



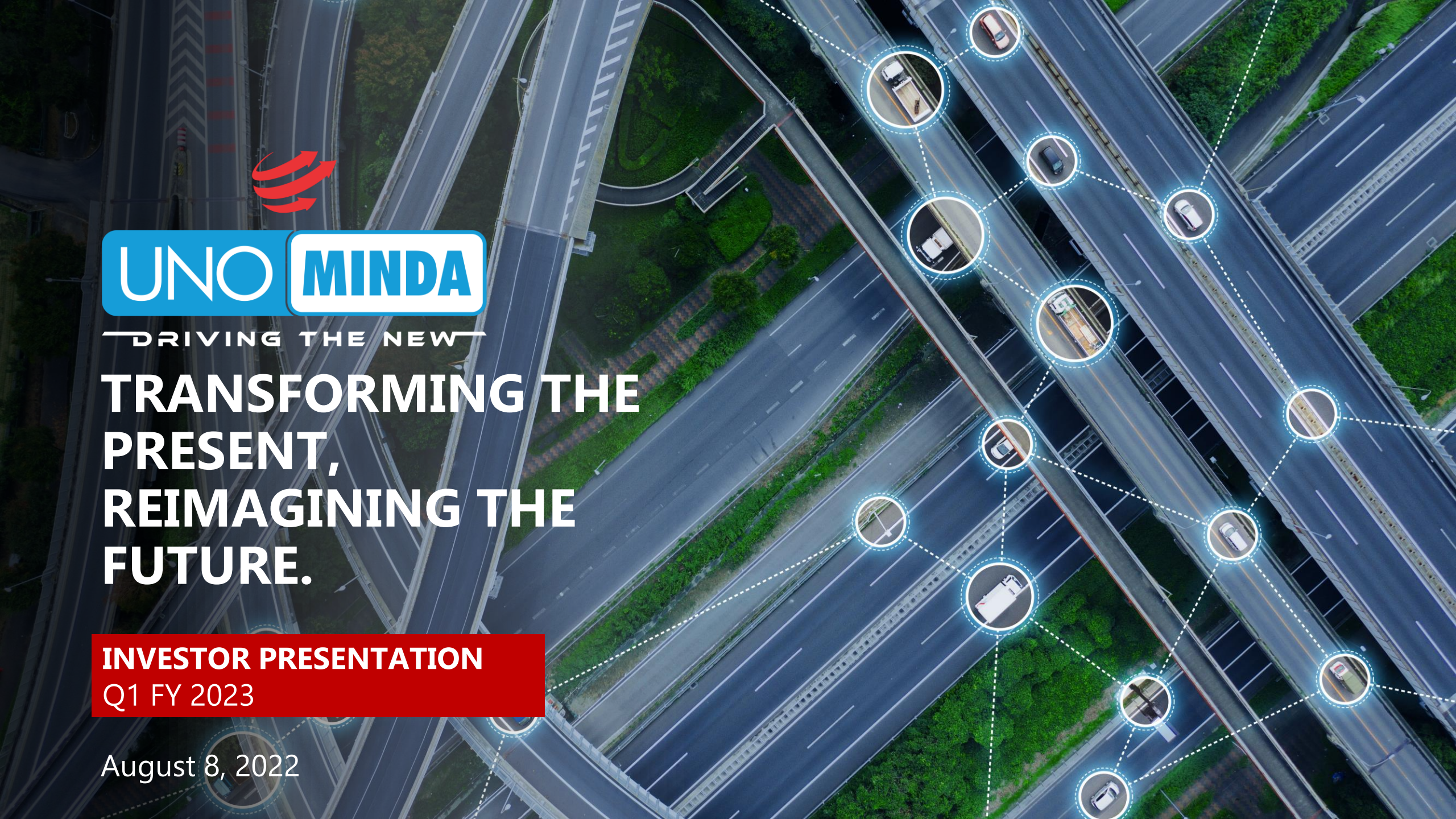
**UNO MINDA**

DRIVING THE NEW

**TRANSFORMING THE  
PRESENT,  
REIMAGINING THE  
FUTURE.**

**INVESTOR PRESENTATION**  
Q1 FY 2023

August 8, 2022



# SAFE HARBOR

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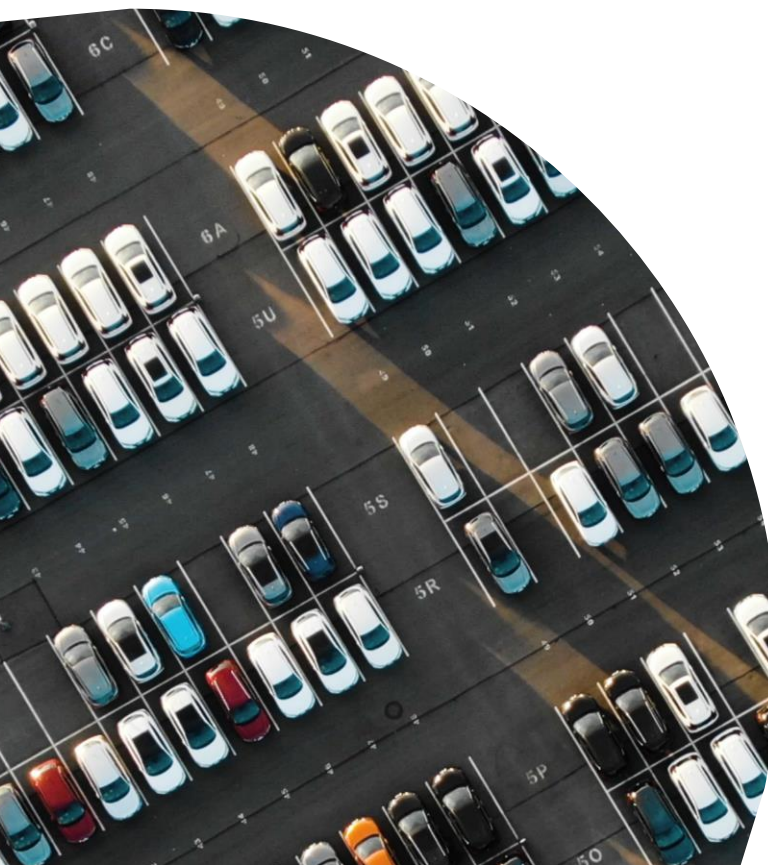
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# CONTENT

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01.	Industry Landscape	04
02.	Operational Highlights	05
03.	Financial Highlights	07
04.	Business Review	11
05.	EV Portfolio & Capex Update	16
06.	Annexures	19
07.	Overview: Uno Minda Group	21

# INDUSTRY HIGHLIGHTS



## Government Initiatives:

Automotive Industry Standards Committee (AISC) has issued draft standards which stipulates a mandatory requirement of Acoustic Vehicle Alert System (AVAS) in case of silent vehicles, viz. EVs.



## Semi-conductor Chip Shortage:

The supply side pressures are easing out with promising volumes from almost all the OEMs.



## Improved 2W Demand amidst stable PV volumes:

Domestic 2Ws volumes picked up during the quarter as a result of demand pickup owing to festive season. PV demand continued to remain promising led by the array of new launches amidst long order backlogs.



## Exciting Array of New Launches:

OEMs have unfurled the curtains over the product offerings with facelifts of multiple models as well as the new product launches



# KEY OPERATIONAL HIGHLIGHTS FOR THE QUARTER

## We are Uno Minda:

We received approval from Central Government for changing the name of our flagship company from 'Minda Industries Limited' to 'Uno Minda Limited'.

## Order Wins from EV OEM

We have received incremental order of ~ Rs 470 Crores from EV OEMs during the quarter.

## Kit Value increase in new facelifts Models

Uno Minda kit value has increased in recently launched facelift models from OEMs

## 60K PV Alloy Wheel Expansion Plan at Bawal completed

During the quarter we started commercial operations of 60,000 wheel lines in Bawal. Out 60K, 30K commissioned in April 2022 while remaining 30K commissioned in June 2022

## Best Workplaces in Auto & Auto Components

We have recently been recognized as amongst the top 50 India's Best Companies to work for and also one of the best workplaces in Auto & Auto Components for Year 2022 by Great Place to Work Institute India



# FINANCIAL INFORMATION & RECENT UPDATES



# KEY FINANCIAL HIGHLIGHTS FOR THE QUARTER

**Revenues** increased by 59% Y-o-Y to

**Rs 2,555 Cr**

for the quarter backed by ease in supply side constraints



**EBIDTA** higher by 81% Y-o-Y to

**Rs 266 Cr**

for the quarter



**EBIDTA margin** stood at

**at 10.4%**



**PAT** increased by 8x on Y-o-Y basis to

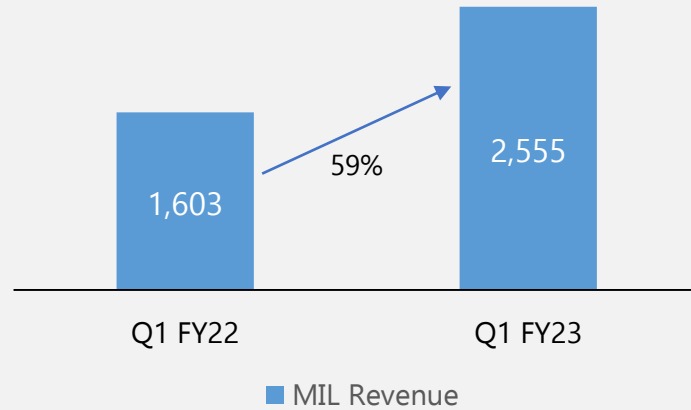
**Rs 139 Cr**

for the quarter

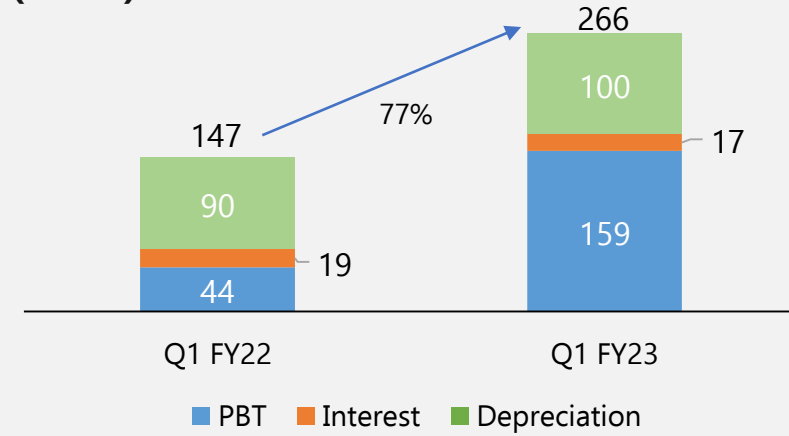


# CONSOLIDATED FINANCIAL HIGHLIGHTS – Q1 FY23

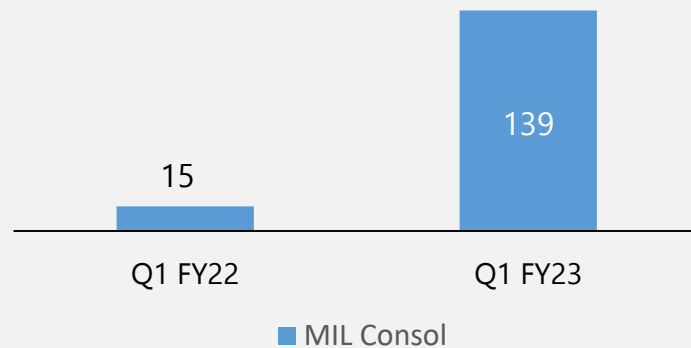
Revenue (Rs. Cr)



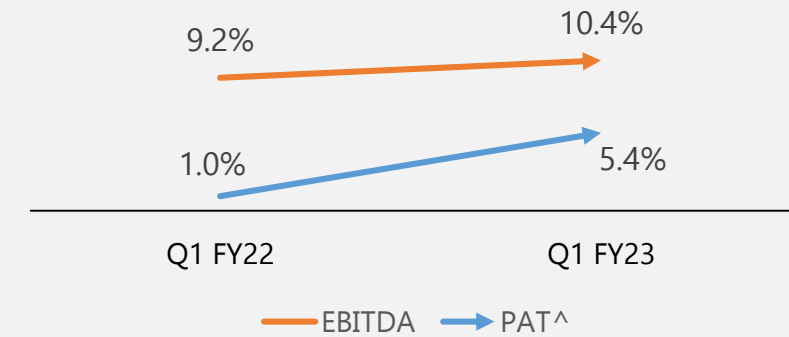
EBITDA (Rs. Cr)



PAT<sup>^</sup> (Rs. Cr)



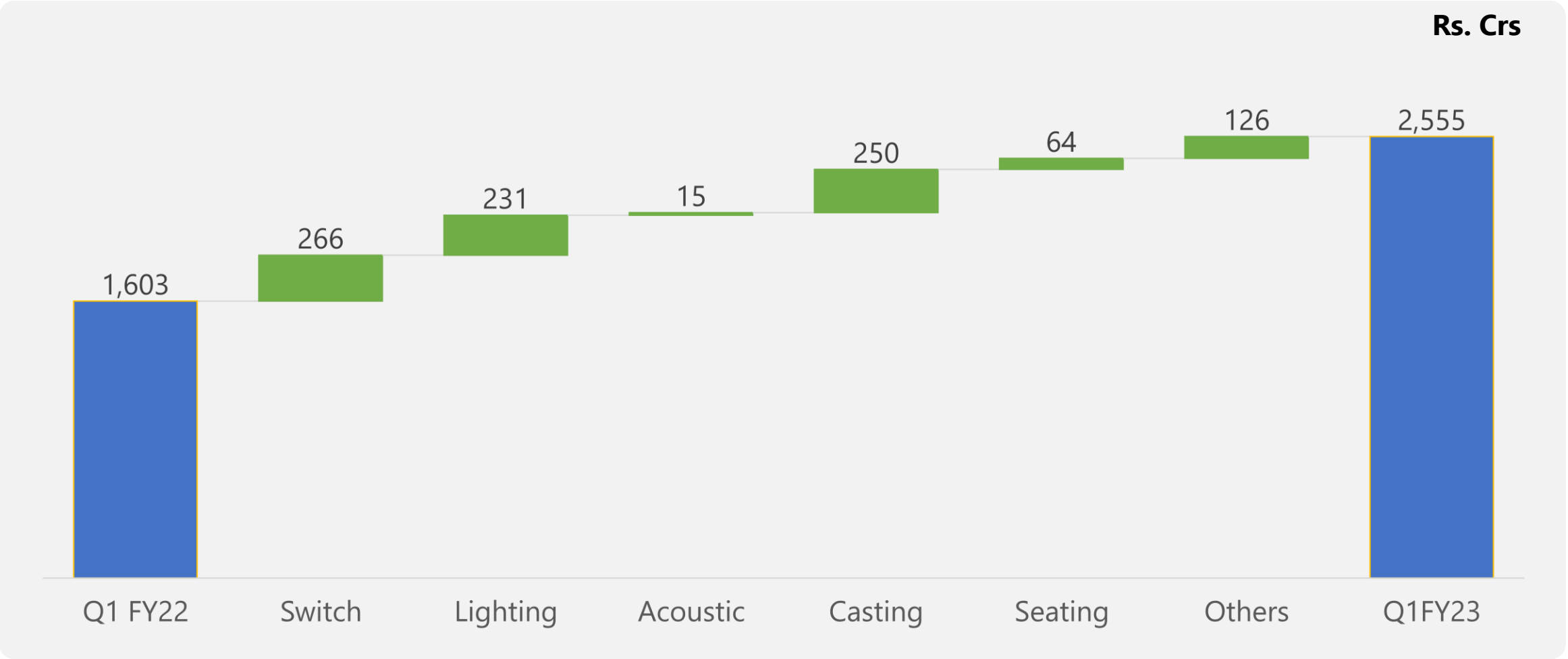
Margin (%)



<sup>^</sup>PAT MIL Share

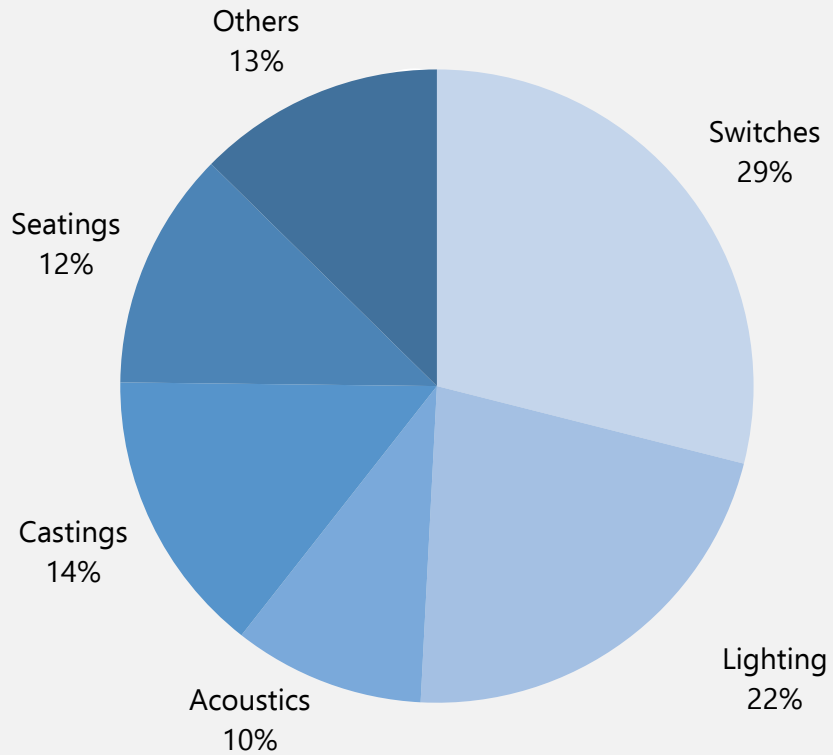


# REVENUE BRIDGE – Q1 FY23

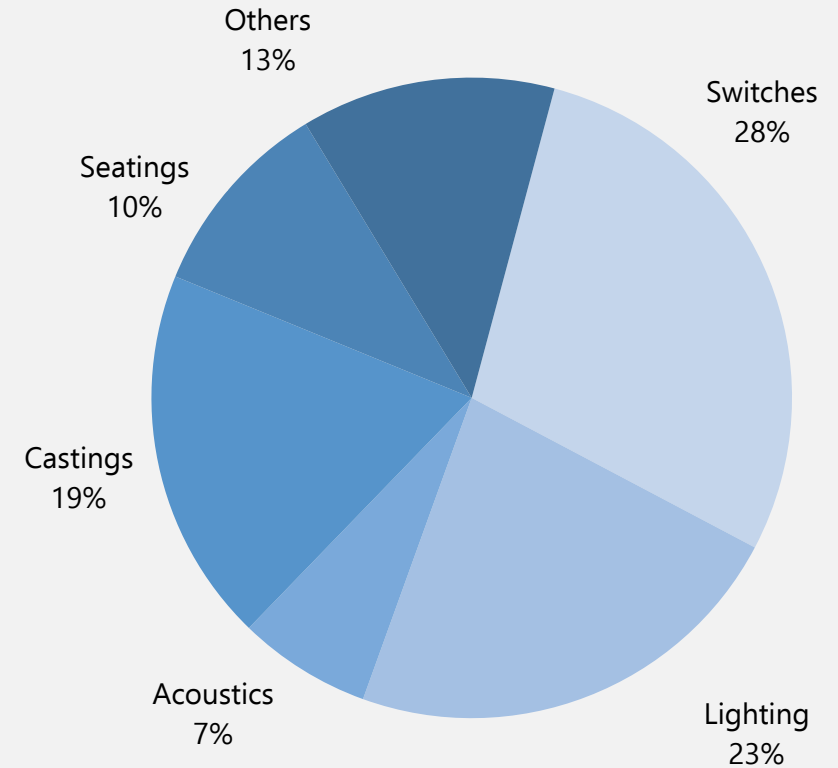


# DIVISION-WISE REVENUE MIX

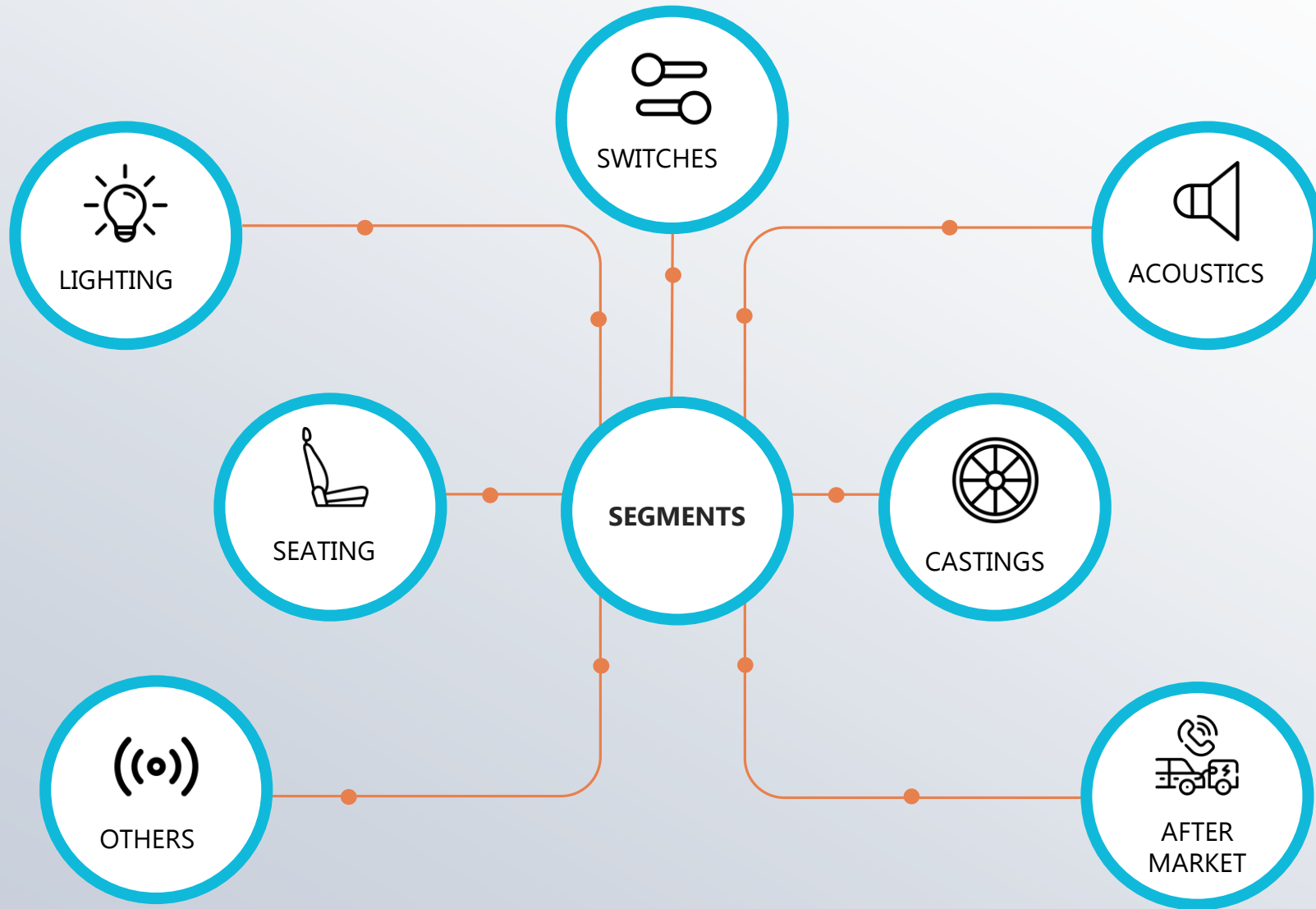
Q1 FY22 (%)




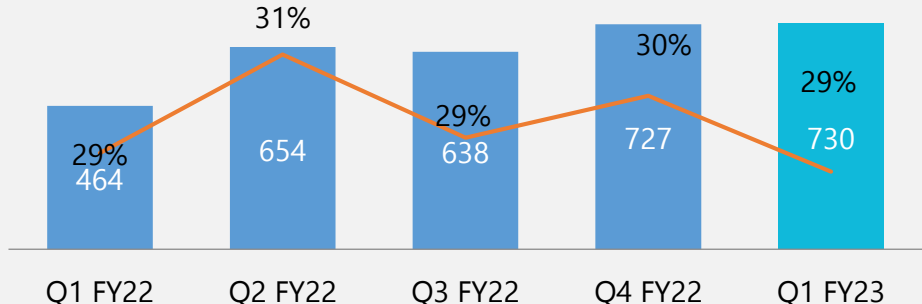

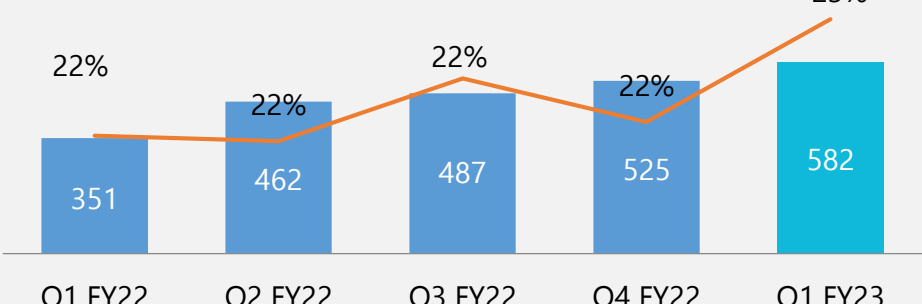

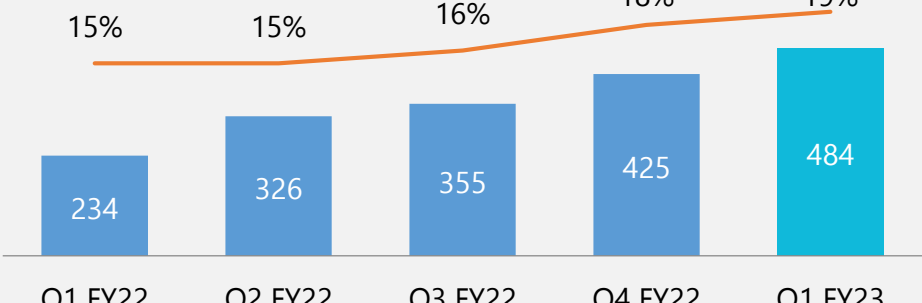
Q1 FY23 (%)



# BUSINESS REVIEW



# BUSINESS REVIEW

Product Segment	Revenue Growth ( Figures in Rs Crores)	Business Developments																		
 Switches	 <table border="1"> <thead> <tr> <th>Quarter</th> <th>Revenue (Rs Crores)</th> <th>Revenue Share (%)</th> </tr> </thead> <tbody> <tr> <td>Q1 FY22</td> <td>464</td> <td>29%</td> </tr> <tr> <td>Q2 FY22</td> <td>654</td> <td>31%</td> </tr> <tr> <td>Q3 FY22</td> <td>638</td> <td>29%</td> </tr> <tr> <td>Q4 FY22</td> <td>727</td> <td>30%</td> </tr> <tr> <td>Q1 FY23</td> <td>730</td> <td>29%</td> </tr> </tbody> </table>	Quarter	Revenue (Rs Crores)	Revenue Share (%)	Q1 FY22	464	29%	Q2 FY22	654	31%	Q3 FY22	638	29%	Q4 FY22	727	30%	Q1 FY23	730	29%	<ul style="list-style-type: none"> <li>Increasing Kit value with increase number of switches in vehicles</li> <li>Export led growth continues</li> </ul>
Quarter	Revenue (Rs Crores)	Revenue Share (%)																		
Q1 FY22	464	29%																		
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 Lighting	 <table border="1"> <thead> <tr> <th>Quarter</th> <th>Revenue (Rs Crores)</th> <th>Revenue Share (%)</th> </tr> </thead> <tbody> <tr> <td>Q1 FY22</td> <td>351</td> <td>22%</td> </tr> <tr> <td>Q2 FY22</td> <td>462</td> <td>22%</td> </tr> <tr> <td>Q3 FY22</td> <td>487</td> <td>22%</td> </tr> <tr> <td>Q4 FY22</td> <td>525</td> <td>22%</td> </tr> <tr> <td>Q1 FY23</td> <td>582</td> <td>23%</td> </tr> </tbody> </table>	Quarter	Revenue (Rs Crores)	Revenue Share (%)	Q1 FY22	351	22%	Q2 FY22	462	22%	Q3 FY22	487	22%	Q4 FY22	525	22%	Q1 FY23	582	23%	<ul style="list-style-type: none"> <li>Won Large Orders from 2W EV OEMs for Head lamps, tail lamps and blinkers</li> <li>Gujarat plant commenced operations</li> </ul>
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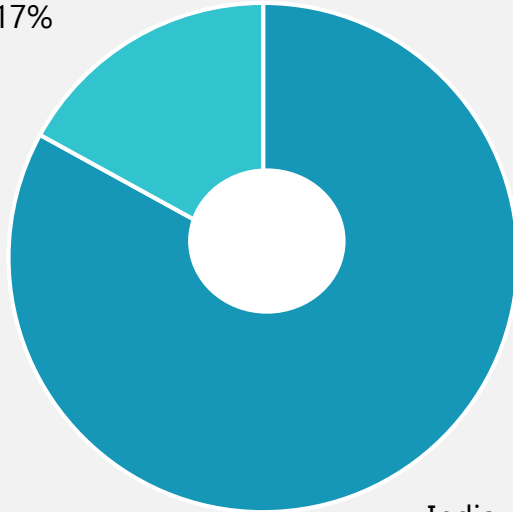
# BUSINESS REVIEW

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Q1 FY22	157	10%																		
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Q1 FY22	195	12%																		
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<p>Others</p>	<table border="1"> <thead> <tr> <th>Quarter</th> <th>Revenue (Rs Crores)</th> <th>Revenue Share (%)</th> </tr> </thead> <tbody> <tr> <td>Q1 FY22</td> <td>202</td> <td>13%</td> </tr> <tr> <td>Q2 FY22</td> <td>271</td> <td>13%</td> </tr> <tr> <td>Q3 FY22</td> <td>315</td> <td>14%</td> </tr> <tr> <td>Q4 FY22</td> <td>319</td> <td>13%</td> </tr> <tr> <td>Q1 FY23</td> <td>328</td> <td>13%</td> </tr> </tbody> </table>	Quarter	Revenue (Rs Crores)	Revenue Share (%)	Q1 FY22	202	13%	Q2 FY22	271	13%	Q3 FY22	315	14%	Q4 FY22	319	13%	Q1 FY23	328	13%	<ul style="list-style-type: none"> <li>Incremental orders in Sensor business for oil sensor from Japanese PV OEM</li> <li>Large order wins from EV OEMs for EV plus existing products</li> </ul>
Quarter	Revenue (Rs Crores)	Revenue Share (%)																		
Q1 FY22	202	13%																		
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■ Revenue — Revenue Share

# REVENUE BREAKUPS

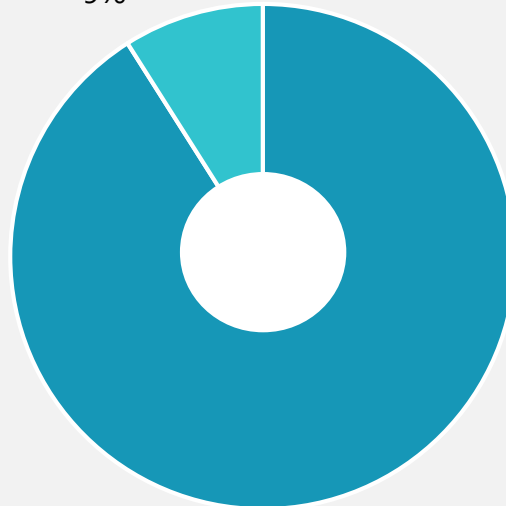
International  
17%



India  
83%

**Geography-wise Breakup**

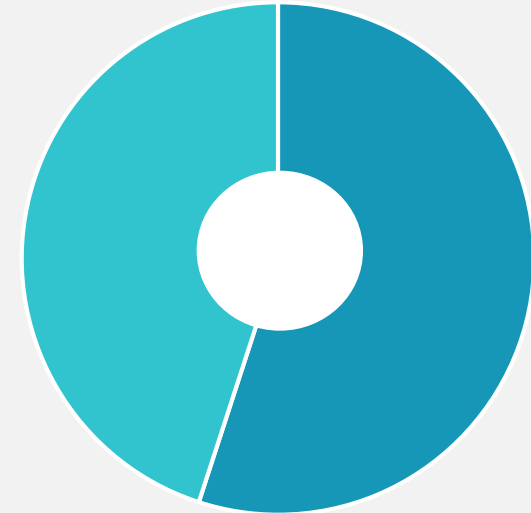
Aftermarket  
9%



OEM  
91%

**Channel-wise Breakup**

2W  
45%



4W  
55%

**Segment-wise Breakup**

# AFTERMARKET- EXPANDING B2C BUSINESS

## Key Highlights

- Revenue of Rs 223 Crs during the quarter despite the cyclically low quarter of the year
- Leadership position in major products categories
- Strong brand recall with loyal customer base
- Continuous expansion of existing Product portfolio & Addition of new product lines - Alloys, Infotainment, Seating, Air Braking etc.

## 6,500+ SKUs

Switches, Horns, Lightings, Batteries, Filter, Indicator, Bulbs, RVMs, Braking, Shocks & struts and Accessories

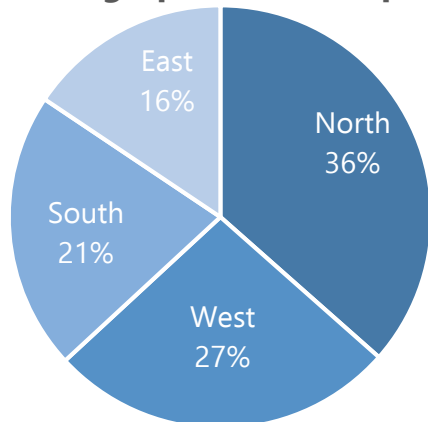
## 150,000+

Workshops

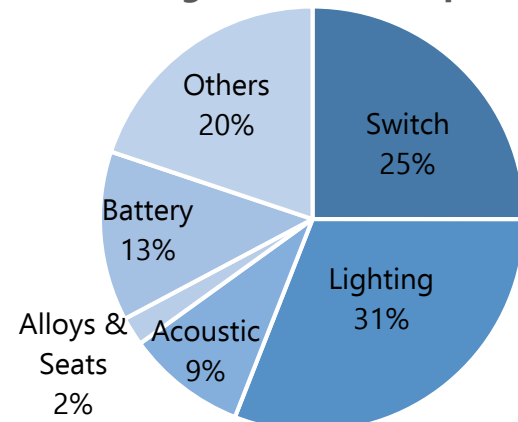
## 6 Export Regions

Exporting to SAARC, ASEAN, EU, LATAM, MENA & Africa

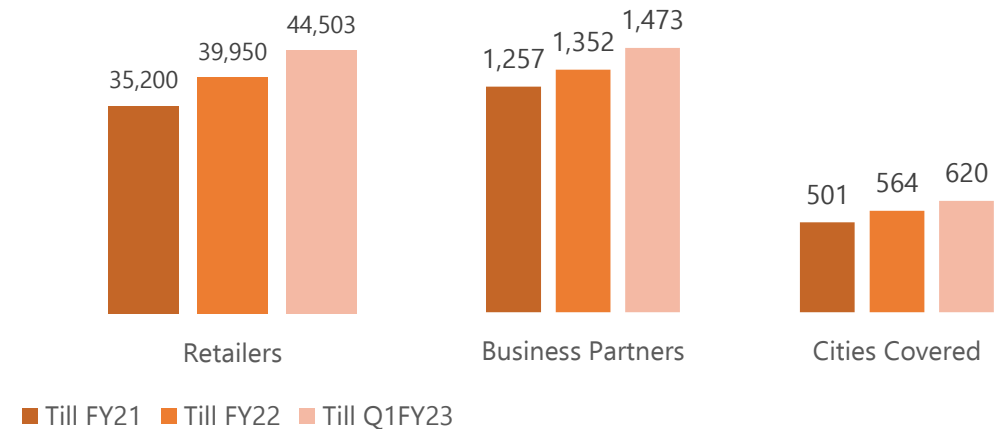
### Geographical Breakup



### Segmental Breakup

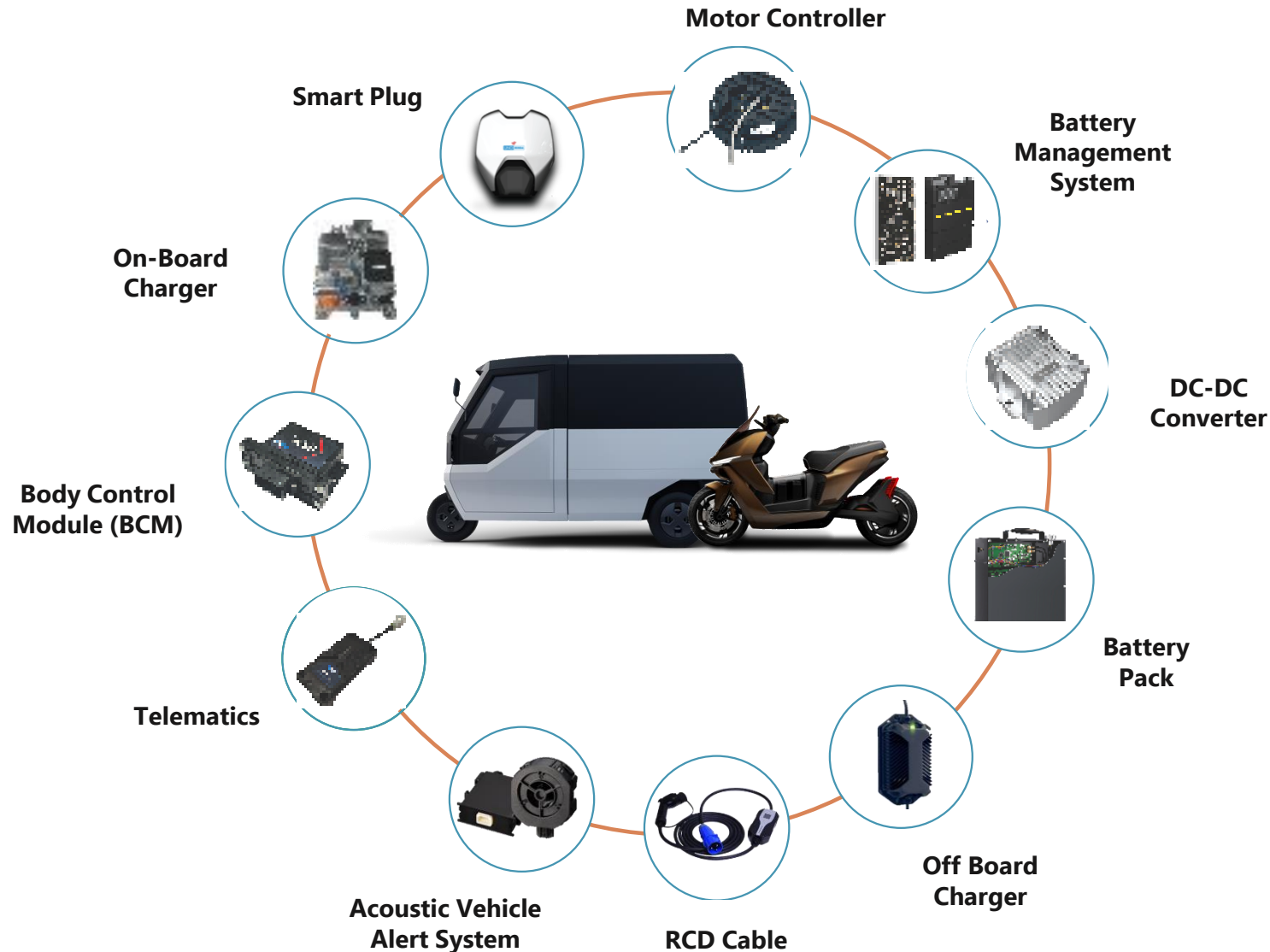


### Expanding Network



# UNO MINDA's EV PRODUCT PORTFOLIO (2W & 3W)

## Low Voltage EV Products (48V to 96V)



### Products under Production and supply

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Battery Management System (BMS)

---

On Board Charger

---

Off Board Charger

---

RCD Cable

---

Body Control Module

---

Smart Plug

---

Telematics

---

### Orders received, SOP in H1 FY24

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Motor Controllers

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DC-DC Converter

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### Products under discussion with customers for supply

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Battery Packs

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Acoustic Vehicle Alert System (AVAS)

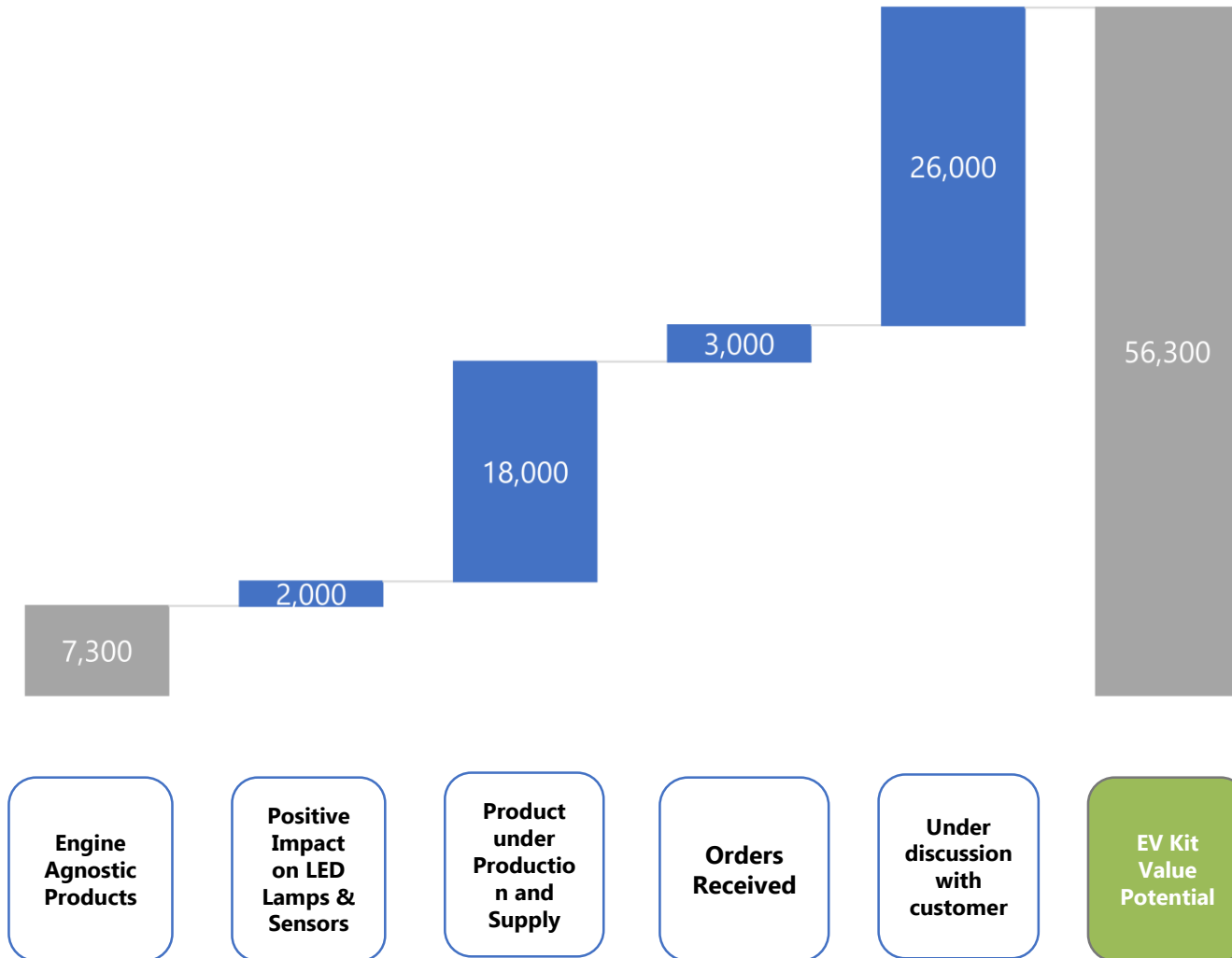
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# POTENTIAL EV KIT VALUE (2W & 3W)

## Potential EV Kit Value

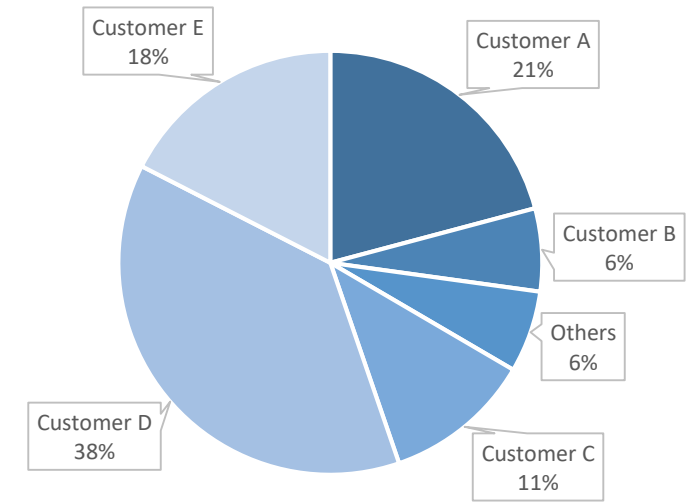
Values in INR



INR Crs

EV Order Wins	FY22	Q1FY23
EV Specific Components	89	430
Engine Agnostic Components	424	40
<b>Total</b>	<b>513</b>	<b>470</b>

## Order Book Mix



# Capital Expansion Update

Product Line	Entity	Total Cost (In Crs)	Location	Capacity	Expected SOB	Update
4W Alloy Wheels	Minda Kosei Aluminum Wheels	60	Bawal	25k LPDC Wheels p.m.	Q4 FY22	Business Commenced
4W Lighting	Uno Minda Ltd	90	Ahmedabad	New Lighting facility	Q4 FY22	Business Commenced
4W Alloy Wheels	Minda Kosei Aluminum Wheels	167	Bawal	60k Wheels p.m.	Q4 FY22	Business Commenced
Blow Moulding	Minda Kyoraku Ltd	90	Bengaluru	Blow Moulding and Paint Shop Facility	Q4 FY23	Capex on Track
4W Alloy Wheels	Minda Kosei Aluminum Wheels	74	Ahmedabad	30k Wheels p.m.	Q1 FY24	Construction started
2W Alloy Wheels	Uno Minda Ltd	190	Pune	2 MN Wheels p.a.	Q4 FY23	Construction started
4W Lighting	Minda Industries Vietnam (MIVCL)	37	Hanoi, Vietnam	New Lighting Facility	Q3 FY23	Capex on track
EV Specific	UnoMinda EV Systems Pvt Ltd	390	Gurugram	New facility for EV specific products	Q1 FY24 Phase I	Construction started To be spend over 6 years
4W Switches	Mindarika Pvt Ltd	73	Chennai	New Switch Facility	Q2 FY24	Land acquisition under process

# ANNEXURES



# CONSOLIDATED PROFIT & LOSS STATEMENT

Rs. Crs

Particulars (Rs. Crores)	Q1 FY23	Q1 FY22	Y-o-Y%	Q4 FY22	QoQ%	FY22
<b>Revenue from Operations (Net of Excise)</b>	<b>2,555.2</b>	<b>1,602.6</b>	<b>59%</b>	<b>2,415.1</b>	<b>6%</b>	<b>8,313.0</b>
Raw Material	1,656.2	982.0		1,547.5		5,272.0
Employee Cost	341.0	276.2		332.5		1,206.5
Other Expenses	292.2	197.7		259.7		949.1
<b>EBITDA</b>	<b>265.9</b>	<b>146.7</b>	<b>81%</b>	<b>275.5</b>	<b>-3%</b>	<b>885.4</b>
<b>EBITDA Margin</b>	<b>10.4%</b>	<b>9.2%</b>	<b>125 bps</b>	<b>11.4%</b>	<b>-100 bps</b>	<b>10.7%</b>
Other Income	9.7	6.1		23.2		62.9
Depreciation	99.5	90.5		110.3		391.8
<b>EBIT</b>	<b>176.1</b>	<b>62.3</b>	<b>182%</b>	<b>188.4</b>	<b>-7%</b>	<b>556.6</b>
<b>EBIT Margin</b>	<b>6.9%</b>	<b>3.9%</b>	<b>300 bps</b>	<b>7.8%</b>	<b>-91 bps</b>	<b>6.7%</b>
Finance Cost	16.8	18.5		13.5		62.3
<b>Profit before Share of Profit/Loss of JVs and Tax</b>	<b>159.3</b>	<b>43.8</b>	<b>263%</b>	<b>175.0</b>	<b>-9%</b>	<b>494.3</b>
<b>PBT Margin</b>	<b>6.2%</b>	<b>2.7%</b>	<b>350 bps</b>	<b>7.2%</b>	<b>-101 bps</b>	<b>5.9%</b>
Tax	31.1	13.9		48.3		146.8
<b>Profit before Share of Profit/Loss of JVs</b>	<b>128.2</b>	<b>29.9</b>	<b>263%</b>	<b>126.7</b>	<b>-9%</b>	<b>347.5</b>
Share of Profit/Loss of JVs	21.7	-5.0		29.5		65.2
<b>Net profit/(loss) after share of profit/(loss) of associates / joint ventures (A)</b>	<b>149.9</b>	<b>24.9</b>	<b>503%</b>	<b>156.18</b>	<b>-4%</b>	<b>412.6</b>
<b>PAT Margin %</b>	<b>5.9%</b>	<b>1.6%</b>	<b>431 bps</b>	<b>6.5%</b>	<b>-60 bps</b>	<b>5.0%</b>
<b>PAT attributable to:</b>						
- Owners of MIL	138.8	15.4	800%	144.4	-4%	355.8
- Non Controlling Interests	11.1	9.4		11.8		56.8
Other Comprehensive Income	5.5	4.7		15.8		22.4
<b>Total Comprehensive Income for MIL</b>	<b>155.4</b>	<b>20.0</b>	<b>678%</b>	<b>159.3</b>	<b>-2%</b>	<b>378.0</b>
<b>TCI Margin %</b>	<b>6.1%</b>	<b>1.2%</b>	<b>484 bps</b>	<b>6.6%</b>	<b>-51 bps</b>	<b>4.5%</b>
Total Comprehensive Income for Non Controlling Interests	0.0	9.6		12.7		57.1

# ABOUT UNO MINDA

TRANSFORMING THE PRESENT,  
REIMAGINING THE FUTURE.



# ABOUT UNO MINDA



#1

**Seats**  
**Telematics**  
**Automotive Horns**  
**Alloy Wheels**  
**Blow Moulding**  
**Parts**  
**Automotive**  
**Switches**

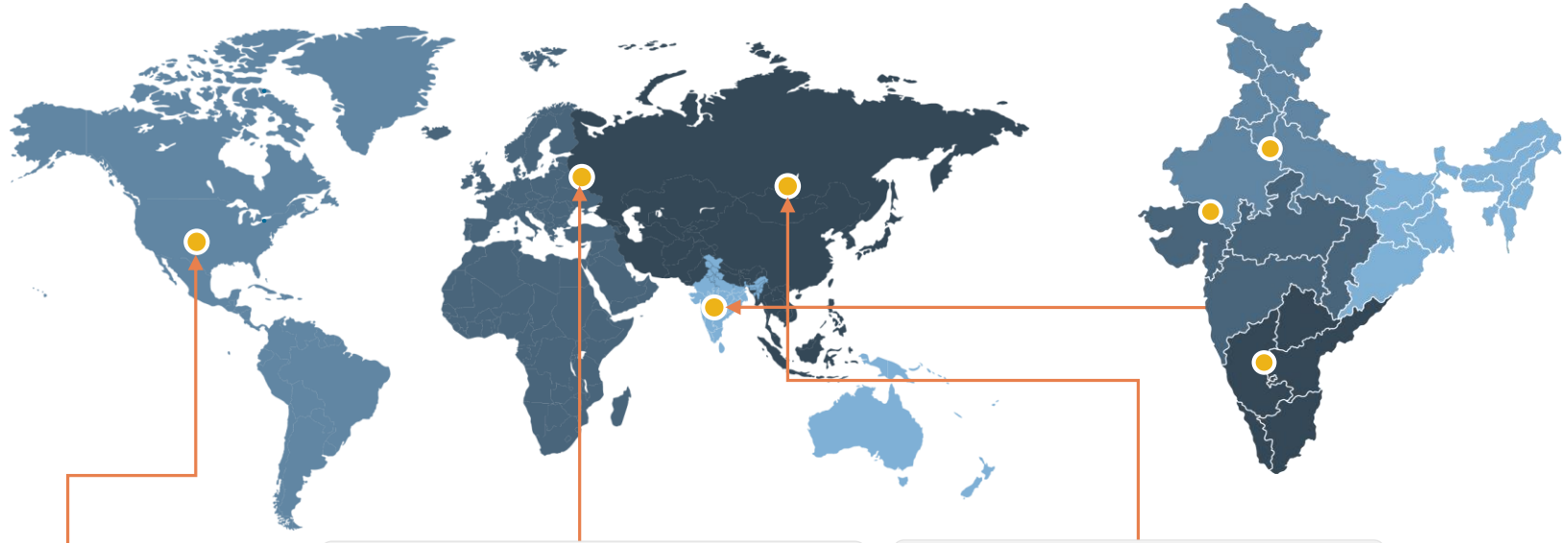
#2

**Reverse Parking**  
**Sensor**  
**Speakers**  
**Airbags**  
**Air Filters**

- Uno Minda Limited is one of the leading manufacturers of auto components domestically with leadership across key product segments. With **20+ Product Lines**, **1000+ Business Partners** and over **23,000 employees**, covering **50,000+ touch points**, the company has **6 decades of experience** in the Auto space
- The company has a well diversified product portfolio with marquee clientele, both globally and domestically.
- Continuously expanding capabilities through capacity expansion & partnerships with global majors.
- Product portfolio is well insulated from any foreseeable market disruptions, with an ICE-EV agnostic product portfolio and constantly increasing kit value, leading to higher wallet share with existing and potential clients.
- The company has been steadily growing its global presence through sustained capacity additions and channel expansions.
- Strong R&D focus and infrastructure helps in in-house product development and localization of products, with a team of **700+ engineers**, **275+ Patents** and **250+ design registrations**, with **75+ R&D technology projects** underway
- Track record of robust financial performance and delivering strong shareholder returns, supported by reputed promoters with rich experience and backed by professional management team.
- Uno Minda over the years has diversified across product divisions (Acoustics, Switches, Castings, Lighting and others), segments (4Ws & 2Ws) and geographies (International & Domestic) and channels (replacement & OEM).

# GLOBAL & DOMESTIC PRESENCE - UNO MINDA

Strategically located plants across all major auto hubs



## Overseas

**6** Plants

**7** Sales Offices

**4** Design Centers

## India

**66** Plants

**11** R&D Centers

**Head Office**

**Registered Office**

### North and South America

<b>Mexico</b> (Queretaro)	
<b>Colombia</b> (Manizales)	

### Europe

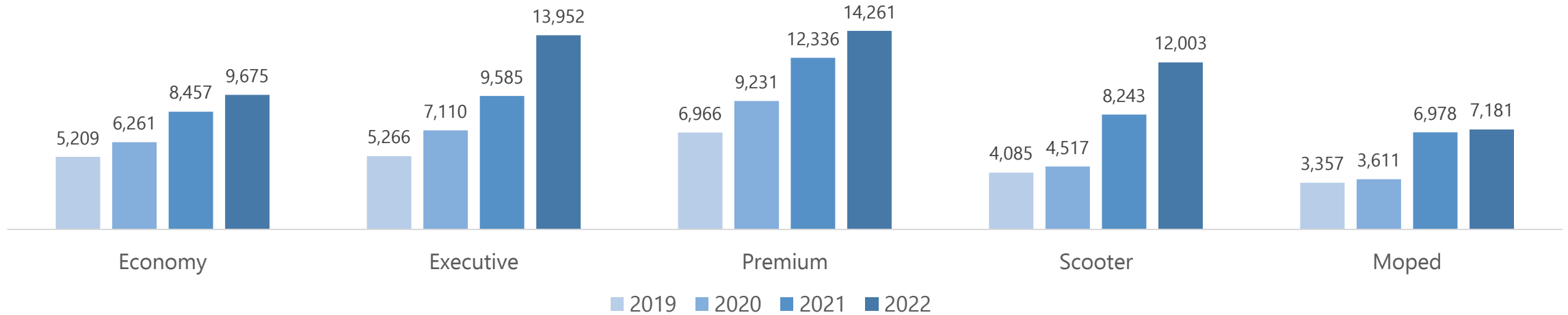
<b>France</b> (Epernon)	
<b>Italy</b> (Turin)	
<b>Spain</b> (La Carolina)	
<b>Germany</b> (Ettlingen/Konzell, Munich, Reutlingen)	

### Asia (w/o India)

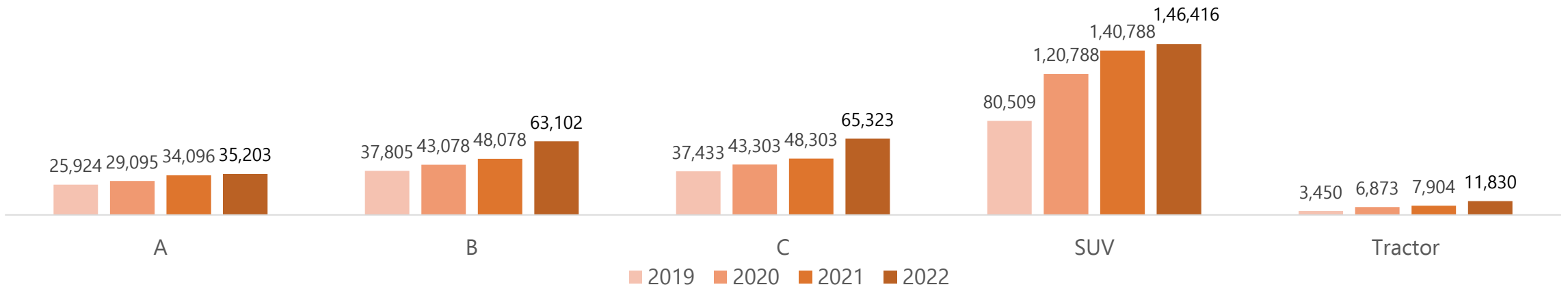
<b>Indonesia</b> (Karawang)	
<b>Taiwan</b> (Tainan)	
<b>Thailand</b> (Bangkok)	
<b>Vietnam</b> (Vin Phuc)	
<b>Japan</b> (Nagoya)	

# Kit Value - UNO MINDA

## Kit Value – 2 Wheelers



## Kit Value – 4 Wheelers





# Environment, Social and Governance (ESG) Initiatives



## Environmental

- Group has taken various initiatives which are expected to have environmental benefits and reduce operational costs
- Roof-top solar installation- Installed 9.27 MW rooftop solar cells across 23 plants- ~10% of power requirement of the Group
- Solar Open access renewable energy- 13.59 MW capacity across 06 plants (in Maharashtra & Tamilnadu)
- Green belt plantation drive- ~40% green area for new plants
- Many energy efficiency projects implemented i.e. Electronic Commutated Blowers in AHU's, VFD installation, APFC panels, LED lights, WHRS installation, Conversion of furnaces from HSD to PNG etc.



Mindarika Pune



Minda Kosei Bawal



## Social

- Vision to enable and empower every member of the society particularly the disadvantaged to live with dignity and happiness
- Samarth - Jyoti was started in 2012 under the aegis of Suman Nirmal Minda Charitable Trust to engage and empower the underprivileged people in the rural areas through education, vocational training and skills enhancement programs which has supported over 150 Self Help Group (SHGs) so far.
- Supported nearby govt. schools and aganwadi with infrastructure development.
- Providing short term courses to women in the area of Beautician, Computer training and Cutting & Tailoring.



S.L Minda Memorial Hospital,  
Bagla – Haryana



The Suman Nirmal Minda School  
(TSNMS), Near Detroj, Gujrat



## Corporate Governance

- Mission to continually enhance the stakeholders' value through global competitiveness while contributing to society
- Corporate Governance framework ensures effective engagement with our stakeholders and which help us to evolve with changing time
- Corporate Governance focusses on appropriate size & mix of Board, formation of various Board Committees, etc.
- More than half of the composition of board is held by Independent Directors reflecting our commitment towards ensuring governance of highest order



Uno Minda Covid Care Center,  
Gurgaon



Uno Minda Covid Care Center,  
Gurgaon



DRIVING THE NEW

# THANK YOU.

## Corporate Office

**Uno Minda Ltd**  
(Formerly known as Minda Industries Ltd)

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