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Date : 07/02/2024

National Stock Exchange of India Ltd. Listing Deptt., Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051	BSE Ltd. Regd. Office: Floor - 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001.
NSE Scrip: UNOMINDA	BSE Scrip: UNOMINDA, 532539

Sub: - Investor Presentation

Dear Sirs,

Enclosed please find the Investor Presentation Q3 FY 2024.

The copy of the aforesaid Investor Presentation is also available on the website of the Company www.unominda.com

This is for your information and record please.

Thanking you,

Yours faithfully,
For Uno Minda Limited



Tarun Kumar Srivastava
Company Secretary & Compliance Officer

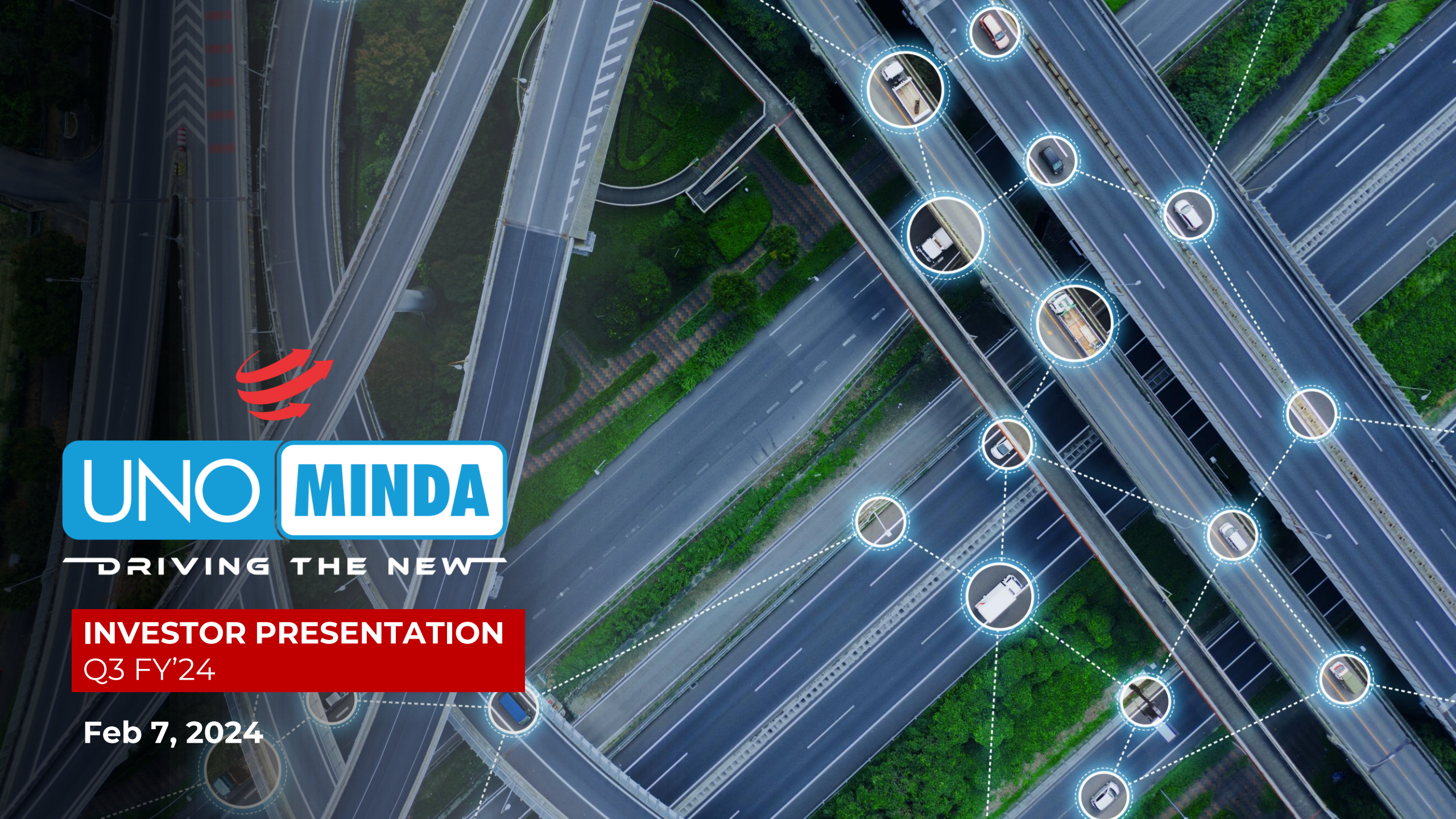
Encl: As above.



DRIVING THE NEW

INVESTOR PRESENTATION
Q3 FY'24

Feb 7, 2024



SAFE HARBOR

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INDUSTRY HIGHLIGHTS FOR Q3FY24

PLI Scheme Extended by 1 year

Govt extends tenure of automobile, component PLI scheme by 1 year. Five year to start from FY24 and ending in FY28

Govt In interim budget increased allocation to Rs 3,500 crore for PLI Auto, Components scheme in FY25

Anti Dumping on PV Alloy wheel extended

Extended anti dumping duty on imports of "Aluminium Alloy Road Wheel" originating in or exported from China PR for five years

Bharat Mobility Global Expo 2024

With focus on electric mobility, multiple industry bodies along with the Government of India hosted a mega exhibition from 1-3 Feb 2024.

Uno Minda took the center stage amongst component industry with its innovative products and technologies

Auto Industry growth momentum continues with 16% YoY growth

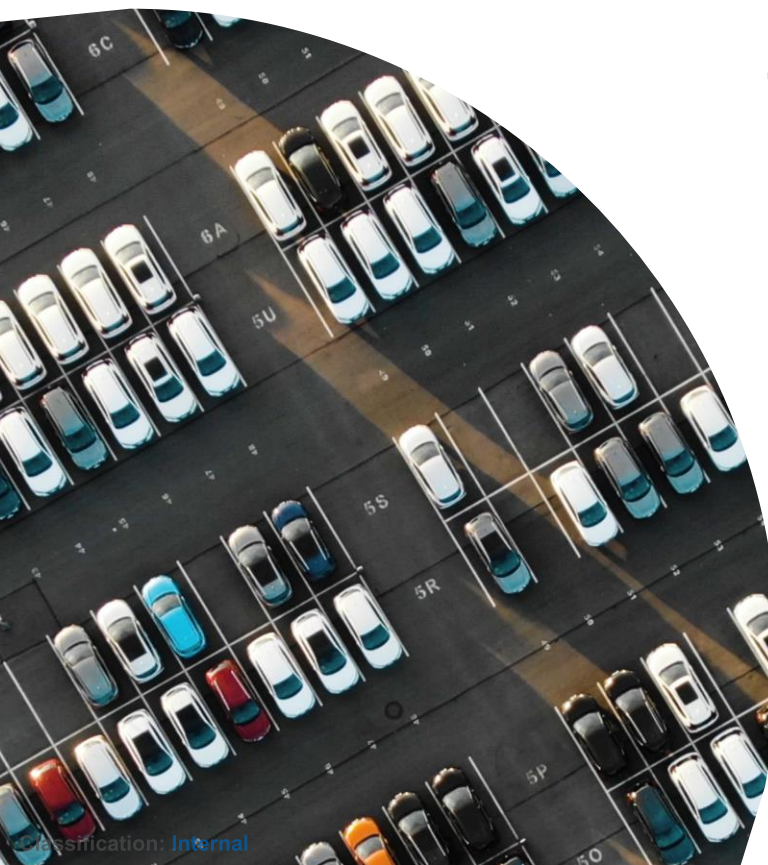
PV segment registering 5% YoY growth during the quarter with SUV saw a strong demand

Recovery in 2W market with improved rural sentiment registering 19% YoY growth

EV Sales rallies back despite slashing of FAME-II

E-2w sales have rallied back to 2.43 lakhs in Q3 FY 24 registering 34% growth QoQ.

Achieving highest quarterly sales.



KEY OPERATIONAL HIGHLIGHTS FOR Q3FY24

Commissioning of enhanced capacity of 2.0 Mn in 2w Alloy Wheel

Commissioned third line in Dec-23. All three lines aggregating to additional capacity of 2.0 Mn are now fully operational and ramping up.

Recognized CII Top 50 Innovative Company

CII has recognized Uno Minda as a Top 50 Innovative Company, acknowledging our groundbreaking work in automotive technologies

Orders Wins for EV Motor from E-2W OEM

Received new orders having annual peak revenue of around Rs 250 Crores from EV OEMs..

Notable orders include off board charger from 3W OEMs, EV motors order from two more new age EV OEM





FINANCIAL INFORMATION & RECENT UPDATES

KEY FINANCIAL HIGHLIGHTS FOR THE QUARTER

Group Revenues (Including JVs and Associates) (Unaudited) higher by 24% Y-o-Y

Rs 4,415 Cr
for the quarter



Consolidated Revenues increased by 21% Y-o-Y to

Rs 3,523 Cr
for the quarter



EBITDA higher by 12% Y-o-Y to

Rs 380 Cr
for the quarter



EBITDA margin at 10.8%
for the quarter



PAT (UML share) increased by 19% on Y-o-Y to

Rs 193 Cr
for the quarter



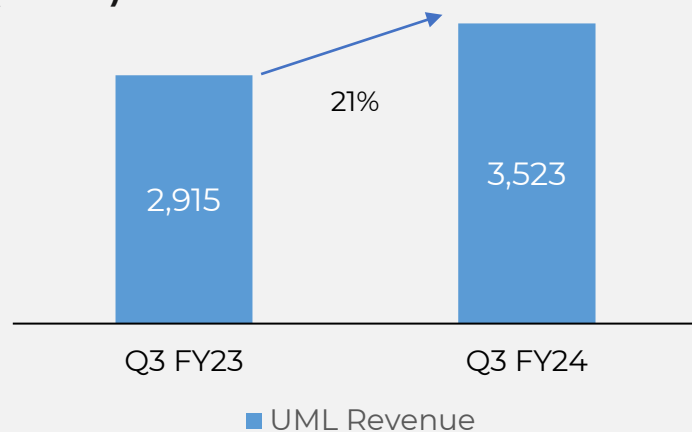
Declared Interim Dividend increased by 30% on Y-o-Y to

Rs 0.65 per share

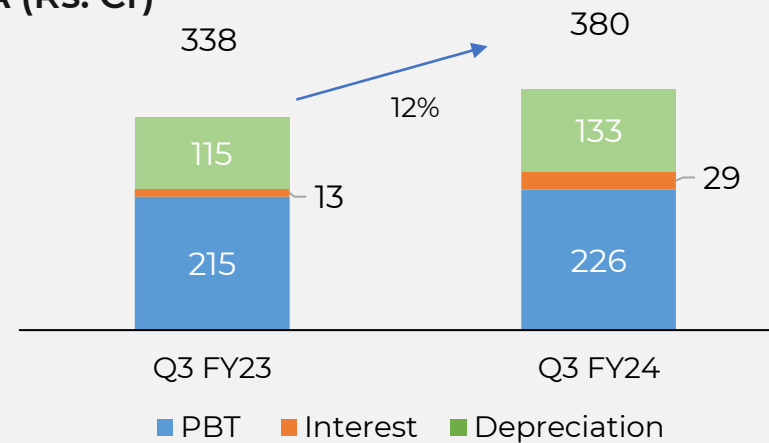


CONSOLIDATED FINANCIAL HIGHLIGHTS – Q3 FY24

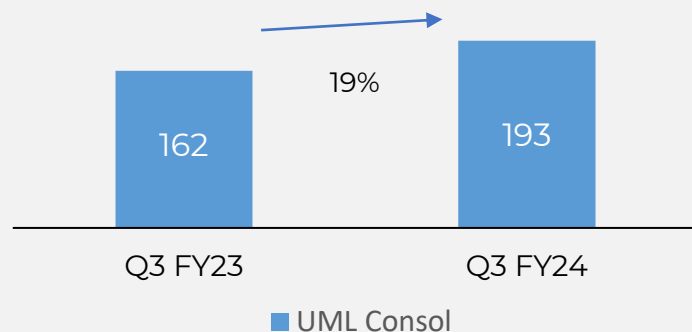
Revenue (Rs. Cr)



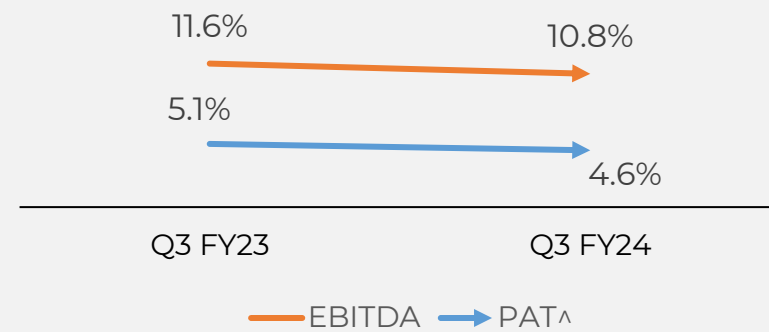
EBITDA (Rs. Cr)



PAT* (Rs. Cr)



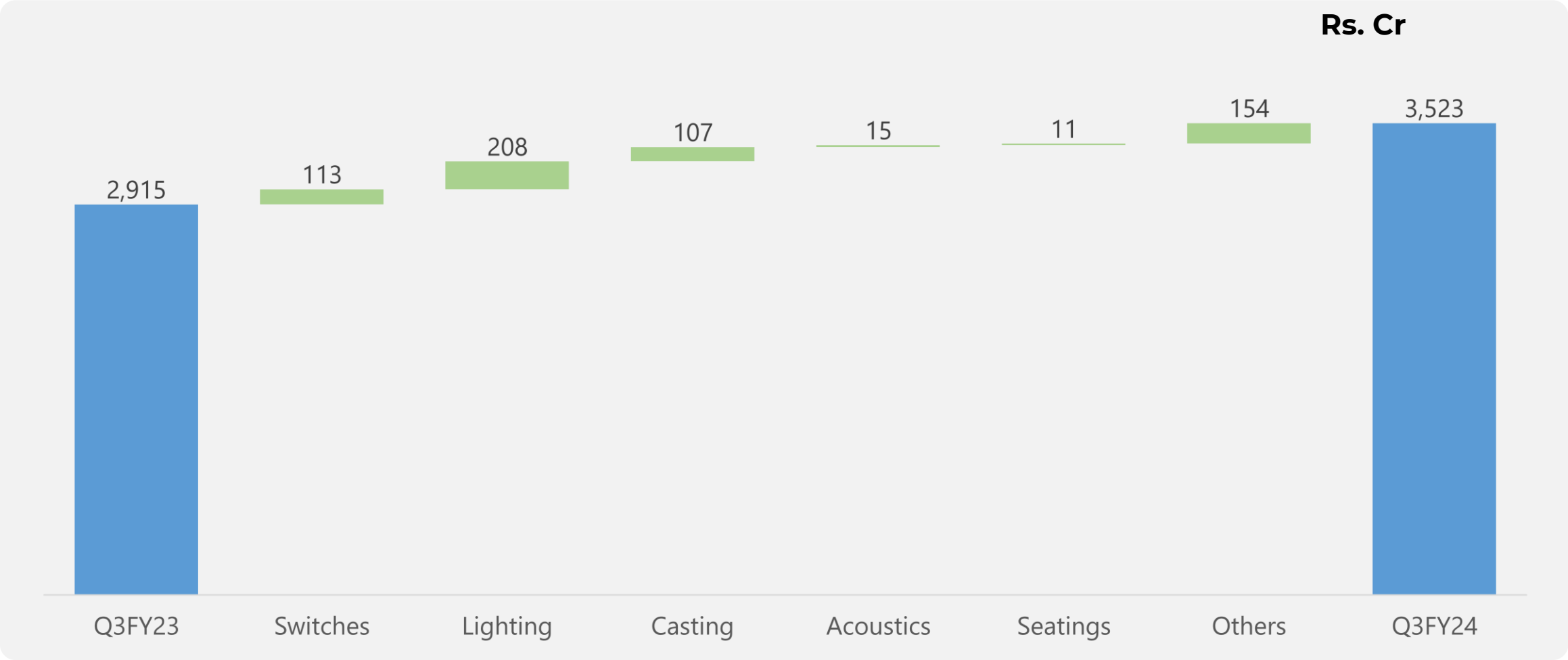
Margin (%)



*PAT UML Share

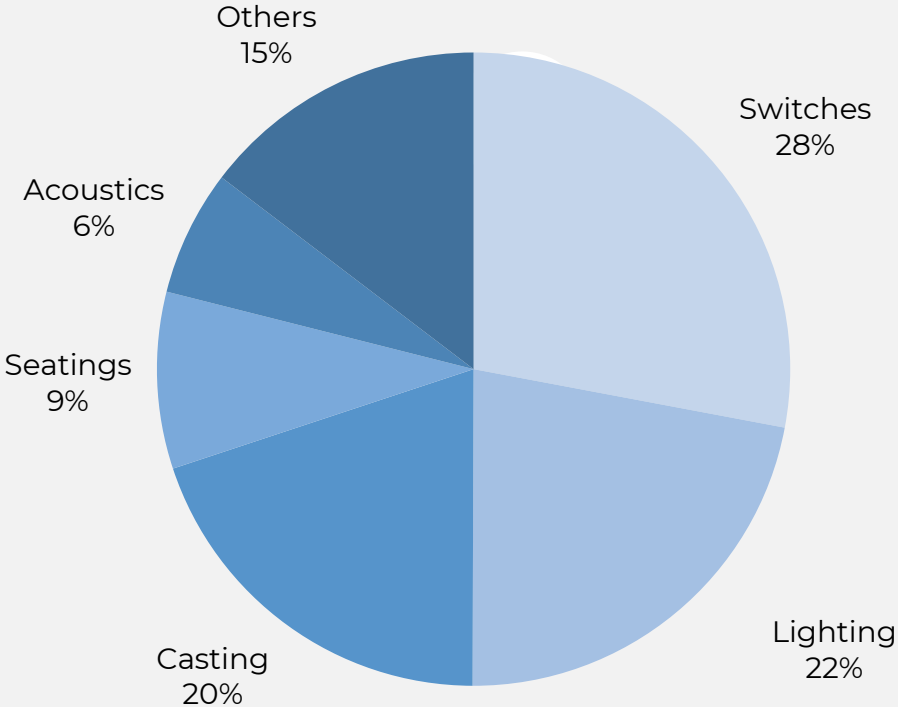
| ^PAT before profit share of JVs/ & Associates and Minority Interest

REVENUE BRIDGE – Q3 FY24

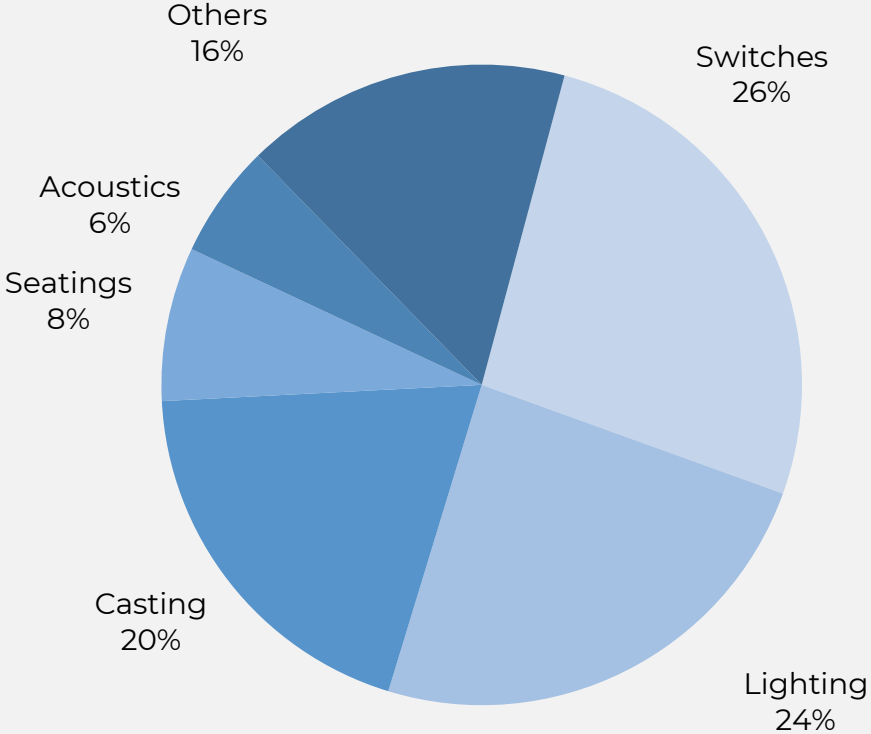


DIVISION-WISE REVENUE MIX

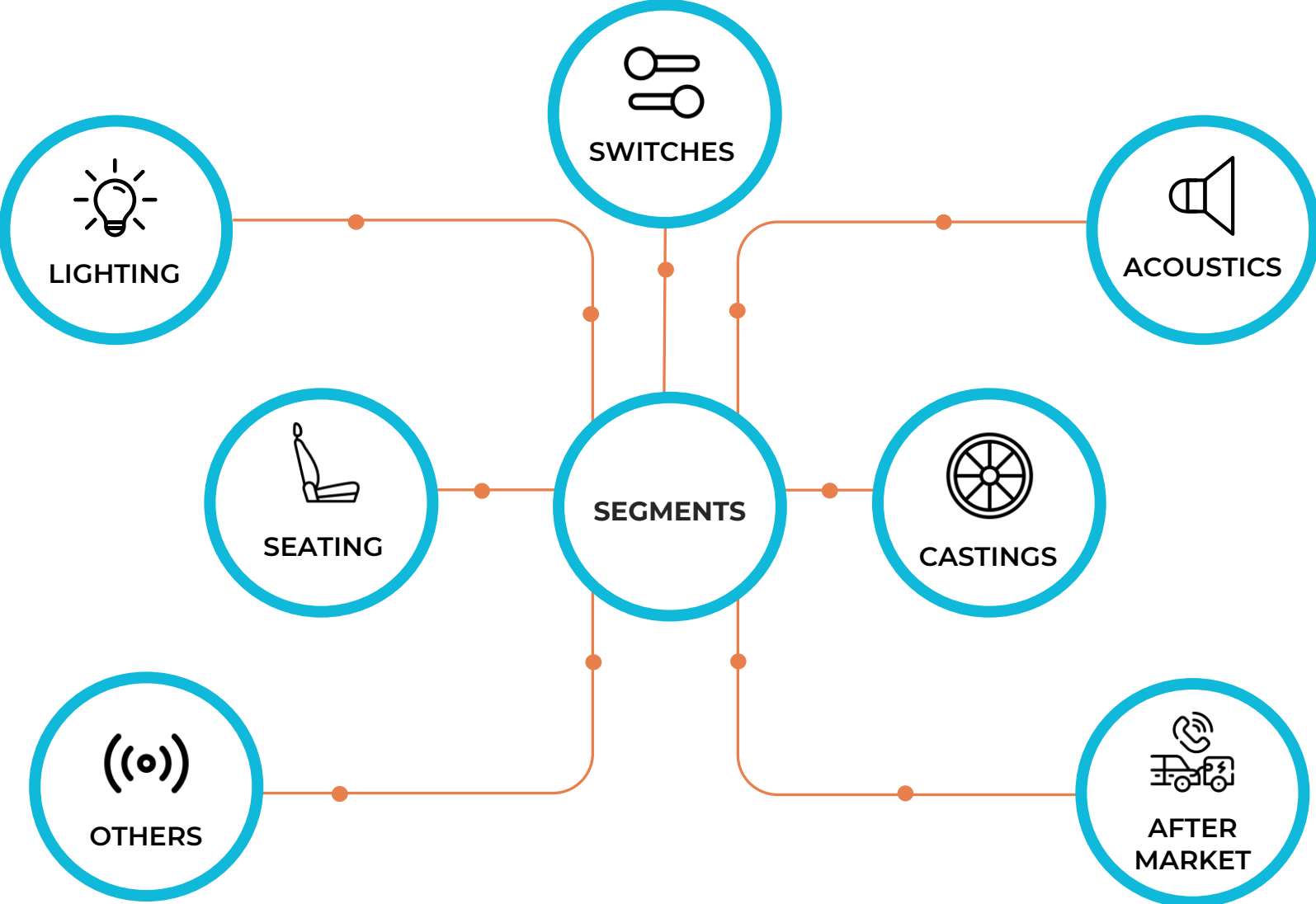
Q3 FY23 (%)




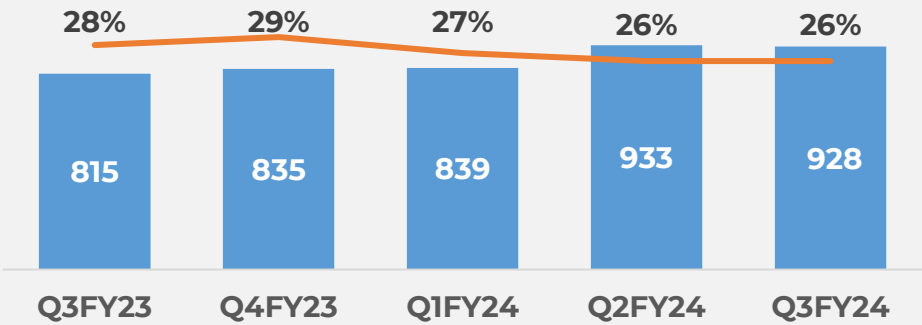

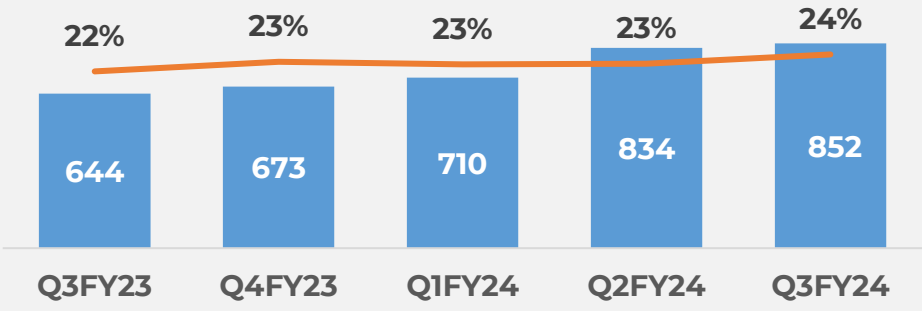

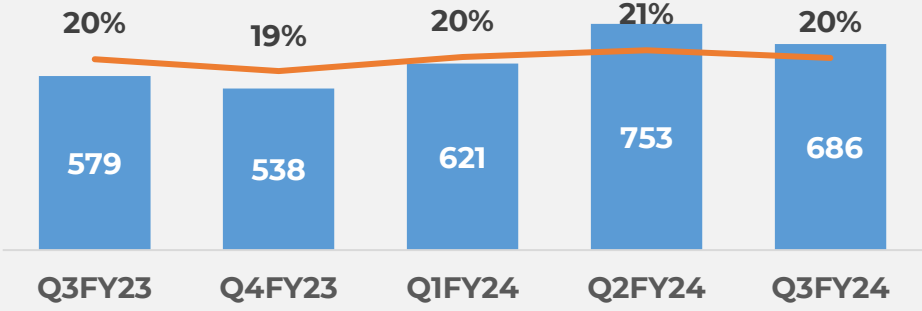
Q3 FY24 (%)



BUSINESS REVIEW

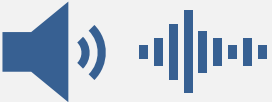
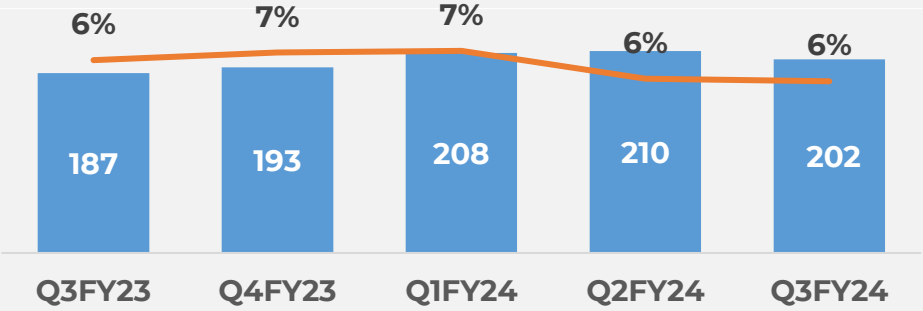

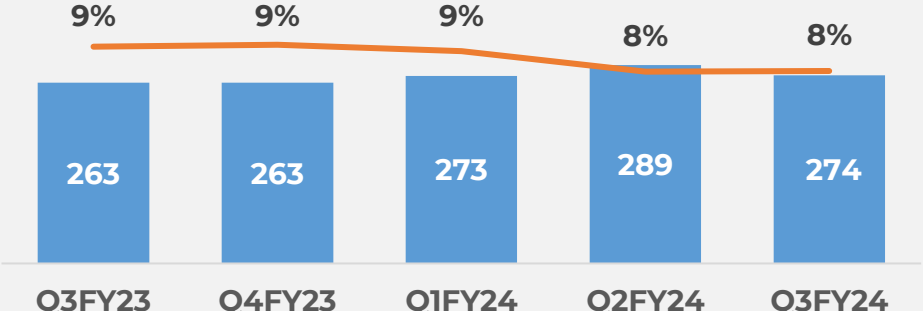

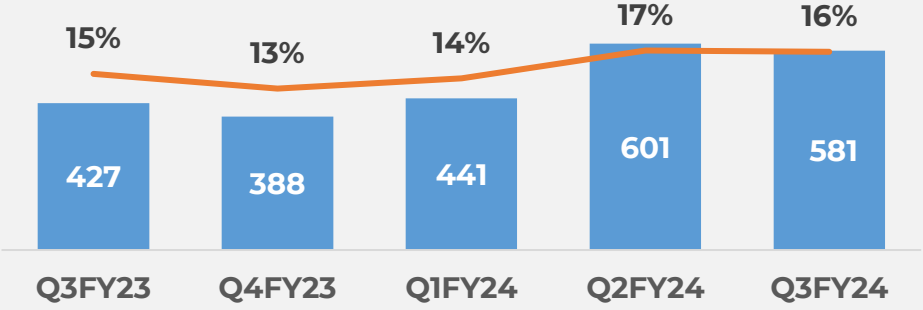


BUSINESS REVIEW

Product Segment	Revenue Growth (Figures in Rs. Cr)	Key updates																		
 Switches	 <table border="1"> <thead> <tr> <th>Quarter</th> <th>Revenue (Rs. Cr)</th> <th>Revenue Share (%)</th> </tr> </thead> <tbody> <tr> <td>Q3FY23</td> <td>815</td> <td>28%</td> </tr> <tr> <td>Q4FY23</td> <td>835</td> <td>29%</td> </tr> <tr> <td>Q1FY24</td> <td>839</td> <td>27%</td> </tr> <tr> <td>Q2FY24</td> <td>933</td> <td>26%</td> </tr> <tr> <td>Q3FY24</td> <td>928</td> <td>26%</td> </tr> </tbody> </table>	Quarter	Revenue (Rs. Cr)	Revenue Share (%)	Q3FY23	815	28%	Q4FY23	835	29%	Q1FY24	839	27%	Q2FY24	933	26%	Q3FY24	928	26%	<ul style="list-style-type: none"> Export of 2W switch continues to grow Phase 1 of our greenfield project in Farrukhnagar (Gurugram) is expected to be completed in Q1 FY25
Quarter	Revenue (Rs. Cr)	Revenue Share (%)																		
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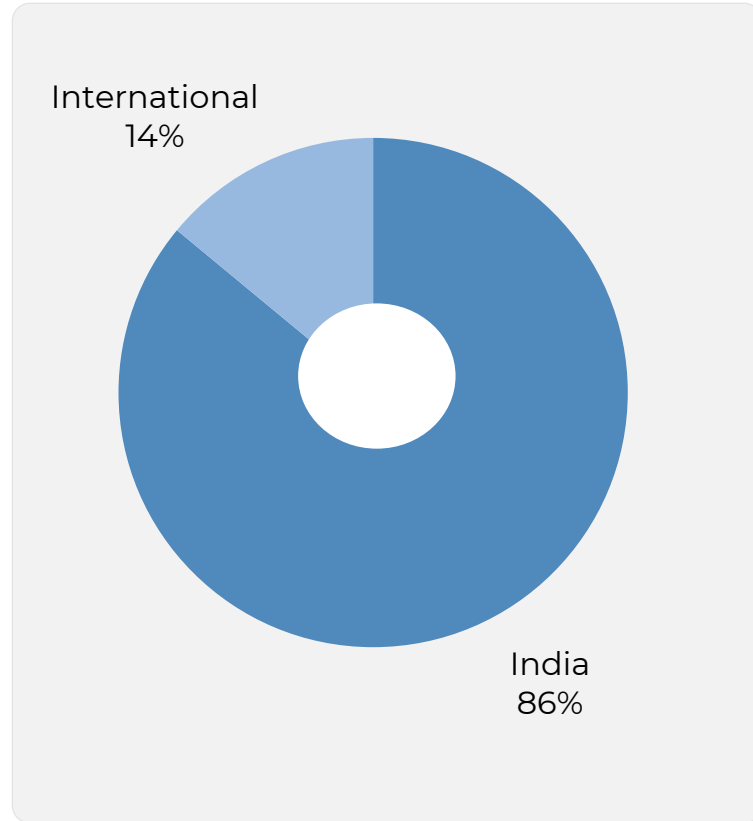
■ Revenue — Revenue Share

BUSINESS REVIEW

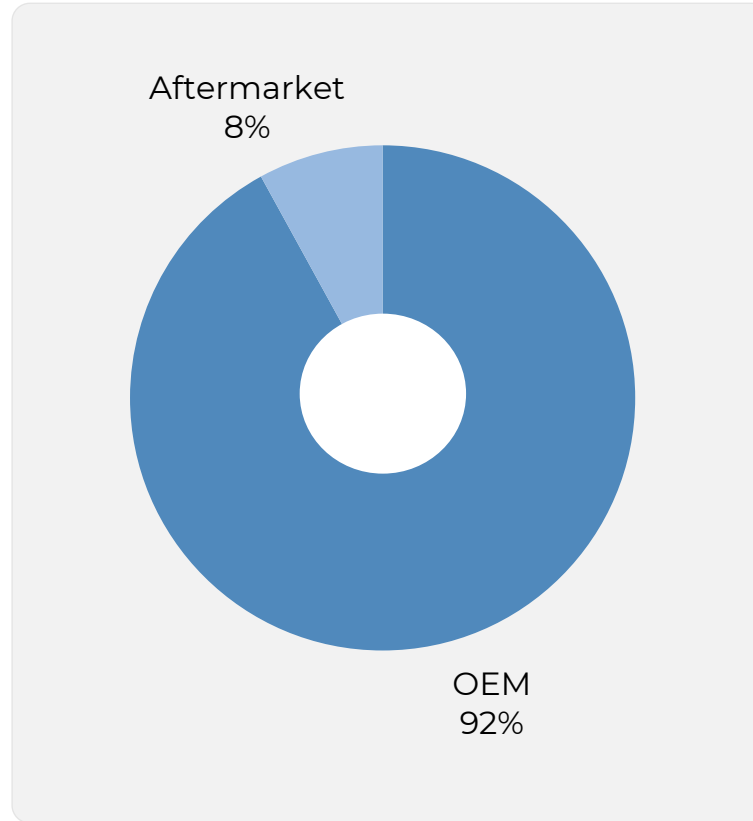
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■ Revenue — Revenue Share

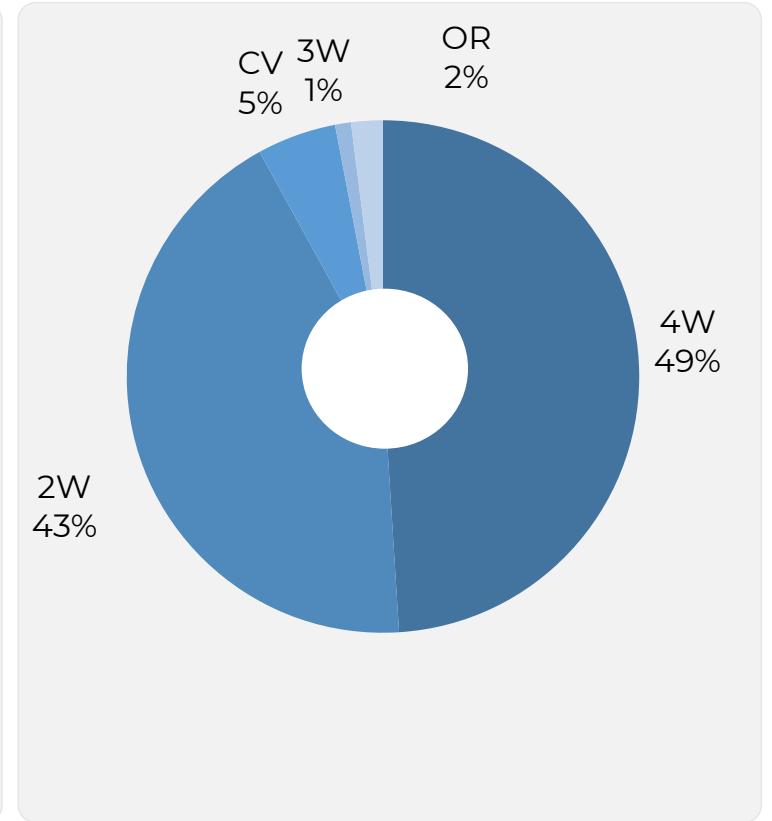
REVENUE BREAKUPS Q3 FY24



Geography-wise Breakup



Channel-wise Breakup



Segment-wise Breakup

AFTERMARKET- EXPANDING B2C BUSINESS

Key Highlights

- Revenue of Rs. 273 Cr during the quarter
- Leadership position in major products categories
- Strong brand recall with loyal customer base
- Continuous expansion of existing Product portfolio & addition of new product lines- Alloys, Infotainment, Seating, Air Braking etc.

6,500+ SKUs

Switches, Horns, Lightings, Batteries, Filter, Indicator, Bulbs, RVMs, Braking, Shocks & struts and Accessories

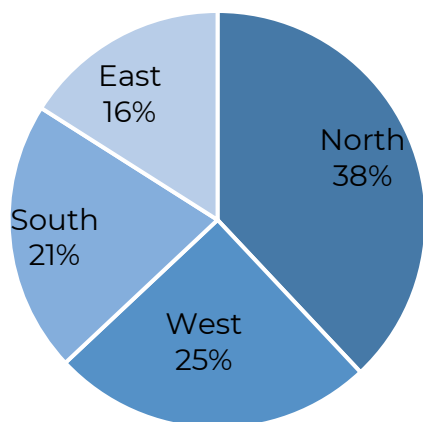
150,000+

Workshops

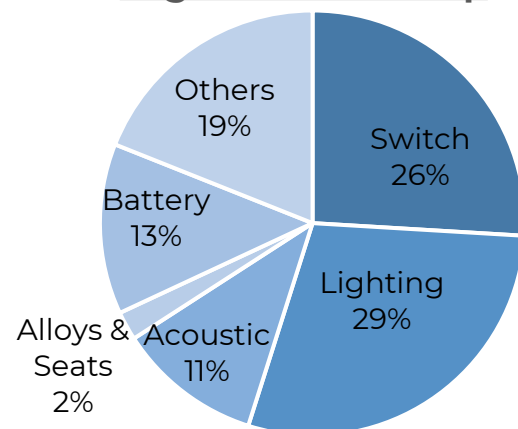
6 Export Regions

Exporting to SAARC, ASEAN, EU, LATAM, MENA & Africa

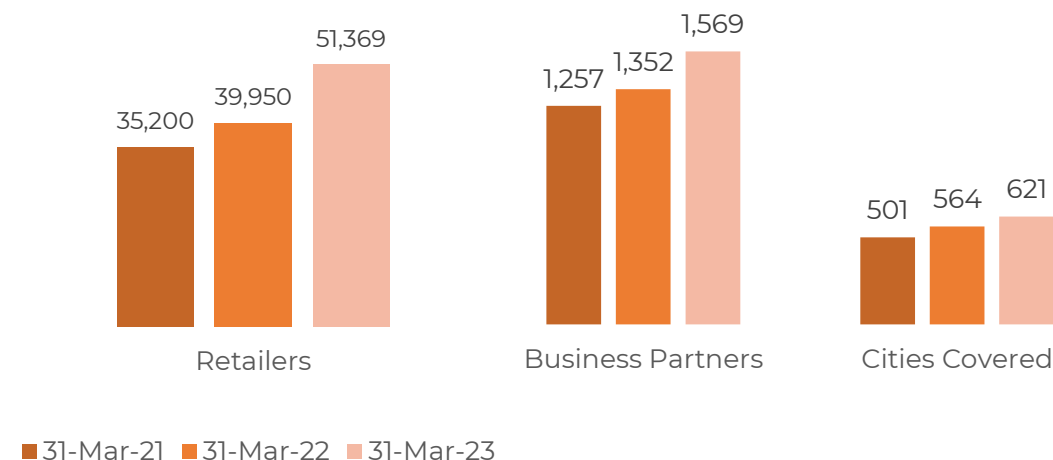
Geographical Breakup



Segmental Breakup

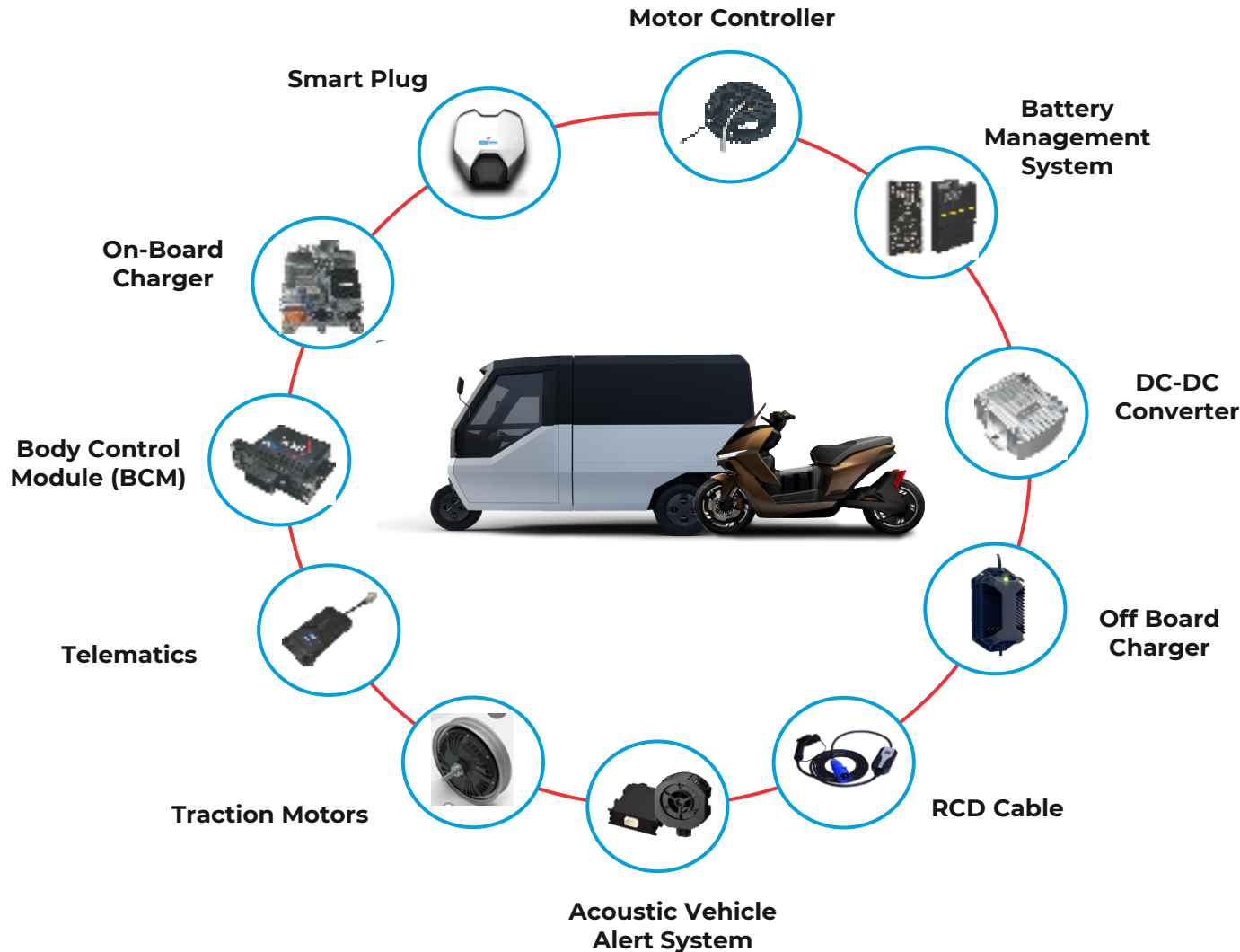


Expanding Network



UNO MINDA's EV PRODUCT PORTFOLIO (2W & 3W)

Low Voltage EV Products (48V to 96V)



Products under Production and supply

Battery Management System (BMS)

On Board Charger

Off Board Charger

RCD Cable

Body Control Module

Smart Plug

Telematics

Acoustic Vehicle Alert System (AVAS)

Orders received, SOP in H2FY24

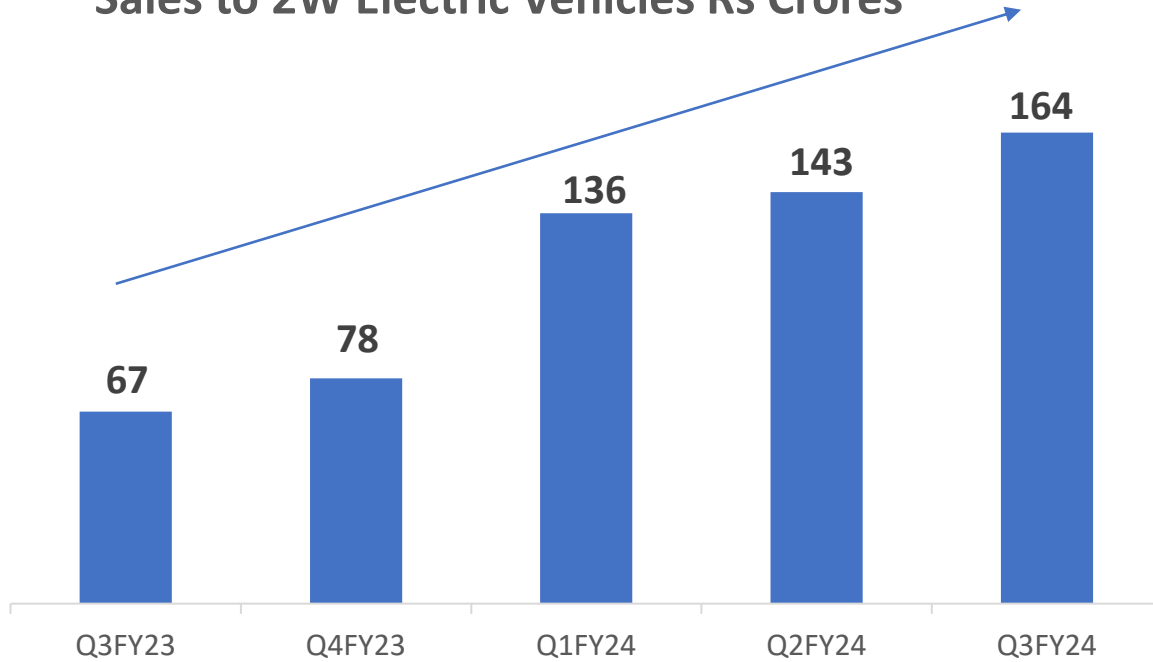
Motor Controllers

DC-DC Converter

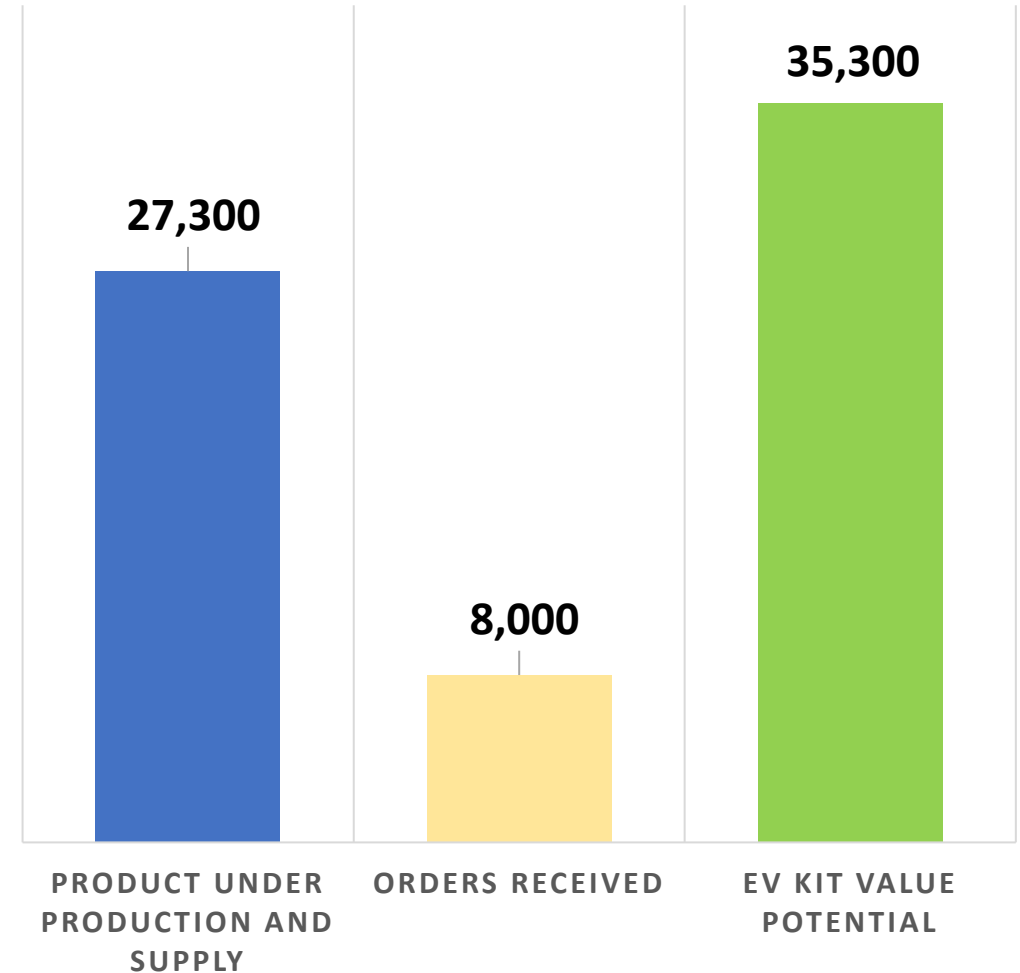
Traction Motors

EV Sales, Order and Potential Kit Value

Sales to 2W Electric Vehicles Rs Crores



Potential Kit Value (in INR)



Peak Annual Order Value from EV OEM in Rs Crores*

Particulars	2W/3W	PV/CV	Total
EV Specific Components	1,655	263	1,918
Engine Agnostic Components	808	566	1,374
Total	2,463	829	3,292

*Note: Order values are basis customer guided volumes

Strategic Business Update

- **Minda Kosei Aluminum Pvt Ltd, KMA and KMM Merger with Uno Minda Ltd:**
 - Board approved the amalgamation scheme of all the 3 entities MKA, KMA & KMM with Uno Minda.
 - NOC from Stock exchanges on 18th October 2023.
 - NCLT hearing dated 12.01.2024 NCLT has reserved the Order for convening the meeting of Shareholder of UML and Unsecured Creditors of the Companies involved in Scheme. The direction and date of convening the said meetings are pending to be received.
- **MSBPL Demerger and HFRL Merger with Uno Minda Ltd: Completed in Q2 FY24**
- **Minda iConnect Pvt Ltd: Completed in Q3 FY24**
- **Merger of MTG with TG Minda : Completed in Q2 FY24**

Capital Expansion Update

Sr	Product Line	Entity	Total Cost (In Crs)	Location	Capacity	Expected SOP	Update
1	4W Alloy Wheels	Uno Minda Ltd	542	Yet to be finalised	120k Wheel p.m.	Q2 FY26 Phase 1	Project announced To be spend over 5 years
2	4W Alloy Wheels	Minda Kosei Aluminum (MKA)	190	Bawal	60k Wheels p.m.	Q2 FY25	Land Acquisition Delays 30K Accomodated
3	2W Alloy Wheels	Uno Minda Ltd	190	Pune	2 MN Wheels p.a.	Q3 FY24	All lines Commissioned
4	4W Lighting	Uno Minda Ltd	400 (Phase I – 230 Cr)	Pune	New Lighting Facility	Q2 FY25	Land Acquisition completed. Construction started To be spend over 5 years
5	4W Switches	Uno Mindarika	110	Gurugram	New Switch Facility	Q1 FY25	Land Acquisition completed. Construction on track
6	EV Specific	Uno Minda Buehler Motor	110	Bawal	Traction Motor Production Facility	Q4 FY 24	Phase 1 Commenced To be spend over 5 years
7	EV Specific	UnoMinda EV Systems	390	Gurugram	New facility for EV specific products	Q2 FY24 Phase I	Phase 1 Commenced To be spend over 6 years
8	Airbags	TG Minda (JV)	175	Neemrana Rajasthan	1.2 Mn unit p.a.	Q3 FY25	Construction under progress
9	Seat Belts & Smart Systems	Tokai Rika Minda (JV)	200	Neemrana Rajasthan	New facility	Q2 FY26	Construction under progress

Recent Recognitions

Leader in Technology



Uno Minda Recognized as CII Top 50 Innovative Company for second consecutive year

Leader in Entrepreneurship



**2023 Hurun India
Mr Nirmal Minda recognized as
Selfmade Entrepreneur of the year**

Leader in Social responsibility



Dr. Suman Minda, Chairperson of Uno Minda's CSR Wing, awarded Golden Peacock Award for Social Leadership

Great Place To Work®

Certified

NOV 2023 – NOV 2024

INDIA™

Great Place to Work Certified

For the third consecutive year



ANNEXURES



CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Cr)	Q3 FY24	Q2 FY24	QoQ%	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Revenue from Operations	3,523	3,621	-3%	2,915	21%	10,237	8,348	23%
Raw Material	2,291	2,377		1,843		6,654	5,365	
Employee Cost	454	449		371		1,327	1,077	
Other Expenses	398	394		363		1,145	983	
EBITDA	380	402	-5%	338	12%	1,111	923	20%
EBITDA Margin	10.8%	11.1%	-31 bps	11.6%	-83 bps	10.9%	11.1%	-20 bps
Other Income	8	9		4		25	30	
Depreciation	133	125		115		377	322	
EBIT	255	285	-11%	227	12%	759	631	20%
EBIT Margin	7.2%	7.9%	-64 bps	7.8%	-56 bps	7.4%	7.6%	-14 bps
Finance Cost	29	27		13		81	49	
PBT before Share of Profit of associates/ JVs	226	258	-12%	215	5%	678	582	16%
PBT Margin	6.4%	7.1%	-70 bps	7.4%	-94 bps	6.6%	7.0%	-35 bps
Tax	65	73		66		182	152	
PAT before Share of Profit of associates/ JVs	161	185	-13%	149	8%	496	431	15%
PAT Margin %	4.6%	5.1%	-51 bps	5.1%	-53 bps	4.8%	5.2%	-32 bps
Share of Profit of associates/ JVs	44	53		25		127	76	
PAT after share of Profit of associates/ JVs	205	238	-14%	174	18%	623	506	23%
PAT attributable to:								
- Owners of MIL	193	225	-14%	162	19%	591	471	26%
- Non Controlling Interests	12	13		12		32	35	
EPS (Diluted)	3.37	3.92		2.83		10.32	8.18	

CONSOLIDATED ANNUAL KEY FINANCIAL NUMBERS & RATIOS

Particulars	Unit	FY23	FY22	FY21	FY20	FY19
Revenue	INR Cr	11,236	8,313	6,374	6,222	5,908
EBITDA	INR Cr	1,242	885	725	672	725
EBITDA Margin	%	11.1	10.6	11.4	10.8	12.3
PAT (UML Share)	INR Cr	654	356	207	155	286
Net UML profit margin	%	5.8	4.3	3.2	2.5	4.8
Net Worth	INR Cr	4,434	3,765	2,563	2,144	1,971
EPS	INR	11.4	6.3	3.7	2.8	5.5
Dividend Payout ratio	%	13.1	12	11.2	8.1	12.1
ROCE	%	19.2	15.8	13.1	13.1	21.8
Net Debt to Equity	x	0.24	0.15	0.31	0.40	0.49
Current Ratio	x	1.2	1.3	1.0	0.9	1.2
Debt Service Coverage Ratio	x	3.97	2.22	2.35	3.01	10.30
Fixed Assets Turnover Ratio	x	4.07	3.3	2.6	3.0	4.0



ABOUT UNO MINDA

TRANSFORMING THE PRESENT,
REIMAGINING THE FUTURE.



ABOUT UNO MINDA

UNO MINDA A Leading Auto Component Player, Since 1958

₹ 130B (\$ 1.57 B)* Group Turnover (FY22-23)	TOP 200 BSE/NSE listed companies	73 Plants Globally
19 JV / TLA Partners	29,300 Employees	26 Product Lines
		6 Acquisitions

VISION

To be a **Sustainable Global** organization that **enhances** value for all its **Stakeholders**, attains **Technology Leadership** and cares for its people like a **Family**.

VALUES



Customer is Supreme



Live Quality



Respect for Individual



Respect for Work-place Ethics



Encourage Creativity and Innovation to drive people, process & products



Uno Minda Limited is one of the leading manufacturers of auto components and systems with leadership across key product segments.



The company has a well diversified product portfolio with marquee clientele, both globally and domestically



Uno Minda over the years has diversified across product divisions (Acoustics, Switches, Castings, Lighting and others), segments (4Ws & 2Ws) and geographies (International & Domestic) and channels (replacement & OEM)



Product portfolio is well insulated from any foreseeable market disruptions, with an ICE-EV agnostic product portfolio and constantly increasing kit value, leading to higher wallet share with existing and potential clients



The company has been steadily growing its global presence through sustained capacity additions and channel expansions



Strong R&D focus and infrastructure helps in in-house product development and localization of products



Track record of robust financial performance and delivering strong shareholder returns, supported by reputed promoters with rich experience and backed by professional management team

Domains & Product Groups













GLOBAL PRESENCE

Strategic Manufacturing Location

 67 Plants	Eng. 30 Engineering Centers	HO Head Office	RO Registered Office
--	---------------------------------------	-----------------------	-----------------------------







North zone. (29) [15]

Manesar (10)  [9] ENG. HO
Bawal. (9)  [4] ENG.
Neemrana (1) 
Bhiwadi (1) 
Delhi RO
Bahadurgarh (1)  [1] ENG.
Sonipat (1) 
Pantnagar (3)  [1] ENG.
Rudrapur (1) 
Haridwar (1) 
Farukhnagar (1)  ENG.






East zone (1)

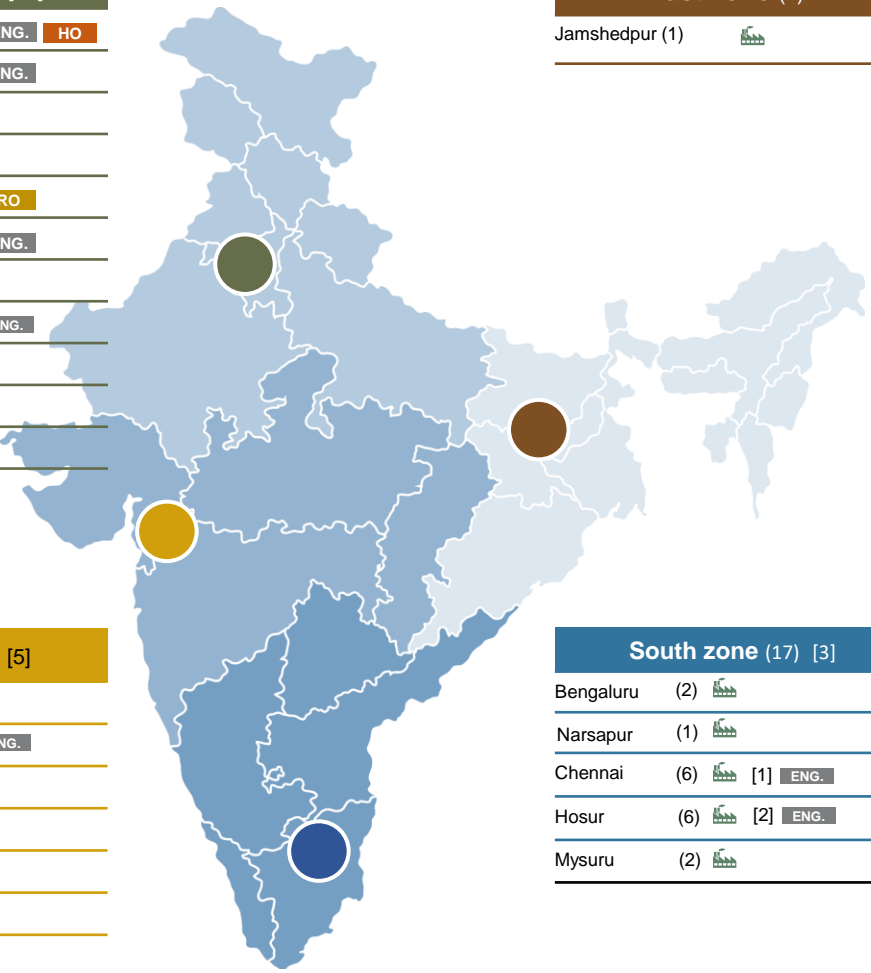
Jamshedpur (1) 
--

West zone (19) [5]

Gujarat (7) 
Pune (8)  [5] ENG.
Chakan (1) 
Waluj (1) 
Pithampur (1) 
Ranjangaon (2) 

South zone (17) [3]

Bengaluru (2) 
Narsapur (1) 
Chennai (6)  [1] ENG.
Hosur (6)  [2] ENG.
Mysuru (2) 





Growing International Presence

 6 Plants	 7 Sales Office	 3 Engineering Centers
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North & South America (2)

Mexico (Queretaro) (1) 
Colombia (Manizales) (1) 

Europe (2) [3]

France (Epernon) 
Spain (La Carolina) (1)  [1] 
Germany (Munich, Reutlingen) (1)  [2] 

Asia (w/o India) (2) [1]

Indonesia (Karawang) (1)  
Taiwan (Tainan). [1] 
Thailand (Bangkok) 
Vietnam (Vin Phuc) (1)  
Japan (Nagoya) 
South Korea (Pyeongtaek) 

TOP MANAGEMENT TEAM



Mr. Nirmal K Minda
Chairman & Managing Director



Mr. Ravi Mehra
Deputy Managing Director
& Head Group Corporate



Mr. Rajeev Gandotra
CEO – Light & Acoustic
Systems Domain



Mr. Kundan K Jha
CEO, Light Metal &
Powertrain Systems
Domain



Mr. Sunil Bohra
Group Chief Finance
Officer & CEO- Safety &
Comfort Systems Domain



Mr. Naveesh Garg
CEO- Electronics and Control
Systems Domain



Mr. Amit Jain
Group Chief Technical
Officer



Mr. Rakesh Kher
CEO – Aftermarket
Domain



Mr. Ashok Taneja
Advisor



Mr. Navin Paul
Advisor

NURTURING PARTNERSHIPS AND AFFILIATIONS

Legacy of successful partnerships; 25 collaborations till date.



GLOBAL R&D FOOTPRINTS



Uno Minda's first flagship center for research engineering and advance technologies.





MISSION: Attain Technology Leadership with Ingenious CREATors to **Innovate for the future of mobility** focusing on Value Creation, Quality, and Process.

400+ Engineers

5 Locations

75+ R&D Projects

Focus

-  **PERSONALIZED**
Wireless Chargers | CAN-enabled switch | Heat-cool seat | Lighting
-  **AUTONOMOUS**
Cameras | Ultrasonic Sensors | Radars Driver Monitoring System
-  **CONNECTED**
Telematics Control Unit | IoT Platform Digital Key
-  **ELECTRIFIED**
Chargers | Smart Charging Plugs Converters | Inverters

Competencies

- Hardware
- Software
- Mechanical
- Materials
- Optics
- Virtual Simulations
- Functional Validation
- Functional Safety
- Software define vehicles
- Test and validation

Two-tier Engineering Organization

Product-focused business Engineering teams

2W Switch, Mindarika, 4W Lighting, Minda Westport, Acoustic, Minda Nabtesco, Buehler	Manesar
Minda Kosei, Minda Kyoraku, Toyoda Gosei Minda, Minda Onkyo	Bawal
2W Lighting	Bahadurgarh
Sensor, Controller, 2W Switch, 4W Lighting, ADAS, Mindarika, 2W Lighting	Pune
Uno Minda EV Systems	Farukhnagar
Seating, Minda Kyoraku	Hosur
Minda Storage Batteries	Pantnagar
2W Alloy Wheels	Supa
Densoten	Gurgaon
Mindarika	Chennai

Central R&D centres with a focus on advanced & future technology

- **Pune**, India
- **Gurugram**, India
- **Chennai**, India
- **Hosur**, India
- **Regensburg**, Germany - Uno Minda Systems GmbH
- **Munich**, Germany - Uno Minda Systems GmbH
- **Bilbao**, Spain - Light Systems & Technical Centre S.I.

State of art validation & test facilities



1022
Engineers



30 R&D & Engg
Centers Globally



55 R&D
Technology Projects



104
Patent Granted

394

Patent Filed

381

Design Registrations

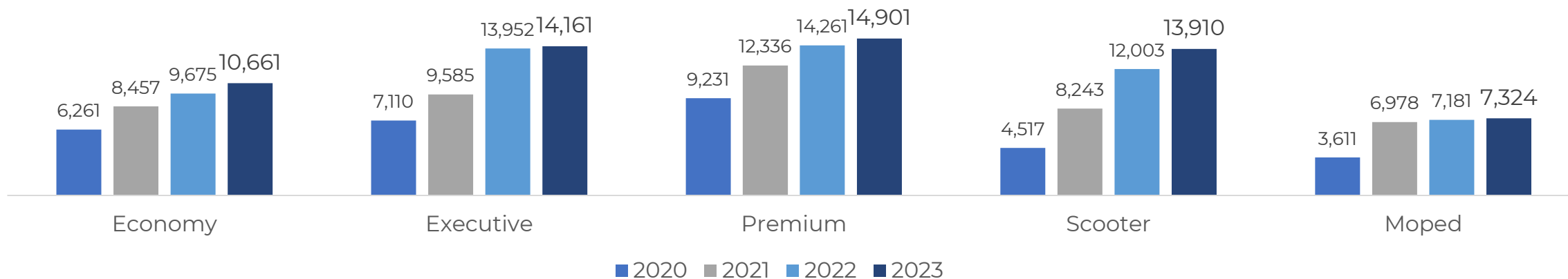
Engine agnostic portfolio with potential upside from EV transition



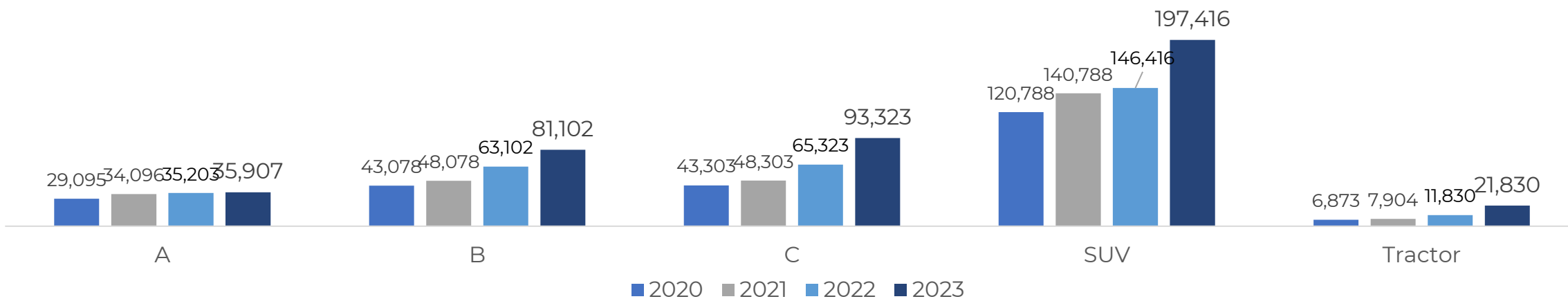
Domains	Product Lines	ICE	EV
Electronic & Control Systems	4W Switches & HVAC	✓	✓
	Charging Sockets	✓	✓
	Sensors	✓	✓
	Actuators	✓	✓
	Controllers	✓	✓
	Seat Belts	✓	✓
	Shifters	✓	✓
	Infotainment Systems	✓	✓
	Cameras	✓	✓
	Telematics & TCU	✓	✓
	RPAS & ADAS	✓	✓
Safety & Comfort Systems	Steering Wheel with Airbags	✓	✓
	Body Sealing	✓	✓
	EA Pad	✓	✓
	Air Ducts & Washer Bottle	✓	✓
	Spoiler	✓	✓
	Brake Hoses	✓	✓
	Fuel/Water Hoses	✓	✓
	Seats	✓	✓
Lighting & Acoustics	Alternate Fuel Systems	✓	X
	Horns	✓	✓
	Lamps	✓	✓
	Speakers	✓	✓
Light Metal & Power Train	Alloy Wheels	✓	✓
	Casting	✓	✓
	Air Filtration Systems	✓	X
	Canisters	✓	X
Battery	Batteries - Lead Acid	✓	✓

POTENTIAL KIT VALUE – UNO MINDA

Kit Value – 2 Wheelers



Kit Value – 4 Wheelers



ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG)



Environmental

More than 90% of plants ISO 14001 & ISO 45001 certified
(Environmental & OHS Management System)

Energy and Emissions

Water Management

Waste Management



Social

Vision to enable Employee and Community Well-Being with following organizational goals:

Community Well Being (CSR)

Employee Well Being



Corporate Governance

Policies governing our business

Ethics and compliances

Economic Value Creation



Our Journey

2007



Seva Kendra, Bagla, Hisar Haryana, Skills Centre

2010



MDMMS, Bagla Haryana Sr. Sec. School

2012



Samarth - Jyoti Project

2016



SLMCH, Bagla Haryana Charitable Hospital

2019



TSNMS, Kadi Gujarat Sr. Sec. School

Suman Nirmal Minda Foundation operates in Education, Vocational Training, Healthcare, and Community Development. Projects include Community Schools, Remedial classes, IT skill programs, and vocational training for children, girls, boys, and women in need. There are 17 CSR Centres in 7 states, along with two Sr. Secondary Schools and a Hospital providing quality education and healthcare support to communities.

Thematic Areas



Skill Development



Education



Community Wellbeing



Preventive & Health Care

AWARDS & RECOGNITIONS




"Top 50 Innovative Company Award—2022" by the Confederation of Indian Industry (CII)




"Certificate of Recognition for Excellence in Corporate Governance" in the category of "Listed - Medium Corporates"



Suman Nirmal Minda Foundation (UNO MINDA GROUP) won the "9th Annual Greentech CSR India Awards 2022" for excellent accomplishments in the category of "Promotion of Education "on 24th August 2022



GOLD AWARD for the Project "Samarth-Jyoti" in the category of "Women Empowerment" from CSR Times by Km. Pratima Bhoumik, Hon, Minister of State for Social Justice and Empowerment, Government of India



Uno Minda is now a certified GREAT PLACE TO WORK for the time period November 2021-Nov 22



WINNER of "The AMROP-Economic Times Best Boards Award" in the Small Cap Category

Certifications



GROUP STRENGTHS



Long Standing Relationships with OEMs

6 Decades of Preferred Supplier status with Major OEMs across all segments



Located close to each customer

Located in all Automotive hubs in India, Growing Global Presence



Strategic & Technology Driven Alliances

With Global Technology Leaders supporting various Product Lines



Robust Systems and Governance mechanism

Strong System, Processes with experienced board to drive Governance and Ethical Practices



Trustworthy and Capable Supplier Base

More than 1500 Suppliers spread across Geographies



Strong R&D Capabilities

33 R&D and Engineering Centers Globally



Extensive Aftermarket Distribution Network

1500 Business Partners, 35000 Retailers & 72000 Service Points



Human Resources

Great place to work certified. Focus on promoting In-house Talent & Succession Management



THANK YOU.

Corporate Office

**Uno Minda Ltd
(Formerly known as Minda
Industries Ltd)**

Village Nawada Fatehpur, P.O.
Sikanderpur Badda,
Manesar, Gurgaon – 122004, India.

For further information, please contact

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Uno Minda Ltd.

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Communication
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