

**Proud to be
part of the
world's most
admired
automotive
brands**

Presentation on Results Q4 & 12 months FY 2014-15

MS
**Motherson Sumi
Systems Limited**



Highlights



- **Highest ever Revenues and Profit**
- **Highest ever Dividend** of Rs 3 per share
- **Completed 5 year targets** with revenues over US\$ 5.5 billion, above target of US\$ 5 billion
- **New orders worth over Euro 4.2 billion** (INR 28,000 crores approx.) received since April 2014. (This includes Daimler orders of EURO 2.2 billion announced in April 2015)
- First time ever **ROCE exceeds 40%** (for Standalone)

“We are very happy with the way we have performed against our 5-year targets, thanks to the continued support of our customers, employees and other stakeholders”, said Vivek Chaand Sehgal, Chairman, Motherson Sumi Systems Ltd (MSSL).

“We are very grateful for the trust they have reposed in us in our current business, as well as in a number of acquisitions which have strengthened our company.”

“Our consolidated ROCE came out at 26%, with capital expenditure for new facilities and acquisitions, which always have to mature. Our ROCE stands at an impressive 36% if we exclude businesses acquired after 2010-11.”



Highlights (continued)



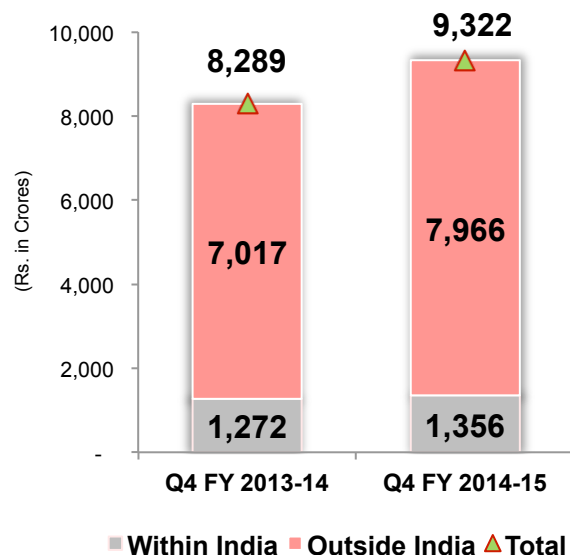
- Announces targets for **2020** :
 - Revenues target is up from US\$ 5 billion to **US\$ 18 billion** in FY 2019-2020
 - Target **ROCE of 40%**
 - **Dividend payout ratio 40%**

“We are very excited to launch our fifth 5-year plan”, said Vivek Chaand Sehgal. “It reflects our strong belief in our ability to deliver great value to the business of our customers, across our organization, across the world. We will pursue these targets through organic growth, as well as through customer-led acquisitions and the organic growth of these acquisitions within the Motherson family.”

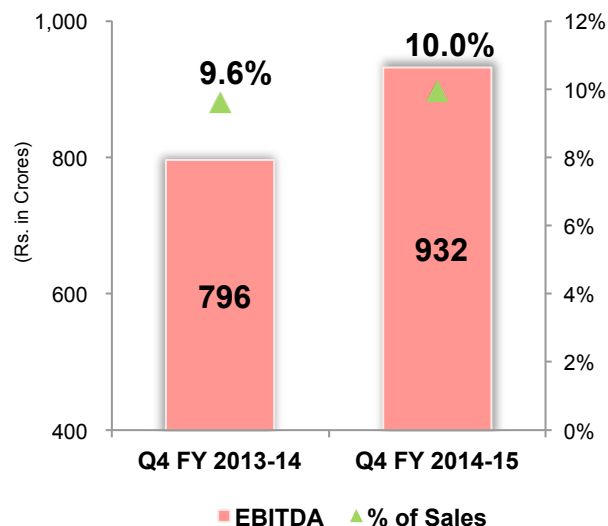
MSSL Consolidated : Q4 FY 2014-15 vs. Q4 FY 2013-14



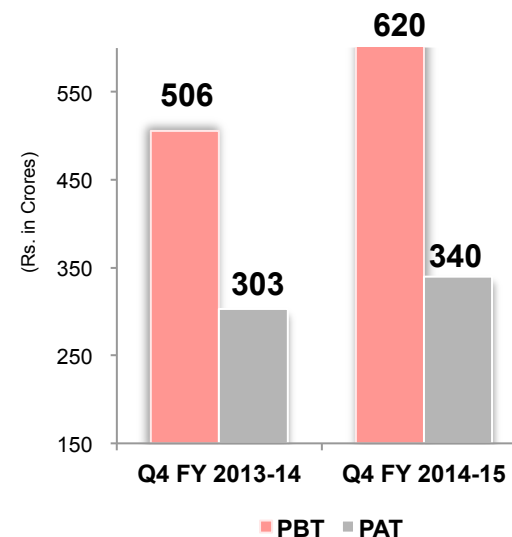
» Sales



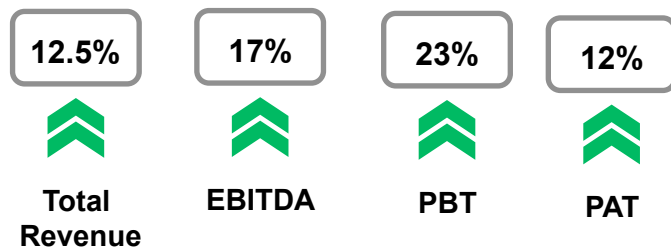
» EBITDA* / % to Sales



» PBT* & PAT#



» Growth



» Notes :

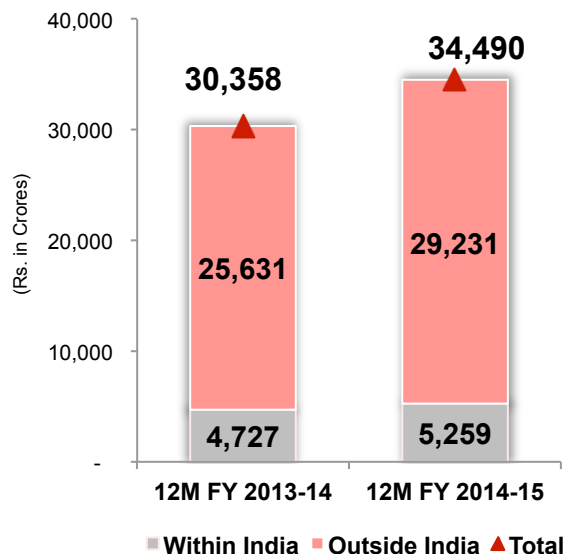
(Rs. Crores)	Q4 2013-14	Q4 2014-15
Exchange Loss / (Gain) on Long Term Loans	(70)	(5)
Exceptional expenses	-	(4)

{* Before exchange loss/ (Gain) and exceptional expenses}
 {# concern share after exchange loss/(gain)exceptional expenses}

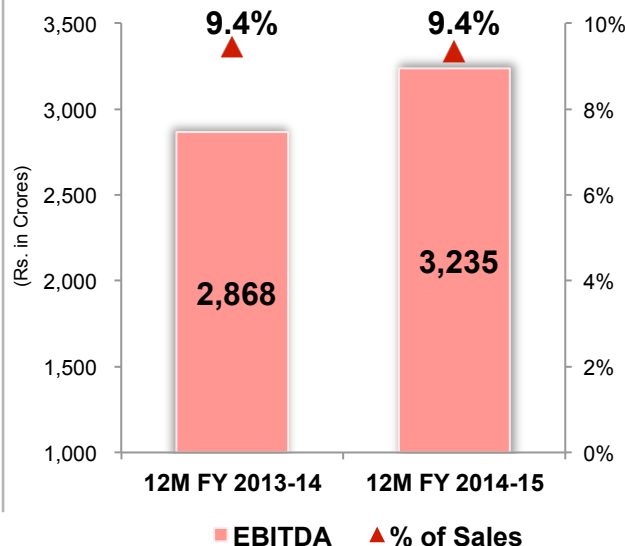
MSSL Consolidated : 12M FY 2014-15 vs. 12M FY 2013-14



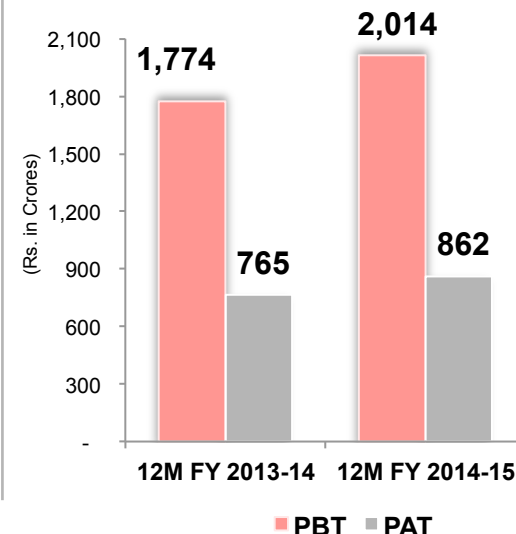
» Sales



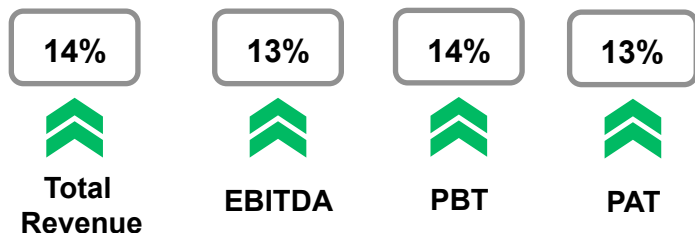
» EBITDA* / % to Sales



» PBT * & PAT#



» Growth



» Notes :

(Rs. Crores)	12M 2013-14	12M 2014-15
Exchange Loss/ (Gain) on Long Term Loans	178	32
Exceptional expenses	-	165

{* Before exchange loss/ (Gain) and exceptional expenses}

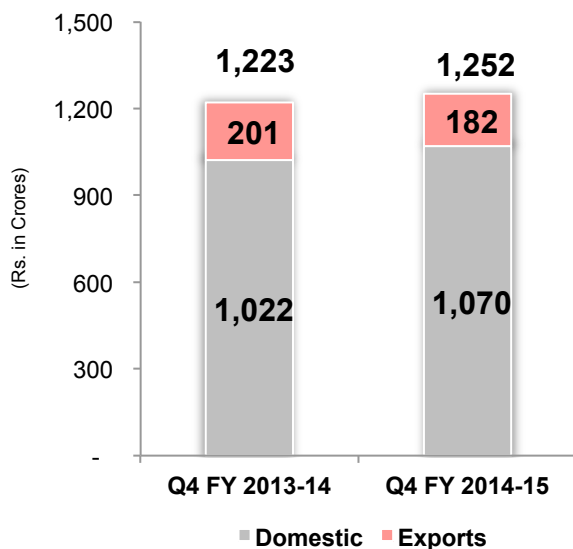
{# concern share after exchange loss/(gain)exceptional expenses}



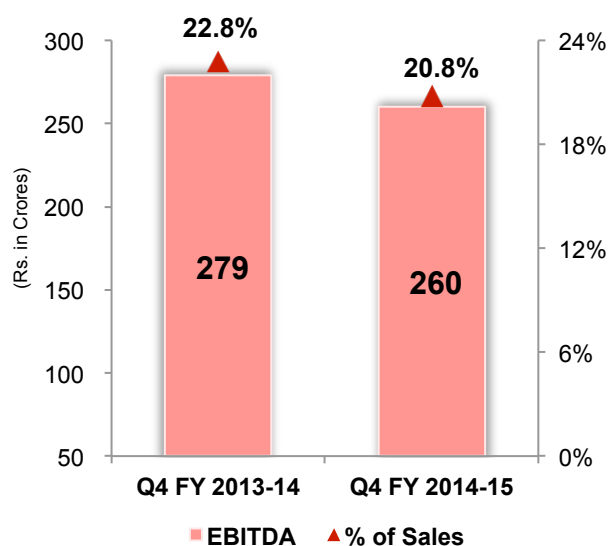
MSSL Standalone : Q4 FY 2014-15 vs. Q4 FY 2013-14



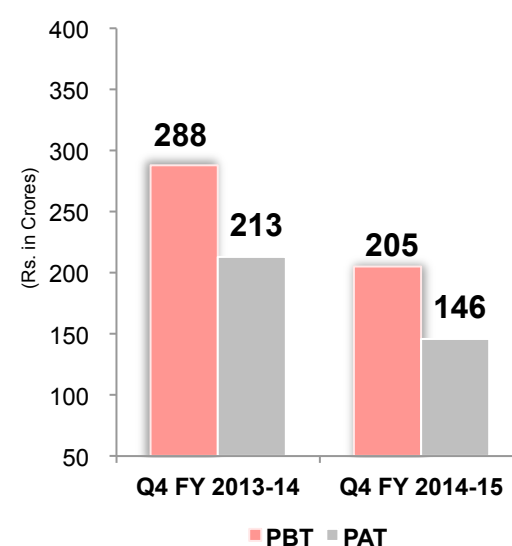
» Sales



» EBITDA* / % to Sales



» PBT * & PAT



» Growth



» Notes :

(Rs. Crores)	Q4 2013-14	Q4 2014-15
Exchange Loss / (Gain) on Long Term Loans	(16)	(5)

{* Before exchange loss/ (Gain) and exceptional expenses}

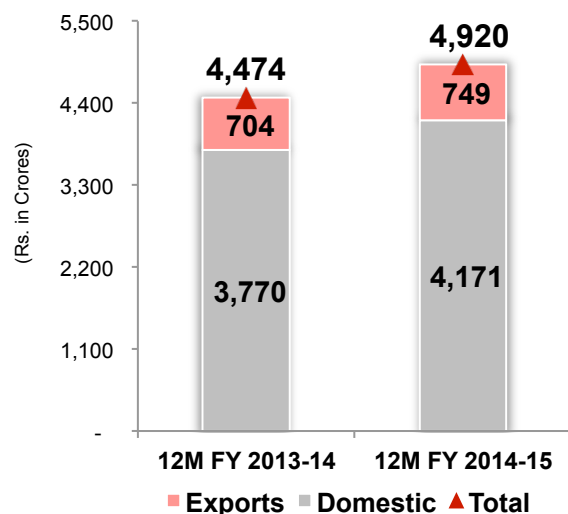
PBT & PAT Includes :

Dividend Income from Subsidiaries & JVs (Income)	(56)	
Impact of change in depreciation - Expense		8

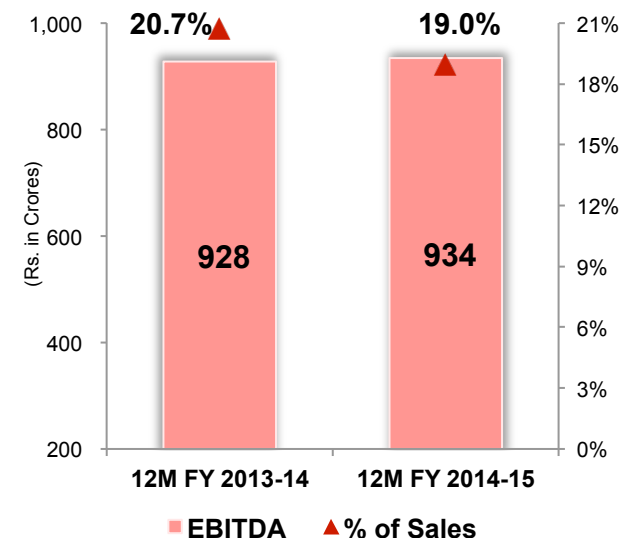
MSSL Standalone : 12M FY 2014-15 vs. 12M FY 2013-14



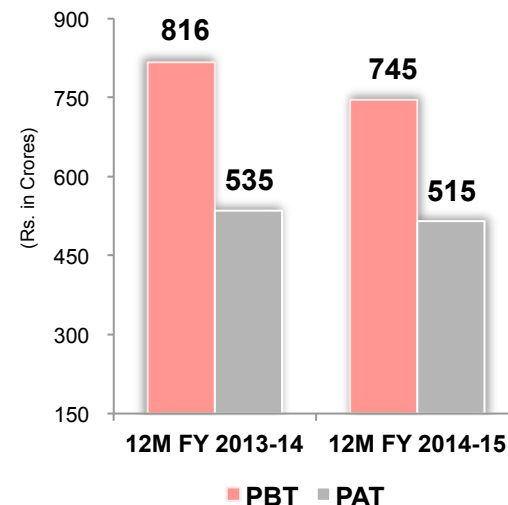
» Sales



» EBITDA* / % to Sales



» PBT * & PAT



» Growth



» Notes :

(Rs. Crores)	12M 2013-14	12M 2014-15
Exchange Loss/ (Gain) on Long Term Loans	58	21

{* Before exchange loss/ (Gain) and exceptional expenses}

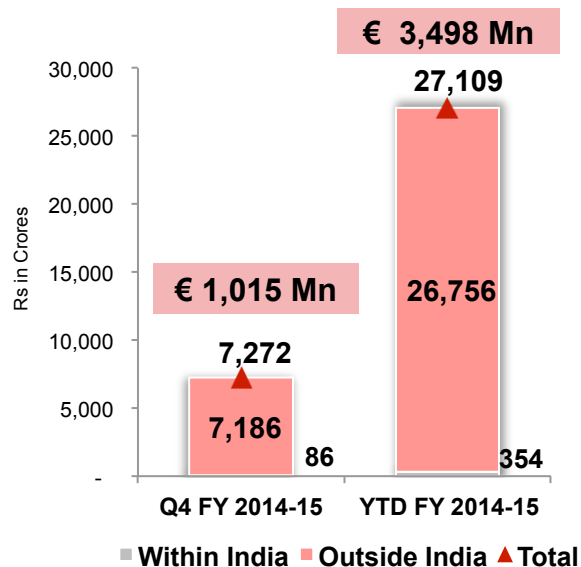
PBT & PAT Includes :

Dividend received from Subsidiaries & JVs (Income)	(75)	(40)
Impact of change in depreciation - Expense		52

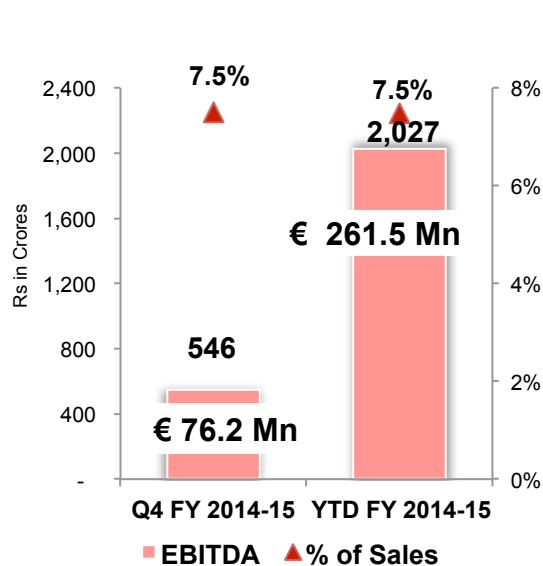
SMRPBV: Q4 FY 2014-15 and YTD FY 2014-15



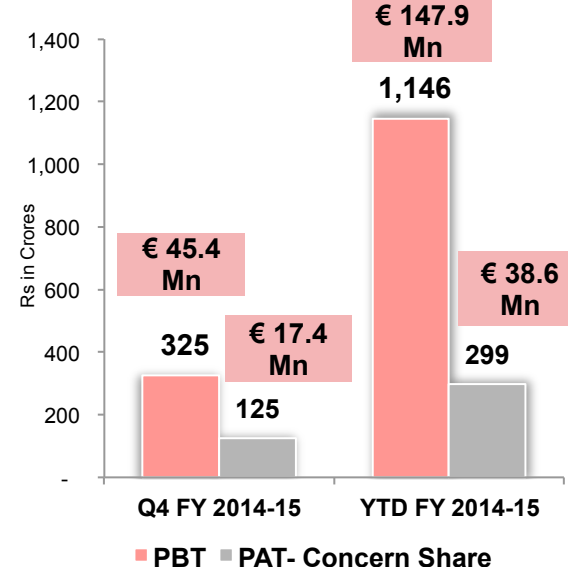
» Sales



» EBITDA* / % to Sales



» PBT * & PAT#



(Rs. in Crores)	Q4 2014-15	YTD 2014-15
Exceptional expenses towards bonds issuance	4	125 (€ 16 M)

{* Before exchange loss/ (Gain) and exceptional expenses}

{# concern share}

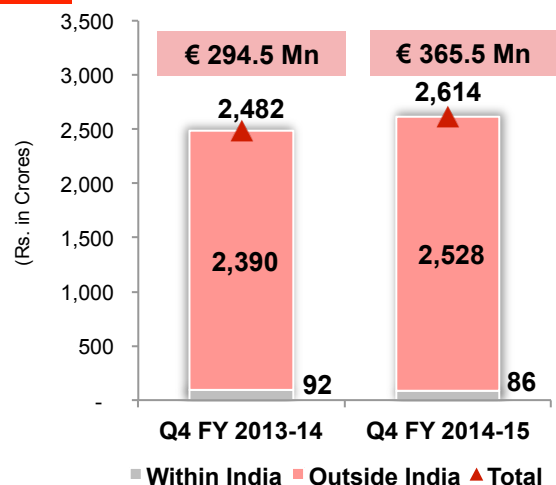


SMR & SMP: Q4 FY 2014-15 vs. Q4 FY 2013-14

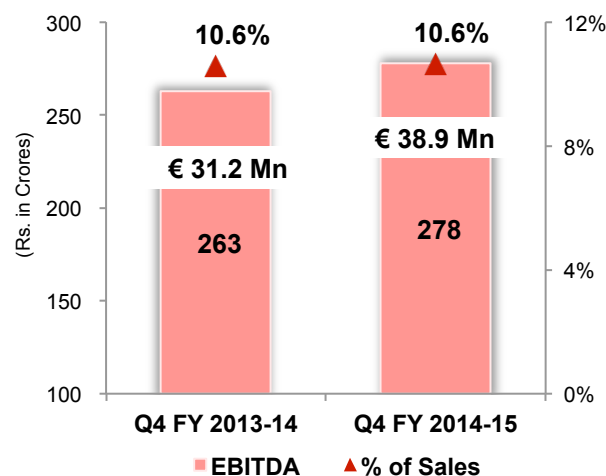


SMR

Sales



EBITDA* / % to Sales



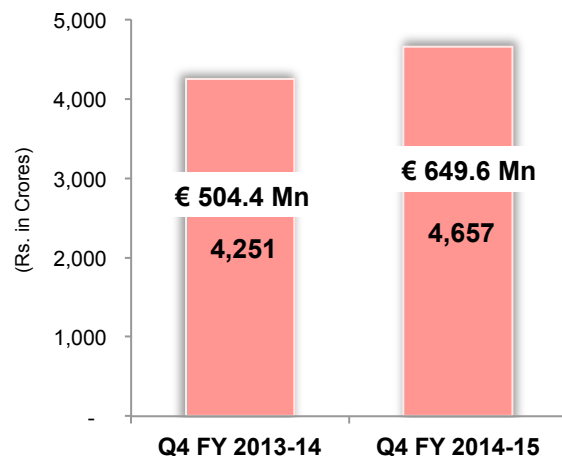
Growth in Euro Terms*

24%
Revenue

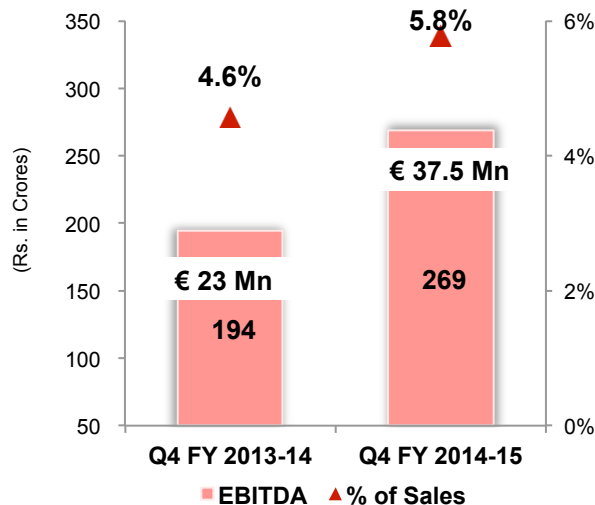
25%
EBITDA

SMP

Sales



EBITDA* / % to Sales



Growth in Euro Terms*

29%
Revenue

63%
EBITDA

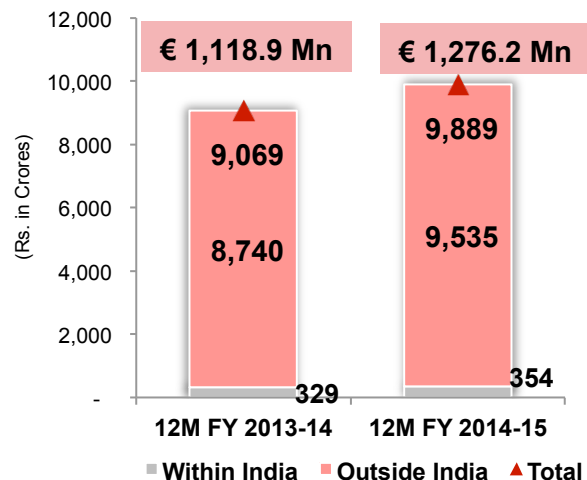
* At exchange rate used for translation

SMR & SMP: 12M FY 2014-15 vs. 12M FY 2013-14

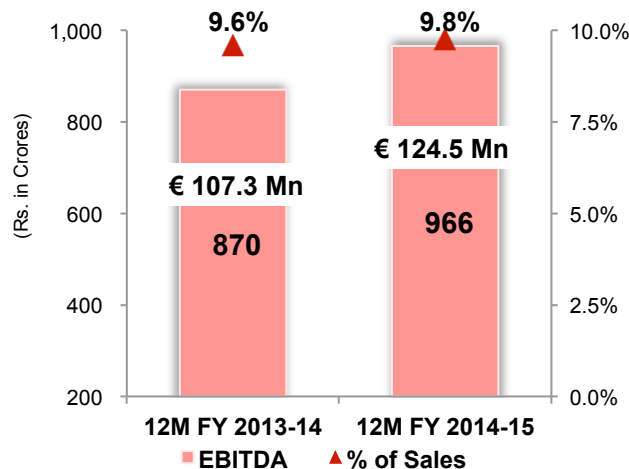


SMR

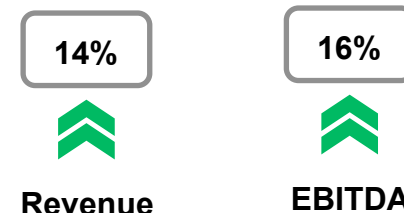
Sales



EBIDTA* / % to Sales

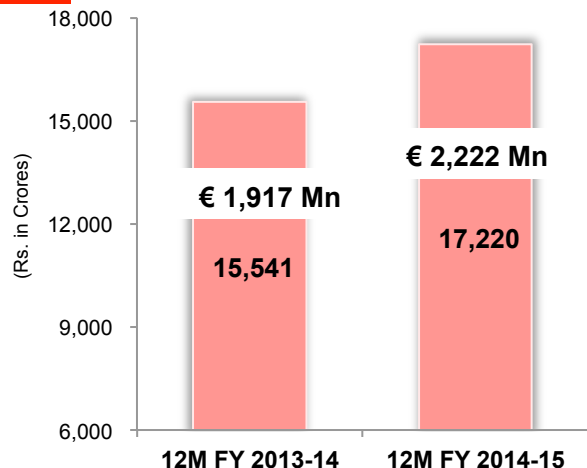


Growth in Euro Terms*

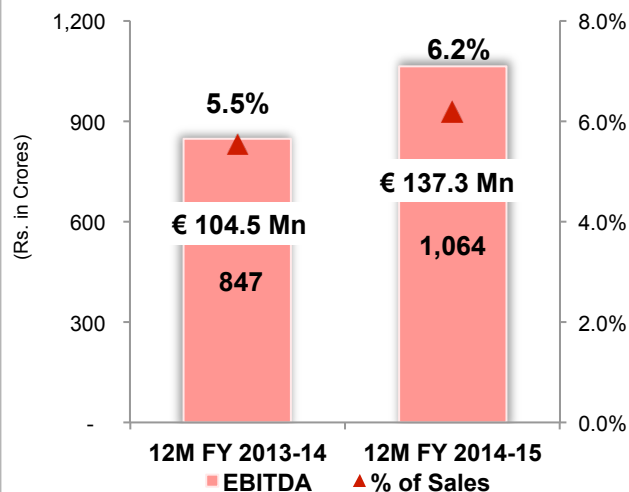


SMP

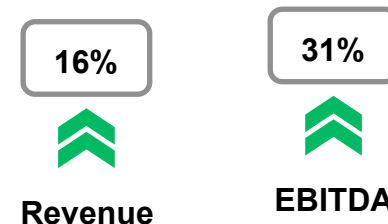
Sales



EBIDTA* / % to Sales

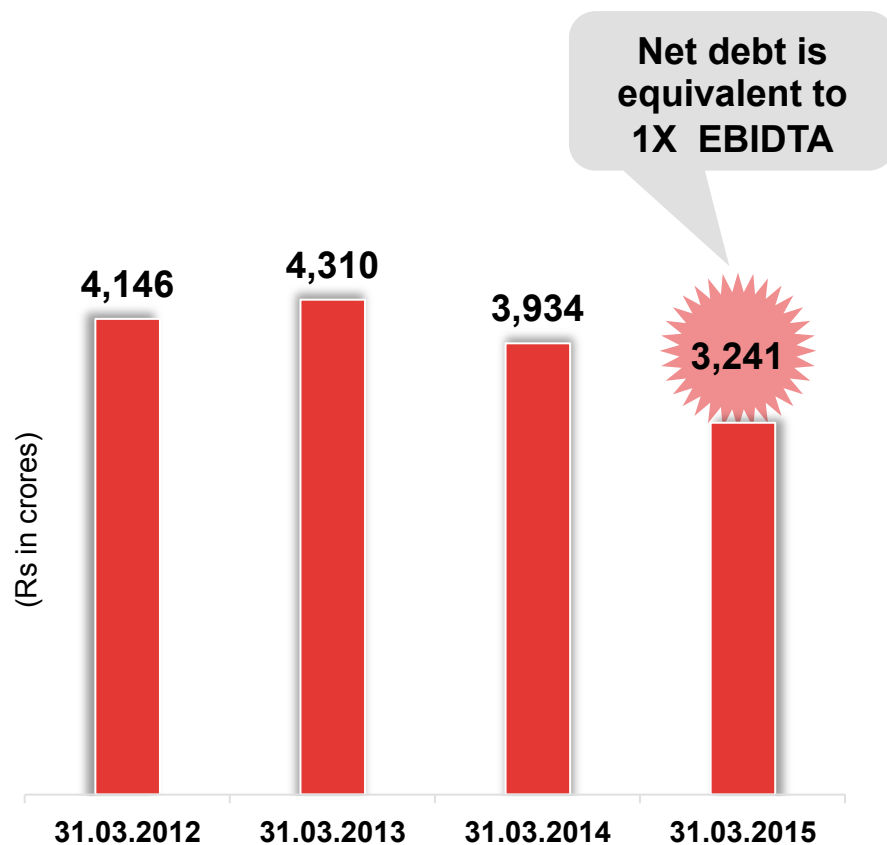


Growth in Euro Terms*



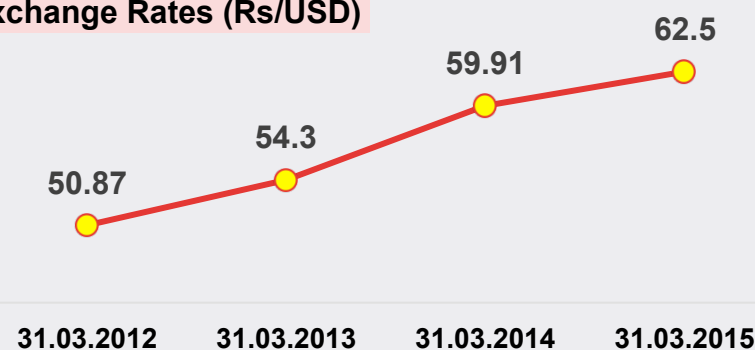
* At exchange rate used for translation

Consolidated Net Debt

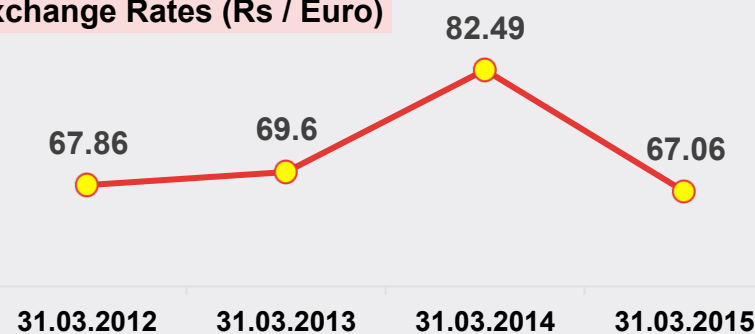


Exchange Rates applied for Debt Consolidation

Exchange Rates (Rs/USD)



Exchange Rates (Rs / Euro)



ROCE Performance



Consolidated

- **26%**
Including 5 acquisitions done post announcement of Vision 2015
- **36%**
Excluding 5 acquisitions
- Group delivers superior performance in the period of 5 years for the businesses to mature

Standalone

- ★ **41%**
First time ever standalone exceeds 40%

Our 2020 targets – the 5th five-year plan



01

\$ 18 billion
by 19-20.

02

40% ROCE.

03

3CX15

04

40% of Profit as
dividend



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.

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