

MINDA INDUSTRIES LTD

INSPIRED BY MOBILITY
DRIVEN BY TECHNOLOGY

Result Update Presentation –Q3 FY16



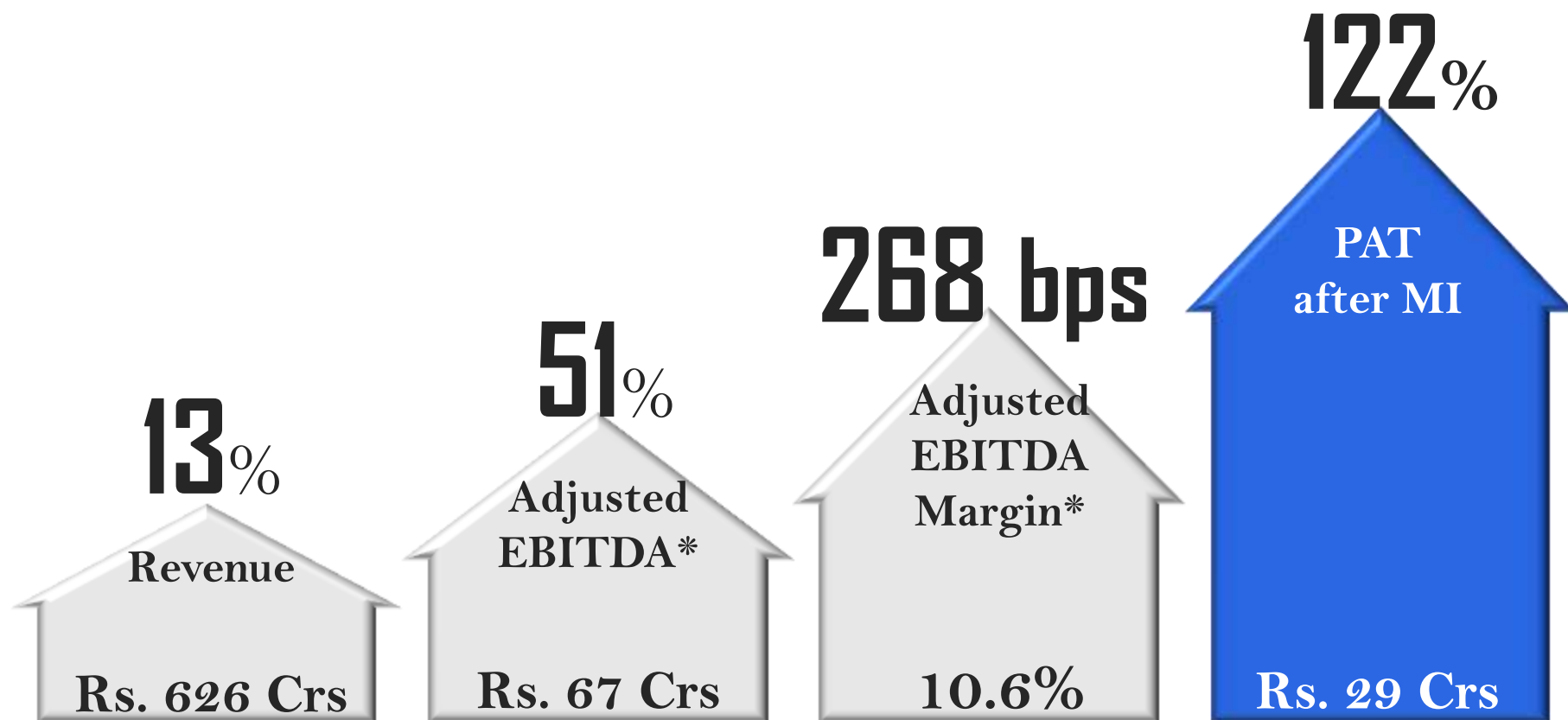


This presentation and the accompanying slides (the “Presentation”), has been prepared by Minda Industries Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancilliary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Robust Performance continues in Q3 FY16

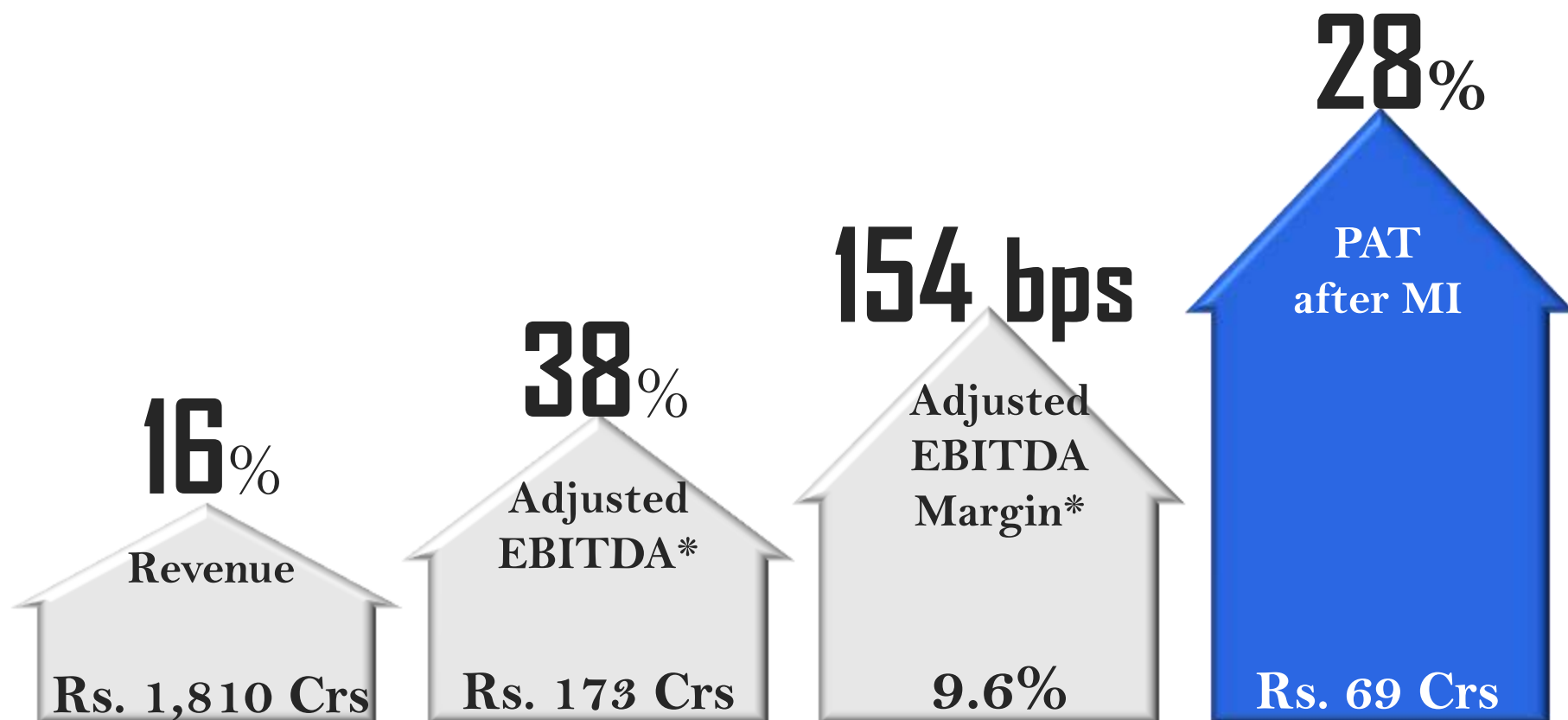


Interim Dividend declared of Rs.3.00 per share i.e.30% on Face Value of Rs.10 each & Rs.0.30 per 3% cumulative redeemable preference share of Rs. 10 each

** EBITDA includes other income (operating and regular in nature)*

All comparison are year on year

Robust Performance continues in 9M FY16



* EBITDA includes other income (operating and regular in nature)

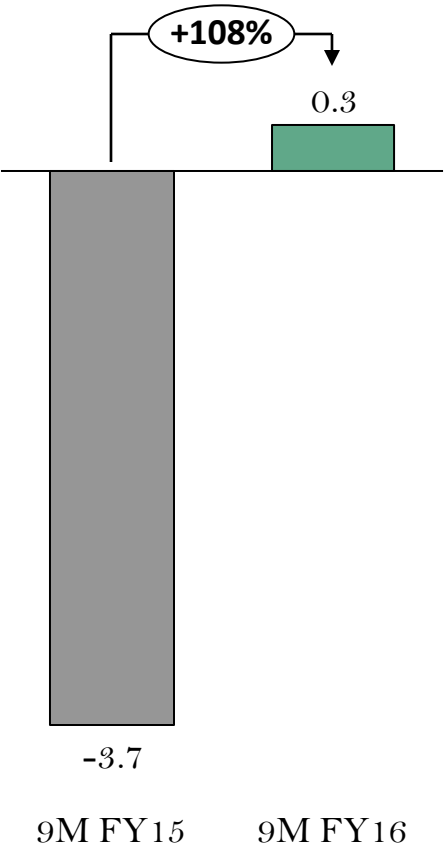
All comparison are year on year

Achieved Turnaround in Subsidiaries

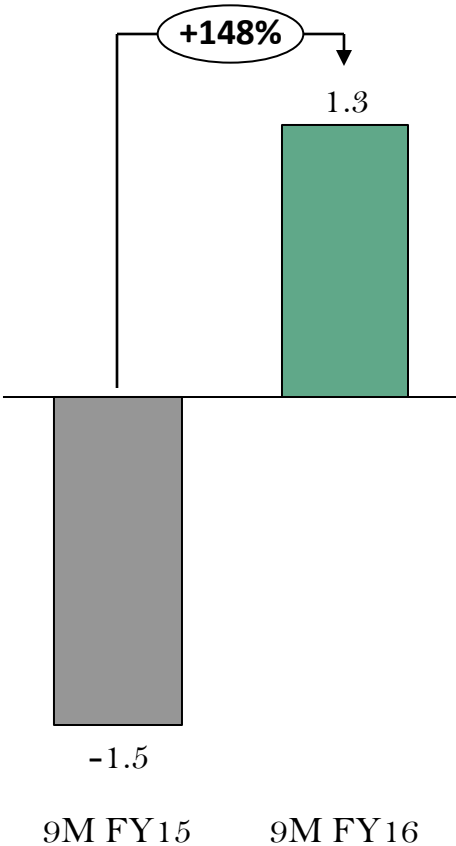


Rs.Crs

PBT – MJ Casting Ltd



PBT – Minda Kyoraku Ltd



New Happenings



Clarton Horn

- Operations commenced at new facility at Mexico on Complete Knock Down Basis

- Received new orders for Jaguar/ Land rover Model in India

Lighting Division

Switch Division

- Supplies to KTM, Austria commenced

- Supplies to Wabco commenced

MJ Casting

Minda Kosei Aluminium Wheels (MKAW)

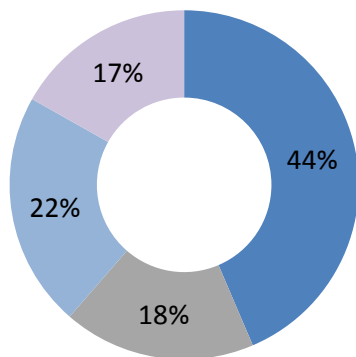
- Company made an additional investment of Rs.14 Crs in MKAW

Consolidated Revenue Distribution – 9M FY16



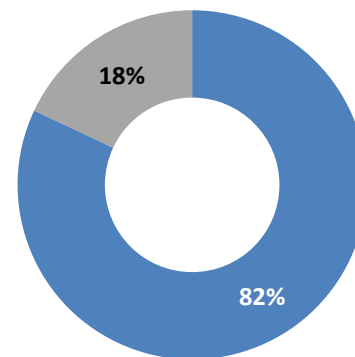
Product-wise Breakup

■ Switch ■ Lighting ■ Horns ■ Others

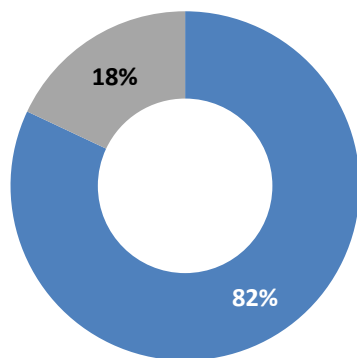


Channel-wise Breakup

■ OEM ■ Replacement

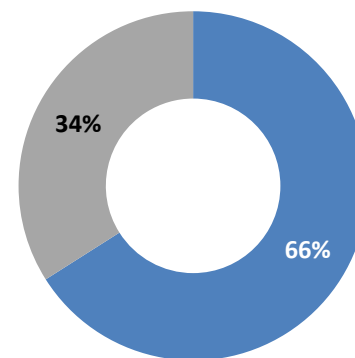


Geography-wise Breakup



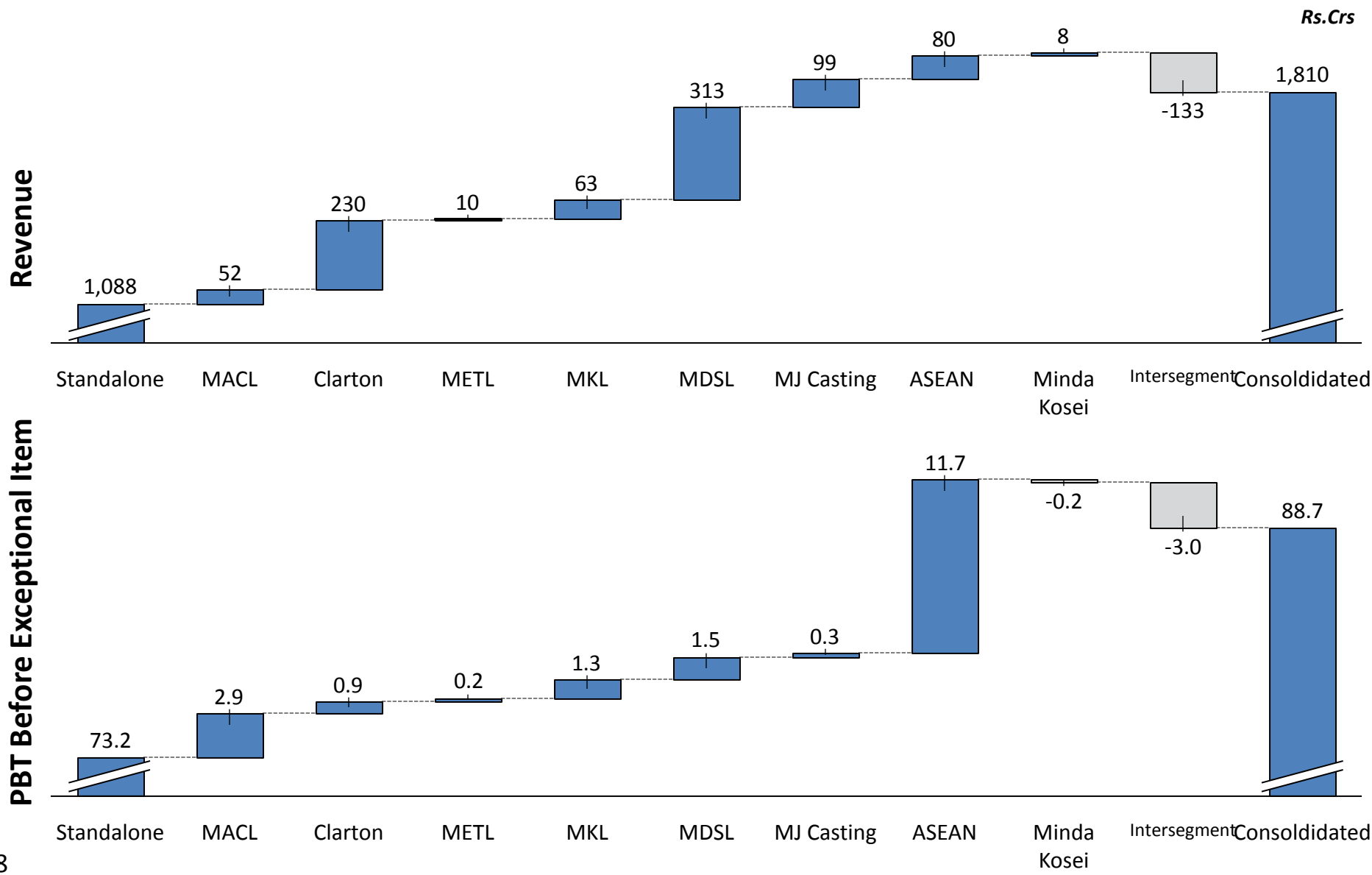
■ India ■ International

Segment -wise Breakup



■ 2Wheeler ■ 4Wheeler

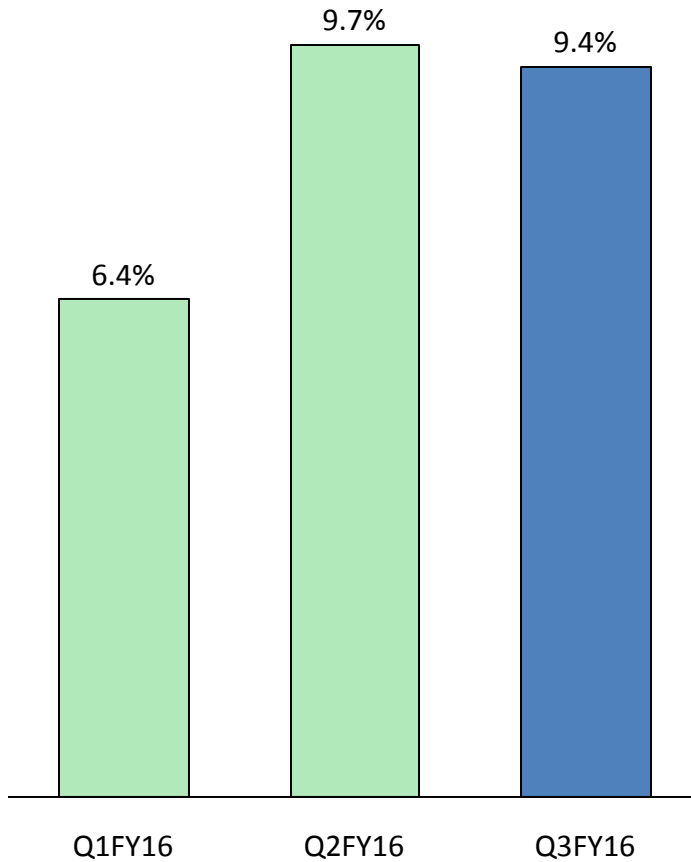
Entity-Wise Break-Up : 9M FY16



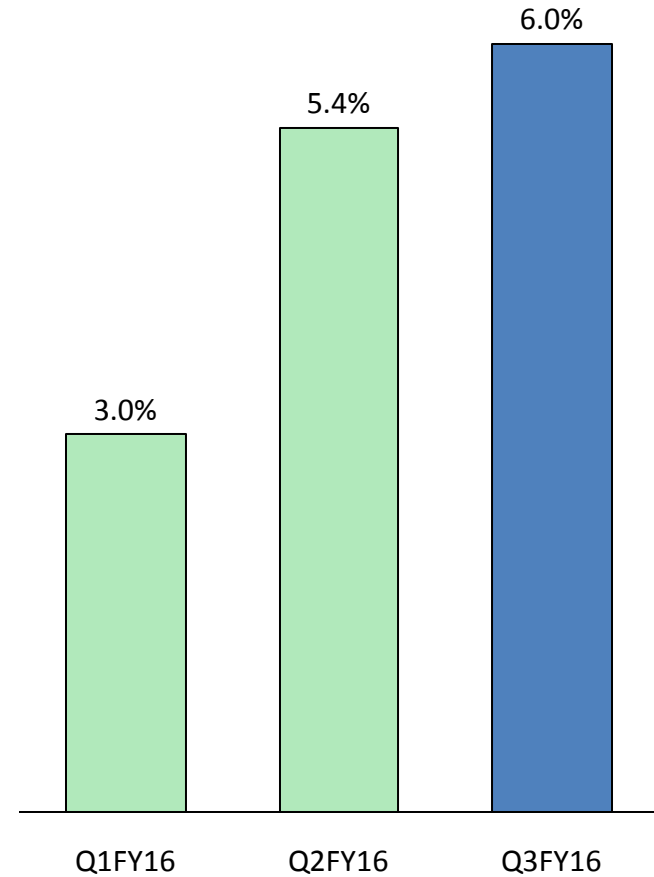
Margin Expansion Continues...



EBITDA Margin %



PBT Before Exceptional Item Margin %



... as Operating Leverage plays out

Consolidated Profit & Loss

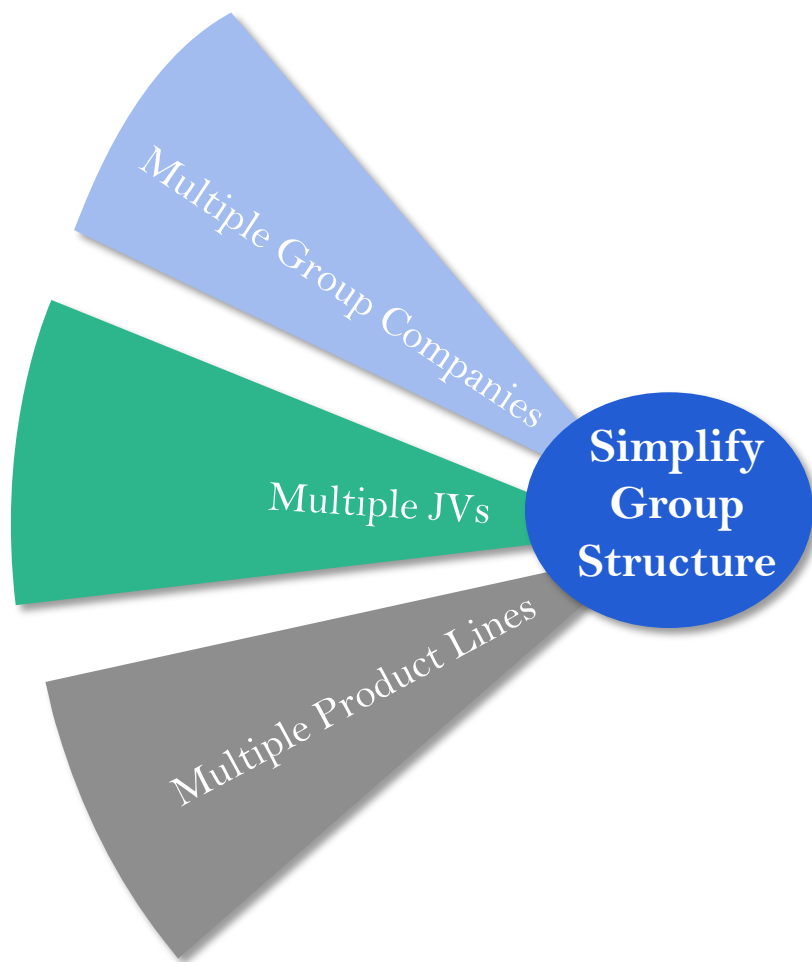


Rs.Crs	Q3 FY16	Q3 FY15	YoY%	9M FY16	9M FY15	YoY%	FY15
Total Operating Income	626	555	13%	1,810	1,559	16%	2,227
Cost of Material consumed	390	367		1,163	1,031		1,478
Employee Cost	89	66		239	192		288
Other Expenses	88	82		252	222		307
Other Income	8	3		17	12		23
Adjusted EBITDA	67	44	51%	173	125	38%	177
Margin	10.6%	8.0%	268 bps	9.6%	8.0%	154 bps	8.0%
Interest	7	6		20	19		25
Depreciation	22	21		64	57		83
PBT before exceptional item	38	17	118%	89	49	82%	69
Margin	6.0%	3.1%		4.9%	3.1%		3.1%
Exceptional Item	3**	-		3	16*		16
PBT	40	17		91	65		85
Margin	6.5%	3.1%		5.0%	4.1%		3.8%
Tax	9	5		21	14		19
PAT After Minority Interest	29	13	122%	69	54	28%	68
Margin	4.6%	2.3%		3.8%	3.4%		3.1%

*Exceptional Item pertaining to reversal of impairment charge of Rs. 15.76 Crs in battery division

** Exceptional Item pertaining to profit on sale of land in PT Minda Asean

“Re-Aligning” Group Structure...



➤ Consolidate product lines across UNO MINDA Group

➤ Increasing MIL stake in JV companies & Group Companies

- MJ Castings to 98%
- PT Minda Asean Automotive (Indonesia) to 51%
- SAM Global Pte Ltd, Singapore to 51%
- Through SAM Global Pte Ltd acquired stake in its 100% subsidiary, Minda Industries Vietnam Company Ltd, based in Vietnam

➤ Appointed KPMG to work on a scheme to simplify corporate structure in a tax efficient manner

...to drive Stronger Growth



Company Overview

Company Overview



20+ years of relationship with OEMs

50+ OEMs served in India & Overseas

Strong network of more than **500**

Business partners & **10,000** dealers

3 R&D Centres across
country

More than **100+** product
patents registered

Leading Player in Automotive
Switch, Horns, Lightings

More than **120+** design registration

Partnered with **9** Global
Technology Players

Global Presence across **3**
Continents

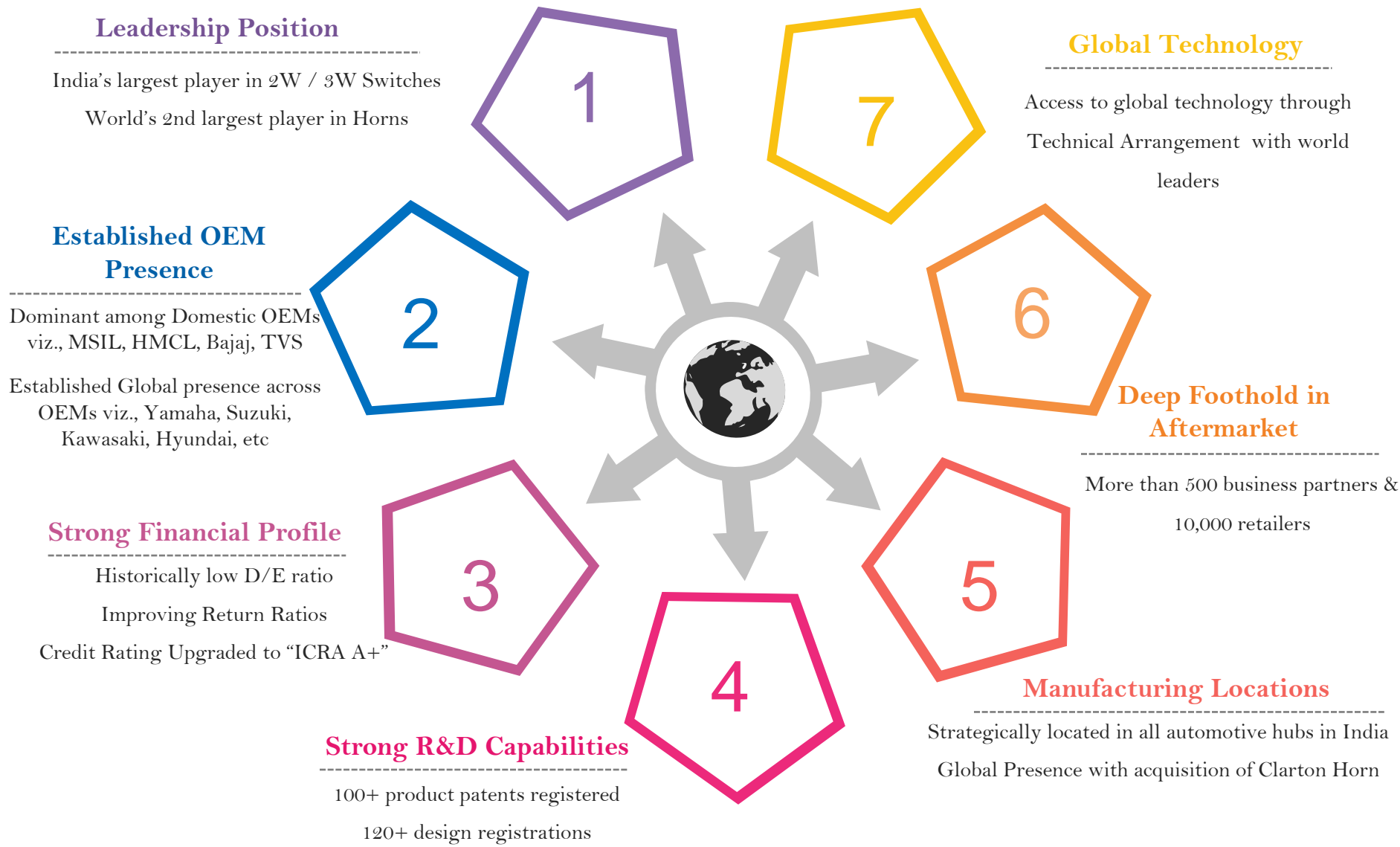
Rich experience of **57** years
in Automotive Industry

More than **20** different Products
manufactured

Operations spread across **25** plants in India



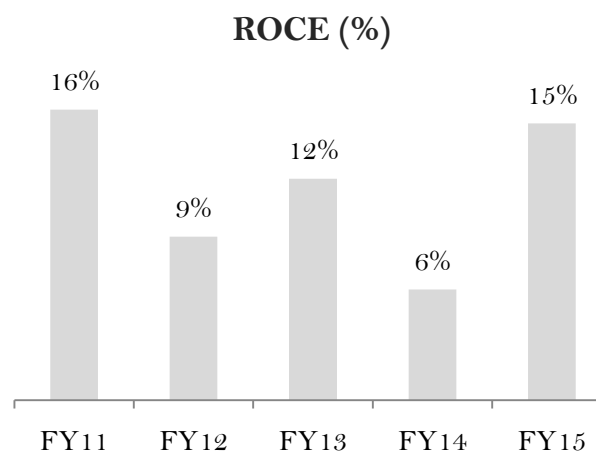
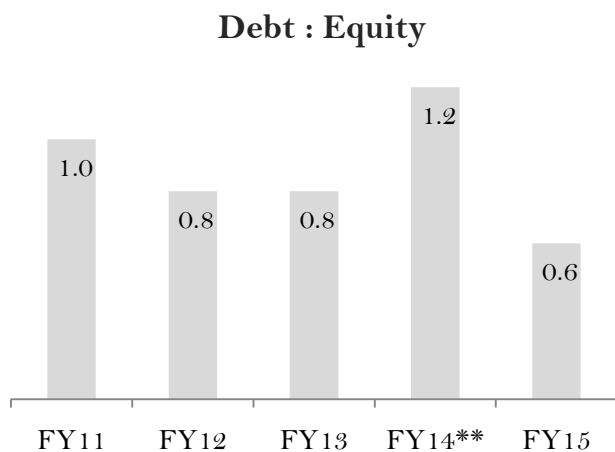
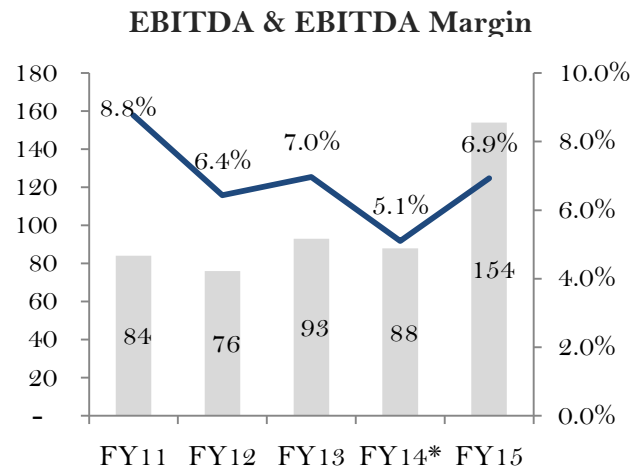
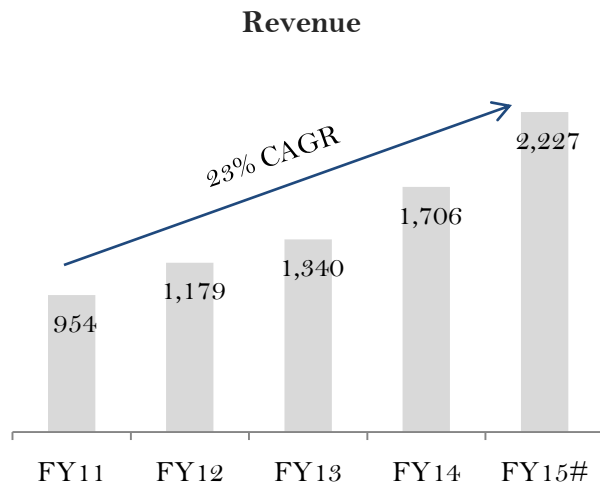
Advantage MINDA INDUSTRIES



Improving Profitability with Strong Balance Sheet



Rs.Crs



Notes;

FY15 Sales inclusive of 15M Clarton Sales

* FY14 EBITDA is Adjusted for acquisition related one-time expenses

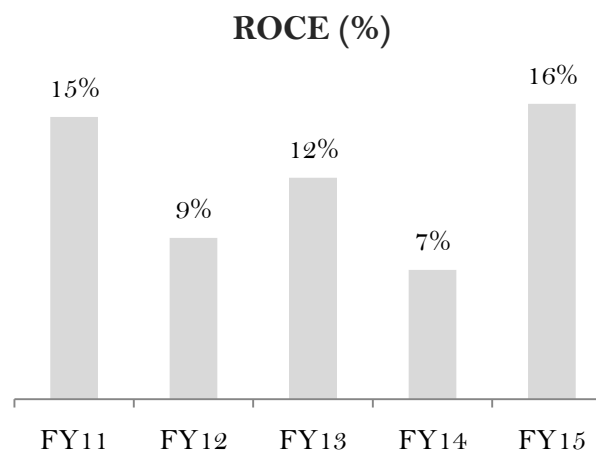
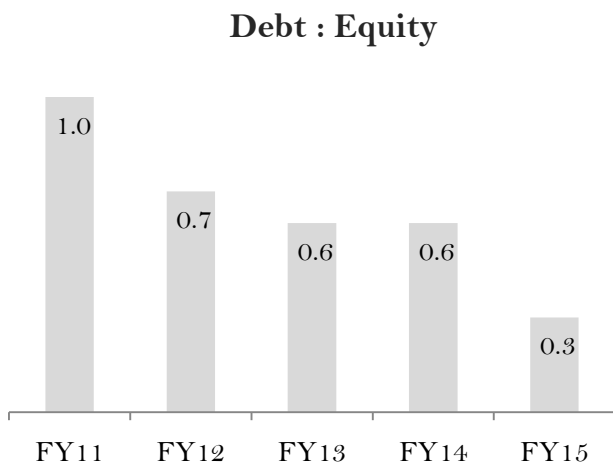
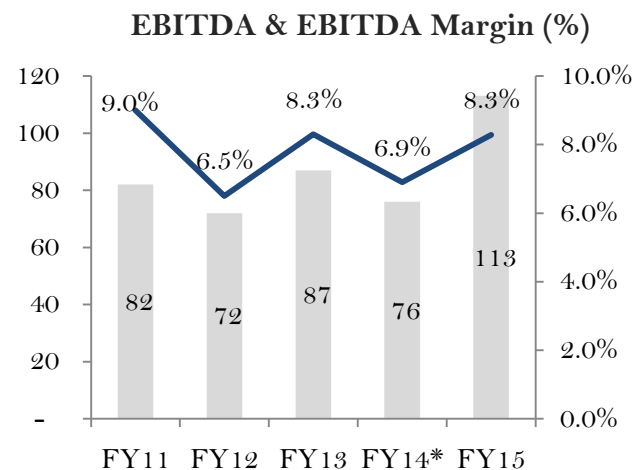
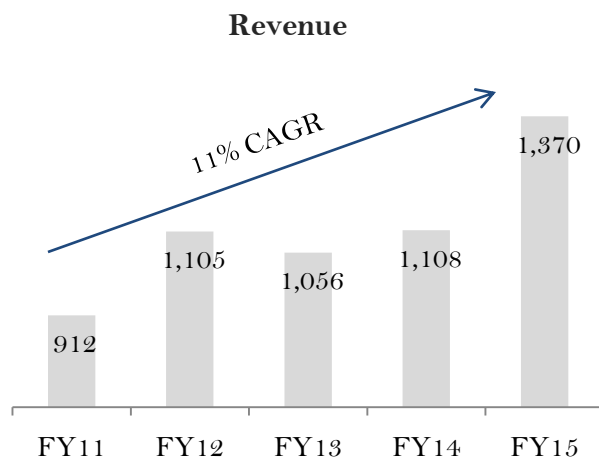
** FY14 debt increased on account of acquisition related debt

Consolidated

Improving Profitability with Strong Balance Sheet



Rs.Crs

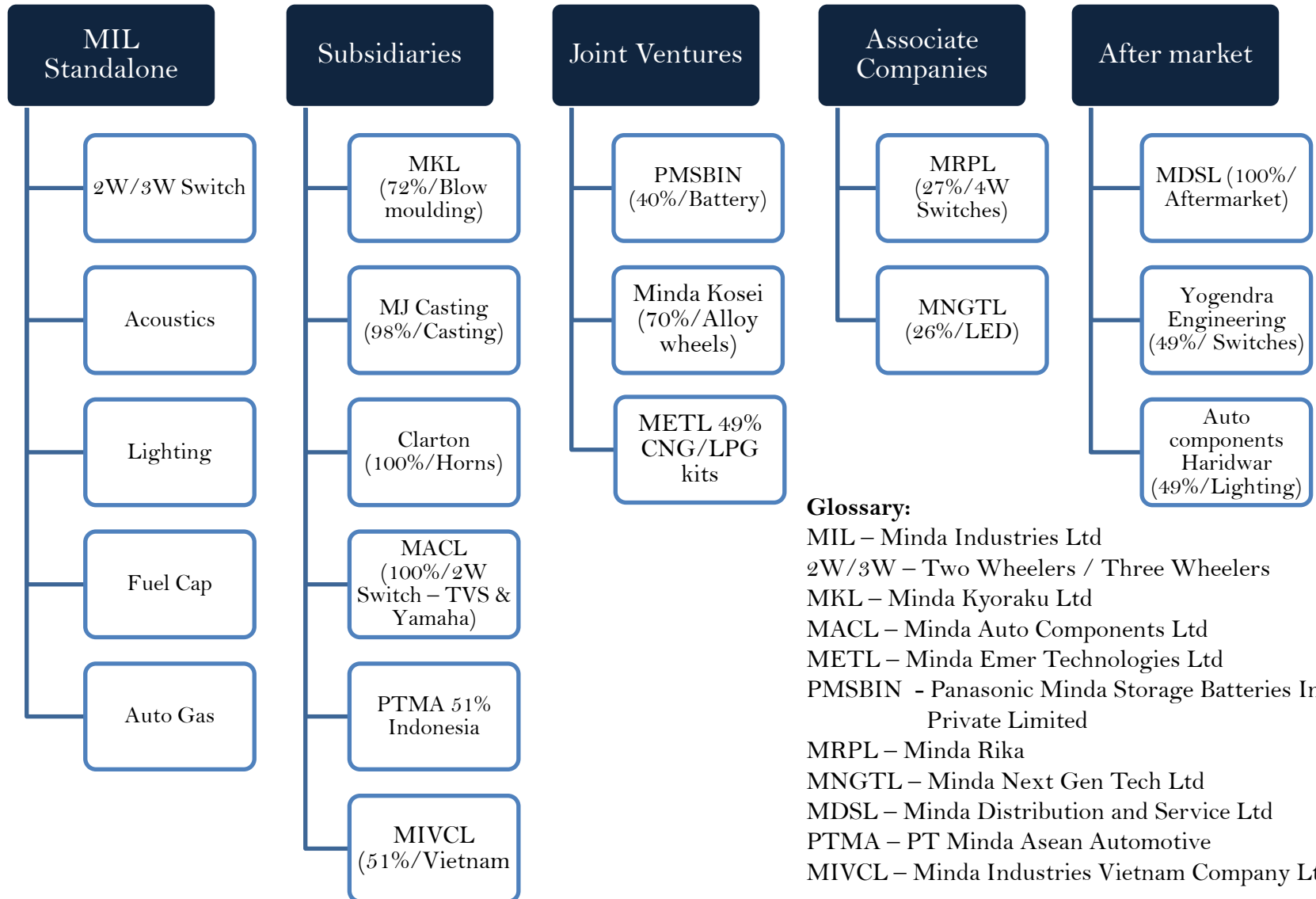


Standalone

Notes;

* FY14 EBITDA is Adjusted for acquisition related one-time expenses

Group Profile: Products & Structure



For further information, please contact:

Company :

Minda Industries Ltd.
CIN : L74899DL1992PLC050333
Mr. Tripurari Kumar
tripurarik@mindagroup.com

www.mindagroup.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285
Ms. Sanjita Ghosh / Mr. Shogun Jain
gsanjita@sgapl.net / jshogun@sgapl.net

www.sgapl.net
