



UNO MINDA

Minda Industries Ltd.

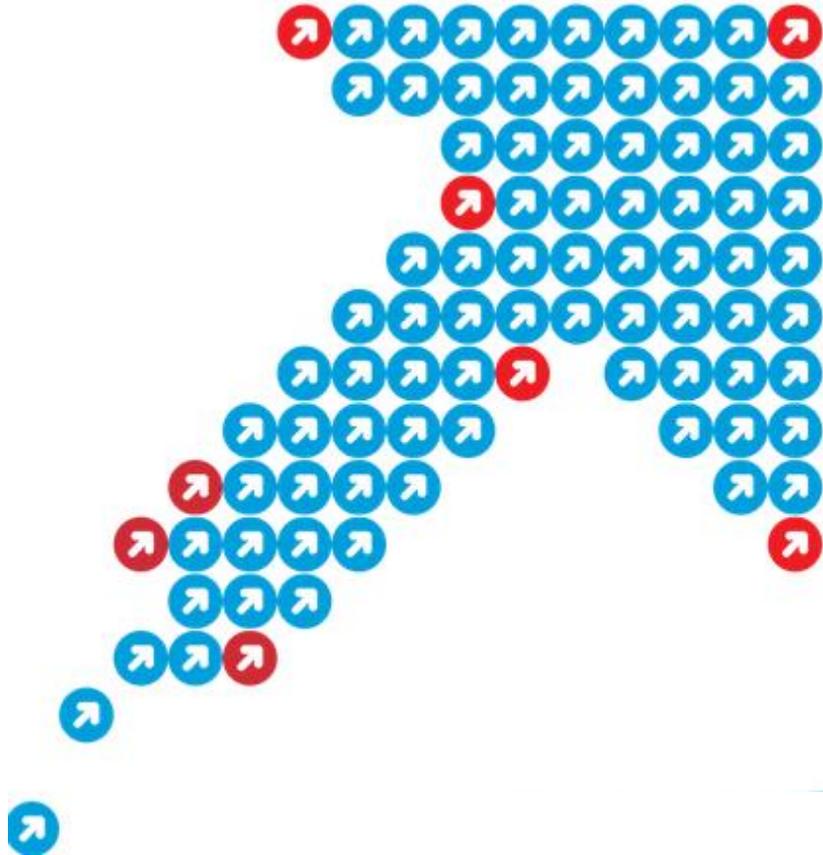
Result Update Presentation – Q3FY19



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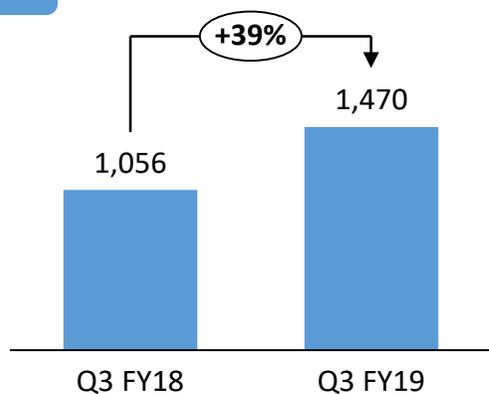
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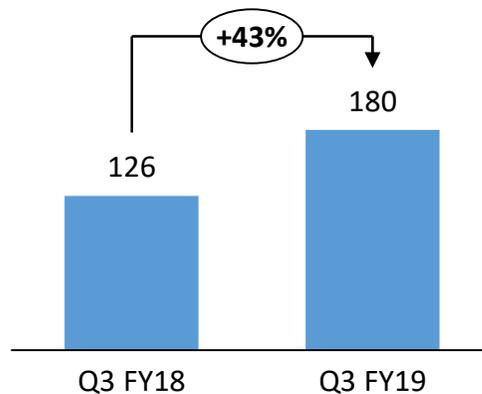
Quarterly Update Presentation

Quarter 3

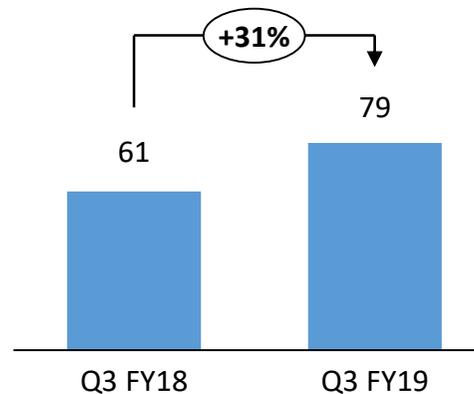
Revenue (Rs. Cr)



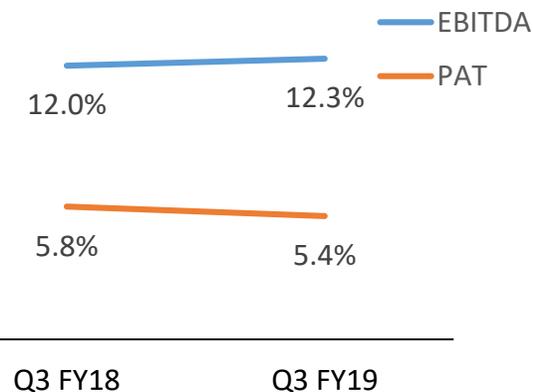
EBITDA (Rs. Cr)



PAT* (Rs. Cr)

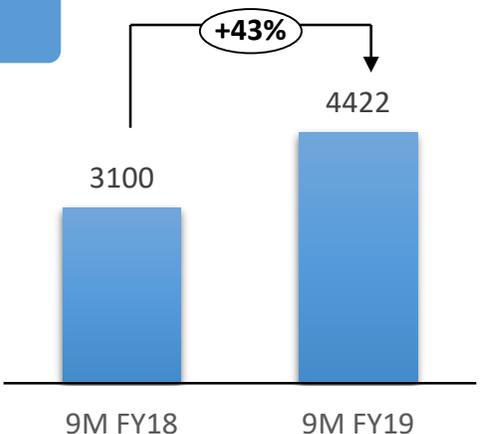


Margin (%)

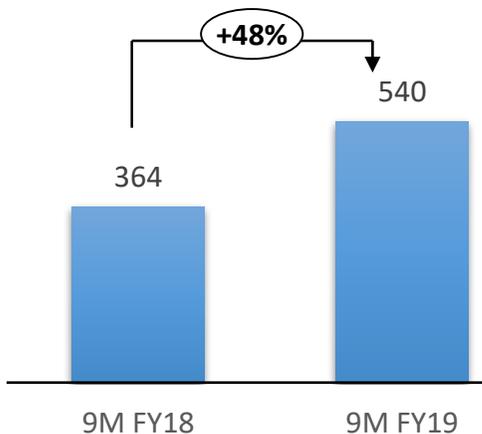


9M

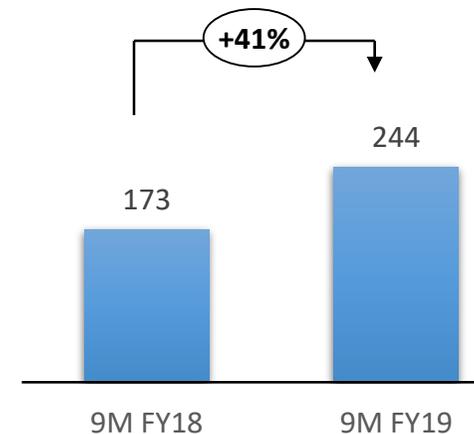
Revenue (Rs. Cr)



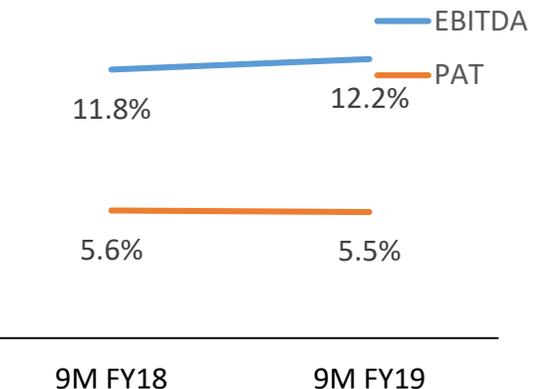
EBITDA (Rs. Cr)



PAT* (Rs. Cr)



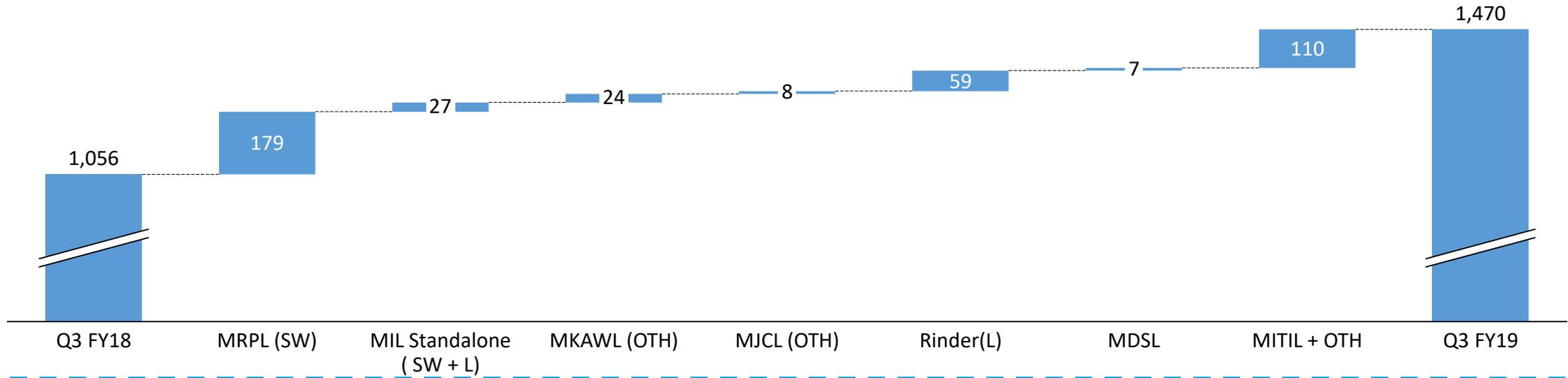
Margin (%)



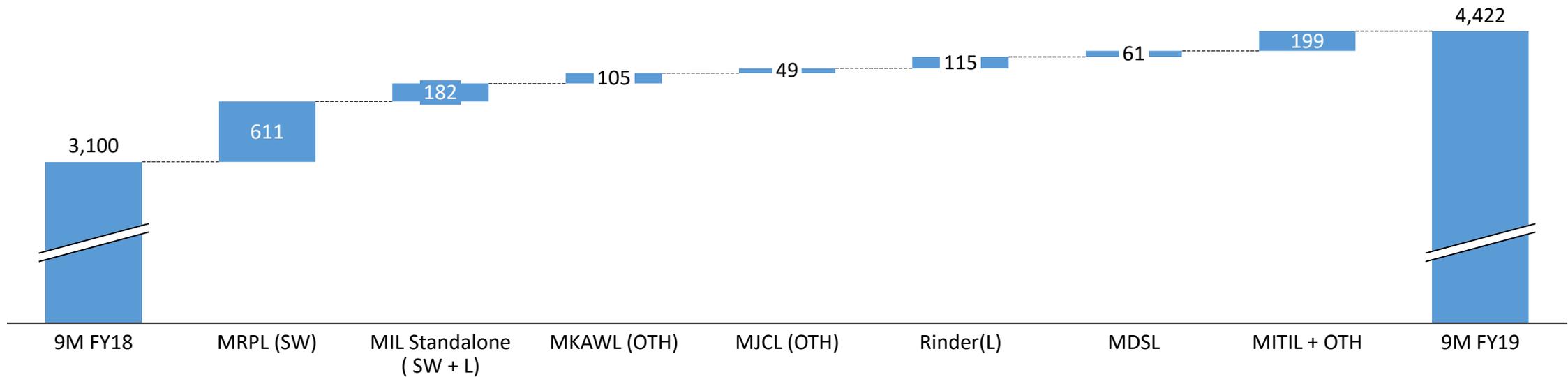
* PAT = Net profit/(loss) before share of profit/(loss) of associates / joint ventures/minority

Revenue Bridge

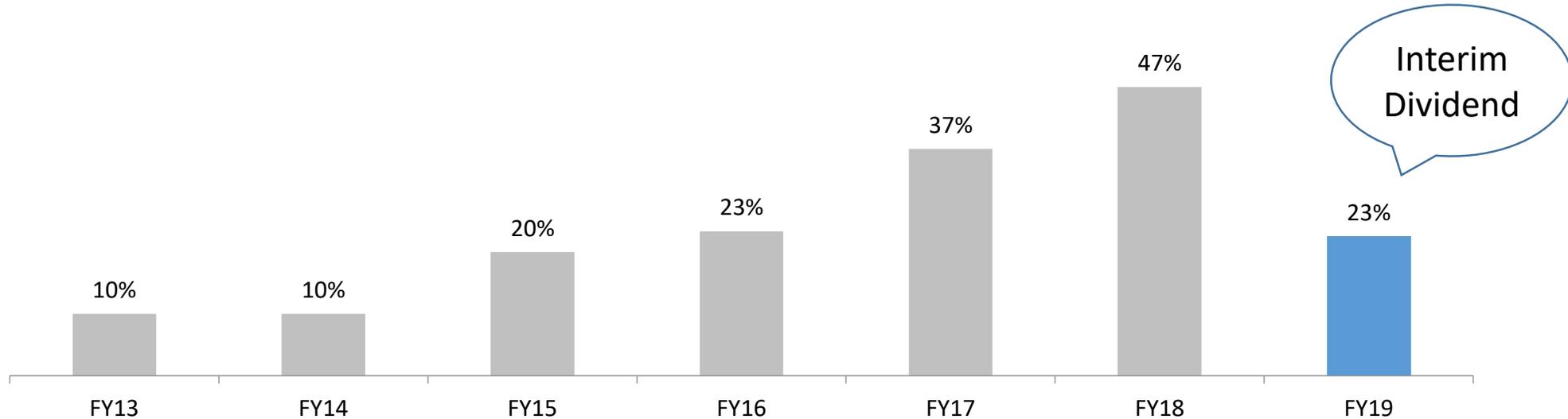
Quarter 3



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Dividend as % of Face Value (Adjusted for Bonus)

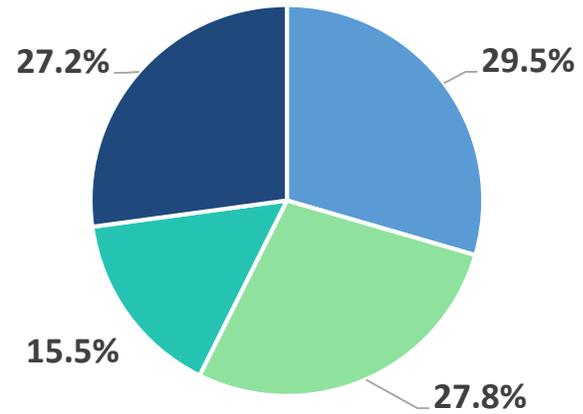


Board of Directors has declared an Interim dividend of Rs. 0.45 per share (Post Bonus) v/s Rs. 0.40 of Interim Dividend per share in FY 17-18

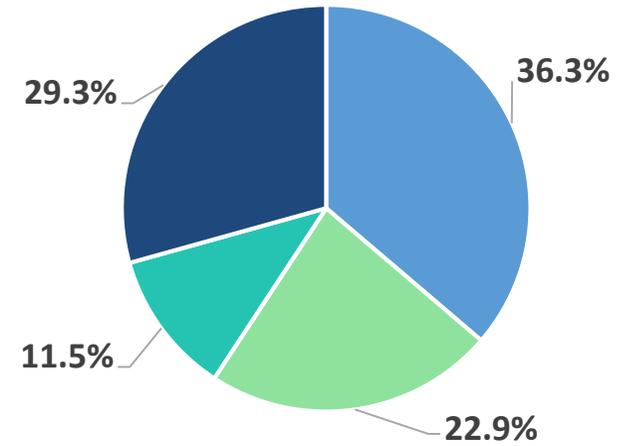
Q3 Division Wise Revenue & EBITDA Mix

Revenue

Q3 FY18



Q3 FY19



Switches

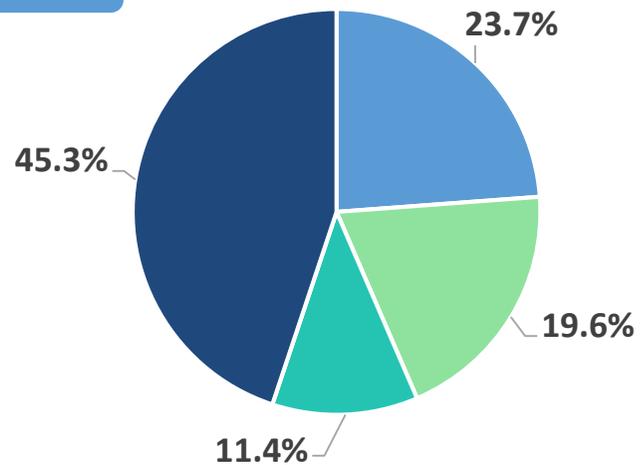
Lighting

Acoustics

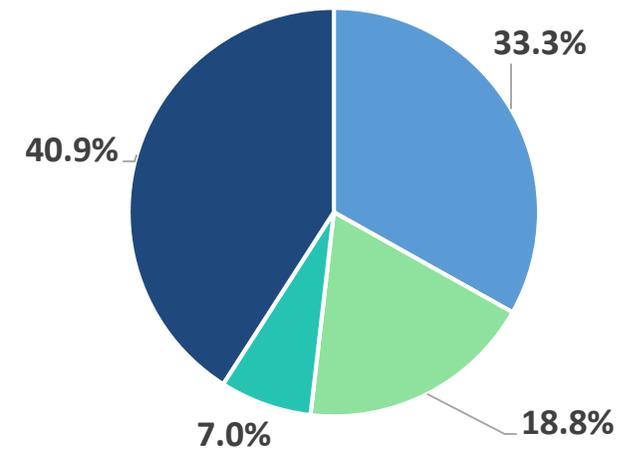
Others

EBITDA

Q3 FY18



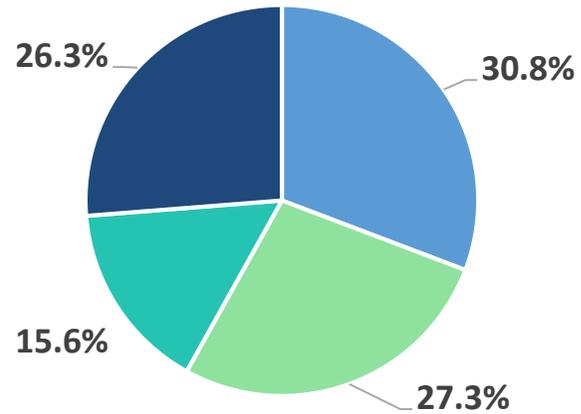
Q3 FY19



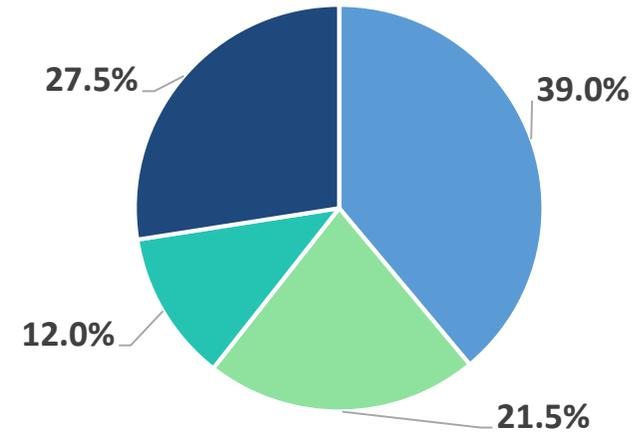
9M Division Wise Revenue & EBITDA Mix

Revenue

9M FY18



9M FY19



Switches

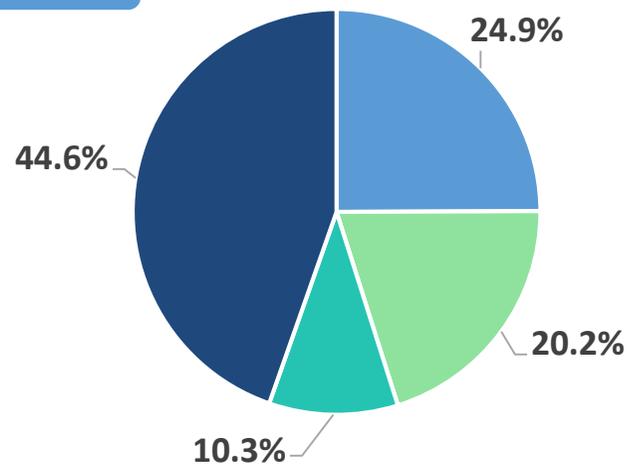
Lighting

Acoustics

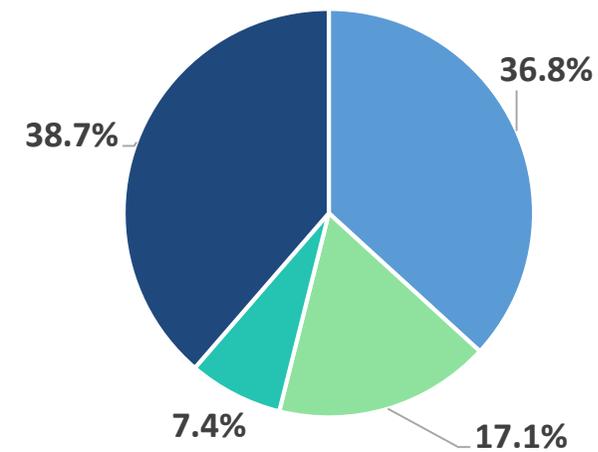
Others

EBITDA

9M FY18



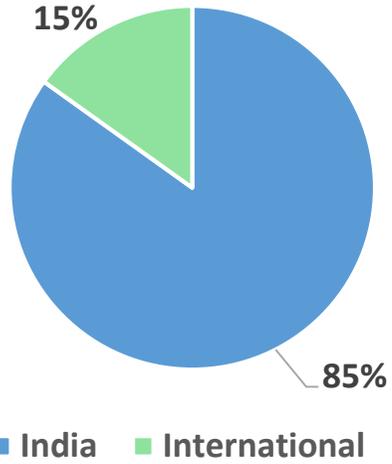
9M FY19



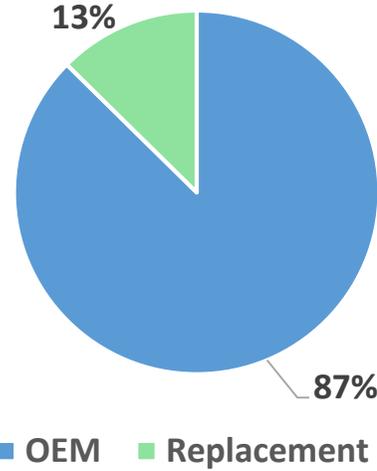
Revenue Mix – Q3 & 9M FY19

Quarter 3

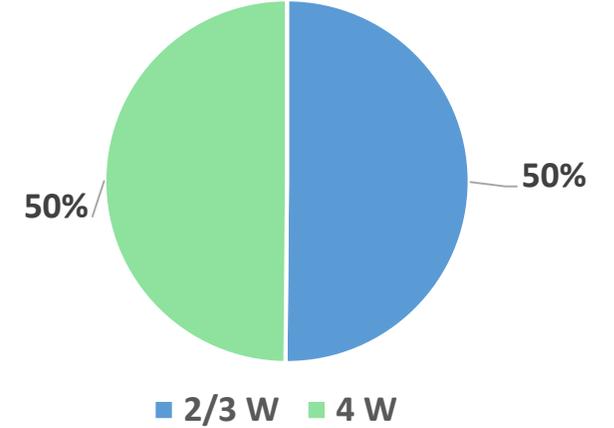
Geography-wise Breakup



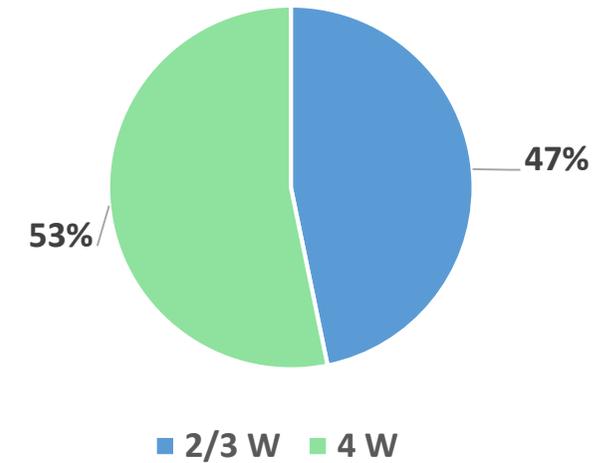
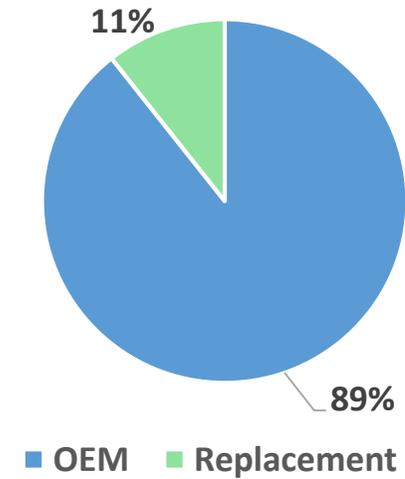
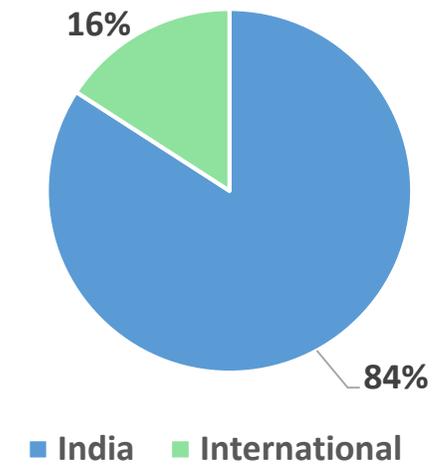
Channel-wise Breakup



Segment -wise Breakup



9M



Consolidated Profit & Loss Statement

Particulars (Rs. Cr)	Q3 FY19	Q3 FY18	YoY %	Q2 FY19	QoQ %	9M FY19	9M FY18	YoY %
Revenue from Operations (Net of Excise)	1,470.1	1,056.2	39%	1521.7	-3%	4421.6	3099.7	43%
Raw Material	903.4	647.3		937.6		2723.5	1917.9	
Employee Cost	204.9	141.4		195.3		588.8	410.3	
Other Expenses	181.4	141.1		199.5		569.5	407.2	
EBITDA	180.4	126.4	43%	189.3	-5%	539.8	364.3	48%
EBITDA Margin	12.27%	11.97%		12.44%		12.21%	11.75%	
Other Income	2.7	7.7		4.8		14.0	21.0	
Depreciation	60.8	42.0		56.1		166.2	116.0	
EBIT	122.3	92.1	33%	138.0	-11%	387.6	269.3	44%
EBIT Margin	8.32%	8.72%		9.07%		8.77%	8.69%	
Finance Cost	14.5	7.0		15.1		42.7	21.2	
Profit before Share of Profit/Loss of JVs and Tax	107.8	85.1	27%	123.0	-12%	344.9	248.1	39%
PBT Margin	7.33%	8.05%		8.08%		7.80%	8.00%	
Tax	28.3	24.3		38.7		100.7	75.2	
Profit before Share of Profit/Loss of JVs	79.4	60.8	31%	84.2	-6%	244.2	172.9	41%
Share of Profit/Loss of JVs	1.9	5.3		4.6		10.5	18.0	
Net profit/(loss) after share of profit/(loss) of associates / joint ventures (A)	81.3	66.1	23%	88.8	-8%	254.7	190.9	33%
PAT Margin %	5.53%	6.26%		5.83%		5.76%	6.16%	
PAT attributable to:								
- Owners of MIL	69.4	59.5	17%	72.7	-5%	212.1	174.7	21%
- Non Controlling Interests	12.0	6.6		16.1		42.6	16.2	
Other Comprehensive Income	-3.5	-2.8		4.4		3.3	-1.0	
Total Comprehensive Income for MIL	65.8	56.7	16%	77.1	-15%	215.4	173.8	24%
TCI Margin %	4.48%	5.37%		5.07%		4.87%	5.61%	
Total Comprehensive Income for Non Controlling Interests	11.9	6.6		16.2		42.7	16.2	

Consolidated Balance Sheet (30th September 2018)

ASSETS	30th Sept., 2018	31st Mar., 2018
Non-current assets		
Property, plant and equipment	1,426.0	1,199.4
Capital work-in-progress	134.3	192.1
Other intangible assets	46.5	39.3
Intangible assets under development	22.5	18.7
Goodwill on Consolidation	166.1	111.8
Financial assets		
(i) Investments	334.6	155.2
(ii) Loans	17.6	14.5
(iii) Others	4.3	16.8
Deferred tax assets (net)	7.4	18.6
Other tax assets	32.8	31.2
Other non-current assets	63.8	40.4
Sub-total - Non-Current Assets	2,255.9	1,838.0
Current assets		
Inventories	570.1	417.5
Financial assets		
(i) Trade receivables	983.0	789.7
(ii) Cash and cash equivalents	100.7	125.6
(iii) Bank balances other than Cash and Cash equivalents above	8.9	33.9
(iv) Loans	4.0	1.6
(v) Other financial assets	34.3	18.0
Other current assets	153.3	140.7
Sub-total - Current Assets	1,854.2	1,527.1
TOTAL - ASSETS	4,110.1	3,365.1

EQUITY AND LIABILITIES	30th Sept., 2018	31st Mar., 2018
Equity		
Equity Share capital	52.4	17.4
Other equity	1,535.2	1,374.3
Non-Controlling Interest	243.5	211.0
Sub-total - Shareholders' funds	1,831.1	1,602.7
LIABILITIES		
Non-current liabilities		
Financial liabilities		
(i) Borrowings	437.9	240.0
(ii) Other financial liabilities	81.0	51.5
Provisions	74.6	103.8
Sub-total - Non-current liabilities	593.5	395.3
Current liabilities		
Financial liabilities		
(i) Borrowings	404.2	302.8
(ii) Trade payables	979.5	798.4
(iii) Other financial liabilities	184.4	155.4
Other current liabilities	96.6	91.8
Provisions	20.9	14.8
Current tax liabilities (net)	-	3.8
Sub-total - Current liabilities	1,685.5	1,367.1
TOTAL - EQUITY AND LIABILITIES	4,110.1	3,365.1

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