



Powered by Passion

Date: 09.08.2018

The Officer-In-Charge (Listing) Listing Department National Stock Exchange of India Ltd., Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Code: MINDACORP	Head - Listing Operations, BSE Limited, P.J. Towers, Dalal Street, Fort, Mumbai – 400 001 Scrip Code: 538962
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Sub: Investor Presentation on the un-audited financial results of the Company for the quarter ended on June 30, 2018

Dear Sir,

Please find enclosed herewith the Investor presentation on the un-audited financial results of the Company for the quarter ended on June 30, 2018.

Thanking you,
Yours faithfully,

For Minda Corporation Limited

Ajay Sancheti
Company Secretary
Membership No. F5605



MINDA CORPORATION LIMITED

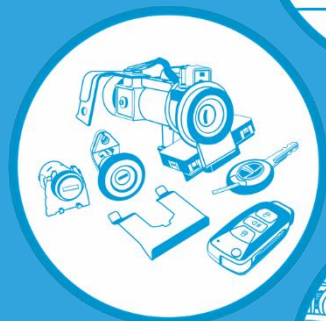
CIN NO. : L74899DL1985PLC020401

Corporate Office : D-6-11, Sector-59, Noida - 201 301, U.P., India. Tel. : +91-120-4787100, Fax : +91-120-4787201

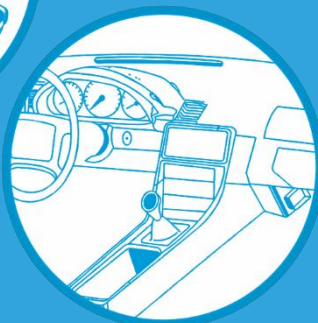
Registered Office : A-15, Ashok Vihar, Phase-I, Delhi - 110052. Website: www.minda.co.in



Driver Information
And Telematics System



Safety, Security And
Restraint System



Interior System

Minda Corporation Limited

(NSE: MINDACORP; BSE: 538962)

Q1 FY2019 Investor Presentation

August 2018



Instrument Clusters



Sensors



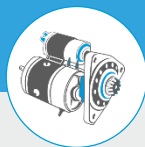
Wiring Harness



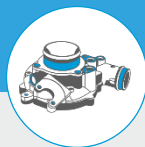
Locks



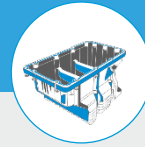
Door Handles



Starter Motors



Al & Zn Cutting Parts



Plastic Component

1. Quarterly Updates

- ❖ Company Snapshot
- ❖ Consolidated Performance

2. Annexure A



Quarterly Updates

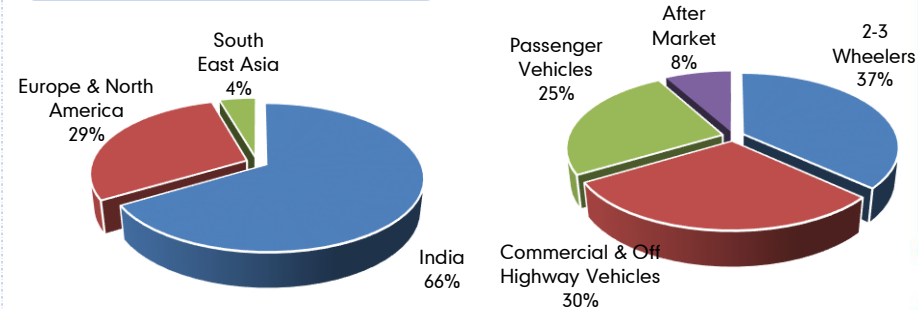
One of India's leading automotive component companies with global footprint

Diversified product portfolio, global customers, strong manufacturing and advanced R&D with six decades of automotive experience

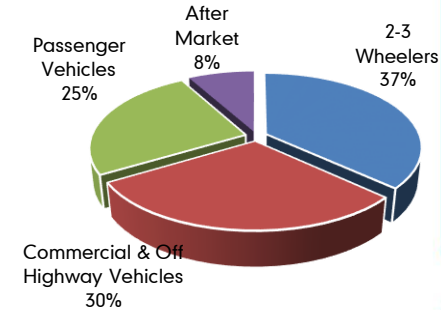
Revenue* (net of excise)	Rs. 25,934 mn (FY2018)
Business Verticals	<ul style="list-style-type: none"> - Safety, Security & Restraint System - Driver Information & Telematics System - Interior System
Key Customers	Ashok Leyland, Bajaj Auto, CNH, Hero Moto Corp, Honda Motorcycle and Scooter India, Mahindra & Mahindra, Maruti Suzuki, Suzuki Motorcycle, TVS Motor, Tata Motors, VE Commercial Vehicles, Volkswagen, Yamaha Motor
Manufacturing Facilities	34 Manufacturing facilities strategically located globally providing support to OEMs
R&D Capabilities	Advanced Engineering Centre of Electronics & Mechatronics in Pune and multiple specialised R&D Centre across India
Market Capitalisation	Approx. Rs. 36,000 mn

Revenue Breakdown Q1 FY2019*

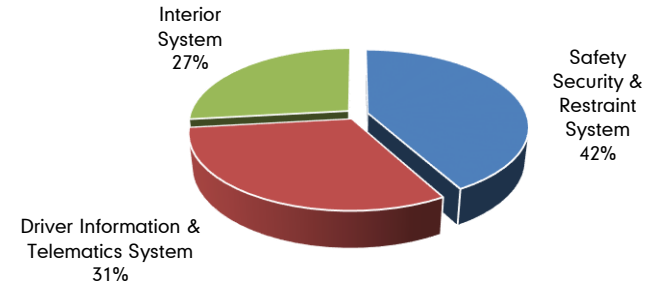
By Geography



By End Market



By Business Verticals



(Rs. Million)	Q1		Q4	Full Year	
	FY2019	FY2018	FY2018	FY2018	FY2017
Operating Revenue (net of excise)	7,783	5,817	7,205	25,934	20,598
Operating Revenue Growth (%)		33.8%	8.0%		25.9%
Other Income	46	25	88	163	405
EBITDA	731	443	818	2,729	1,887
Margin (%)	9.4%	7.6%	11.4%	10.5%	9.2%
Profit Before Tax (PBT)	507	290	558	1,913	1,309
Margin (%)	6.5%	5.0%	7.7%	7.4%	6.4%
Profit After Tax (PAT)	376	230	387	1,417	1,021
Margin (%)	4.8%	4.0%	5.4%	5.5%	5.0%

Notes:

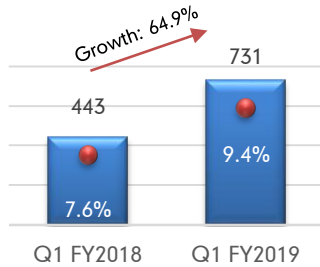
- All margins are based on Operating Revenue
- The Company had adopted IND-AS wef. April 01, 2017 and accordingly, results for the previous periods have been regrouped / reclassified

Commentary – Q1 FY2019 vs. Q1 FY2018

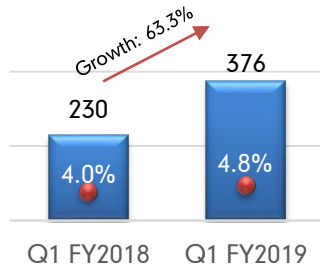
Revenues



EBITDA



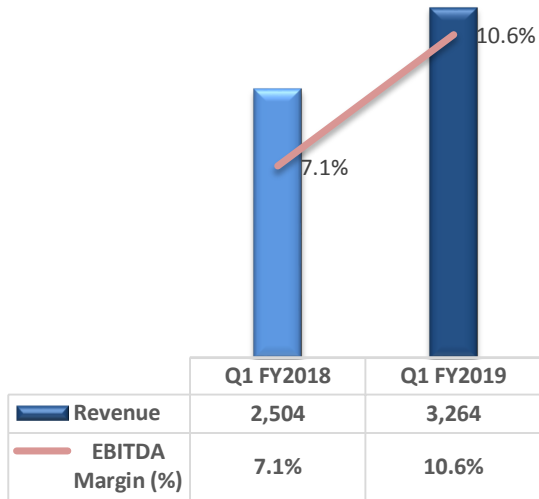
Net Profit



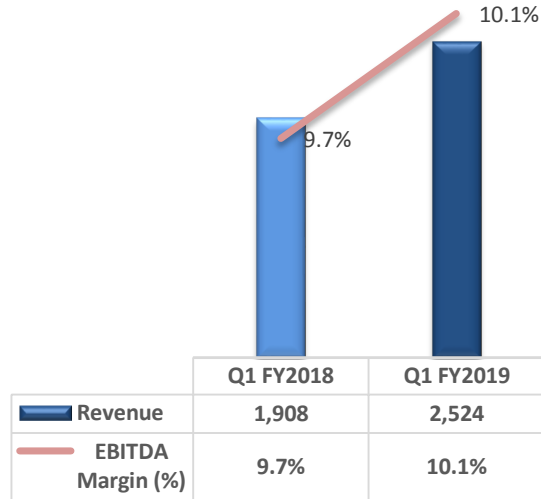
- Revenues increased by 33.8% y-o-y in Q1 FY2019, driven by growth across major businesses (SSR System grew by 30%, DIS grew by 32% and Interiors grew by 42%)
 - In particular, additional revenues from new greenfield plants (i.e. Interior Plastic plant at Mexico and Die Casting plant at Pune) have also contributed to the overall revenue growth
- EBITDA margin increased by ~177 bps
 - Ramping up of margins from new greenfield plants
 - Savings in employee costs and other expenses
 - Margins are after absorption of increase in raw material cost due to higher commodity prices and adverse product mix
- Net Profit was Rs. 376 million; PAT margin of 4.8%. On y-o-y basis, the Net Profit grew by 63.3% during the quarter

Business Verticals Performance (Q1 FY2019 vs Q1 FY2018)

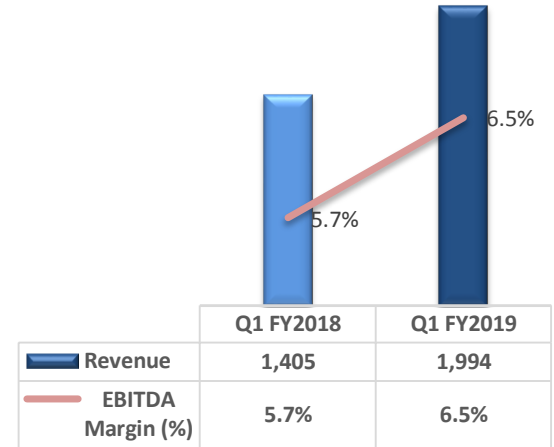
Safety Security & Restraint System (SSR)



Driver Information & Telematics System (DIS)



Interior System



Notes:

1. IND-AS are applicable to Minda Corporation from 1st April 2017 with transition date of 1st April 2016
2. Revenue is net of excise duty
3. The above are indicative figures
4. All figures in Rs. mn

Business Updates - Q1 FY2019

▪ **Rating Upgrade:**

- CRISIL has upgraded Minda Corporation's rating on the long-term bank facilities to 'A+/Stable' from 'A/Stable', and has reaffirmed rating on the short-term facilities at 'A1'

▪ **Select Business Wins:**

- Won new business to supply BS VI compliant 'Instrument Clusters' to a leading Indian 2W OEM for its new scooter model (provides Speed / RPM information to ECU electronically). Peak annual value of approx. Rs. 250 million
- Won new business to supply BS VI – EFI wiring harness from leading 2W OEM. Peak annual value approx. Rs. 300 million
- Awarded new business from a leading Indian 2W OEM for Engine Oil Temperature Sensor and Engine Speed Sensor. Peak annual value of approx. Rs. 350 million
- Won new business for Compressor Housing from leading German Tier-1. Peak annual value approx. Rs. 130 million
- New business win from Japanese manufacturer for the supplies of die casted parts for its fuel injection pump in accordance with BS VI requirement
- Makes a foray in European EV segment product; awarded business by EV company in Netherlands
- Won 'Starter Motor' business from the largest Tractor manufacturer in Turkey
- Makes a breakthrough with Germany auto maker; bagged new business for Seat Latches

Business Updates - Q1 FY2019

▪ **SMIT Update:**

- LOI received from four OEM customers for Smart Key (2W)
- SMIT/EMI EMC Lab has been granted recognition by IDIADA, one of Europe's well recognized European testing agency accepted by major OEMs
- LOI received from two OEM customers for DC/DC Converter for Electric Vehicle solutions

Significant Awards Won During Q1 FY2019



Won award for **'Best in Class Performance in Quality'** from **Ashok Leyland** during Vendor Meet at Chennai, April, 2018



Won Award for **'Superior Performance in VAVE'** (Value Analysis/ Value Engineering) for 2017-18 by **Maruti-Suzuki** at UAE, May, 2018.



Won the most prestigious **'Best Quality Award'** from **Escorts Limited** for the year 2017-18 at Faridabad, May 2018.



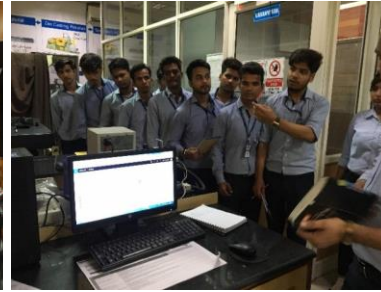
Received **M & M Annual Commodity Award** for **'Consistent Excellent Performance'** in Farm Division, June 2018



Awarded **Certificate of Appreciation** by **Maruti Suzuki** in the field of Part Design & Development at New Delhi, June, 2018.



Won the **HR Excellence award** for **Automotive & Farm Division** at **Mahindra Supplier Meet** held at Croatia, June, 2018.



Industry Academia Partnership: MOU signed between DTTE Govt. NCT Delhi and Spark Minda Foundation



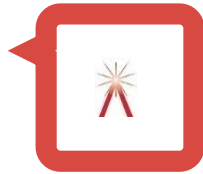
School Infrastructure Project, Ravindra Nagar,
Rudrapur



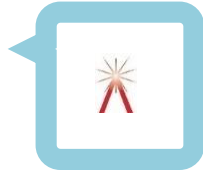
Spark Minda Foundation wins 4th **CSR Impact Award** at India CSR Summit 2017

Annexure A

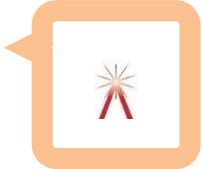
WELL DIVERSIFIED customer base and product portfolio



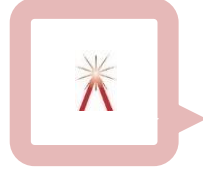
A LEADING PLAYER in several of its product segments in India



PROFESSIONALLY MANAGED company with strong team
Experienced & independent Board



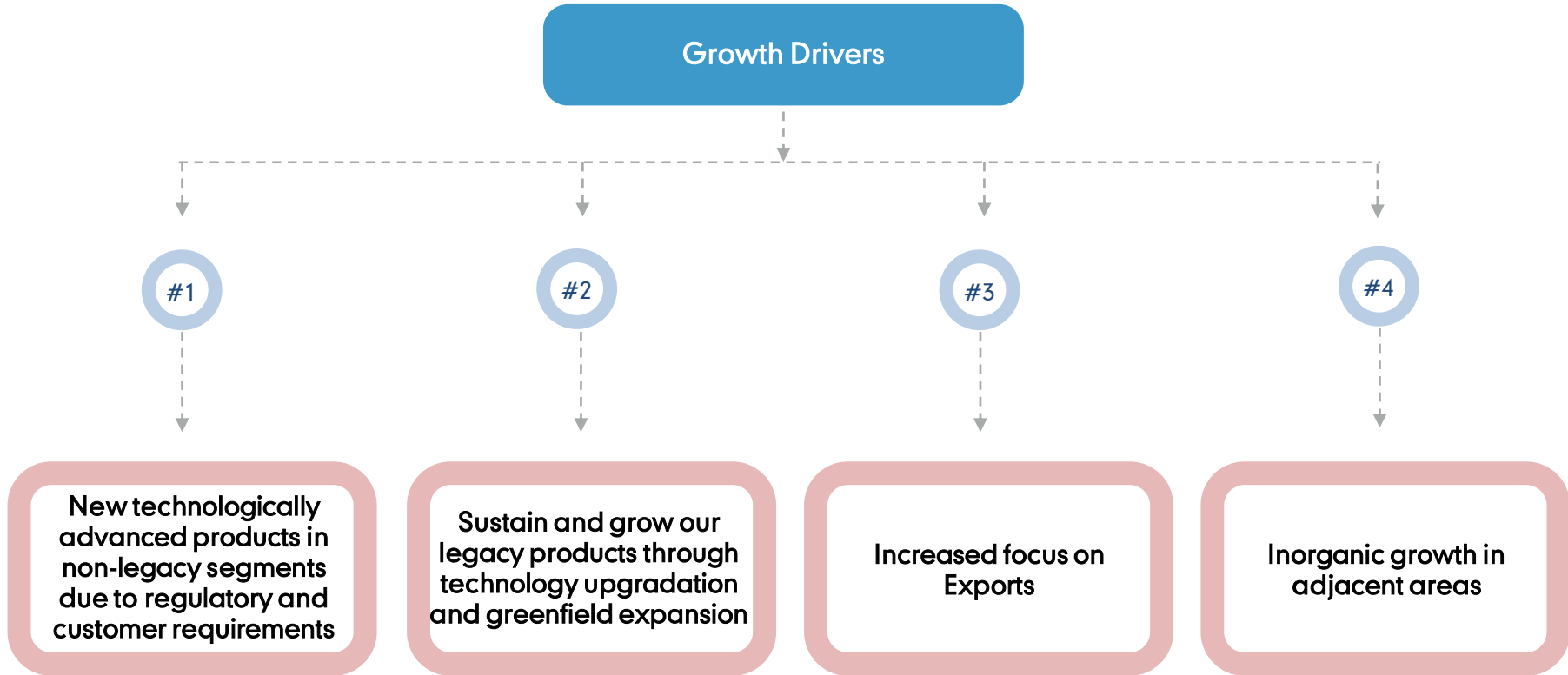
STRONG RELATIONSHIPS with major Indian and Global OEMs

























TECHNOLOGICAL COLLABORATION with global automotive component manufacturers



STRONG IN-HOUSE R&D capabilities backed up by Advanced Engineering Centre for Electronics & Mechatronics



Diversified Product Portfolio

<p>Safety, Security and Restraint System</p>	 Ignition Switch Cum Steering Lock	 Smart Key System	 Mechantronics Handles	 Immobilizers System	 Aluminium Die Casting	 Compressor Housing	 Alternator Starter Motor			
<p>Electronic and mechanical security systems</p>		<p>Die casting components</p>		<p>Starter motors and alternators</p>						
<p>Driver Information and Telematics System</p>	 Speedometer	 Wiring Harness	 Steering Roll Connector	 Junction Box	 Speed EGT & EGRT PM / SOOT Sensor	 ITS EKO				
<p>Instrument Clusters</p>		<p>Wiring Harness</p>		<p>Sensors</p>		<p>ITS & IOT</p>				
<p>Interior System</p>	 Cup Holder	 Ash Tray	 Louvers	 Glove Box	 Steering Column Shroud	 Seat Panel	 Structural Parts	 Oil Sump	 Cylinder Head	 Battery Tray
<p>After Market</p>	<p>Major products of Safety, Security and Restraint System</p>		<p>Major products of Driver Information and Telematics System</p>		 Filters Clutch Plates Bearings Wiper Blades Brake Shoe					
<p>Other Contract Manufactured Products</p>										

2-3 Wheelers



Commercial & Off Highway Vehicles



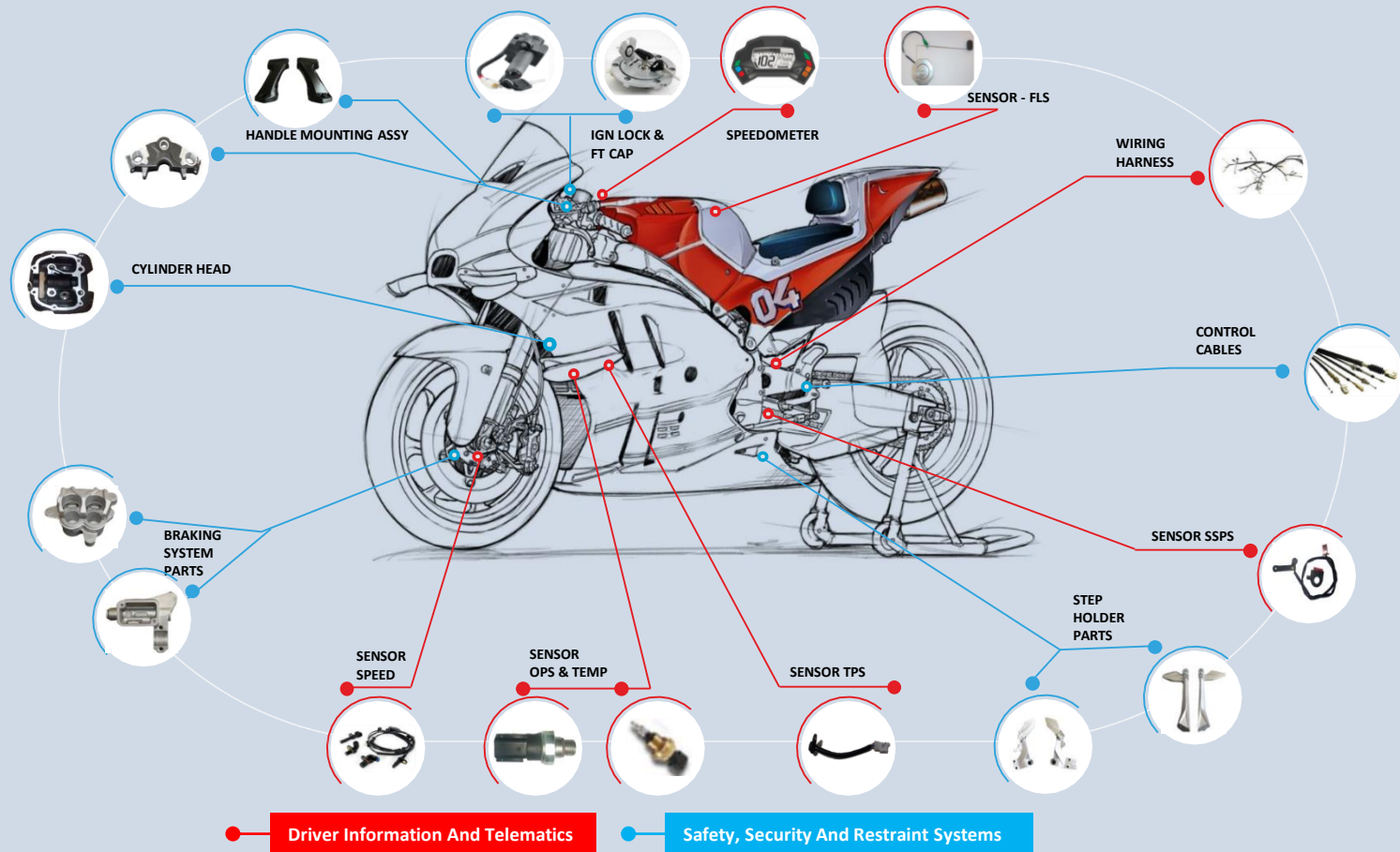
Passenger Vehicles

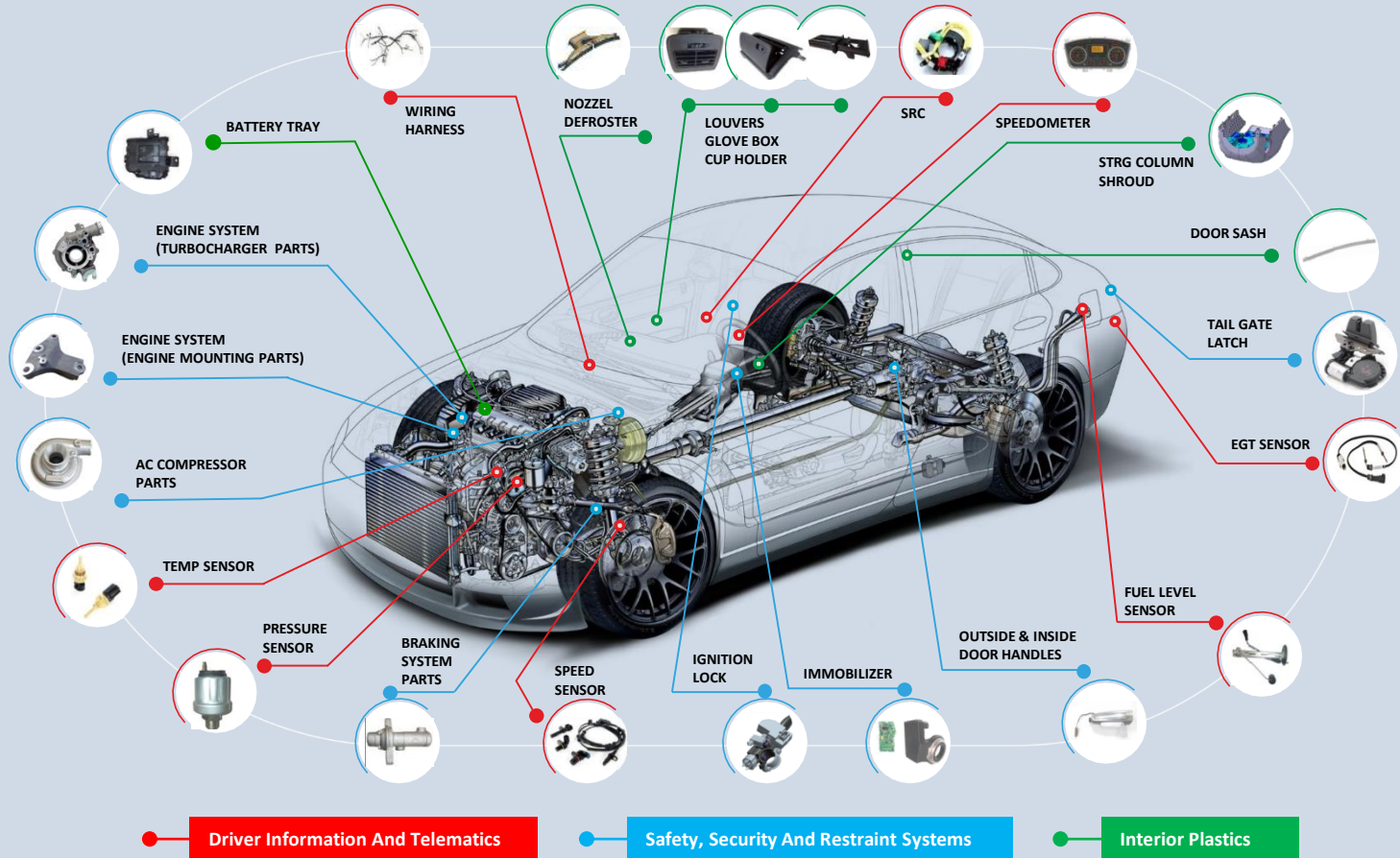


Other Market



Product Portfolio – 2 Wheelers

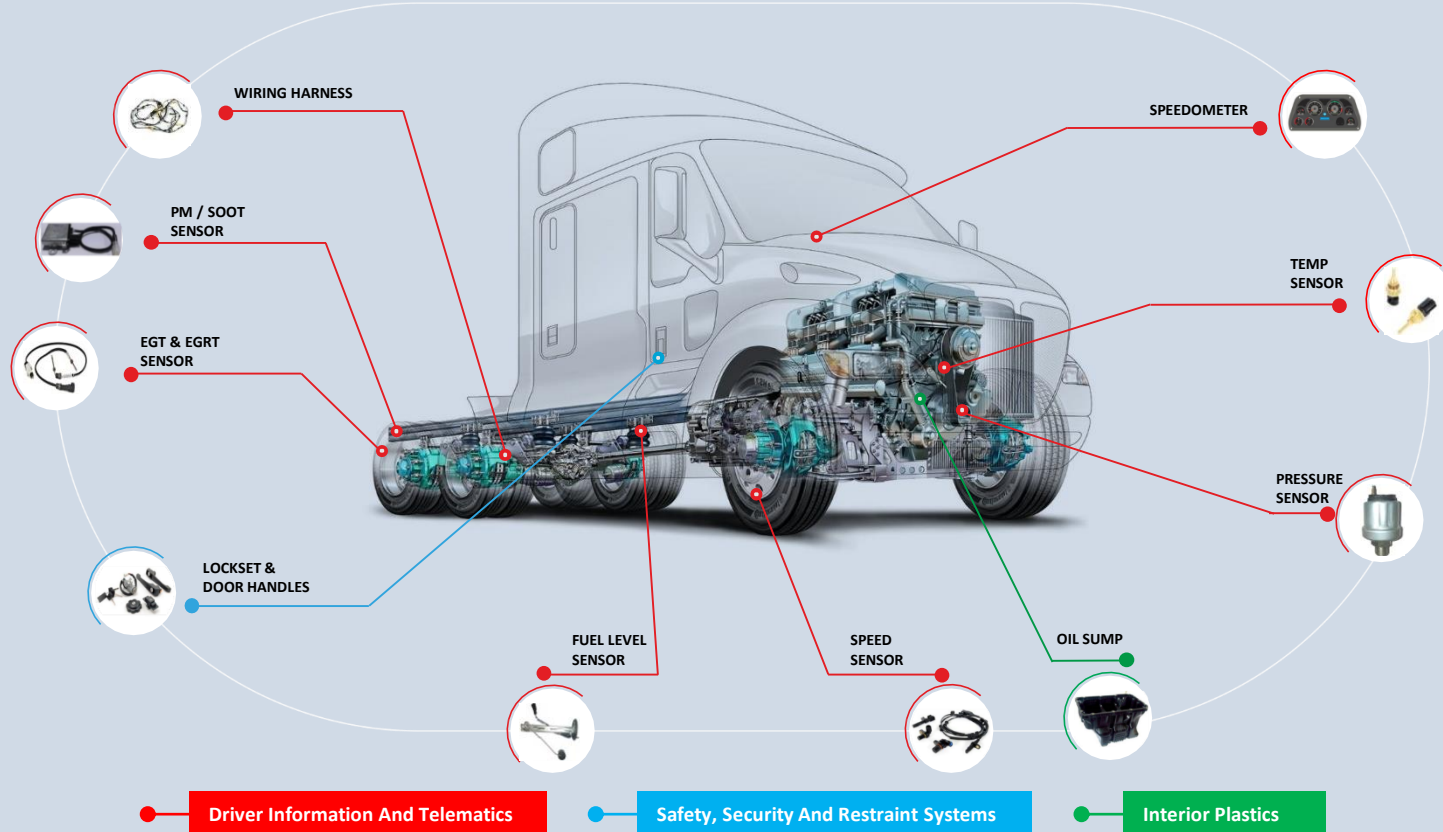


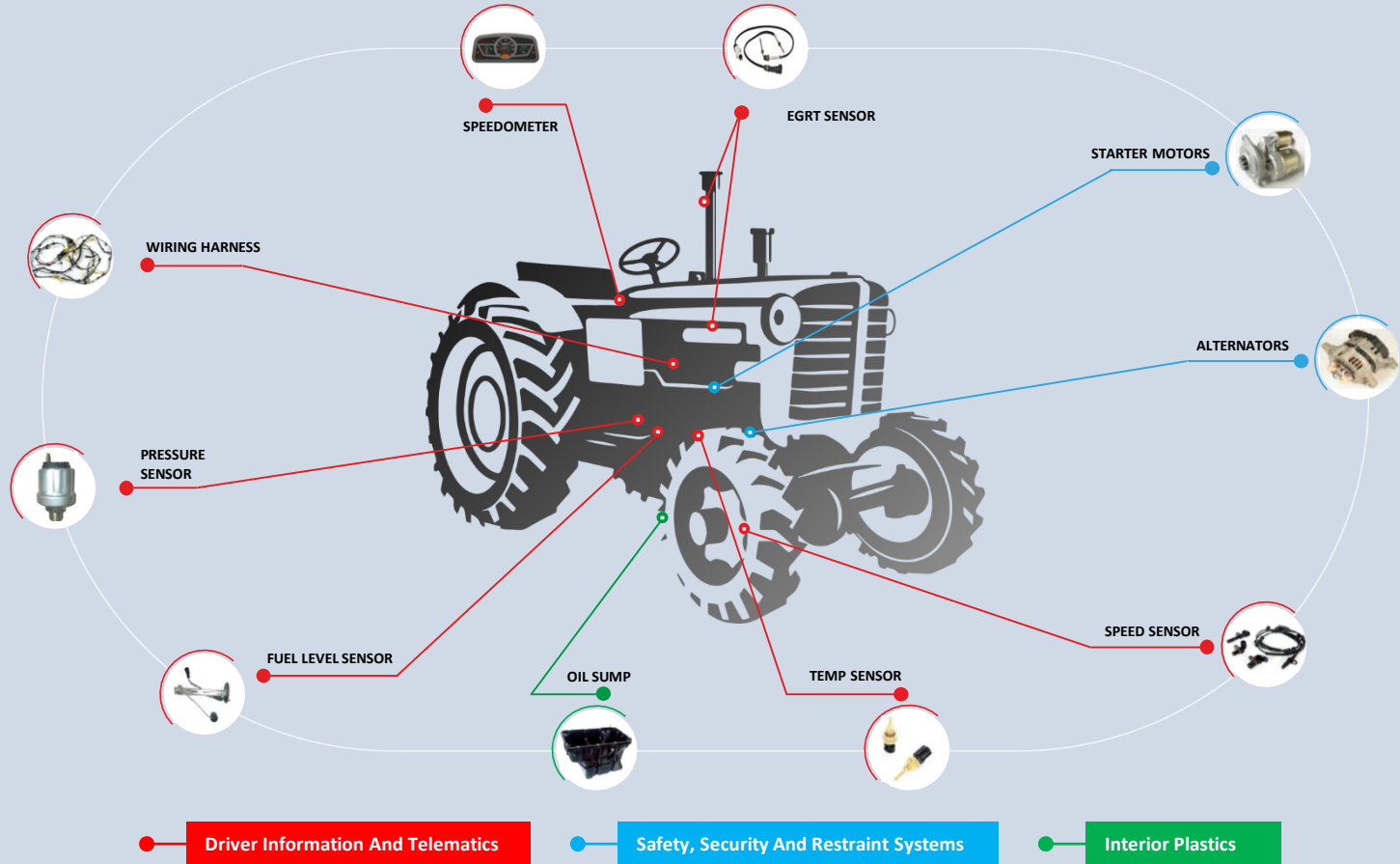


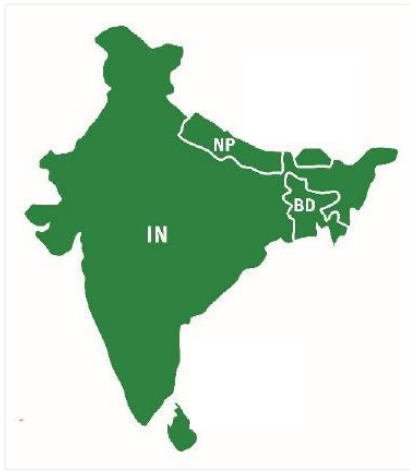
● Driver Information And Telematics

● Safety, Security And Restraint Systems

● Interior Plastics







HQ : Noida

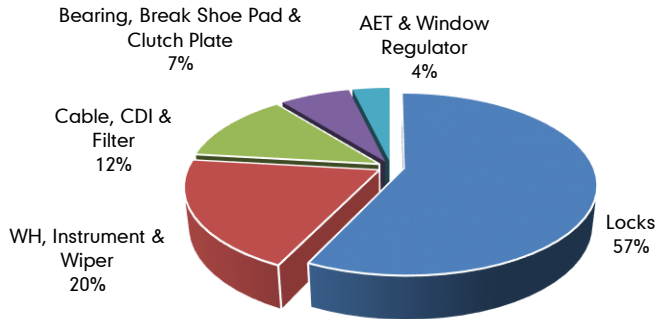
Regional Offices : Mumbai, Chennai, Kolkata & Noida

Team Strength : 200 + employees

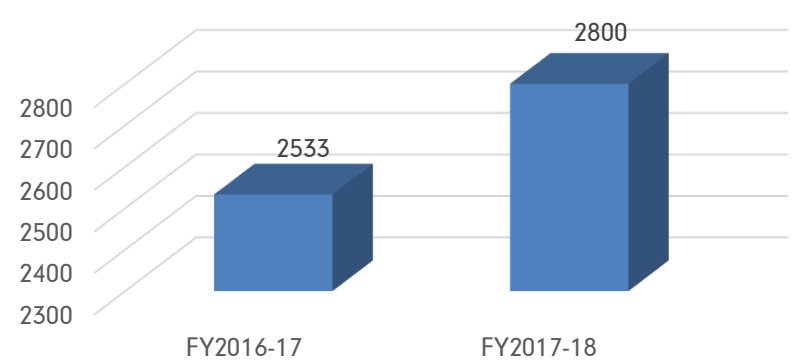
Distribution : 500 + Business Partners

Spread : PAN India presence

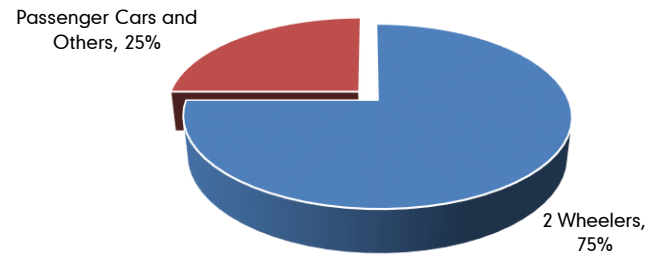
Sales by Product Range



Sales Trend (Rs. mn)



Sales by Segment



Group Businesses of Minda Corporation

Minda Corp (Consolidated)

Minda Management Services Limited (Corporate)

Safety Security and Restraint system

- Minda Corporation Ltd (Standalone) – Security Division, Die Casting Division & SMIT
- Minda VAST Access Systems Pvt. Ltd (50%)
- PT Minda Automotive Indonesia
- Minda Vietnam Automotive Co. Ltd
- Minda Autoelektrik Ltd

Driver Information and Telematics System

- Minda SAI Ltd.
- Minda Stoneridge Instruments Ltd (51%)
- Minda Furukawa Electric Pvt. Ltd (51%)
- El Labs India Pvt Ltd

Interior System

- Minda KTSN Plastic Solution GmbH & Co. KG
- Minda KTSN Plastic & Tooling Solutions Sp Zo.o
- Minda KTSN Plastic Solutions s.r.o.
- Minda KTSN Plastic Solutions Mexico, S. de R.L. de C.V.

After Market

- Minda Automotive Solutions Ltd

	Safety, Security And Restraint System	Driver Information and Telematics System	Interior System
% of total Revenue (Q1 FY2019)	42%	31%	27%

Manufacturing facilities strategically located globally providing support to OEMs



- Manufacturing Facilities
- Proposed Facility
- Offices

Major automotive clusters in India Upcoming major automotive cluster in India

Manufacturing Facilities	Safety and Security System	Driver Information and Telematics System	Interior System
Total – 34 Plants	15	15	4

1

Increased electronic content per vehicle and technological advanced products in non legacy product business:

EGT/EGRT Sensors, Connected Cars / Connected Mobility / Telematics, PM Sensors / Soot, Control Cables, RPAS

EFI/EMS Systems, ABS and CBS, ISG Systems, Body Control Modules



ISG



BCM



ECU



Solenoid Modulator Valve



Wheel Speed Sensor



Pole wheel

ABS System

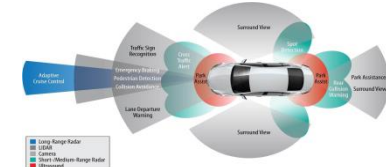
2

Focus on new technologies in legacy products such as:

PEPS, Electronic Clusters, 2-Wheeler electronic locks (smart key), Bracket less Door Handles & Low Cost Immobilizer
LED Soft Touch, Power Lift Gate Mechanism, Mirror Replacement System, ADAS



Mirror replacement system



ADAS system

3

Strong focus on: New Customer Additions, Unaddressed Vehicle Segment (eg Off-road vehicles), Emerging Future Segments (e.g. electric vehicles)

Steering Roll Connector (Air Bag)

EV Related Products / Solutions



DC-DC Converter



Battery Charger



Motor Controller



Residual current detector

Text in Green	Ready
Text in Grey	In Progress

Eminent and Experienced Board of Directors



Mr. Ashok Minda
Chairman and Group CEO



Mr. Sudhir Kashyap
Executive Director & CEO



Mr. R. Laxman
Director & Group President, Finance



Mr. Avinash P. Gandhi

On the Board of Lumax Industries, Indo Alusys Industries, Hyundai Motor India Ltd., EV Motors India, Schaeffler India, QRG Enterprises etc.



Mr. Rakesh Chopra

On the Board of GPR Enterprises, Kemptoy Cottages, Bharat Gears, Axles India and Cleantec Infra



Mr. Ashok Kumar Jha

On the Board of Setco Automotive, Great Eastern Energy Corporation, Nuziveedu Seeds & Xpro India



Ms. Pratima Ram

On the Board of Havells India, Suzlon Energy, Deccan Gold Mines Limited, SF Forge Limited

Senior Management Team



Ashok Minda
Chairman & Group CEO



N. K. Taneja
Group Chief Marketing
Officer



R. Laxman
Director and Group
President, Finance



Sudhir Kashyap
ED and CEO, Minda
Corporation



Sanjeev Saxena
CEO, Minda SAI and Minda
Stoneridge



Vinayak Hegde
MD, Minda KTSN Plastic
Solutions



Suresh D
CEO – SMIT
CTO – Spark Minda Group



Sanjay Aneja
CFO, Minda Corporation



Ajay Sancheti
Head - Group Legal and
Company Secretary

Thank You

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Minda Corporation Limited (“Minda Corp” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Minda Corp undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



ASHOK MINDA GROUP

Powered by Passion

MINDA CORPORATION LIMITED

(CIN: L74899DL1985PLC020401)

Corporate Office:

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Sector - 32, Gurugram - 122001
Tel: +91 124 469 8400 • Fax: +91 124 469 8450

Registered Office:

A-15, Ashok Vihar, Phase – 1, Delhi – 110 052

INVESTOR RELATIONS CONTACT

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