

February 04, 2022

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: Earnings Presentation on the Un-Audited Financial Results for Q3 and Nine Months ended on December 31, 2021

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule-III (Part A), please find enclosed herewith the Earnings Presentation on the un-audited Financial Results for Q3 and Nine Months ended on December 31, 2021

Thanking you,

For Minda Corporation Limited



Pardeep Mann
Company Secretary
Membership No. A13371

Enclose as above:



Q3 FY2022
Earnings Presentation


Spark Minda

Innovation for Connected
and Shared Mobility

CONTENTS

Quarter Updates

Company Snapshot 

Highlights of Q3 FY22 

Quarterly Financial Performance 

Business Order won in ICE & EV 

Awards & CSR 


Leading Automotive Component Supplier – Since 1958

	<p>16,000+ WORKFORCE</p>		<p>7 PARTNERSHIPS</p>				
<p>INR 32,570 million REVENUE</p>		<p>33 PLANTS/OFFICES</p> <table border="0"> <tr> <td>14 NORTH</td> <td>13 WEST</td> </tr> <tr> <td>3 SOUTH</td> <td>3 ASEAN</td> </tr> </table>	14 NORTH	13 WEST	3 SOUTH	3 ASEAN	
14 NORTH	13 WEST						
3 SOUTH	3 ASEAN						

VISION

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

Enhancing the Core and Deepening Capabilities

1. Company Files Application for Production Linked Incentive (PLI)
2. Completes the transaction of MSIL; wholly owned subsidiary from 1st Jan'22
3. Revenue for the Quarter continues to outperform the Industry performance
4. Improved Double Digit EBITDA Margin for the quarter on sequential basis despite lower Automotive production
5. Total Lifetime Order Book booked in Q3 FY22 is Rs.16,516 million
6. 4 more Patent filled in this Quarter and YTD is 14 Patent. Total Patent in the Company is 180+
7. Strengthening our EV Order book by adding 2 new customers and lifetime order win of Rs.1,294 million in Q3 FY22 


Transaction Completed for making Minda Stoneridge 100% Subsidiary

Business Overview

 **400 Cr+**
Revenue

 **1300+**
Employees

 **10mn+**
Clusters annually

 **21mn+**
Sensors annually

Production Capacity

Production Capacity

 **100+**
R&D Engineers

 **16**
Patents filed

Transaction



Previous Status:
Joint Venture

Balance 49% Stake
Acquisition
(Nov 2021)

Progress Update

- Transaction completed with necessary regulatory approvals
- Line by line consolidation of financials from Q4 FY22

Current Status:
Wholly Owned Subsidiary

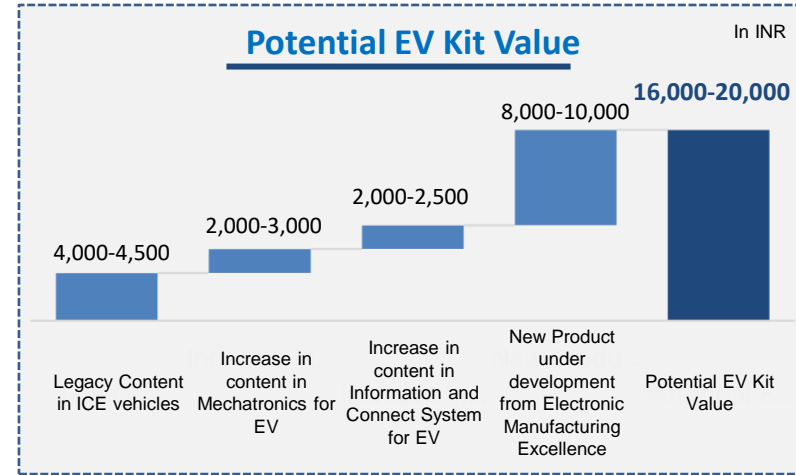
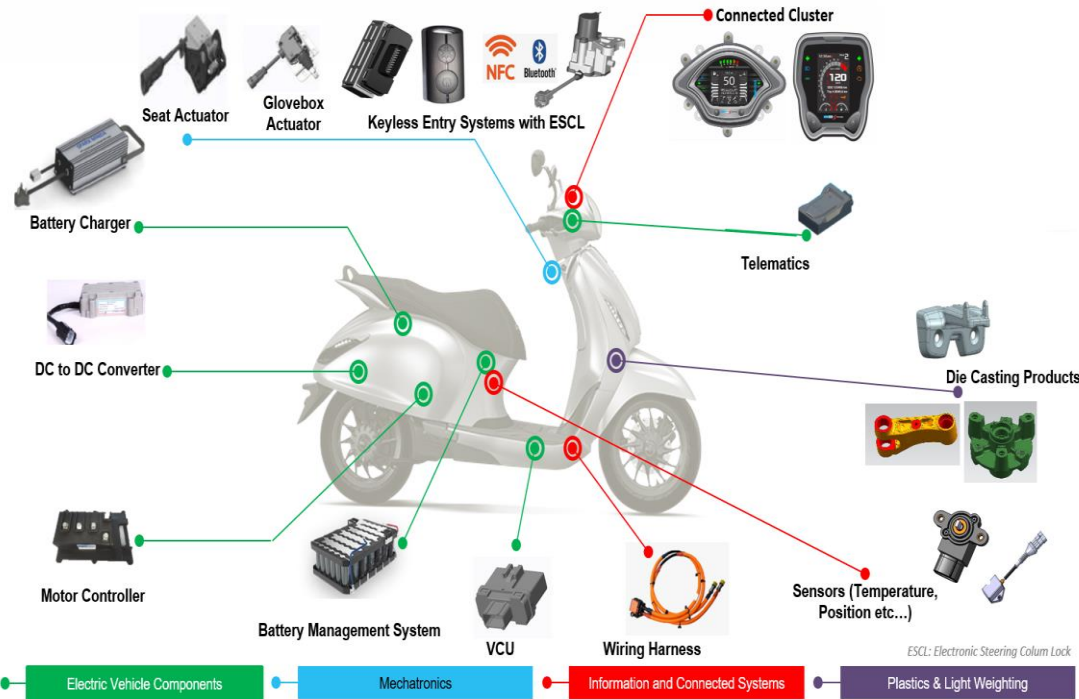
Minda Instruments Ltd

Outlook

- **Better utilization of funds/cash** and overall **RoCE accretive, reflected fully from FY23**
- **Access to highly growing global market** of clusters and sensors
- Have filled **4 new patents** in the Company in Q3 FY22.

Steady Financials with High ROCE and Value Accretive from Day 1 post Acquisition

Most of our Product is Electric Vehicle Agnostic and it only enhances the content



EV Customers



Q3 FY2022 Highlights & Industry Performance



One of India's Leading Automotive Component Company

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

Revenue Rs. 23,679 mn (FY2021)

Business Verticals

- Mechatronics
- Information & Connected Systems
- Plastics & Interiors
- Aftermarket
- Electronic Manufacturing Excellence

Key Customers

Ampere, Ashok Leyland, Bajaj Auto, CNH, **Hero Electric**, Hero Moto Corp, Honda Motorcycle and Scooter India, Hyundai, Mahindra & Mahindra, Maruti Suzuki, **OLA Electric**, **Polarity**, **Revolt**, Suzuki Motorcycle, TVS Motor, Tata Motors, VE Commercial Vehicles, Yamaha Motor

Manufacturing Facilities

30 Manufacturing facilities strategically located providing support to OEMs

R&D Capabilities

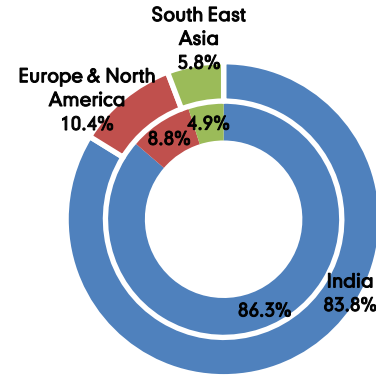
Advanced Engineering Centre of Electronics & Mechatronics in Pune (SMIT) and multiple specialised R&D Centre across India

Market Capitalisation
(as of 31st Dec 2021)

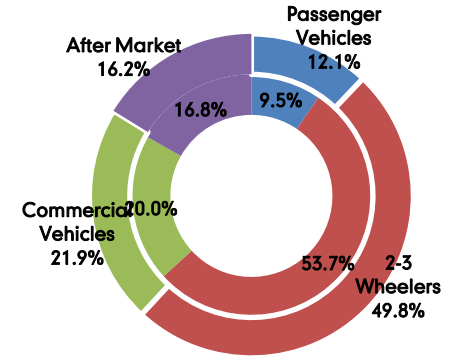
Approx. Rs. 40,682 mn

Revenue Breakdown 9M FY22

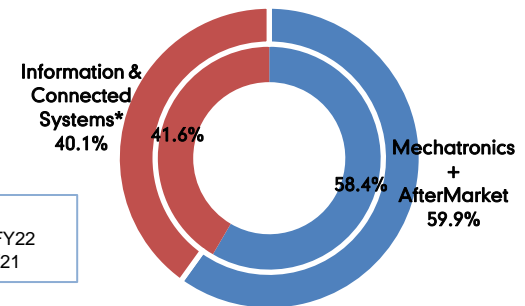
By Geography



By End Market



By Business Verticals



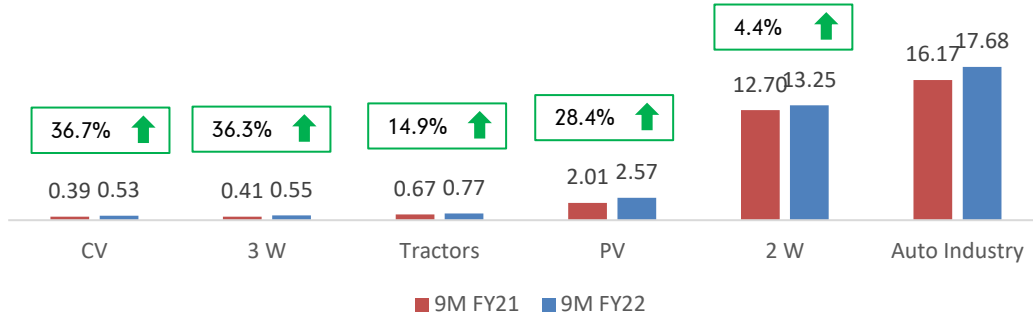
Notes:

- Outside Ring: 9MFY22
- Inside Ring: 9MFY21

Indian Automotive Industry Performance – Q3 FY22

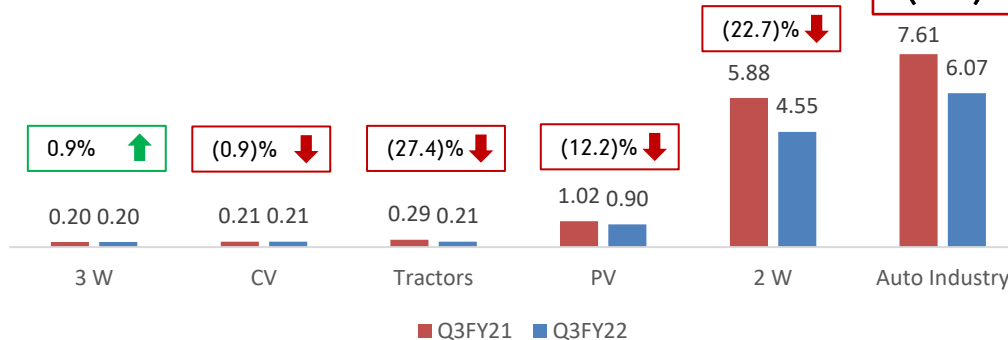
9M FY22 Growth (Y-o-Y)

Auto Industry
9.3% ↑



Q3 FY22 Growth (Y-o-Y)

Auto Industry
(20.2)% ↓



Commentary

- Threat from omicron, subdued rural sentiment and work from home continue to impact sale in 2-Wheeler segment
- Lower base have supported the minuscule growth in 3-Wheeler segment
- Infrastructure spending and better freight rates have helped overall CV segment to remain marginally impacted
- With semi-conductor shortage continuing, PV sales declined despite good demand for personal commute

We continue to monitor the situation of input cost and semiconductor shortage faced by the auto industry. We remain cautiously optimistic about the Indian Auto as well as Indian economy growth for the remaining period of the Financial year.

Consolidated Performance – Q3 FY22 and 9M FY22

(Rs. Million)	Q3	Q2	Q3	9M	9M
	FY22	FY22	FY21	FY22	FY21
Operating Revenue	7,383	7,313	7,398	20,282	15,739
Growth %		1.0%	(0.2)%		28.9%
EBITDA	787	773	818	1,868	1,280
<i>Margin (%)</i>	10.7%	10.6%	11.1%	9.2%	8.1%
Profit Before Tax (PBT)	825	526	632	1,436	545
<i>Margin (%)</i>	11.1%	7.1%	8.4%	7.0%	3.4%
Profit After Tax (PAT)	699	391	495	1,160	399
<i>Margin (%)</i>	9.4%	5.3%	6.6%	5.7%	2.5%

Commentary

Overall Revenue of Rs. 7,383 million for the Quarter:

- Operation outperformed industry production numbers
- Aftermarket helped us in resilient Business performance despite challenging macro-economic scenario & semi conductor shortage impacting Exports

EBITDA margin at 10.7% in Q3 FY22 :

- Delivered Double Digit Margin despite higher Commodity Price and Adverse impact of Semiconductor shortage
- Supported by good growth in Aftermarket Business
- Company continues to implement several cost control measures for fixed cost

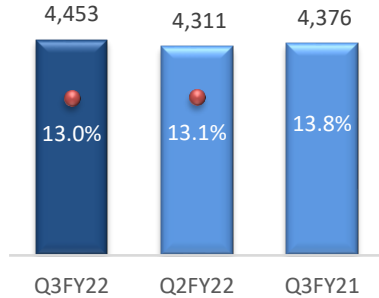
Profit Before Tax for Q3 and 9M FY22 includes Exceptional Income of Rs. 327 million due to revaluation of our stake in Minda Stoneridge JV

The Board of Directors declares Interim dividend of 15% on FV i.e. Rs.0.30 per Share

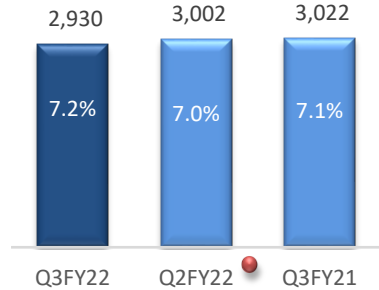
Quarterly

(in Rs. mn)

Mechatronics, Aftermarket and Others



Information & Connected Systems



Commentary – Q3 FY22 vs Q3 FY21

Mechatronics and Aftermarket:

- The revenue stability was supported by strong fundamentals and resilient aftermarket sales
- EBITDA margin at 13.0% due to
 - Favorable impact of higher aftermarket and various cost cutting measures across the divisions
 - Adversely impacted by higher raw material price and indirect impact of semiconductor shortage

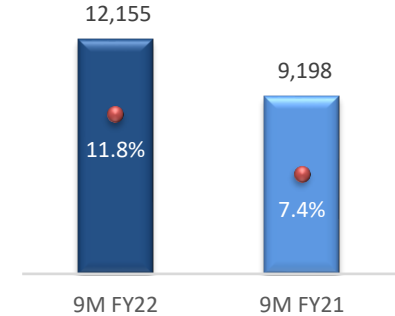
Information & Connected Systems*

- The segment was impacted due to lower 2 wheeler sales but stable Commercial Vehicles supported it
- EBITDA margin at 7.2% due to
 - Favorable product mix, slight improvement in labor productivity.
 - Tight control on fixed cost and stable copper price also supported the EBITDA Margin.

Nine Months

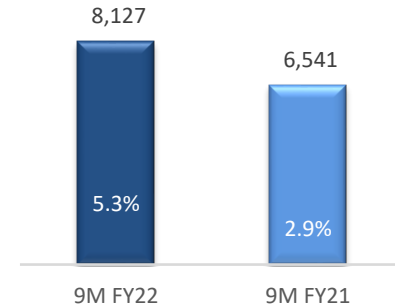
(in Rs. mn)

Mechatronics, Aftermarket and Others



Information & Connected Systems

(in Rs. mn)



Business Performance – Q3 FY22 Order Won



Rs. 1,045 mn
For Export
Q3 Lifetime Order Won

Rs. 16,516 mn
Order Won Q3 FY22

Rs. 1,167 mn
From EV Players
Q3 Lifetime Order Won

Rs. 2,584 mn
For Export
Lifetime Order Won

Rs. 42,318 mn
Order Won
YTD FY22

Rs. 8,426 mn
From EV Players
Lifetime Order Won

Q3 FY22

Rs. 6,165 mn
New Business
Q3 Lifetime Order Won

Rs. 10,350 mn
Replacement Business
Q3 Lifetime Order Won

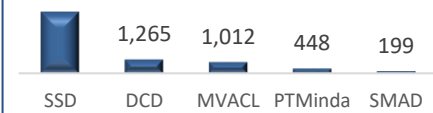
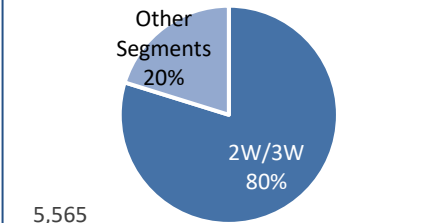
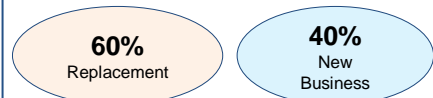
YTD FY22

Rs. 23,626 mn
New Business
Lifetime Order Won

Rs. 18,690 mn
Replacement Business
Lifetime Order Won

Mechatronics

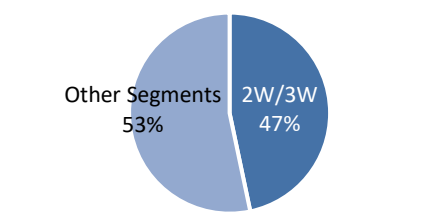
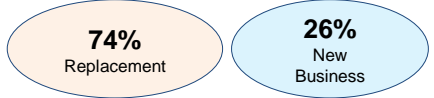
Rs. 8,489 mn
Q3 Lifetime Order Won



Rs. 21,640 mn
YTD Lifetime Order Won

Information & Connected Systems

Rs. 6,243 mn
Q3 Lifetime Order Won

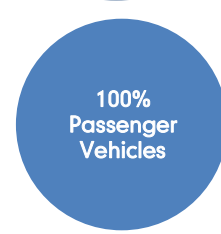
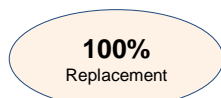


100% Wiring Harness

Rs. 15,855 mn
YTD Lifetime Order Won

Plastics & Interiors

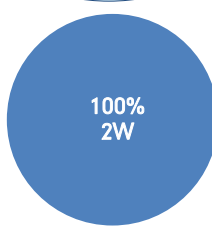
Rs. 665 mn
Q3 Lifetime Order Won



Rs. 1,979 mn
YTD Lifetime Order Won

Others

Rs. 1,118 mn
Q3 Lifetime Order Won



Rs. 2,842 mn
YTD Lifetime Order Won

- New Order Business of 23,626 million in 9M FY22 augurs well for outperforming Industry Growth
- Business win from EV Players worth 8,426 million demonstrates MCL as one stop shop for EV related Products

Awards & CSR





Team "Lakshya" from Security System Division (Pune) of BV-1 has created History by winning the 1st ever International Award of Par Excellence (Highest in the category of Awards) for the Spark Minda Group during their participation as Quality Circle Team at International Convention "ICQCC" held in Hyderabad dated 25th Dec'21 hosted by QCFI where more than 900 team has participated from across the world (629 teams from India and rest from other parts of globe)



MCL WHD Kakkalur plant has participated In 14th CII Kaizen (category Quality) competition Won Silver Award



MCL Pillipakkam Plant won the Gold Award (Second Prize) on Supplier Samrat Quality Competition conducted by Ashok Leyland on 21st Nov 2021



Die casting Bhamboli Pune won the INTERNATIONAL CONVENTION ON QUALITY CIRCLE COMPETITION held in Hyderabad in Nov 2021 by Virtual mode. (We have participated virtually in this event for Cost optimizations)

Die Casting unit of Spark Minda awarded with the PAR EXCELLENCE AWARD which is the Highest in all the Category of Awards



Minda Corporation is recipient of ICSI's prestigious 6th Annual National CSR Award 2021 in the Emerging Category



Saksham Center inaugurated at Noida



DST Convocation



In collaboration with Rotary Club Noida, camp was organised for empowerment of PwD's which reached to 237 persons & 189 fitments provided to 157 Divyangs



ALFC was conducted in Maharashtra, Providing 1024 fitments to 839 divyangs



Beauty and wellness programme introduced in Uttarakhand



Blanket distributed to PwD's on the occasion of World Disability Day, Uttarakhand



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.



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