

# 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  
CIN - L34300MH1986PLC284510

Date: November 10, 2017

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 quarter ended September 30, 2017**

Dear Sirs,

The Board of Directors of the Company at their meeting held on November 10, 2017 have approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended September 30, 2017.

In this connection, please find enclosed the following :

1. Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended September 30, 2017 along with copy of the Limited Review Report dated November 10, 2017;
2. Copy of presentation made on the performance of the Company for the quarter ended September 30, 2017; and
3. Copy of Press Release on the performance of the Company for the quarter ended September 30, 2017.

This is for your information and record please.

Thanking you,

Yours faithfully,  
For Motherson Sumi Systems Limited

  
(G.N. GAUBA)  
CFO & Company Secretary

Encl. : As above



**Proud  
to be  
part of.**

# **Presentation on Results**

## **Q2 FY 2017-18**

10<sup>th</sup> November 2017

***MSE***  
Motherson Sumi  
Systems Limited



- **Financial Highlights of the quarter**
- **Order book status**
- **Results Q2 FY17 vs Q2 FY18**
- **Results H1 FY17 vs H1 FY18**
- **Debt status**

# Highlights – Financial Performance



**Motherson Sumi Systems Ltd. posts another quarter of highest ever revenues with quarterly revenues of Rs. 13,338 crores, up by 33%, Q2 net profit of Rs. 502 crore, up by 39%, Supported by Highest Ever Order Book**

## Financial Highlights Q2 FY17-18

Consolidated	Amount (INR)	Growth# (%)
Sales	13,338	33% ↑
EBITDA	1,354	31% ↑
PBT	894	29% ↑
PAT *	502	39% ↑

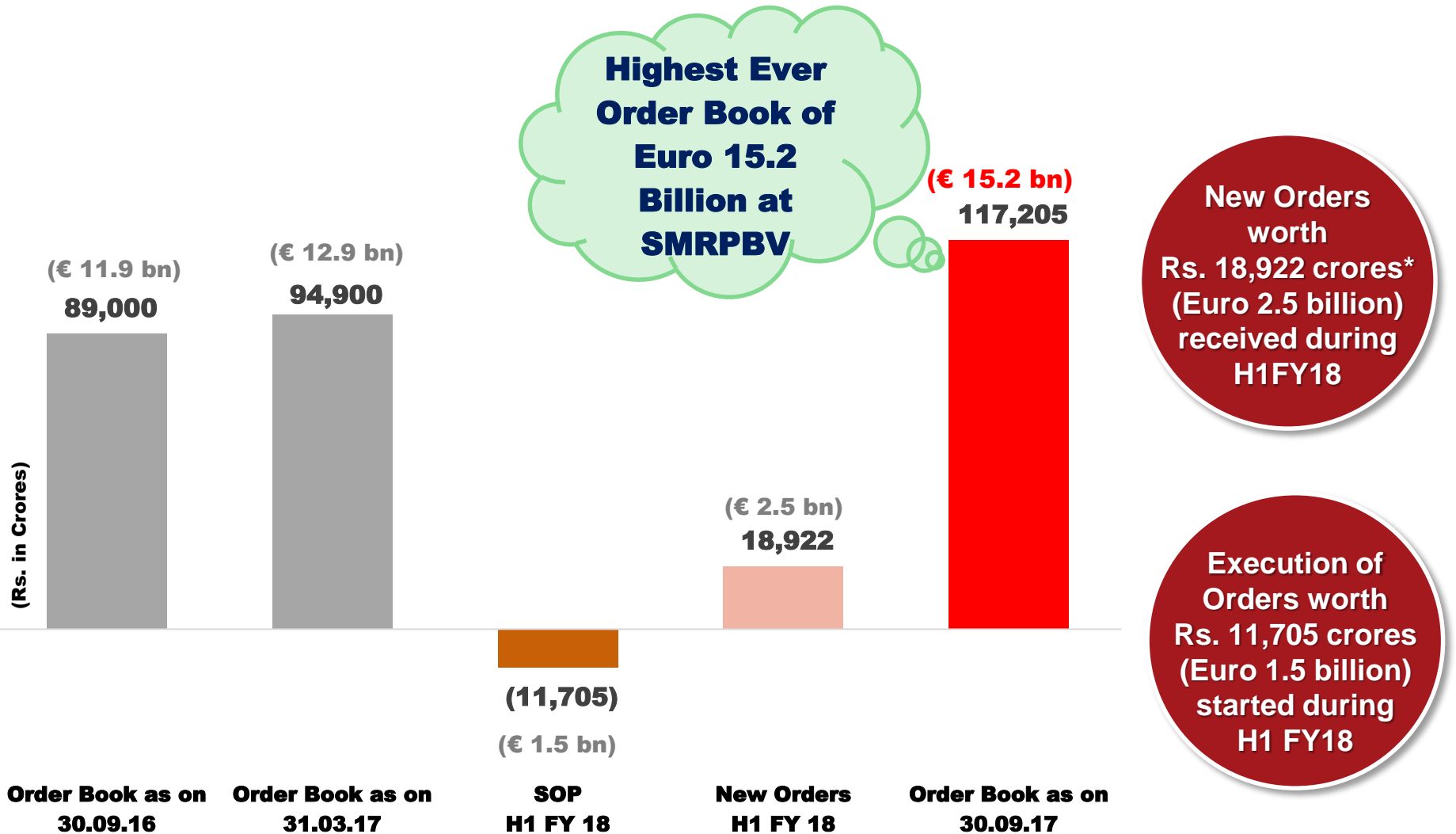
## Financial Highlights H1 FY17-18

Consolidated	Amount (INR)	Growth# (%)
Sales	26,305	29% ↑
EBITDA	2,613	31% ↑
PBT	1,673	27% ↑
PAT *	912	37% ↑

- SMR & SMP post strong operational performance during month long holidays in Europe
- PKC post strong revenue & EBITDA growth

- **Financial Highlights of the quarter**
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# Order book status



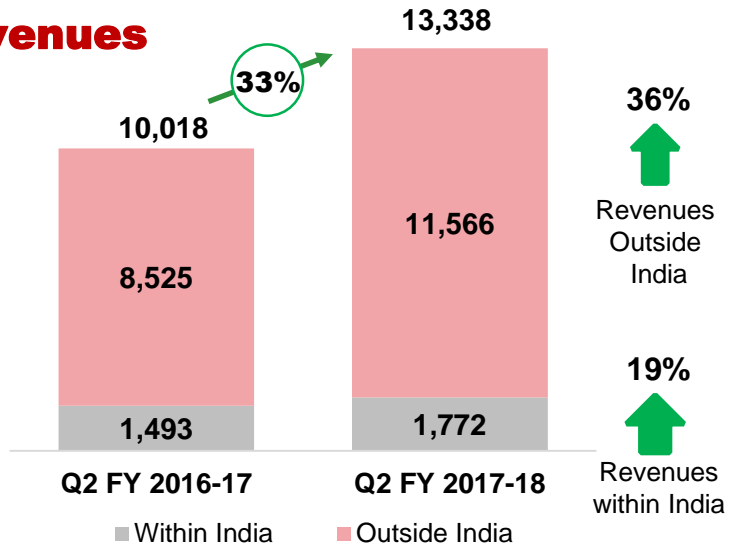
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# MSSL Consolidated : Q2 FY17 vs Q2 FY18

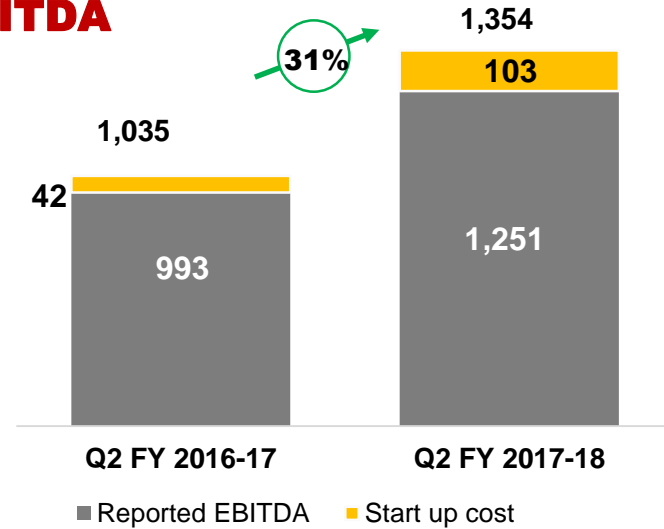


(Rs. in Crores)

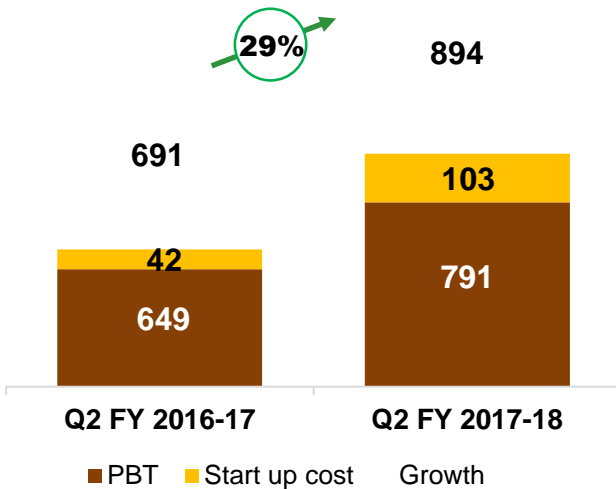
## Revenues



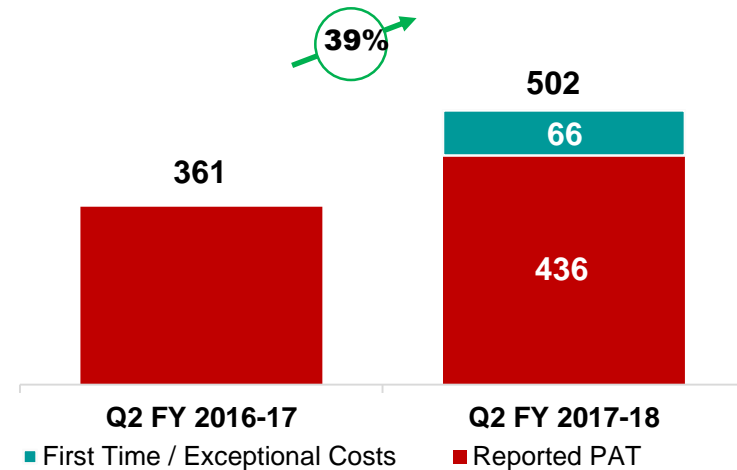
## EBITDA



## PBT



## PAT (Concern Share)



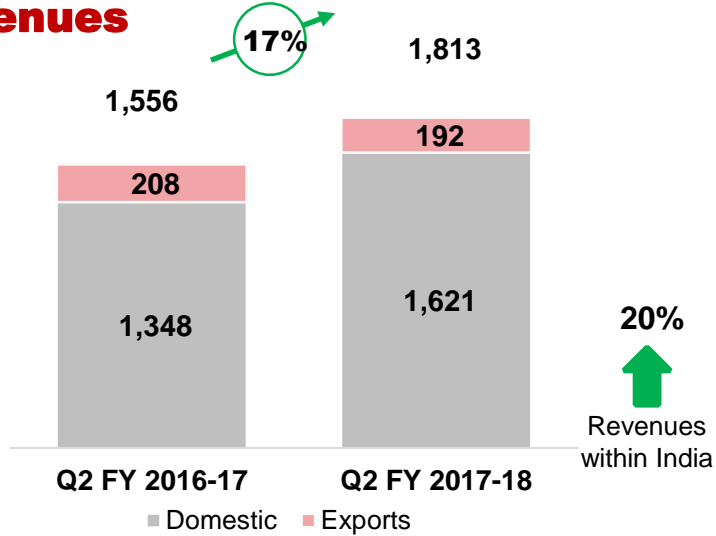


# MSSL Standalone : Q2 FY17 vs Q2 FY18

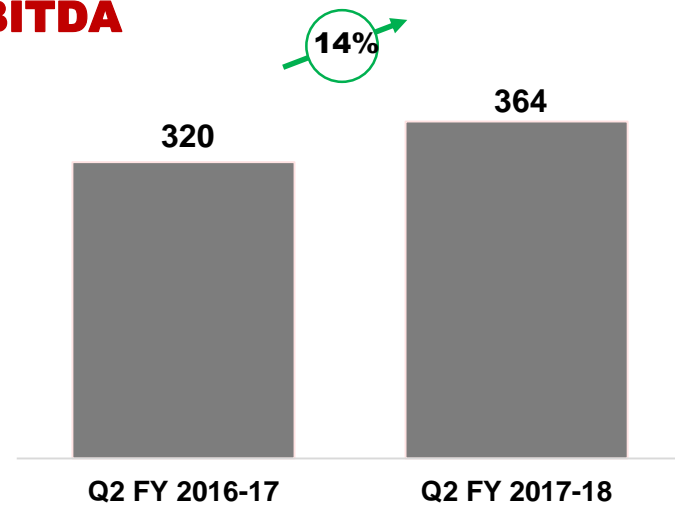


(Rs. in Crores)

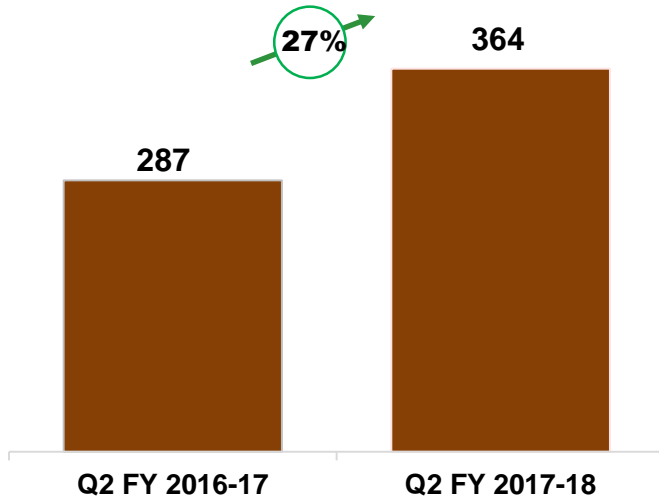
## Revenues



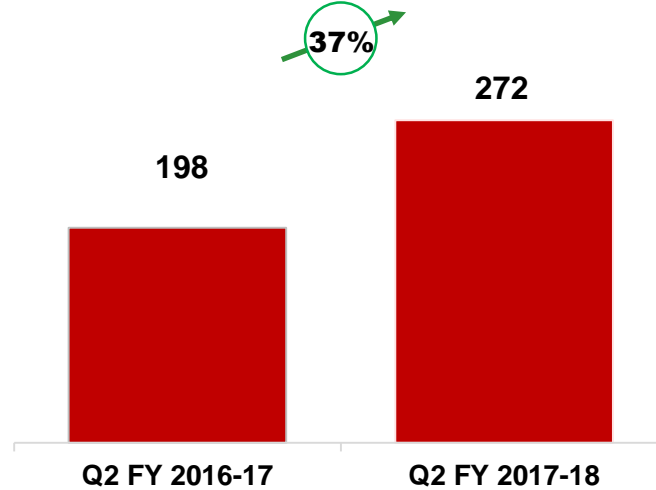
## EBITDA



## PBT



## PAT

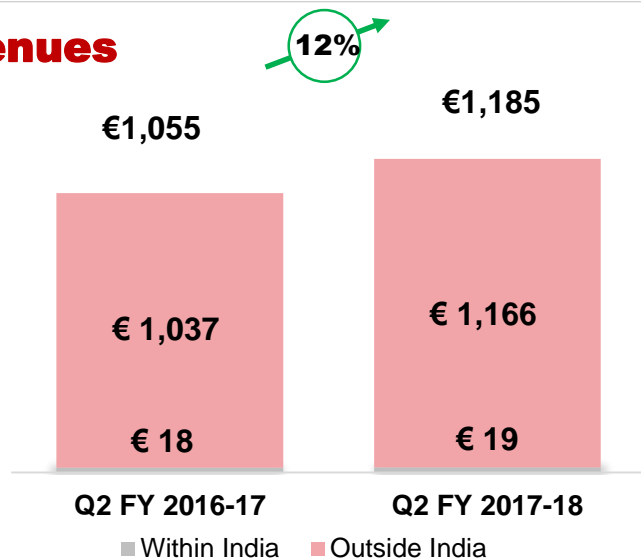


# SMRPBV : Q2 FY17 vs Q2 FY18 (In Euro Terms\*\*)

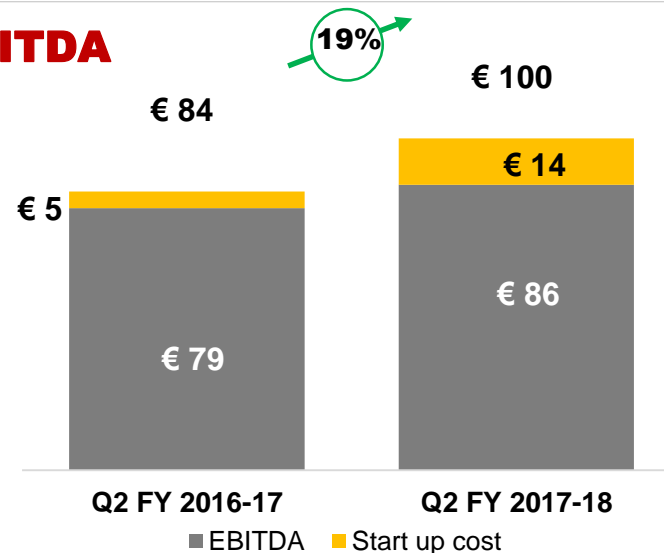


(In Million Euro)

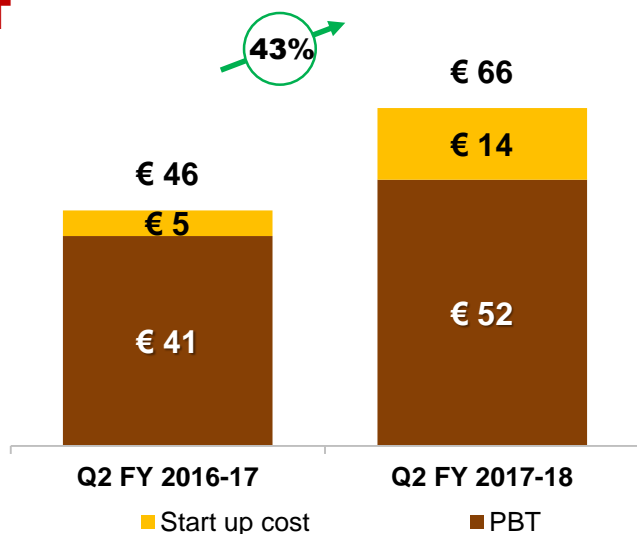
## Revenues



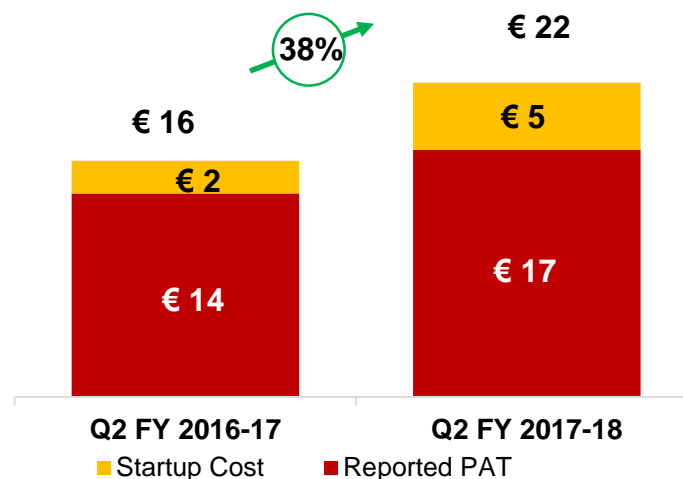
## EBITDA



## PBT



## PAT (Concern Share)

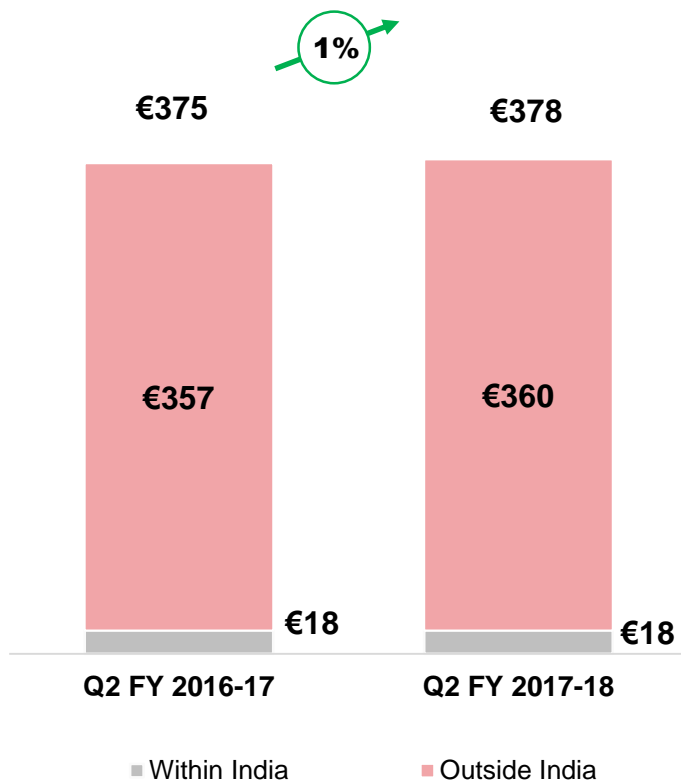


# SMR : Q2 FY17 vs Q2 FY18 (In Euro Terms\*\*)

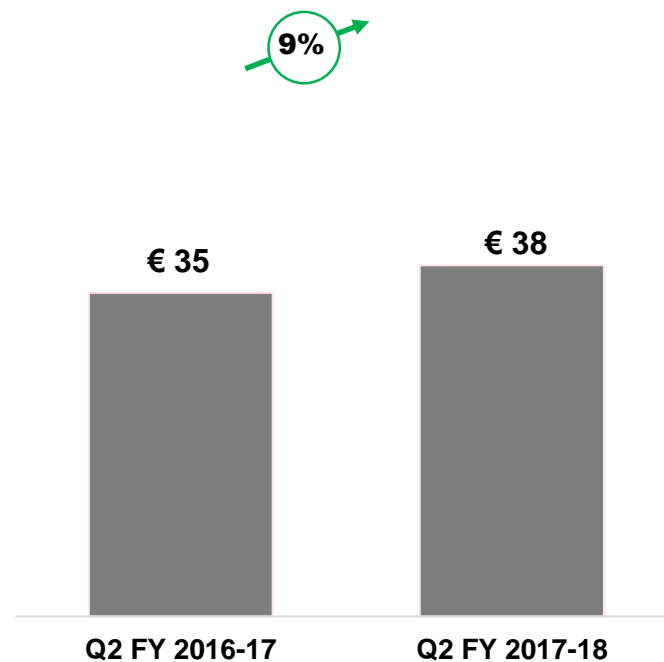


(In Million Euro)

## Revenues



## EBITDA

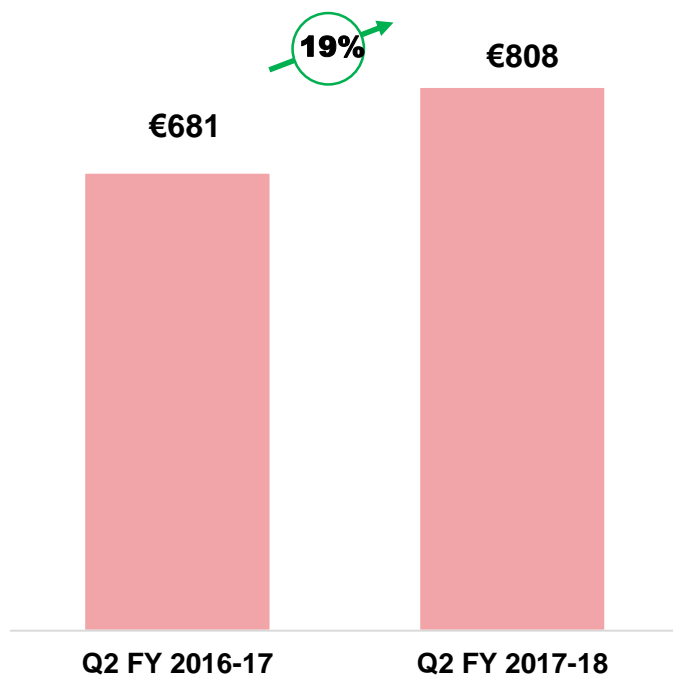


# SMP : Q2 FY17 vs Q2 FY18 (In Euro Terms\*\*)

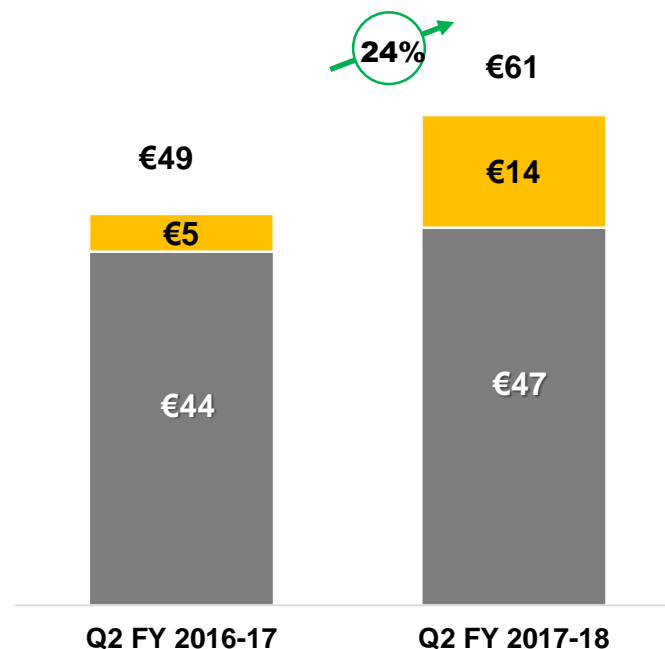


(In Million Euro)

## Revenues



## EBITDA



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

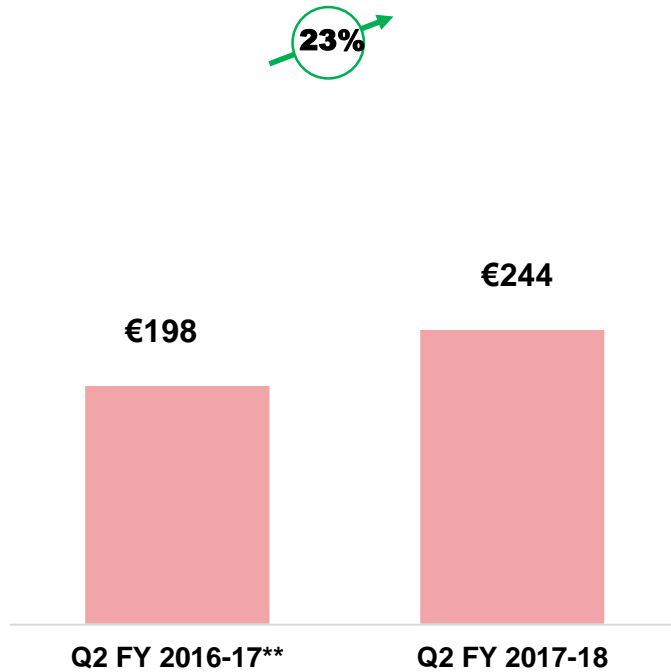
{\*\* After Start up cost for greenfield/ brownfield plants, charged to P&L}



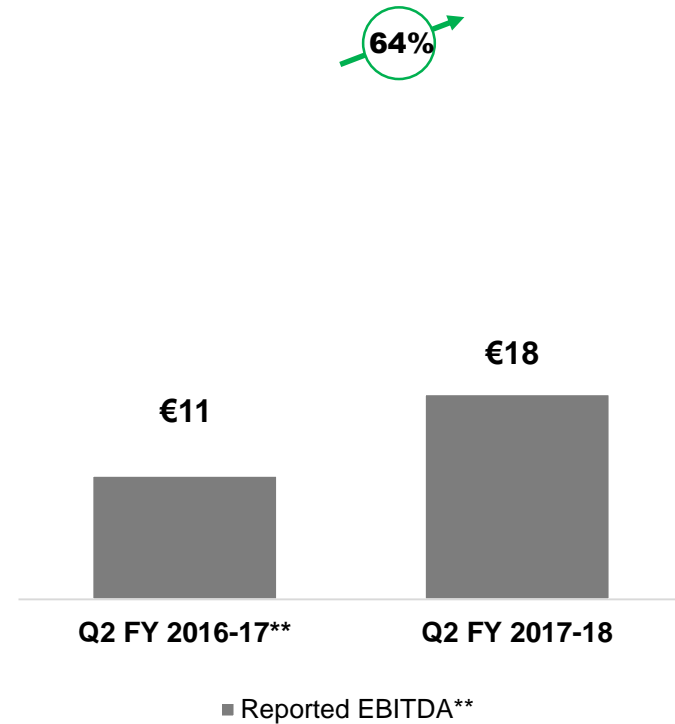
# PKC : Q2 FY17 vs Q2 FY18 (In Euro Terms\*\*)



## Revenues



## EBITDA



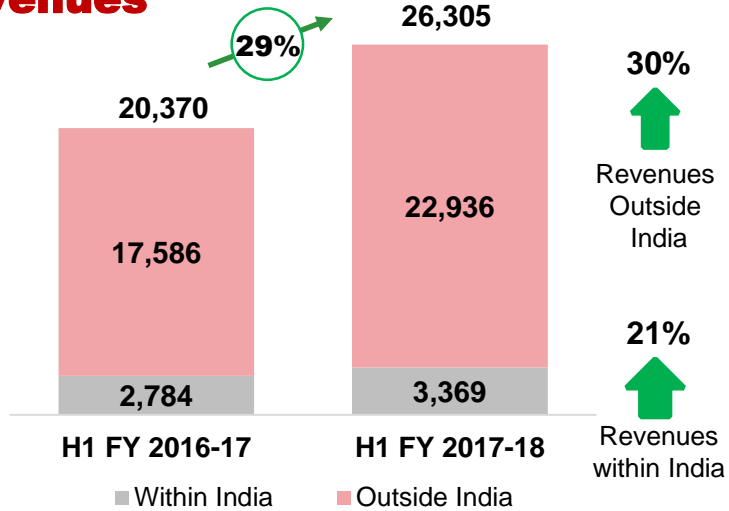
- **Financial Highlights of the quarter**
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# MSSL Consolidated : H1 FY17 vs H1 FY18

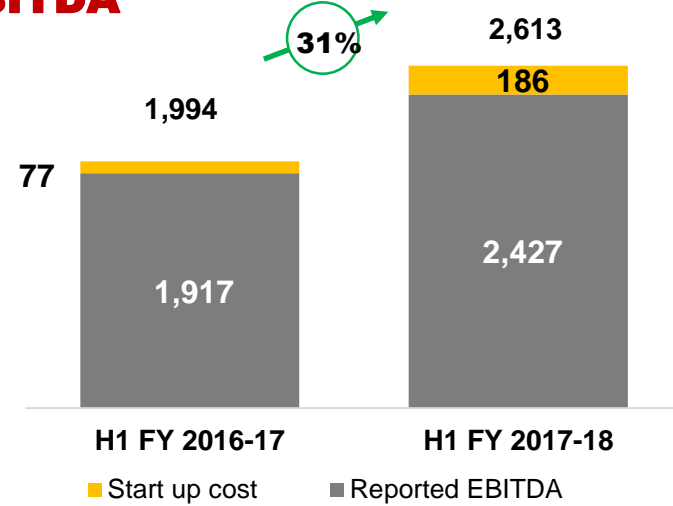


(Rs. in Crores)

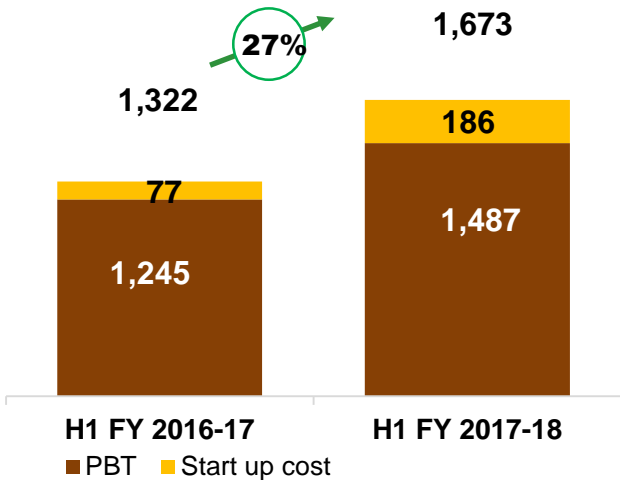
## Revenues



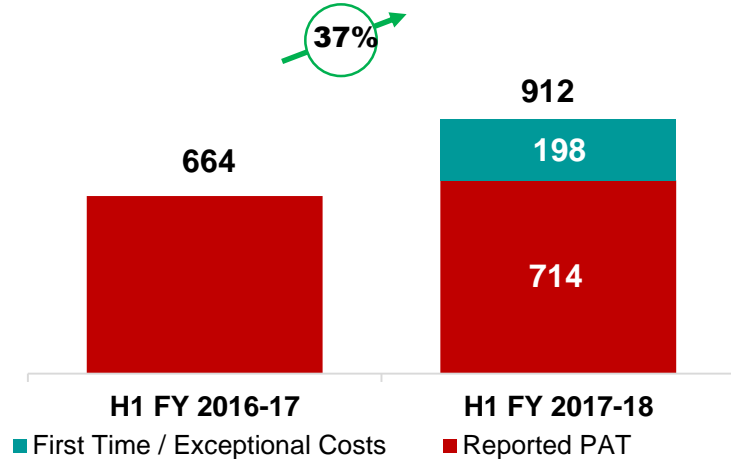
## EBITDA



## PBT



## PAT (Concern Share)

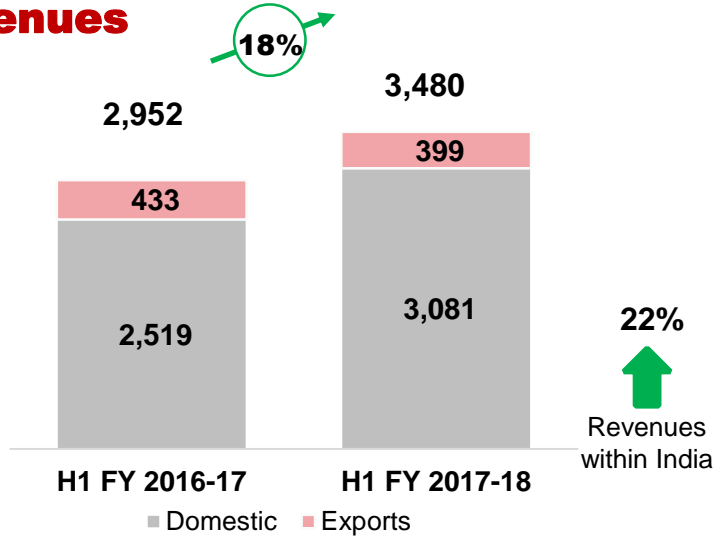


# MSSL Standalone : H1 FY17 vs H1 FY18

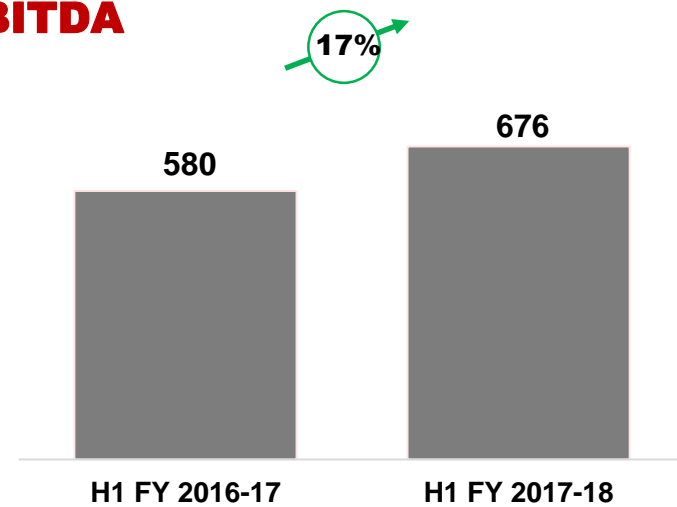


(Rs. in Crores)

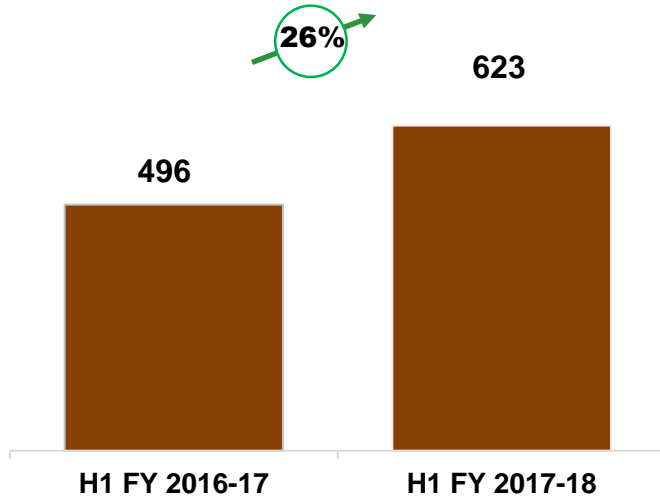
## Revenues



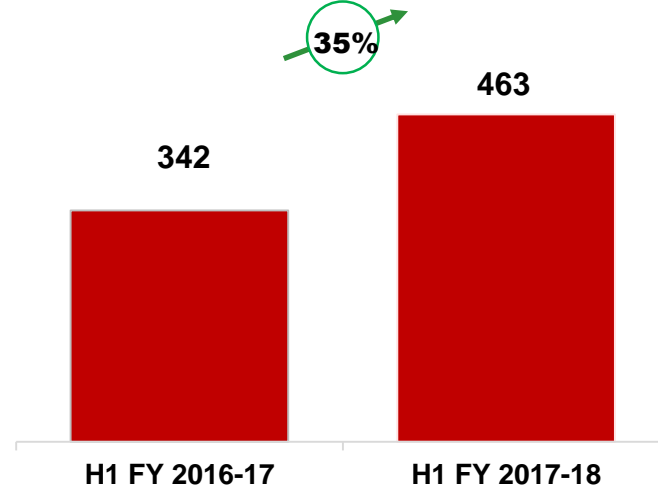
## EBITDA



## PBT



## PAT



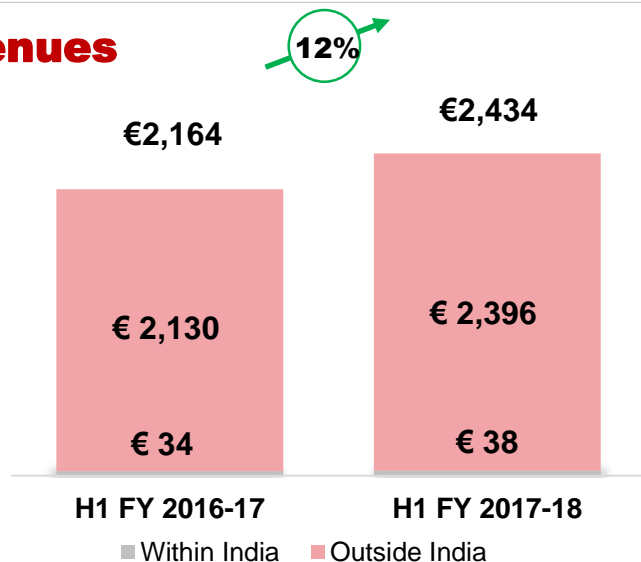


# SMRPBV : H1 FY17 vs H1 FY18 (In Euro Terms\*\*)

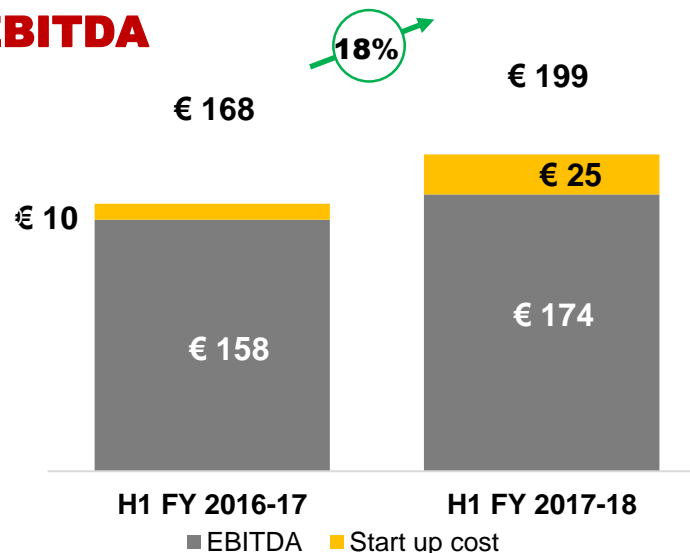


(In Million Euro)

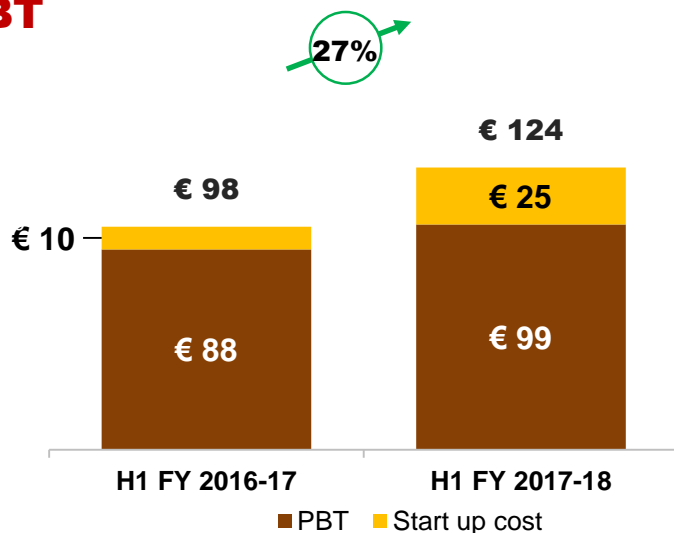
## Revenues



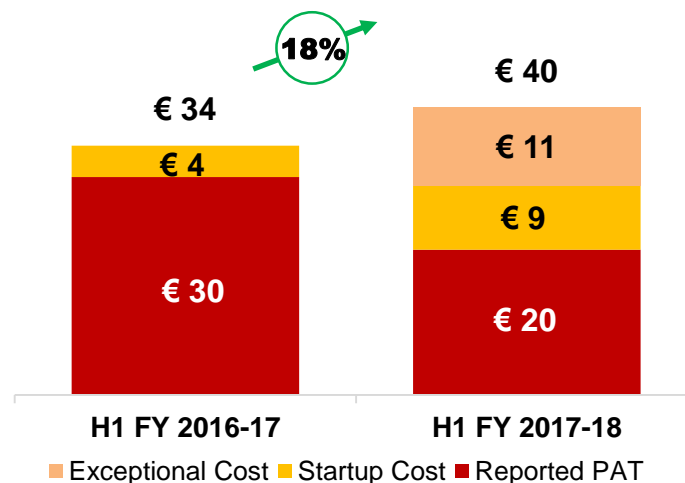
## EBITDA



## PBT



## PAT (Concern Share)

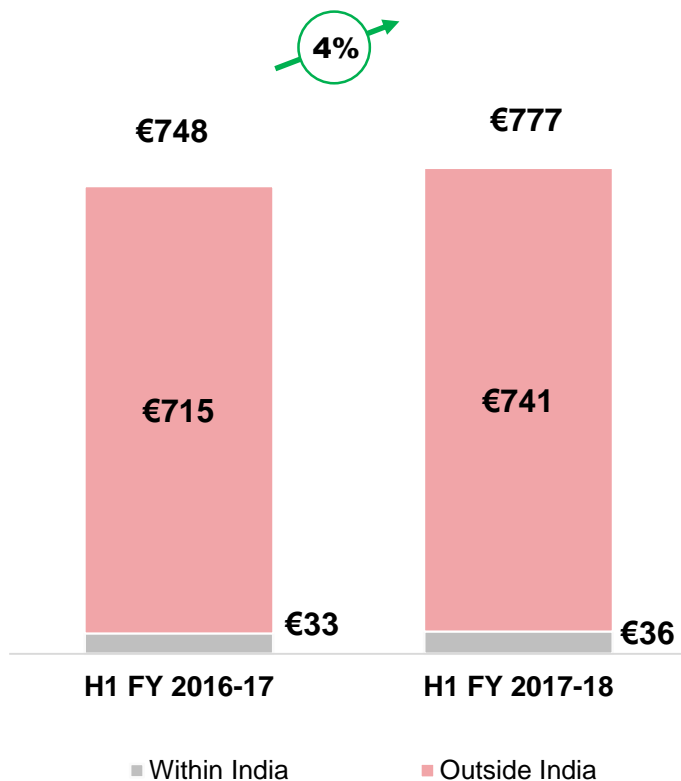


# SMR : H1 FY17 vs H1 FY18 (In Euro Terms\*\*)

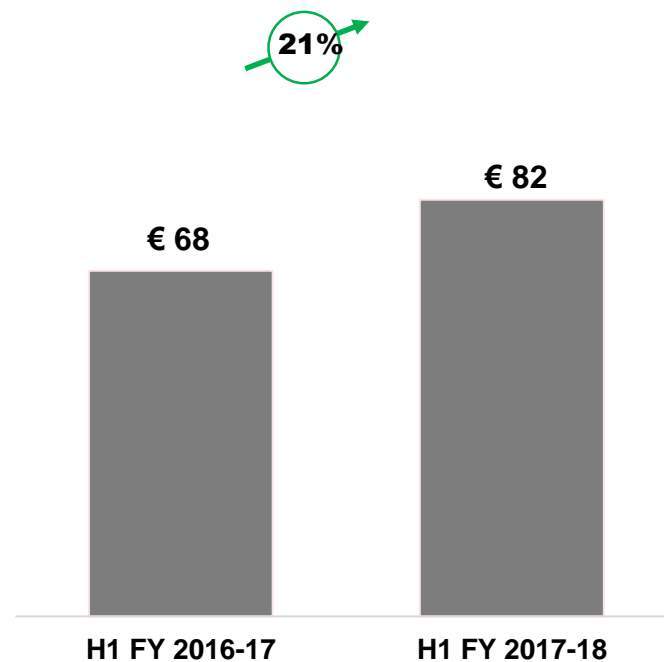


(In Million Euro)

## Revenues



## EBITDA

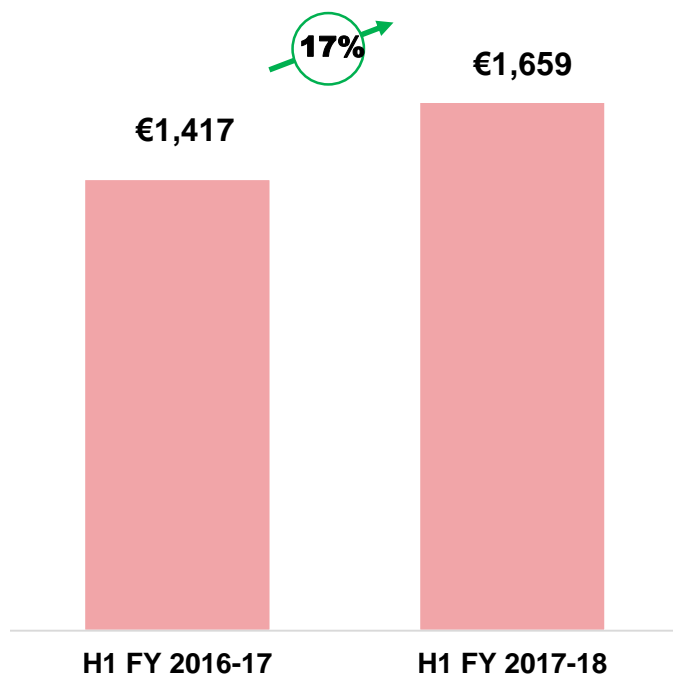


# SMP : H1 FY17 vs H1 FY18 (In Euro Terms\*\*)

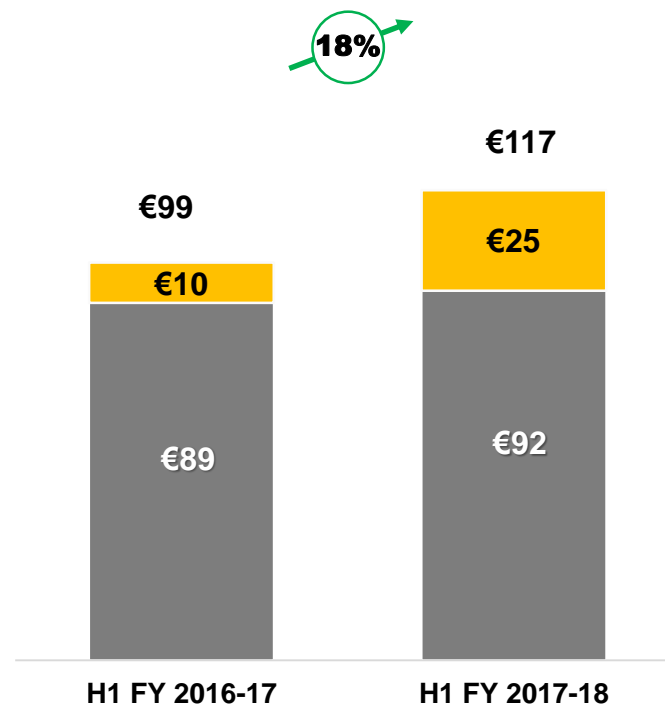


(In Million Euro)

## Revenues



## EBITDA



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

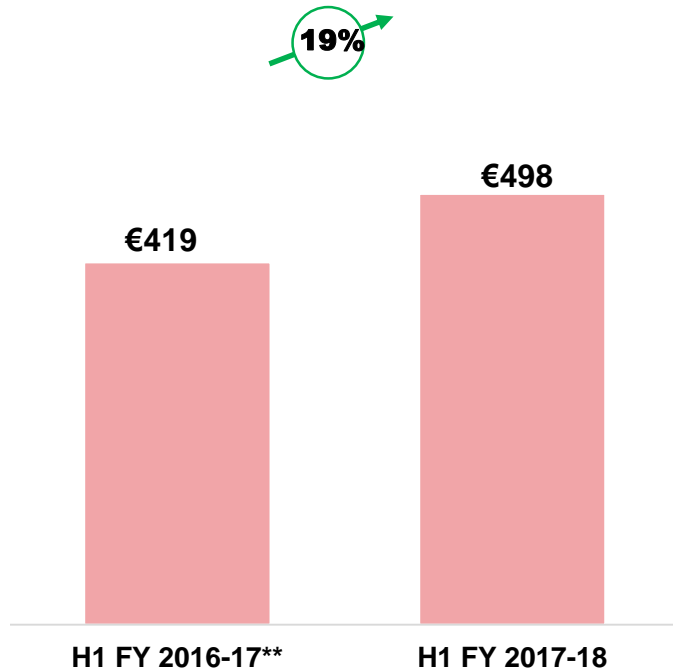
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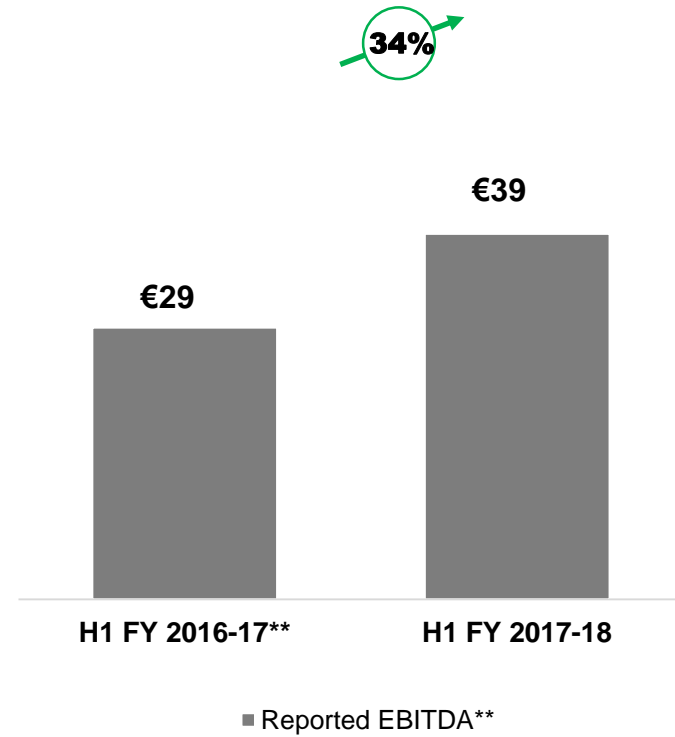
# PKC : H1 FY17 vs H1 FY18 (In Euro Terms\*\*)



## Revenues



## EBITDA

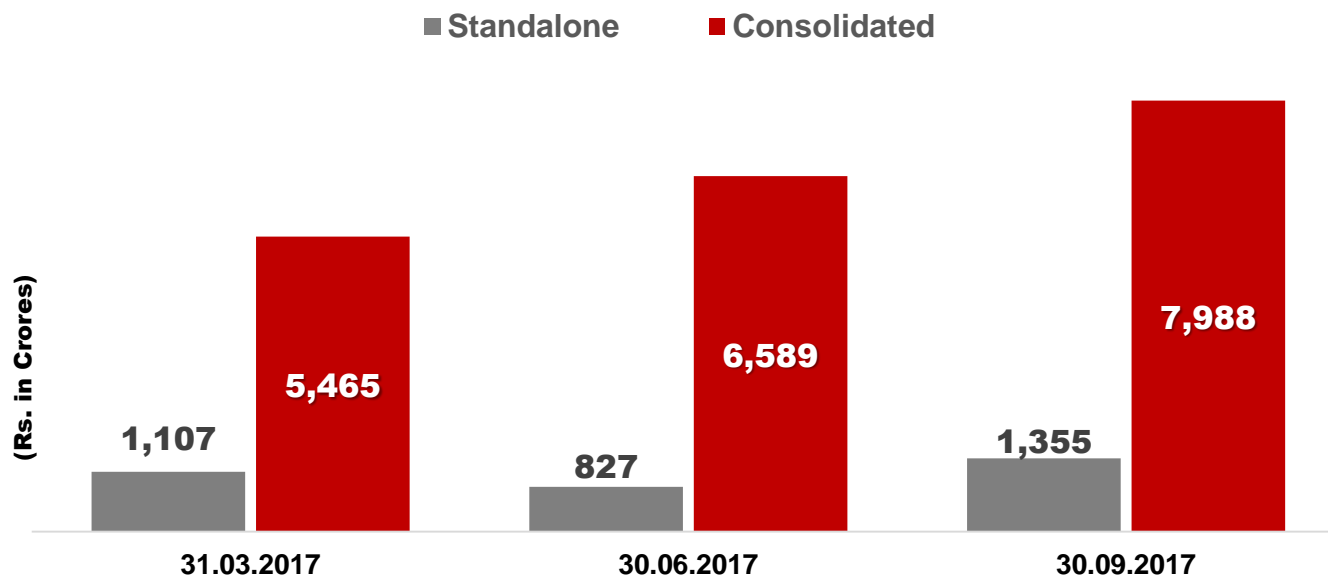


- **Financial Highlights of the quarter**
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# Net Debt



(Rs. in crores)	31.03.2017		30.06.2017		30.09.2017	
	Standalone	Consolidated	Standalone	Consolidated	Standalone	Consolidated
Gross Debt	1,294	10,349	1,287	11,055	1,392	10,804
Cash & Bank	187	4,884	460	4,466	37	2,816
<b>Net Debt</b>	<b>1,107</b>	<b>5,465</b>	<b>827</b>	<b>6,589</b>	<b>1,355</b>	<b>7,988</b>



Exchange rate used	31.03.2017	30.06.2017	30.09.2017
Rs./Euro	69.05	73.76	77.11
Rs./USD	64.85	64.58	65.28



# Reference Rates, Notes & Safe harbor



## Copper Rates.

Average	Q2 2016-17	Q2 2017-18	% Change
LME Copper (USD / Ton)	4,774	6,347	32.9%
Average	H1 2016-17	H1 2017-18	% Change
LME Copper (USD / Ton)	4,752	6,005	26.4%

## Exchange Rates.

(average)

Currency (equal to Rs.)	Q2 2016-17	Q2 2017-18	% Change
INR to Euro	74.72	75.55	1.5%
INR to YEN	0.65	0.58	(10.8%)
Currency (equal to Rs.)	H1 2016-17	H1 2017-18	% Change
INR to Euro	75.12	73.27	(2.5%)
INR to YEN	0.64	0.58	(9.4%)

## 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> Sep 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 Q3 CY2016 have been compared with current quarter
7. For details, please refer to the results published on the website

**Thank you.**

Proud to be part of samvardhana **motherson**