



Dear All,

It is with great pleasure I bring to you the first issue of UNO MINDA Insights for the year 2019. New Year always comes with positive vibes and lots of interesting opportunities for growth of each one of us.

A lot of interesting things have been happening in the UNO MINDA Group and around us, since the time I interacted with you last. While the global economic growth outlook for 2018 and beyond remains positive, the business sentiment has weakened due to rising oil and commodity prices, firming interest rates, prospect of trade wars, Brexit, depreciation of major currencies including Asian currencies against the US dollar and so on. Closer home too while the Indian economy stays firmly on the growth path with ~7% GDP growth rate, there are headwinds in the shape of substantial rupee depreciation, impact of rising oil and other commodity prices, rising interest rates etc.

The Automotive Industry in India has seen robust growth in almost all its segments in the first two Quarters of 2019. In the last few months however, the passenger vehicle and the two wheeler volumes have come down reflecting subdued demand. The festive season around Diwali this year was one of the slowest in last several years for both these segments. The Commercial Vehicle (CV) and farm equipment segments continue to be buoyant and are likely to remain strong in 2019-20, especially the CV segment, with the tempo of development in the infrastructure sector including road building, mining, ports etc. having picked up, positive impact on demand due to forthcoming elections and pre-

1



Corporate News

MIL Board approves merger of Harita Seating Systems with MIL

Minda Industries Ltd.(MIL), flagship company of UNO MINDA, a leading Tier 1 automotive systems manufacturer has announced merger of Harita Seating Systems Ltd. (HSSL) with MIL.

[Read More...](#)

2



Innovation Corner

Sealed Brake Switch

MIL – 2W Switch Division has recently conceptualized & designed a sealed brake switch /clutch switch that can handle both low as well conventional high amperage load. This product is an important innovation as there is a trend in switching that power load is shifting towards signal load in new BSVI regime for many functions including brake/clutch switch.

[Read More...](#)

3



Customer Visits to UNO Minda

Dec'2018 – Honda cars Team visit to Minda TG, Bawal

[Read More...](#)

4



UNO Minda in Events

ET Auto Global Auto Business Summit

29th Nov'2018 - Mr. N K Minda was one of the speakers in Et Auto Global Auto Business Summit where he addressed the needs of the sector including the evolving Business landscape and technological changes including EV's.

[Read More...](#)

5



Achievements

Mr. N K MINDA conferred as EY Entrepreneur of the Year (Manufacturing Category)

12th February'2019 – Mr. Nirmal K Minda, Chairman and Managing Director, Minda Industries was conferred the Manufacturing Category award at the EY Entrepreneur of the Year Awards 2018 by Shri Devendra Fadnavis, the Honorable Chief Minister of Maharashtra, who was the Chief Guest at the Awards Banquet.

[Read More...](#)

6



Corporate Social Responsibility

Samarth Jyoti Inaugurates Food Centre at Civil Hospital, Gurugram

13th January'2019 , Gurugram – Samarth Jyoti, the CSR wing of UNO MINDA has introduced a food centre at the Civil Hospital by the name of "Samarth Jyoti ki Rasoi" . The centre was inaugurated by Deputy Commissioner of Gurugram Mr. Vinay Pratap Singh(IAS) , Mr. N K Minda, CMD UNO MINDA and Ms. Suman Minda, President, Samarth Jyoti in presence of other dignitaries from UNO MINDA and local community people.

[Read More...](#)

buying due to introduction of BS-VI emission norms from April'20. I am a great believer in the resilience of Indian economy which will overcome these temporary blips and will continue to grow.

*2018 has been an eventful year for UNO MINDA, we have made significant all round progress. The group's consolidation exercise is almost complete, significant investments have been made in the Gujarat and we have expanded our Global footprints and strengthened our product portfolio with recent acquisitions of **iSYS RTS** and **Harita Seating Systems** respectively.*

*Our company is focused in strengthening our Research and Development capabilities and building a culture of "innovation". The newly setup centre of research and development CREAT is a testimony to it. Our Group is taking new strides every day, awards and accolades that we receive are the recognition to our unflinching efforts. Besides cherished Customer recognitions that we have received for Quality, Delivery and productivity, we have won the **Most Promising Company of the Year** at the Indian Business Leader Awards by CNBC TV 18 and the **EY Entrepreneur of the Year (Manufacturing Category)** for year 2018.*

Towards the end I would like to express my gratitude to all Customer partners, joint venture partners, technology partners for their unflinching support throughout our journey towards growth.

Warm Regards,

Nirmal K Minda



INSIGHTS



CORPORATE NEWS

 **MIL Board approves merger of Harita Seating Systems with MIL**



Minda Industries Ltd.(MIL), flagship company of UNO MINDA, a leading Tier 1 automotive systems manufacturer has announced merger of Harita Seating Systems Ltd. (HSSL) with MIL.

The merger has potential to create significant shareholder value backed by superior business profile and performance. The transaction encompasses merger of HSSL into MIL; and its 51% holding in Harita Fehrer Limited (HFRL) which is a joint venture with Fehrer Automotive GmbH, one of the leaders in automotive seating business in Germany, Europe. HSSL along with its subsidiary has 12 manufacturing plants at strategic locations across India.

HSSL is engaged in manufacturing, product development and sales of safe, ergonomic and reliable driver seats and passenger seats. HSSL is a tier 1 seat supplier across various automotive segments. Their key customers include TVS, Royal Enfield, TAFE, Daimler, John Deere and TATA's among others.

The management believes that this merger would create value for all stakeholders as highlighted below

- > **Product Synergies:** MIL will diversify its product offering and help leverage the deep R&D capabilities to ensure a robust pipeline of new product launches & *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 other segments
- > **Sales Channel Synergies:** Leverage upon strong aftermarket distribution channel of UNOMINDA to augment growth further
- > **Value Accretive:** The Transaction is EPS accretive to Shareholders of MIL

Acquisition of iSYS RTS, Germany

Minda Industries Limited, flagship company of UNO Minda Group acquired Germany based iSYS RTS GmbH, a leading developer of embedded systems and software to global vehicle manufacturers.

Headquartered in Munich, Germany, iSYS RTS develops embedded systems as well as hardware and software components for Global OEM's and Tier 1's. The company offers Engineering Services and also manufactures Automotive Electronic Control Units (ECU's). Areas of specialization of iSYS RTS include ECU's for Automotive Body and Comfort Systems, AUTOSAR ECU's, ECU's and Software components for Automotive Lighting, Interior Lighting Systems, Electrical Drive ECU's and Development of HMI and Infotainment Applications.

With increasing electronic content per vehicle in the areas of Body and Comfort, Automotive Lighting and Cockpit Electronics, UNO MINDA has identified Electronic Control Modules as one of the major product line for growth and expansion. This acquisition provides Minda Industries access to iSYS RTS's Technology and Global Customers. This will help UNO MINDA expand its ECU offering and Technology Solutions in India and Global markets.

This acquisition will provide iSYS RTS the necessary capital infusion to fuel its growth and also provide the solid backing of a large Tier1 like UNO MINDA and enable it to take on larger programs and expand its product and customer base. iSYS RTS will also benefit from a solid manufacturing footprint of UNO MINDA in a low cost country like India and also have access to UNO MINDA Engineering centre's globally.

Start of Production at MIL - Lighting, Chennai

Oct'2018 – MIL Lighting Division has started production at Chennai plant. The Lighting Division has existing plants in Manesar & Pune for 4 Wheeler and plants in Bahadurgarh, Hosur, Pune and Sonipat for 2Wheeler.



Aerial view of MIL – Lighting, Chennai

UNO MINDA Group strengthens its association with Kosei, Japan

Minda Industries Ltd., has entered into another joint venture (JV) agreement with Kosei Group, Japan. The name for the joint venture company is Kosei Minda Mould Private Limited with MIL holding 49.9% equity and Kosei Group holding 50.1% of the equity.

The JV Company is set up in Bawal, Haryana for manufacturing of mould for alloy wheel. This is in line with group strategy to invest in capability building & develop competitive edge across all its product line.

UNO MINDA announced appointment of Sunil Bohra as Group CFO

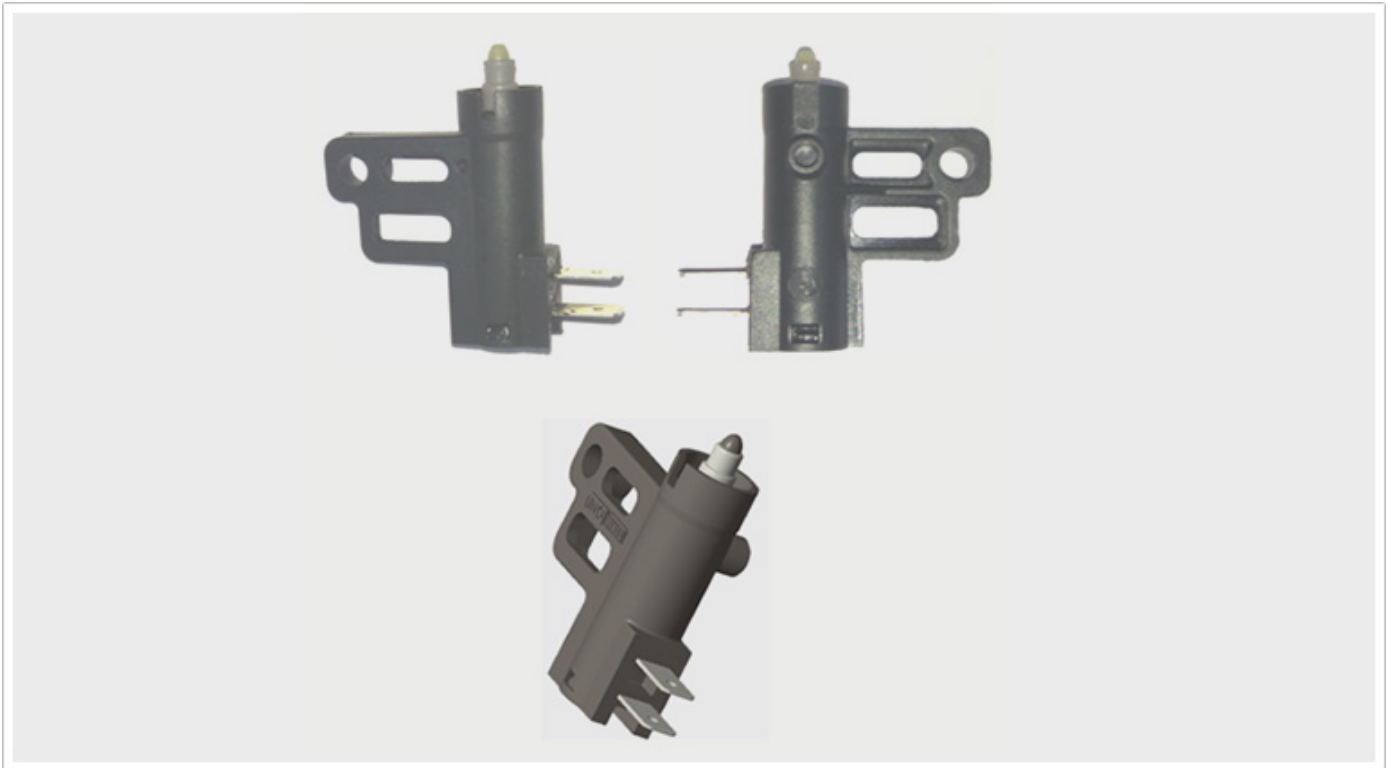


October '2018 - UNO MINDA Group announced the appointment of Mr. Sunil Bohra as Group CFO. In this role, besides heading the Group Finance function, he is also leading strategic and business planning for the group and is spearheading global acquisitions & collaborations.

Mr. Bohra is a member of the ICAI and alumnus of the prestigious General Management Program (GMP) from Harvard Business School. He was one of the youngest CFOs appointed in the Vedanta Group, where he spent nearly 20 years. Mr. Bohra has extensive experience as Chief Financial Officer and Chief Commercial Officer in Vedanta Group companies in oil & gas, mining & metals, consumer products and optic fibre & cable businesses, his last stint was as Chief Commercial Officer at Cairn India.

INNOVATION CORNER

Sealed Brake Switch

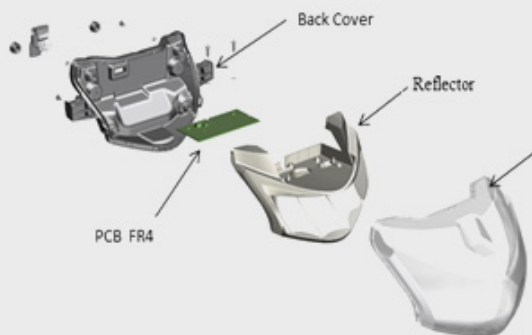


MIL – 2W Switch Division has recently conceptualized & designed a sealed brake switch /clutch switch that can handle both low as well conventional high amperage load. This product is an important innovation as there is a trend in switching that power load is shifting towards signal load in new BSVI regime for many functions including brake/clutch switch.

The design can handle current as low as 10 milli Ampere and as high as 4.5 Amp at 12V in comparison to the conventional design which is capable of handling 1 ~4.5 Amp load at 12V. The new Design is completely sealed meeting IP67 requirements. It is based on butt contact design mechanism with wiping whereas conventional was based on Butt contact mechanism. Butt contact with wiping and switch sealing enhances life cycle of switch by 2 folds with respect to the earlier versions. Also there is a dedicated spring for contact to have consistent contact pressure during product life cycle. The operating force of new design is less as compared to previous Designs resulting no braking losses.

New Design is covered with a UNO MINDA patent and is currently under commercial production for one of the major 2W customer in India with an annual volume of 3.8 million switches/annum with improved contributions.

2W LED Head Lamp



LED Head Lamps are one of the important feature of a vehicle as it adds to the safety styling of the vehicle apart from being reliable. Minda Rinder Pvt. Ltd. has developed LED Headlamps for new models of two wheelers which serves as an important value add to the styling of the vehicle.

The features are as follows:

- Low Beam & High Beam Function
- Following ECE R113-01 CLASS-B AND AIS 010
- LED as Light Source.
- Stylish Shape.
- Indirect reflection technology is used.



INSIGHTS

SYNERGIES THAT
DRIVE EXCELLENCE

CUSTOMER VISITS TO UNO MINDA

 **Dec'2018 – Honda cars Team visit to Minda TG, Bawal**



In the photo - Amit Jain - CEQ (Chief Executive Quality) & Rakesh Mohan Mishra - Divisional Head Quality posing with MINDA TG Team Members

🚩 Oct'2018 – MSIL Team Visit to Minda TG, Bawal



In the photo - Deepak Sethi, Executive Director Quality Assurance posing with MINDA TG Team Members

🚩 Nov'2018 – TKML Visit to MIL – Lighting



In the photo - Mr. Nakamura, SVP & Director, TKML; Mr. Kurokawa, General Manager, Body-Design Div., CV company, TMC; Mr. Futamura, Dy General Manager, CV Management Div., CV company, TMC with Mr. Minda and other management.

[Back to top:](#)



UNO MINDA IN EVENTS

 **ET Auto Global Auto Business Summit**



Mr. Minda addressing the Guests at ET Auto GABS

29th Nov'2018 - Mr. N K Minda was one of the speakers in Et Auto Global Auto Business Summit where he addressed the needs of the sector including the evolving Business landscape and technological changes including EV's.

CII – Automotive Electronics

Mr. Amit Jain, CTO, UNO MINDA and Mr. T S Srikanth were distinguished speaker in the 4th Edition - Conference on Automotive Electronics. The conference had witnessed 300 + participation from the Industry, Government, OEMs, Institutions and relevant organizations. The programme content and speakers presentations were appreciated by all. The participants found the conference very interesting and the interactions highly thoughtful.

Mr. T S Srikanth had shared his presentation on the topic "Next Generation Controllers". He had highlighted the important aspects of engineering challenges for growing trends especially on handling various complexities like HW, SW, ECU's and wireless technologies. More over managing power sources across different systems has also been the art of challenge. This has also enabled moving from Body controllers to Vehicle Controllers which has seen a Paradigm Shift in Body Controllers – Growing Beyond Just Actuating & Motor controls.

Mr. Amit Jain was one of the four chairpersons for the event.



In the photo - Mr. Amit Jain , CTO, UNO MINDA (Second from left) with other panelists

[Back to top:](#)



ACHIEVEMENTS

 **Mr. N K MINDA conferred as EY Entrepreneur of the Year (Manufacturing Category)**



12th February'2019 – Mr. Nirmal K Minda, Chairman and Managing Director, Minda Industries was conferred the Manufacturing Category award at the EY Entrepreneur of the Year Awards 2018 by Shri Devendra Fadnavis, the Honorable Chief Minister of Maharashtra, who was the Chief Guest at the Awards Banquet.

Minda Industries Ltd. as the Most Promising Company of the Year at IBLA 2019



CNBC TV18 with the Asia Business Leader Awards has pioneered the business leadership awards to recognize leaders who create and sustain entrepreneurial initiatives, develop best practices and carve out powerful businesses in the global economy. In India, this tradition is carried out through Indian Business Leader Awards with the jury chaired by Mr. Uday Kotak, Managing Director & CEO, Kotak Mahindra Bank accompanied by some of the greatest minds to make a seamless decision.

Minda Industries Ltd. on account of its overall performance over the years has received the Most Promising Company of the Year Award for the year 2018-19.

MIL – Lighting Division felicitated with SBCB 1.0 Mentoring Zone Award



MIL – Lighting Div. received Certificate of Appreciation from TATA Motors in Annual Supplier Conference



[Back to top:](#)



CORPORATE SOCIAL RESPONSIBILITY

 **Samarth Jyoti Inaugurates Food Centre at Civil Hospital, Gurugram**



13th January'2019, Gurugram – Samarth Jyoti, the CSR wing of UNO MINDA has introduced a food centre at the Civil Hospital by the name of "Samarth Jyoti ki Rasoi" . The centre was inaugurated by Deputy Commissioner of Gurugram Mr. Vinay Pratap Singh(IAS) , Mr. N K Minda, CMD UNO MINDA and Ms. Suman Minda, President, Samarth Jyoti in presence of other dignitaries from UNO MINDA and local community people.

Samarth-Jyoti is working for underprivileged section of the society by providing vocational training, education, IT Literacy & need based community programs in vicinity of the UNO MINDA plants.

Civil hospital is one of the largest government hospital serving common people in Gurugram. The new premises of this hospital has been started at sector 10, Gurugram since 2012 but there was no hygienic & nutritious food facility available in the nearby areas due to which the patients, attendants & their relatives were facing lots of challenges for quality food.

With this initiative, Samarth Jyoti aims to serve the common people by providing nutritious & hygienic meal to patients as well as their attendants at subsidised cost with the help of local district & hospital administration. The food centre will provide meals to 250 people per day on first come first serve basis.

Inauguration of Samarth Jyoti, Bangalore

● **September'2019 - Samarth Jyoti, the CSR initiative of UNO MINDA has initiated a new centre in Bangalore. Samarth Jyoti has currently 7 centres operational in India.**



• December'2018 - Samarth Jyoti won CSR Award from ET Now on World CSR Day for outstanding contribution to the cause of education.



[Back to top:](#)

About UNO MINDA

UNO MINDA Group, a technology leader in Auto Components Industry, is a leading supplier of proprietary automotive solutions to OEMs as Tier-1. It manufactures Automobile Components for Original Equipment Manufacturers (OEMs). It is today a 70 Billion INR (US\$ 1.02 Billion) group and is rapidly expanding with increased market share in its product lines. The Group is a global player in automotive sector with manufacturing facilities in India, Indonesia, Vietnam, Spain, Colombia, Mexico, Morocco & Germany and Design Offices in Taiwan, Japan & Spain. It has 52 manufacturing plants in India and has JVs/Technical Assistance Agreement (TAA) with world renowned manufactures in Japan, Italy & Taiwan. Our continuous effort is to deliver high technology and quality products to our valued customers in worldwide area. For more information please visit www.unominda.com

A UNO MINDA Corporate Communication Initiative

Contact Us

We appreciate your feedback. For further information or your feedback, please contact us at corpcomm@mindagroup.com

Privacy Policy

Note: This is not Spam. This e-mail has been sent to you since you are in our opt-in list. We respect your privacy. If this message has reached you by mistake, please accept our apologies. In case you do not want to receive such messages in future, [simply click the Unsubscribe link here.](#)