

## **Investor Presentation Q3FY22**

February 7, 2022

Transforming The Present, Reimagining The Future









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## Content







- Industry Landscape
- Key Operational Highlights
- **Financial Highlights**
- Strategic Business Update
- **4** Annexures
- **Overview: Uno Minda Group**



- Union Budget 2022: interoperability standards for battery swapping to facilitate fast EV adoption
- Mandatory Airbags another step towards increasing Road Safety:

  GOI issued a notification on January 14<sup>th</sup>, 2022 proposing to make it mandatory for car manufactures to have a minimum 6 airbags in the PVs from October 1<sup>st</sup>, 2022. This safety measure can create potential industry sales of around Rs 3,000 in next 5 years. Cr It was already mandatory for cars to have a minimum of two airbags for Driver and Co-driver.
- Production Linked Incentive (PLI) Scheme: Overwhelming Response

  The government has now received application from a total of 115 companies so far towards PLI Scheme till 9<sup>th</sup>

  January 2022. The government will review these applications and shall respond to the applications within 60 days.
- Semi-conductor Chip Shortage: Gradual Improvement
  The situation continues to improve, but it is expected to persist for another 2-3 quarters
- Pricing Pressures Persists

The Industry continue to face strong headwinds in form of increasing raw material prices and input costs since last few quarters. The major inputs used in the production across the diverse product portfolio viz. Aluminum, Copper, Nylon and Brass sheets. The prices in the current quarter stands higher by 60%, 22%, 25% and 21% respectively vis-à-vis FY21.



- Joint Venture with Friwo enhancing the already impressive EV product portfolio
- TLA with Dhama Innovations for Temperature Controlled Automotive Seats. Under this agreement, Dhama and MIL will launch series of Heating and Cooling seats for the Automobile Industry.
- Commissioning of all four lines of 2 W Alloy wheel
- Capacity Expansion:
   Capacity Enhancement of 2W alloy wheel by 2.0 Mn
   Capacity Enhancement of 4W Alloy wheel by 0.36 Mn
- Order Wins: Orders wins with aggregate annual peak sales value of more than Rs 400 Crore from new age EV OEMs. Peak sales value expected in FY 25.

We are

#### **GREAT PLACE TO WORK-CERTIFIED**

Building and Sustaining High-Trust, High-Performance Culture





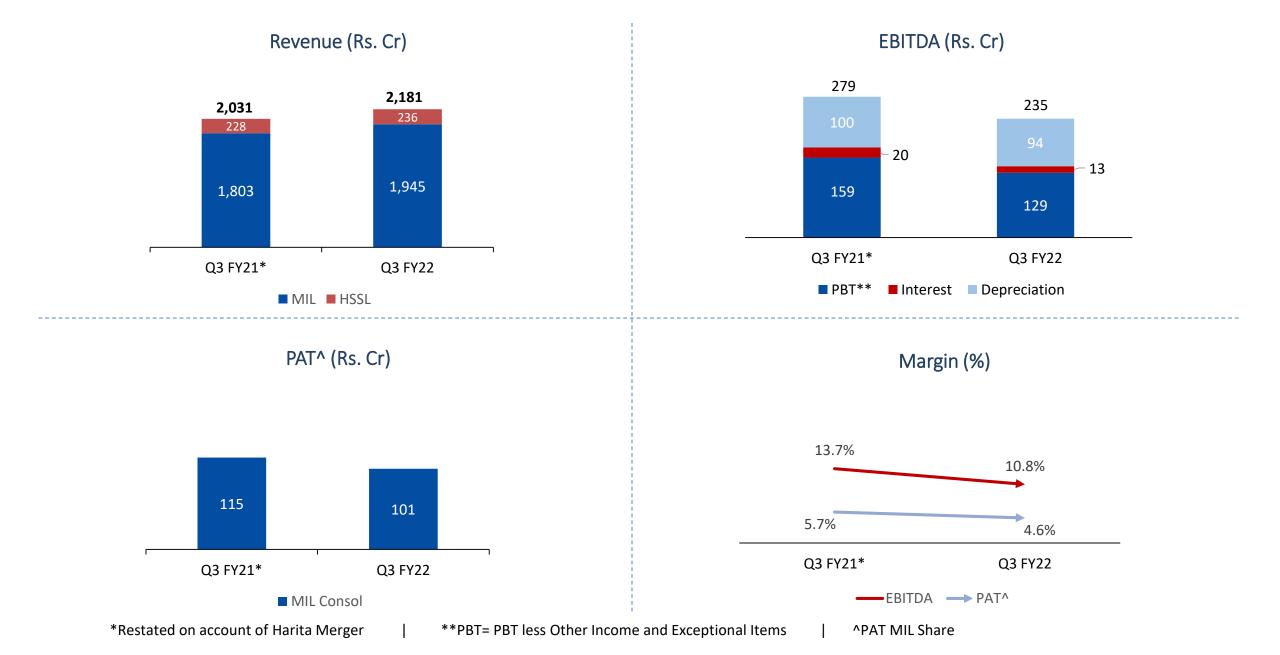




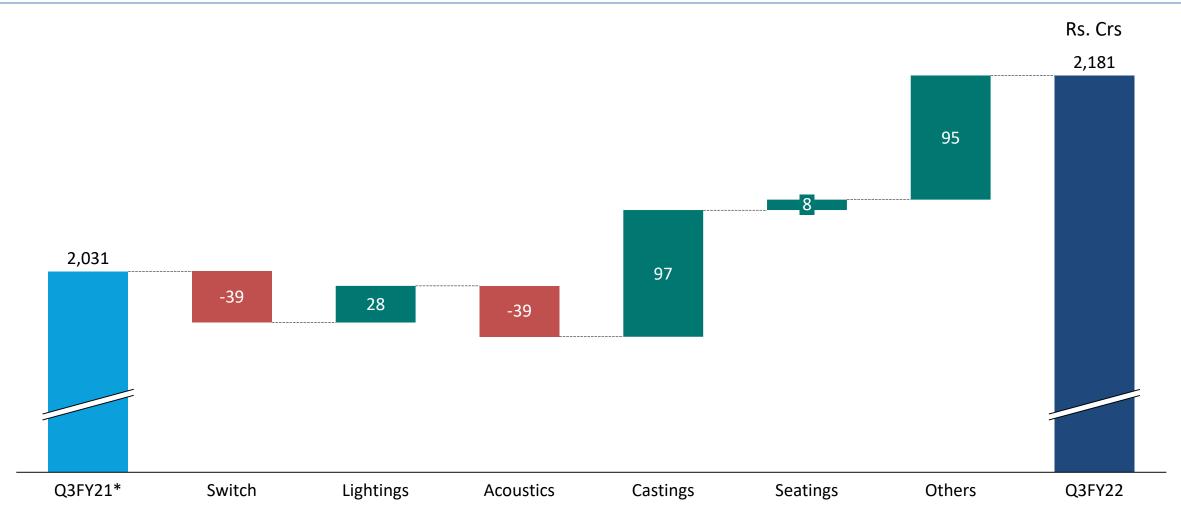
- Revenues increased by 7% Y-o-Y and 3% Q-o-Q to Rs 2,181 Cr for the quarter in spite of supply side constraints adversely impacting auto industry volumes.
- ▶ EBIDTA higher by ~3% Q-o-Q to Rs 235 Cr for the quarter however lower on Y-o-Y basis as the input cost pressure persists.
- ▶ EBIDTA margin remained stable at 10.8% vis-a-vis previous quarter
- PAT increased by 7% on Q-o-Q basis to Rs 101 Cr for the quarter however lower by 12% on Y-o-Y basis.





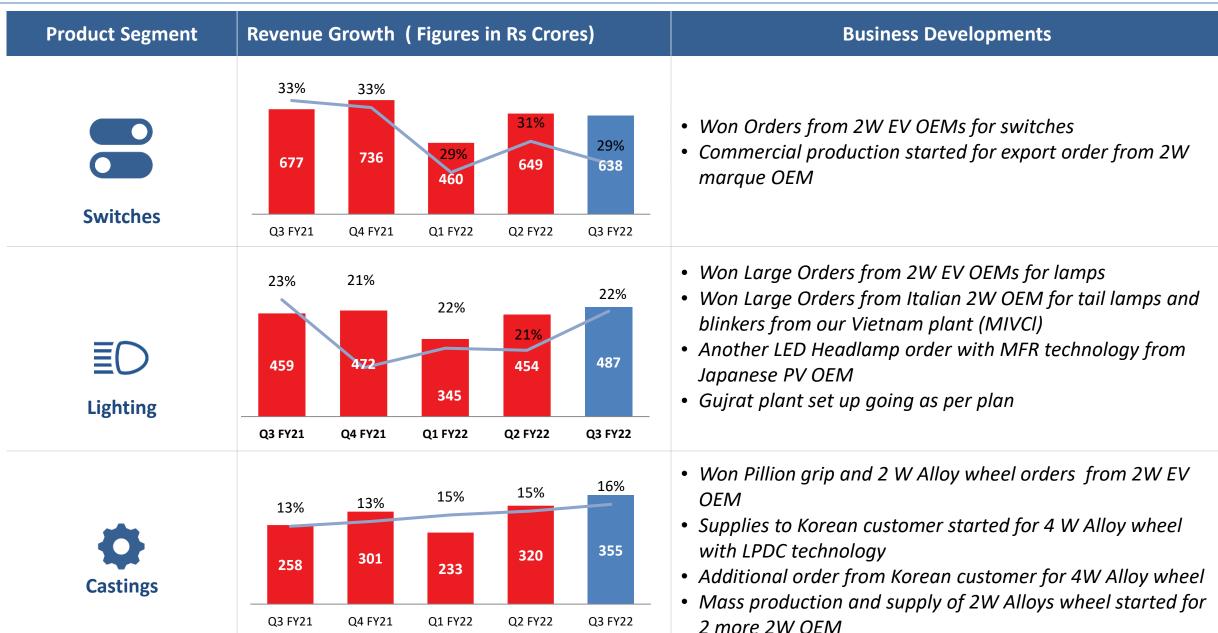




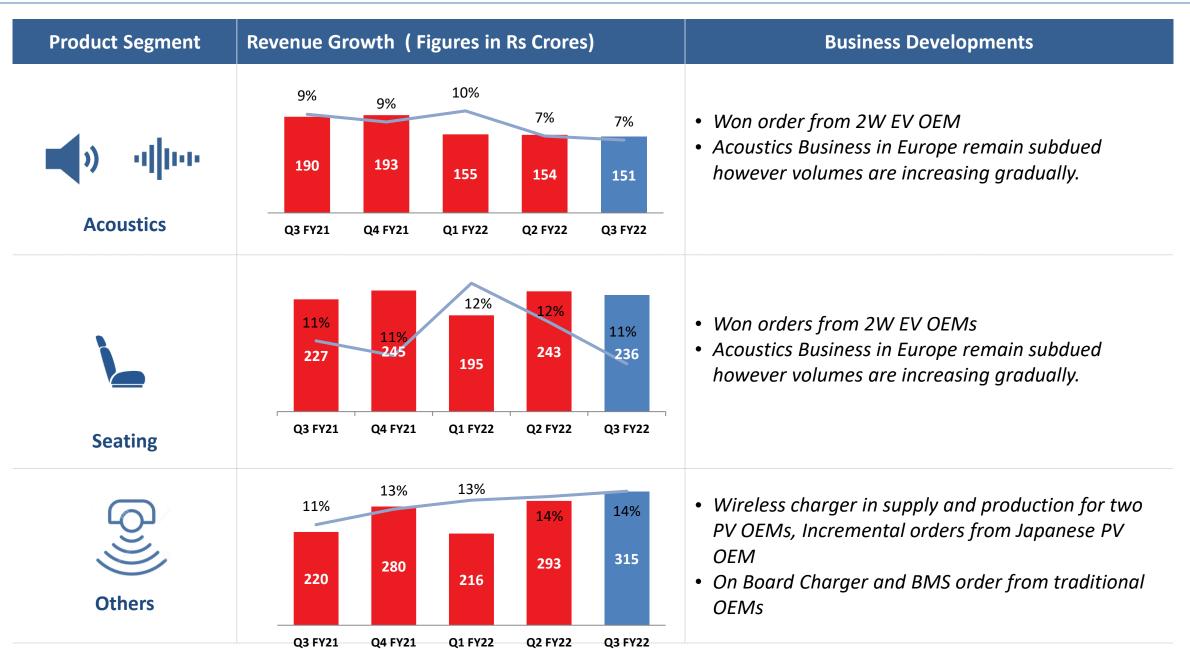


<sup>\*</sup> Restated on account of Harita Merger



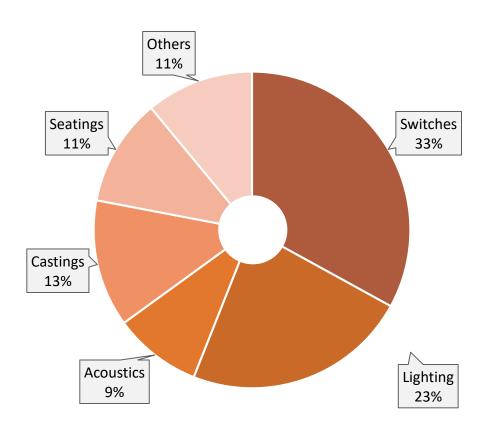




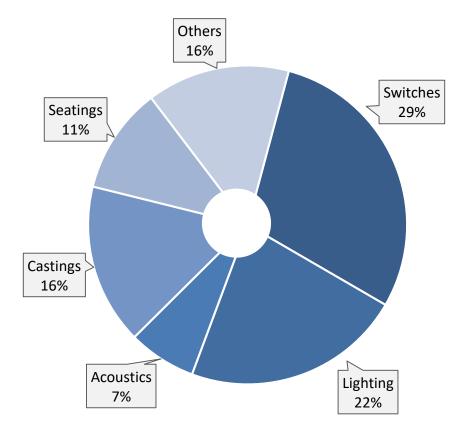




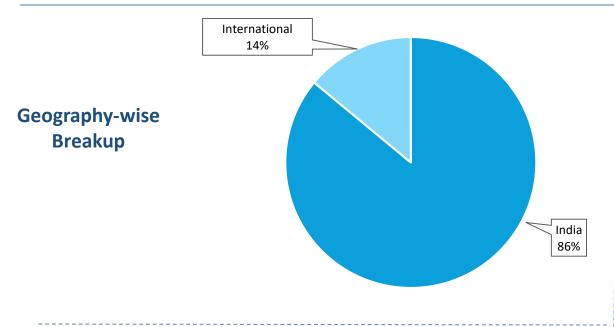


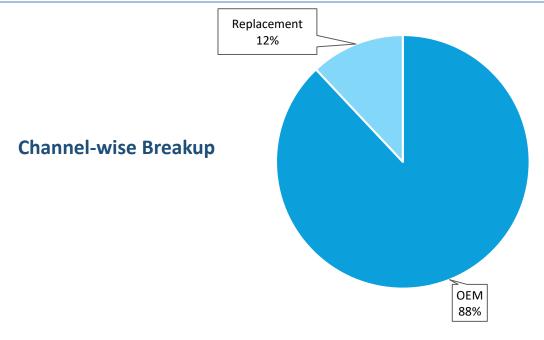




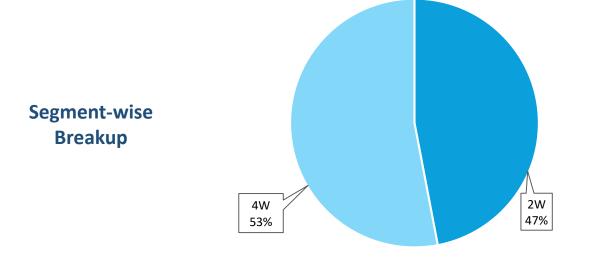


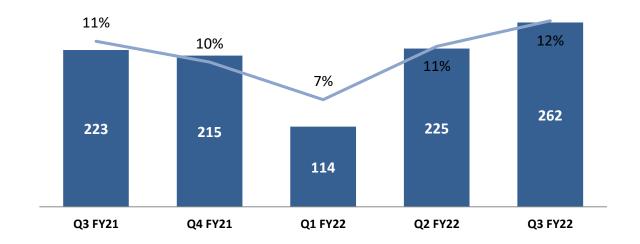




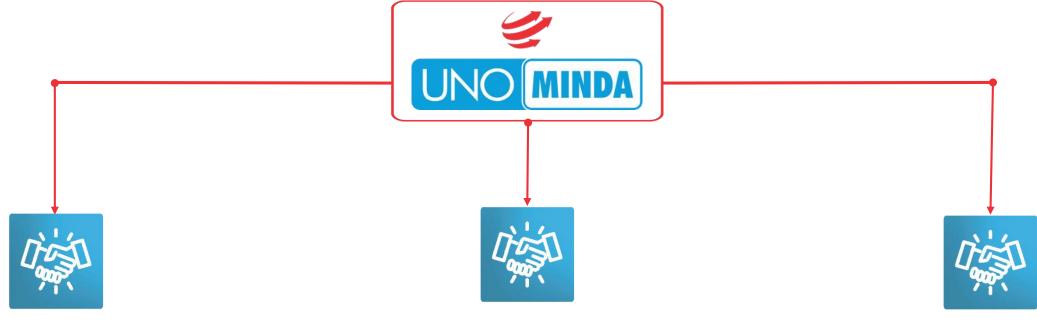


## **AFTERMARKET DIVISION REVENUE (Rs Cr)**









# Minda iConnect: Merger of Subsidiary

Meeting of Shareholders and Creditors is scheduled to be held on February 16<sup>th</sup> 2022. Post which, the merger is expected to be completed within 3-4 months.

# **Consolidation of Partnership Firms**

MIL will acquire the stake in 4 affiliate partnership firms, as a part of group consolidation exercise

## Minda Kosei: Stake Increase in Subsidiary

MIL shall enhance its stake in its key subsidiary Minda Kosei Aluminum Wheels Company Limited (MKA) from 70% to 77.35% through rights issue



- Minda Industries Ltd is Increasing stake in Joint venture company Minda Kosei Aluminum Wheels (P) Ltd (MKA). from 70% to 77.35% by subscribing to rights issue at face value of Rs 10 each.
- Industries Ltd for subscribing to rights issue.
- Total amount to be invested by way of rights issue is Rs 61.2 Crores
- Rational for Investment
  - MKA has demonstrated strong financial performance in last 2-3 years
  - Already announced significant expansion at both its plants i.e. Bawal and Gujarat
  - Significant growth opportunities with increase penetration of 4W Alloy wheel and import substitution.
  - Transaction will be value accretive to shareholders.

## 4W Alloy Wheel Capacity per month (In '000)





- The company initiated consolidation exercise five years back as part of which stakes owned by promoter under UNO Minda group in various entities were transferred to Minda Industries Ltd at or close to book value.
- While all Group companies were transferred to Minda Industries Ltd in last few years, there were four partnership firm where promoters held some stake along with third party
- The company is now consolidating stake in these partnership firm by acquiring remaining stake of promoters effective from 1<sup>st</sup> Jan 2022.
- Aggregate investment of around Rs 17.49 Crores for buying remaining stake. In line with their commitment, the transaction is being done at book value by promoters.
- Rational for Investment
  - Simplify the holding structure and improve transparency with reduction of related parties transactions.
  - Transaction will be value accretive to shareholders.
- This concludes our consolidation exercise with all group companies with auto components business now have been brought under listed entity barring the JV with Nabtesco which the Group is planning to exit in near future.

#### **Financial Snapshot (In Rs Crores)**

	YA Auto Industries FY 21	Auto Components FY 21			
Total Income	72.26	86.03			
PAT	8.8	8.21			
Net Assets	3.7	8.47			
Existing Share	51.00%	49.87%			
Post					
Consolidation Share	87.50%	94.90%			

#### Financial Snapshot (In Rs Crores)

	Samaira Engineering	S.M. Auto Industries			
	FY 21	FY 21			
Total Income	146.68	18.71			
PAT	14.09	1.23			
Net Assets	4.12	3.45			
<b>Existing Share</b>	0.00%	0.00%			
Post					
Consolidation	87.50%	89.71%			
Share					





## **CONSOLIDATED PROFIT & LOSS STATEMENT**

Rs. Crs

								RS. Crs
Particulars (Rs. Crores)	Q3 FY22	Q3 FY21	Y-o-Y%	Q2 FY22	QoQ%	9MFY22	9MFY21	Y-o-Y%
Revenue from Operations (Net of Excise)	2,181.4	2,031.2	7%	2,114.0	3%	5,897.9	4,135.5	43%
Raw Material	1,402.0	1,239.6		1,340.6		3,724.5	2,514.9	
Employee Cost	295.4	272.4		302.5		874.1	685.2	
Other Expenses	248.8	240.3		243.0		689.5	512.0	
EBITDA	235.3	278.9	-16%	227.9	3%	609.9	423.4	44%
EBITDA Margin	10.8%	13.7%	-294 bps	10.8%	1 bps	10.3%	10.2%	10 bps
Other Income	12.5	16.6		21.1		39.7	38.1	
Depreciation	94.2	100.4		96.8		281.5	268.2	
EBIT	153.7	195.1	-21%	152.1	1%	368.2	193.4	90%
EBIT Margin	7.0%	9.6%	-256 bps	7.2%	-15 bps	6.2%	4.7%	157 bps
Finance Cost	12.7	20.0		17.7		48.9	58.5	
Profit before Share of Profit/Loss of JVs and Tax	141.0	175.2	-20%	134.5	5%	319.3	134.8	137%
PBT Margin	6.5%	8.6%	-216 bps	6.4%	10 bps	5.4%	3.3%	215 bps
Exceptional Item	-	-		-		-	-	
Tax	42.3	47.4		42.3		98.5	52.9	
Profit before Share of Profit/Loss of JVs	98.7	127.7	-23%	92.2	7%	220.8	81.9	170%
Share of Profit/Loss of JVs	19.5	8.9		21.2		35.7	2.7	
Net profit/(loss) after share of profit/(loss) of associates / joint ventures (A)	118.2	136.6	-13%	113.4	4%	256.5	84.6	203%
PAT Margin %	5.4%	6.7%	-131 bps	5.4%	5 bps	4.3%	2.0%	230 bps
PAT attributable to:								
- Owners of MIL	101.3	115.4	-12%	94.7	7%	211.4	66.3	219%
- Non Controlling Interests	16.9	21.2		18.7		45.0	18.3	
Other Comprehensive Income	-1.9	3.4		3.8		6.6	6.3	
Total Comprehensive Income for MIL	99.7	118.5	-16%	99.0	1%	218.7	71.9	204%
TCI Margin %	4.6%	5.8%	-126 bps	4.7%	-11 bps	3.7%	1.7%	197 bps
Total Comprehensive Income for Non Controlling Interests	16.6	21.5		18.2		44.4	19.0	



#### **ABOUT UNO MINDA**



- Minda Industries Limited is one of the leading manufacturers of auto components domestically with leadership
  across key product segments. With 20+ Product Lines, 1000+ Business Partners and over 23,000 employees,
  covering 50,000+ touch points, the company has 6 decades of experience in the Auto space
- The company has a well diversified product portfolio with marquee clientele, both globally and domestically.
- Continuously expanding capabilities through capacity expansion & partnerships with global majors.
- 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, with a team of **700+ engineers**, **275+ Patents** and **250+ design registrations**, with **75+ R&D technology projects** underway
- Track record of robust financial performance and delivering strong shareholder returns, supported by reputed promoters with rich experience and backed by professional management team.
- 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).



#**1** Seats



#1
Automotive
Horns



#1
Automotive
Switches



#**1** Alloy

Wheels

**#1** 

#2

Telematics

Speakers

#1

#2

Blow Moulding Parts

#2

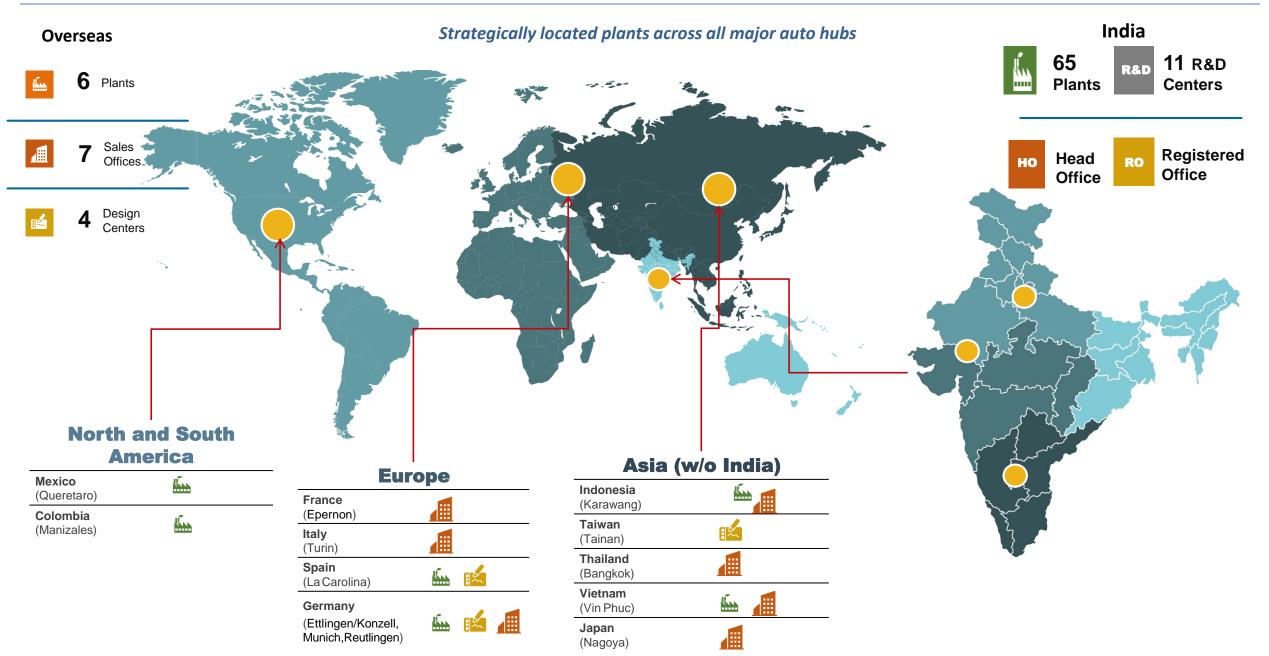
#2

**Airbags** 

Reverse Parking Sensor

Air Filters













- Group has taken a lot of initiatives like given below which are expected to have environmental benefits and reduce operational costs
- Roof-top solar installation- Installed 8.4 MW rooftop solar cells across 20 plants- ~10% of power requirement of the Group
- Green belt plantation drive- ~40% green area for new plants
- Water conservation projects- Reduced water consumption by 10% in 20-21
- LED lights implementation, plastic waste reduction, etc.

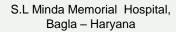


- Vision to enable and empower every member of the society particularly the disadvantaged to live with dignity and happiness
- Samarth Jyoti was started in 2012 under the aegis of Suman Nirmal Minda Charitable Trust to engage and empower the underprivileged people in the rural areas through education, vocational training and skills enhancement programs which has supported over 150 Self Help Group (SHGs) so far.
- In May 2021, 23-bed Uno Minda COVID Care Center (UMCCC) was opened along with the leading medical service partner to take care of the health of employees & their families



- Mission to continually enhance the stakeholders' value through global competitiveness while contributing to society
- Corporate Governance framework ensures effective engagement with our stakeholders and which help us to evolve with changing time
- Corporate Governance focusses on appropriate size & mix of Board, formation of various Board Committees, etc.
- Mr Sunil Bohra, Group CFO has been conferred with Best CFO Award by CII in November 2021







The Suman Nirmal Minda School (TSNMS), Near Detroj, Gujrat



Mindarika Pune



Minda Kosei Bawal



Uno Minda Covid Care Center, Gurgaon



Uno Minda Covid Care Center, Gurgaon



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