

### SAFE HARBOR



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# **INDUSTRY HIGHLIGHTS FOR Q4 FY25**



# Auto Industry growth across all Segments

Growth in 2W segment by 6% with rising rural demand

PV & CV segment grows by 5% & 3% resp. with continued infrastructure led momentum and expansion of e-commerce sector

# **European Auto Industry continue** to face headwinds

The European auto industry continues to face headwinds with cheaper imports and high production cost in region

# e-2W Registration achieved 1 Mn milestone

e-2W registration crossed 1 Mn nos first time with sales at 1.14 Mn units for FY 25, YoY growth of 22%

# India UK FTA may provide new opportunity

Reduction of duties to near 0% by UK on goods imported from India including auto components present new market for Indian auto comp Industry



## **KEY OPERATIONAL HIGHLIGHTS FOR Q4 FY25**





# Additional capacity of AW2W plant at Supa for 2 mn p.a. commissioned

Commercial production of additional capacity of 2 Mn pa wheels at 2W alloy wheel plant at Supa commissioned

Total installed capacity now reach 8 Mn wheels pa

# Expansion of AW2W facility at Bawal

Board approved Capex for expansion of 2WAW capacity by additional 1.5 Mn pa at Bawal, Haryana Expected SOP Q2 FY27

### AW4W 30k facility commissioned

30K wheels per month facility of Alloy Wheel four wheeler at Bawal commissioned its commercial production

# Partnership with Inovance transitioned to Joint venture

TLA with Inovance transitioned to Joint venture with Uno Minda holding a 70% majority stake Inovance investment in JV is subject to regulatory approvals

# Greenfield project for EV Powertrain products for 4W

Board approved setting up of Greenfield plant for EV Powertrain products at Khed city, Pune with estimated capex of Rs 423 Crores.

Phase I expected to be commissioned by Q2 FY27

# Consolidation of 2W Lighting plant at north locations

Lighting plants at Sonipat and Bahadurgarh for 2W at different locations to be consolidated at Kharkhoda leading to operational efficiency and catering to future growth



# KEY FINANCIAL HIGHLIGHTS FOR THE QUARTER



Group Revenues (Including JVs and Associates) (Unaudited) higher by 17% Y-o-Y

Rs 5,531 Cr

for the quarter

EBITDA higher by 11% Y-o-Y to

Rs 527 Cr

for the quarter

PAT (UML share excluding exceptional income) increased by 1% on Y-o-Y basis

Rs 266 Cr

for the quarter

Consolidated Revenues increased by 19% Y-o-Y to

Rs 4,528 Cr

for the quarter

**EBITDA** margin at

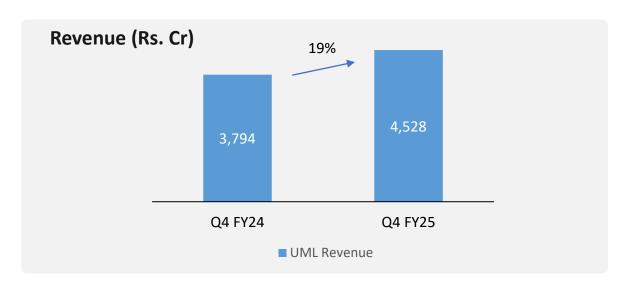
at 11.6%

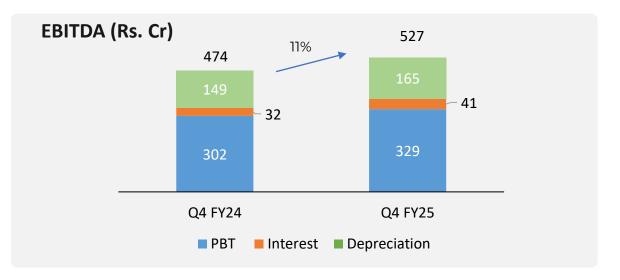
for the quarter

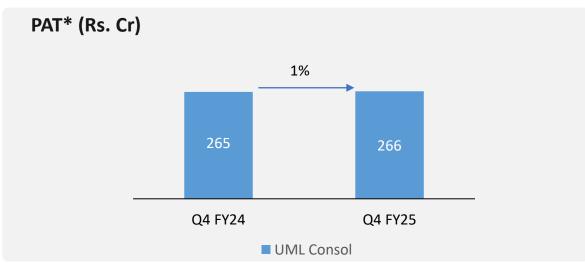


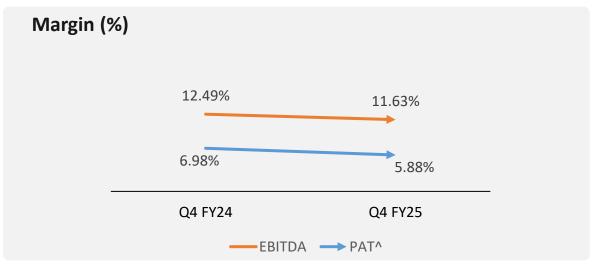
# **CONSOLIDATED FINANCIAL HIGHLIGHTS – Q4 FY25**









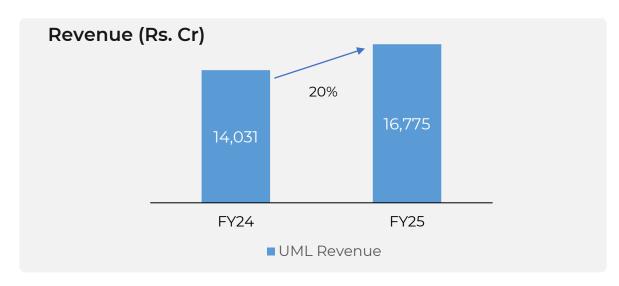


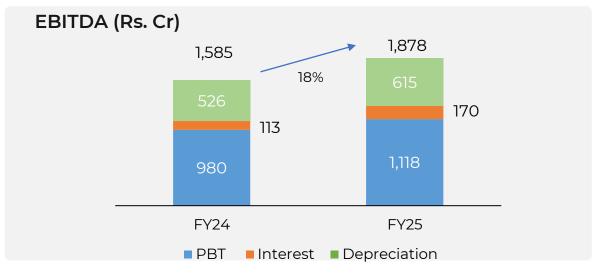
^PAT UML share excluding exceptional income

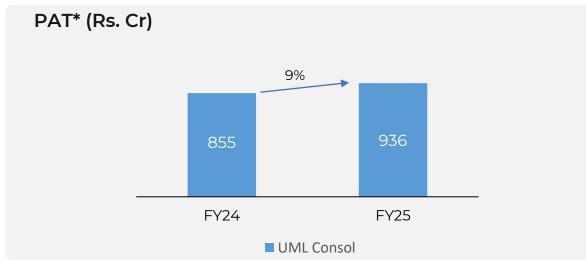
<sup>\*</sup>PAT UML Share excluding exceptional income

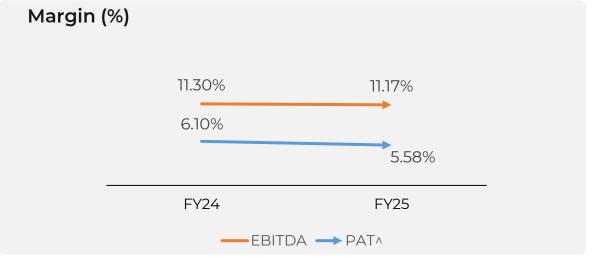
## **CONSOLIDATED FINANCIAL HIGHLIGHTS – FY25**









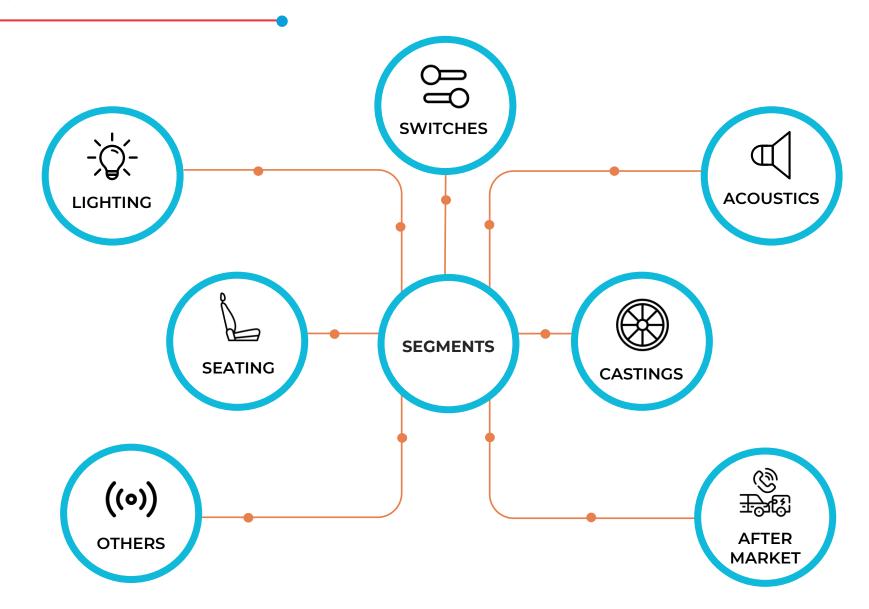


^PAT UML share excluding exceptional income

<sup>\*</sup>PAT UML Share excluding exceptional income

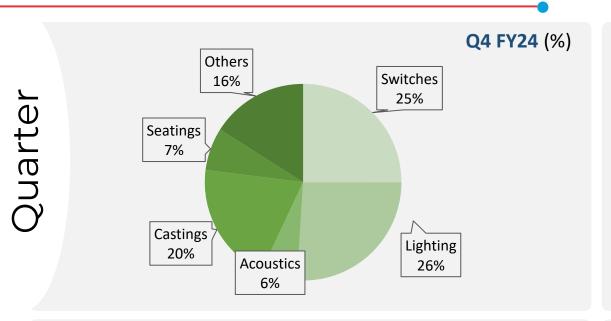
# **BUSINESS REVIEW**

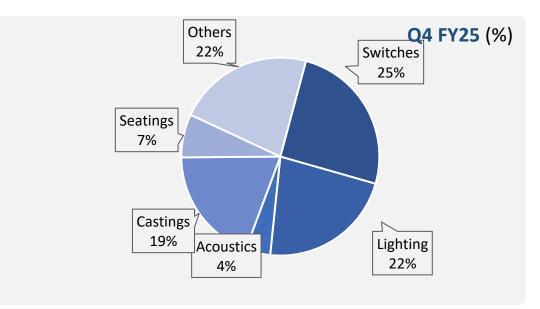


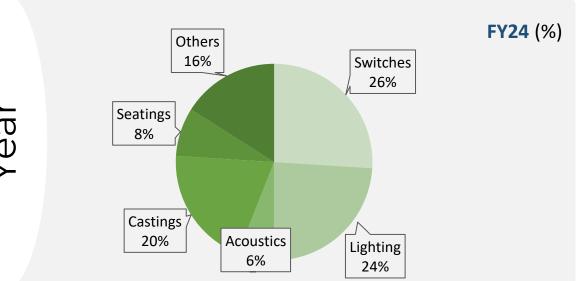


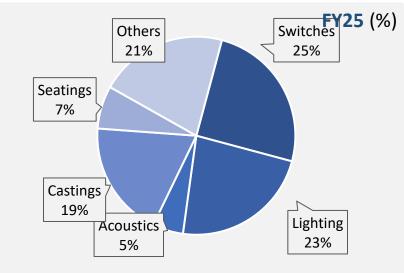
## **DIVISION-WISE REVENUE MIX**











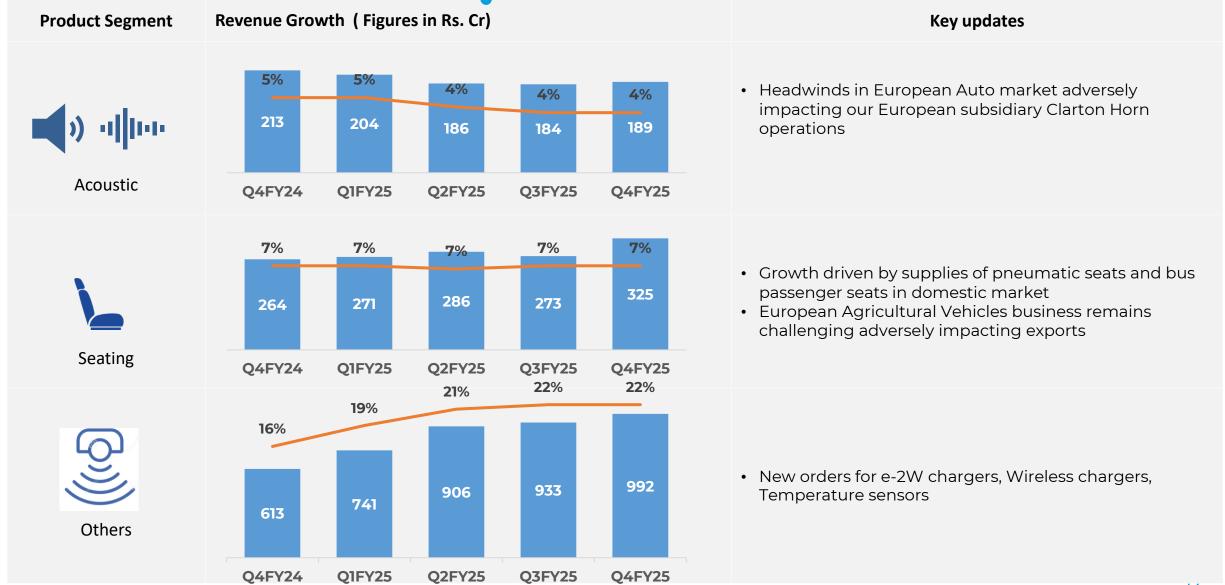
## **BUSINESS REVIEW**





### **BUSINESS REVIEW**



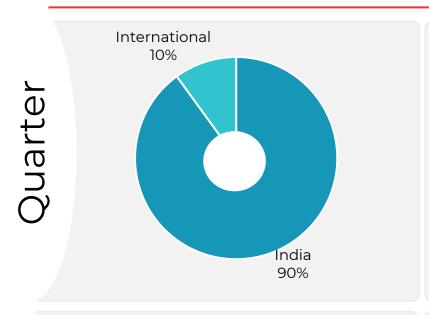


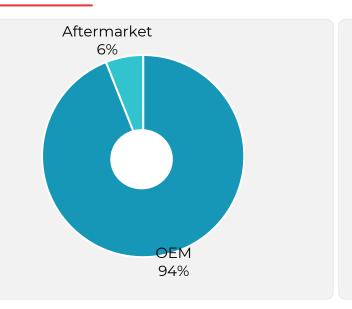
Revenue Share

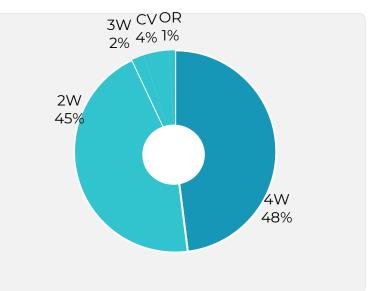
Revenue

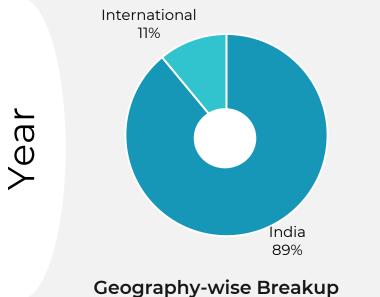
## **REVENUE BREAKUP**

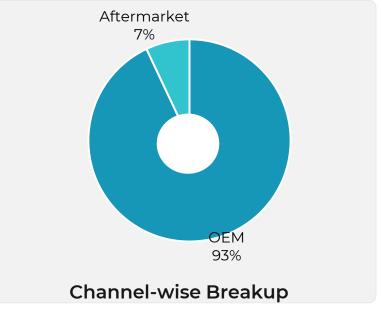


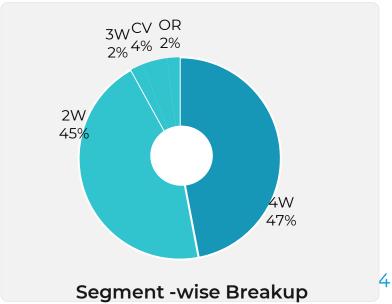












## **AFTERMARKET- EXPANDING B2C BUSINESS**



### **Key Highlights**

- Revenue of Rs. 279 Cr during the quarter
- Leadership position in major products categories
- Strong brand recall with loyal customer base

### 6,500+ SKUs

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

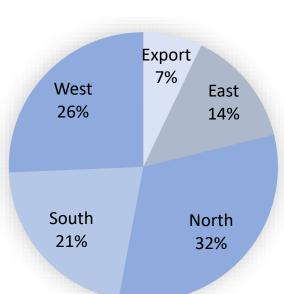
### 150,000+

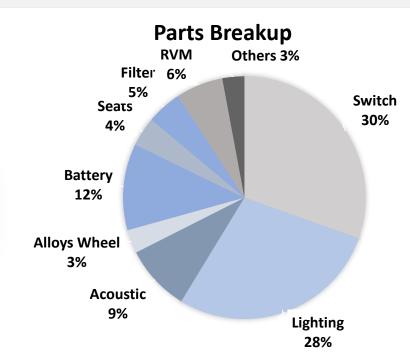
Workshops

### **6 Export Regions**

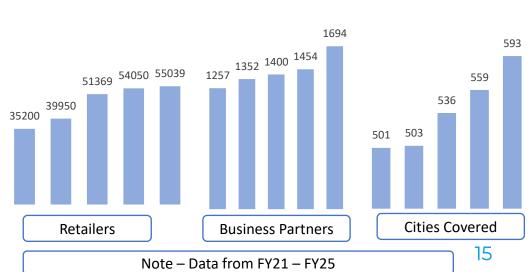
Exporting to SAARC, ASEAN, EU, LATAM, MENA & Africa

### **Geographical Breakup**





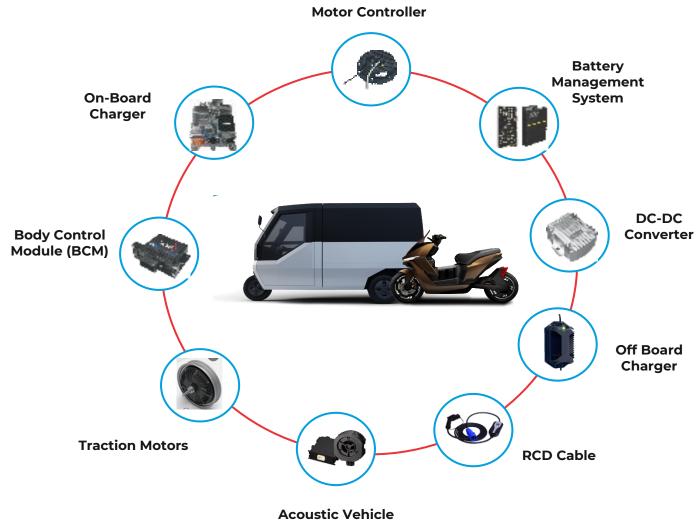
### **Expanding Network**



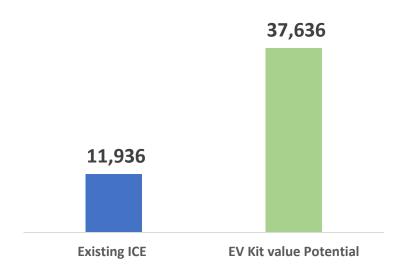
# **UNO MINDA's EV PRODUCT PORTFOLIO (2W & 3W)**



Low Voltage EV Products (48V to 96V)

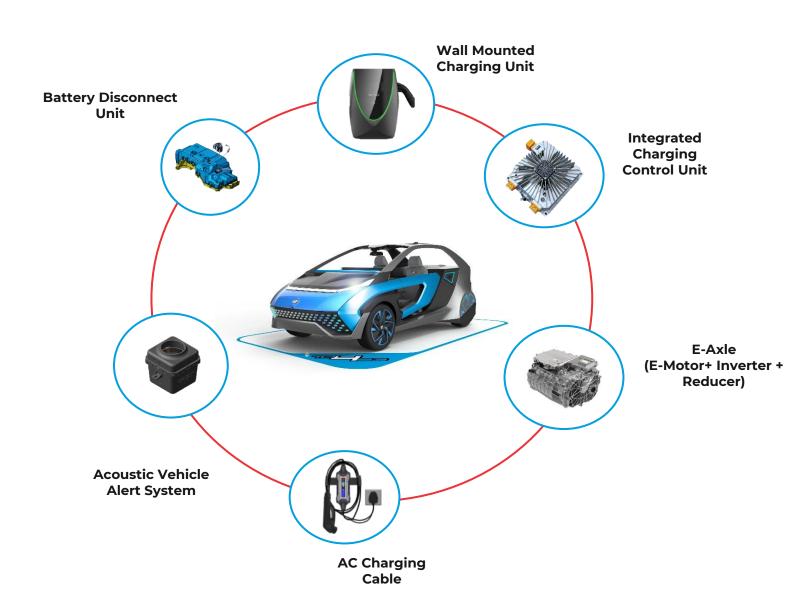


#### Potential Kit Value (EV 2W) (in INR)



# **EV Strategy for Four Wheeler**





<b>Under Production/Orders Won</b>				
1	Battery Disconnect Unit			
2	AC Charging Cable			
3	Integrated Charging Control Unit (OBC + DC DC + PDU) ( Low Voltage)			
4	EVSE-Wall Mount Charging Unit			
5	Electric Drive Unit (EDU)/e-Axle (E-Motor+ Inverter+ Reducer			

### **Under Self Development/TLA Done**

- 6 Acoustic Vehicle Alert System
- 7 Integrated Charging Control Unit (OBC + DC DC + PDU) (High Voltage)

# **Project Expansion Update**



Sr	Product Line	Entity	Total Cost (In Rs Crs)	Location	Capacity	Expected SOP	Update
1	4W Alloy Wheels	Uno Minda Ltd	542	Kharkhoda	120k Wheel p.m.	Q2 FY26 Phase 1	Project under implementation To be spend over 5 years
2	4W Alloy Wheels	Minda Kosei Aluminum (Now UML)	190	Bawal	60k Wheels p.m.		Land Acquired. 30K started in Q4 FY25
3	2W Alloy Wheels	Uno Minda Ltd	300	Supa	2 Mn wheel pa	Q1 FY26	Commissioned
4	4W Lighting	Uno Minda Ltd	400 (Phase I – 230 Cr)	Pune	New Lighting Facility	•	Phase 1 Commenced. To be spend over 5 yrs
5	4W Lighting	PTMA	210	Indonesia	Expansion cum Shifting		Project under implementation
6	4W Switches	Uno Mindarika	120	Farrukhnagar	Shifting Cum Expansion	Q3 FY27	Project under implementation
7	Sunroof	Uno Minda Ltd	63	Bawal	New Facility	Q4 FY27	Project under implementation

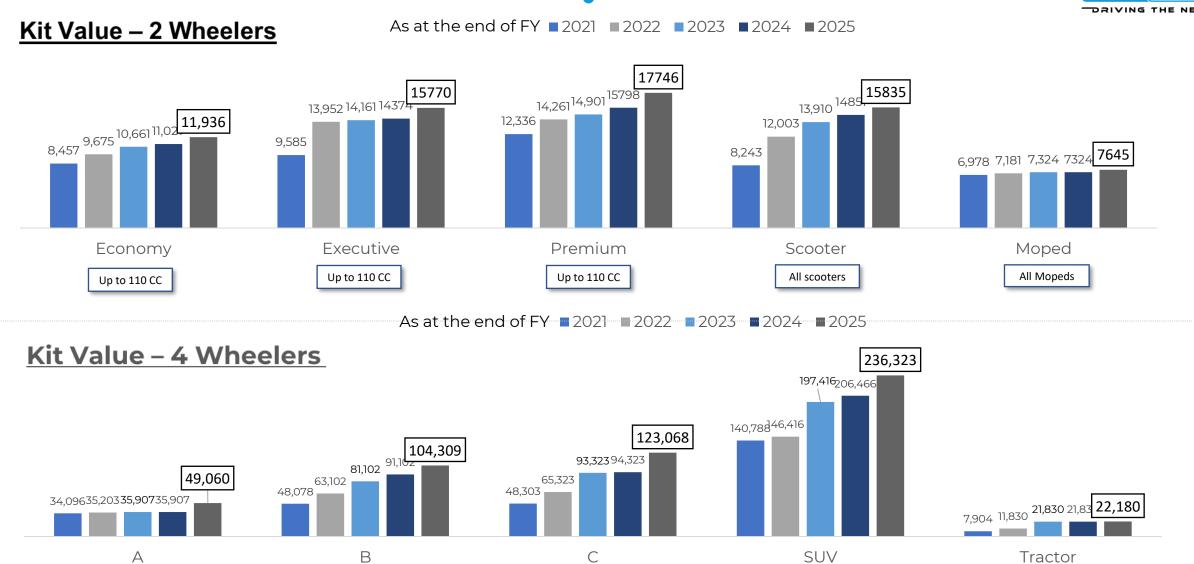


# **Project Expansion Update**

Sr	Product Line	Entity	Total Cost (In Crs)	Location	Capacity	Expected SOP	Update
8	Airbags	TG Minda (JV)	283	Harohalli	Greenfield	Q1 FY27	Project under Implementation
9	Casting	Uno Minda Ltd	72	Hosur	Expansion	Q4 FY 26	Project under Implementation
10	2W Alloy Wheels	Uno Minda Ltd	200	Bawal	Expansion	Q2 FY 27	Project Announced
11	EV Powertrain Products	Uno Minda Auto Innovations Pvt Ltd	423	Khed	New Facility	Q2 FY 27 Phase 1	Project Announced
12	2W Lighting	Uno Minda Ltd	233	Kharkhoda	Shifting cum Expansion	Q3 FY27	Project Announced
	Total		3,036				

# POTENTIAL KIT VALUE (ICE)\* – UNO MINDA





Sedan/Compact

SUV

Executive &

SUV/MUV

Small

Hatchbacks/Sedan

Mini Hatchback

Tractors

<sup>\*</sup>Potential is calculated on basis that all products manufactured by Uno Minda which can be supplied in the vehicle.

# **Corporate Social Responsibility Initiatives**





Blanket Donation Driver



HP-CLAP (Continued Learning Access Program) in collaboration with Uno Minda

Inaugurated its 18th Samarth Jyoti Center in Kaggalahalli, Harohalli, Karnataka

Supported Self Help Group 21 Making bags from seating waste

12th Valedictory Function at the Samarth-Jyoti Center in Vadakkupattu, Chennai

SUMAN NIRMAL MINDA



# **CONSOLIDATED PROFIT & LOSS STATEMENT**



Particulars (Rs. Cr)	Q4 FY 25	Q3 FY 25	QoQ%	Q4 FY 24	YoY%	FY25	FY24	YoY%	
Revenue from Operations	4,528	4,184	8%	3,794	19%	16,775	14,031	20%	
Raw Material	2,914	2,740		2,410		10,868	9,064		
Employee Cost	586	534		452		2,165	1,779		
Other Expenses	501	453		459		1,868	1,603		
EBITDA	527	457	15%	474	11%	1,874	1,585	18%	
EBITDA Margin	11.63%	10.9%	71 bps	12.49%	-86 bps	11.17%	11.30%	-13 bps	
Other Income	8	8		9		29	34		
Depreciation	165	158		149		615	526		
EBIT	370	308	20%	334	11%	1,288	1,093	18%	
EBIT Margin	8.2%	7.4%	81 bps	8.8%	-64 bps	7.7%	7.8%	-11 bps	
Finance Cost	41	47		32		170	113		
PBT before Share of Profit of associates/ JVs	329	261	26%	302	9%	1,118	980	14%	
PBT Margin %	7.3%	6.2%	104 bps	8.0%	-70 bps	6.7%	7.0%	-32 bps	
Тах	94	47		85		286	267		
PAT before Share of Profit of associates/ JVs	235	214	10%	244	-4%	840	739	14%	
PAT Margin %	5.18%	5.1%	7 bps	6.42%	-124 bps	5.01%	5.27%	-26 bps	
Share of Profit of associates/ JVs	55	40		58		180	185		
PAT after share of Profit of associates/ JVs	289	254	14%	302	-4%	1,021	925	10%	
PAT attributable to:									
- Owners of UML	266	233	14%	284	-6%	943	875	8%	
- Non Controlling Interests	23	22		18		78	49		
Other Comprehensive Income	-46	-21		23		-88	-38		
Total Comprehensive Income for UML	219	212	4%	307	-28%	856	837	2%	
TCI Margin %	4.8%	5.1%	-22 bps	8.1%	-324 bps	5.1%	6.0%	-87 bps	
Total Comprehensive Income for Non Controlling Interests	24	22		18		77	50		
PAT (UML share excluding exceptional income)	266	233	14%	265	1%	936	855	9%	
EPS (Diluted)	4.62	4.04		4.95		16.37	15.24	23	

23

# **Financial Summary (Last 5 Years)**



Particulars	Unit	FY25	FY24	FY23	FY22	FY21
Consolidated Revenue	INR Cr	16,775	14,031	11,236	8,313	6,374
EBITDA	INR Cr	1,874	1,585	1,242	885	725
EBITDA Margin	%	11.2	11.3	11.1	10.6	11.4
PAT (UML Share)	INR Cr	943	875	654	356	207
Net UML profit margin	%	5.6	6.2	5.8	4.3	3.2
Net Worth	INR Cr	6,113	5,265	4,434	3,765	2,563
EPS	INR	16.4	15.3	11.4	6.3	3.7
Dividend Payout ratio	%	13.7	13.0	13.1	12.0	11.2
ROCE	%	18.9	19.8	19.2	15.8	13.1
ROE	%	17.7	19.3	17.2	12.5	10.0
Net Debt to Equity	Х	0.34	0.25	0.24	0.15	0.31
Current Ratio	Х	1.3	1.2	1.2	1.3	1.0
Debt Service Coverage Ratio	Х	3.83	4.30	3.97	2.22	2.35
Fixed Assets Turnover Ratio	Х	4.2	4.3	4.1	3.3	2.6



### **ABOUT UNO MINDA**



#### **UNO MINDA**

A Leading Auto Component & Systems Player, **Since 1958** 

₹ 205B (\$ 2.40 B)\*

\*Group Turnover (FY24-25)

BSE/NSE listed companies

74

Plants Globally

25+

32,000+ JV / TLA

**Employees** 

**TOP 200** 

**Product Lines** 

26

#### **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**



**Customer is Supreme** 



**Live Quality** 



**Respect for Individual** 



Respect for **Work-place Ethics** 



**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 marguee clientele, both globally and domestically



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 OEMs



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**





# Engine agnostic portfolio with potential upside from EV transition



Domains	<b>Product Lines</b>	ICE	Alternate Fuel	Hybrid	BEV
	4W Switches & HVAC		Systems	*	
<b>Electronic &amp; Control</b>	Seat Belts	-			
Systems	Shifters				
	Infotainment Systems				
	Sensors				
	Controllers				
ADAS, Controllers and Sensors	RPAS & ADAS		Moro th	an 95% of	
Sel19013	Cameras				
	Telematics & TCU		our p	roduct	
	Steering Wheel with Airbags		portfo	lios are	
	Body Sealing				
	EA Pad	· ·	powe	ertrain nostic	
	Air Ducts & Washer Bottle		agn		
Safety & Comfort Systems	Spoiler				
	Seats				
	Horns				
	Speakers				
	Brake Hoses				
Lighting & Alternate Fuel	Lamps				
	Alloy Wheels				
<b>Light Metal &amp; Power Train</b>	Casting				
Battery	Lead Acid Battery				

# **UML's Powertrain Focused Portfolio**



Domains	<b>Product Lines</b>	ICE	H2 ICE	CNG	PHEV	HEV	BEV
Electronic & Control	Portable Charging Unit						
Systems	Wall Mount Charger (EVSE)						•
Safety & Comfort Systems	Fuel Hoses/Fuel cap						
Lighting & Alternate Fuel	Alternate Fuel Systems						
Light Metal & Power Train	Air Filtration Systems						
	Canisters						
	Combined Charging Unit (CCU)				•		•
	E-Motor/Generator						
4W EV*	E-Axle (EDU)						
	Inverter						
* Upcoming portfolio	Multi function Controllers						

### **GLOBAL PRESENCE**



### **Strategic Manufacturing Location**



Bawal

Neemrana

Bhiwadi Delhi RO

Haridwar

Gurugram

G. Noida

Baddi

Waluj

Supa

Nasik Khed

Pithampur

Ranjangaon (1) 🌆

68

North zone. (31) [17] {1}

(1) 🜇

(1)

Bahadurgarh (2) 🚣 [1] 🕍 (1) (3) 监 [1] 🕍

(1) Farukhnagar (2) Kan [1]

(1)

West zone (20) [8] {7}

(8)

(1)

(1)

(1) 揓

(1) 🚣

Pune/Chakan (7) 🌆 [8] 🕍 {2} 血

(1)

(8) Km [6] Km HO (10) 🚣 [5] 🕍

[3]

{4} 🏨

{1} 🏨



{1} 🏛

**Engg. Centers** 









14 Warehouses

{1} 🏨

Anantapur

East zone (1)

# Jamshedpur (1) 🏪 **South zone** (16) [4] {6} Bengaluru (3) 与 [1] 🖆 Narsapur (6) 🕌 [1] 🕍 {1} 👊 Chennai (5) 监 [2] 🕍 Hosur (2) Mysuru {1} 🏨 Ramanagara Madurai {1} 🏨

## **Growing International Presence**





7 Sales Office



Engg. Centers



Warehouse



North & South America (2)	<b>Europe</b> (2) [7] {1}
Mexico (Queretaro) (1)	France (Epernon)
Colombia (Manizales) (1)	Spain (La Carolina, Bilbao)(1) [1]
	Germany (Reutlingen, Munich)(1) 4 [6] 4 [1]

Asia (w/o	Inc	lia)	(2) [1	]
Indonesia (Karawang)	(1)	<u></u>	4	
Taiwan (Tainan).			4	(1)
Thailand (Bangkok)			4	
Vietnam (Vin Phuc)	(1)	<u>~~</u>	4	
Japan (Nagoya)			4	
South Korea (Pyeongta	aek)		4	

## **TOP MANAGEMENT TEAM**





Mr. Nirmal K Minda Chairman



Mr. Ravi Mehra Managing Director



Mr. Amit Jain Group Chief Technical Officer



Mr. A.G. Giridharan CEO- Safety & Comfort Systems Domain



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



Mr. Naveesh Garg
CEO- Electronics and
Control Systems Domain



Mr. Rakesh Kher
CEO – Aftermarket
Domain & CSO



Mr. Sunil Bohra Group CFO,CPO & Head Corporate Affairs



Mr. Vivek Jindal CEO – Light & Acoustic Systems Domain



Mr. Ashok Taneja Group Advisor

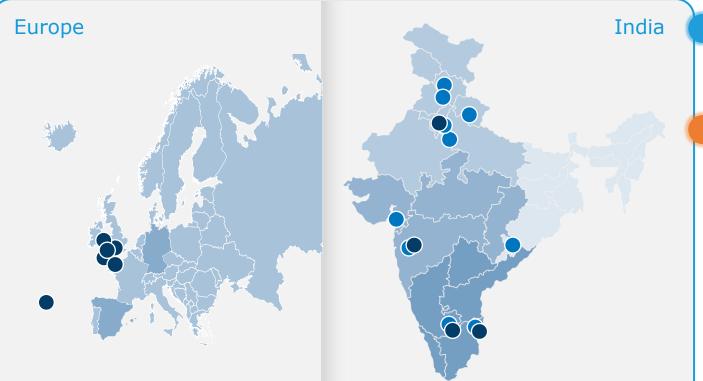


Mr. Navin Paul Group Advisor

# In-house R&D helps drive Innovation...



#### Two-tier Engineering Organization THE NEW



Central R&D Centre With A Focus On Advanced & Future Technology				
Pune, Gurugram, Chennai, Hosur & Bangalore	India			
Regensburg, Munich, Ingolstadt-1, Wolfsburg -2, Osnabruck-1	Germany			
Bilbao	Spain			

#### Product-focused Business Engineering Teams 2W Switch, Mindarika, 4W Lighting, Minda Westport, Acoustic, Minda Nabtesco Manesar Minda Kosei, Minda Kyoraku, Toyoda Gosei Minda, Minda Onkyo, Uno Minda Buehler Motors **Bawal** 2W Lighting Bahadurgarh Sensor, Controller, 2W Switch, 4W Lighting, ADAS, Mindarika Pune Farukhnagar Uno Minda EV Systems Hosur Seating Minda Storage Batteries Pantnagar 2W Alloy Wheels Supa, Ahmednagar Densoten Minda Gurugram 4W lighting Japan 4W lighting South Korea 4W lighting Taiwan Clartorn horn Spain Munich-1, Reutlingen-1, Regensburg-1 Germany

# State Of Art Validation & Test Facilities





>1200 NPD Engineers

252 Patents Granted



37 R&D and Engineering Centers



**444**Patent Filed



**463**Design Application Filed

# **UNO MINDA – Central R&D and Design Studio**





Uno Minda's first flagship centre 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.





**75**+ R&D Projects















#### Locations



Pune, India







Chennai & Hosur, India

Regensburg, Germany

#### **Focus**



#### **PERSONALIZED**

Wireless Chargers | USB & Data Port Chargers | Smart Switches | Seats with Mechanisms | Interior & Exterior Lighting | E Horns



#### CONNECTED

Telematics Control Unit | IoT Platform

#### $\Diamond$

#### **AUTONOMOUS**

Automotive Cameras |Ultrasonic Sensors | Driver Monitoring System | ADAS Controllers



#### **ELECTRIFIED**

AC Chargers | AC – DC Chargers | DC DC Converter | AVAS

#### **Key functional Competencies**

Product Planning

**Technical Sales** 

Simulation based Engineering

Prototyping

System Req & Architecture

Functional / Sys Validation

Mechanical

Hardware & Layout

Software

**Functional Safety** 

**New Product Control** 

**Engineering Quality** 

**Product Costing** 

Manufacturing Engineering



An independent creative design studio that offers best-in-class creative services for mobility products and systems.



TRANSPORTATION DESIGN



**DIGITAL SCULPTING** 



**UI/UX DESIGN** 



**DESIGN STRATEGY** 



**PROTOTYPING** 



#### Advanced Technology Group

Focused on long horizon Technology projects (>3 Years)

### **Group Global Centre for Embedded & Software Technology**

Focused on supporting embedded competency build-up for business

# **Nurturing Partnerships and Affiliations**











# **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



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

**Thematic Areas** 



15% Renewable Energy Share - FY 23-24

- 60% Renewable energy share by 2030
- **Carbon Neutral Operations by 2040**
- Carbon Net Zero by 2050



Our **Journey** 



Seva Kendra, Bagla, Hisar Haryana, Skills Centre



Sr. Sec. School



MDMMS, Bagla Haryana



Samarth - Jyoti Project



SLMCH, Bagla Haryana Charitable Hospital



TSNMS, Kadi Gujarat Sr. Sec. School



TSNMS, Poonapalli, Hosur Sr. Sec. School

Suman Nirmal Minda Foundation operates in Education, Healthcare, Community Training, and Vocational 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 three Sr. Secondary Schools and a Hospital providing quality education and healthcare support to communities.



Skill **Development** 



**Education** 



Community Wellbeing



**Preventive & Curative Health Care** 

## **ESG Targets and Action Plan**



### **ESG Targets**

- 60% Renewable energy share by 2030
- ✓ Carbon Neutral Operations by 2040✓ Carbon Net Zero by 2050

### **Environment**

- CO<sub>2</sub> Footprint Reduction
   Rooftop Solar Installation, Electricity Via
   Open Access (Solar+ Wind), Dual Fuel Kit,
   PNG Genset, Energy Saving Projects
- Water Reduction

  ZLD, Rain Water Harvesting, Recycling,

  Conservation
- Hazardous Waste Reduction
- Non Hazardous waste reduction
- Waste to landfill

### Social

- Lost time Injury Case (> 48 Hrs.)
- Non Lost time Injury (< 48 Hrs.)</li>
- Schools, Hospitals, Vocational Training Centre for Underprivileged
- Volunteer participation of staff in CSR activities
- Gender Diversity

### Governance

- Robust Governance Mechanism
- Compliance with all applicable laws and regulations
- Prioritizing Minority Interest
- Strong Capital Allocation Policy

# **Awards & Recognitions**







Mr. Nirmal K Minda, CMD, Uno Minda Limited, has been awarded the prestigious **HURUN Selfmade Entrepreneur** Award, 2023!



Uno Minda is proud to secure the **Great Place To Work® (GPTW)** Certification for the fourth consecutive year in 2024!



Dr. Suman Minda, Chairperson of Uno Minda's CSR Wing, has been honoured with the prestigious **Golden Peacock Award** for Social Leadership for her impactful work in social welfare and community development.



Uno Minda has been honoured with the prestigious **Intellectual Property Award** for 2023 in the 'Top Indian Company for Design' category.



Uno Minda has secured its place among India's top 50 innovative companies in manufacturing, receiving recognition from CII for our pioneering work in automotive technologies for the second consecutive year.



The CSR wing of Uno Minda Group received "CSR Excellence in Women Empowerment" for its Project "Samarth-Jyoti" during the India CSR & Sustainability Conclave 2023 for excellent accomplishments of work for women.

#### **Certifications**





















#### **Corporate Office**

Address: Village Nawada Fatehpur, P.O. Sikanderpur Badda, Manesar, Gurgaon – 122004, India.

Website: www.unominda.com

#### For further information, please contact

#### Mr. Ankur Modi

Vice President Head Treasury and Communication amodi@unominda.com

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