

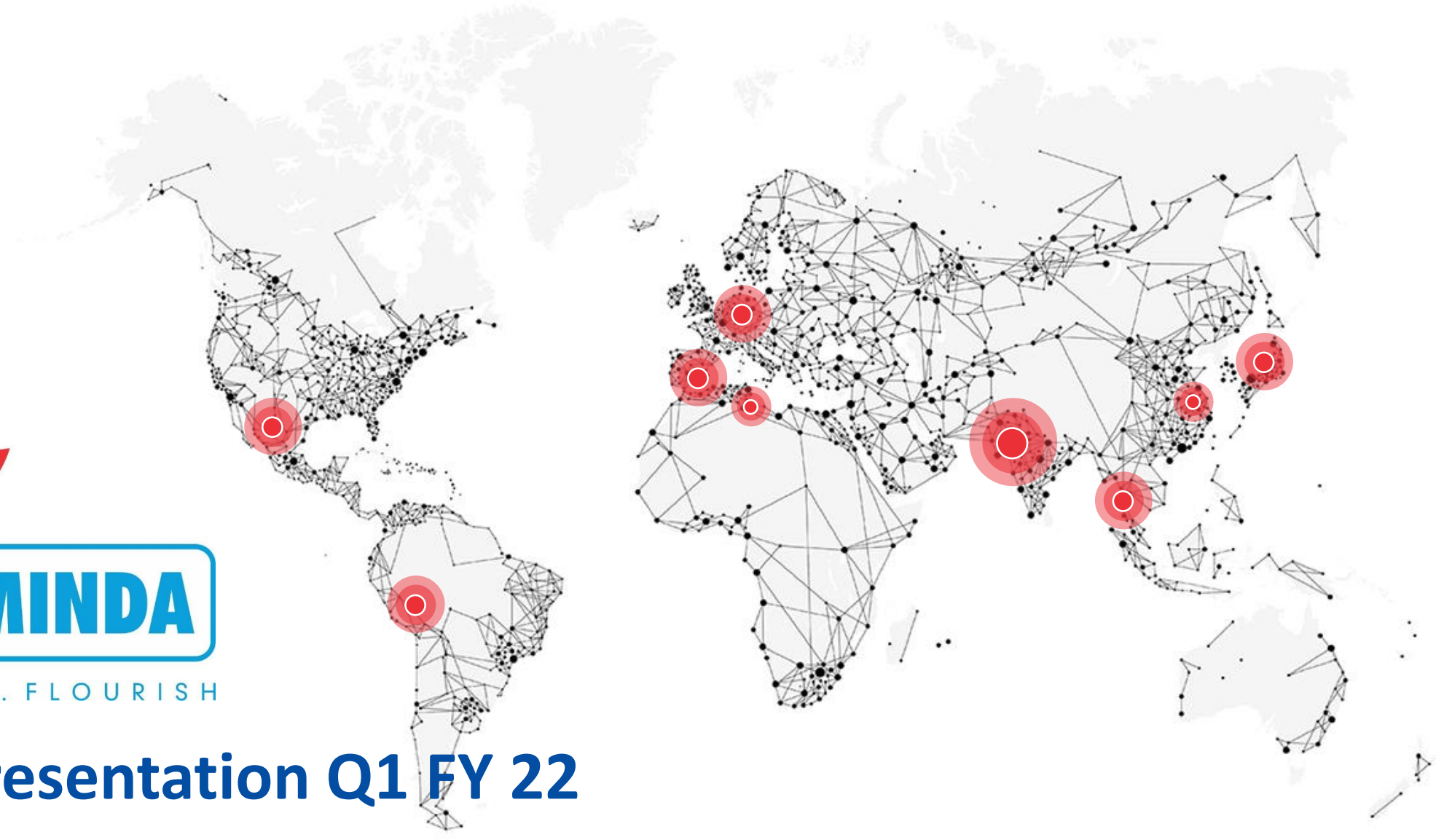


THINK. INSPIRE. FLOURISH

Investor Presentation Q1 FY 22

August 16, 2021

Transforming The Present, Reimagining The Future



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Financial Information & Recent updates

Key Highlights for the Quarter

- Significant headwinds in Q1 FY 22 due to second wave of Covid-19 adversely impacting industry and people
- As top most priority, undertook various initiative and measures for health and safety of Employees and their families
- While Industry volumes were down ~ 35%, the company posted resilient performance with Rs 1,603 Cr consolidated revenues in Q1 FY 22 outperforming industry even in challenging times
- Negative operating leverage due to lower volumes largely impacting the EBIDTA and EBIDTA margins during the quarter.

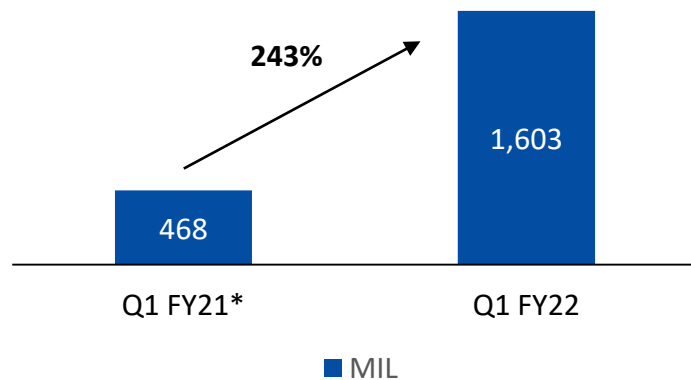
COVID-19 Relief Initiatives

- Set up COVID Care centre at various location with medical staff and oxygen bed for employees and their family.
- Free COVID-19 Vaccination Camp at various plant locations at periodic intervals.
- Regular Testing COVID-19 of employees.
- Food distribution to needy during the pandemic.
- Financial assistance to family of employees who lost their lives to COVID-19 i.e. permanent job and support to children education till graduation.
- Doubling the amount of contribution by company under internal death relief scheme Adarsh Nidhi

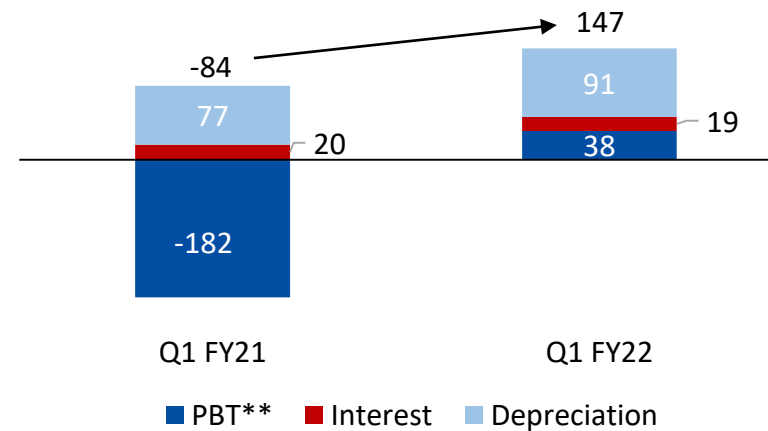


Consolidated Financial Highlights – Q1FY22

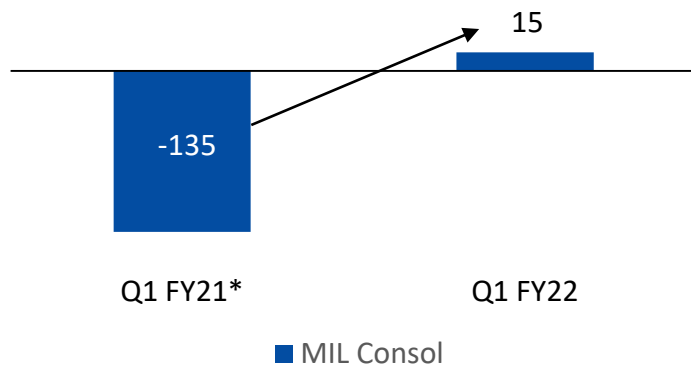
Revenue (Rs. Cr)



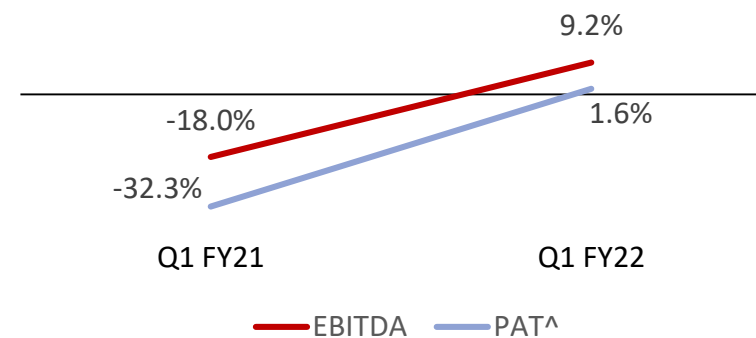
EBITDA (Rs. Cr)



PAT^ (Rs. Cr)



Margin (%)



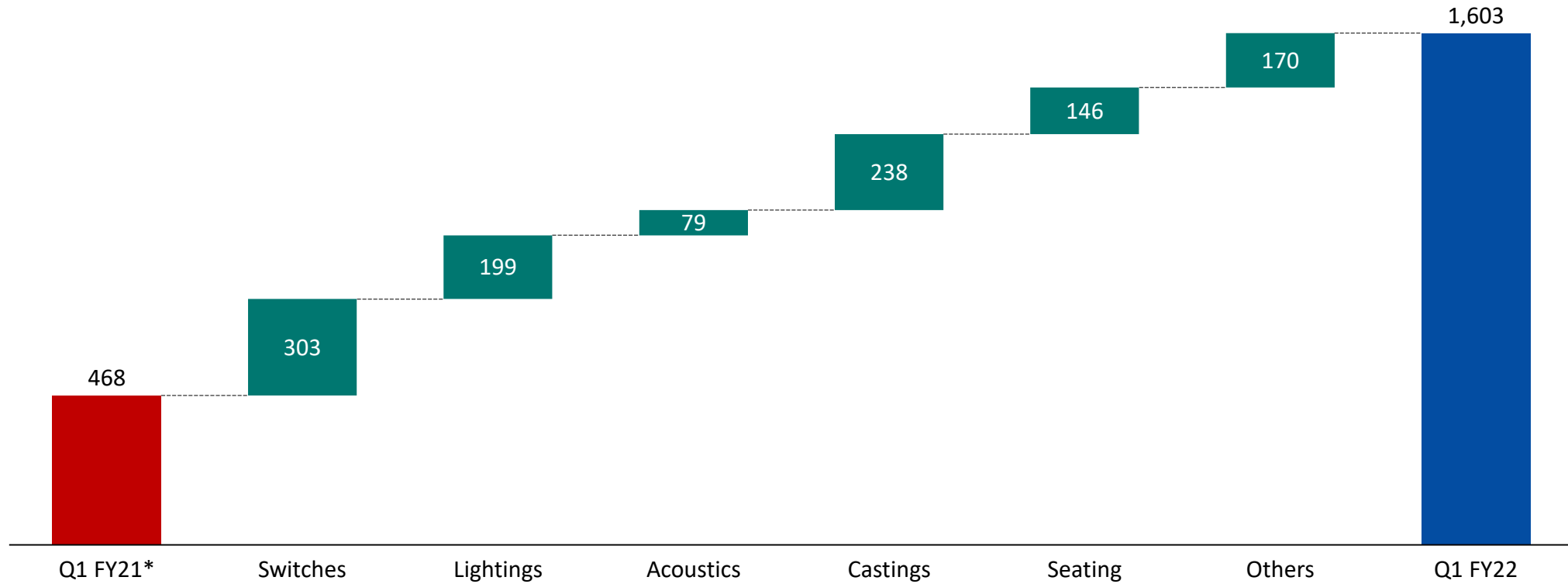
*Restated on account of Harita Merger

**PBT= PBT less Other Income and Exceptional Items

^PAT MIL Share

Revenue Bridge

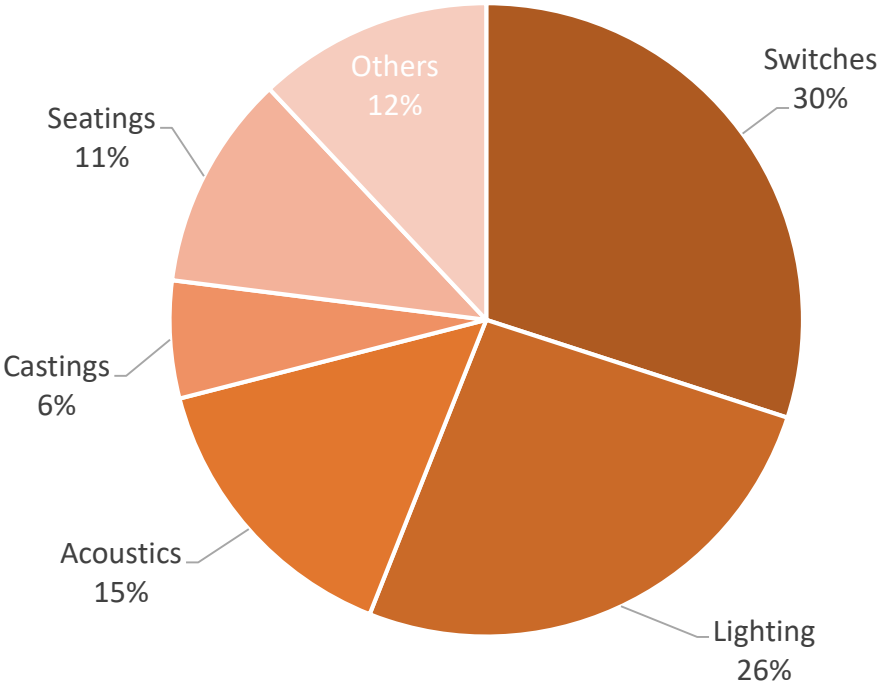
Rs. Crs



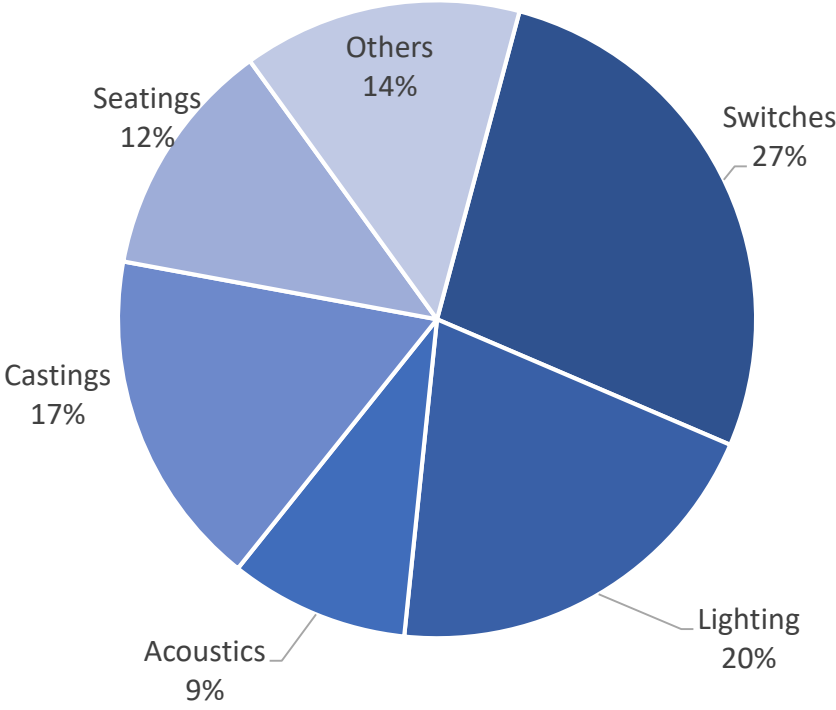
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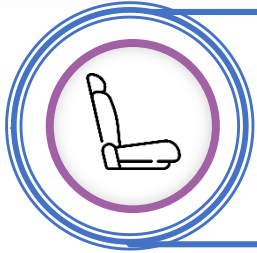
Division-wise Revenue Mix

Q1 FY21



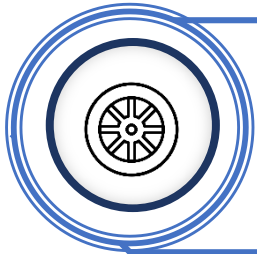
Q1 FY22





Won Export Order worth ~ Rs 75 Crores (Annual Peak Sales) from
American and European CV OEM

Additional Orders from domestic 2W OEM



Orders from Korean OEM for LPDC 4 W Alloy

4W Alloy Wheel: Additional Orders from Japanese OEM



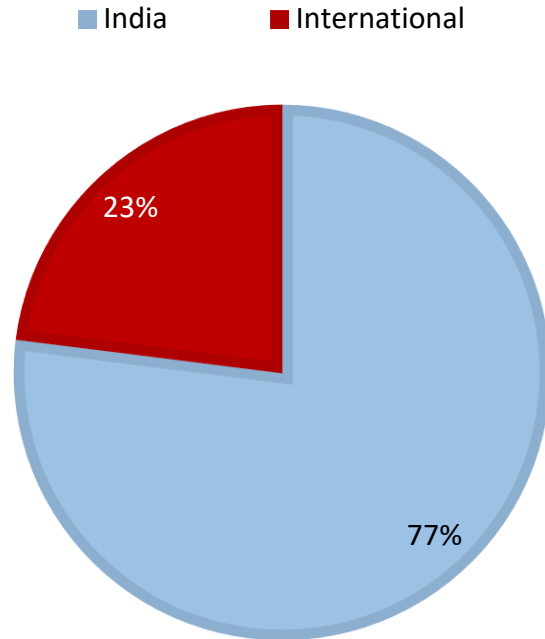
2W Lighting: Additional LED head lamp orders from Indian and
Japanese OEM



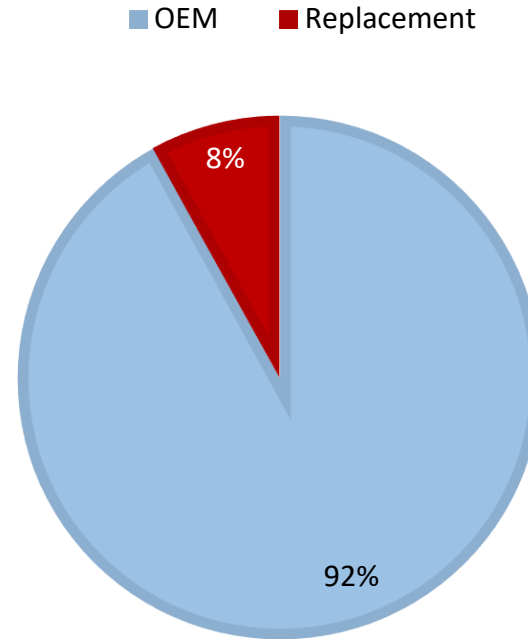
Order from European OEM in Clarton Horn for supply of
Electromechanical Horn

Revenue Breakups Q1 FY22

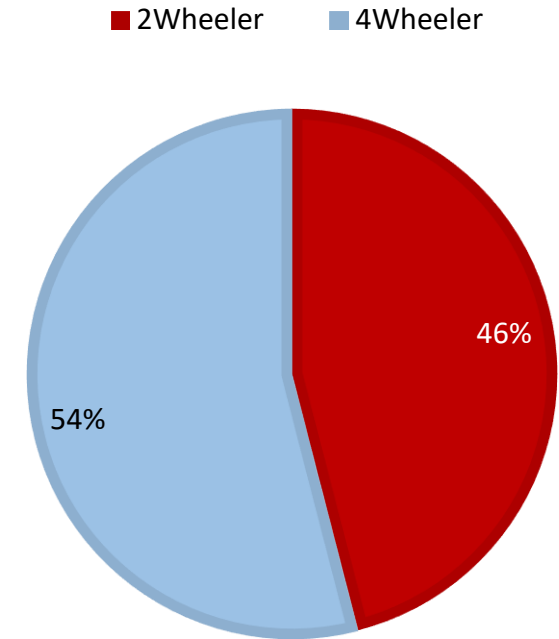
Geography-wise Breakup

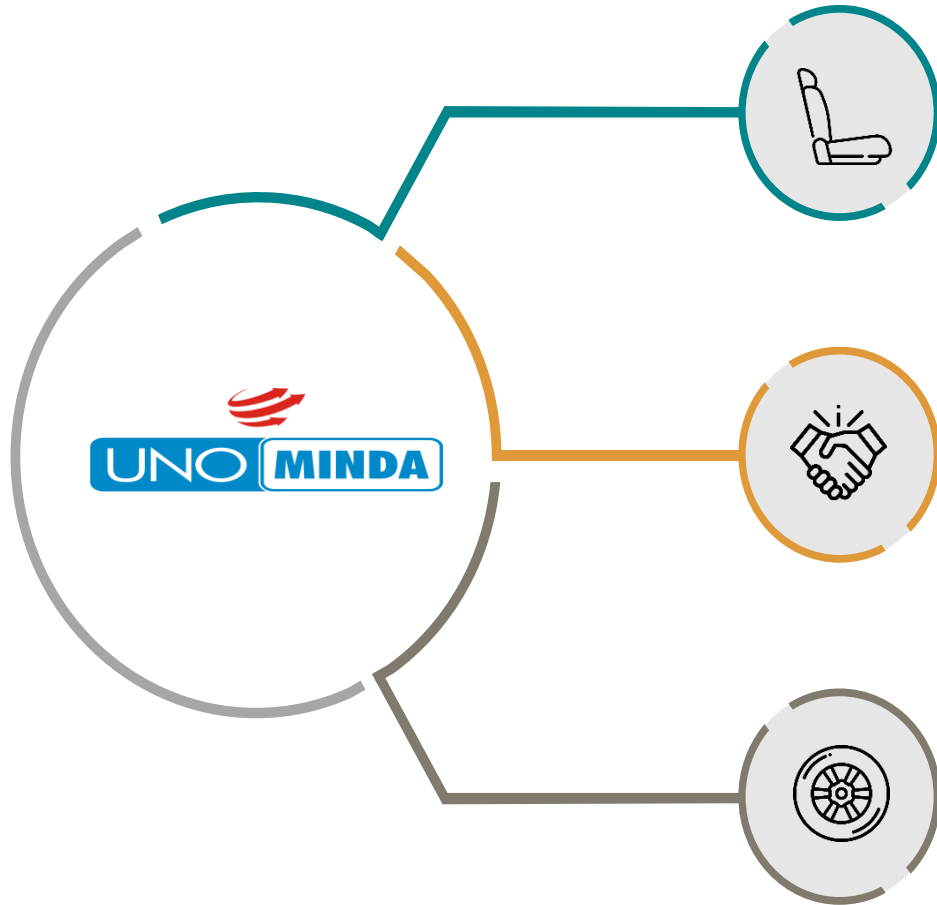


Channel-wise Breakup



Segment-wise Breakup





Harita Seating Systems Merger

- Merger is completed.
- Shares and Redeemable Preference shares pursuant to approved scheme were issued
- Majority of Shareholders of Redeemable preference shares have opted for early redemption as per the scheme

Minda IConnect

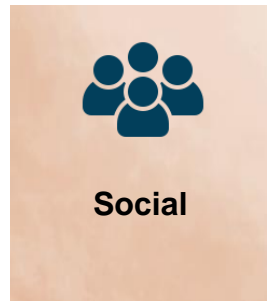
- Minda IConnect Pvt Ltd: Filing done with NCLT on 2nd June 2021.
- Awaiting NCLT orders announcing the date for convening shareholders and creditors meetings.

Minda TG Rubber

- “Minda TG Rubber” (MTG) became an associate company after dilution of holdings.
- MTG will merge with Toyoda Gosei Minda India Private Limited (TGMIN). Respective Board has already approved the schemes
- Obtaining NOC from creditors in process post which scheme will be filed with NCLT



- 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.
- 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.
- Declared as the winner of "Golden Peacock Award for Excellence in Corporate Governance" for the year 2020 by Institute of Directors



S.L. Minda Memorial Hospital,
Bagla - Haryana



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

Annexures

Consolidated Profit & Loss Statement

Rs. Crs

Particulars (Rs. Crores)	Q1FY22	Q1FY21	YoY%	Q4 FY21	QoQ%	FY21
Revenue from Operations (Net of Excise)	1,602.6	467.9	243%	2,238.3	-28%	6,373.7
Raw Material	982.0	276.3		1,404.4		3,919.3
Employee Cost	276.2	185.9		296.5		981.7
Other Expenses	197.7	90.1		235.8		747.8
EBITDA	146.7	-84.4	-274%	301.6	-51%	725.0
EBITDA Margin	9.2%	-18.0%	2719 bps	13.5%	(432) bps	11.4%
Other Income	6.1	6.2		8.9		47.0
Depreciation	90.5	77.4		107.2		375.3
EBIT	62.4	-155.6	-140%	203.3	-69%	396.7
EBIT Margin	3.9%	-33.3%	3715 bps	9.1%	(519) bps	6.2%
Finance Cost	18.5	19.9		15.1		73.7
Profit before Share of Profit/Loss of JVs and Tax	43.8	-175.5	-125%	188.2	-77%	323.1
PBT Margin	2.7%	-37.5%	4024 bps	8.4%	(568) bps	5.1%
Exceptional Item	0.0	-		1.7		1.7
Tax	13.9	-40.5		47.6		100.5
Profit before Share of Profit/Loss of JVs	29.9	-134.9	-122%	142.4	-79%	224.3
Share of Profit/Loss of JVs	-5.0	-16.2		21.5		24.2
Net profit/(loss) after share of profit/(loss) of associates / joint ventures (A)	24.9	-151.1	-116%	163.8	-85%	248.4
PAT Margin %	1.6%	-32.3%	3385 bps	7.3%	(577) bps	3.9%
PAT attributable to:						
- Owners of MIL	15.4	-134.9	-111%	140.3	-89%	206.6
- Non Controlling Interests	9.5	-16.2		23.5		41.8
Other Comprehensive Income	4.7	12.9		8.5		14.8
Total Comprehensive Income for MIL	20.0	-121.6	-116%	149.1	-87%	220.9
TCI Margin %	1.2%	-26.0%	2724 bps	6.7%	(541) bps	3.5%
Total Comprehensive Income for Non Controlling Interests	9.6	-16.7		23.2		42.2



Thank You

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