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Date: 13.09.2017

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: Investor Presentation for the quarter ended on June 30, 2017

Delhi

Dear Sir,

Please find enclosed herewith the Investor presentation for the quarter ended on June 30, 2017.

Thanking you, Yours faithfully,

For Minda Corporation Limited

Ajay Sancheti Company Secretary Membership No. F5605



**Interior System** 



# Minda Corporation Limited

(NSE: MINDACORP; BSE: 538962)

Investor Presentation Q1 FY2017-18

September 2017







**Door Handles** 







Instrument Clusters

Wiring Harness

Starter Motors

Al & Zn Cutting Parts

Plastic Component

## Minda Corporation - Earnings Conference Call



#### Earnings Conference Call – Q1 FY2018

Thursday, September 14, 2017 at 3.30 PM IST

The management team of Minda Corporation will be represented by:

Mr. Ashok Minda - Chairman and Group CEO Mr. R. Laxman - Group President, Finance Mr. N.K Taneja - Group Chief Marketing Officer Mr. Sanjay Aneja - CFO, Minda Corporation Mr. Deepak Balwani - Head, Investor Relations

Conference Dial-In Numbers			
Primary Number	+91 22 3960 0604		
Local Access Number	3940 3977		
The numbers listed above are universally accessible from all networks and all countries			
	USA: 1 866 746 2133		
International Toll Free Numbers	UK: 0 808 101 1573		
International Toll Free Numbers	Singapore: 800 101 2045		
	Hong Kong: 800 964 448		

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## Minda Corporation at a glance



### **Group Businesses of Minda Corporation**

Minda Corp (Consolidated)

Minda Management Services Limited (Corporate)

**Interior System** 

GmbH & Co. KG

Minda KTSN Plastic &

Minda KTSN Plastic

Tooling Solutions Sp Zo.o

Minda KTSN Plastic Solution

#### Safety Security and Restraint system

- Minda Corporation Ltd (Standalone) - Security Division, Die Casting Division & SMIT
- Ltd (50%) PT Minda Automotive Indonesia
- Minda Vietnam Automotive Co. Ltd.

Minda VAST Access Systems Pvt.

Minda Autoelektrik Ltd

#### **Driver Information and Telematics System**

Minda Furukawa Flectric Pvt. Ltd (51%)

Instruments Ltd (51%)

Minda Stoneridge

- Minda SALItd.
- FLLabs India Pvt Ltd

Solutions s.r.o. Minda KTSN Plastic

Solutions Mexico, S. de R.L. de C.V.

#### After Market

Minda Automotive Solutions Itd

	Safety and Security System	Driver Information and Telematics System	Interior System
Q1 FY18 Revenue (Rs. mn)	2,696	2,071	1,466
% of total Revenue	43%	33%	24%

## Regulatory Changes – Ind AS



#### **IND-AS Applicability**

- Institute of Chartered Accountants of India (ICAI) issued Indian Accounting Standards (Ind AS) which have been notified under the Companies (Indian Accounting Standards) Rule, 2015 of the Companies Act, 2013
- The Ind AS are applicable to Minda Corporation from 1st April 2017 with transition date of 1st April 2016

#### Significant Changes on account of Ind AS in Minda Corp's Q1 FY 2017-18 Financials

- Moved from line by line consolidation to equity method of accounting consolidation -
  - Joint Ventures Minda VAST
  - Subsidiaries Minda Furukawa and Minda Stoneridge
- 100% subsidiary 'Spark Minda Foundation' (a Section 8 company under Companies Act, 2013) and ESOP Trust now being part of consolidation
- Re-instatement of 2016-17 of Minda Autoelektrik acquisition at fair value
- Sales grossed up with excise duty and shown net of cash discounts
- Actuarial gains and losses on defined benefit plans included in the 'Other Comprehensive Income'

### **Consolidated Performance**



#### Consolidated Financial Performance: Q1 FY2017-18

- The Company has adopted Ind AS from 1st April 2017
- Total revenues from operations increased by 19.2% y-o-y to Rs. 6,233 million
- Q1 FY2017-18 EBITDA was Rs. 443 million; margins stood at 7.1%
- Net profit stood at Rs. 230 million, margins stood at 3.7%

### **Operational Performance**

- Minda KTSN (Interior System Mexico) commenced commercial production in Q1 FY2017-18
- Minda Corp (Die Casting Pune) to commence operations in Q2 FY2017-18
- Acquired El Labs India Pvt Ltd in September 2017 to enhance Group's expertise in connected mobility and IoT solutions

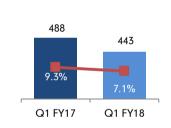
### Consolidated Performance





**EBITDA** 







#### Commentary - Q1 FY2018 vs. Q1 FY2017

- The revenues increased by 19% y-o-y in the Q1 FY2017-18 on account of steady growth across business systems and increased tooling sales.
  - Sales growth in business systems was approx. 10%
  - Sales growth in tooling business was approx.
- Q1 FY2017-18 EBITDA margins declined due to:
  - Higher spend on R&D & future technologies
  - GST impact on aftermarket business
  - · Currency fluctuations

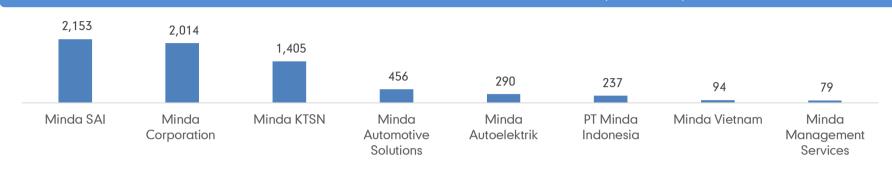
- Increase in depreciation provision due to expansion projects
- Finance cost was higher on account of new investments towards expansion at Minda KTSN and MCL Die Casting plant
- Net Profit was also impacted due to losses of Rs. 15.5 million related to discontinued operations of a loss making plant at Chennai in one of the subsidiaries

#### Notes:

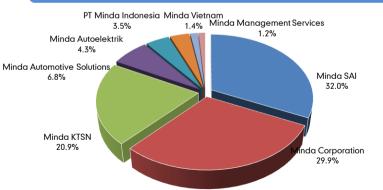
### **Consolidated Performance**



### Consolidated Sales for Q1 FY2018 of Subsidiaries (In Rs. mn)\*







# Revenue breakup for Joint Venture Companies for Q1 FY2018 (not included in consolidation)

Joint Venture	Sales (Rs. mn)
Minda Furukawa	1,222
Minda Stoneridge	1,195
Minda VAST	680

Investor Presentation Notes

- 1. Inter-company adjustments, consolidated elimination and JV companies not considered
- 2. Financials as per IND-AS



## **Recent Achievements**

### **Recent Achievements**



#### Significant Orders Booked

#### Safety, Security and Restraint System (Lifetime order worth approx. Rs. 155 Cr)

- Orders received for Die casting business for Exports to Europe for Compressor Housing (life time business order of approx Rs. 83 Cr)
- Received orders for Lockset from Indian 2 Wheeler OEM for new model (life time business value of approx. Rs. 55 Cr)
- Received orders for Door Handles for new model from domestic OEM for SUVs (life time business order approx Rs. 10 Cr)
- Order received for Starter Motor for Exports to Europe (life time business order of approx. Rs. 8.5 Cr)

#### Driver Information and Telematics System (Lifetime order worth approx. Rs. 325 Cr)

- Orders received for Speedometer from global OEM for 2 Wheeler in India (life time business order of approx Rs. 170 Cr)
  - Received orders for Wiring Harness from domestic OEM for Trucks and Bus Division for various models (life time business order of approx Rs. 135 cr)
- Received further orders in various products like Electronic Speedometer, Steering Roll Connector (SRC) and Fuel Level Sensor from domestic OEMs (aggregate approx life time business order worth Rs. 20 Cr)

# Interior System

(Lifetime order worth approx. Rs. 300 Cr)

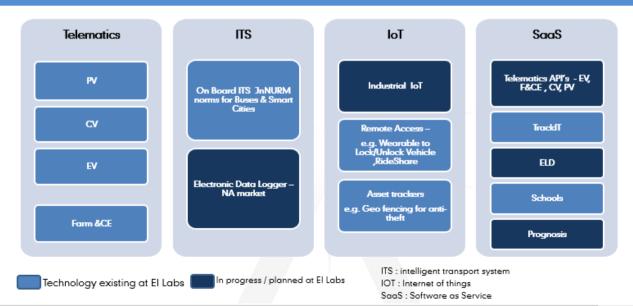
- Minda KTSN received orders for I-Panel Parts and Cup Holder from European OEM for new model (life time business order of approx Rs. 255 Cr)
- Minda SAI received orders for Battery Tray, Sash Comp, Nozzel Defroster and Airvent from domestic OEMs for new model (life time business order approx. Rs. 50 Cr)

## Acquisition of El Labs, a connected mobility and IoT solutions Co.



- Located in Bangalore, El Labs India Pvt Ltd delivers interdisciplinary products in the connected mobility and IoT space
- The acquisition will enable the group to
  - · expand into fast growing Connected Mobility market in India and abroad across Vehicle segments
  - start providing cutting edge Internet of Things (IoT) solutions for Automotive and other related applications
  - enhance in-house technology enabled expertise of the Group
  - leverage usages of acquired technology in existing product portfolio of Group to create a value add for customers

#### El LABS – Company at a Glance: Product Portfolio



## Minda Corp AGM



#### Minda Corporation's 32<sup>nd</sup> Annual General Meeting Monday, August 21, 2017 <u>PHD Chamber of Commerce and Industry, PHD House, New Delhi</u>



Mr. Ashok Minda, Chairman, addressing shareholders



Mr. R. Laxman, Group President - Finance, giving presentation to shareholders



Mr. Ajay Sancheti, Head - Group Legal and Company Secretary, addressing the queries of shareholders

- First time live streaming of AGM through Youtube & Website, going digital to proactively reach shareholders and investors
- Introduced electronic tablet based voting facility at AGM

The recordings of the AGM proceedings is available and can be availed of via the below video link:

https://www.youtube.com/watch?v=S1KfnLlh9P0&feature=youtu.be



### **Future Growth Areas**

### **Future Growth Areas**



#### MCL: Greenfield expansion for Die Casting Plant at Pune

- Minda Corp (Die Casting Pune) to commence commercial operations in Q2 FY2017-18
- Facilities include:
  - Aluminium Gravity and Low Pressure Die Casting with machining
  - Separate machine shop with focus on precision parts Compressor Housing
- Existing production capacity is 4,600 MT p.a. and FY2019-20 target capacity is 9,600 MT p.a.
- Capital investment of Rs. 1,000 million in FY2016-18; expected annual sales of Rs. 2,000 million by 2019-20. Total order booked for this plant of approx. Rs. 1,600 million per annum (i.e. life time value of Rs. 8,000 million)







#### Spark Minda Technical Centre (SMIT), Pune

- Establishing EMC testing, HIL testing, proto shop & reliability engineering to increase the quality and efficiency of the R&D
- Will enable MCL to expand in automotive systems areas other than legacy products
- To help build up the products for the automotive mechatronics engineering use
- EMC facility is operational; 2<sup>nd</sup> Tier 1 to have EMC/EMI in India
- · Around 35 engineers on board as on date; 3 patents filed so far
- Infrastructure and building is operational; team moved to the new facility in Oct 2016.
- The Company plans to invest approx. Rs 250 million opex and capex by 2017-18





# **Key Growth Drivers**



#### SMIT, Pune

Connected Car Connected Commercial Vehicle / Tractor Connected Cluster



### **Future Growth Areas**



#### Minda KTSN: Greenfield Plant at Mexico

- Minda KTSN (Interior System Mexico) commenced commercial production in Q1 FY2017-18
- Total area of the plant is c. 17,320 sqm.
- Received orders for the manufacturing of parts including Glove Box, St. Column, End Cap, Hang on parts and others. Total orders received of approx. Euro 25 million per annum
- Capital investment of Rs. 1,000 million in FY2016-18; expected annual sales of Rs. 1,750 million by 2019-20





### Minda KTSN: 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016

- Located in Zibo, Shandong Province
- Acquired land with an overall size of approx. 10,000 sqm.
- Construction is expected to be completed in FY2017-18
- Products: 'Plastic Oil Pans & Cylinder Head' along with other plastic under-bonnet / interior parts
- Target customers: CV OEMs such as Daimler, Foton etc having manufacturing plants in China



## **Key Growth Drivers**



### Focused approach to tap potential growth opportunities

- Incremental demand of electronics and technological advanced products such as EFI/EMS Systems, ABS and CBS, EGT/EGRT Sensors, ISG, ADAS, connected cars, PM Sensors / Soot, Body Control Modules etc in non legacy product business
  - Focus on new technologies in legacy products such as PEPS, Electronic Clusters, 2-Wheeler electronic locks, Bracketless Door Handles & Low Cost Immobilizer
  - Strong focus on: New Customer Additions, Unaddressed Vehicle Segment (eg Off-road vehicles) and Emerging Future Segments (eg electric vehicles). Steering Roll Connector (SRC) sales expected to increase with air bags becoming mandatory in near future
- 4. Strong focus on increasing export business and expanding overseas operations

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## Improvements and Potentials



### Improvement plan continues to be undertaken in FY2017-18

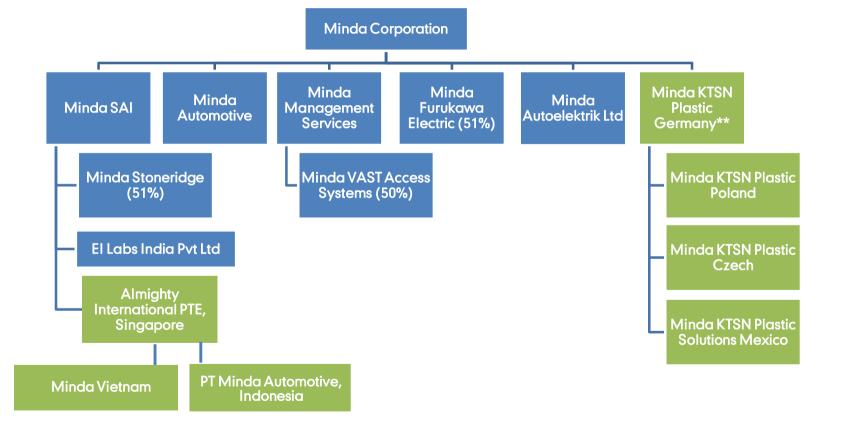
S. No	Particulars
1	Minda Furukawa action plan for improvement underway
2	Optimization of employee cost
3	Increase in better margin business in export and electronics
4	Margin improvements in Minda KTSN



# Company Background

## **Group Operating Structure**





<sup>\* 100%</sup> subsidiaries unless specified in parenthesis

<sup>\*\*</sup> Entered into a 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016

## Safety, Security and Restraint System



#### Companies **Product Portfolio Key Customers & No of Plants** Bajaj Auto TVŚ Minda Corp Ashok Leyland 10 (Standalone) Pannier Latches Gear Shift Aluminium High Pressure Die Casting Complete Lock Lock for Off road Steering and Kit Vehicles Glove Box Locks Yamaha Compressor Housing Intake Vehicles Manifold **HMSI** Nissan Minda VAST M&M **Access Systems** Tata Motors **Immobilizers** Mechatronic Outside Door Inside Door Side Door Remote Key Remote Key Maruti System Handles Handles Handles Latches Less Antenna Steerina Lock PT Minda **Automotive** Yamaha Indonesia Speedometers Suzuki Kawasaki Minda Vietnam Piaggio **Automotive** Locksets Wiring Harness Escorts Magneton Minda Autoelektrik ITL **TAFE** Alternator Starter Motor CNH

	Q1 FY18
Revenue (Rs. mn)	2.696
% of total Revenue	43%
 Investor Presentation	

\* Financials as per IND-AS

## **Driver Information and Telematics System**



#### **Key Customers & No of Plants** Companies **Product Portfolio** M&M **HMSI** Minda SAI\* TVS Ashok Leyland **Terminals** Wiring Harness Solutions **Battery Terminals** Plastic Interiors Connectors Hero Moto Corp Maruti Suzuki Minda Furukawa Renault-Nissan Honda Wiring Harness Junction Box Grommets Steering Roll Connector **HMSI** Minda Stoneridge Ashok Leyland Instruments Bajaj Auto M&M Instrument Cluster Temperature Sensors Fuel Level Sensors Speed Sensors

	Q1 FY18
Revenue (Rs. mn)	2,071
% of total Revenue	33%

- Financials as per IND-AS
- \*Minda SAI acquired EI Labs India Pvt Ltd in Sep 2017

## **Interior Systems**



Companies		Product Portfoli	o		Key Customers & No of Plants	
Minda KTSN Plastic Solution GmbH & Co. KG (Germany)	Oil Sump Quick Connectors Re		Ash Tray Cup Holder Steering Column	Structural Parts		
Minda KTSN Plastic & Tooling Solutions Sp Zo.o (Poland)	Automotive	Mechanical	Electronics	Tooling	VW Group (Audi and Porsche Group)	4*
Minda KTSN Plastic Solutions s.r.o (Czech Republic)	Air Vent	Ash Tray	Cup Holder		BMW     Daimler	
Minda KTSN Plastic Solutions Mexico, S. de R.L. de C.V.	Glove Box	I-panel hang-on parts	Steering Column shroug			
				Q1	FY18	
Revenue (Rs. mn)				1,-	466	

<sup>24%</sup> \* The Company inaugurated the new plant at Queretaro Industrial Park-II Puerto, Mexico in April 2017

% of total Revenue

Minda KTSN entered into a 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016

With the support of Minda KTSN, Minda SAI also manufactures Plastic Interiors Products Financials as per IND-AS

### After Market



### **Product Portfolio** Company 2/3W Locks Door Handles Sensor Clutch Plates Control Cables Minda Automotive Solutions Ltd Wiring Harnesses Glow Plug **Brake Shoe** Instrument Cluster Wiper Blades Filters

- Aftermarket sales contributes about 8% to the total revenues
- Sales from Aftermarket is included in the respective business segments

# Group at a glance

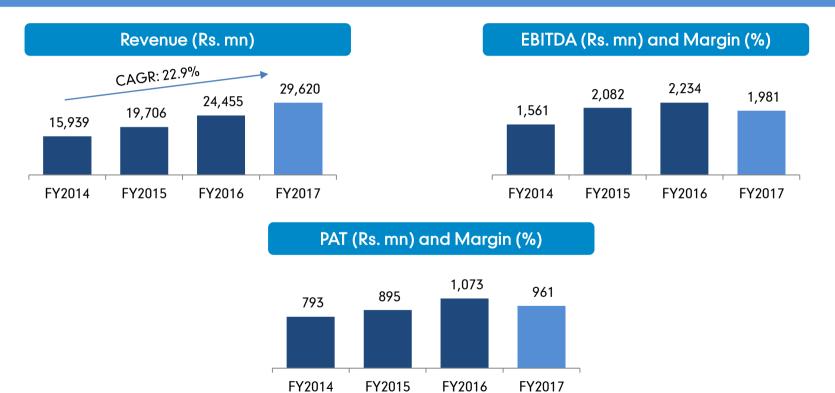


Category	Product Portfolio	Company	End Market *	Plant Locations / Offices		
Group Corp	Corporate Office	Minda Management Services Ltd.	-	Gurgaon		
	Electronic & Mechanical locks.	Minda Corporation Ltd.	2/3 W, CV, Tractors, Off Road Vehicles	Aurangabad (2), Greater Noida, Noida, Pant Nagar (2), Pune (4)		
Safety Security	Door Handles, Latches, Door Checker, Key (Mechanical and	Minda VAST Access Systems Pvt. Ltd.	PV	Manesar, Pune		
and <sup>′</sup>	Electronic), Die Casting: AL	PT Minda Automotive Indonesia	2 W	Indonesia		
Restraint system	(HPDC, GDC, LPDC) and Zn: Hot Chamber, Alternators, Starter	Minda Vietnam Automotive Co. Ltd.	2 W	Vietnam		
	Motors	Minda Autoelektrik Ltd	CV, Agriculture Machinery, Construction Equipment	Bawal		
	Wiring Harness, Connectors,	Minda Furukawa Electric Pvt. Ltd.	PV	Bawal, Chennai, Noida, Tihar Jail		
Driver	Terminals, Steering Roll connectors, Relay & Fuse box, Instrument Clusters, , Dashboard Assemblies, Sensors - Speed, Temperature, Position, Pressure etc.	Minda Stoneridge Instruments Ltd.	2/3 W, PV, CV, Tractors	Chennai, Pune		
Information and Telematics System		• Minda SAI Ltd.	2/3 W , CV, PV	Chennai (2), Greater Noida (2), Haridwar, Murbad, Pithampur, Pune, Yerwada Jail		
		• El Labs India Pvt Ltd.		Bangalore		
		Minda KTSN Plastic Solution GmbH & Co. KG	PV, CV	Germany		
Interior	Plastic Interior trims & Sub- system, Kinematic Modules,	Minda KTSN Plastic & Tooling Solutions Sp Zo.o	PV, CV	Poland		
Systems	Structural Modules, Soft Touch Technology etc.	Minda KTSN Plastic Solutions s.r.o.	PV, CV	Czech Republic		
		Minda KTSN Plastic Solutions Mexico, S. de R.L. de C.V.	PV, CV	Mexico		
After Market	All products made by Group co. and outsourced products like control cables, filters and relays	Minda Automotive Solutions Ltd.	2/3 W, PV, CV, Tractors	Noida		
CSR	Group CSR initiatives	Spark Minda Foundation	-			
Investor Presentation  5 * 2 W = 2 Wheelers   2/3 W = 2/3 Wheelers   CV = Commercial Vehicles   PV = Passenger Vehicles  * Minda KTSN entered into a 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016						

### **Consolidated Financial Performance**



### Consolidated Annual Performance Trend

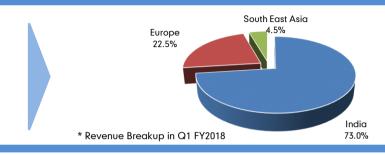


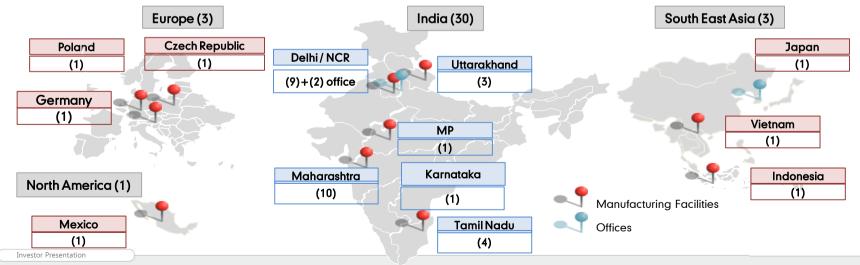
## **Key Markets**



### Manufacturing facilities strategically located globally providing support to OEMs







Note: Financials as per IND-AS

## **Key Customers**



### 2-3 Wheelers







Hero

**Mahindra** 



Royal Enfield











an

 $(\!\mathcal{A}\!)$ 

Mercedes-Benz













RENAULT NISSAN















DAIMLER



Mahindra

EICHER



**S** NEW HOLLAND













### **Others**























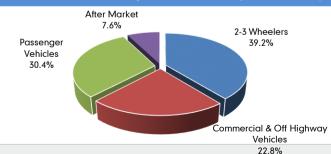








#### Revenue Breakdown by End Market (Q1 FY2018)



Note: Financials as per IND-AS

## **Our Partners**



### Joint Ventures & Technology Tie ups with Leading Global Firms

Partner	Country	Minda Group's Stake/ Company	Year of JV	Segment	Key Products (JV)	Summary	
FURUKAWA ELECTRIC Furukawa Electric Co. Ltd.	Japan	51% / Minda Furukawa Electric Pvt Ltd	2007	Driver Information and Telematics System	Wiring Harness, Terminals, Relay Box, Related Coupler Terminals, Junction Box, Steering Roll Connector	<ul> <li>Furukawa electric is a Tokyo listed electronic equipment manufacturing company</li> <li>With approximately ¥900 bn of annual sales, the Group's presence consists of over 100 companies globally across telecommunications, electronics, new materials and automotive products</li> </ul>	
Stoneridge Stoneridge Inc.	USA	51% / Minda Stoneridge Instruments Ltd	2004	Driver Information and Telematics System	Instrument Clusters, Dashboard Clocks, Fuel Level Sensors, Dashboard Assemblies, Speed Sensors, Temperature Sensors	<ul> <li>Stoneridge Inc. is a NYSE listed leading manufacturer of electronics instruments</li> <li>With approximately \$700 mn in annual sales, Stoneridge's footprint encompasses more than 25 locations in 12 countries</li> </ul>	
Vehicle Access Systems Technology (VAST) LLC	USA	50% / Minda Vast Access Systems Pvt. Ltd	2015	Safety Security and Restraint system	Locks & Keys, Steering Column Locks, Immobilizers, Latches, External & Internal Door Handles & Back Door Openers, Remote Controls, PEPS, Hood, Tail & Seat Latches, ESCL, Power Closure for 4 wheelers	<ul> <li>VAST, USA manufactures and markets automotive Access Control Products</li> <li>With approximately \$1.5 bn in annual sales, VAST is one of the global market leaders in the access systems business</li> <li>The Member Organizations of VAST are WITTE Automotive from Velbert/ Germany, STRATTEC Security Corporation from Milwaukee/ WI and ADAC Automotive from Grand Rapids/ MI (both USA)</li> </ul>	



## Our Team



#### **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, Hyundai, Havells India, EV Motors, Fag Bearings and QRG Enterprises



Mr. Rakesh Chopra

On the Board of GPR Enterprises, Kempty 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

# Our Team



		Senior Management	<b>Description</b>
		Ashok Minda Chairman and Group CEO	<ul> <li>Over 30 years of experience in the Auto Industry</li> <li>Member of various Committees of the Company's Board</li> <li>The Group under the leadership of Mr. Minda broke new frontiers by joining hands with world renowned companies of USA, Germany, Japan, France etc.</li> </ul>
		N. K. Taneja Group Chief Marketing Officer	<ul> <li>Association of approx. 20 years with the Company</li> <li>Specialization in General Management, Marketing and Business Strategy</li> <li>Worked with eminent companies like L&amp;T, Phillips, Harman International (USA), Manesmaan Group (Germany)</li> <li>CS and CWA by qualification</li> </ul>
		R. Laxman Director and Group President, Finance	<ul> <li>25 Years of experience in Finance, Merger &amp; Acquisition and Private Equity</li> <li>Previously with Kotak PE and Kotak Investment Bank</li> <li>MBA (Finance) and CWA by qualification</li> </ul>
	S X	Sudhir Kashyap ED and CEO, Minda Corporation	<ul> <li>Over 25 years of experience in Automotive Components Industry</li> <li>Associated with the group for over 12 years</li> <li>Prior to joining Minda Corp, he worked with Anand Group</li> <li>Mechanical Engineer and IIM Ahmedabad graduate</li> </ul>
	3	Sanjeev Saxena CEO, Minda SAI and Minda Stoneridge	<ul> <li>Over 25 years of experience</li> <li>8 years of International experience based out of Singapore and China</li> <li>Served as MD and Country Manager, Delphi Packard India</li> <li>Mechanical Engineer by qualification</li> </ul>
		Vinayak Hegde MD, Minda KTSN Plastic Solutions	<ul> <li>Experience of over 17 years in auto component industry globally in the field of Management, Customer handling, Operations, Business Acquisitions &amp; Mergers</li> <li>B.E and MBA by qualification</li> </ul>
		Sanjay Aneja CFO, Minda Corporation	<ul> <li>Work Experience of ~26 years with 16 years of experience in automotive industry</li> <li>Specialized in Finance &amp; Strategy with strength in General Management, Strategic Funding, Merger &amp; Acquisition, Corporate Finance, Corporate Affairs, Capital &amp; Financial Markets, Networking in Domestic &amp; International finance &amp; banking communities both at Domestic and International Level</li> <li>CA and CS by qualification</li> </ul>
		Ajay Sancheti Head -Group Legal and Company Secretary	<ul> <li>Associated with Minda Group for approx. 20 years</li> <li>Extensive experience in international corporate restructuring, mergers and acquisitions, corporate governance and capital market</li> <li>Specialization in Cross Boarder Merger &amp; Acquisition, Joint Ventures, funding, Foreign Exchange matters etc</li> <li>Extensive networking with global legal firms/advisors</li> <li>Mr. Sancheti is a Law graduate and Fellow member of The Institute of Company Secretaries of India</li> </ul>
32			



## Annexures

## **Investors Information**



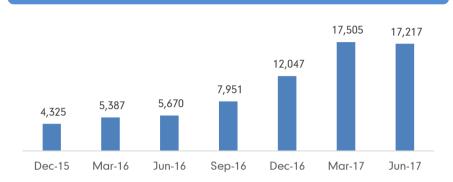
### Market Data (8 Sep 2017)

Market Cap. (Rs. mn)	22, 940
Outstanding Shares (mn)	209.3
52 week High/Low	143.6/85.5
Bloomberg / Reuters Ticker	MDA:IN / MINC.NS

### Shareholding Pattern

(In %)	Sep 30, 2016	Dec 31, 2016	Mar 31, 2017	Jun 30, 2017			
Promoters	70.2	70.2	70.2	70.2			
Public	27.2	27.2	27.2	27.2			
Others	2.6	2.6	2.6	2.6			
Total	100.0	100.0	100.0	100.0			

#### No. of Shareholders



### Average Daily Trading Volumes (BSE & NSE)

	No. of Shares	Rs. (000)	\$ (000)
May-17	217,205	23,898	374
June-17	183,054	19,692	308
July-17	382,489	43,905	688
Aug-17	302,551	32,903	515
Sep-17 (up to 8 <sup>th</sup> Sep)	284,675	32,097	503
Average 3 months	323,238	36,302	569

### Awards and CSR



#### **Recent Awards**



Manufacturing Excellence Award presented by Managing Director/CEO of Maruti Suzuki



Mr. NK Taneja; Group
Chief Marketing
Officer
Fore – Top Rankers
Excellence Award For
Marketing by FORE
Group



Mr. Sanjiv Jain; Group Chief Information Technology Officer Top 100 Infosec Maestros



PT Minda: Best Suzuki Vendor Performance 2016 award



MFE – Awarded with 2nd Best DDU-GKY Employer for the year 2016-17



Spark Minda Magazine - Award for 'Best In-House' magazine



Silver award for best in class performance in Business Alignment; Supplier Summit 2017 -Ashok Leyland

### Recent Corporate Social Responsibility Activities



Employment to Industrial Tailoring Learners



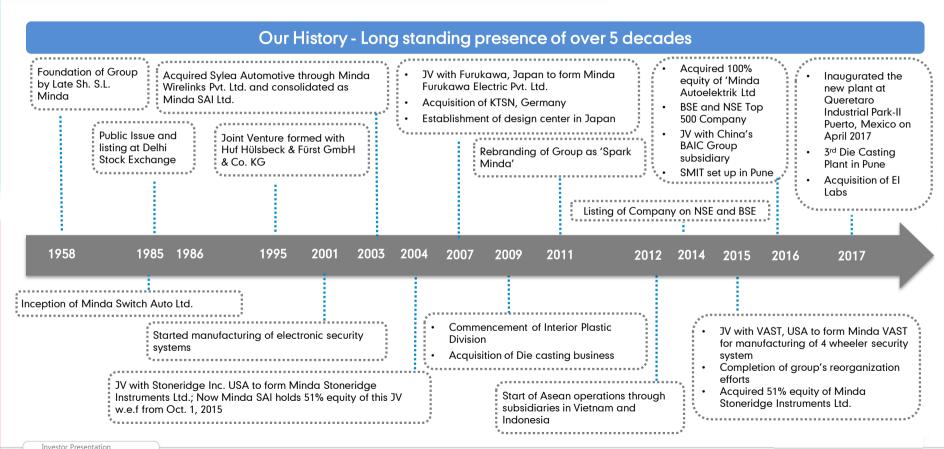
Solar Operated Vocational Training Center



TV 100 CSR Excellence Award for Healthcare in Automobile Sector

## Journey So Far





## **Key Investment Themes**





High value, technologically advanced products; global presence with 34 plants



(X)

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





Professionally run company with strong second line management





Strong and independent board at Minda Corporation and its subsidiaries



### 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.

















#### MINDA CORPORATION LIMITED

(CIN: L74899DL1985PLC020401)

#### Corporate Office:

Plot No: 68, Echelon Institutional Area, Sector - 32, Gurugram - 122001 Tel: +91 124 469 8400 • Fax: +91 124 469 8450

1el: +91 124 469 8400 • Fax: +91 124

#### Registered Office:

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

INVESTOR RELATIONS CONTACT

CA Deepak Balwani Head - Investor Relations Minda Corporation deepak.balwani@minda.co.in +91 124 469 8400 Ankul Adlakha Churchgate Partners minda@churchgatepartners.com +91 22 6169 5988