

Motherson growth story.

Motherson.

Motherson started in 1975 in Delhi as a partnership between my mother the Late Shrimati Swaran Lata Sehgal and me.

Our name signifies a relationship of trust with all stakeholders.





Group business portfolio.

Transformation from a wiring harness manufacturer to a diversified group.



MSSL consolidated revenues from customer contracts.

(In USD billion)

6



MSSL Return on Average Capital Employed (ROACE).



*Annualised on basis of H2_FY 2020-21 results.

** Start of COVID-19 in China in the Q4 of FY20 which spread globally with periodic lockdowns in

many countries, severely impacting performance of Q1 & Q2 of FY 21. ROACE of H2 FY21 has been annualised and is presented in boxes.

PAT and Dividend payout.

(In INR million)



8

Proud to be part of the increasing wealth of our investors.

USD 34 invested in the MSSI IPO is worth **USD 131,582** 3,912x today (including cumulative dividend of USD 5,556)*. IPO 1993 2021



And we have grown large acquisitions profitably.

Visiocorp Acquired in 2009

Doubled the size of the Group and brought leadership in mirrors and vision systems.





Peguform Acquired in 2011

Doubled the size of the Group and brought growth to the polymer division.





PKC Acquired in 2017

Globalisation of the wiring division and leadership in the commercial vehicle segment.





*FY 2021 revenue including SMRC (Revenue represent revenue from contract with customers)

MANUFACTURING SOLUTIONS

02 PLANT AND INFRASTRUCTURE SETUP

New plants built

In the last **5-year** plan, Motherson has built a staggering **41 plants** all around the world.

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MANUFACTURING SOLUTIONS



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APPROACH TO RAPID, SUSTAINABLE GROWTH

A consistent value creation philosophy drives our growth.



The strategy and principles that have guided us.



At the behest of customers:

- Set-up new plants
- Innovate and develop new products
- Form new joint ventures
- Acquire new companies



We are on an amazing journey towards 2025.

(17)



2020 15\$1067

^{3CX10} Diversifying into new business divisions.

Technology & Industrial Solution<u>s</u>



- Growth in revenue at a CAGR of 22% from FY15-FY20
- Launched in the year 2000, MIND is over 2000 employees today
- Core businesses of the division — MIND, ROBIS, MI-XLAB, and SMHS

Logistics

Aerospace

Health & Medical



- Consolidate fragmented B2B ancillary market
- Delight customers with better technology driven solutions
- Betterment of the lives of drivers
- In-house agile, technology-enabling and efficiency-focused capabilities



- Global presence
- Manufacturing DNA
- Ability to pivot
- Turn around specialists



- Positively impacts lives
- Growing global need
- Group capabilities well aligned for medical and health technology
- Growing market size of over US\$ 1 trillion
- Initial entry in place

APPROACH TO RAPID, SUSTAINABLE GROWTH

Our work principles stem from a clear purpose and mindset.



OUR VISION SINCE 1995 To be a globally preferred solutions provider.

Be part of the success of our customers.

Growing global footprint.



HUMAN PRINCIPLES ARE THE FOUNDATION OF EVERYTHING WE DO

Be humble.

Build relationships based on trust.

People are the foundation, tied together with mutual trust.

OFFERING STABILITY AND GROWTH TO OVER 150,000 PEOPLE AND THEIR FAMILIES

Working together as one team, as one family.





Thank you.

Safe harbour

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