

Date : 3 February, 2016

THINK. INSPIRE. FLOURISH

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.
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Dear Sirs,

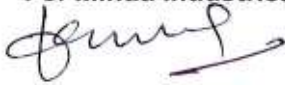
Enclosed is the scan copy of:-

- **Investor Presentation - Q3 FY 16.**

Please upload the information on your website.

Thanking you,

Yours faithfully,
For Minda Industries Ltd.

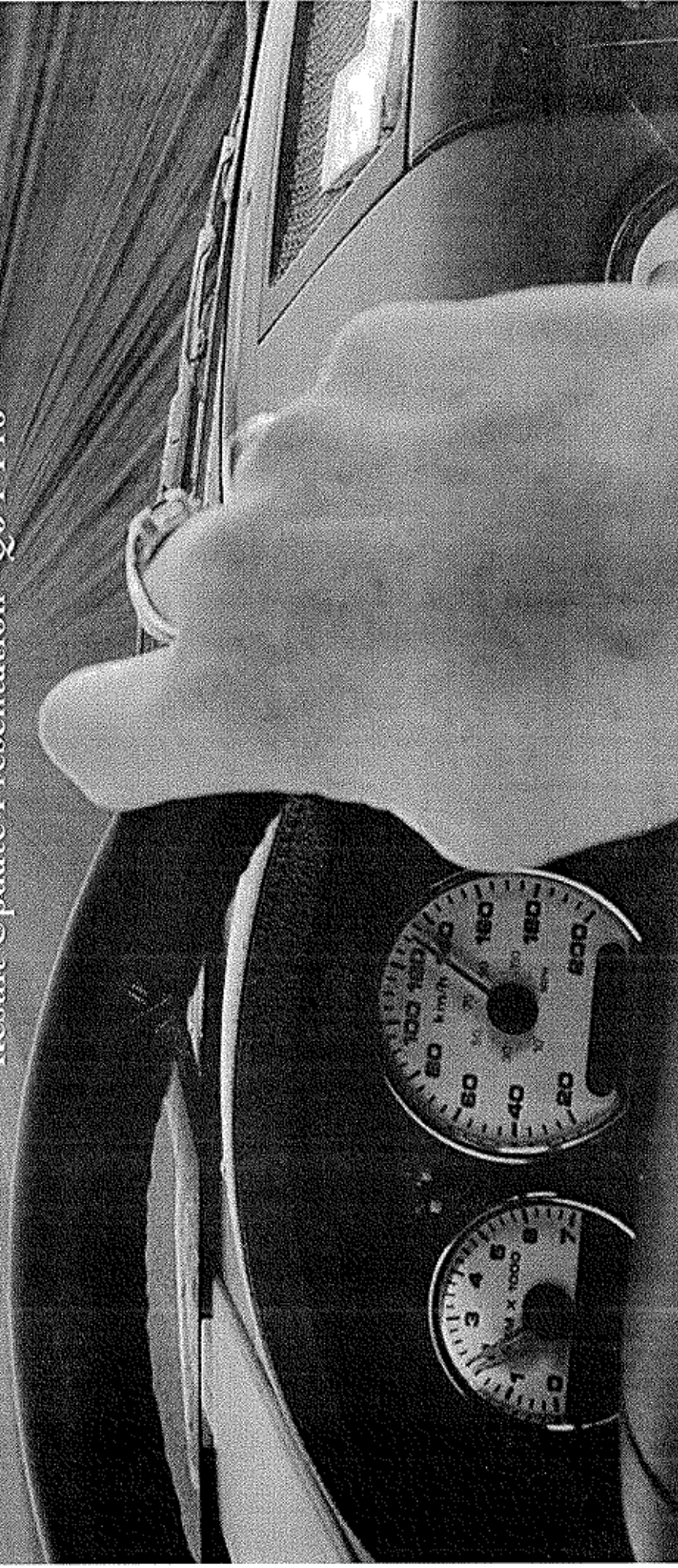


✓ **H C Dhamija**
VP Group Accounts,
Legal, Secretarial, Indirect Taxes &
Company Secretary

MINDA INDUSTRIES LTD

INSPIRED BY MOBILITY
DRIVEN BY TECHNOLOGY

Result Update Presentation –Q3 FY16



Safe Harbor

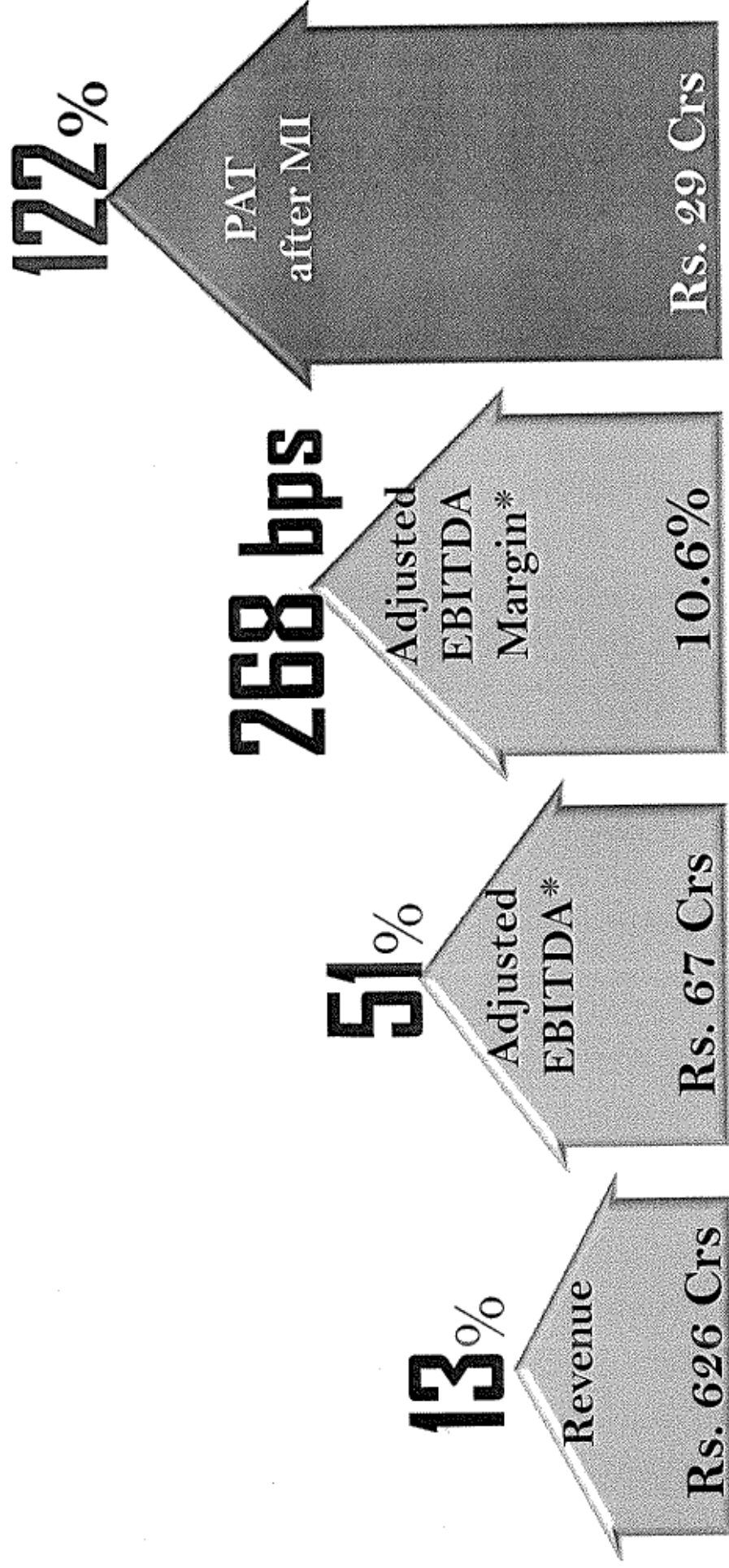


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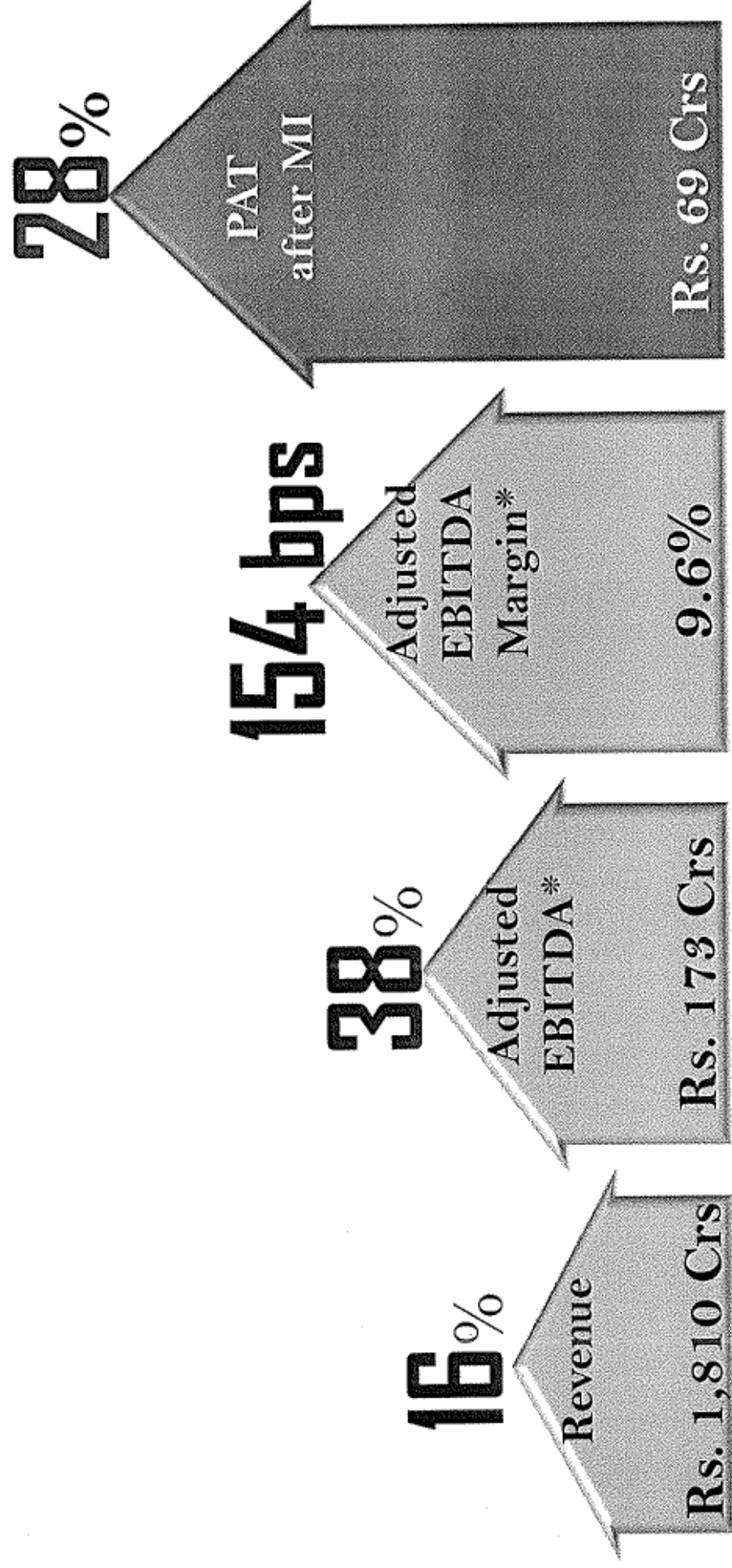
Robust Performance continues in Q3 FY16



Interim Dividend declared of Rs.3.00 per share i.e.30% on Face Value of Rs.10 each & Rs.0.30 per 3% cumulative redeemable preference share of Rs. 10 each

* EBITDA includes other income (operating and regular in nature)

Robust Performance continues in 9M FY 16



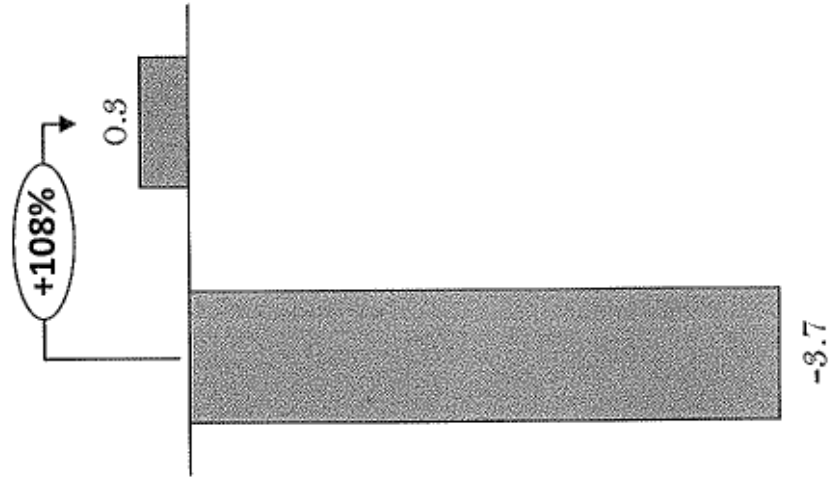
* EBITDA includes other income (operating and regular in nature)

Achieved Turnaround in Subsidiaries



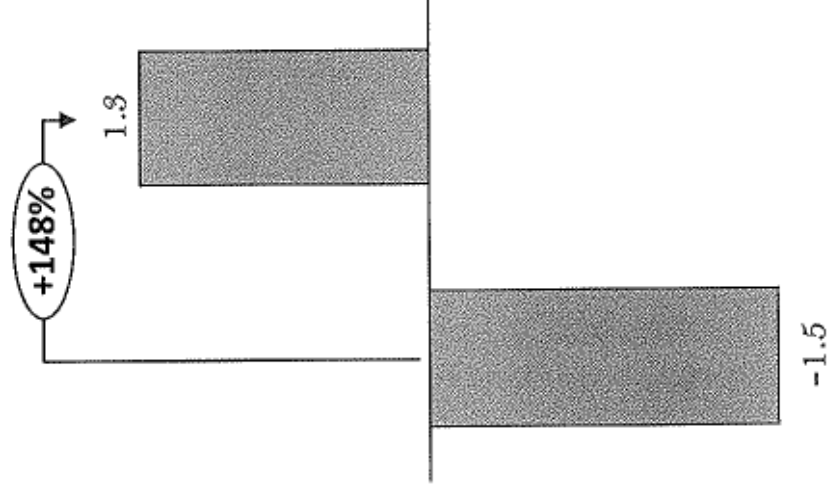
Rs. Crs

PBT – MJ Casting Ltd



9M FY15 9M FY16

PBT – Minda Kyoraku Ltd



9M FY15 9M FY16



New Happenings

Clarton Horn

- Operations commenced at new facility at Mexico on Complete Knock Down Basis

Lighting Division

- Received new orders for Jaguar/ Land rover Model in India

Switch Division

- Supplies to KTM, Austria commenced

MJ Casting

- Supplies to Wabco commenced

Minda Kosei Aluminium Wheels (MKAW)

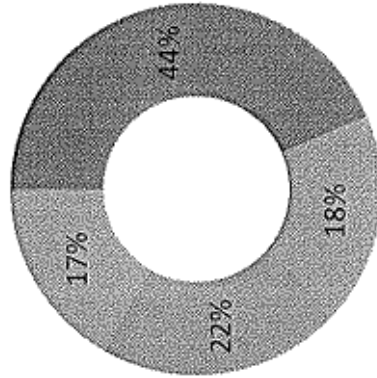
- Company made an additional investment of Rs.14 Crs in MKAW



Consolidated Revenue Distribution – 9M FY 16

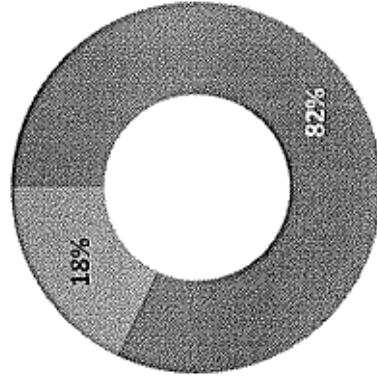
Product-wise Breakup

■ Switch ■ Lighting ■ Horns ■ Others



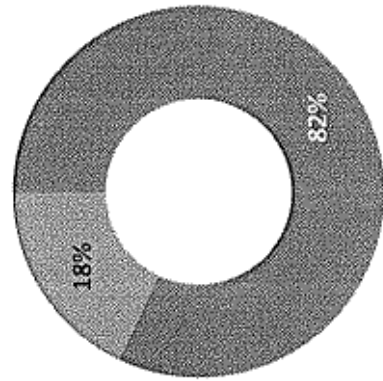
Channel-wise Breakup

■ OEM ■ Replacement



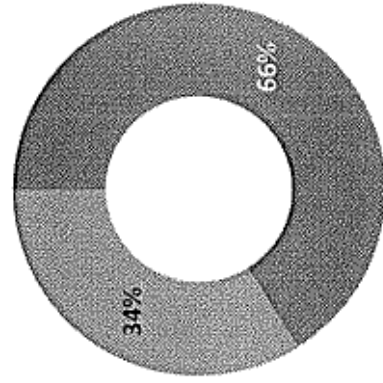
Geography-wise Breakup

■ India ■ International

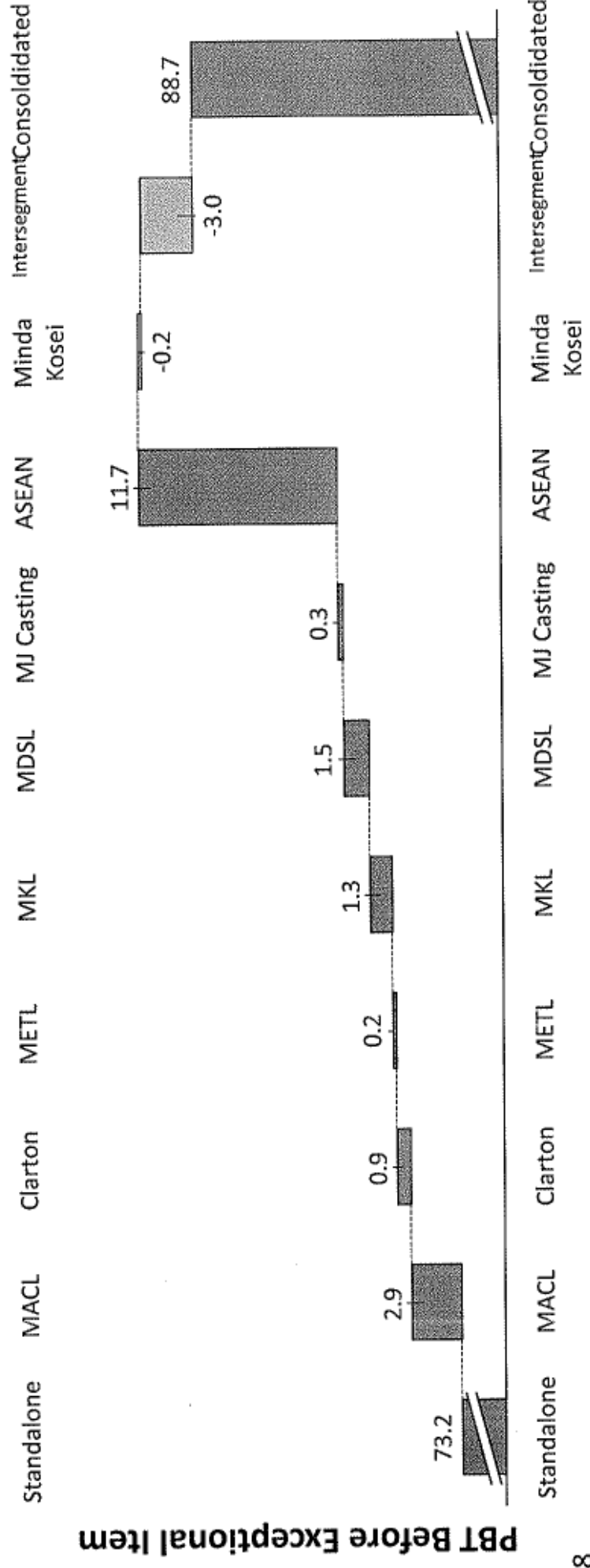
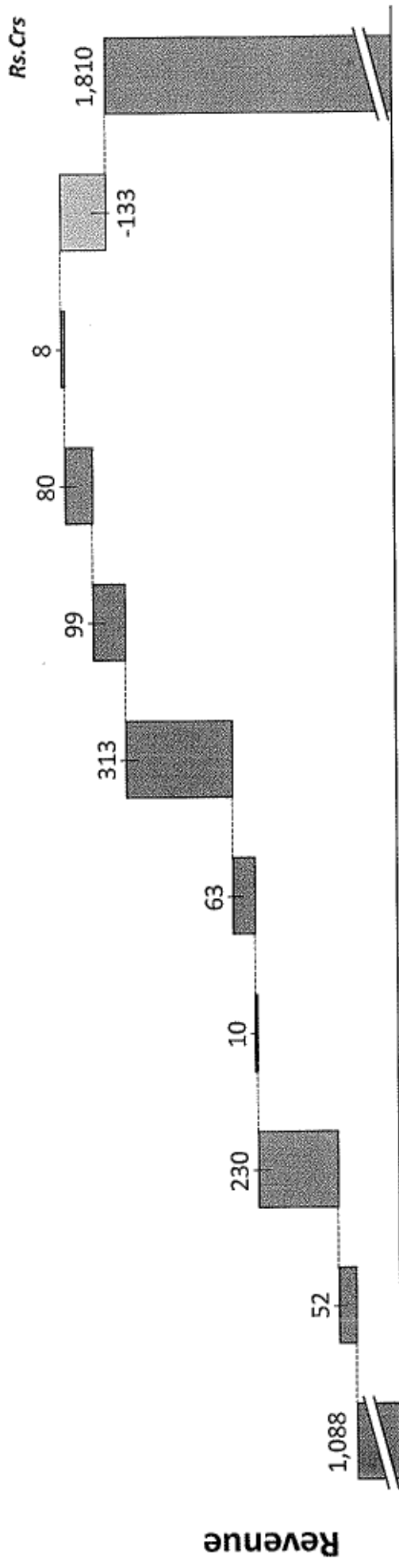


Segment -wise Breakup

■ 2 Wheeler ■ 4 Wheeler



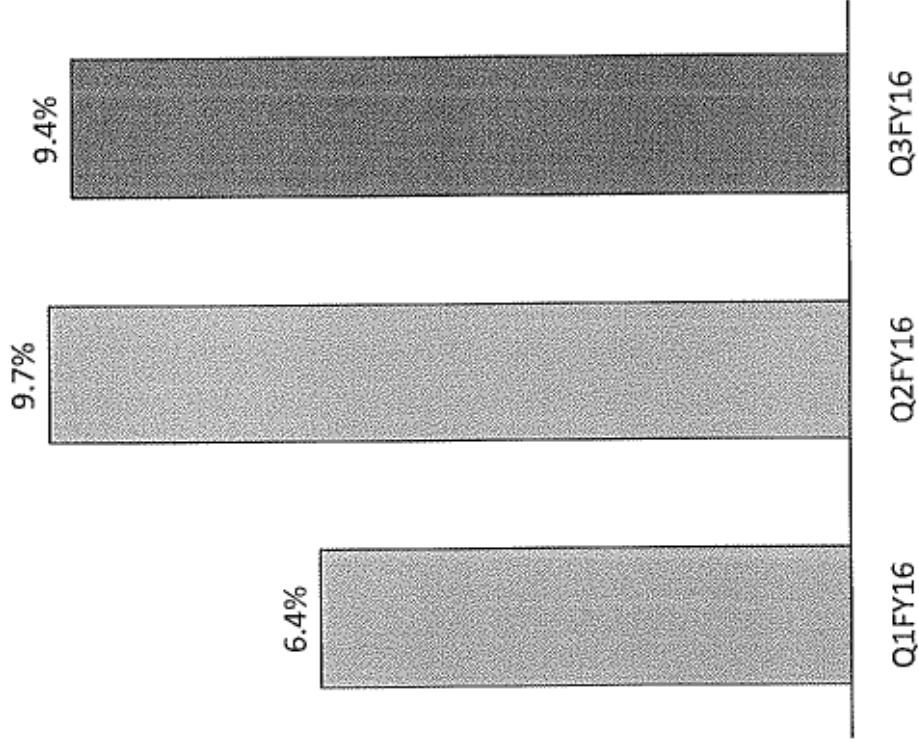
Entity-Wise Break-Up : 9M FY16



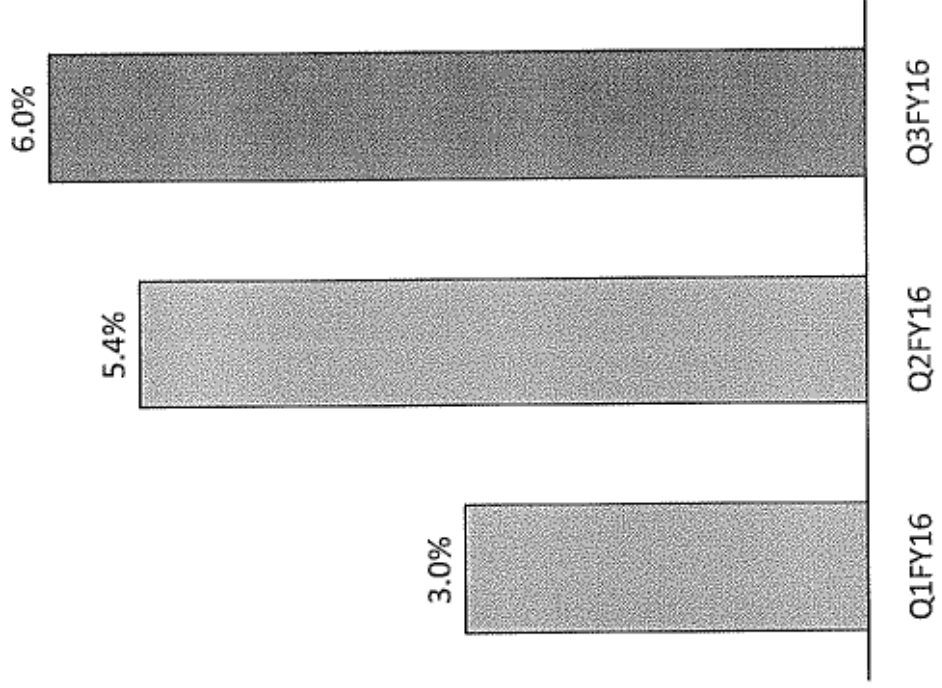
Margin Expansion Continues...



EBITDA Margin %



PBT Before Exceptional Item Margin %



... as Operating Leverage plays out

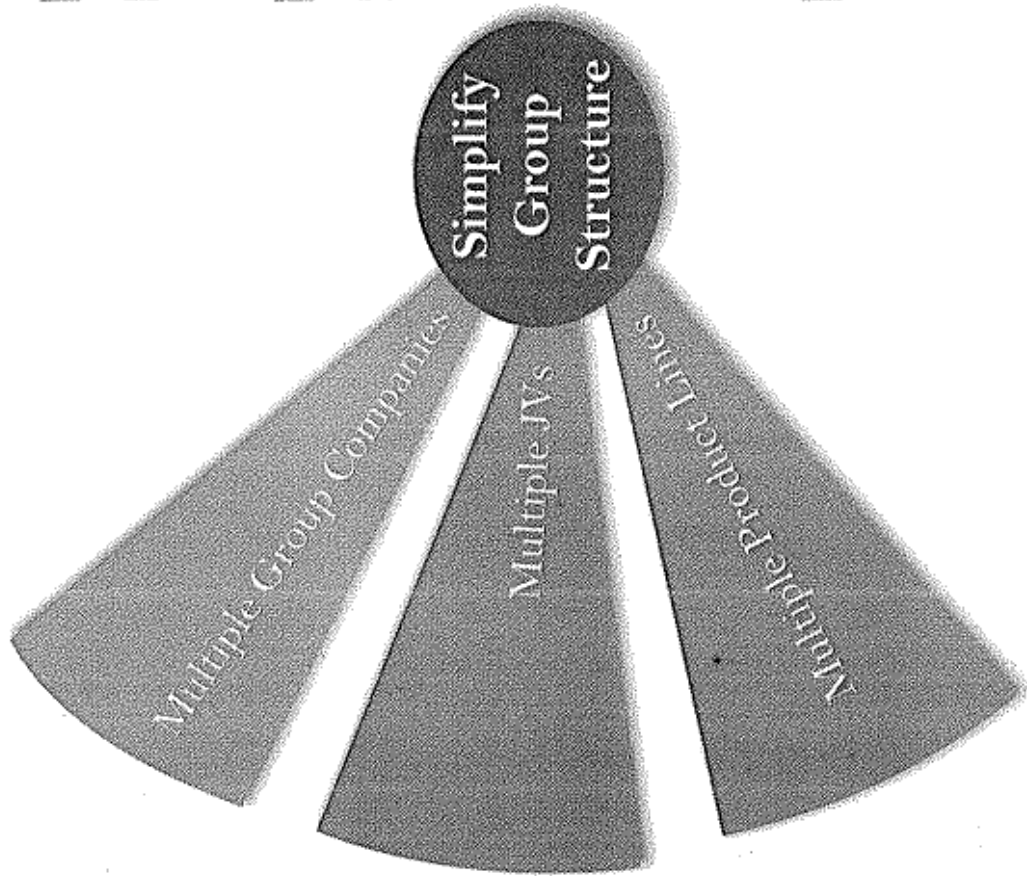
Consolidated Profit & Loss

Rs.Crs	Q3 FY16	Q3 FY15	YoY%	9M FY16	9M FY15	YoY%	FY15
Total Operating Income	626	555	13%	1,810	1,559	16%	2,227
Cost of Material consumed	390	367		1,163	1,031		1,478
Employee Cost	89	66		239	192		288
Other Expenses	88	82		252	222		307
Other Income	8	3		17	12		23
Adjusted EBITDA	67	44	51%	173	125	38%	177
Margin	10.6%	8.0%	268 bps	9.6%	8.0%	154 bps	8.0%
Interest	7	6		20	19		25
Depreciation	22	21		64	57		83
PBT before exceptional item	38	17	118%	89	49	82%	69
Margin	6.0%	3.1%		4.9%	3.1%		3.1%
Exceptional Item	3**	-		3	16*		16
PBT	40	17		91	65		85
Margin	6.5%	3.1%		5.0%	4.1%		3.8%
Tax	9	5		21	14		19
PAT After Minority Interest	29	13	122%	69	54	28%	68
Margin	4.6%	2.3%		3.8%	3.4%		3.1%

*Exceptional Item pertaining to reversal of impairment charge of Rs. 15.76 Crs in battery division

** Exceptional Item pertaining to profit on sale of land in PT Minda Asean

“Re-Aligning” Group Structure...



➤ Consolidate product lines across UNO MINDA Group

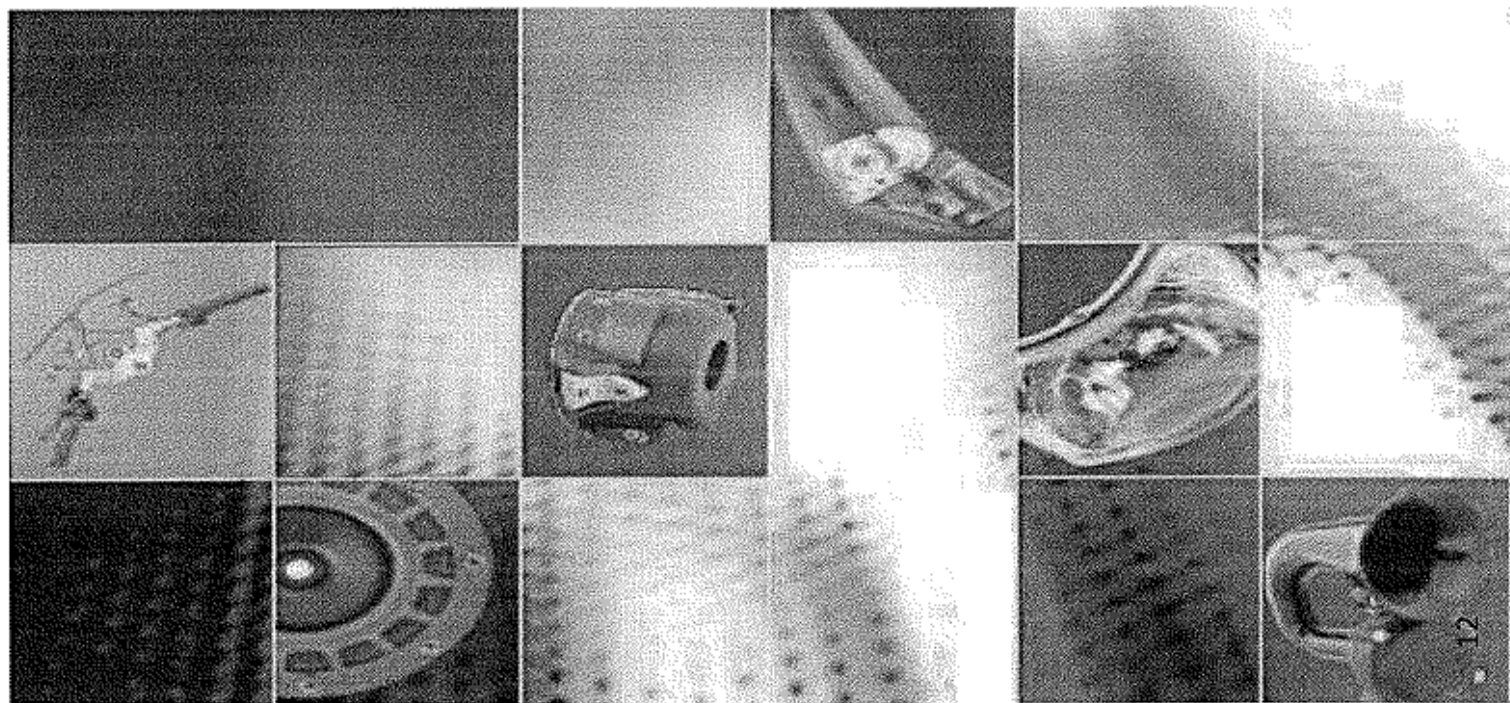
➤ Increasing MIL stake in JV companies & Group Companies

- MJ Castings to 98%
- PT Minda Asean Automotive (Indonesia) to 51%
- SAM Global Pte Ltd, Singapore to 51%
- Through SAM Global Pte Ltd acquired stake in its 100% subsidiary, Minda Industries Vietnam Company Ltd, based in Vietnam

➤ Appointed KPMG to work on a scheme to simplify corporate structure in a tax efficient manner

...to drive Stronger Growth

Company Overview



Company Overview



20+ years of relationship with OEMs

50+ OEMs served in India & Overseas

Strong network of more than 500

Business partners & 10,000 dealers

Leading Player in Automotive
Switch, Horns, Lightings

Partnered with 9 Global
Technology Players

Rich experience of 57 years
in Automotive Industry

3 R&D Centres across
country



More than 100+ product
patents registered

More than 120+ design registration

Global Presence across 3
Continents

More than 20 different Products
manufactured

Operations spread across 25 plants in India

Advantage MINDA INDUSTRIES



Leadership Position

India's largest player in 2W / 3W Switches
World's 2nd largest player in Horns

Global Technology

Access to global technology through
Technical Arrangement with world
leaders

Established OEM Presence

Dominant among Domestic OEMs
viz., MSIL, HMCL, Bajaj, TVS
Established Global presence across
OEMs viz., Yamaha, Suzuki,
Kawasaki, Hyundai, etc

Strong Financial Profile

Historically low D/E ratio
Improving Return Ratios
Credit Rating Upgraded to "ICRA A+"

Strong R&D Capabilities

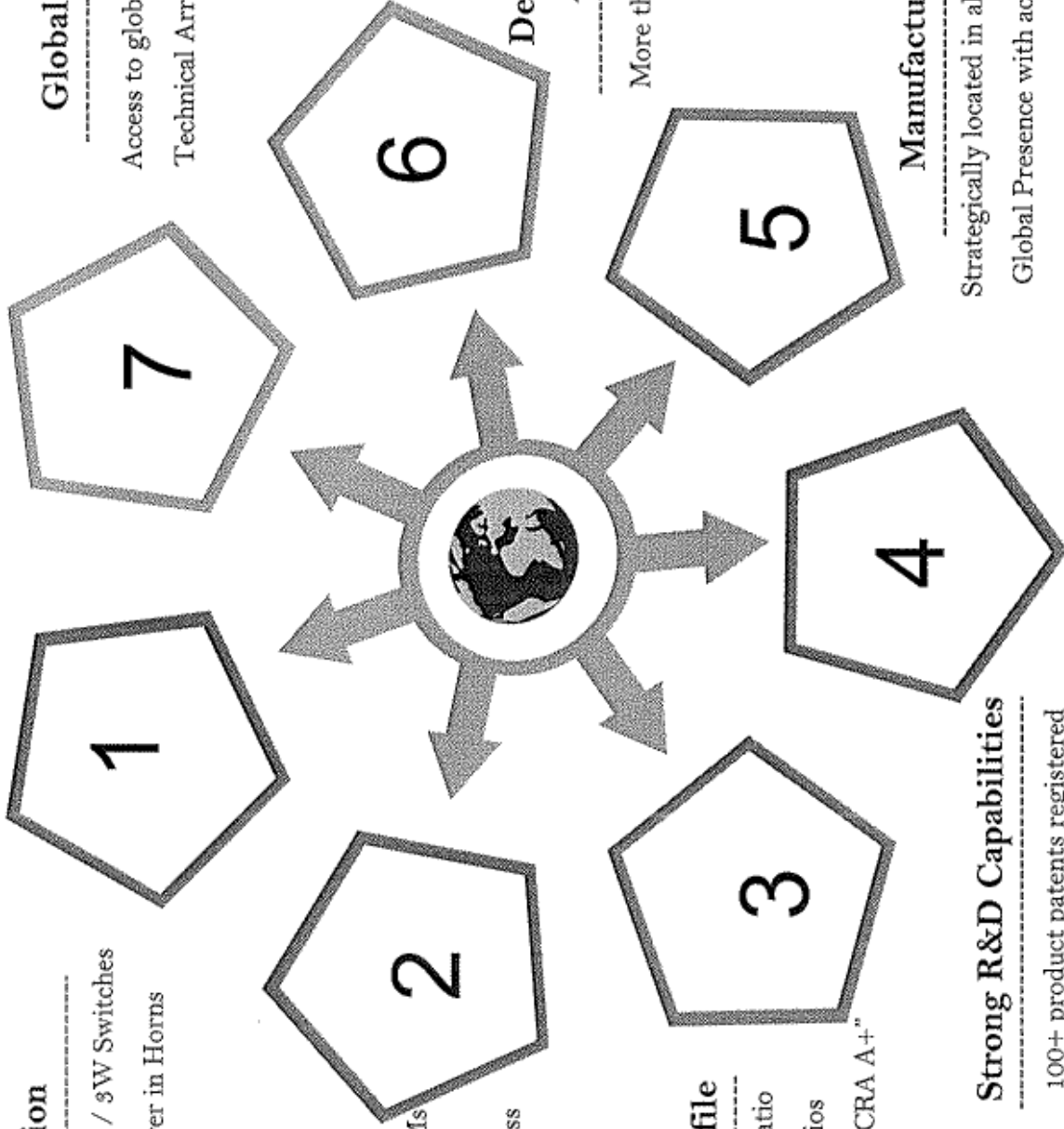
100+ product patents registered
120+ design registrations

Deep Foothold in Aftermarket

More than 500 business partners &
10,000 retailers

Manufacturing Locations

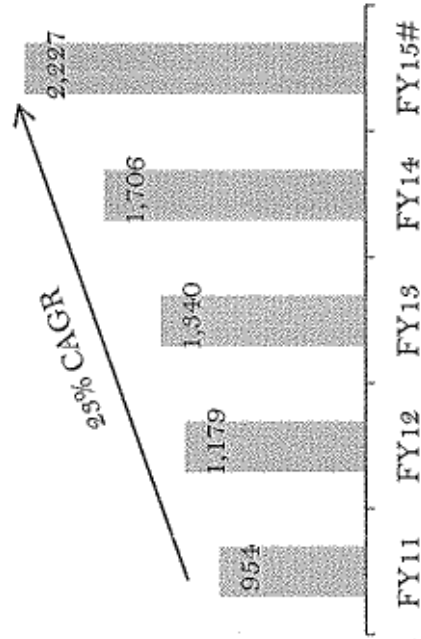
Strategically located in all automotive hubs in India
Global Presence with acquisition of Clarton Horn



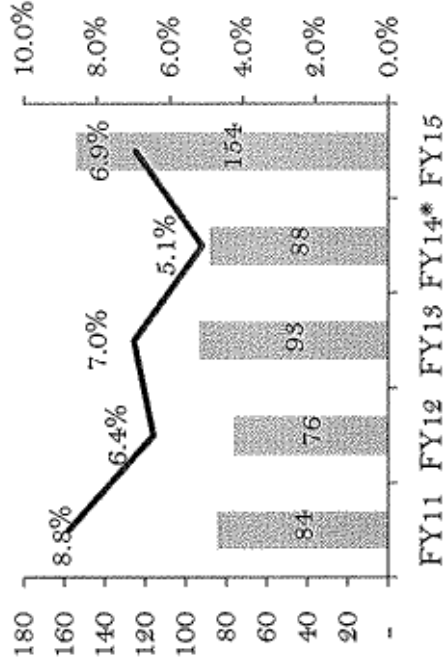
Improving Profitability with Strong Balance Sheet



Revenue



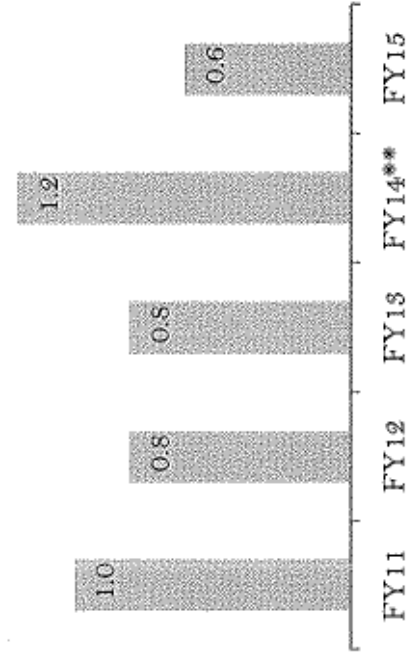
EBITDA & EBITDA Margin



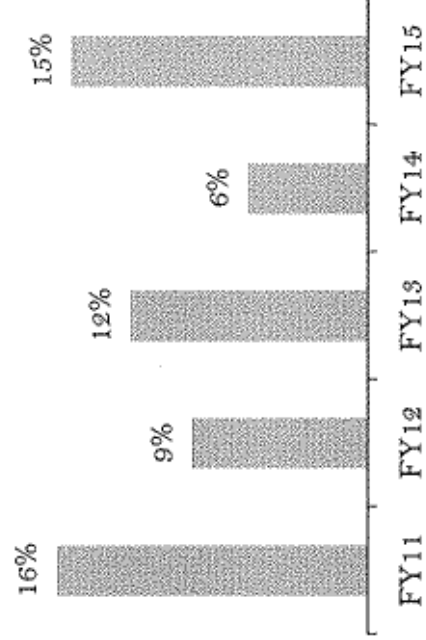
Rs.Crs

Consolidated

Debt : Equity



ROCE (%)



Notes;

FY15 Sales inclusive of 15M Clarton Sales

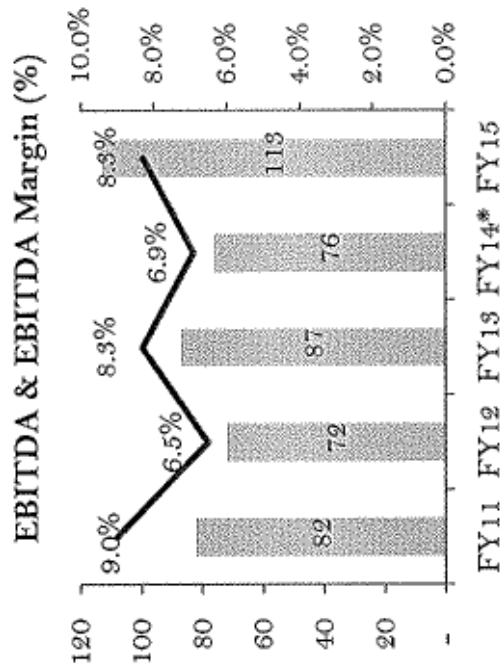
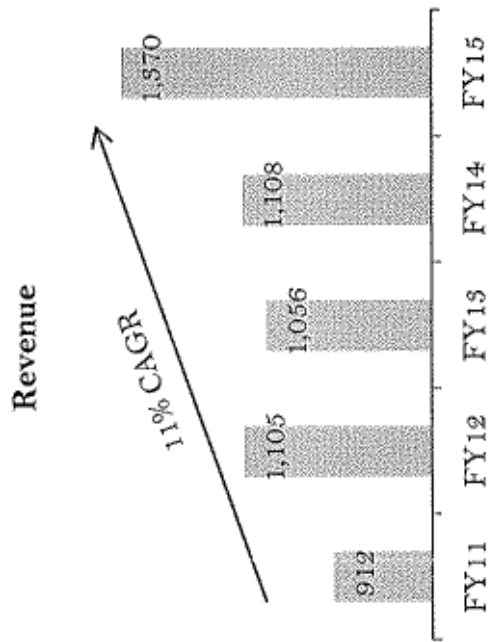
* FY14 EBITDA is Adjusted for acquisition related one-time expenses

** FY14 debt increased on account of acquisition related debt

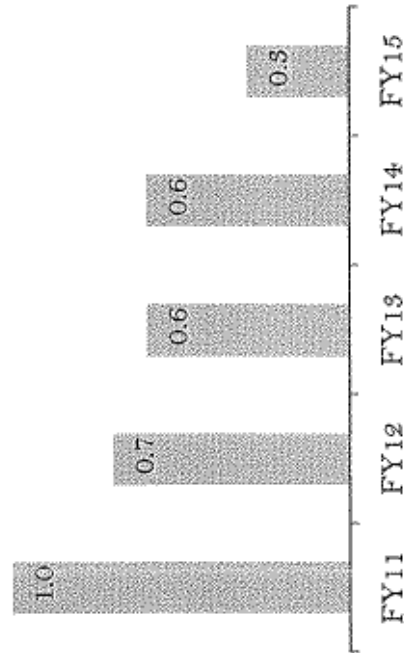


Improving Profitability with Strong Balance Sheet

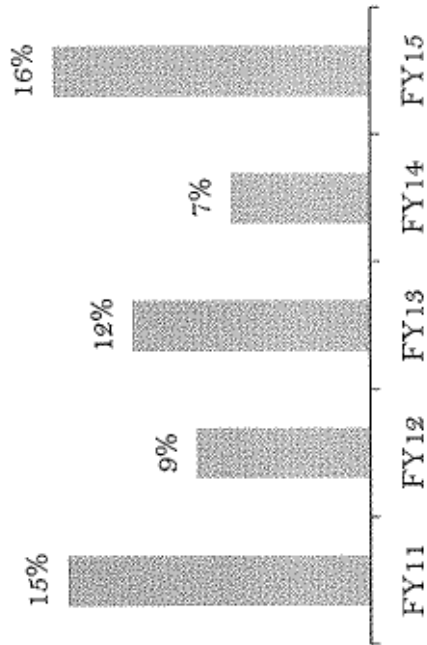
Rs.Crs



Debt : Equity



ROCE (%)



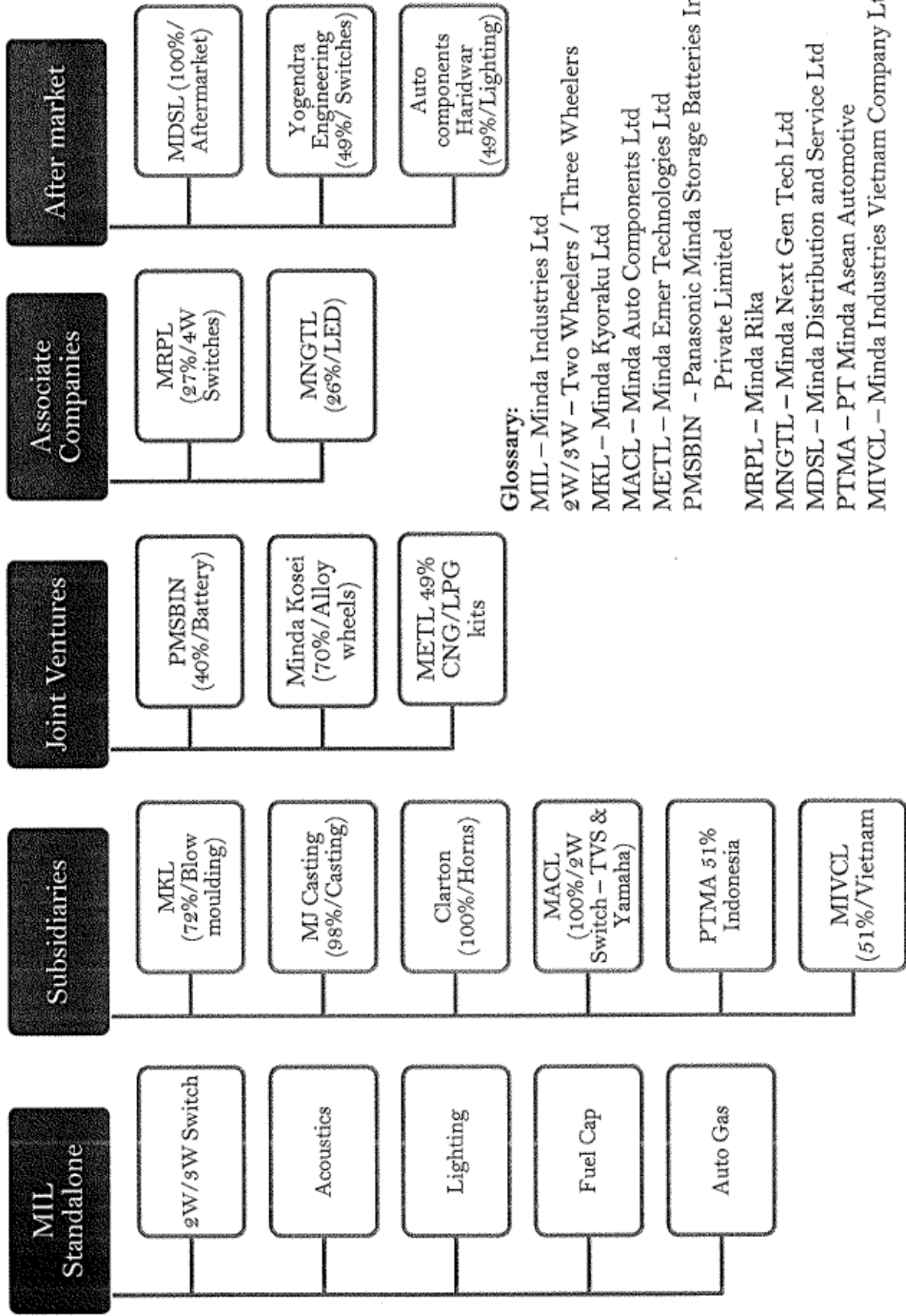
Standalone

Notes:

* FY14 EBITDA is Adjusted for acquisition related one-time expenses



Group Profile: Products & Structure



Glossary:

- MIL – Minda Industries Ltd
- 2W/3W – Two Wheelers / Three Wheelers
- MKL – Minda Kyoraku Ltd
- MACL – Minda Auto Components Ltd
- METL – Minda Emer Technologies Ltd
- PMSBIN – Panasonic Minda Storage Batteries India Private Limited
- MRPL – Minda Rika
- MNGTL – Minda Next Gen Tech Ltd
- MDSL – Minda Distribution and Service Ltd
- PTMA – PT Minda Asean Automotive
- MIVCL – Minda Industries Vietnam Company Ltd

For further information, please contact:

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