Uno Minda Limited(Formerly known as Minda Industries Ltd.)



Ref. No. Z-IV/R-39/D-2/NSE/207 & 174

Date: 07/08/2024

National Stock Exchange of India Ltd.	BSE Ltd.
Listing Deptt., Exchange Plaza,	Regd. Office: Floor - 25,
Bandra Kurla Complex, Bandra (E),	Phiroze Jeejeebhoy Towers,
Mumbai - 400 051	Dalal Street, Mumbai-400 001.
NSE Scrip: UNOMINDA	BSE Scrip: UNOMINDA, 532539

Sub: - Investor Presentation

Dear Sirs,

Enclosed please find the Investor Presentation Q1 FY 2025.

The copy of the aforesaid Investor Presentation is also available on the website of the Company www.unominda.com

This is for your information and record please.

Thanking you,

Yours faithfully, For Uno Minda Limited

Tarun Kumar Srivastava Company Secretary & Compliance Officer

Encl: As above.



SAFE HARBOR



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INDUSTRY HIGHLIGHTS FOR Q1 FY25



Auto Industry growth momentum continues led by recovery in 2W

Recovery in 2W market with improved rural sentiment registering 20% YoY growth during the quarter.

PV segment registering 6% YoY growth with SUV saw a strong demand

Electric Mobility Promotion Scheme 2024 extended by two months

The scheme's outlay has been enhanced to Rs. 778 crore from Rs 500 crore

e-2W Registration decline impacted by subsidy reduction

e-2W registration for the quarter down by 20% Y-o-Y basis and 40% Q-o-Q basis.

FAME-2 Scheme ended on 31 March 2024 while EMPS 2024 reduced subsidy by half.



KEY OPERATIONAL HIGHLIGHTS FOR Q1 FY25



Strengthening e4W specific portfolio with TLA with Inovance

Entered into Technical License Agreement with Inovance to manufacture and sale of Charging Control Unit (CCU), EV inverter, EV motors and next-generation 3-in-1 electric drive systems (e-Axle).

Foray into Vehicle Sunroof with AISIN Corporation

TLA with Aisin Corporation, Japan to manufacture and sale of sunroofs in India

AISIN ranked top 10 global tier 1 automotive supplier, holds largest market share in Sunroof in Japan



Board approved increasing stake in Minda Onkyo from 50% to 99% buy acquiring 49% from Onkyo in phases.





KEY FINANCIAL HIGHLIGHTS FOR THE QUARTER



Group Revenues (Including JVs and Associates) (Unaudited) higher by 24% Y-o-Y

Rs 4,600 Cr

for the quarter

EBITDA higher by 24% Y-o-Y to

Rs 408 Cr

for the quarter

PAT (UML share excluding exceptional Income) increased by 15% on Y-o-Y to

Rs 199 Cr

for the quarter

Consolidated Revenues increased by 23% Y-o-Y to

Rs 3,818 Cr

for the quarter

EBITDA margin at

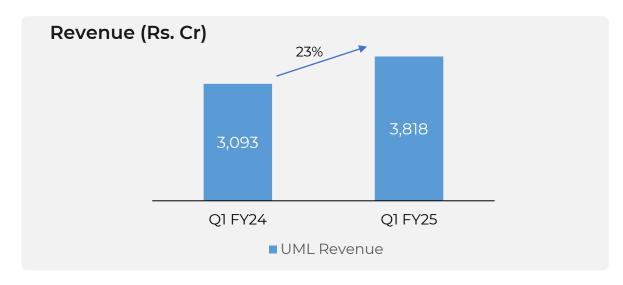
at 10.7%

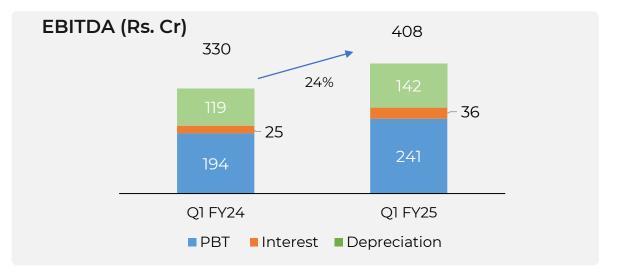
for the quarter

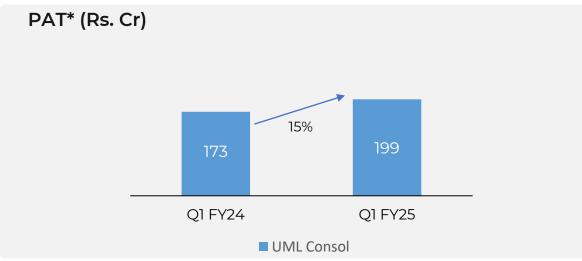


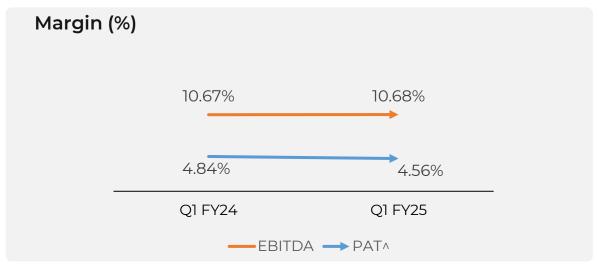
CONSOLIDATED FINANCIAL HIGHLIGHTS – Q1 FY25







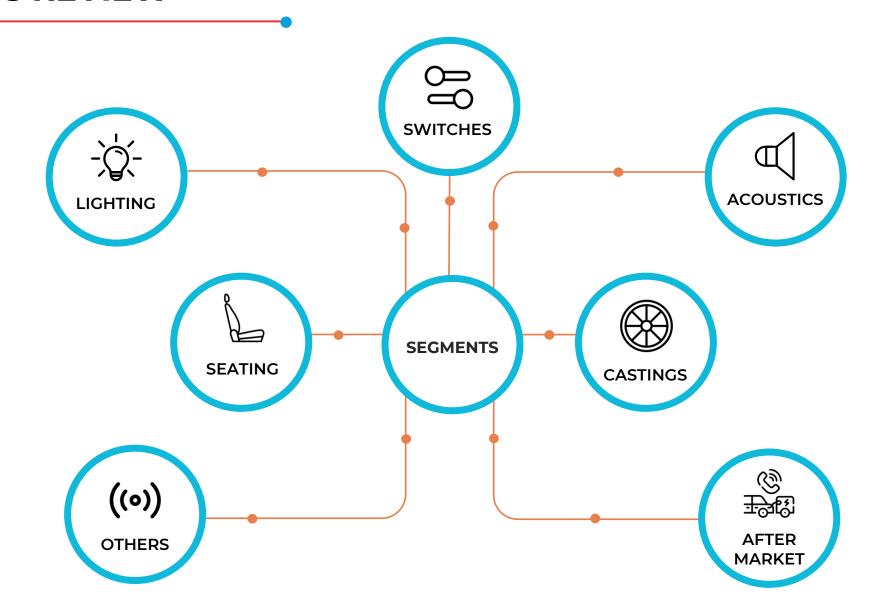




^{*}PAT UML Share (Excluding Exceptional Income)

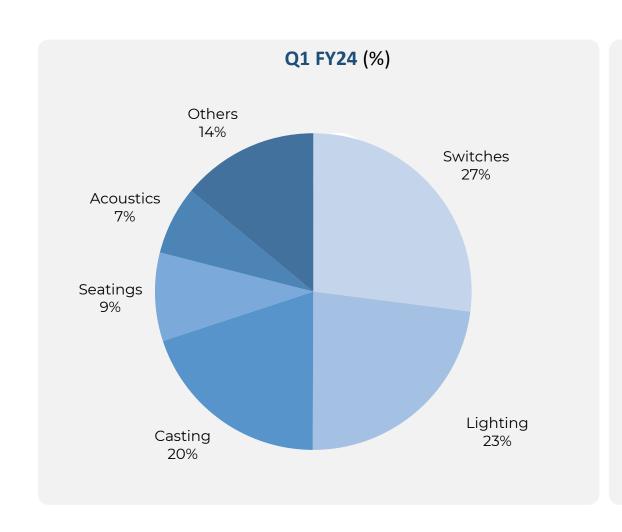
BUSINESS REVIEW

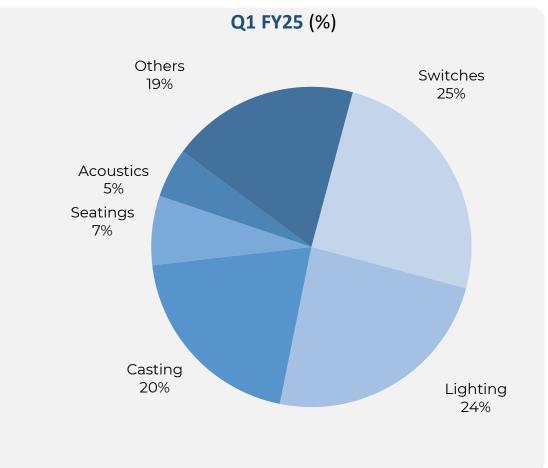




DIVISION-WISE REVENUE MIX

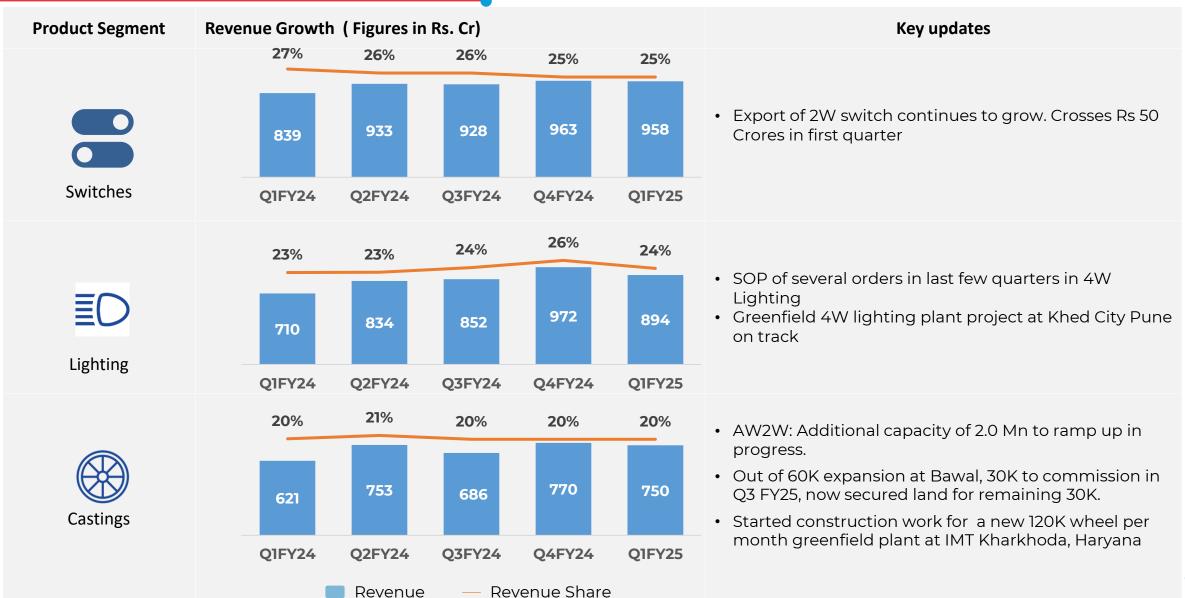






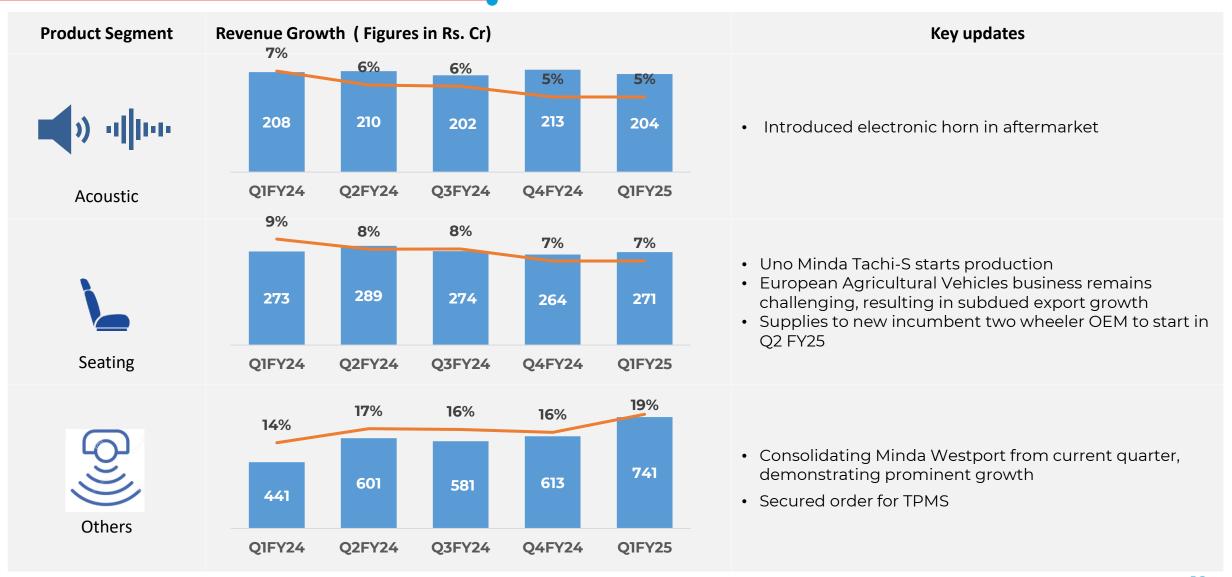
BUSINESS REVIEW





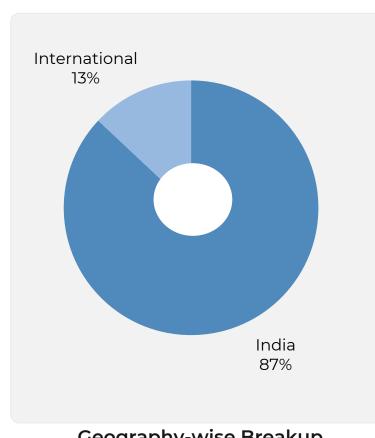
BUSINESS REVIEW



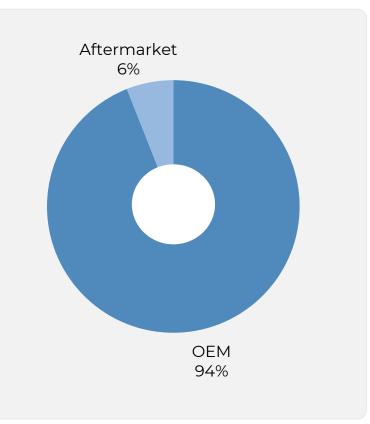


REVENUE BREAKUPS Q1 FY25

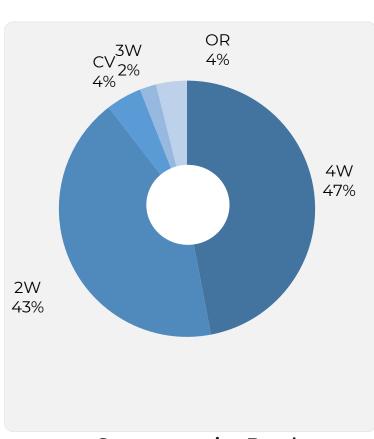




Geography-wise Breakup



Channel-wise Breakup



Segment -wise Breakup

AFTERMARKET- EXPANDING B2C BUSINESS



Key Highlights

- Revenue of Rs. 235 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

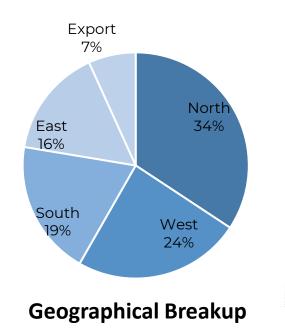
Switches, Horns, Lightings, Batteries, Filter, Indicator, Bulbs, RVMs, Braking, Shocks & struts and Accessories

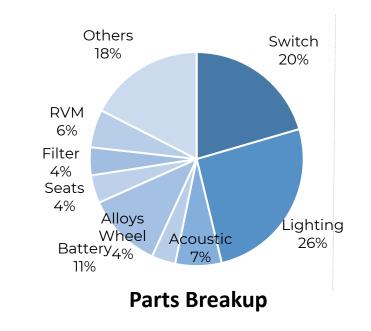
150,000+

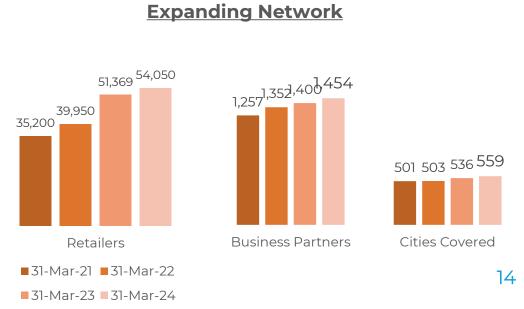
Workshops

6 Export Regions

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



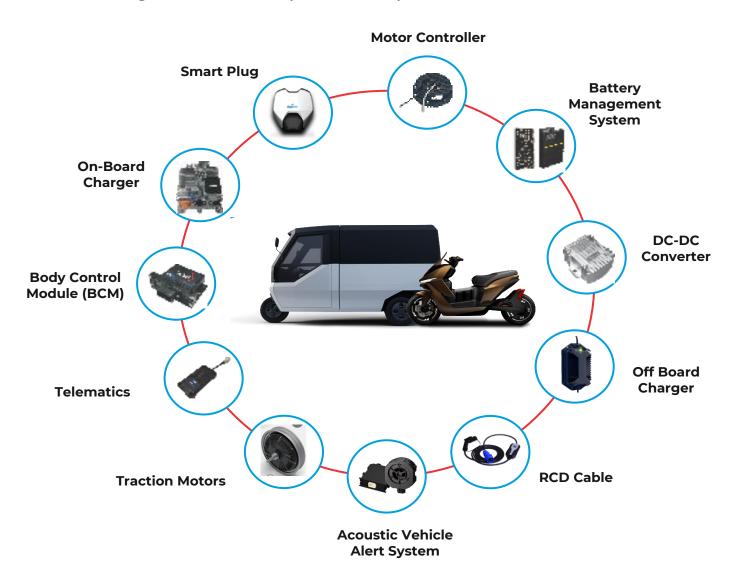




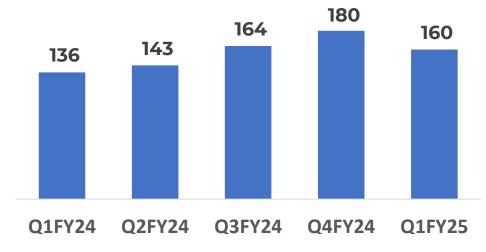
UNO MINDA's EV PRODUCT PORTFOLIO (2W & 3W)



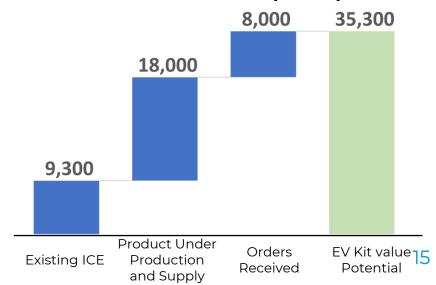
Low Voltage EV Products (48V to 96V)



Sales to 2W Electric Vehicles Rs Crores



Potential Kit Value (in INR)



Product Portfolio under Inovance TLA







Inovance a leading provider of intelligent components and systems for electric and hybrid vehicles & supplies to many of the leading Chinese and Global PV and CV OEMs

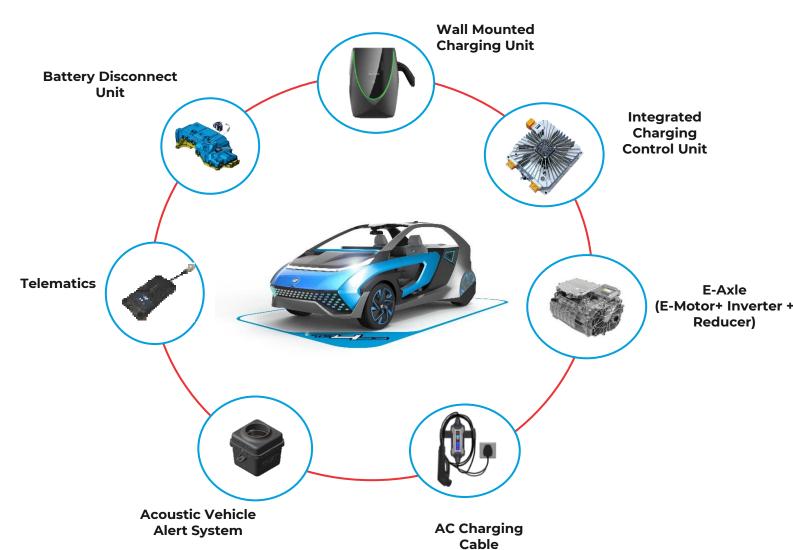
~ USD 4.2 billion in revenue in FY23

TLA for Charging Control Unit (CCU), EV inverter, EV motors and next-generation 3-in-1 electric drive systems (e-Axle)

Partnership significantly expand Uno Minda's e-4W product portfolio

EV Strategy for Four Wheeler





Under Production/Orders Won				
1	Battery Disconnect Unit			
2	AC Charging Cable			
3	Integrated Charging Control Unit (OBC + DC DC + PDU) (Low Voltage)			

Under Self Development/TLA Done

4	EVSE-Wall Mount Charging Unit
5	Acoustic Vehicle Alert System
6	Telematics
7	Integrated Charging Control Unit (OBC + DC DC + PDU) (High Voltage)
8	Electric Drive Unit (EDU)/e-Axle (E-Motor+ Inverter+ Reducer)

Vehicle Sunroof with AISIN



Conventional Sunroof



Panoramic Sunroof



TLA with AISIN for Sunroof

- Sunroof penetration has witnessed manyfold jump in last few years presenting a compelling market opportunity
- TLA with Aisin Corporation, Japan to manufacture and sale of vehicle sunroofs in India
- Combining expertise and production capabilities to establish ourselves as a frontrunner in the burgeoning sunroof market.
- Secured order from one of the OEM with expected SOP in Q4 FY27
- To Set up new plant at Bawal for manufacturing vehicle sunroof with capex of Rs 62.50 Crores



automotive
components and
systems through a
global network
spanning 20 countries

Ranked as a Top 10
Global Tier-1
Automotive Supplier

Over 200 Aisin Group Companies generating 4,910 Bn JPY revenue FY 24

Project Expansion Update



Sr	Product Line	Entity	Total Cost (In Crs)	Location	Capacity	Expected SOP	l Update
1	4W Alloy Wheels	Uno Minda Ltd	542	542 Kharkhoda 120k Wheel p.m.		Q2 FY26 Phase 1	Project announced To be spend over 5 years
2	4W Alloy Wheels	Minda Kosei Aluminum (MKA)	190	Bawal	60k Wheels p.m.	Q3 FY25 Phase 1	Land Acquisition Delays 30K to start in Q3 FY25
3	2W Alloy Wheels	Uno Minda Ltd	300	Supa	2 Mn wheel pa	Q1 FY26	Project announced
4	4W Lighting	Uno Minda Ltd	400 (Phase I – 230 Cr)	Pune	New Lighting Facility	Q3 FY25 Phase 1	Land Acquisition completed. Construction started To be spend over 5 years
5	4W Switches	Uno Mindarika	110	Gurugram	New Switch Facility	Q3 FY25	Subpart Manufacturing to Start from Q3 FY25
6	EV Specific	Uno Minda Buehler Motor	110	Bawal	Traction Motor Production Facility	Q4 FY 24	Phase 1 Commenced To be spend over 5 years
7	EV Specific	UnoMinda EV Systems	390	Gurugram	New facility for EV specific products	Q2 FY24 Phase I	Phase 1 Commenced To be spend over 6 years
8	Airbags	TG Minda (JV)	175	Neemrana Rajasthan	1.2 Mn unit p.a.	Q3 FY25	Construction under progress
9	Seat Belts & Smart Systems	Tokai Rika Minda (JV)	200	Neemrana Rajasthan	New facility	Q2 FY26	Construction under progress
10	Sunroof	Uno Minda Ltd	63	Bawal Haryana	New Facility	Q4 FY27	Project Announced 19



CONSOLIDATED PROFIT & LOSS STATEMENT



Particulars (Rs. Cr)	Q1 FY25	Q1 FY24	YoY%	Q4 FY24	QoQ%	FY24	FY23	YoY%
Revenue from Operations (Net of Excise)	3,818	3,093	23%	3,794	1%	14,031	11,236	25%
Raw Material	2,460	1,987		2,410		9,064	7,224	
Employee Cost	516	424		452		1,779	1,460	
Other Expenses	433	352		459		1,603	1,310	
EBITDA	408	330	24%	474	-14%	1,585	1,242	28%
EBITDA Margin	10.68%	10.67%	1 bps	12.5%	-181 bps	11.3%	11.1%	25 bps
Other Income	11	8		9		34	49	
Depreciation	142	119		149		526	430	
EBIT	277	219	27%	334	-17%	1,093	861	27%
EBIT Margin	7.3%	7.1%	18 bps	8.8%	-154 bps	7.8%	7.7%	13 bps
Finance Cost	36	25		32		113	70	
Exceptional Profit/(Loss)				27		27		
Profit before Share of Profit/Loss of JVs and Tax	241	194	24%	329	-27%	1,006	791	27%
PBT Margin	6.3%	6.3%	4 bps	8.7%	-235 bps	7.2%	7.0%	13 bps
Tax	67	44		85		267	191	
Profit before Share of Profit/Loss of JVs	174	150	16%	244	-29%	739	600	23%
PAT Margin %	4.56%	4.84%	-28 bps	6.4%	-186 bps	5.3%	5.3%	-7 bps
Share of Profit/Loss of JVs	37	30		58		185	100	
Net profit/(loss) after share of profit/(loss) of associates / JVs (A)	211	180	17%	302	-30%	925	700	32%
PAT attributable to:								
- Owners of MIL	199	173	15%	289	-31%	880	654	35%
- Non Controlling Interests	12	7		13		44	47	
Earnings Per Share (Diluted)	3.46	3.00	15%	5.03	-31%	15.34	11.37	35%





ABOUT UNO MINDA



UNO MINDA

A Leading Auto Component & Systems Player, Since 1958

₹ 169B (\$ 2.03 B)*

*Group Turnover (FY23-24) BSE/NSE listed companies

TOP 200

74

Plants Globally

20

JV / TLA

32,000+

Employees

26

Product Lines

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 marquee 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

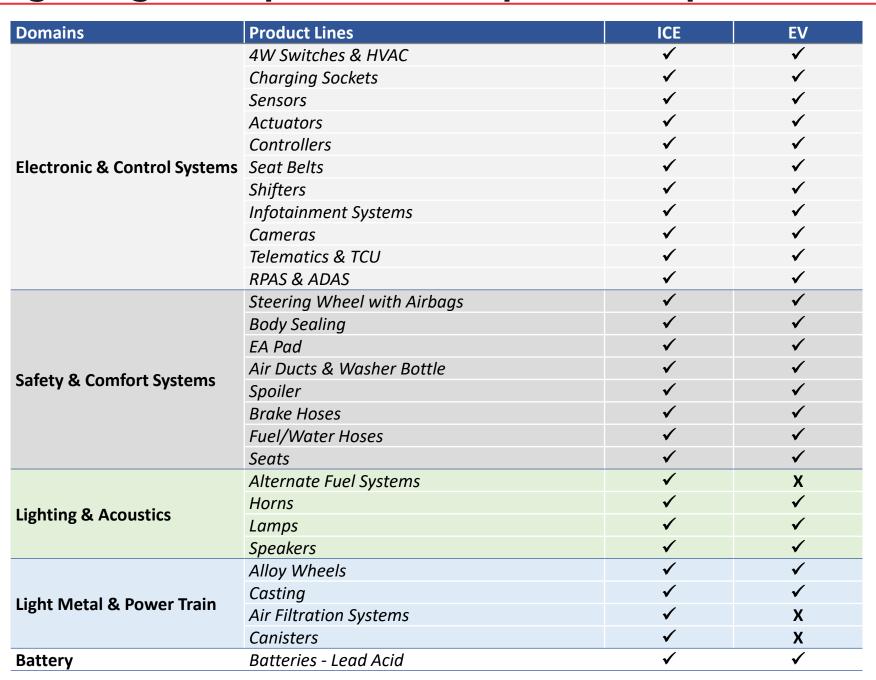
Domains & Product Groups





2W/3W

Engine agnostic portfolio with potential upside from EV transition





GLOBAL PRESENCE



Strategic Manufacturing Location



Bawal

Neemrana

Bhiwadi Delhi RO

Haridwar

Gurugram

G. Noida

Waluj

Supa

Nasik Khed

Pithampur

Ranjangaon (1) 🌆

68

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

(1) 🜇

(1)

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

(1) Farukhnagar (2) Kan [1]

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West zone (20) [8] {7}

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Engg. Centers

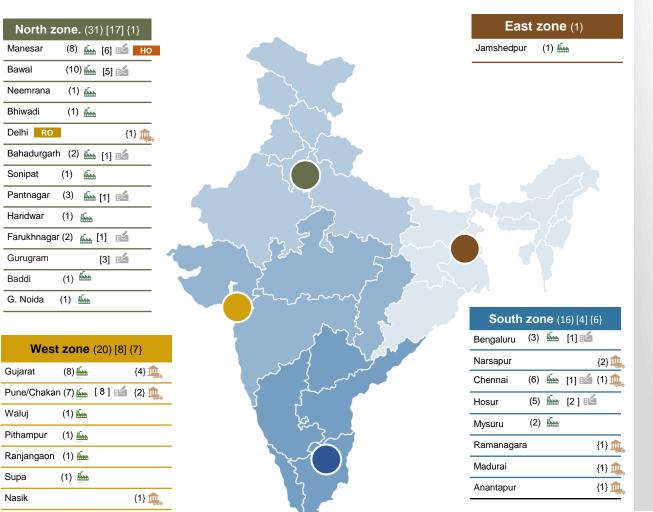


Head Office





14 Warehouses



Growing International Presence





7 Sales Office



Engg. Centers



Warehouse



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

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 & Managing Director



Mr. Ravi Mehra
Deputy Managing Director
& Head Group Corporate



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. Rajeev Gandotra
CEO – Light & Acoustic
Systems Domain-2



Mr. Rakesh Kher
CEO – Aftermarket
Domain



Mr. Rakesh Mehta Group CHRO



Mr. Sunil Bohra
Group CFO, CSO &
Corporate Affairs



Mr. Vivek Jindal CEO – Light & Acoustic Systems Domain-1



Mr. Ashok Taneja Advisor



Mr. Navin Paul 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
Uno Minda EV Systems	Farukhnagar
Seating	Hosur
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



252Patents
Granted



37 R&D and Engineering Centers



444Patent 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.

400+ Engineers



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 I E Horns



Telematics Control Unit | IoT Platform

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 Reg & 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





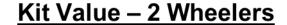




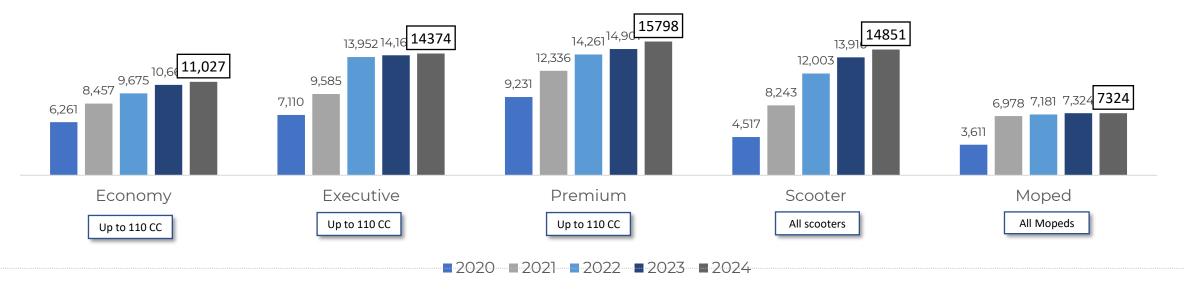


POTENTIAL KIT VALUE - UNO MINDA

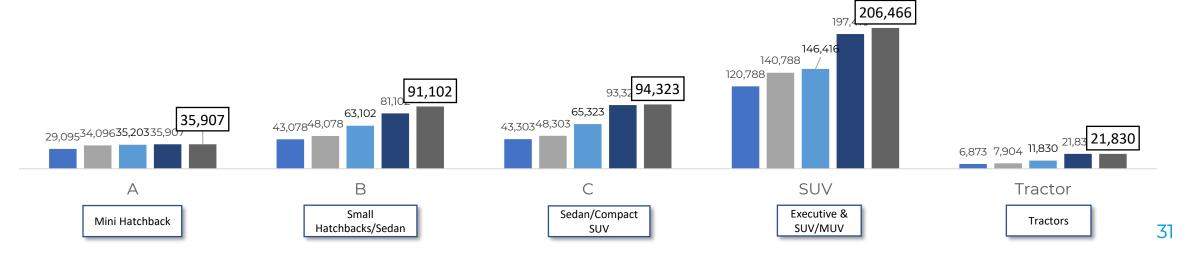








Kit Value - 4 Wheelers



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



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



MDMMS, Bagla Haryana Sr. Sec. School





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, Vocational and 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

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 third consecutive year!



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



















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



Human Resources

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



Trustworthy and Capable Supplier Base

More than 1500 Suppliers spread across Geographies



Strong R&D Capabilities

37 R&D and Engineering Centers Globally



Extensive
Aftermarket
Distribution Network

1500 Business Partners, 35000 Retailers & 75000 Service Points



Cyber risk Management

Strong & robust Security
Management & Cyber risk
Management framework to
safeguard company from cyber
threats



Corporate Office

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

Website: www.unominda.com

For further information, please contact

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Vice President Head Treasury and Communication amodi@unominda.com

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