



#### May 18, 2021

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

#### Sub: Earnings Presentation on the Audited Financial Results for Q4 & year ended on March 31, 2021

Dear Sir,

Please find enclosed herewith the Earnings presentation on the Audited Financial Results for Q4 & year ended on March 31, 2021.

Thanking you,

#### For Minda Corporation Limited

DELHI

Pardeep Mann Company Secretary

Membership No.A13371

Enclose as above:

MINDA CORPORATION LIMITED (GROUP CORPORATE OFFICE)

CIN: L74899DL1985PLC020401

Office Address: Plot No. 404 & 405, 5th Floor, Sector-20, Udyog Vihar, Phase-III, Gurugram, Haryana (India) - 122016.

TEL: +91 - 124 - 4698400; FAX: +91 - 124 - 4698450

Registered Office: A-15, Ashok Vihar, Phase-I, Delhi - 110052.

Website: www.sparkminda.com



## Covid-19: Protocol & Measures by the Company



## **Covid-19 Appropriate Behaviour**



Thermal Screening of Employees at the Entry Gate



All working area is hygienic. Sanitizer & soaps in sufficient quantity at all common points



No Physical Meeting - Use VC, Teams for meeting



Roaster and Work from home depending on severity of cases in the cities where we operate.



Distancing of employees at all time – Entry, Lunch



Entry of Visitors, including inter-location is banned across all locations.



Control Unnecessary Internal Movement



Download the Arogya Setu App and keep your Bluetooth on to be alert and safe

## Measures taken by the Company

- 1. For Employee
  - **a.** Vaccination for all **15,000 + permanent** and temporary workforce.
  - Medical Tele-Consultation for the entire family of Permanent Employees
  - **c. Emergency Response Teams** at group and regional level to support employees
  - d. Awareness & Wellness Session for
    - a. Covid Awareness
    - b. Mental Wellness
- 2. Most of the Plant still in operation to support customers.
- Engaging with Blue Collar associates and prepared contingency plan so that no shortage of skilled manpower.







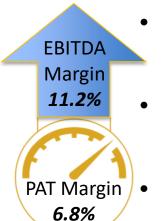
The Company is putting its effort to effectively manage the situation with utmost focus on the Employee Health & Safety

Earnings Presentation

## **Consistent and Sustainable Market Beating Profitable Growth**



Rs. million



<u>Highest Ever</u>: Quarterly Operating Revenue of Rs. 7,941 million with growth of 48.0% on Y-o-Y basis

Highest Ever: Quarterly Absolute EBITDA of Rs. 890 million and margin improves by 390bps on Y-o-Y basis

<u>Highest Ever</u>: Quarterly PAT from continuing operations of Rs. 546 million

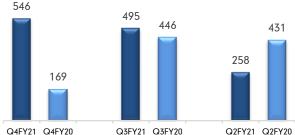


EBITDA Trend

Revenue Trend







On Sequential Basis, Delivers Third Successive Quarter of Improved Double-Digit EBITDA Margins of 11.2% with Focus on Consistent and Sustainable Market Beating Growth

## **Customer Trust on New Technology Product**

**Text in Green** 

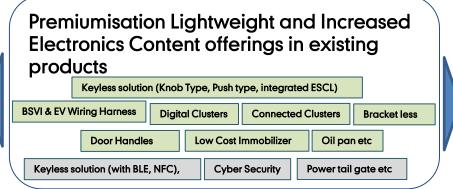
**Text in Grev** 

Ready

In Progress

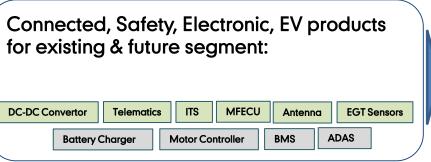






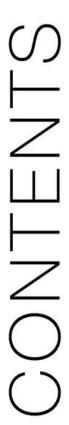


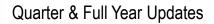












Q4 & FY21 Performance 

o

Innovation and Focus Areas 

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Company Snapshot ⊙

CSR, ESG and Awards ⊙

Financials in Details 

o



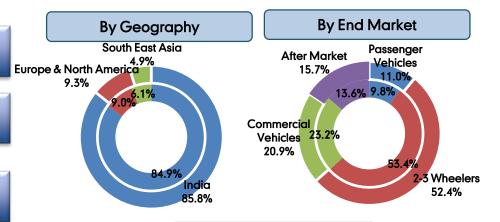
## Highlights of Q4 & Revenue Breakdown of FY21

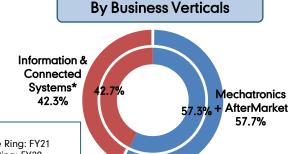


# Consistent & Sustainable Results with Focus on Right Risk Adjusted Capital Allocation

- 1. Best Ever Quarterly Profitability Delivered
  - 2. Lifetime Order win of Rs.10,487 million in the Quarter
  - TLA for ADAS Technology with ISRAEL Company Ride Vision for 2 wheeler
  - Start of Production from new Plant in Gujarat for Interior Plastic Division
- 5. Enhancing the Sustainability Focus.

#### Revenue Breakdown FY21 (and FY20)





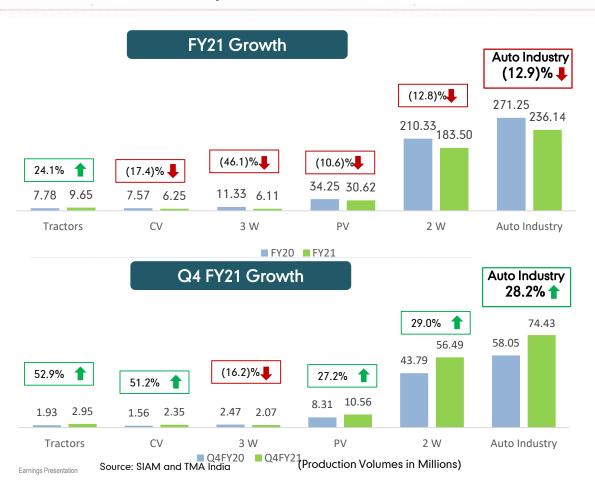
#### Notes:

- Outside Ring: FY21
- Inside Ring: FY20

Earnings Presentation

## Indian Automotive Industry Performance – FY21 & Q4 FY21





#### Commentary

- Q4FY21 saw year on year growth across Auto industry as general macroenvironment improved and also due to lower base of last year.
- Positive attraction in certain segment due to:-
  - Economy picking up pace
  - Preference for personal transport
  - Agriculture sector growing
- Volumes still impacted by:-
  - Lower consumer sentiment
  - Certain segment like Buses and 3 wheeler still impacted by social distancing norms.

## Consolidated Performance – Q4 & FY21



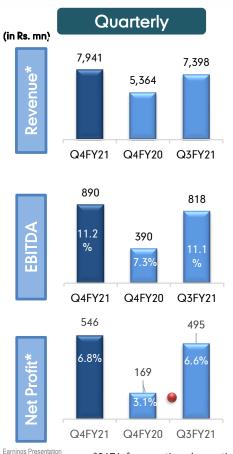
|                                | Q4    | Q4    | Q3    | Full Year | Full Year |
|--------------------------------|-------|-------|-------|-----------|-----------|
| (Rs. Million)                  | FY21  | FY20  | FY21  | FY21      | FY20      |
| Operating Revenue              | 7,941 | 5,364 | 7,398 | 23,679    | 22,226    |
| Growth                         |       | 48.0% | 7.3%  |           | 6.5%      |
| EBITDA                         | 890   | 390   | 818   | 2,170     | 2,454     |
| Margin (%)                     | 11.2% | 7.3%  | 11.1% | 9.2%      | 11.0%     |
| Profit Before Tax (PBT)        | 702   | 239   | 632   | 1,247     | 1,749     |
| Margin (%)                     | 8.8%  | 4.3%  | 8.4%  | 5.2%      | 7.7%      |
| PAT from continuing operations | 546   | 169   | 495   | 935       | 1,356     |
| Margin (%)                     | 6.8%  | 3.1%  | 6.6%  | 3.9%      | 6.0%      |

Board of Directors has announced final dividend of 17.5% on face value i.e. Rs. 0.35 per share

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### Consolidated Performance – Q4 & FY21





### Commentary – Q4 FY21 vs Q4 FY20

Overall Revenue of Rs. 7,941 million showed growth of 48.0% due to

- Transition from B-IV to BS-VI led by increased wiring harness content in 2W category
- Increase in Aftermarket Sales and Exports

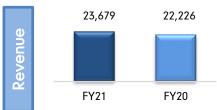
EBITDA margin at 11.2% in Q4 FY21:-

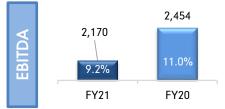
- Positively by operating leverage and cost control measures like reduction in fixed cost.
- Adversely by lag of raw material indexation, product mix, labor productivity and transition to BS VI

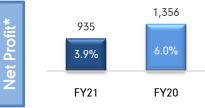
Highest Ever Quarterly Net Profit of Rs. 546 million from continued operations

 Share of profit in JV of Rs. 57.4 million as against profit of Rs.19.9 million







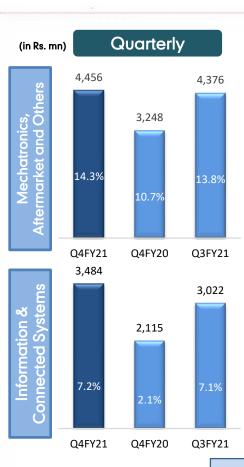


\*PAT is from continued operations

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### Business Verticals Performance – Q4 & FY21





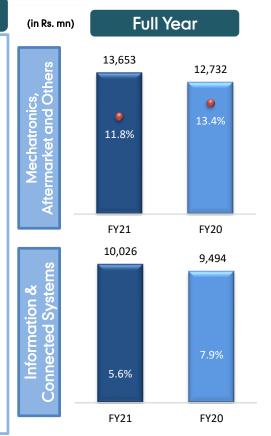
#### Commentary – Q4 FY21 vs Q4 FY20

#### **Mechatronics and Aftermarket:**

- The growth in revenue better than Industry was supported by higher aftermarket and exports sales
- EBITDA margin at 14.3% due to
  - Favorable impact of higher aftermarket, export sales and various cost cutting measures across the divisions
  - Adversely impacted by RM Indexation

#### Information & Connected Systems

- The growth in revenue better than Industry was supported by higher content increase in 2W due to BS VI
- EBITDA margin at 7.2% due to
  - Improved QoQ due to improvement in labor productivity, operating leverage, favorable product mix and tight control on fixed cost
  - Opportunity for improvement as it is impacted by lag of RM indexation, BS VI transition cost, labor productivity lower as compare to BS IV



## Consolidated Leverage Position



| Particulars (Rs. mn)                     | Mar 31 <sup>st</sup> , 2021 | Mar 31st, 2020 |
|------------------------------------------|-----------------------------|----------------|
| Net Worth                                | 11,466                      | 9,751          |
| Gross Debt                               | 4,832                       | 5,320          |
| Less: Cash & Cash Equivalents (Inc. FDR) | 4,993                       | 4,724          |
| Net Debt                                 | (161)                       | 596            |
| Net Debt / Net Worth                     | -                           | 0.06 x         |

| Particulars          | Mar 31st, 2021 | H2 FY21 Annualised | Mar 31st, 2020 |
|----------------------|----------------|--------------------|----------------|
| ROCE                 | 12.0%          | 24.4%              | 17.8%          |
| Working Capital Days | 46             | 36                 | 33             |

Note: ROCE excluding Exceptional Items and interest on fixed deposit

### Both the Rating Agencies reaffirmed the Rating in the month of June'20

| Rating Agencies          | Instrument                                                                    | Rating           |  |
|--------------------------|-------------------------------------------------------------------------------|------------------|--|
|                          | Term Loan                                                                     | IND AA- / Stable |  |
| India Ratings & Research | working capital limits (Fund-based and Non-fund-based)  IND AA-/Stable/IND A1 |                  |  |
|                          | Commercial paper                                                              | IND A1+          |  |
| CRISIL                   | Long Term                                                                     | CRISIL A+/Stable |  |
| CRISIL                   | Short Term                                                                    | CRISIL A1        |  |

#### Aftermarket



Head Quarter: In Noida

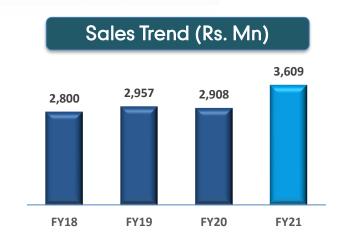
Regional Office: Mumbai, Chennai, Kolkata and Jaipur

Team Strength: 160+ employees

**Distribution Network:** 450+ Business Partners

Retailer Network: 10,000 + retail reach across India

Spread: PAN India and in SAARC Region



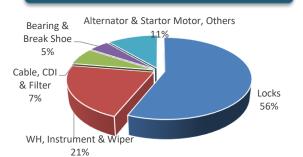
### **Key Segment of Focus**



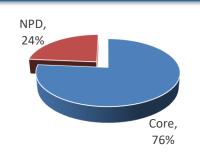
- o 2 Wheelers
- o 3 Wheelers
- Passenger Vehicle
- LCV (< 1 Ton)</li>
- M & HCV (> 1 Ton)

**Vehicle Segments** o Tractors

## Sales by Product Range



## Revenue Mix



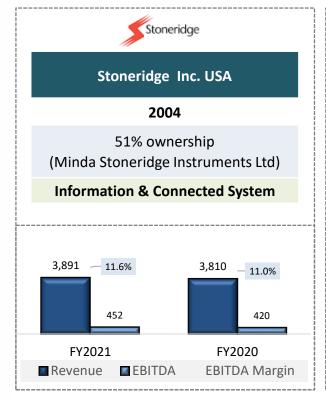
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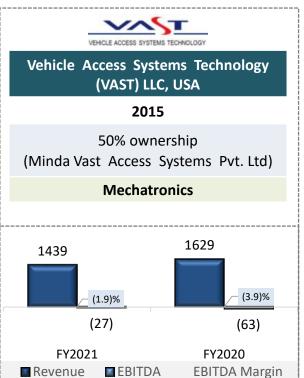
#### Joint Ventures /Partners

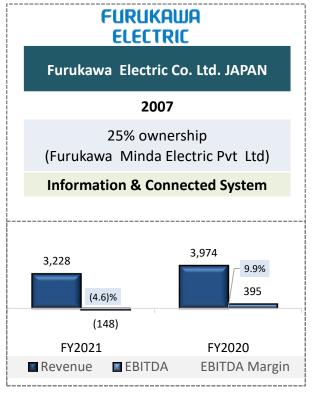


## Joint Ventures with Leading Global Firms

Rs. mn



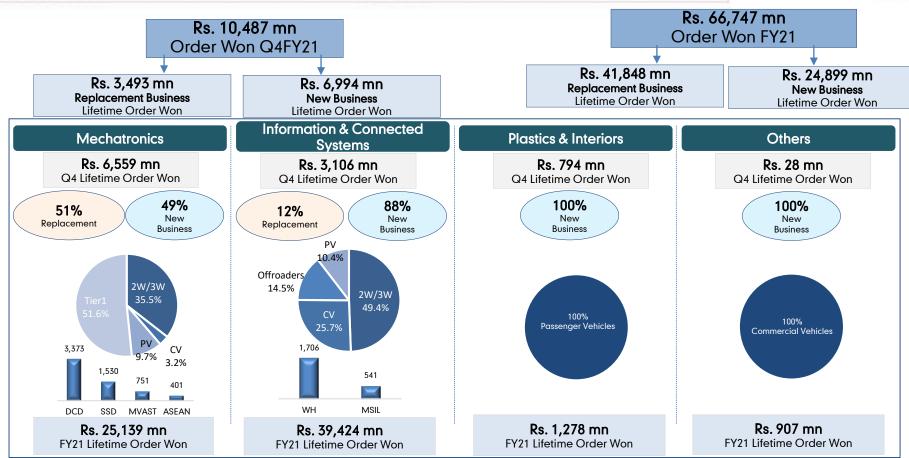




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### Business Performance – Q4 FY21 Order Won





Earnings Presentation

## Narrowing Focus & Deepening Capabilities



## **Enhancing the Core**

- 1. Operational Partnership with PHI Capital
- 2. Cost leadership position in Operations.
- 3. Greater focus in Manufacturing Excellence& Sourcing4. Improving
  - Working Capital
  - Employee Cost Raw Material Cost

5.

- Strengthening the management team
- Bring back Wiring Harness division to closer to double digit EBITDA margin.
- Strengthening the ESG framework in the Company
- 8. Setting up of a New Division i.e. Electronic Manufacturing Excellence
- Manufacturing Excellence
  9. Greater share of business from Export &
  Aftermarket

- **Technology & Digitization**
- Achieve Thought leadership position in Technology
- 2. TLA with Israel based Ride Vision for 2W ADAS
- Filling of 15 Patent in FY21 and total patent is 166Incorporation of Spark Minda Green Mobility Company.
- 5. Enhancing Testing & Validation Capability in Electronics.
- 6. Focus on Light weight, Safety, Connected, Electronics, EV

# Customer Centricity 1. Commercial Production of new products like ITS 2.0,

- 2. New plant in Gujarat for Interior Plastic Division & Expanding capacity in Mysore & Pune
  - Strengthening KAM structure for customersFocus on Premiumisation, increasing Kit value

DC-DC Convertor, Connected Clusters etc

- and Content per vehicle

  More products per customer, More customers per product
- Right Capital Allocation.

  6. Increasing Market Share, Wallet share & Order book

Creating

**Value** 



## Innovation and Focus Areas:

Research & Development Capabilities



## Global Megatrends Impacting Indian Auto Industry



## Global Trends



## Trends Impacting India



Connectivity & Shared Mobility



Vehicle Electronification



Vehicle & Passenger Safety



Vehicular Emission



Vehicular Light-weighting



Human Machine Interface



Big Data & Digitization



Virtual Assistants



E-Mobility

## Trends and our offerings



## Global Trends









## Trends Impacting India & Our Offerings



ITS



Connected Digital

Cluster

**Telematics** 







Harness

2W ADAS



Cyber Security





Cylinder Head







Oil Pan

Battery Tray

#### Electronification



Keyless Entry Solutions

MFECU/BCM



*Immobilizer* 



TFT Cluster

### **Emissions**









Compressor Housing

## Green Mobility







DC to DC Controller Converter







Motor\*

Earnings Presentation

<sup>\*</sup> Under Development ITS: Intelligent Transportation System MFECU/BCM: Multi-Function Electronic Control Unit/Body Control Unit BMS: Battery Management System VCU: Vehicle Control Unit

## **Engineering Capability**



## **Engineering Capability Expansion**

#### Advanced Engineering & Electronics



Embedded Software









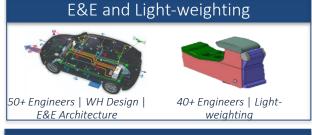


Total IPs/Patents

**R&D Spending** 

**Engineering Headcount** 

#### Engineering Capabilities to Address Future Trends









Electronics Hardware







**Product Validation** 





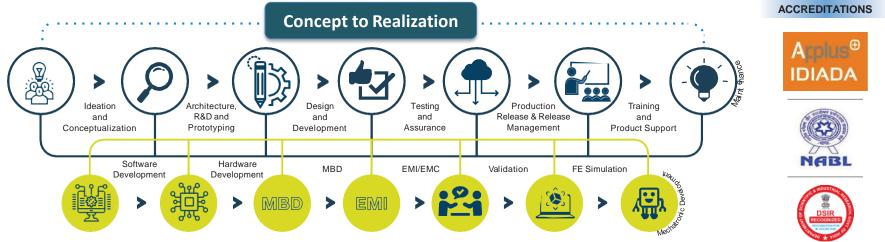
Mechatronics Engineering

## SPARK MINDA Technical Centre (SMIT)





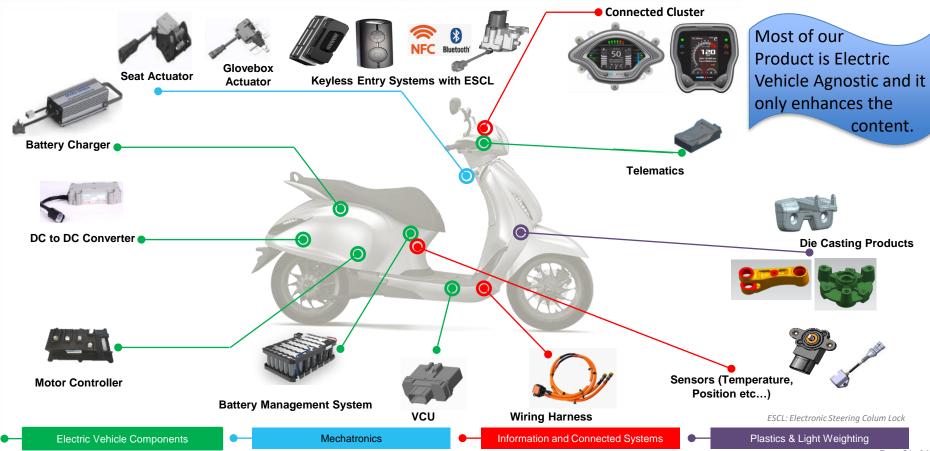
- Over 130 patents.
- End-to-End Product Development.
- Semi-Anechoic EMI/EMC Component Test Facility
- Complete ownership of product throughout PLC.



- Platform Design & Development Capability.
- Embedded Development & Simulation Tools Availability
- Product Specific Custom Made DV/PV Test Set up

## Electric Vehicle:- Its an Opportunity and not a Threat





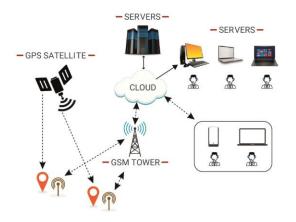
## SYSTEM SOLUTIONS: End-to-End Product Development



#### **Connected Mobility Solutions**

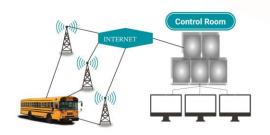
#### Intelligent Transport System 2.0

#### Key Less Entry System Solution











AIS 140 Certified In house end-to-end expertise in technologies related to telematics



21 IPs are filed (HW, System & Mechanical) in Key Less Entry Systems

(PEPS)



**Company Snapshot** 

# **SPARK MINDA - Kaleidoscope**



Leading Automotive Component Supplier – Since 1958



16,000+
WORKFORCE



6 PARTNERSHIPS

INR 32,570 million

33
PLANTS/OFFICES

| 14    | 13    |
|-------|-------|
| NORTH | WEST  |
| 3     | 3     |
| SOUTH | ASEAN |

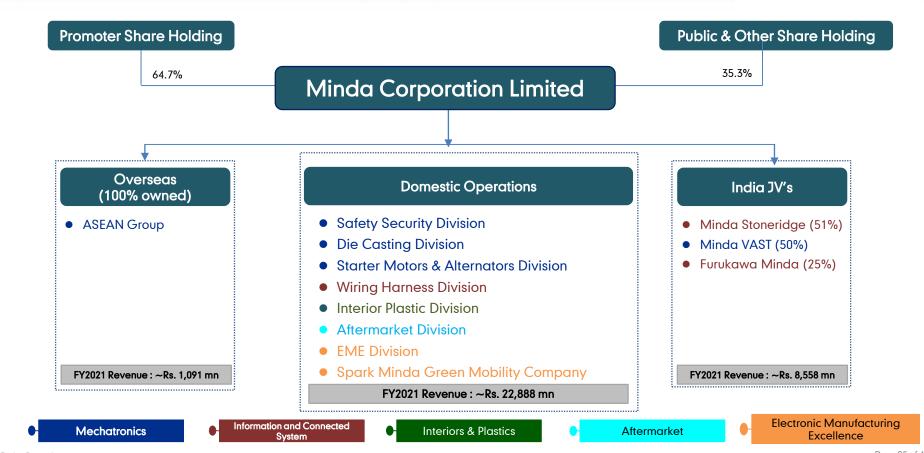




To be a dynamic, innovative and profitable global automotive organization for emerging as the preferred supplier and employer, to create value for all stakeholders.

## Schematic Representation of Minda Corporation





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## Key Products across various Business Verticals

Spares of BV1 &BV2





Diversified portfolio for Indian & International market!!

**Antenna** 

**Products** 

DC/DC & Chargers

ITS

**Telematics** 

## **CUSTOMER** Centricity







## WHAT DO WE OFFER

Key to sustainable Growth



## **Key Customers**



**BOSCH** 

#### 2-3 Wheelers























ROYAL

ENFIELD











### Commercial & Off **Highway Vehicles**

CASE DAIMLER DEUTZ





























#### Passenger Vehicles















RENAULT

ŠKODA









#### Other Market

























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## LEADERSHIP Team



Ashok Minda
Chairman & GCEO

#### **BUSINESS VERTICALS**



**Arvind Chandra** 

CEO, BV I, Vehicle Access Control System

27 years of Automotive Experience in Europe, US and India (AC Consulting & Investments, Wabco, Faurecia, Delphi, GeneralMotors etc.)

#### Aakash Minda

ED- Group Finance & Strategy & CEO BV III -Plastics & Interior

7 years of Global Auto Component Industry experience









#### Biranchi Mohapatra

CEO, BV II, Information & Connected System

Over 29 years of experience in Auto Component Industry (Plastic Omnium, Ashok Leyland, Varroc etc.)

#### Neeraj Sharan

CEO BV IV, Aftermarket

29 years in Auto Industry in India and overseas (Lohia Global, Greaves Cotton, Tractor India etc.)

#### CORPORATE FUNCTION



N. K. Modi

35 yrs of experience in Auto Comp Industry

26 Years of Global and domestic experience in R & D of Auto Industry

ED & President GCEO Office





#### Neeraj Mahajan

**GCMO** 

30 years in India and overseas with OEMs and Auto Components
(JKEKT, Genavco LLC, Toyota Kirloskar, ARB Bearings etc.)

#### Ashim Vohra

Group Chief Manufacturing Excellence Officer

Over 30 years of experience in Auto Component Industry



Vikas Thapa

29 years of Global HR Leadership experience including UK and US (Ex Indian Army)
(Cummins India, Tata Group.)

## BOARD OF Directors



#### Eminent and Experienced Board of Directors



On the Board of Lumax Industries, Indo Alusvs. EV Motors, Schaeffler India and QRG Enterprises



Non-Executive - Independent Director

Mr. Rakesh Chopra

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



Ashok Minda Chairman & GCEO



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





Neeraj Sharan CEO BV IV, Aftermarket 29 years in Auto Industry in India and overseas



(Plastics & Interiors) & EME, 7 years of global Auto component industry experience





Mr. N.K Modi **Executive Director** ED & President GCEO office & CFO Over 35 years of experience

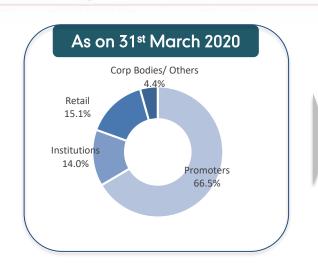


Mr. Ravi Sud Non-Executive Nominee Director Nominee Director of Phi Capital Trust

## **Shareholding Pattern**









### **Outstanding Shares**

**23,90,79,428** (As on March 31<sup>st</sup> 2021)

#### **Market Capitalization**

**2,407.53 Cr** (As on March 31<sup>st</sup> 2021)

### 52 Week High/Low\*

High: 113.90 Low: 53.8

**Bloomberg** MDA:IN





538962



Earnings Presentation \*As on 7th May 2021

## Value Proposition





High value, technologically advanced products; global presence with 33 plants





Cost leadership in manufacturing and Thought leadership position in Technology





Offering Advanced Technology products and System Solution in Light weighting, Active Safety, Connected, Electronification, and EV





Technological tie ups with global automotive component manufacturers





Well diversified customer base, product portfolio and business segments





Low leverage providing significant flexibility for organic / inorganic growth





Four-tier Governance Structure to excel in Corporate Governance



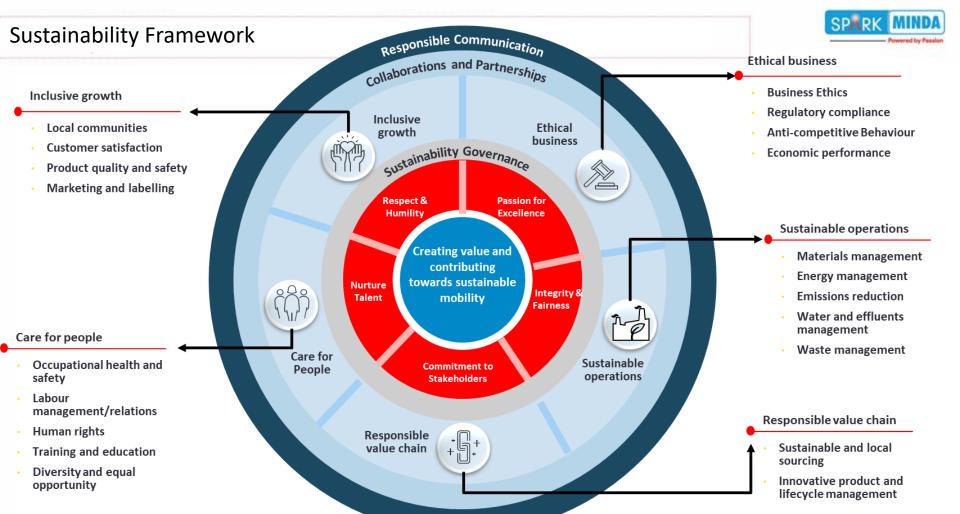


Higher Focus on Sustainability by Strengthening the framework of ESG

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CSR, ESG and Awards



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### People, Planet & Profit



#### The Spark Minda Foundation worked on multiple social initiatives to help different aspects of the society during the Year FY21





Shakti Project Launched in collaboration with Indian Vision Foundation and Prison Authorities of Haryana



WOW project launched in Collaboration with HP, BSG and NIIT



Cooked food package were distributed in Khed, Pune and to PWDs in collaboration with CII and District Administration



Blood Donation camp was organised at MCL Pantnagar



Aakarshan (Skill Development Programme started on virtual platform) completed its virtual classes(FY20-21) with 1498 learners



1197 People Covered

Eye check-up camp and menstrual hygiene camp organised in Bagla, Hisar-



**539 People Covered** 

Eye check up camp was organised Pantnagar in collaboration with HelpAge India-539 people covered.



113 People Covered

Health check-up camp organised with GCO at Aakarshan, Haryana - 113 people covered .



#### 300 families

Kits distributed to families in Jammu under Sadhbhavana project, which is in collaboration with the Indian Army



**Around 20.000** 

masks are distributed till date.

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#### Awards & Achievement



Our continues effort towards providing worker friendly environment and providing clients with superior quality product with effective cost efficiencies have been recognized and awarded by multiple organization

> N.K. Modi & NITIN SAXENA MINDA STONERIDGE INSTRUMENTS LTD

Subject: Q1 Award Dear N.K. Modi & NITIN SAXENA

quality of our products.

STA Regional Director

NANEKARWADI, TALUKA- KHED

#### **Worker Friendly**

- Awarded '20 Best Companies To Work For In 2020' by CEO Insights
- Minda Corp-Aftermarket division wins 3<sup>rd</sup> position in ACMA 1<sup>st</sup> northern regional Best HR Practices Competition
- Spark Minda wins 1<sup>st</sup> runner up position for ASSOCHAM Diversity & Inclusion Excellence Awards 2020
- SMIT HR team wins People First HR Excellence Awards 2020

#### **Effective Management**

- MSIL awarded 17<sup>th</sup> National awards for excellence in cost management by ICAI (3<sup>rd</sup> position)
- Quality circle Award for FY 2019-2020
- Minda Stoneridge receives Q1 Award, highest designation for a Supplier from Ford Motor
- •Minda Stoneridge Instrument won numerous awards at QCFI Kaizen Competition













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Linda Cai



# Financials in Details

## P&L



|                                                    | Full Year | Full Year                          |         | Full Year                          |  |
|----------------------------------------------------|-----------|------------------------------------|---------|------------------------------------|--|
| (INR Mn)                                           | FY21      | % of<br>Revenue from<br>Operations | FY20    | % of<br>Revenue from<br>Operations |  |
| Revenue from Operations                            | 23,679    | 100.0%                             | 22,226  | 100.0%                             |  |
| Expenses                                           |           |                                    |         |                                    |  |
| Raw Materials Cost                                 | 14,926    | 63.0%                              | 13,384  | 60.2%                              |  |
| Employee Benefit Expenses                          | 3,827     | 16.2%                              | 3,566   | 16.0%                              |  |
| Other Expenses                                     | 2,757     | 11.6%                              | 2,821   | 12.7%                              |  |
| Total Expenses                                     | 21,509    | 90.8%                              | 19,771  | 89.0%                              |  |
| EBITDA                                             | 2,170     | 9.2%                               | 2,454   | 11.0%                              |  |
| Other Income                                       | 332       | 1.4%                               | 426     | 1.9%                               |  |
| Depreciation and Amortisation                      | 936       | 4.0%                               | 866     | 3.9%                               |  |
| EBIT                                               | 1,566     | 6.6%                               | 2,014   | 9.1%                               |  |
| Finance Costs                                      | 358       | 1.5%                               | 389     | 1.8%                               |  |
| Share of profit / (loss) of joint ventures         | 39        | 0.2%                               | 125     | 0.6%                               |  |
| Profit Before Tax - from Continued Operations      | 1,247     | 5.3%                               | 1,749   | 7.9%                               |  |
| Tax Expenses                                       | 312       | 1.3%                               | 394     | 1.8%                               |  |
| Profit After Tax - from Continued Operations       | 935       | 3.9%                               | 1,356   | 6.1%                               |  |
| Exceptional Item                                   | -         | -                                  | (2,933) | (13.2)%                            |  |
| Profit from discontinued operations (net of taxes) | 10        | 0.0%                               | (361)   | (1.6)%                             |  |
| Profit After Tax                                   | 945       | 4.0%                               | (1,998) | (9.0)%                             |  |

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## **Balance Sheet**



| Assets (INR Mn)                             | As at<br>31 March<br>2021 | As at<br>31 March<br>2020 |
|---------------------------------------------|---------------------------|---------------------------|
| Non-current Assets                          |                           |                           |
| Property, Plant And Equipment               | 5,745                     | 5,292                     |
| Capital Work-in-progress                    | 178                       | 285                       |
| Goodwill                                    | 299                       | 299                       |
| Intangible Assets                           | 83                        | 110                       |
| Financial Assets                            |                           |                           |
| I. Investments                              | 1,805                     | 1,761                     |
| li. Loans                                   | 132                       | 115                       |
| lii. Other Financial Assets                 | 5                         | 2                         |
| Other Non-current Assets                    | 190                       | 165                       |
| Total Non-current Assets                    | 8,436                     | 8,028                     |
| <b>Current Assets</b>                       |                           |                           |
| Property, Plant And Equipment               | -                         | 1,928                     |
| Capital Work-in-progress                    | -                         | 1                         |
| Inventories                                 | 3,959                     | 3,949                     |
| Financial Assets                            | -                         | -                         |
| <ol> <li>Trade Receivables</li> </ol>       | 4,420                     | 3,898                     |
| <ol><li>Cash And Cash Equivalents</li></ol> | 4,993                     | 4,724                     |
| Iii. Other Financial Assets                 | 708                       | 64                        |
| Other Current Assets                        | 782                       | 694                       |
| Total Current Assets                        | 14,862                    | 15,256                    |
| Total Assets                                | 23,298                    | 23,285                    |

|                                 | As at    | As at    |
|---------------------------------|----------|----------|
| Equity and Liabilities (INR Mn) | 31 March | 31 March |
|                                 | 2021     | 2020     |
| Equity Share Capital            | 478      | 453      |
| Other Equity                    | 10,988   | 9,298    |
| Total Equity                    | 11,466   | 9,751    |
| Liabilities                     |          |          |
| Non-current Liabilities         |          |          |
| Financial Liabilities           |          |          |
| I. Borrowings                   | 933      | 1,150    |
| li. Lease Liability             | 298      | 376      |
| Other Non-current Liabilities   | 314      | 333      |
| Total Non-current Liabilities   | 1,545    | 1,859    |
| Current Liabilities             |          |          |
| Financial Liabilities           |          |          |
| I. Borrowings                   | 3,070    | 3,124    |
| li. Lease Liability             | 147      | 506      |
| li. Trade Payables              | 4,847    | 5,093    |
| li. Other Financial Liabilities | 1,698    | 1,654    |
| Other Current Liabilities       | 525      | 1,297    |
| Total Current Liabilities       | 10,287   | 11,675   |
| Total Liabilities               | 11,831   | 13,533   |
| Total Equity And Liabilities    | 23,298   | 23,285   |

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## Cash Flow



| (INR Mn)                           | FY 2021 | FY 2020 |
|------------------------------------|---------|---------|
| Operating Cash Flow                | 2,145   | 2,715   |
| Change in Working Capital          | (1,078) | 2,307   |
| Cash Generated from Operations     | 1,067   | 5,022   |
| Income Tax Paid                    | (212)   | (519)   |
| Net Cash generated from Operations | 855     | 4,504   |
| Capex                              | (1,306) | (1,461) |
| Free Cash Flow to Firm             | (451)   | 3,043   |

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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.



Corporate Office:

Plot No: 404-405, 5<sup>th</sup> Floor, Udyog Vihar, Phase-III Sector - 20, Guruqram - 122016

Tel: +91 124 469 8400 • Fax: +91 124 469 8450

Registered Office:

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

INVESTOR RELATIONS CONTACT
Bikash Dugar
Lead-Investor Relations
Minda Corporation
Bikash.dugar@mindacorporation.com
+91 124 469 8485

Ravi Gothwal / Vikas Luhach Churchgate Partners minda@churchgatepartners.com +91 22 6169 5988