



UNO MINDA

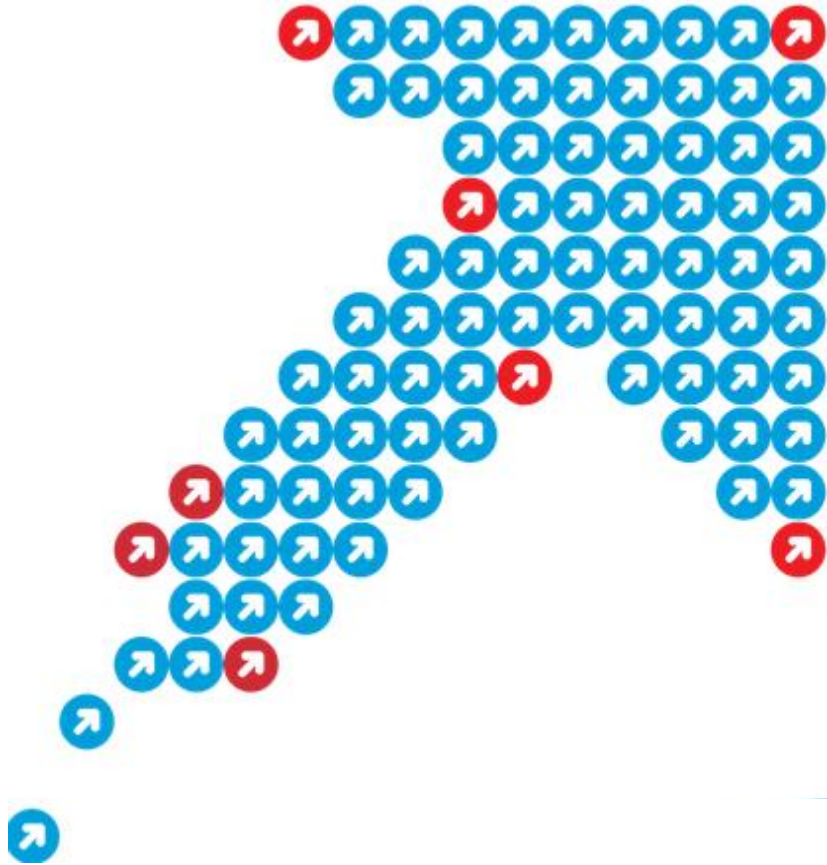
Transaction Update February 2019



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Transaction Update Presentation

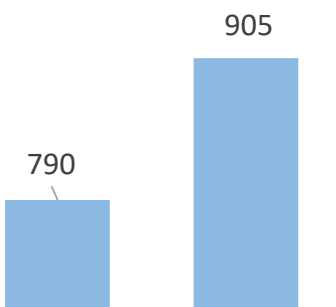
About Harita Seating System

Company Background

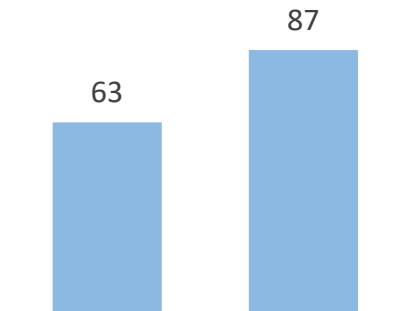
- Harita Seating Systems Limited (HSSL), established in 1988 is listed on the National Stock Exchange (NSE).
- HSSL provides complete seating solutions for driver and cabin seating for CVs, Tractors and OR, as well as passenger seats for buses across all segments
- No of Plants: 12
- JV Partner: Fehrer, Germany (Part Of AUNDE Group)

Historical Financial

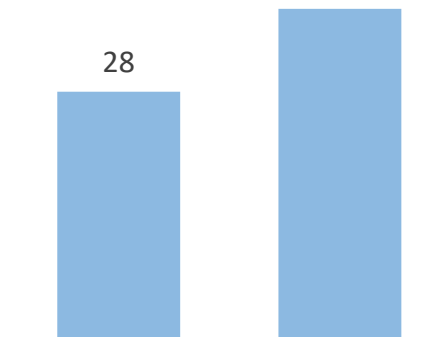
Revenue (Rs. Cr)



EBITDA (Rs. Cr)



PAT* (Rs. Cr)



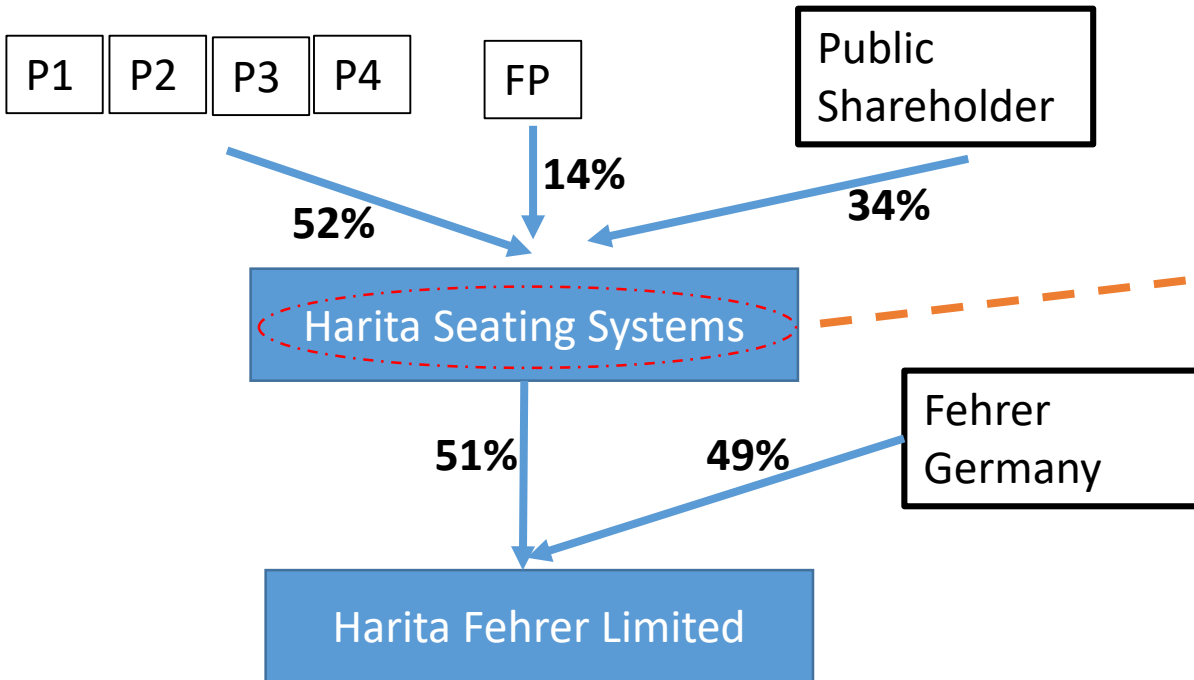
* PAT after MI

P R O D U C T S	CVs	Tractors	Buses	OR	2W , others
	CVs	Tractors	Buses	OR	2W , others
	CVs	Tractors	Buses	OR	2W , others

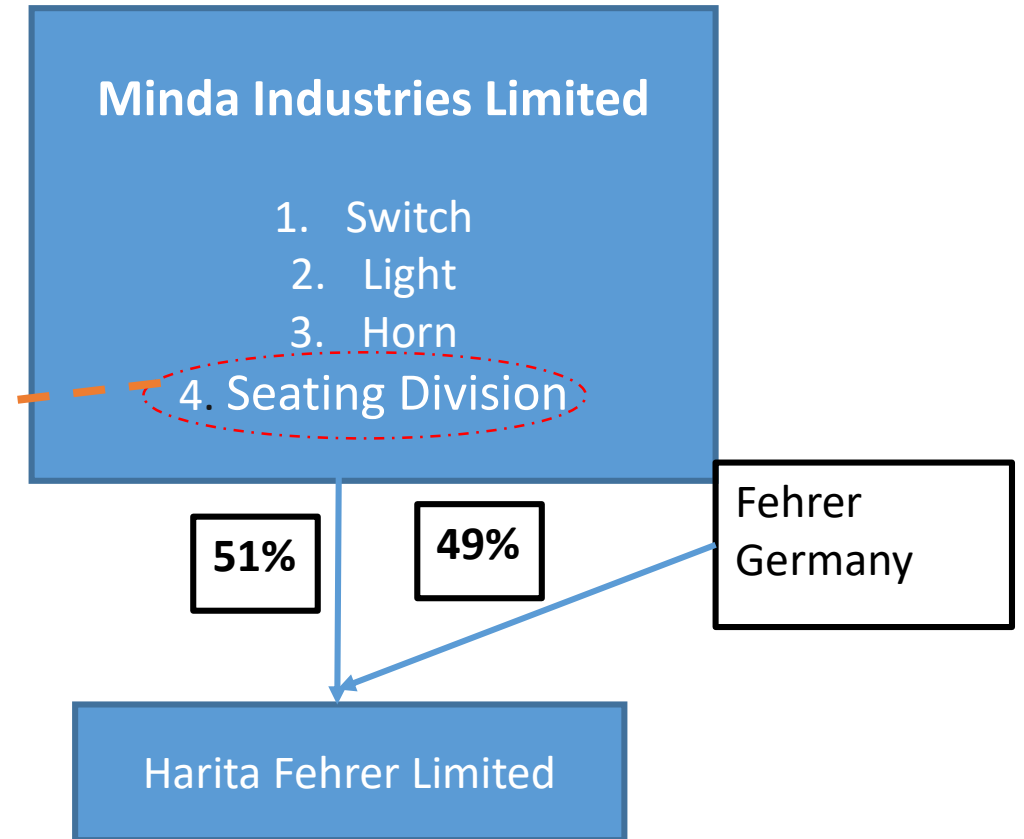
- 🚩 **Product Synergies:** MIL will broaden its product portfolio and help leverage the deep R&D capabilities to ensure a robust pipeline of new product launches.
- 🚩 MIL to **improve realisation** per vehicle (Kit Value) across all segments. Improve revenue mix In CV Segment.
- 🚩 **Customer Synergies:** It will help leverage the long standing and entrenched customer/OEMs relationships of group providing access to new/ complementary customers.
- 🚩 **Technology:** Work with Technology Partner (Fehrer, Germany) to develop and grow PV and light weighting of seats.
- 🚩 **Cost Synergies:** Realization of cost synergies across general and administrative expenses and maximizing productivity gains by pooling of financial, managerial, technical and human capital.
- 🚩 Manufacturing Plants are located at **Strategic locations** in close proximity of OEMs.
- 🚩 **Sales Channel Synergies:** Leverage upon strong aftermarket distribution channel to augment growth further
- 🚩 **Value Accretive:** The Transaction is EPS accretive to Shareholders to MIL

Merger of Harita Seating System

Existing Structure



Post Merger



HSSL	INR
Value Per Share	485



Option 1
Equity Share of MIL
Rs 320
Swap ratio: 1.52: 1

Option 2
Redeemable Pref. Share
Yield: 7.5% PA
Coupon: 0.01%
Tenor : 3 years

Particulars	Date
Appointed Date	April 01, 2019
Effective Date	NCLT Approval
Record Date	Will be determined after Court Order

For further information, please contact:

Company :

Minda Industries Ltd.
CIN : L74899DL1992PLC050333
Mr. Tripurari Kumar
DGM Strategy & Finance
tripurarik@mindagroup.com

www.unominda.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285
Mr. Jigar Kavaia
+91 99206 02034
jigar.kavaia@sgapl.net

www.sgapl.net