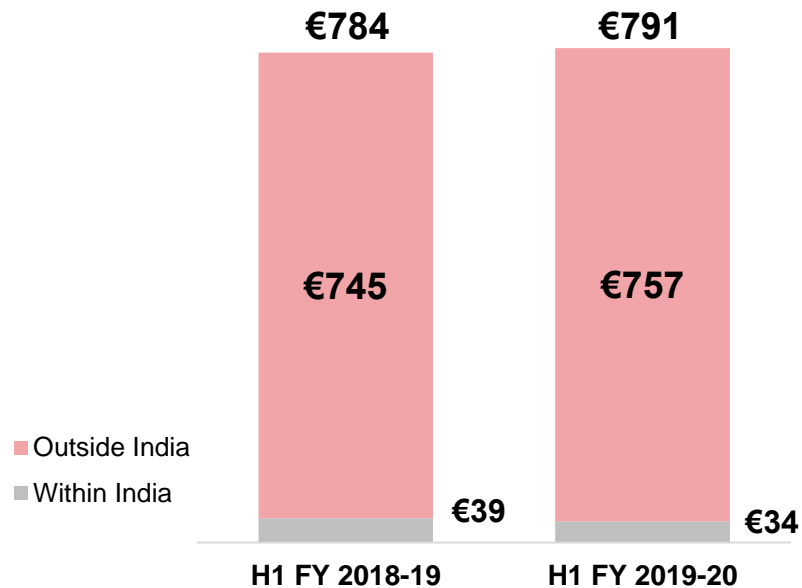
## EBITDA.

(Excluding Greenfields, SMRC and Ind AS 116)

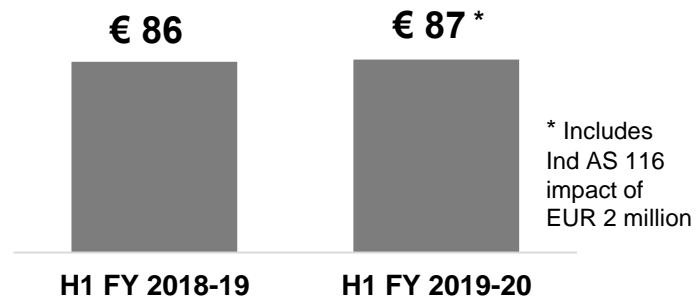


# SMR (In Euro Terms\*\*) : H1FY19 vs H1FY20.

## Revenues.



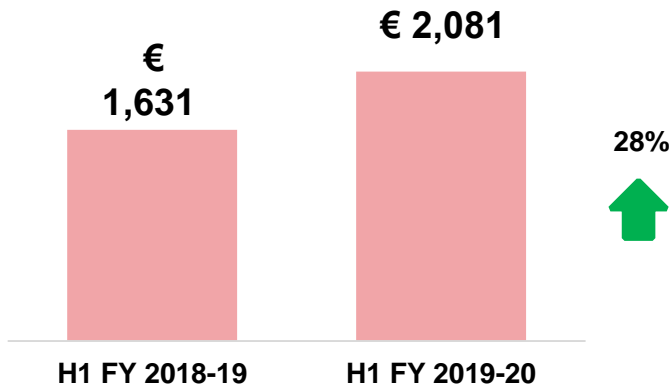
## EBITDA.



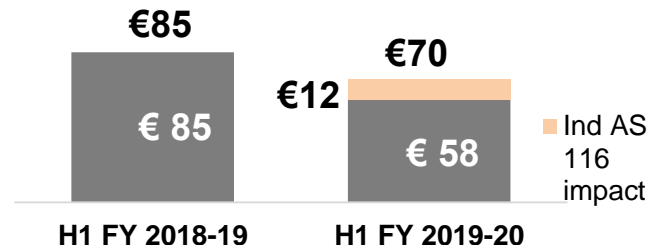
# SMP (In Euro Terms\*\*) : H1FY19 vs H1FY20.

(In Million Euros)

## Revenues.

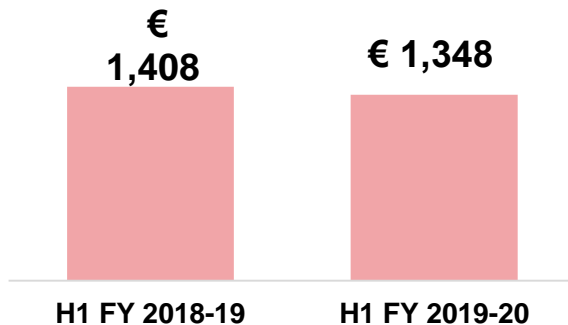


## EBITDA.



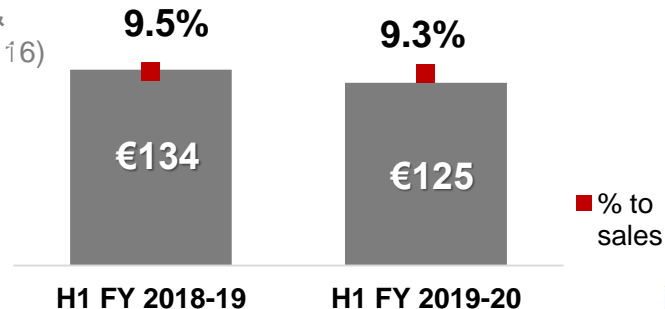
## Revenues.

(Excluding Greenfields & SMRC)



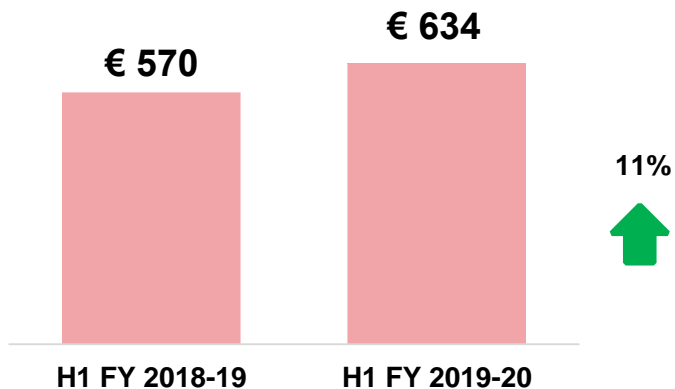
## EBITDA.

(Excluding Greenfields, SMRC & Ind AS 116)

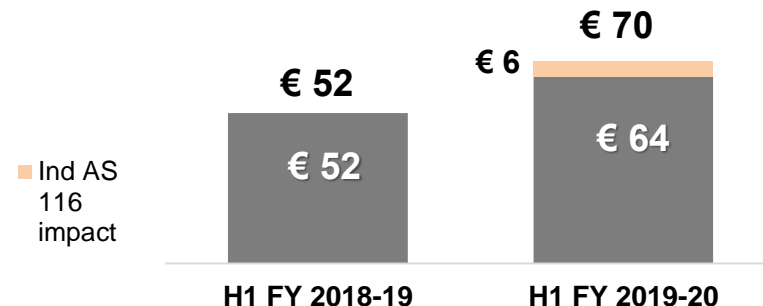


# PKC (In Euro Terms\*\*) : H1FY19 vs H1FY20.

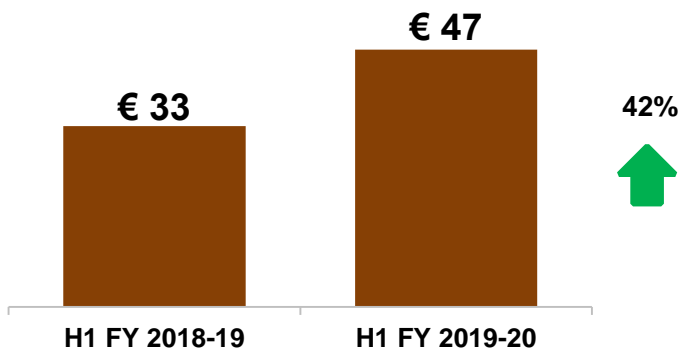
## Revenues.



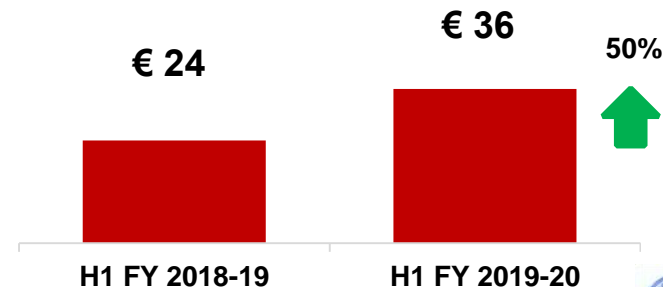
## EBITDA.



## PBT.



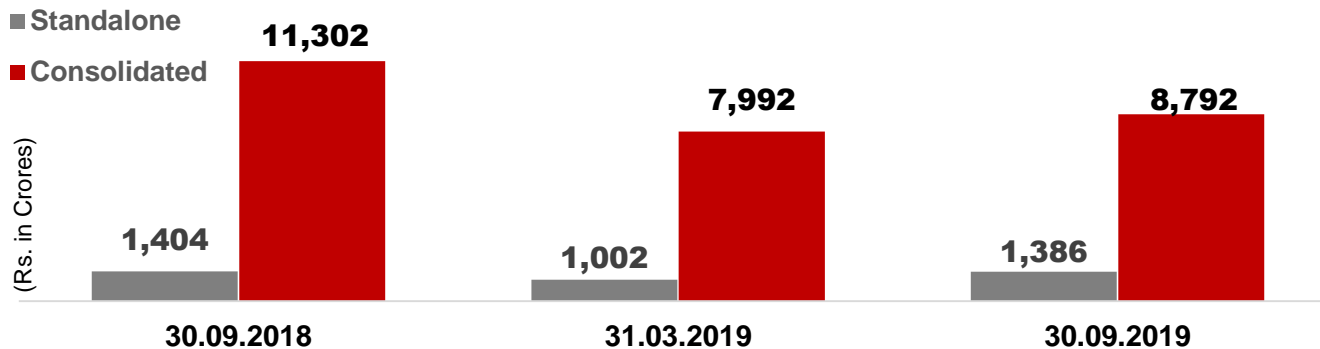
## PAT (Concern Share).



- Key Highlights
- Order book status
- Results Q1 FY19 vs Q1 FY20
- Results H1 FY19 vs H1 FY20
- **Debt status**

## A. Net Debt.

Rs. In Crores	30.09.2018		31.03.2019		30.09.2019	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,486	14,193	1,136	11,534	1,529	11,784
Cash & Bank	82	2,891	134	3,542	143	2,992
<b>Net Debt</b>	<b>1,404</b>	<b>11,302</b>	<b>1,002</b>	<b>7,992</b>	<b>1,386</b>	<b>8,792</b>



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

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

# Reference Rates, Notes & Safe Harbor.

## Copper Rates.

Average	Q2 2018-19	Q2 2019-20	% Change
LME Copper (USD / MT)	6,103	5,798	(5.0%)
Copper (INR / KG)	482	447	(7.3%)

Average	H1 2018-19	H1 2019-20	% Change
LME Copper (USD / MT)	6,487	5,956	(12.2%)
Copper (INR / KG)	467	453	(3.0%)

## Exchange Rates (Average).

Currency (equal to Rs.)	Q2 2018-19	Q2 2019-20	% Change
INR to Euro	81.55	78.23	(4.1%)
INR to YEN	0.629	0.656	4.3%

Currency (equal to Rs.)	H1 2018-19	H1 2019-20	% Change
INR to Euro	80.68	78.18	(3.1%)
INR to YEN	0.621	0.644	3.7%

## Exchange Rates (Closing).

Currency	30.09.2018	31.03.2019	30.09.2019
Rs./Euro	84.13	77.57	77.23
Rs./USD	72.48	69.15	70.87

## Notes.

1. This presentation has been prepared from the unaudited financial results for the quarter ended on 30<sup>th</sup> September 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



**Thank you.**

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