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UNO MINDA

Minda Industries Ltd  
Investor Presentation – August 2020



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# Quarterly Update Presentation



## Favourable Factors

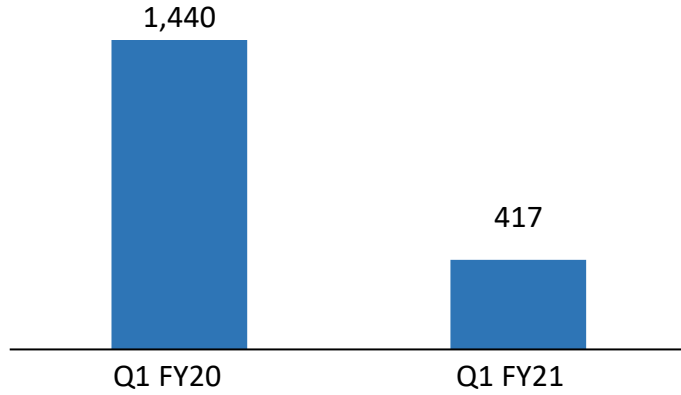
- ✓ Favourable interest rate movement
- ✓ Pro-active cost management
- ✓ Quick ramp up post easing of lockdown.



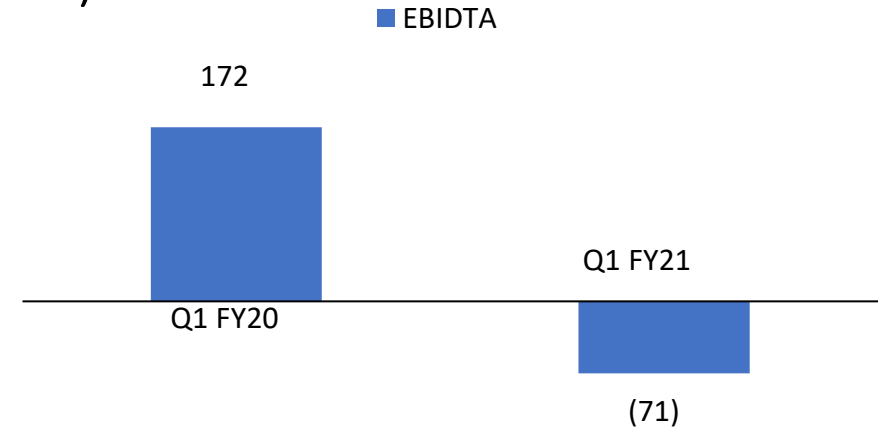
## Un-Favourable Factors

- ✗ Lockdown due to COVID-19 Pandemic
- ✗ Lower capacity utilization in recently commissioned facilities
- ✗ Delay in commissioning of plants by 4-6 months for 2W alloy wheel and Sensors

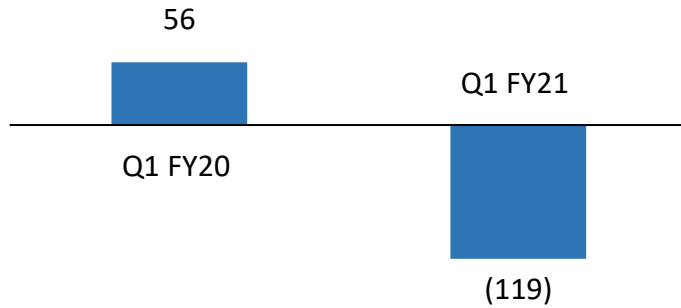
Revenue (Rs. Cr)



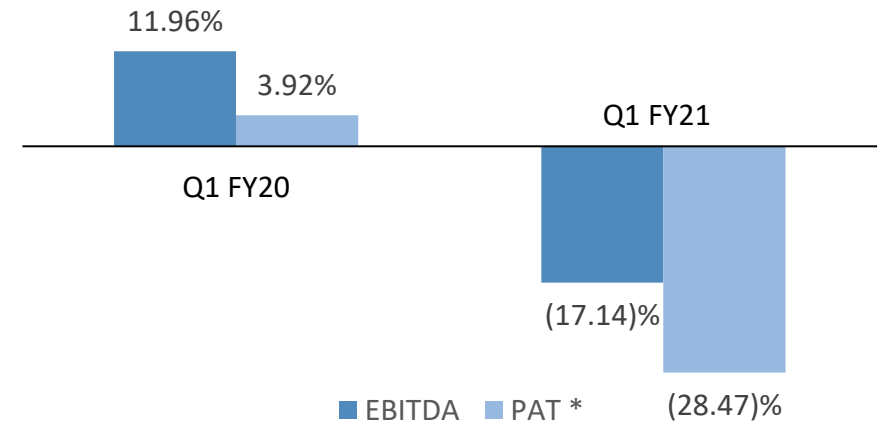
EBITDA (Rs. Cr)



PAT\* (Rs. Cr)



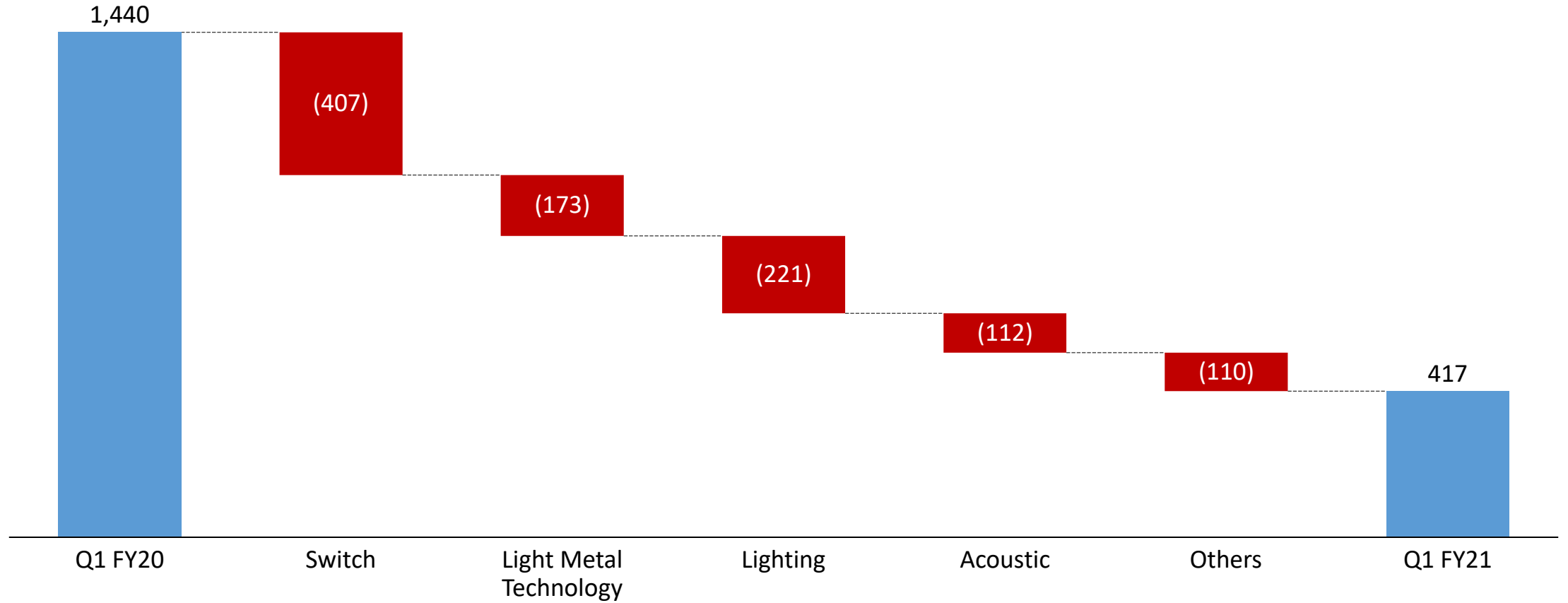
Margin (%)



\* PAT = PAT ( before Minority Interest)

# Revenue Bridge – Q1 FY20 & Q1 FY21

Rs. Crs



Plants operating at ~80%  
production levels Vis-à-vis  
Pre COVID

## Switches

01

2W Switch: Nominated for oil temperature sensors  
Japanese 2W OEM

4W: New Product : Roof top mounted switches to  
a Japanese OEM

## Lighting

02

Strong order wins and order pipeline in India backed by  
Technology from Delvis

## Acoustics

03

Clarton Mexico has received orders from Ford for electronic horns  
CH nominated for 0.3 Mn horns by large Korean OEM in India

## Light Metal Technology

04

New Customer : Large Korean OEM for LPDC wheel in their upcoming model

2W alloy wheel plant expected to be commissioned in September 2020

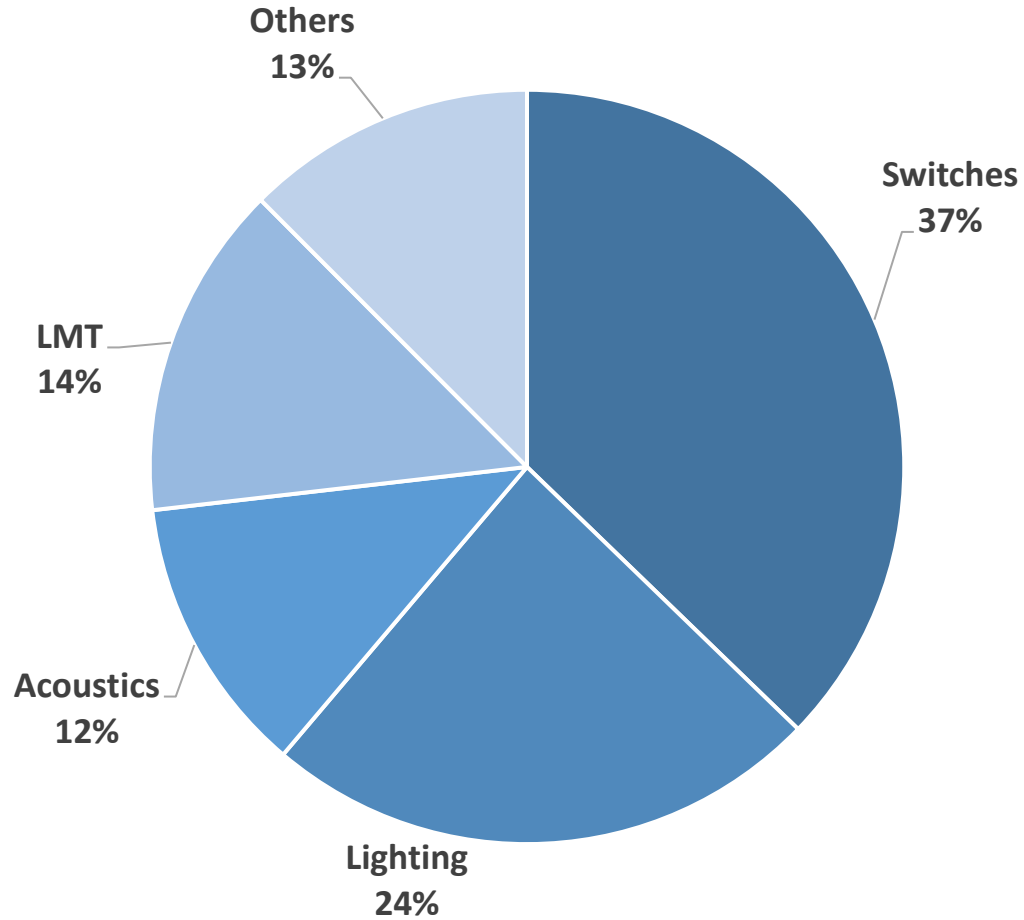
## Others

05

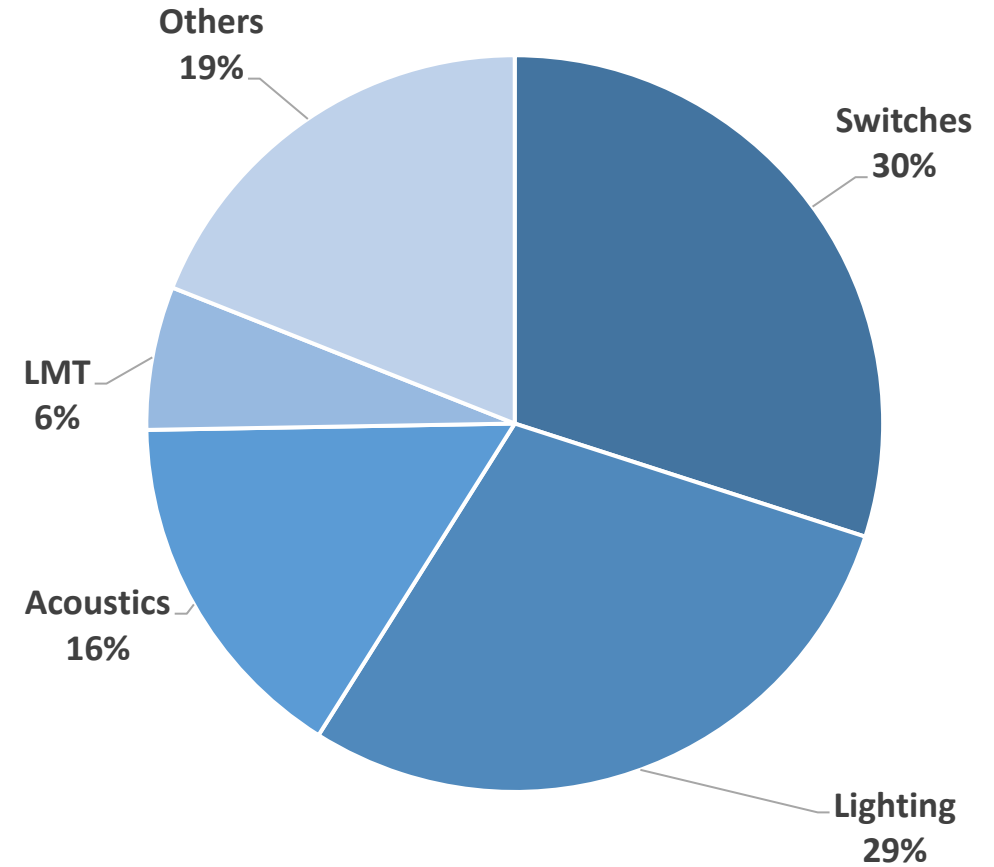
Smart Plug for TVS E Cute Electric Scooter

HTS sensor line has been commissioned, however other products are delayed due to COVID  
pandemic.

### Revenue – Q1FY20

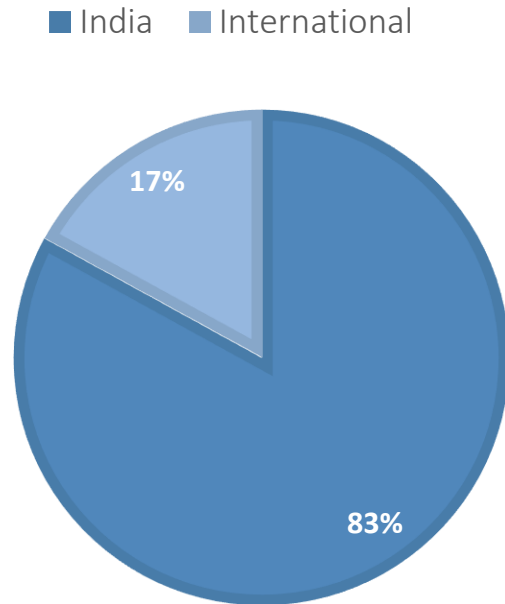


### Revenue – Q1FY21

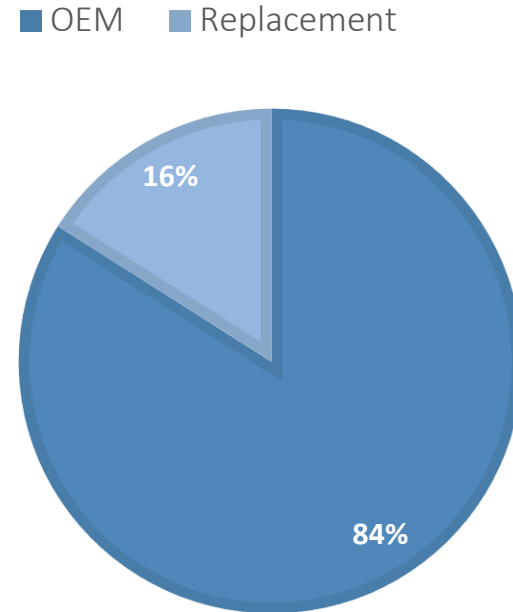




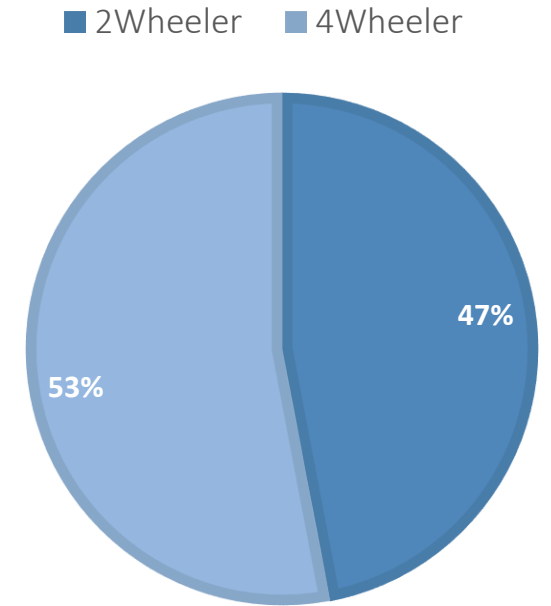
### Geography-wise Breakup



### Channel-wise Breakup



### Segment -wise Breakup



**Diversification across Categories and Geographies**

## **Harita Seating Systems Merger**

NCLT Delhi final hearing is scheduled August 24, 2020. All other approvals in place

## **Acquisition-cum- Merger of Minda iConnect**

Scheme filed with the exchanges for their feedback

## **Rights Issue**

Rights issue of ~ 243 Cr Announced. Issue to be open from August 25<sup>th</sup> to September 08, 2020.

# Consolidated Profit & Loss Statement

Particulars (Rs. Cr)	Q1 FY21	Q1 FY20	Q4 FY20
<b>Revenue from Operations (Net of Excise)</b>	<b>417.11</b>	<b>1,439.75</b>	<b>1,338.97</b>
Raw Material	241.71	872.16	801.91
Employee Cost	166.31	215.13	214.37
Other Expenses	80.58	180.26	200.7
<b>EBITDA</b>	<b>-71.49</b>	<b>172.20</b>	<b>121.99</b>
<b>EBITDA Margin</b>	<b>-17.14%</b>	<b>11.96%</b>	<b>9.11%</b>
Other Income	3.73	6.92	15.96
Depreciation	68.21	71.20	81.69
<b>EBIT</b>	<b>-135.97</b>	<b>107.92</b>	<b>56.26</b>
<b>EBIT Margin</b>	<b>-32.60%</b>	<b>7.50%</b>	<b>4.20%</b>
Finance Cost	19.58	23.81	20.98
<b>Profit before Share of Profit/Loss of JVs and Tax</b>	<b>-155.55</b>	<b>84.11</b>	<b>35.28</b>
<b>PBT Margin</b>	<b>-37.29%</b>	<b>5.84%</b>	<b>2.63%</b>
Exceptional Item	0	0.00	-8.9
Tax	-36.81	27.68	13.26
<b>Profit before Share of Profit/Loss of JVs</b>	<b>-118.74</b>	<b>56.43</b>	<b>13.12</b>
Share of Profit/Loss of JVs	-16.21	5.90	-0.28
<b>Net profit/(loss) after share of profit/(loss) of associates / joint ventures (A)</b>	<b>-134.95</b>	<b>62.33</b>	<b>12.84</b>
<b>PAT Margin %</b>	<b>-32.35%</b>	<b>4.33%</b>	<b>0.96%</b>
<b>PAT attributable to:</b>			
- Owners of MIL	-118.33	53.48	7.3
- Non Controlling Interests	-16.62	8.85	5.54
Other Comprehensive Income	13	-0.47	1.88
<b>Total Comprehensive Income for MIL</b>	<b>-118.33</b>	<b>53.48</b>	<b>7.3</b>
<b>TCI Margin %</b>	<b>-28.37%</b>	<b>3.71%</b>	<b>0.55%</b>
Total Comprehensive Income for Non Controlling Interests	-16.62	8.85	5.54

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