

MINDA CORPORATION LIMITED

(Group Corporate Office)

Date: 15.06.2023

The Officer-In-Charge (Listing)

Listing Department

National Stock Exchange of India Ltd., Exchange Plaza, Bandra Kurla Complex,

Bandra (East), Mumbai - 400 051

SYMBOL: MINDACORP

Head - Listing Operations,

BSE Limited,

P.J. Towers, Dalal Street, Fort,

Mumbai - 400 001 Scrip Code: 538962

<u>Sub:</u> <u>Schedule of Analyst/Institutional Investor meeting intimation under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015</u>

Dear Sir,

We would like to inform you that the Company's management will be interacting with Investors/Analysts as per the below schedule: -

Date	Organisation	Format
Thursday, 15 th June 2023	Millennium Management LLC	Virtual

No unpublished price sensitive information (UPSI) is intended to be discussed during the interactions.

The presentation to be shared during the meeting is attached herein.

This information is submitted to you pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly note that changes may happen due to exigencies on the part of Host / Company.

This is for your information and record.

Thanking you, Yours faithfully,

For Minda Corporation Limited

PARDEE Digitally signed by PARDEEP MANN Date: 2023.06.15 10:21:27 +05'30'

Pardeep Mann Company Secretary Membership No. A13371

MINDA CORPORATION LIMITED (GROUP CORPORATE OFFICE)

CIN: L74899DL1985PLC020401A

D-6-11, Sector 59, Noida – 201301, U.P., India

Tel.: +91-120-4787100 Fax: +91-120-4787201

Registered office: A-15, Ashok Vihar, Phase-I, Delhi-110052

Website: www.sparkminda.com











INVESTOR PRESENTATION

June 2023



Adding Differentiating Value to the Auto Sector





CONTENTS







Company Positioning



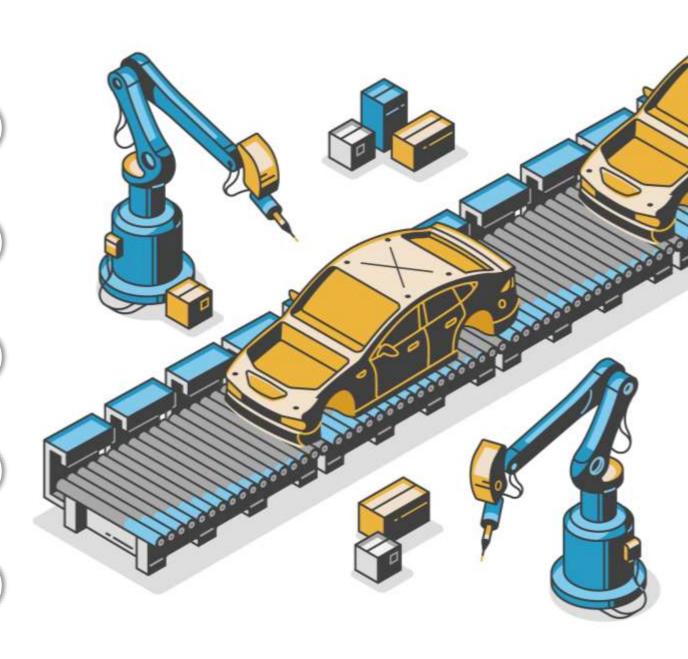
Financial Overview



Strategic Pillars of Growth



ESG, CSR and Awards





One of India's Leading Automotive Component Company





Business Verticals		
Plastics & Interiors	Aftermarket	Spark Minda Green Mobility

Key Customers

Ashok Leyland, Bajaj Auto, CNH, **Hero Electric**, Hero Moto Corp, Honda Motorcycle and Scooter India, Hyundai, Mahindra & Mahindra, Maruti Suzuki, **OLA Electric**, **Polarity**, **Revolt**, **Ather**, Piaggio Vietnam, Suzuki Motorcycle, Polaris, TVS Motor, **22 Motor**, Tata Motors, Delphi, **Ampere**, VE Commercial Vehicles, Yamaha Motor, KTM, **Triumph**, UD Trucks

Manufacturing Facilities



Mechatronics

29 Manufacturing facilities strategically located providing support to OEMs

Information &

Connected Systems

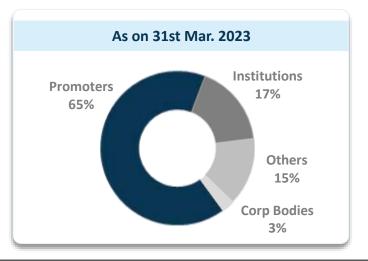


R&D Capabilities



Advanced Engineering Centre of
Electronics & Mechatronics in Pune
(SMIT) and multiple specialized
R&D Centre across India

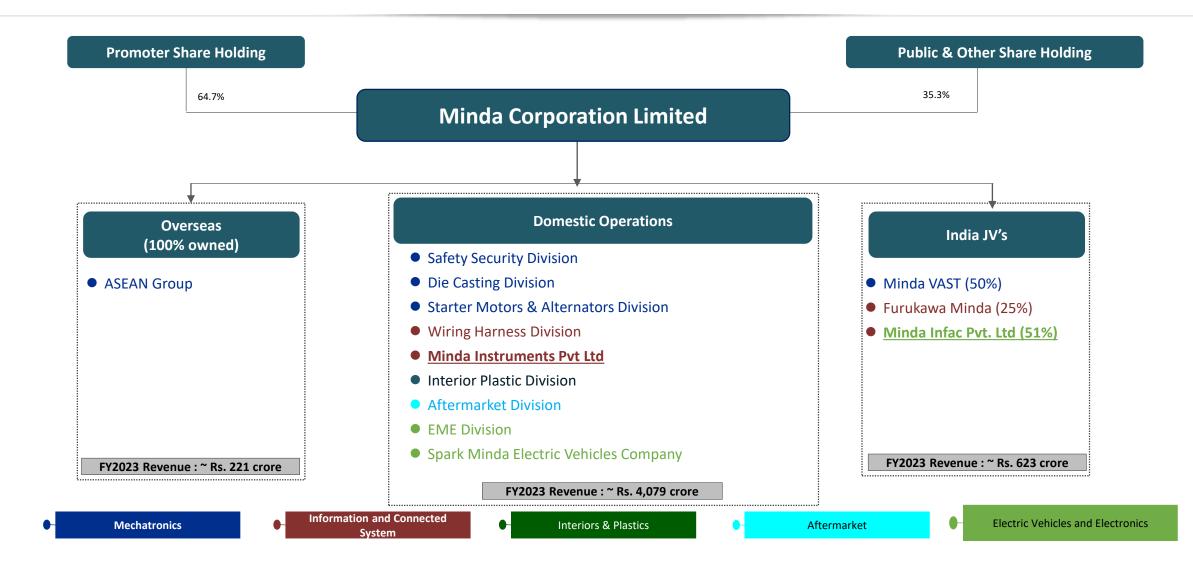
			(IIVA CI)
Particulars	FY21	FY22	FY23
Revenue	2,368	2,976	4,300
EBITDA	217	295	461
Margin%	9.2%	9.9%	10.7%
Reported PAT	53	192	285
Margin%	2.2%	6.4%	6.6%



Diversified product portfolio, global customers, strong manufacturing and advanced R&D with six decades of automotive experience

Schematic Representation of Minda Corporation





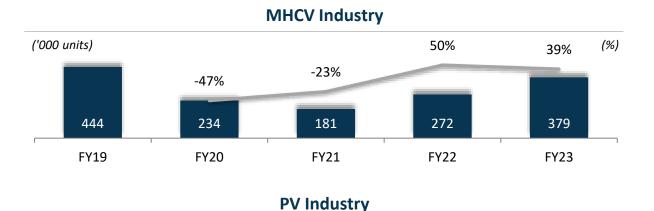
Note: In FY22, Minda Stoneridge JV is now Minda Instruments Pvt Ltd, post 100% acquisition

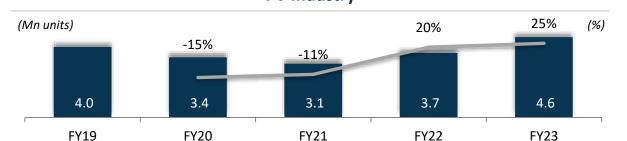
Minda Infac is joint venture with INFAC Elecs, South Korea

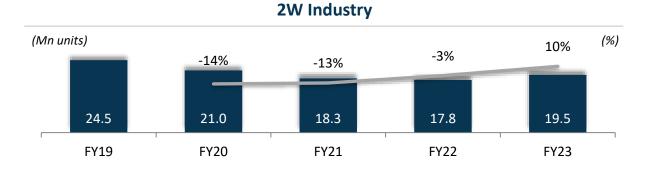


Indian Auto industry at the cusp of a multi-year upcycle











Auto Sector overall is at the cusp of multiyear upcycle post recovery from covid



CV's expected to have a longer upcycle due to pent- up demand & significant push for infrastructure development



Change in consumer preference towards owning a personal vehicle to benefit the PV segment



2W production has started showing multiyear growth trajectory



Increase in EV penetration to lead the growth in 2W segment

Diversified business model across products









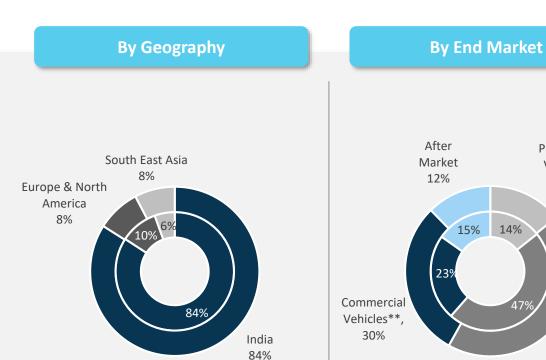


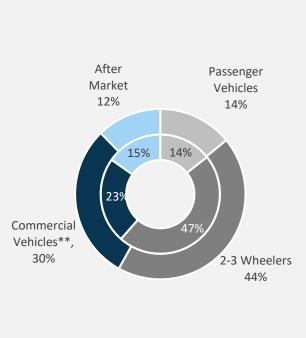


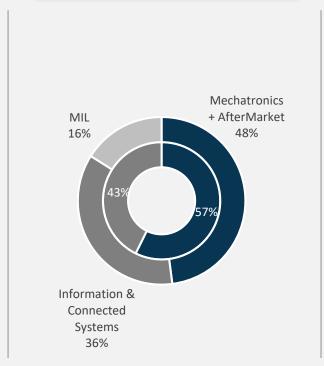
Diversified portfolio for Indian & International market!!

Truly diversified revenue model

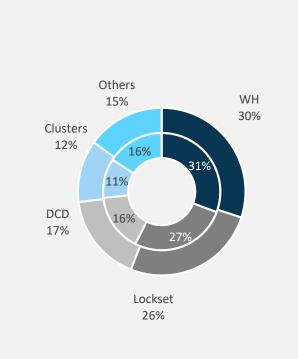








By Business Verticals*



By Products

Outside Ring: FY23 Inside Ring: FY22

9

Strong relationship with marquee customers across vehicle segments



2-3 Wheelers Aprilia Aprilia







EV Customers













































Transforming Current Business Lines as per Technology Trends



Vehicle Access



Intelligent & Smart



Smart PEPS



Powered Lift Gate System



Flush Door Systems

Cyber Security & E/E Architecture

Wiring Harness & **Connectors**



Electrical Distribution Systems



PDU & BDU



EV HV Wiring Harness



Smart Junction Box



EV HV Connection System

Clusters, ADAS & Sensors



Connected & Safe Mobility



Large size TFT & Conn.Clusters



Telematics



Sensors for Safety, ADAS and EVs



ADAS Systems

Light weight die casting & interior plastic



Light weighting & Plastic solution



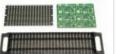
Cylinder Head Cover



Centre Console



Engine Mounting Bracket



Battery Tray

EV Power Electronics



EV Drive Train



Motor & **Battery Management** Motor Controller system



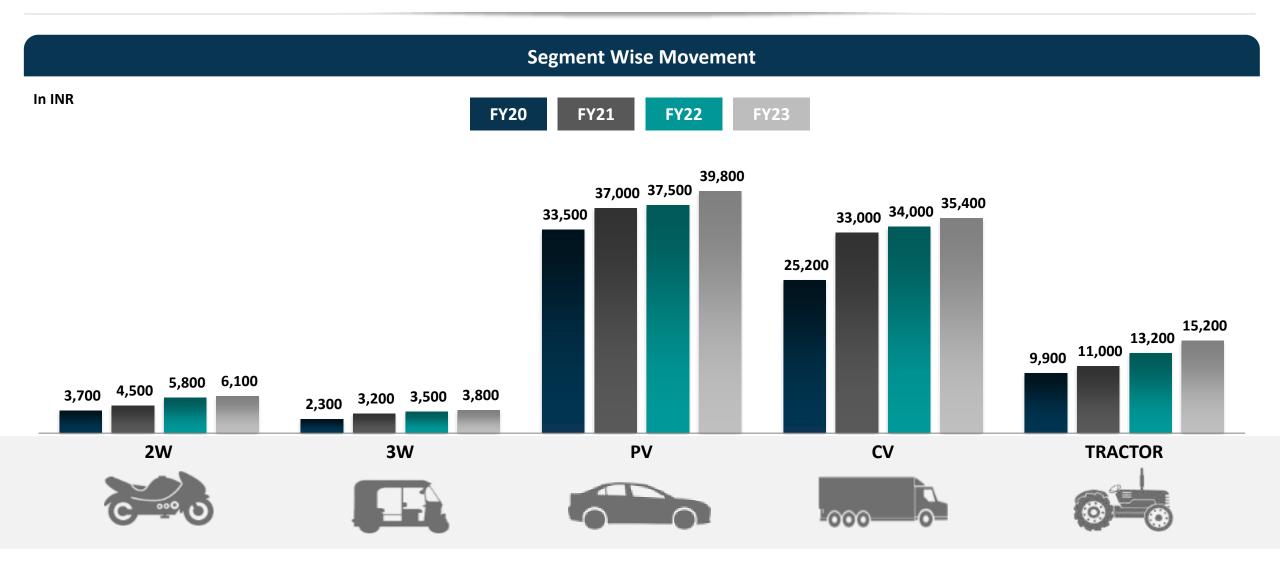
Onboard Chargers



DC-DC Converter

CPV is anticipated to surge as a result of the growing premiumization trend





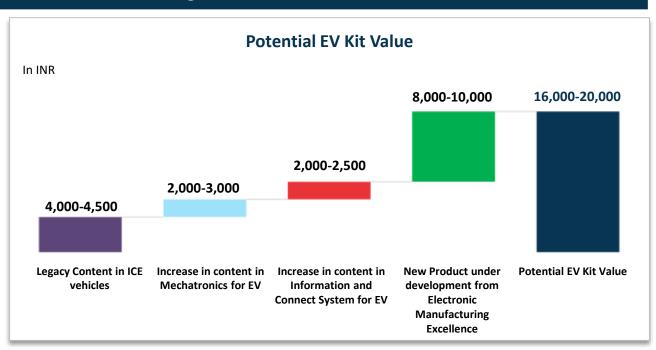
Note: Content Per Vehicle (CPV) are illustrative and based on sum product of all products manufactured by the Group are supplied to a vehicle in India with applicability in the segment

Minda Corp is well poised to capture the EV trend



Most of our Products are Electric Vehicle Agnostic













REVOLT































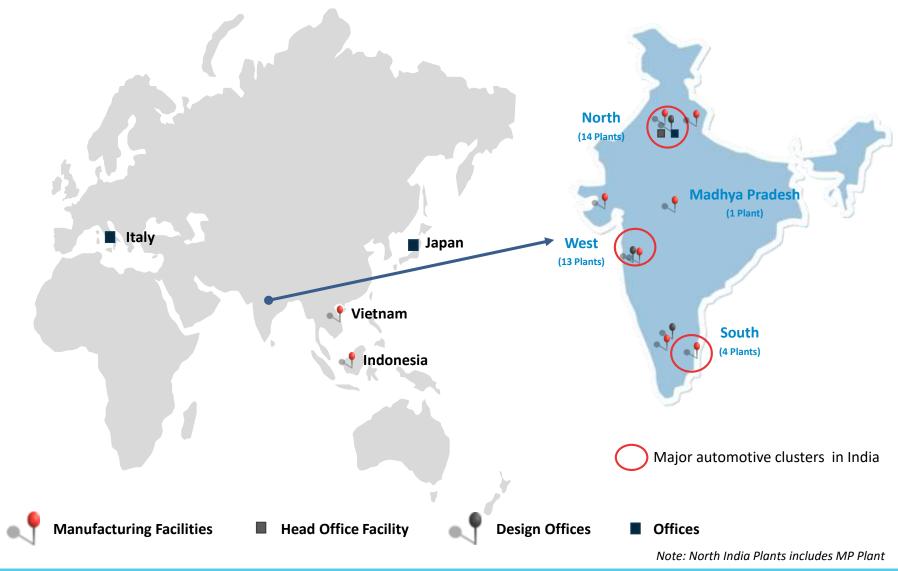
Note: *These products are under development and not included under Minda's Potential EV Kit Value

Strategically located modern manufacturing facilities to enhance global reach



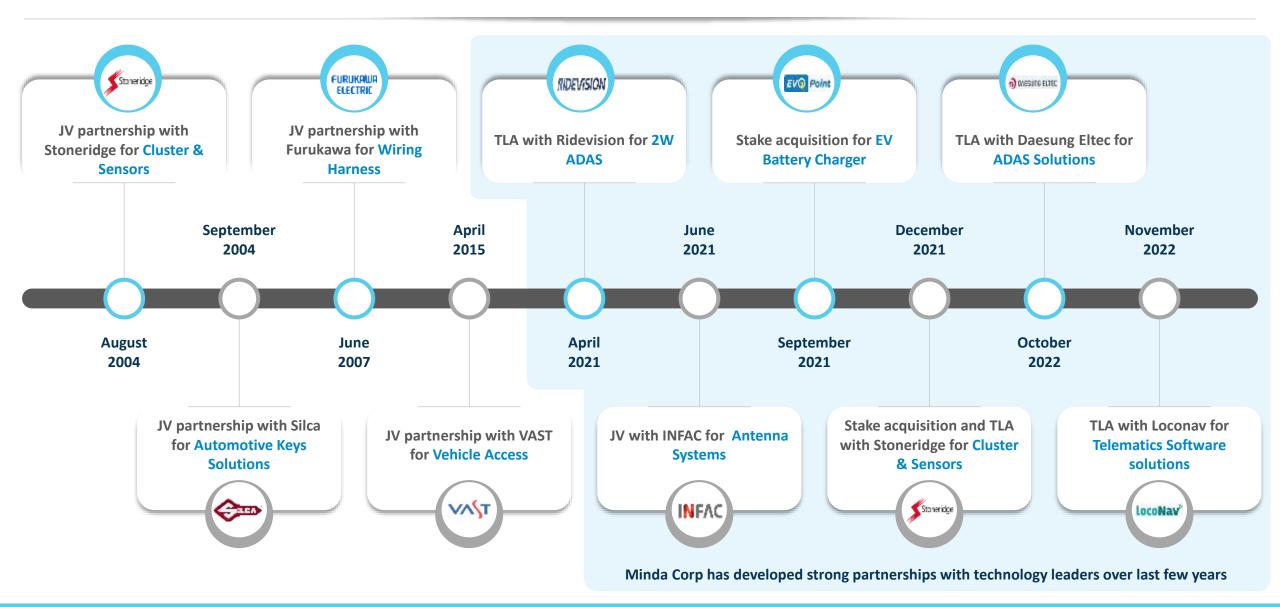






Forging new technological alliances to drive future growth



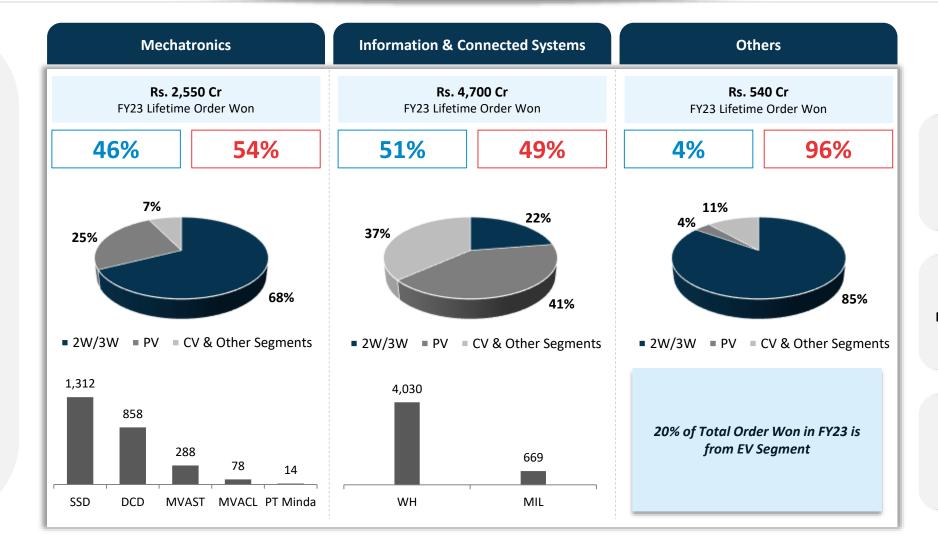


Strong order book leading to predictable growth - FY2023





Exports Order
won in FY23 is
Rs. 1,050 Cr in
various verticals
Electric Vehicle
Order won
stood at Rs.
1,450 Cr in FY23



Rs. ~**7,800 Cr** Order Won FY23

Rs. ~3,600 Cr
Replacement Business
Lifetime Order Won

Rs. ~4,200 Cr
New Business
Lifetime Order Won

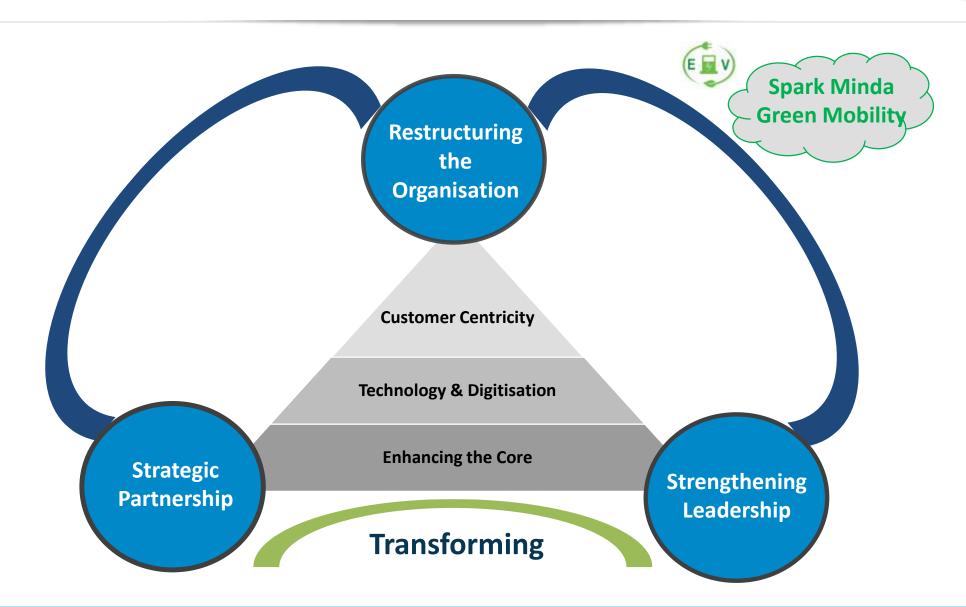
*Order Book no's have been rounded off

■ Replacement Business

New Business

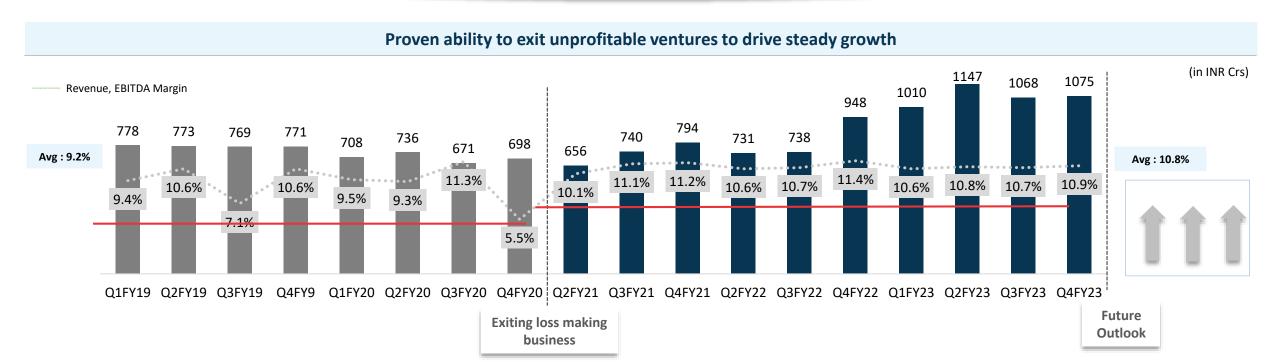
Narrowing Focus, Deepening Capabilities





Exiting unprofitable businesses resulting in margin expansion





Industry Leading Growth

	FY20	FY21 [#]	FY22	FY23
Industry Volume Growth	(14.7)%	(12.9)%	1.2%	12.5%
Minda Corp Revenue Growth	(9.0)%	6.5%	25.7%	44.5%

Higher Revenue growth compared to Industry growth

Superior financial performance & return ratios





Note: *PAT for Q4FY22, Q4FY23, FY22 & FY23 is normalized removing any one time impact; **ROCE-Excluding the impact of Q1FY22 which was severally hit by by second wave of COVID

Rs. In Cr.

Experienced Management Team





Ashok Minda

Chairman & GCEO

"Our focus on enhancing the core and deepening capabilities has kept us well positioned to capture the technological shift owing to changing customer preferences, emerging market trends and even government regulations"



Aakash Minda

ED- Group Finance & Strategy

Over a decade of Global Auto Component Industry experience

"Being a complete system solution provider, we are well positioned to capture the emerging opportunities like electrification of vehicles, safety regulations, emission control norms, fuel economy, human machine interface through both organic and inorganic means"

Experienced Management Team





Arvind Chandra

CEO, Mechatronic

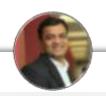
27 years of Automotive experience in Europe, US and India



Sumit Doseja

CEO, Wiring Harness

Over 27 years of experience in Auto Component Industry



Sanjay Gupta

CEO, MIL, EME & SMGM

26+ years of experience in electronics & semiconductors Industry



Neeraj Sharan

CEO, Aftermarket

29 years in Auto Industry in India and overseas



N. K. Modi

ED & CEO – MCL SMAD & Uzbekistan business

35 years of experience in Auto Component Industry



D. Suresh

Group Chief Technological Officer

Over 27 Years of Global and domestic experience in R & D of Auto Industry



Ashim Vohra

Group Chief Operating Officer

30+ years of experience in Auto Component Industry



Vinod Raheja

Group Chief Finance
Officer

Over 30 years of global experience as CFO in pharmaceuticals and industrial manufacturing



Neeraj Mahajan

Group Marketing Head

30 years in India and overseas with OEMs and Auto Components



Ajay Singhroha

Group Human Resource Head

24+ years of industry experience

Independent Directors





Ms. Pratima Ram

She holds a Master's Degree from University of Virginia, USA and graduated from Bangalore University. She served as Chief **Executive Officer of South Africa** Operations of SBI and also as Country Head (U.S.A. Operations) of SBI at New York. She was also head of Mergers & Acquisitions at SBI Capital Markets. Presently, she is also on the Board of Cadila Pharmaceuticals, Manappuram Home Finance Limited, Moneyline Credit Limited, Avaali Solutions Private Limited, Minda Instruments Ltd etc.



Mr. Ashok Kumar Jha

He is an IAS officer of the 1969 batch, has a 38 years stint in the Civil Services. Mr. Jha had held crucial positions in India's State and Central Government apparatus including the position of the Finance Secretary, Government of India. He is a renowned expert in handling policy issues of key ministries of the Government dealing with economic issues. Presently, he is also serving on the Board of Setco Automotive, - Xpro India.



Mr. Avinash P. Gandhi

He is a Mechanical Engineer from the Birla Institute of Technology and completed management programs at IIMs and Administration Staff College of India. He has rich experience of over 50 years in various capacities as Strategic Advisor, Director and other senior managerial positions in leading auto companies. He is presently also on the board of Lumax Industries, EV Motors India, Schaeffler India, QRG Enterprises, **Action Construction Equipment** Limited, Uni Products (India) Limited etc.



Mr. Rakesh Chopra

He is a Chartered Accountant (England & Wales) and MBA from Cranfield University, U.K. having rich experience of over 40 years and is currently Director of GPR Enterprises, Kempty Cottages, Pragma Holdings, Bharat Gears, Cleantec Infra. Founder Member and Chairman of Indraprastha Cancer Society (Rajiv Gandhi Cancer Hospital & Research Centre).

Value Proposition



High value, Technologically advanced products; Global presence with 34 plants

Higher focus on Sustainability by strengthening the framework of ESG

Four-tier Governance structure to excel in Corporate Governance



Cost leadership in Manufacturing and Thought leadership position in Technology

Offering Advanced Technology products and system solutions in Light weighting, Active Safety, Connected, Electronification, and EV

Technological tie ups with global automotive component manufacturers

Low leverage providing significant flexibility for organic / inorganic growth

Well diversified customer base, product portfolio and business segments



Consolidated Leverage Position - FY2023



Particulars (Rs. Cr)	Mar 31 st , 2023	Mar 31 st 2022
Net Worth	1,591	1,330
Long Term Borrowings	235	130
Short Term Borrowings	318	261
Gross Debt	553	391
Less: Cash & Cash Equivalents	162	333
Net Debt	391	58
Net Debt / Net Worth	0.25x	0.04x
Capital Employed	1,530	1,388
ROCE	20.8%	18.4%*

Note: ROCE excluding Exceptional Items and interest on QIP Funds

	Instrument	Rating
India Ratings & Research	Term Loan	IND AA- / Stable
	Working capital limits (Fund-based and Non-fund-based)	IND AA-/Stable/IND A1+
CRISIL	Long Term	CRISIL AA-/Stable
	Short Term	CRISIL A1+

^{*} Excluding the impact of Q1FY22 which was severally hit by by second wave of COVID

Highlights of Q4 & FY23 Performance



Enhancing the Core and Deepening Capabilities

Q4 FY2023

Revenue Growth for the Quarter continues to outperform the Industry performance





Revenue Growth of 45%** YoY despite challenging macro-economic scenario

Double Digit EBITDA margin for eleventh* straight quarter on sequential basis



EBITDA margin improved by 83 bps to 10.7% on YoY Basis.

Total Lifetime Order Book booked stood at ~2,000 crores with more than 11% export orders



Won Businesses across segment with EV constituting almost 20% of the orders win

Highest ever quarterly Patents filling with more than 20 Patents filled during the Quarter



32 Patents filed during FY23
Total Patents in the Company stood at 250+

2W Smart key continued to gain traction with more than 10% of the total 2W lockset revenue



2 New Technology partnerships for ADAS and Telematics software making us a complete solution provider and keeping us ahead of technology curve.

Note - *Q1FY22 impacted by second wave of COVID; **27% without MIL



Strategic Pillars of Growth



Strategic Pillars of Growth



Focus on Enhancing the Core

Safety Security System | Wiring Harness | Instrument Cluster | Die Casting



Innovation and Technology

In House R&D | JV's with Global Players



Electric Vehicle Growth Opportunity

EV Agnostic Products | Increase Content Per Vehicle



Strengthening Passenger Vehicle Offerings

Control Systems | Sensors | Interior Solutions

Outcome

- ✓ Transform and become complete solution provider and partner of OEM's
- ✓ Cost leadership in manufacturing and
 Thought leadership position in Technology
- ✓ Premiumization and product innovation in all business segments to drive content per vehicle
- Deliver better than industry growth and continue to improve margin profile

Engineering Capabilities



Spark Minda Technical Centre, Pune



350+ Engineers | Embedded Software EMI / EMC Lab, Anechoic Chamber







Accreditation

E&E, WH Connection Systems & digitization



50+ Engineers | WH Design | E&E Architecture



100+ Engineers | Digital Clusters

Power Electronics & Vehicle Access



20+ Engineers | Power Electronics



100+ Engineers | Vehicle Access solutions



250+ ~ 50 % in last 5 years

Total IPs / Patents Filed



~2.0%
of annual revenue

R&D Spending

460+



Engineering Headcount

Engineering Capabilities

Electronics Hardware





Embedded Software





Testing, HIL, SIL, EMI/EMC, CAE





Mechatronics Engineering





Strategically expanding into new products to leverage growth opportunities





New Tech Legacy Product

Integrated
Keyless Lockset
for the largest
Domestic 2W
OEM in India



New Tech Legacy Product

EV Die Casting Products for a Large Global Technology Player



First Time Legacy Product

Wiring Harness
complying with
OBD2 norms, for
all our 2W OEM
Customers in
India



New Tech Legacy Product

EV Wiring
Harness for a
Large Domestic
Tractor
Manufacturer
and a Key Global
Technology OEM



New Tech Legacy Product

Digital Cluster for Light Commercial Vehicle for a Key Domestic OEM



New Tech Legacy Product

Digital Cluster for Export to One of the Largest Global CV OEM

Marquee Businesses Starting Production in FY23

Trends Impacting India & Our Offerings





Trends Impacting India & Our Offerings







Autonomous



Shared Mobility



Electrification

Connectivity & Shared Mobility Antennas Digital Cluster* **Telematics** Electronification **Keyless Entry Solutions Immobilizer**

MFECU/BCM*







TFT Cluster



^{*} Under Development ITS: Intelligent Transportation System MFECU/BCM: Multi-Function Electronic Control Unit/Body Control Unit CPD: Charge Protection Device VCU: Vehicle Control Unit EVSE: Electric Vehicle Supply Equipment

Spark Minda 3 Pronged Approach



Engaging in technology tie-ups with global counterparts with strong regulatory support is a potential way forward for local suppliers

- Entering into JV's with global suppliers would give Indian suppliers access to existing technology
- Commercialization of technology at the shortest time with the potential to further develop joint IPR ownership in the future.

Setting Up own R&D Unit

- Suppliers to set up their own R&D for new technology
- Requires large investments in terms of money and time

We hove already set up our state-of-the-art in-house R&D facility for advanced solutions while simultaneously scouting for partners to bring in quality, scalable, cost effective solutions

- Licensing of existing technology from global suppliers' and sub-components to manufacture in India
- Further development of licensed technology is often challenging

\ Technological Advancement

JV's with Global Player



Key Operational Initiatives



Towards Operational Excellence

Key Initiatives



Low cost automation



Manufacturing Engineering – Capability & Competency development



Inhouse Development of critical machinery



Industry 4.0 implementation



Productivity improvement through breakthrough initiatives

Key recent achievements



Manless CNC Machining



Auto-Pouring Casting Process



Digital WH assembly & testing Board



Smartkey Assembly line – Designed & Developed inhouse







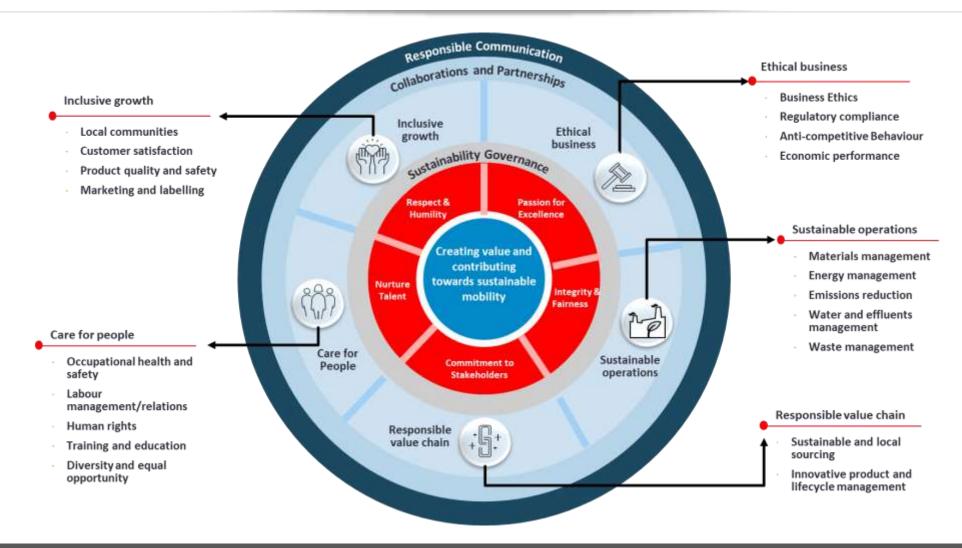


Machine Developed Inhouse



ESG Sustainability Framework





Driving Long-term Value Creation Through the Integration of Sustainability

Key ESG Initiatives - FY23





India Sustainability Award 2022 for ESG project Tree Plantation for the India Sustainability Champion



Blood Donation Camp at MCL WHD GN, MVAST Pune, SSD and SMIT and DCD GN



Plantation Drives



Community Health Check-up Camp at Minda Silca and DCD GN



Fire Safety Training and Road Safety Week and Road Safety Pledge Rally at MCL Murbad and MCL PN respectively

.

300+ People with Disabilities (PWDs) appointed in FY23

Lives Impacted – FY23

- 1,100+ units of blood donated/collected
- **3800+** trees planted during the year
- **9,000+** people covered in 77 health awareness camps
- **8,100+** people covered in 185+ safety awareness camps



Corporate Social Responsibility - Q4FY2023





Fitments like Artificial limbs, wheelchairs, hearing aids, auxiliary crutches etc. distributed under Saksham Scheme



Aakarshan Convocation at Maharashtra, Tamil Nadu, U.P., Haryana and Uttarakhand



9th National CSR Times Award Winning for Aakarshan Programme



Educated and Hired Persons with Disabilities under Aakarshan Scheme



Donation Drives - Clothes, Footwear, Stationery, Ration and so on



Women Hygiene Session at Aakarshan, Greater Noida

Lives Impacted - FY23

- 2,300+ Trained under
 Aakarshan Skill
 Development Programme
 and 70% achieved
 employment
- 5,100+ Fitments like
 Artificial limbs, wheelchairs,
 hearing aids, auxiliary
 crutches, walkers, elbow
 crutches etc. distributed
 under Saksham scheme
- 100+ Business Integrated Prison Program for livelihood to inmates

Awards & Achievement - Q4FY2023







- DCD Gr. Noida Received Silver Award in 3rd CII Int'l Conference on Digitalization
- Received 1st Runner Up award in BAVA Kaizen Competition
- QCFI 2 Gold and 1 Silver
- CII- 1 Silver and 2 Participation
- ACMA 3 Participation
- BAVA 2 Silver



Business Vertical – 2 (Information & Connected System division) won 9 Awards during Q4FY23

- CII 2 Gold, 1 Silver and 3 Participation
- AOTS 2 Silver and 1 Gold



Total Group awards received in FY23 is 19

2 Customer Awards

Total 19 External Awards received in Q4FY23 with 2 customer awards at various forum like QCFI, ACMA & CII

Disclaimer



This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Minda Corporation Limited ("Minda Corp" or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Minda Corp undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



Corporate Office:

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INVESTOR RELATIONS CONTACT

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Income Statement



(INR Crores)		Full Year					
	FY23	% of Revenue from Operations	FY22	% of Revenue from Operations	FY21	% of Revenue from Operations	
Revenue from Operations	4,300		2,976		2,368		
Expenses							
Raw Materials Cost	2,777	64.5%	1,876	63.0%	1,493	63.0%	
Employee Benefit Expenses	625	14.9%	474	15.9%	383	16.2%	
Other Expenses	437	10.1%	331	11.1%	276	11.6%	
Total Expenses	3,838	89.2%	2,681	90.1%	2,151	90.8%	
EBITDA	461	10.7%	295	9.9%	217	9.2%	
Other Income	16	0.3%	24	0.8%	33	1.4%	
Depreciation and Amortisation	138	3.2%	112	3.8%	94	4.0%	
EBIT	339	7.8%	207	6.9%	157	6.6%	
Finance Costs	41	0.9%	31	1.0%	36	1.5%	
Share of profit / (loss) of joint ventures	-10	(0.2)%	7	0.3%	4	0.2%	
Profit Before Tax - from Continued Operations including share of JV cos	288	6.7%	183	6.2%	125	5.3%	
Tax Expenses	4	0.1%	24	0.8%	31	1.3%	
Profit After Tax - from Continued Operations	284	6.6%	159	5.3%	94	3.9%	
Exceptional Item	-		33	1.1%	-	-	
Profit from discontinued operations (net of taxes)	-		-	-	(41)	(1.7)%	
Profit After Tax	285	6.6%	192	6.4%	53	2.2%	

Balance Sheet

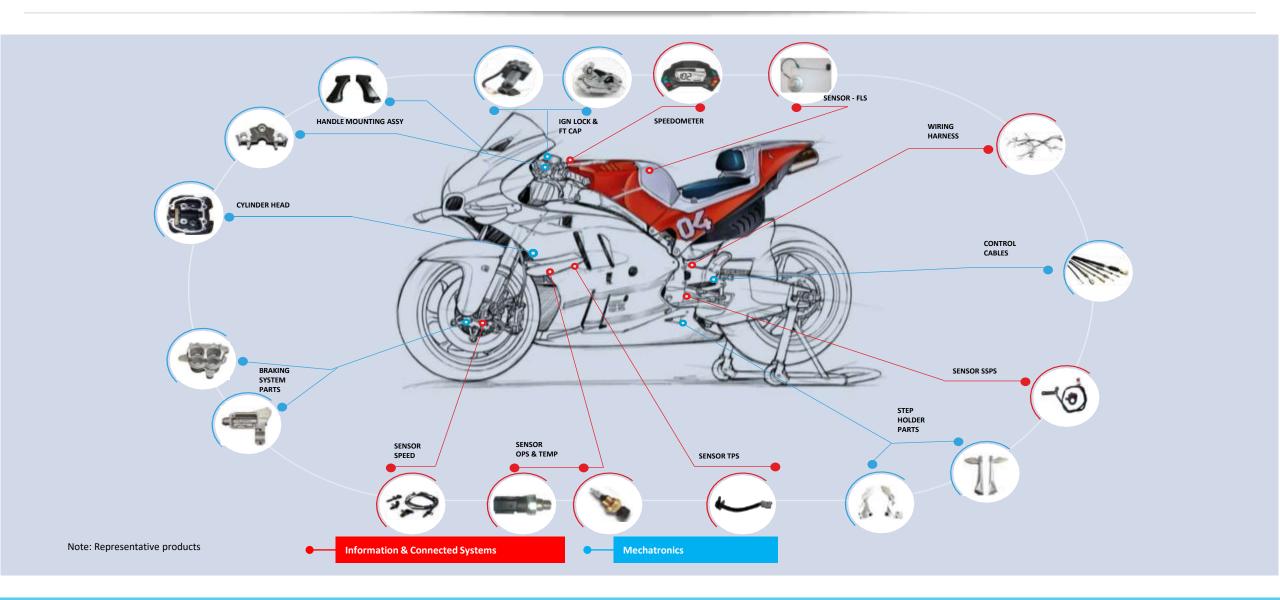


Assets (INR Crores)	As at 31 st March 2023	As at 31 st March 2022	As at 31 st March 2021	
Non-current Assets				
Property, Plant And Equipment	864	720	575	
Capital Work-in-progress	85	33	18	
Goodwill	93	93	30	
Intangible Assets	68	74	8	
Financial Assets		-	-	
I. Investments	451	64	181	
ii. Other Financial Assets	20	17	14	
Other Non-current Assets	58	27	19	
Total Non-current Assets	1,641	1,027	844	
Current Assets				
Inventories	573	479	396	
Financial Assets		-	-	
I. Trade Receivables	641	569	442	
Ii. Cash And Cash Equivalents	162	333	499	
Iii. Other Financial Assets	83	73	71	
Other Current Assets	124	90	78	
Total Current Assets	1,583	1,545	1,486	
Total Assets	3,224	2,572	2,330	

Equity and Liabilities (INR Crores)	As at 31 st March 2023	As at 31 st March 2022	As at 31 st March 2021	
Equity Share Capital	48	48	48	
Other Equity	1,543	1,282	1,099	
Total Equity	1,591	1,330	1,147	
Liabilities				
Non-current Liabilities				
Financial Liabilities				
I. Borrowings	172	85	93	
Ii. Lease Liabilities	135	97	30	
Other Non-current Liabilities	58	53	31	
Total Non-current Liabilities	365	235	155	
Current Liabilities				
Financial Liabilities				
I. Borrowings	381	307	390	
Ii. Lease Liabilities	26	18	15	
III. Trade Payables	726	568	507	
IV. Other Financial Liabilities	76	58	65	
Other Current Liabilities	61	57	53	
Total Current Liabilities	1,269	1,007	1,029	
Total Liabilities	1,634	1,242	1,183	
Total Equity And Liabilities	3,224	2,572	2,330	

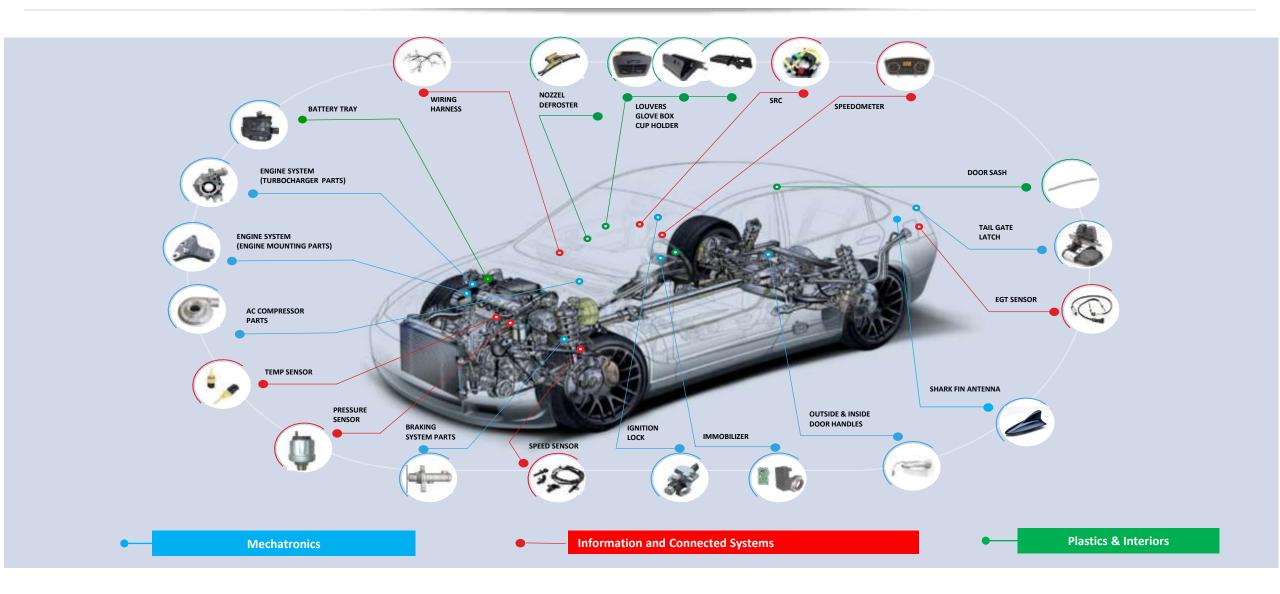
Product Portfolio - 2 Wheelers





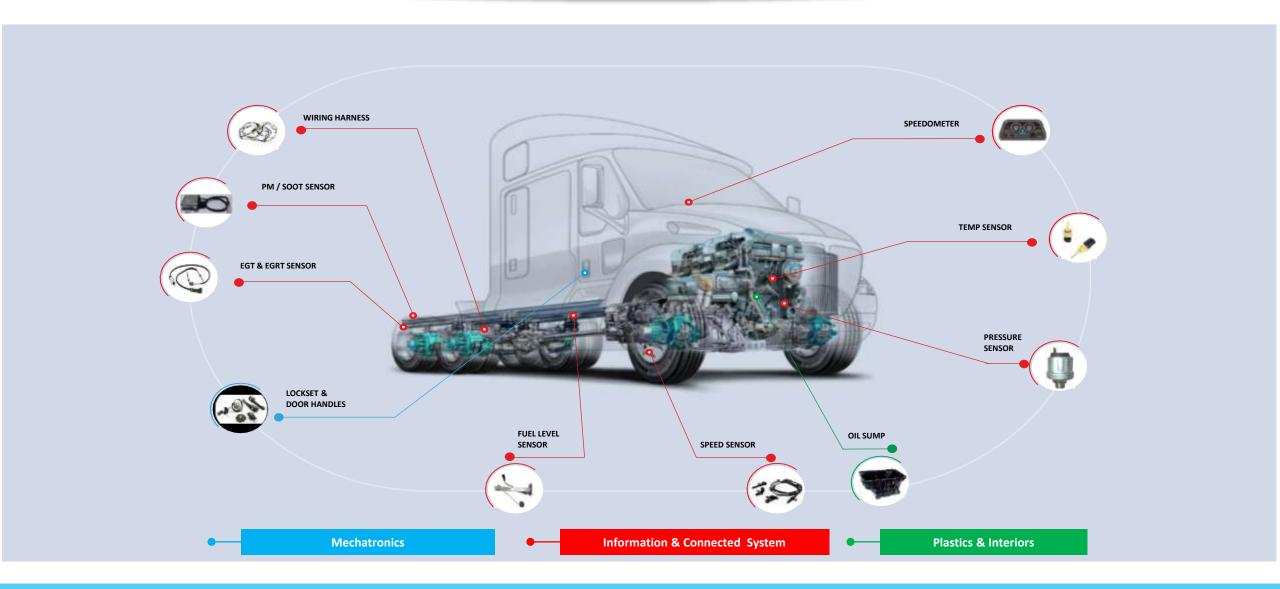
Current Product Portfolio - Passenger Vehicle





Current Product Portfolio - Commercial Vehicle





Current Product Portfolio - Tractors



