

ONIDA

OWNER'S PRIDE

February 13, 2019

To, BSE Limited 25 th Floor, P.J. Towers, Dalal Street, Mumbai-400 001	To, The Manager - Corporate Compliance National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051
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Dear Sir/Madam,

Sub: Investor Presentation**Script Code: BSE - 500279, NSE - MIRCELECTR**

In furtherance of the outcome of Board Meeting dated February 12, 2019 submitted to the stock exchanges with respect to the un-audited financial results of the Company for the third quarter and nine months ended December 31, 2018, please find enclosed investor presentation.

You are requested to kindly take the same on record and oblige.

Thanking You,

For MIRC Electronics Limited

Lalit Chendvankar
Head - Corporate Affairs,
Legal & Company Secretary



Encl: - As above

MIRC ELECTRONICS LIMITED

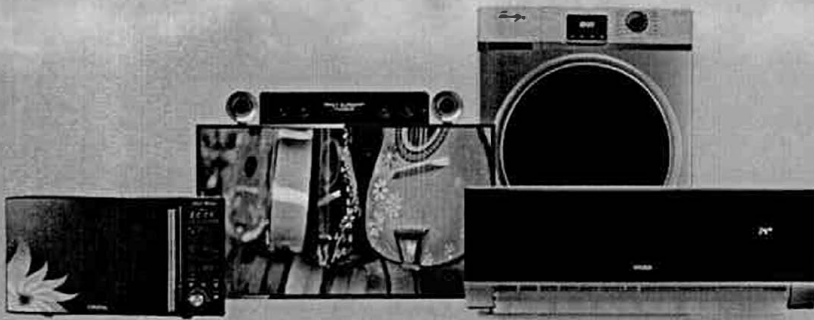
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CIN No.: L32300MH1981PLC023637. Website: www.onida.com



ONIDA
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Q3 FY19 INVESTOR UPDATE

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Our Purpose

Our aim is to make Indians proud of the Made-In-India label by providing highly innovative products, which are better than the competition, which simplify our lives and provide an unmatched customer experience

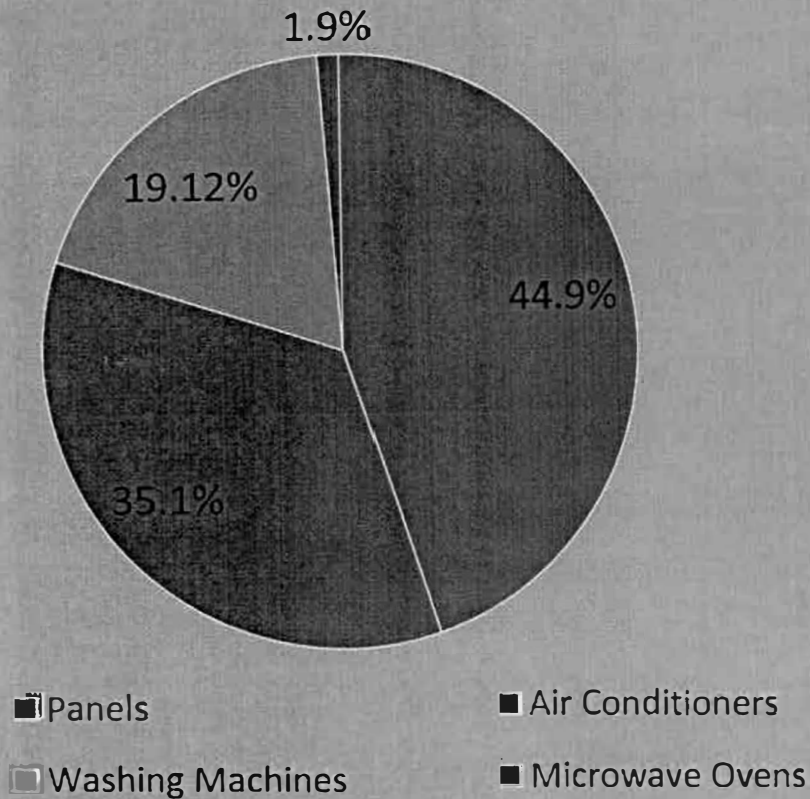


OPERATIONAL HIGHLIGHTS

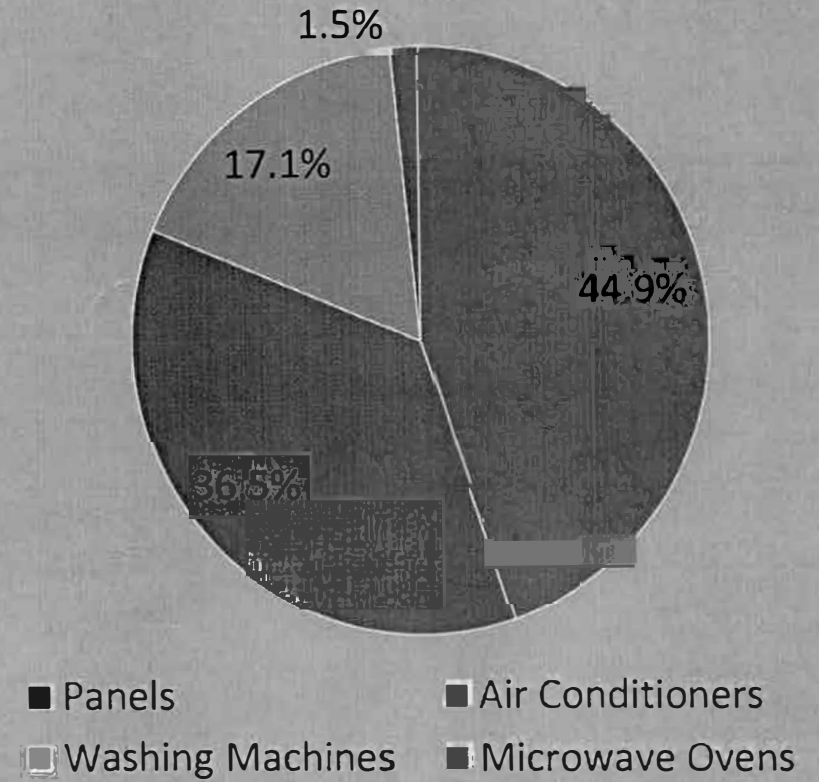
- ❖ New range of Air Conditioner models were well accepted in the market
- ❖ Witnessed phenomenal growth rate of 108 %, highest in the industry
- ❖ Launched ViOT – voice activated IOT Air Conditioners, which are game changers in the sector
 - ❖ Launched new Air conditioners series GENIO and ONYXS with 4D cooling, 100% copper condenser, blue fin powerful coating, eco-friendly R-32 refrigerant gas and smart digital displays
- ❖ New models in Washing machines helped in garnering 30% growth during the quarter

Segment wise contribution to revenues

Q3FY19



9MFY19





Non-Captive Manufacturing

- ❖ Started manufacturing for leading brands in the country
- ❖ Expecting revenues Rs. 50 crore in FY 19 and going forward Rs. 150 crore in FY 20

Key Financials

632.33

89.635

632.33

12.569

89.635

Q3 FY19 Financial Highlights

Rs Crore	Q3FY19	Q3FY18
Net Sales	160.62	131.34*
Other Income	0.47	0.46
Total Income	161.09	131.80
COGS	115.92	87.52
Contribution	44.70	44.28
Contribution (%)	27.8	33.7
EBIDTA	7.45	9.96
EBIDTA (%)	4.64	7.58
PBT	1.39	2.94
PBT (%)	0.9	2.2
PAT	1.39	2.94
PAT (%)	0.9	2.2

* Net of excise duty.



Highlights

- ❖ Outperformed industry growth rates
- ❖ Air conditioners and washing machines business's are going to drive the growth
 - ❖ New and advanced product launches in both air conditioners and washing machines are going to contribute to revenues significantly in the coming quarters
- ❖ Non captive manufacturing contribution will be significant
- ❖ Government's focus on increasing rural income and disposable income in the hands of middle class will spur the growth

A decorative graphic on the left side of the slide, consisting of several overlapping triangles in various shades of gray and black, creating a layered, geometric effect.

Disclaimer

Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations

**Thank
You**

