

May 19, 2023

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 : MSUMI**

**Scrip Code : 543498**

**Ref.: Audited Financial Results for the quarter and financial year ended March 31, 2023-  
Investor Presentation and Press Release**

Dear Sir (s)/ Madam(s),

Further to our letter dated May 19, 2023 intimating about approval of the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2023 in the Board Meeting held on **Friday, May 19, 2023**, please find enclosed the following:

1. Presentation on the performance of the Company for the quarter and financial year ended March 31, 2023; and
2. Copy of the Press Release on the performance issued by the Company.


Thanking You,

Yours truly  
For Motherson Sumi Wiring India Limited

POOJA Digitally signed  
by POOJA MEHRA  
Date: 2023.05.19  
14:03:12 +05'30'  
MEHRA  
Pooja Mehra  
Company Secretary

Encl(s): As above

Regd. Office:  
**Motherson Sumi Wiring India 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.: L29306MH2020PLC341326  
E-mail: investorrelations@mswil.motherson.com  
website: www.mswil.motherson.com

Proud to be part of samvardhana 



**Proud to be  
part of.**

**Motherson Sumi Wiring India Limited (MSWIL)**  
**Performance**  
**Q4 FY 2022-23**

**motherson** 



# Key Highlights

## Performance highlights (QoQ)

| (Rs in crores) | Amount | Q3FY23 vs Q4FY23 |
|----------------|--------|------------------|
| Revenue        | 1,864  | ↑ 10%            |
| EBITDA         | 221    | ↑ 23%            |
| PAT            | 138    | ↑ 30%            |

## Performance highlights (YoY)

| (Rs in crores) | Amount | Q4FY22 vs Q4FY23 |
|----------------|--------|------------------|
| Revenue        | 1,864  | ↑ 12%            |
| EBITDA         | 221    |                  |
| PAT            | 138    | ↑ 33%            |

## Performance highlights (12M)

| (Rs in crores) | Amount | FY22 vs FY23 |
|----------------|--------|--------------|
| Revenue        | 7,057  | ↑ 25%        |
| EBITDA         | 798    | ↑ 5%         |
| PAT            | 487    | ↑ 18%        |

- **Highest ever quarterly revenues**
- **Crossed INR 7,000 crores** in yearly revenue
- **Improvement in Profitability** with continued focus on operational efficiency
- **44% ROCE for the current financial year, consistent ROCE >40%**
- **Continues to be a practically debt free company**

MSWIL is proud to be part of **23 new launches and 17 facelifts** taken place in India during FY23 across PV, CV & 2W segments

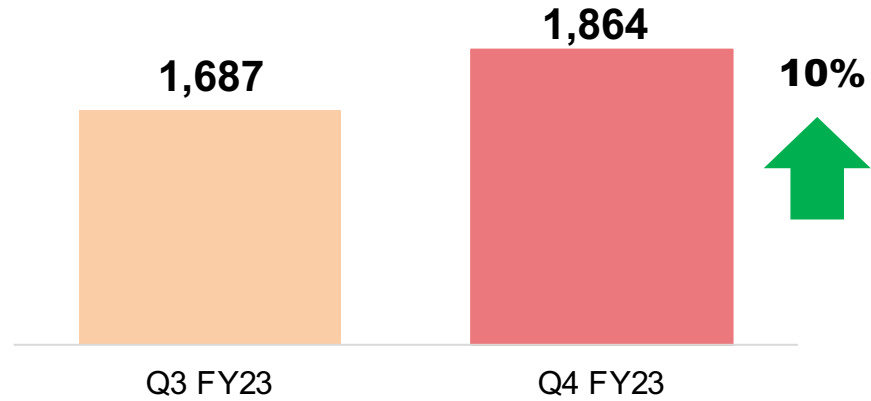
# Motherson Sumi Wiring India Ltd (MSWIL)

## Q3FY23 vs Q4FY23.

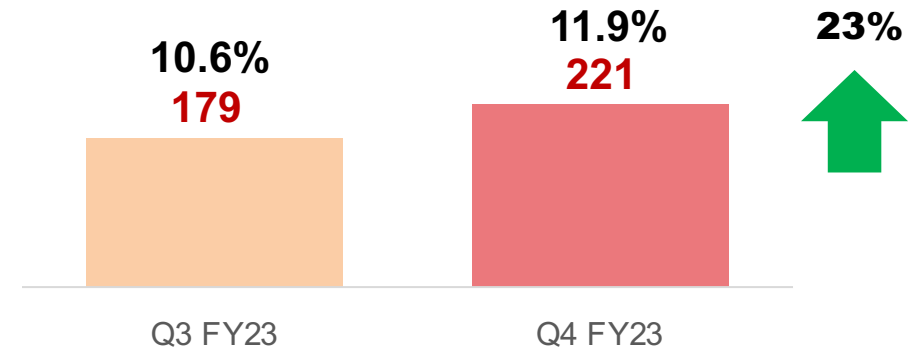
(Rs in Crores)



### Revenues.

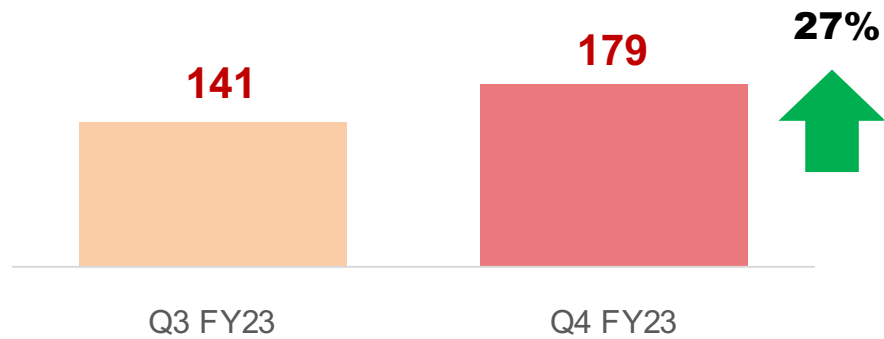


### EBITDA.

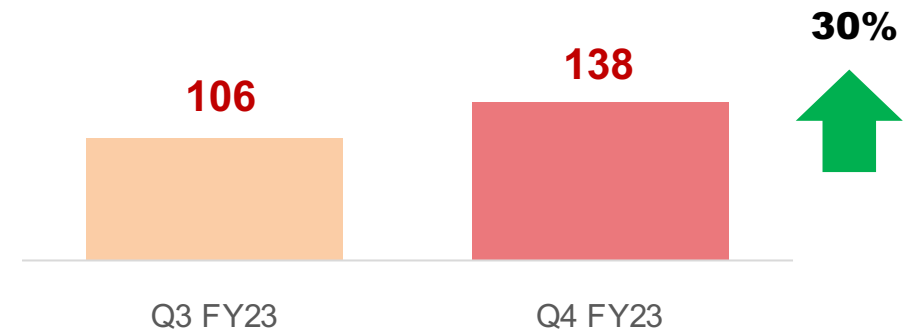


### PBT.

(before exceptional items)



### PAT.



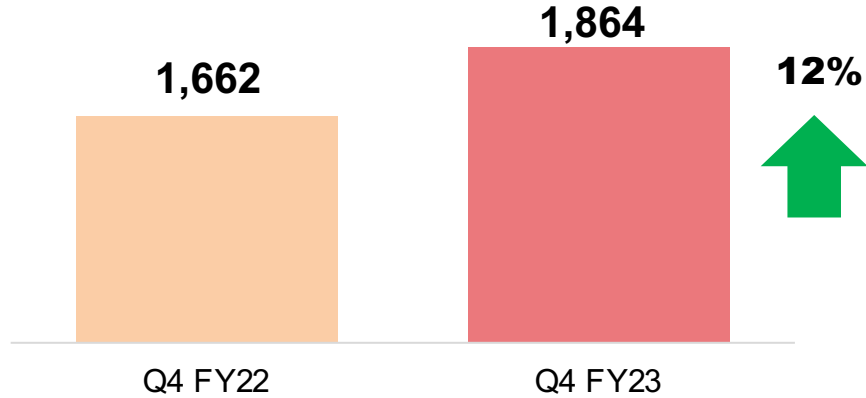
# Motherson Sumi Wiring India Ltd (MSWIL)

## Q4FY22 vs Q4FY23.

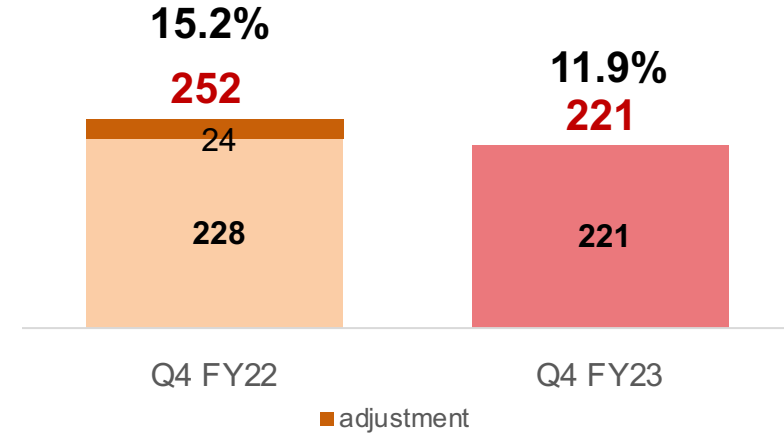
(Rs in Crores)



### Revenues.

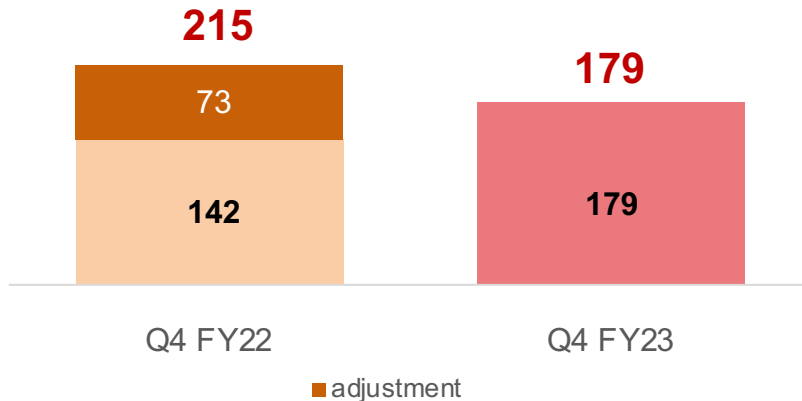


### EBITDA.

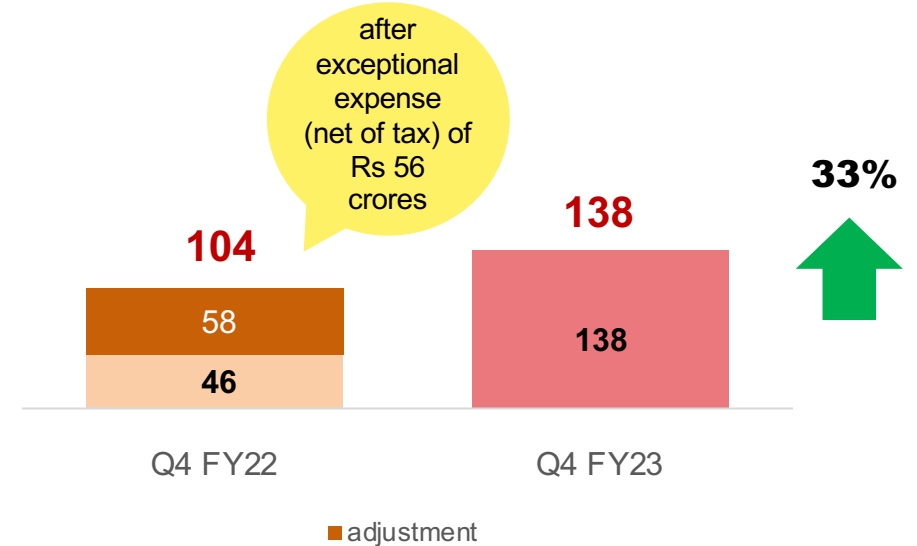


### PBT.

(before exceptional items)



### PAT.



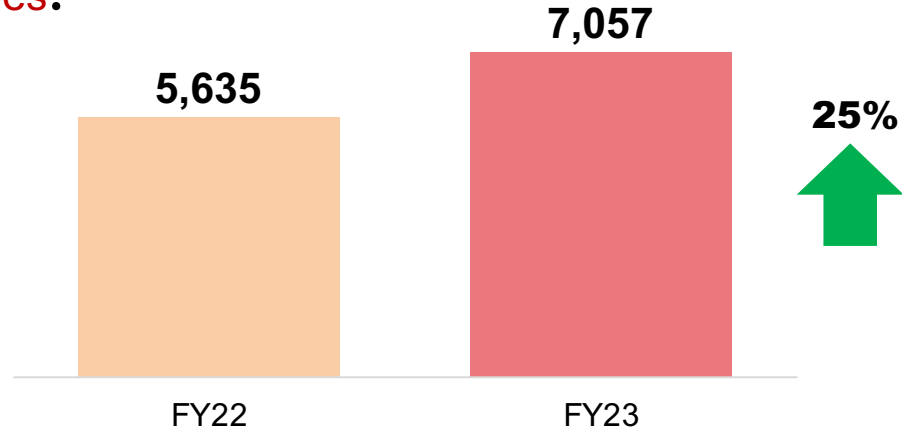
# Motherson Sumi Wiring India Ltd (MSWIL)

## 12MFY22 vs 12MFY23.

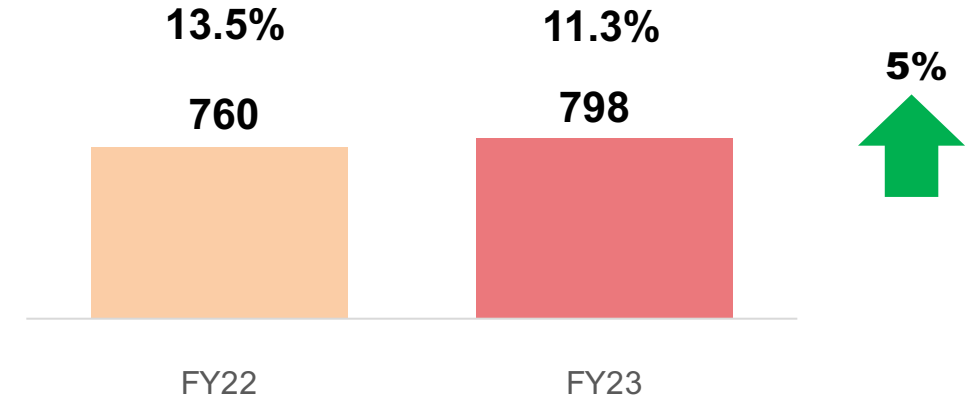
(Rs in Crores)



### Revenues.

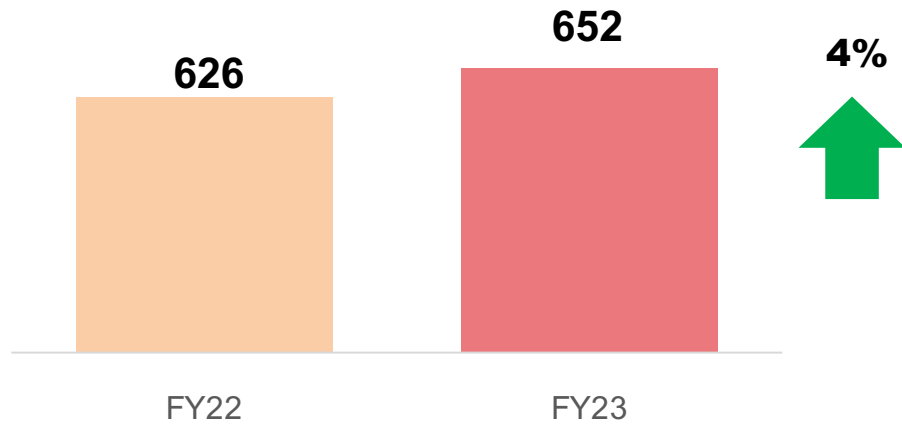


### EBITDA.

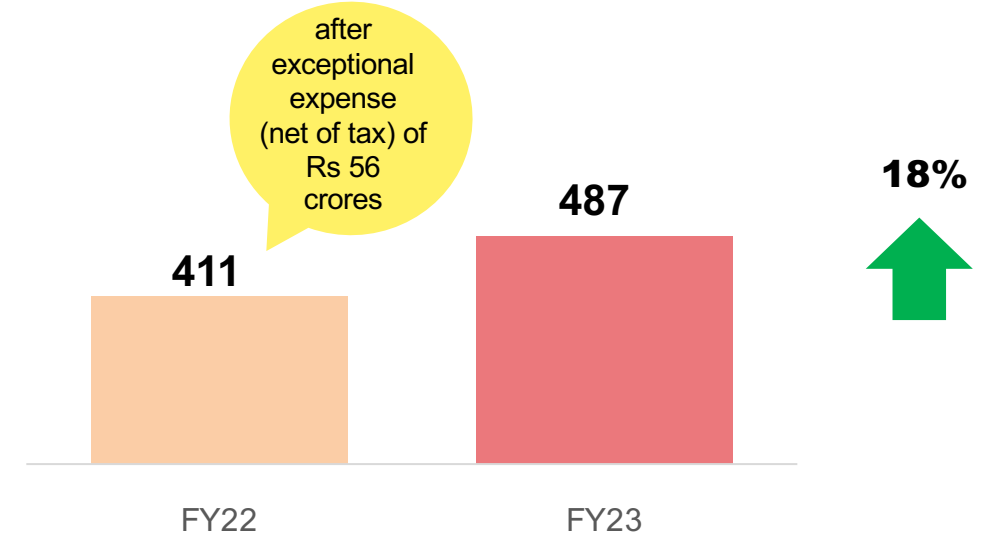


### PBT.

(before exceptional items)



### PAT.



# Debt situation

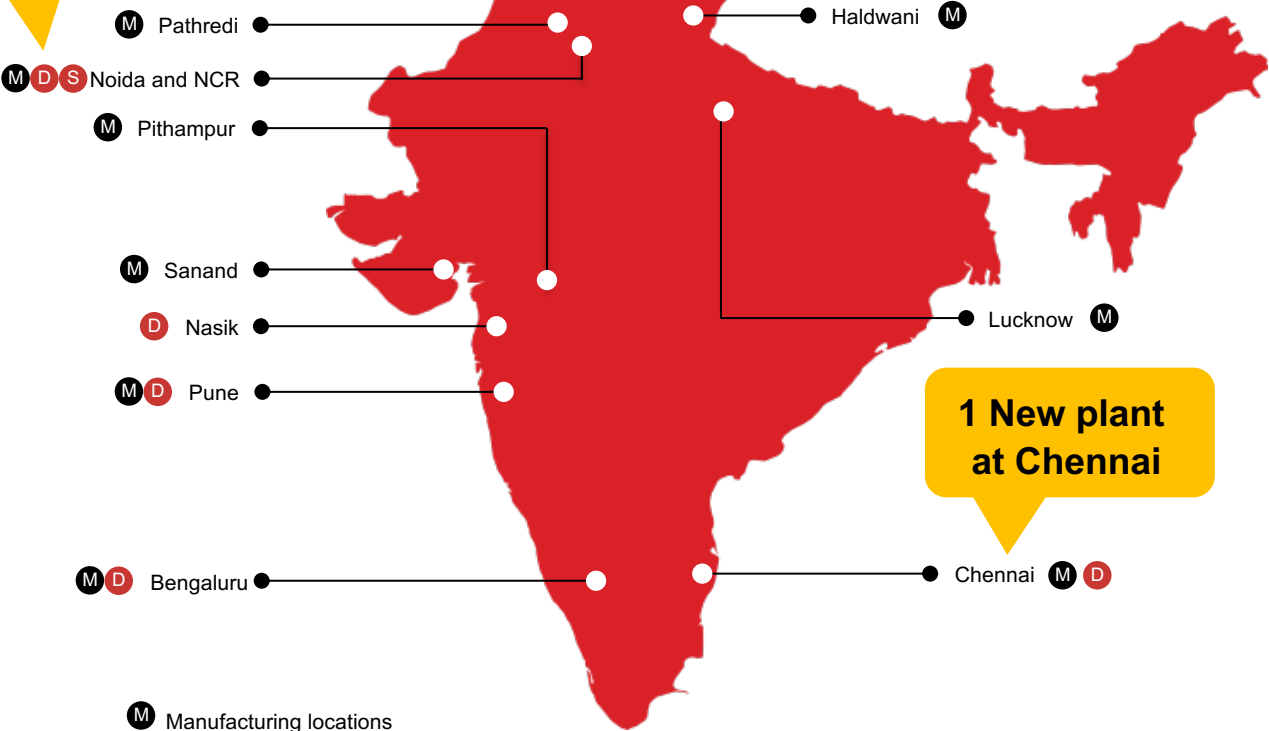
| Rs. in Crores   | 31 <sup>st</sup> March 2022 | 31 <sup>st</sup> December 2022 | 31 <sup>st</sup> March 2023 |
|---|-----------------------------|--------------------------------|-----------------------------|
| External Debt   | 19                          | 154                            | 81                          |
| Less Cash & Bank balance                                  | 293                         | 65                             | 36                          |
| <b>Net Debt</b>   | <b>(274)</b>                | <b>89</b>                      | <b>45</b>                   |
| <i>Lease liability<br/>(in accordance with IND AS116)</i> | 264                         | 246                            | 291                         |
| <i>Total Debt including lease liability</i>               | <i>(10)</i>                 | 335                            | 336                         |



# Further strengthening pan India industrial footprint.



2 New plants at Noida



1 New plant at Chennai

26 Wiring harness plants across India

Presence in key automotive clusters

Strategically located facilities in proximity to OEM locations





# MSWIL is Proud to be part of India's top selling passenger vehicle models



| OEM      | Top Selling PV Models FY 23 |
|----------|-----------------------------|
| Maruti   | Swift                       |
| Maruti   | Wagon R                     |
| Maruti   | Brezza                      |
| Maruti   | Baleno                      |
| Tata     | Nexon                       |
| Hyundai* | Creta                       |
| Maruti   | Dzire                       |
| Maruti   | Eeco                        |
| Tata     | Punch                       |
| Maruti   | Grand Vitara                |
| Hyundai* | Venue                       |
| Mahindra | Bolero                      |
| Hyundai* | Grand i10 Nios              |
| Maruti   | Alto                        |
| Maruti   | Ertiga                      |

MSWIL is supplying to **10 out of 12\*** top selling passenger vehicle models in India

Key supplier to the Electric Vehicle OEMs in India

Supplying to **2 out of top 3** Electric Vehicle PV OEMs in India

Supplying to **2 out of Top 5** Electric Vehicle 2W OEMs in India

\* Wiring Harness business for Hyundai and Kia are served by KIML (a SAMIL JV company)



# Reference Rates & Safe Harbour.

## Copper and Exchange Rates.

| <i>Average</i>        | <i>Q4 2021-22</i> | <i>Q3 2022-23</i> | <i>Q4 2022-23</i> |
|-----------------------|-------------------|-------------------|-------------------|
| LME Copper (USD / MT) | 9,985             | 8,006             | 8,930             |
| Copper (INR / KG)     | 804               | 716               | 797               |

| <i>As on</i> | <i>31<sup>st</sup> Mar 2022</i> | <i>31<sup>st</sup> Dec 2022</i> | <i>31<sup>st</sup> Mar 2023</i> |
|--------------|---------------------------------|---------------------------------|---------------------------------|
| Jap Yen/ Rs  | 0.647                           | 0.583                           | 0.622                           |

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**Thank you.**