



UNO MINDA

**Minda Industries Ltd
Investor Presentation – February 2021**



BEATING
the odds

BUILDING TRUST. EXPANDING POSSIBILITIES.

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Health and Safety

Connected Everywhere

Environment and Sustainability

Sharing Economy



Autonomous



Connected Car



Electric



Shared Mobility

India



ADAS

ADAS



Connected Car



Electric



Regulations



Shared Mobility

Sensors for Electric Vehicles



Brake Pedal Sensor for EV Regenerative Braking



EV Battery Temperature Sensor



Accelerator Position Sensor for EV



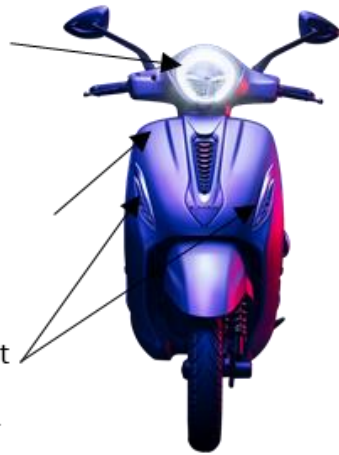
Vacuum sensor for EV Brake System

LED Lighting & Switches for Electric Vehicles

LED DRL & Position Lamp

LED Head Light

LED Front Turn Indicator



LED Sequential Turn Indicator Lamp

LED Tail Lamp with Stop Lamp

LED Front Position Lamp
LED Head Light

LED Front Turn Indicator



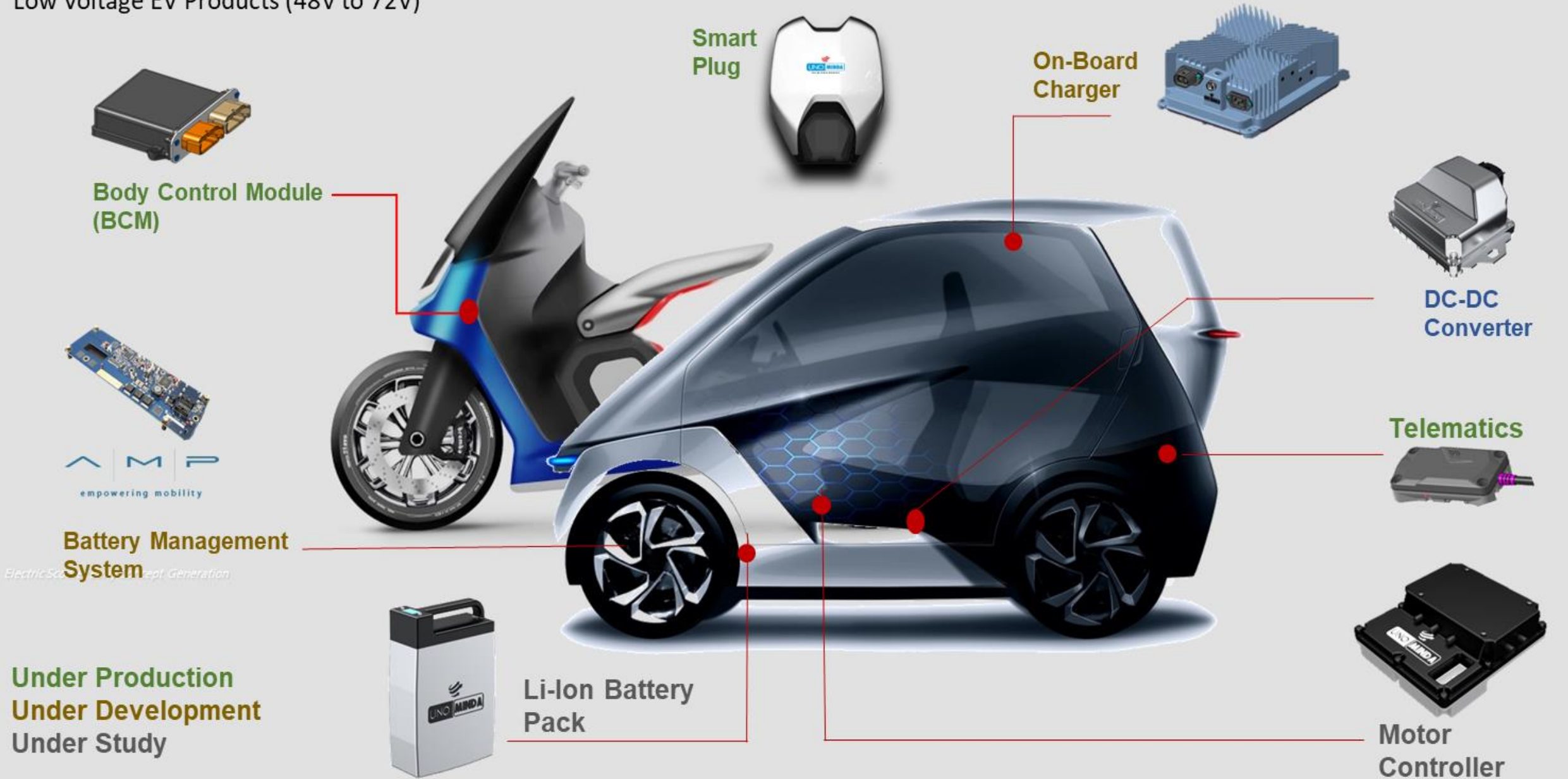
Switches

LED Tail Lamp with Stop Lamp

LED Rear Turn Indicator

EV Products Under Development

Low Voltage EV Products (48V to 72V)





Quarterly Update Presentation



Favourable Factors

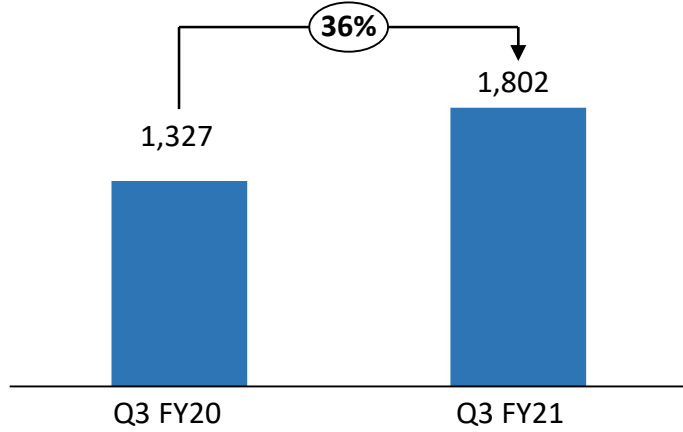
- ✓ Favourable Demand Environment
- ✓ Commercial Sales from 2 W Alloys plant



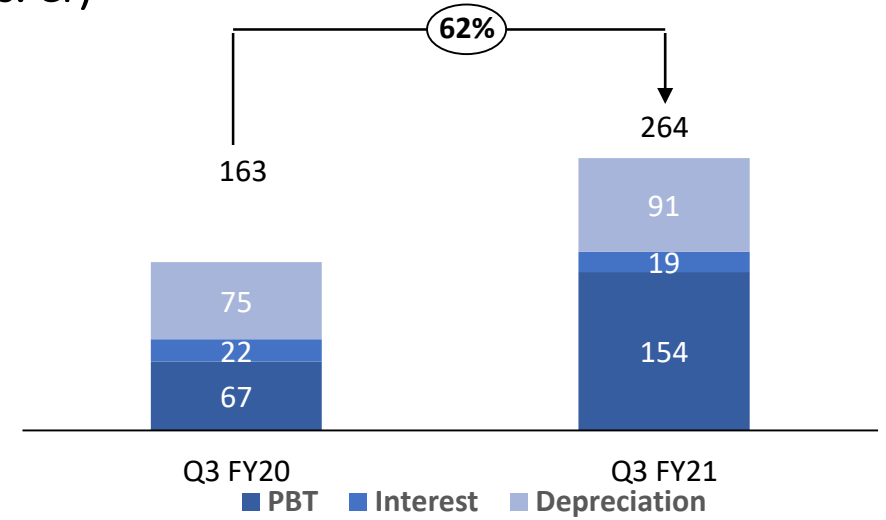
Un-Favourable Factors

- ✗ Rise in Commodity prices
- ✗ Delay in getting approvals for merger of Harita Seatings

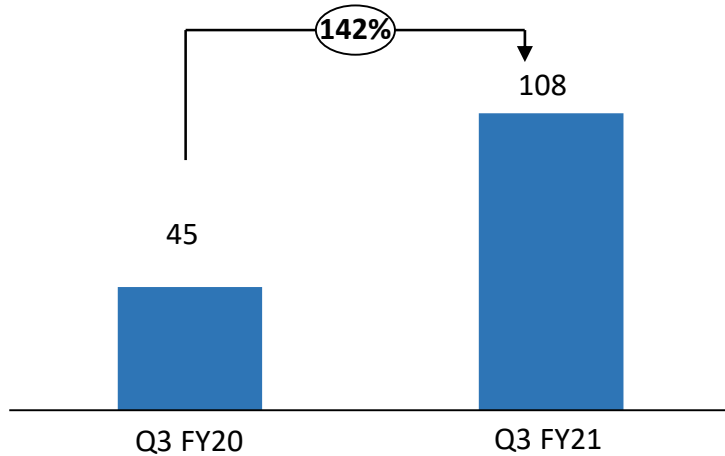
Revenue (Rs. Cr)



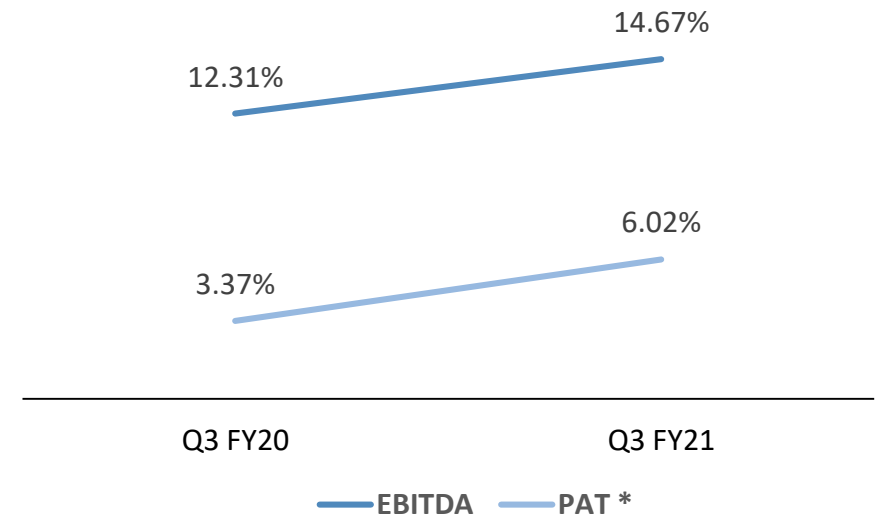
EBITDA (Rs. Cr)



PAT* (Rs. Cr)



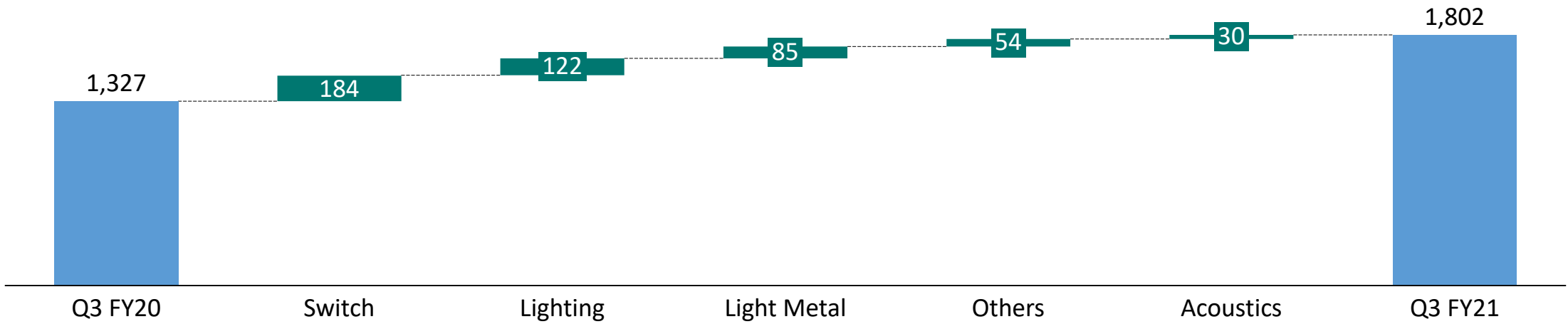
Margin (%)



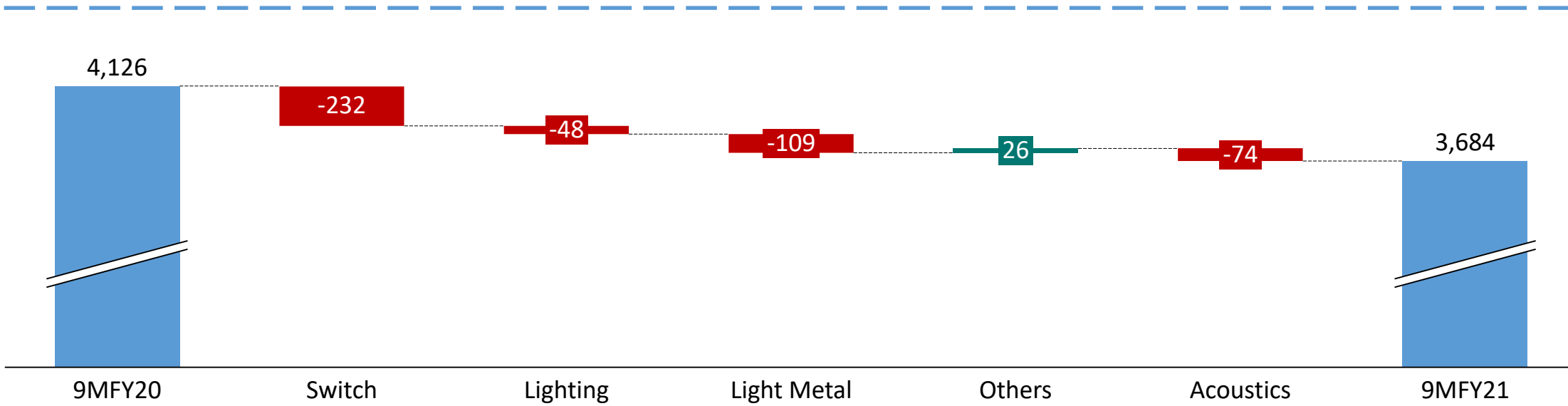
* PAT = PAT (MIL Share)

Rs. Crs

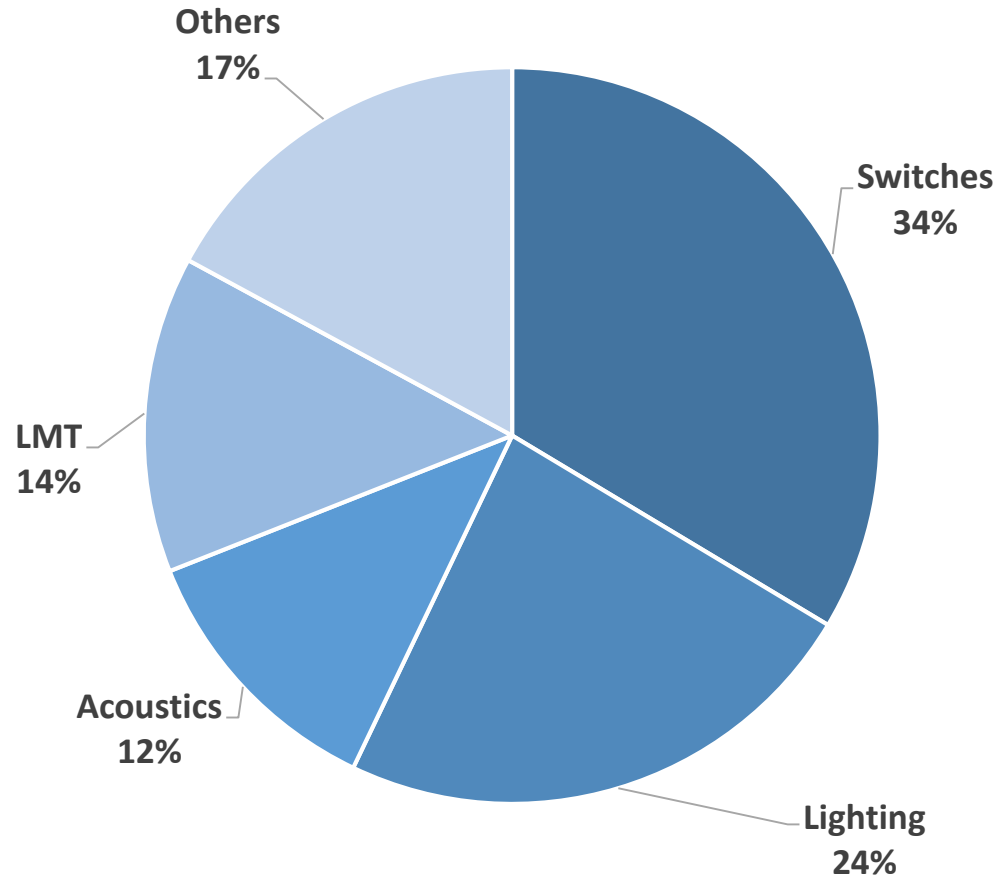
Quarter 3



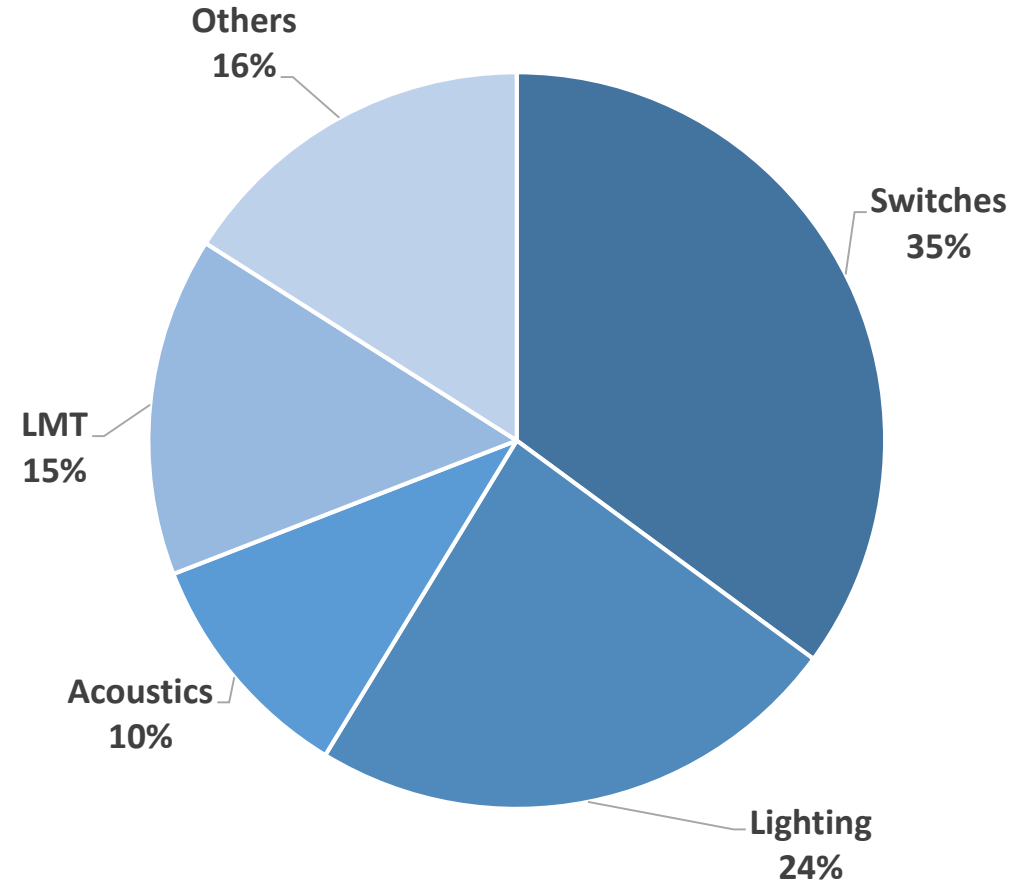
Nine Months

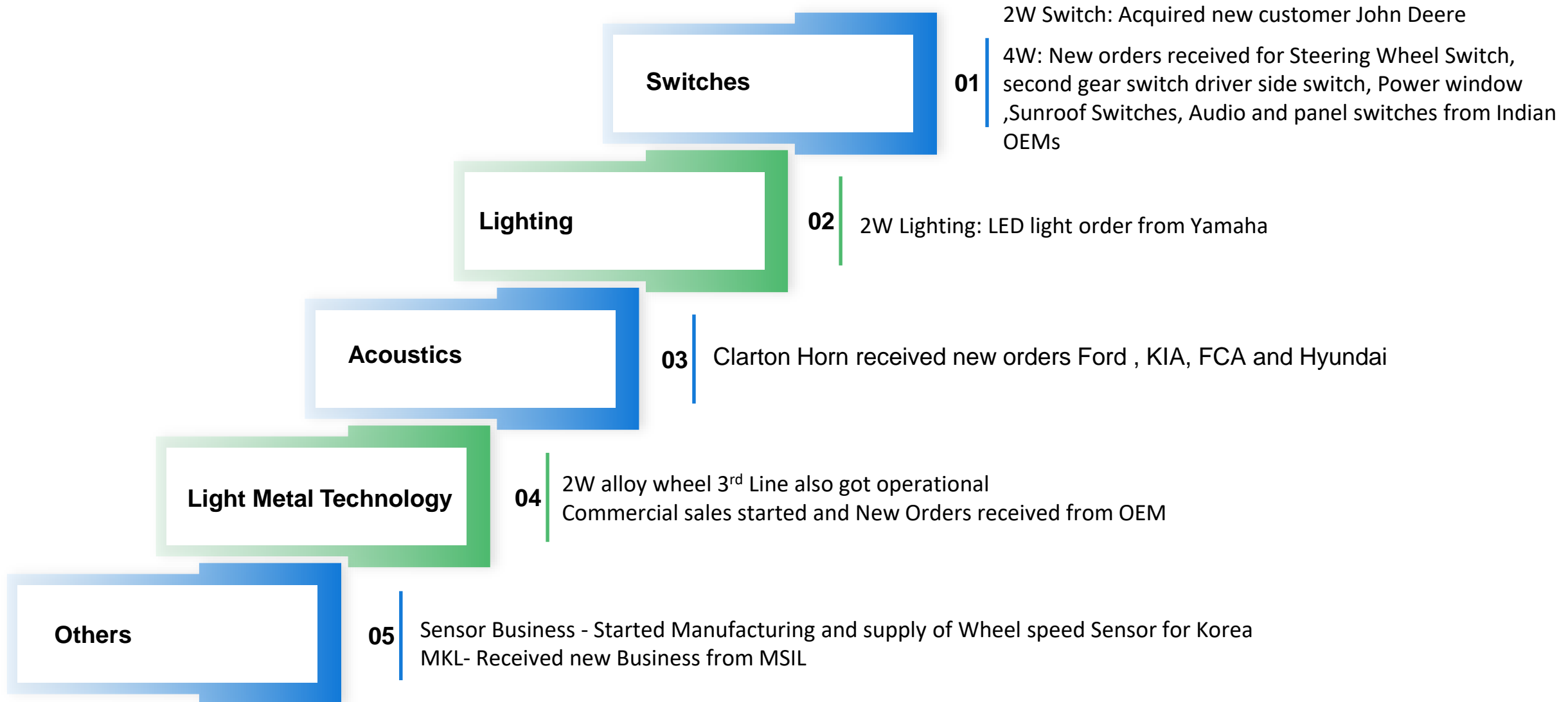


Revenue – Q3FY20

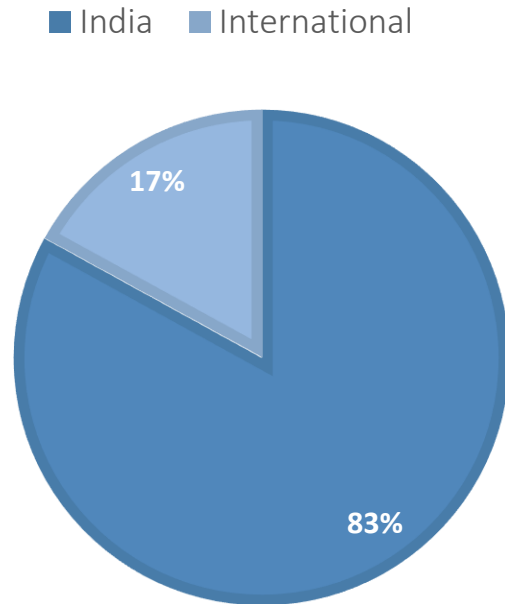


Revenue – Q3FY21

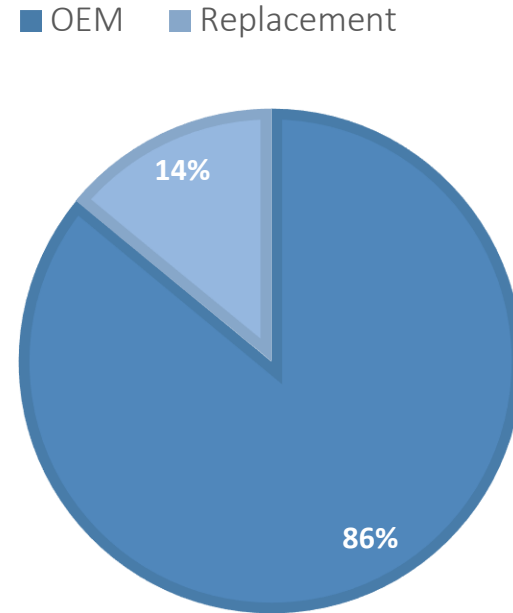




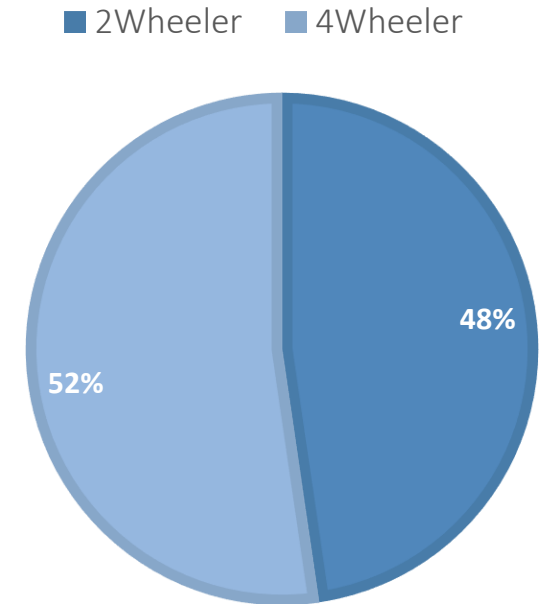
Geography-wise Breakup



Channel-wise Breakup



Segment -wise Breakup



Diversification across Categories and Geographies

Board has approved dilution of 1.10% stake in Minda TG Rubber India Private Limited (“MTG”) by issuance of shares to Toyoda Gosei (TG), Japan JV partner

- As a corporate restructuring, MTG will merge with Toyoda Gosei Minda India Private Limited (TGMIN). The Board has already, at its previous Board meeting held on 10th November, 2020, approved the said merger of MTG with TGMIN
- It was agreed that post merger of MTG with TGMIN, the shareholding of the JV Partner in TGMIN would be 50.10% . In order to enable the JV partner to have 50.10% stake post merger it was earlier considered that the Company would sell certain shares of MTG to TG. However, now it is proposed that MTG will issue new equity shares to TG only on Preferential allotment basis and the Company will not sell any of its shares.

Harita Seating Systems Merger

NCLT, Delhi has approved the merger however, we are awaiting copy of the final orders

NCLT, Chennai - Awaiting date for announcement of final decision; the hearings have been completed

Acquisition-cum-Merger of Minda iConnect

Received approval of merger scheme from SEBI and Stock Exchanges
Application filling to NCLT in process

MKL Capex

Capex for Green field plan for Blow moulded parts at new location to enhance overall capacity and setting up in house paint shop facility

Moving existing facility to Bangalore for further expansion

Consolidated Profit & Loss Statement

Particulars (Rs. Cr)	Q3 FY21	Q3 FY20	YoY %	Q2 FY21	QoQ %	9MFY21	9MFY20	YoY %
Revenue from Operations (Net of Excise)	1,801.62	1,326.85	36%	1,465.04	23%	3,683.77	4,126.17	-11%
Raw Material	1,078.95	795.36		881.33		2,201.99	2,482.23	
Employee Cost	246.51	208.88		204.06		616.88	632.4	
Other Expenses	211.91	159.24		164.21		456.7	514.36	
EBITDA	264.25	163.37	62%	215.44	23%	408.2	497.18	-18%
EBITDA Margin	14.67%	12.31%		14.71%		11.08%	12.05%	
Other Income	10.11	11.30		12.53		26.37	23.29	
Depreciation	91.04	75.06		81.02		240.27	220.21	
EBIT	183.32	99.61	84%	146.95	25%	194.3	300.26	-35%
EBIT Margin	10.18%	7.51%		10.03%		5.27%	7.28%	
Finance Cost	19.41	21.58		18.11		57.1	69.23	
Profit before Share of Profit/Loss of JVs and Tax	163.91	78.03	110%	128.84	27%	137.2	231.03	-41%
PBT Margin	9.10%	5.88%		8.79%		3.72%	5.60%	
Exceptional Item	-	-5.17				-	-5.17	
Tax	43.15	19.40		44.36		50.7	64.24	
Profit before Share of Profit/Loss of JVs	120.76	53.46	126%	84.48	43%	86.50	161.62	-46%
Share of Profit/Loss of JVs	8.87	1.00		10.02		2.68	13.25	
Net profit/(loss) after share of profit/(loss) of associates / joint ventures (A)	129.63	54.46	138%	94.5	37%	89.18	174.87	-49%
PAT Margin %	7.20%	4.10%		6.45%		2.42%	4.24%	
PAT attributable to:								
- Owners of MIL	108.4	44.73	142%	80.83	34%	70.9	147.65	-52%
- Non Controlling Interests	21.23	9.72		13.68		18.28	27.22	
Other Comprehensive Income	3.7	-0.31		-10.6		6.1	-3.44	
Total Comprehensive Income for MIL	111.82	44.39	152%	69.76	60%	76.28	144.43	-47%
TCI Margin %	6.21%	3.35%		4.76%		2.07%	3.50%	
Total Comprehensive Income for Non Controlling Interests	21.51	9.75		14.15		19	27	

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