

#### SAFE HARBOR



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### **INDUSTRY HIGHLIGHTS**





#### **Introduction of Bharat NCAP**

Introduction of Bharat NCAP, with a focus on improving vehicle safety and assisting car buyers in making informed decisions, has commenced from October 1, 2023

## Significant capacity expansion plan announced by Auto OEMs

Augurs well for auto component Industry

## Passenger Vehicles demand momentum strong

Demand momentum for SUVs continues to be strong, led by multiple new launches across OEMs

2W segment also witnessed positive shifts as the festive season approaches

## Realignment in the FAME subsidy on electric 2W w.e.f. 1st June 2023

Vahan registration for e2W down by 17% at 1.81 Lakhs in Q2FY24 compared to 2.18 lakhs in Q1 FY24.

### **KEY OPERATIONAL HIGHLIGHTS FOR THE QUARTER**





EV systems plant under FRIWO JV commissioned in Q1FY24. Supplies started, ramp-up expected in coming quarters.

Second EV systems plant under Buehler JV commissioned in August 2023. Expected to start supplies by Q4 FY24



Board approved to increase stake in MWTL from 50% to 76%.

To cement Uno Minda as market leader in alternate fuel systems market.

## Awarded National Intellectual Property Award 2023

Awarded n the Design registration category
The National IP Award is organized by Office of
Controller General of Patents, Designs & Trademark,
DPIIT, Ministry of Commerce and Industry, India

## Highest ever quarterly production in 4W as well as 2W Alloy wheel

Commissioning of capacity expansions at 2W Alloy wheel,

Ramp of recently commissioned 30K 4W Alloy wheel line at Gujrat and

Robust OEM demands.

## New Greenfield Plant of 4W Alloy Wheel

Setting up of new greenfield plant with capacity of 120,000 wheels per month

The project to be executed over 5 years in three phases

# Completed acquisition of ~ 86 acres land in Khed City Pune, other location in discussion

In discussion for acquisition of three more similar land parcel in north, west and south





## KEY FINANCIAL HIGHLIGHTS FOR THE QUARTER



Group Revenues (Including JVs and Associates) (Unaudited)

Rs 4,586 Cr

for the quarter

Consolidated Revenues increased by 26% Y-o-Y to

Rs 3,621 Cr

for the quarter



EBITDA higher by 26% Y-o-Y to

Rs 402 Cr

for the quarter

**EBITDA margin** increased by 2 bps Y-o-Y

at 11.09%

for the quarter

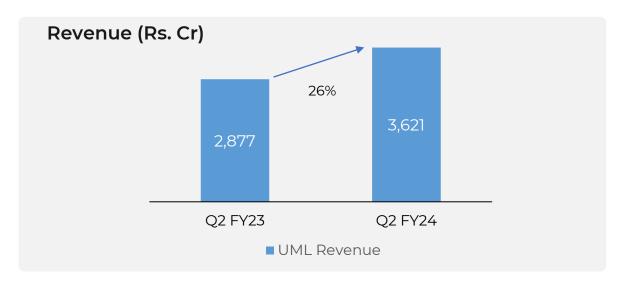
PAT (UML share) increased by 32% on Yo-Y basis to

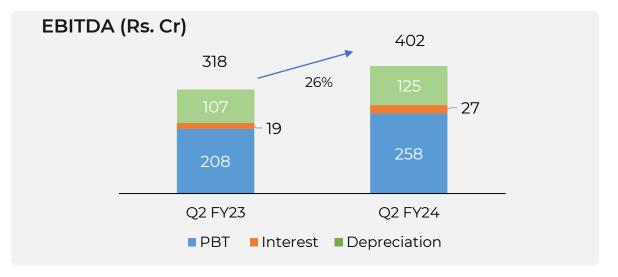
Rs 225 Cr

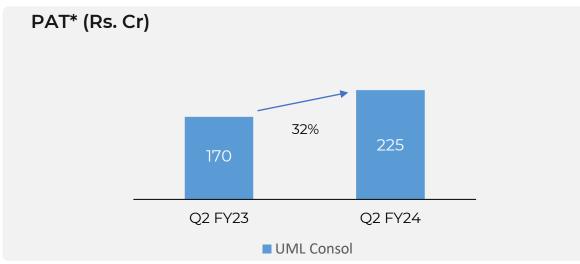
for the quarter

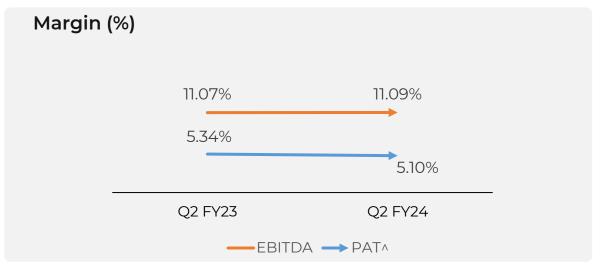
## **CONSOLIDATED FINANCIAL HIGHLIGHTS – Q2 FY24**





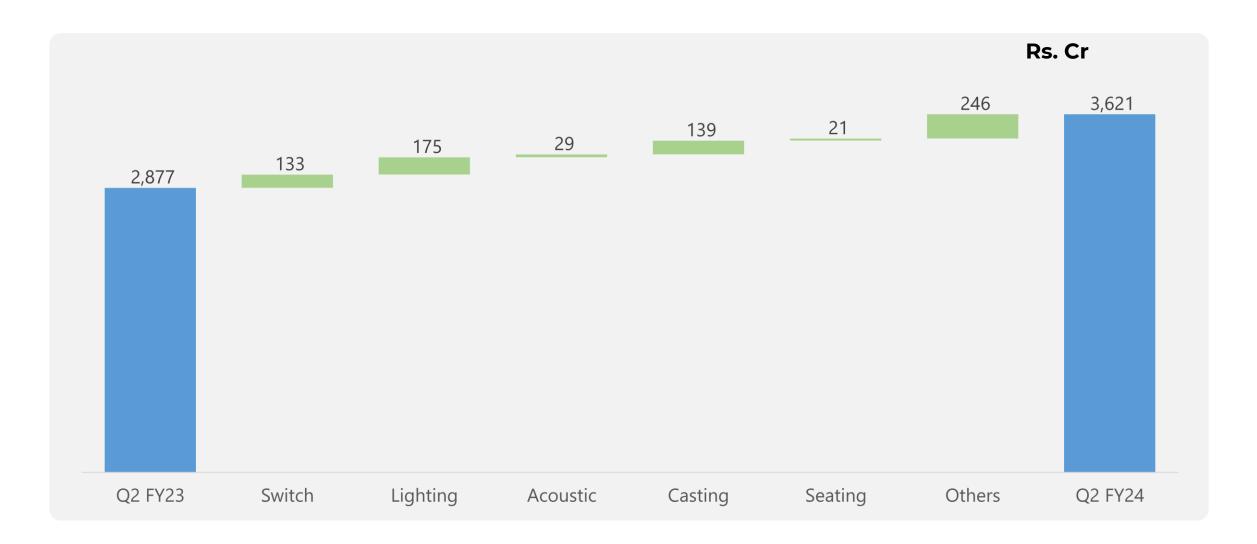






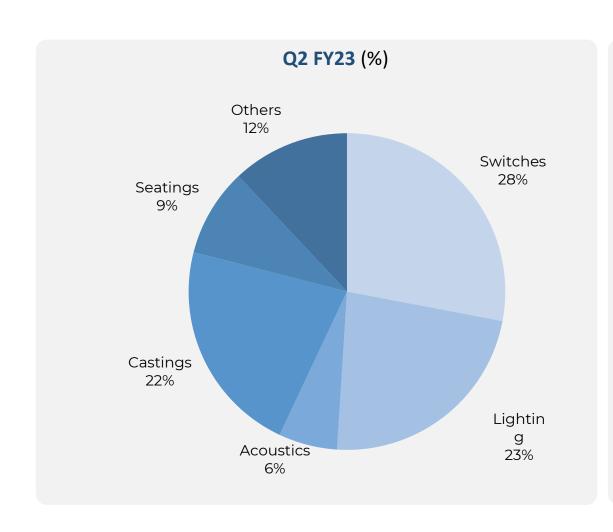
## **REVENUE BRIDGE – Q2 FY24**

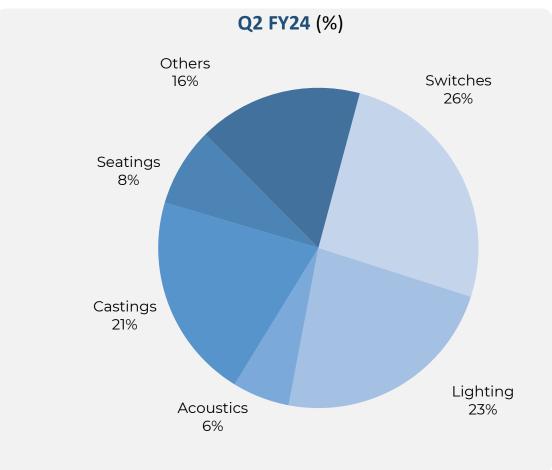




### **DIVISION-WISE REVENUE MIX**

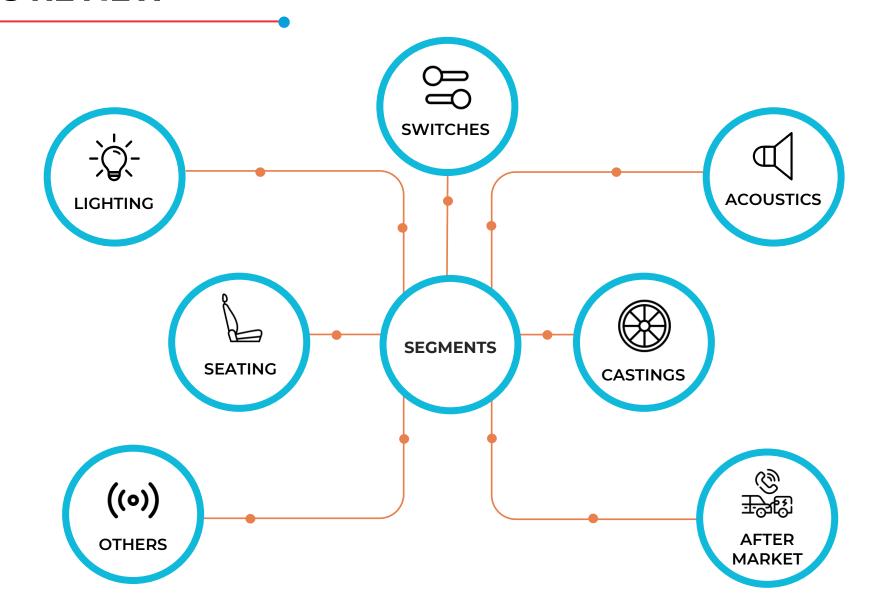






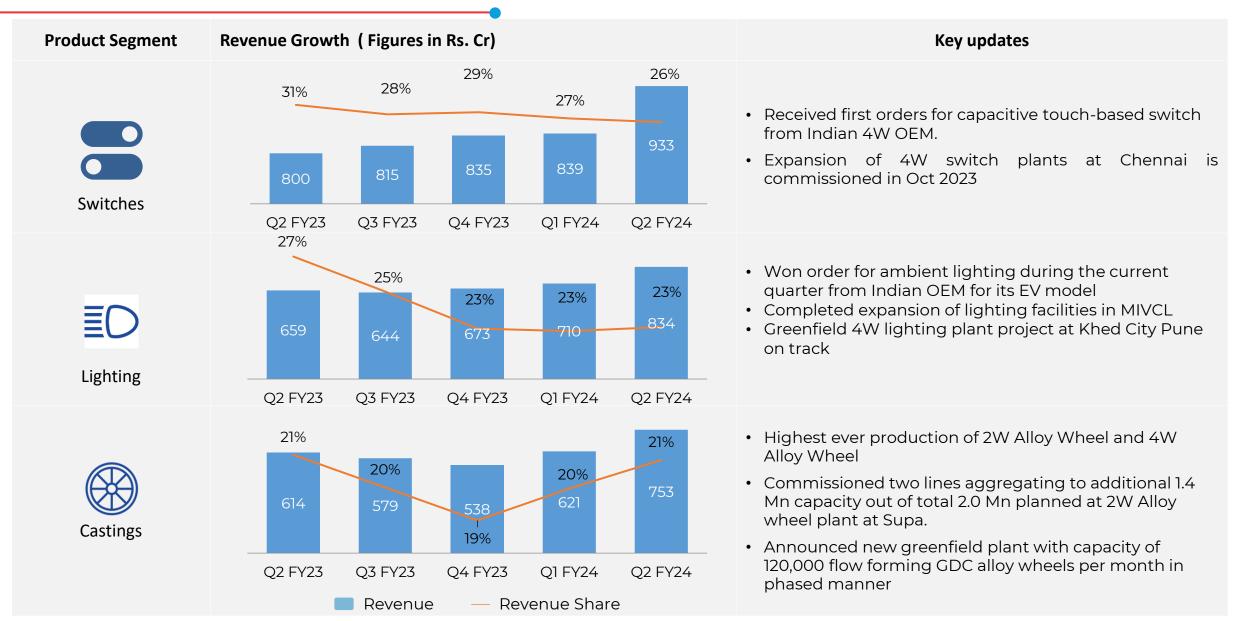
## **BUSINESS REVIEW**





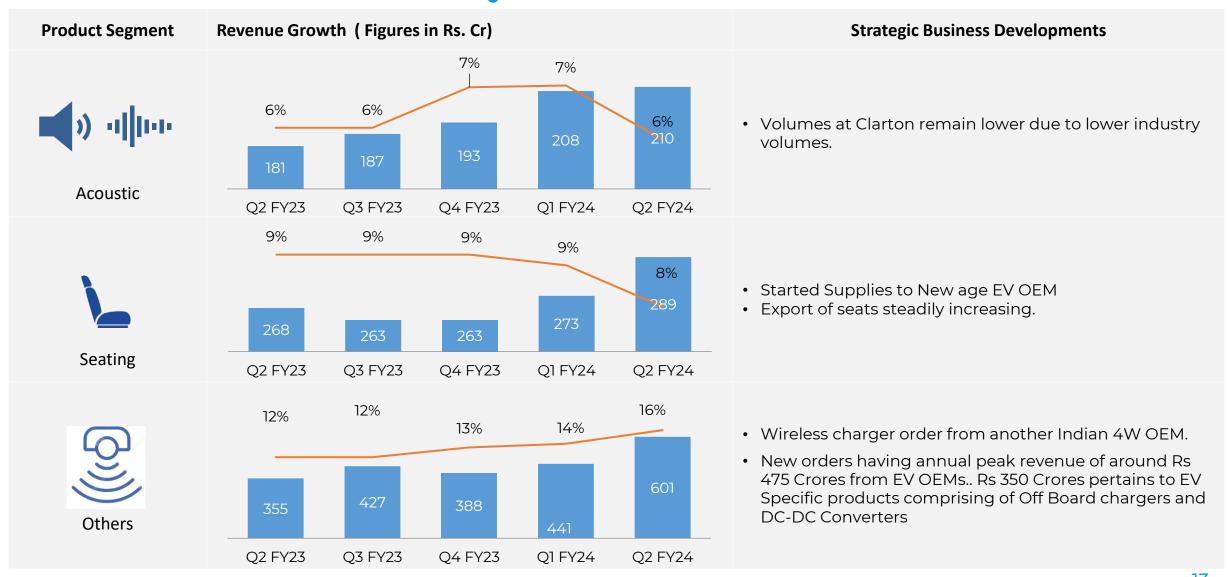
#### **BUSINESS REVIEW**





### **BUSINESS REVIEW**



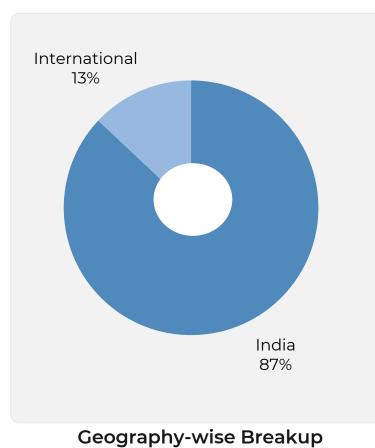


Revenue Share

Revenue

## **REVENUE BREAKUPS Q2 FY24**



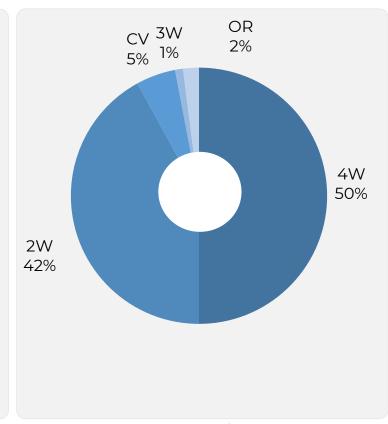


OEM 93%

**Channel-wise Breakup** 

Aftermarket

7%



**Segment -wise Breakup** 

### **AFTERMARKET- EXPANDING B2C BUSINESS**



15

#### **Key Highlights**

- Revenue of Rs. 259 Cr during the quarter
- 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

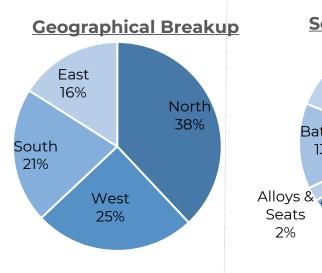
Switches, Horns, Lightings, Batteries, Filter, Indicator, Bulbs, RVMs, Braking, Shocks & struts and Accessories

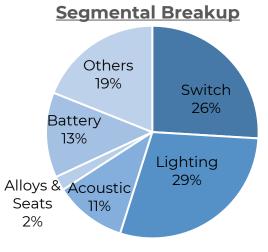
#### 150,000+

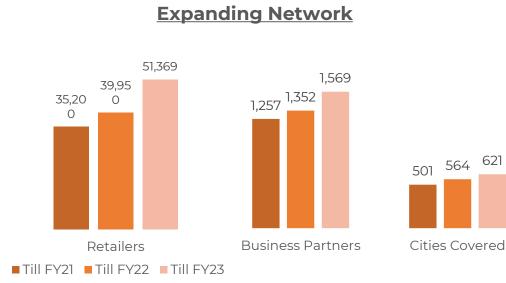
Workshops

#### **6 Export Regions**

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



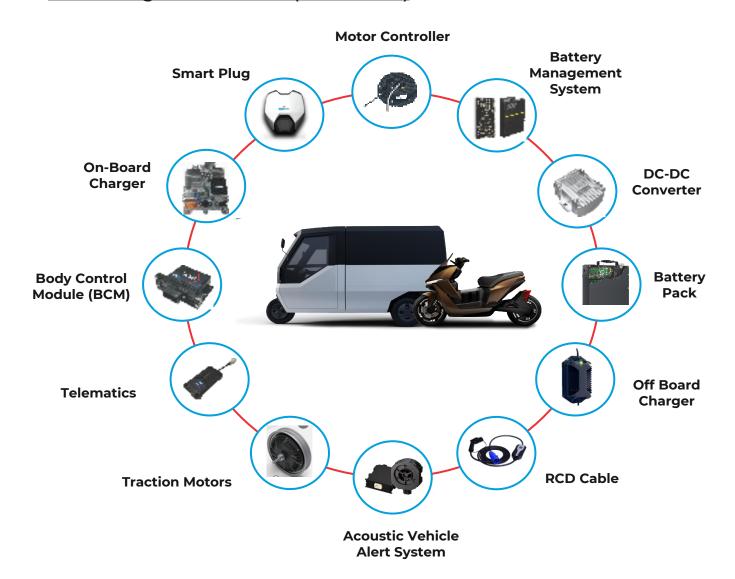




## **UNO MINDA's EV PRODUCT PORTFOLIO (2W & 3W)**



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



## <u>Products under Production and supply</u>

Battery Management System (BMS)
On Board Charger
Off Board Charger
RCD Cable
Body Control Module
Smart Plug
Telematics

#### Orders received, SOP in H2FY24

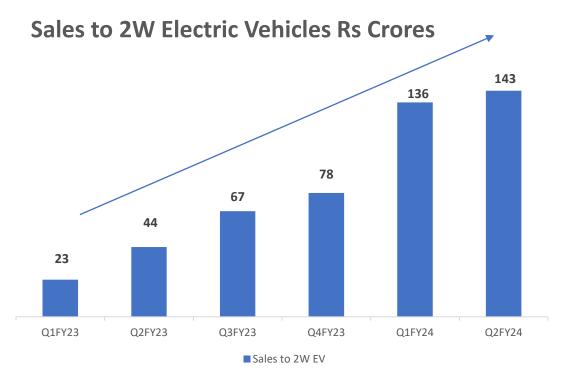
Motor Controllers
DC-DC Converter
Traction Motors
Acoustic Vehicle Alert System (AVAS)

#### **Under Consideration for development**

**Battery Packs** 

### **EV Sales, Order and Potential Kit Value**

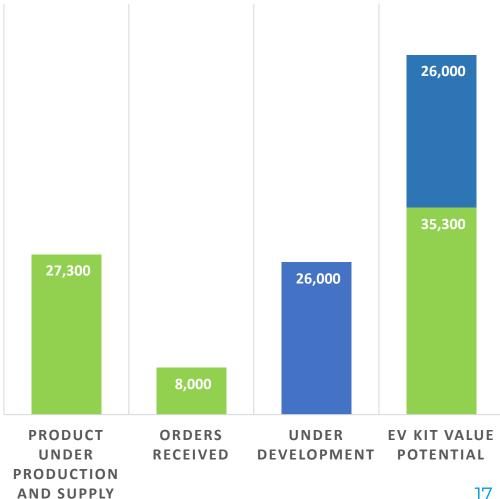




#### Peak Annual Order Value from EV OEM in Rs Crores

Particulars	2W/3W	PV/CV	Total
EV Specific Components	1,440	263	1,703
Engine Agnostic Components	793	547	1,340
Total	2,234	810	3,043





## **Strategic Business Update**



#### MSBPL Demerger and HFRL Merger with Uno Minda Ltd:

- NCLT has approved the Scheme vide its order dated 13<sup>th</sup> July, 2023.
- The order has been passed on 14<sup>th</sup> Aug 2023 & accordingly the scheme is effective from said date.

#### Minda iConnect Pvt Ltd:

- Filed revised scheme with NCLT to give the benefit of bonus issuance
- Shareholder, Creditors and Stock exchanges have also approved the revised Scheme.
- NCLT has reserved the final order at its hearing held on 20<sup>th</sup> Oct 2023. Expected order approving the scheme to be pronounced by 15<sup>th</sup> Nov 2023.

#### Minda Kosei Aluminum Pvt Ltd, KMA and KMM Merger with Uno Minda Ltd:

- o Board approved the amalgamation scheme of all the 3 entities MKA, KMA & KMM with Uno Minda.
- NOC from Stock exchanges received on 18<sup>th</sup> Oct 2023.
- Will file 2<sup>nd</sup> notice application by 31<sup>st</sup> Oct 2023..

#### Merger of MTG with TG Minda :

- NCLT Jaipur bench has approved the merger however NCLT Delhi bench which is having jurisdiction over MTG has disallowed the order on the ground of Income tax observation.
- The Company filed appeal against the order of NCLT with NCLAT where the NCLAT passed the order in our favour
- o The Company again filed the Scheme with NCLT. NCLT Delhi had hearing on 13<sup>th</sup> Oct 2023, reserved the final order of Merger. Expected pronouncement of merger order by 15<sup>th</sup> Nov 2023.





Particulars	Description
Project	Greenfield Plant for manufacture of 4W Alloy wheel using Gravity Die casting method
Capacity	120,000 Flow forming GDC wheels per month in three phases
Rational:	<ul> <li>Immense potential for 4W Alloy wheel business as penetration of alloy wheel is gradually increasing.</li> <li>Existing capacity full to serve the growing demand</li> <li>Awarded LOI from customer for supply from this plant</li> </ul>
Project Cost	Rs 542 Crores to be incurred over next 5 years
Commissioning Timelines	60k in Q2 FY26 Remaining by Q1 FY29





Sr	Product Line	Entity	Total Cost (In Crs)	Location	Capacity	Expected SOP	d Update
1	4W Alloy Wheels	Uno Minda Ltd	542	Yet to be finalised	120k Wheel p.m.		Project announced To be spend over 5 years
2	4W Alloy Wheels	Minda Kosei Aluminum (MKA)	190	Bawal	60k Wheels p.m.	Q2 FY25	Project announced
3	2W Alloy Wheels	Uno Minda Ltd	190	Pune	2 MN Wheels p.a.	Q2 FY24 Phase 1	Partially commenced, Full commissioning in Q3 FY24
4	4W Lighting	Minda Industries Vietnam (MIVCL)	37	Hanoi, Vietnam	New Lighting Facility	Q2 FY24	Commenced operations
5	4W Lighting	Uno Minda Limited	400 (Phase I – 230 Cr)	Pune	New Lighting Facility	Q2 FY25	Land Acquisition completed. Construction to start To be spend over 5 years
6	4W Switches	Mindarika Pvt Ltd	73	Chennai	Brownfield expansion	Q2 FY24	Commenced operations
7	4W Switches	Mindarika Pvt Ltd	110	Gurugram	New Switch Facility	Q3 FY24	Land Acquisition completed. Construction on track
8	EV Specific	Buehler Motor JV	110	Bawal	Traction Motor Production Facility	Q4 FY24	Phase 1 Commenced To be spend over 5 years
9	EV Specific	UnoMinda EV Systems Pvt Ltd	390	Gurugram	New facility for EV specific products	Q2 FY24 Phase I	Phase 1 Commenced To be spend over 6 years



### **CONSOLIDATED PROFIT & LOSS STATEMENT**



Particulars (Rs. Cr)	Q2 FY24	Q1 FY24	QoQ%	Q2 FY23	YoY%	H1 FY24	H1 FY23	YoY%
Revenue from Operations (Net of Excise)	3,621	3,093	17%	2,877	26%	6,714	5,432	24%
Raw Material	2,377	1,987		1,866		4,363	3,522	
Employee Cost	449	424		365		873	706	
Other Expenses	394	352		328		746	620	
EBITDA	402	330	22%	318	26%	732	584	25%
EBITDA Margin	11.1%	10.7%	42 bps	11.1%	2 bps	10.9%	10.8%	14 bps
Other Income	9	8		16		17	26	
Depreciation	125	119		107		244	207	
EBIT	285	219	30%	227	25%	504	403	25%
EBIT Margin	7.9%	7.1%	80 bps	7.9%	-3 bps	7.5%	7.4%	8 bps
Finance Cost	27	25		19		52	36	
Profit before Share of Profit/Loss of JVs and Tax	258	194	33%	208	24%	452	367	23%
PBT Margin	7.1%	6.3%	86 bps	7.2%	-11 bps	6.7%	6.8%	-4 bps
Tax	73	44		55		117	86	
Profit before Share of Profit/Loss of JVs	185	150	33%	154	24%	334	282	23%
PAT Margin %	5%	5%	25 bps	5%	-24 bps	5.0%	5.2%	-21 bps
Share of Profit/Loss of JVs	53	30		29		84	51	
Net profit/(loss) after share of profit/(loss) of associates / JVs (A)	238	180	32%	182	30%	418	332	26%
PAT attributable to:								
- Owners of MIL	225	173	30%	170	32%	398	309	29%
- Non Controlling Interests	13	7		12		20	23	
Other Comprehensive Income	-25	-22		18		-48	23	
Total Comprehensive Income for UML	200	150	33%	188	6%	350	332	5%
TCI Margin %	5.5%	4.9%	66 bps	6.5%	-100 bps	5.2%	6.1%	-90 bps
Total Comprehensive Income for Non Controlling Interests	12	7		12		20	23	





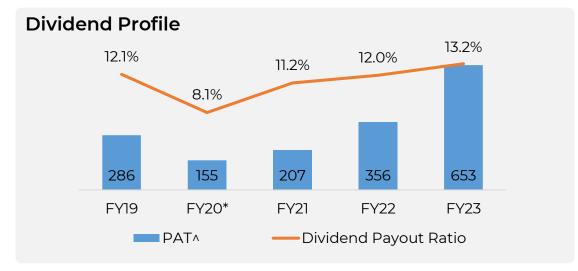
Particulars	Unit	FY23	FY22	FY21	FY20	FY19
Revenue	INR Cr	11,236	8,313	6,374	6,222	5,908
EBITDA	INR Cr	1,242	885	725	672	725
EBITDA Margin	%	11.1	10.6	11.4	10.8	12.3
PAT (UML Share)	INR Cr	654	356	207	155	286
Net UML profit margin	%	5.8	4.3	3.2	2.5	4.8
Net Worth	INR Cr	4,434	3,765	2,563	2,144	1,971
EPS	INR	11.4	6.3	3.7	2.8	5.5
Dividend Payout ratio	%	13.1	12	11.2	8.1	12.1
ROCE	%	19.2	15.8	13.1	13.1	21.8
Net Debt to Equity	Х	0.24	0.15	0.31	0.40	0.49
Current Ratio	Х	1.2	1.3	1.0	0.9	1.2
Debt Service Coverage Ratio	Х	3.97	2.22	2.35	3.01	10.30
Fixed Assets Turnover Ratio	Х	4.07	3.3	2.6	3.0	4.0

### FINANCIAL INDICATORS

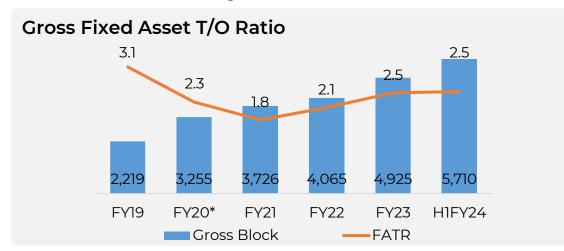


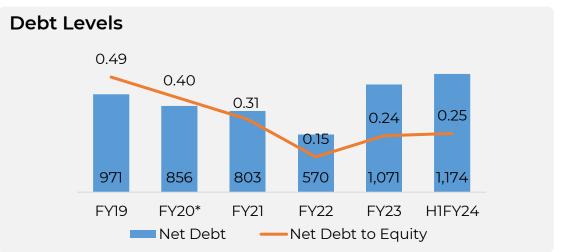
Building Shareholder Value year on year...





Growth without stressing the Balance Sheet...









#### **ABOUT UNO MINDA**



#### **UNO MINDA**

A Leading Auto Component Player, Since 1958

₹ 130B (		TOP 2	<b>73</b> Plants Globally	
19	29,3	00	26	6
JV / TLA Partners	Employees	5	Product Lines	Acquisitions

#### **VISION**

To be a **Sustainable Global** organization that **enhances** value for all its **Stakeholders**, attains **Technology Leadership** and cares for its people like a **Family**.

#### **VALUES**

Ė	Customer is Supreme		Live Quality				
A	Respect for Individual		Respect for Work-place Ethics				
	Encourage Creativity and Innovation to drive people process						



**Encourage Creativity and Innovation to drive people, process** & products



Uno Minda Limited is one of the leading manufacturers of auto components and systems with leadership across key product segments.



The company has a well diversified product portfolio with marquee clientele, both globally and domestically



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)



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



Track record of robust financial performance and delivering strong shareholder returns, supported by reputed promoters with rich experience and backed by professional management team

### **DOMAINS & PRODUCT GROUPS**

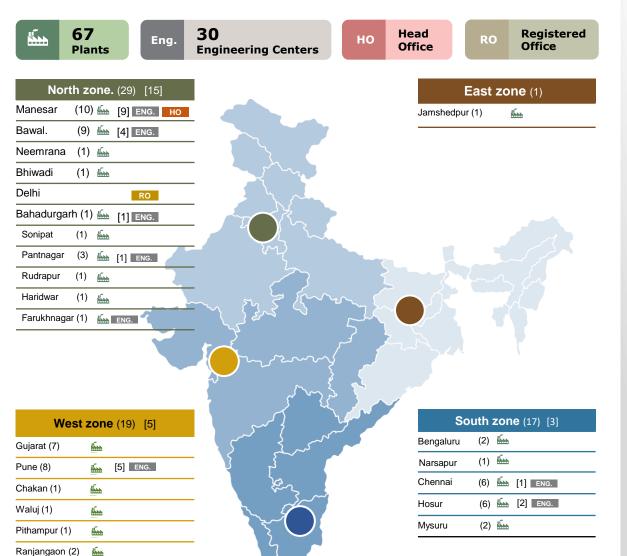




### **GLOBAL PRESENCE**



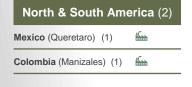
### **Strategic Manufacturing Location**

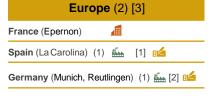


### **Growing International Presence**











### **TOP MANAGEMENT TEAM**





Mr. Nirmal K Minda Chairman & Managing Director



Mr. Ravi Mehra
Deputy Managing Director
& Head Group Corporate



Mr. Rajeev Gandotra
CEO – Light & Acoustic
Systems Domain



Mr. Kundan K Jha CEO, Light Metal & Powertrain Systems Domain



Mr. Sunil Bohra
Group Chief Finance
Officer & CEO- Safety &
Comfort Systems Domain



Mr. Naveesh Garg
CEO- Electronics and Control
Systems Domain



Mr. Amit Jain Group Chief Technical Officer



Mr. Rakesh Kher
CEO – Aftermarket
Domain



Mr. Ashok Taneja Advisor

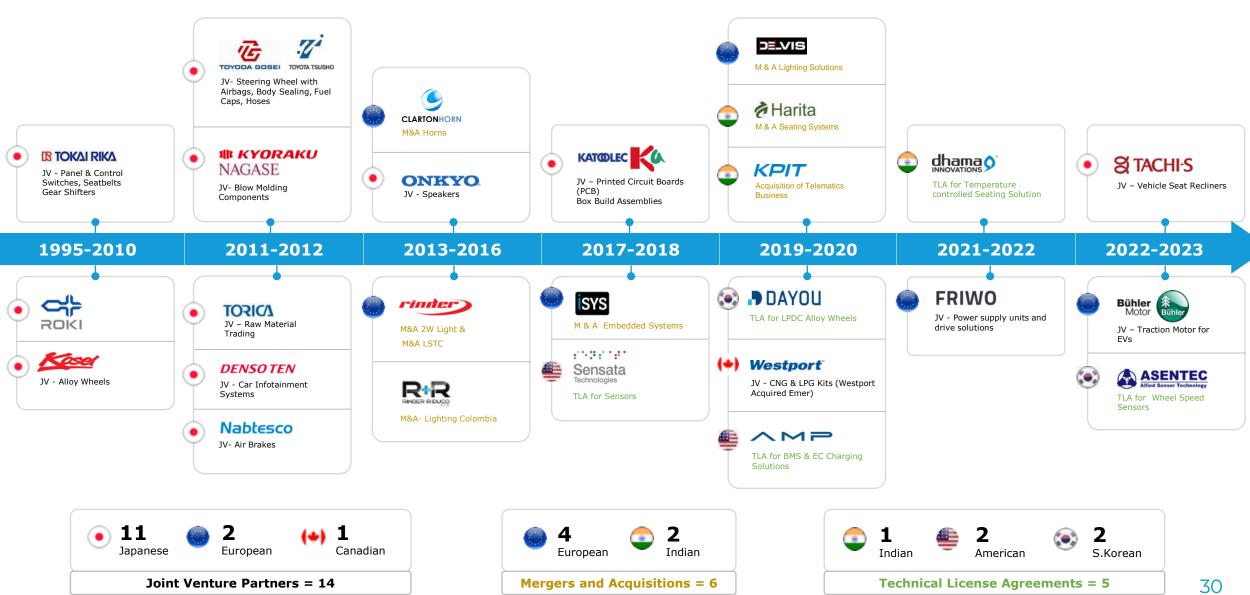


Mr. Navin Paul Advisor

### **NURTURING PARTNERSHIPS AND AFFILIATIONS**



Legacy of successful partnerships; 25 collaborations till date.



#### **GLOBAL R&D FOOTPRINTS**





Uno Minda's first flagship center for research engineering and advance technologies.

MISSION: Attain Technology Leadership with Ingenious CREATors to Innovate for the **future of mobility** focusing on Value Creation, Quality, and Process.

400+ Engineers

Locations

**75**+ R&D Projects

#### **Focus**



#### **PERSONALIZED**

Wireless Chargers | CAN-enabled switch | Heat-cool seat | Lighting



#### **AUTONOMOUS**

Cameras | Ultrasonic Sensors | Radars Driver **Monitoring System** 







#### **ELECTRIFIED**

Chargers | Smart Charging Plugs Converters | Inverters

#### **Competencies**

- Hardware
- Software
- Mechanical
- Materials
- **Optics**
- **Virtual Simulations**
- **Functional Validation**
- **Functional Safety**
- Software define vehicles
- Test and validation

#### **Two-tier Engineering Organization**

#### **Product-focused business Engineering teams** 2W Switch, Mindarika, 4W Lighting, Minda Westport,

Manesar

Minda Kosei, Minda Kyoraku, Toyoda Gosei Minda, Minda Onkyo

Bawal

2W Lighting

Bahadurgarh

Sensor, Controller, 2W Switch, 4W Lighting, ADAS,

Acoustic, Minda Nabtesco, Buehler

Pune

Mindarika, 2W Lighting

Uno Minda EV Systems

Farukhnagar

Seating, Minda Kyoraku

Hosur

Minda Storage Batteries 2W Alloy Wheels

Pantnagar Supa

Densoten

Gurgaon

Mindarika

Chennai

#### Central R&D centres with a focus on advanced & future technology

- Pune, India Gurugram, India
- Regensburg, , Germany Uno Minda Systems GmbH Munich, Germany - Uno Minda Systems GmbH
- Chennai, India Hosur, India
- Bilbao, Spain Light Systems & Technical Centre S.I.

#### State of art validation & test facilities





1022 Engineers

**30** R&D & Engg Centers Globally



**55** R&D **Technology Projects** 



104

**Patent Granted** 

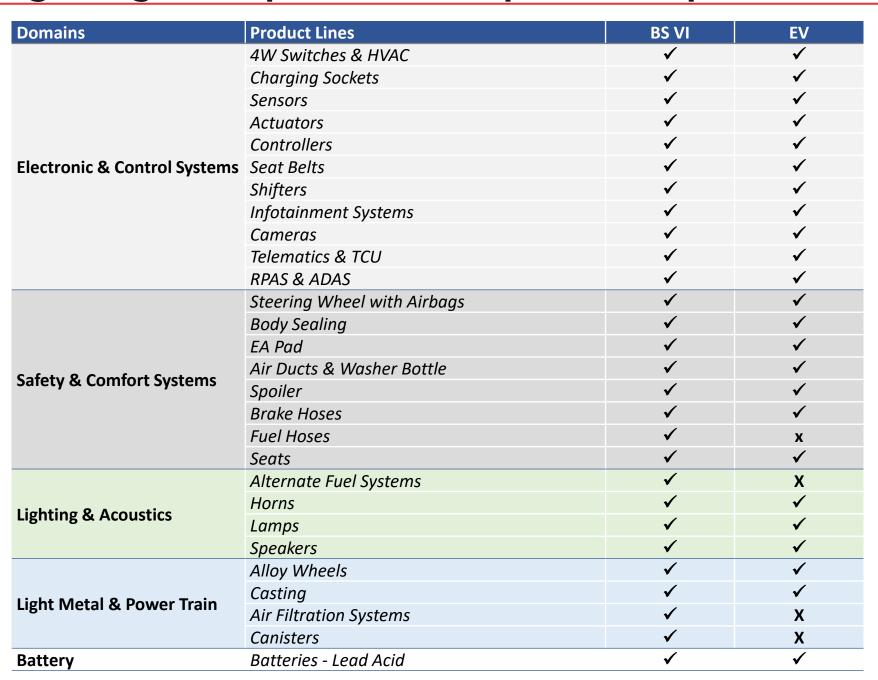
394

Patent Filed

381

**Design Registrations** 

## Engine agnostic portfolio with potential upside from EV transition

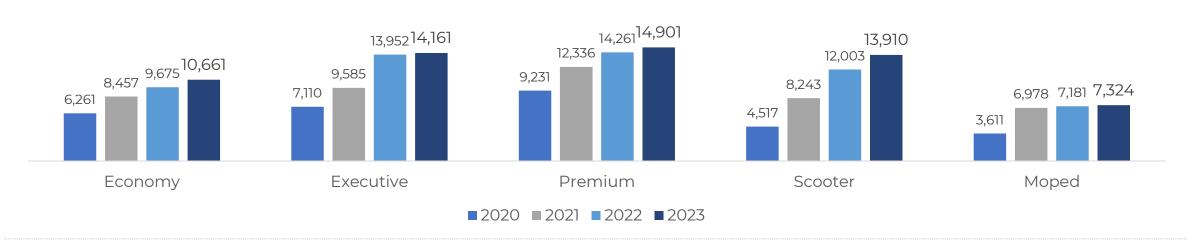




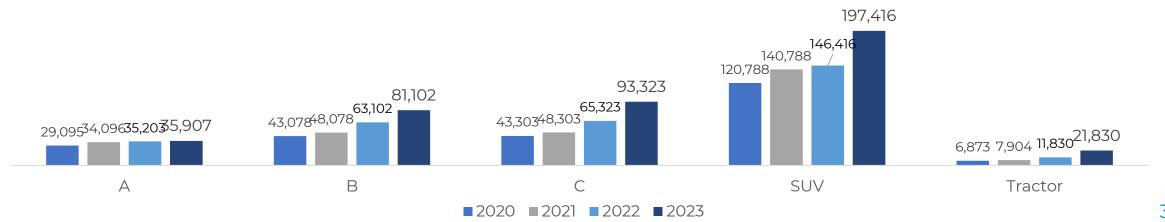
### **POTENTIAL KIT VALUE – UNO MINDA**



#### Kit Value - 2 Wheelers



#### Kit Value - 4 Wheelers



## **ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG)**





#### **Environmental**

More than 90% of plants ISO 14001 & ISO 45001 certified

(Environmental & OHS Management System)

**Energy and Emissions** 

Water Management

Waste Management



#### **Social**

**Vision to enable Employee and Community Well-Being with** following organizational goals:

**Community Well** Being (CSR)

**Employee Well Being** 



#### **Corporate** Governance

**Policies** governing our business

**Ethics and** compliances

**Economic** Value Creation



Our Journey



Seva Kendra, Bagla, Hisar Haryana, Skills Centre



MDMMS, Bagla Haryana Sr. Sec. School

0



Samarth - Jyoti Project

SLMCH, Bagla Haryana Charitable Hospital

**Thematic Areas** 





TSNMS, Kadi Gujarat Sr. Sec. School

#### **Suman Nirmal Minda Foundation** operates in Education, Vocational Training, Healthcare, and Community Development. Projects include Community Schools, Remedial classes, IT skill programs, and vocational training for children, girls, boys, and women in need. There are 17 CSR Centres in 7 states, along with two Sr. Secondary Schools and a Hospital providing quality education and healthcare support to communities.



Skill **Development** 



**Education** 



**Community** Wellbeing



**Preventive &** Health Care 74

#### **AWARDS & RECOGNITIONS**





"Top 50 Innovative Company Award—2022" by the Confederation of Indian Industry (CII)



"Certificate of Recognition for Excellence in Corporate Governance" in the category of "Listed - Medium Corporates"



Suman Nirmal Minda
Foundation (UNO MINDA
GROUP) won the "9th Annual
Greentech CSR India Awards
2022" for excellent
accomplishments in the
category of "Promotion of
Education "on 24th August 2022



GOLD AWARD for the Project "Samarth-Jyoti" in the category of "Women Empowerment" from CSR Times by Km. Pratima Bhoumik, Hon, Minister of State for Social Justice and Empowerment, Government of India



Uno Minda is now a certified GREAT PLACE TO WORK for the time period November 2021-Nov 22



WINNER of "The AMROP-Economic Times Best Boards Award" in the Small Cap Category

#### Certifications



















#### **GROUP STRENGTHS**





Long Standing Relationships with OEMs

6 Decades of Preferred Supplier status with Major OEMs across all segments



Located close to each customer

Located in all Automotive hubs in India, Growing Global Presence



Strategic & Technology Driven Alliances

With Global Technology Leaders supporting various Product Lines



Robust Systems and Governance mechanism

Strong System, Processes with experienced board to drive Governance and Ethical Practices



**Trustworthy and Capable Supplier Base** 

More than 1500 Suppliers spread across Geographies



Strong R&D Capabilities

33 R&D and Engineering Centers Globally



**Extensive Aftermarket Distribution Network** 

1500 Business Partners, 35000 Retailers & 72000 Service Points



**Human Resources** 

Great place to work certified. Focus on promoting In-house Talent & Succession Management





## THANK YOU.

**Corporate Office** 

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

Village Nawada Fatehpur, P.O. Sikanderpur Badda, Manesar, Gurgaon – 122004, India. For further information, please contact

**Company** 

Uno Minda Ltd.

Mr. Ankur Modi Head Corporate Finance and

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