

Investor Presentation

Q3 & 9M FY2023



M



February 2023

Contents

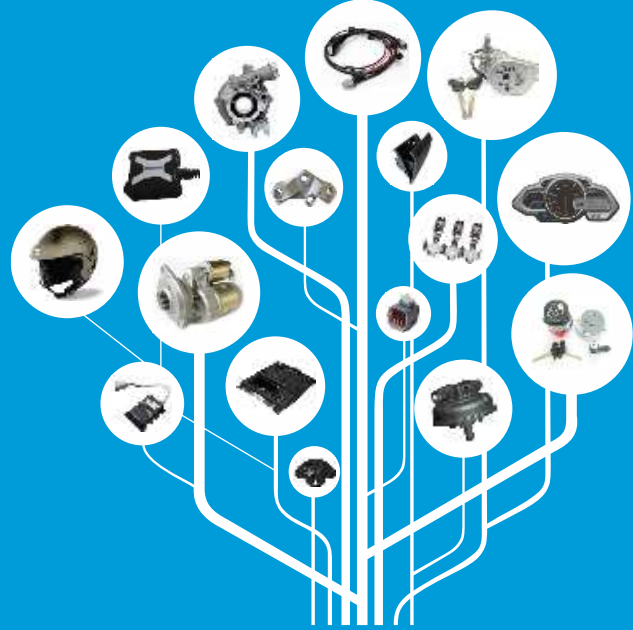
Quarter Updates

-
-
-
-

—

—

M



SPARK MINDA - Kaleidoscope

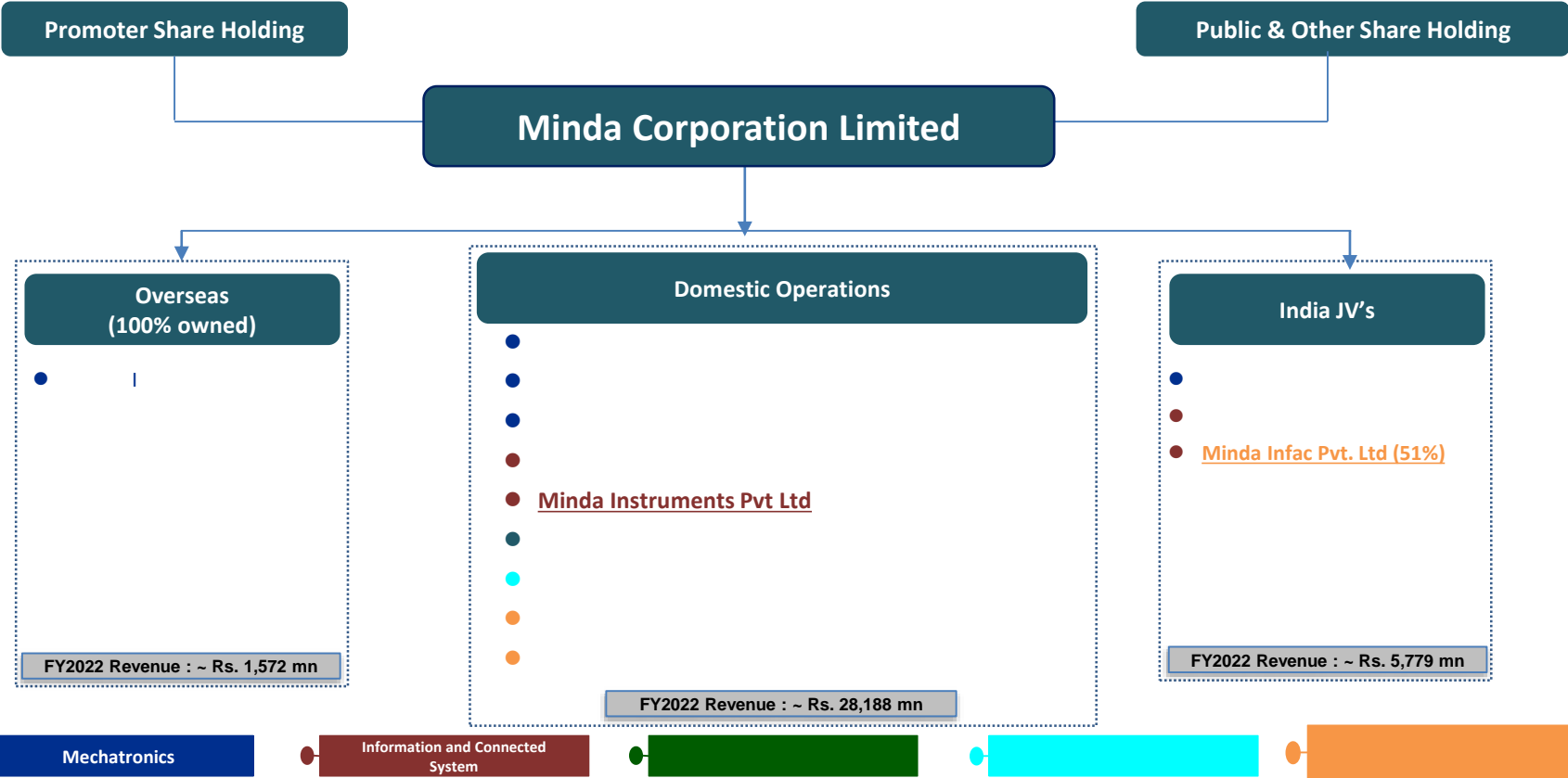
Leading Automotive Component Supplier – Since 1958

	<p>16,000+ WORKFORCE</p>		<p>9 PARTNERSHIPS</p>				
<p>INR 3,554 crores REVENUE*</p>		<p>34 PLANTS/OFFICES</p> <table border="0"> <tr> <td>14 INDIA NORTH</td> <td>13 INDIA WEST</td> </tr> <tr> <td>4 INDIA SOUTH</td> <td>3 ASEAN</td> </tr> </table>	14 INDIA NORTH	13 INDIA WEST	4 INDIA SOUTH	3 ASEAN	
14 INDIA NORTH	13 INDIA WEST						
4 INDIA SOUTH	3 ASEAN						

— VISION —

To be a dynamic, innovative and profitable global automotive organization for emerging as the preferred supplier and employer, to create value for all stakeholders.

Schematic Representation of Minda Corporation



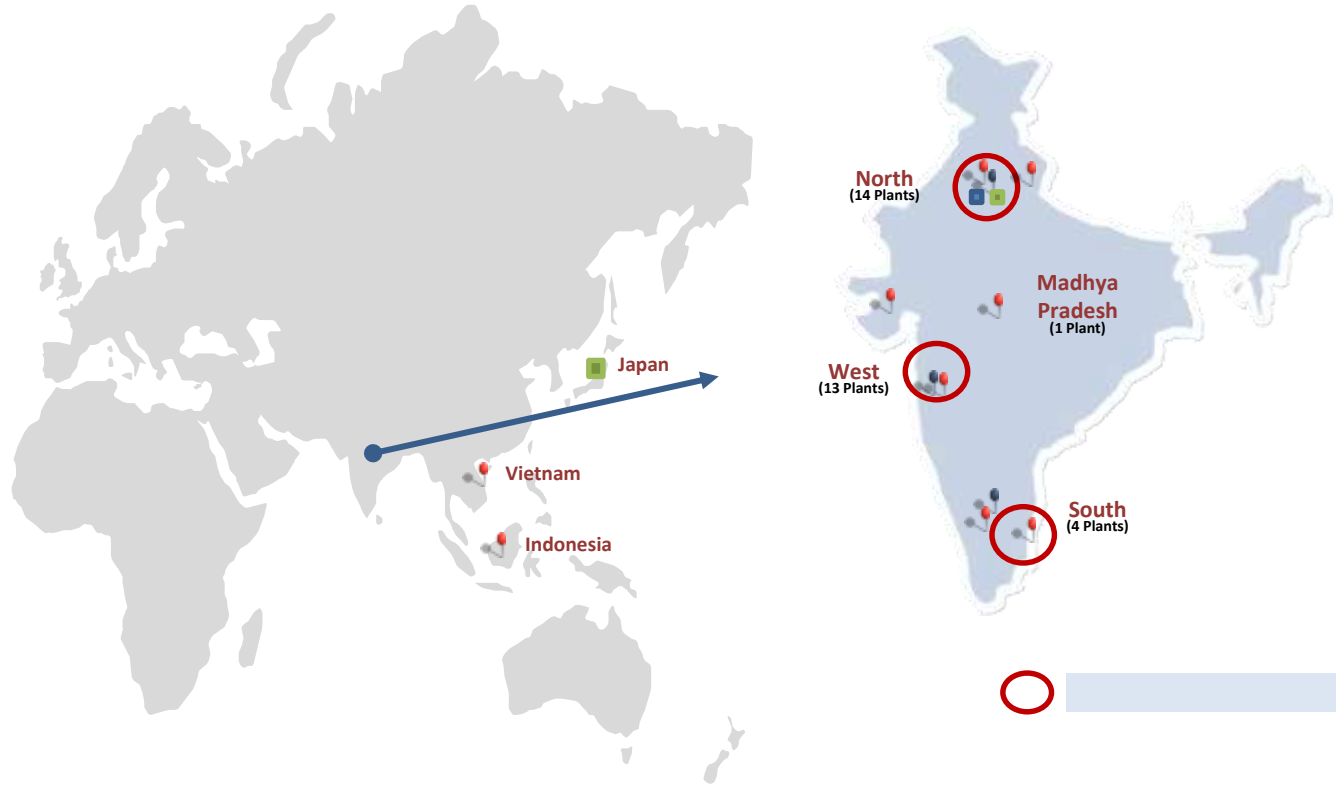
Global & Domestic Presence

Overseas

2
1

Domestic

27
3
2



Manufacturing facilities strategically located globally providing support to OEMs

Key Products across various Business Verticals

Mechatronics (Business Vertical 1)



Ignition
Switch Cum
Steering Lock

Keyless
entry



Mechanics
Handles



Immobilizer
System



Aluminum Die
Casting



Compressor
Housing



Alternator



Starter Motor

Information & Connected Systems (Business vertical 2)



Clusters



Wiring Harness



Steering Roll
Connector



Junction
Box



Speed



EGT &
EGRT



PM / SOOT
Sensor

Plastics & Interiors (Business vertical 3)



Air Vent

Cup Holder



Ash Tray



Louvers



Glove Box



Steering Column
Shroud



Seat
Panel



Structural
Parts



Oil
Sump



Cylinder Head



Battery Tray

Aftermarket (Business vertical 4)



Spares of BV1 & BV2

Electric Vehicles & Electronics



DC/DC & Chargers



Antenna
Products



ITS



Telematics

2-3 Wheelers



Commercial & Off Highway Vehicles



Passenger Vehicles



Other Market

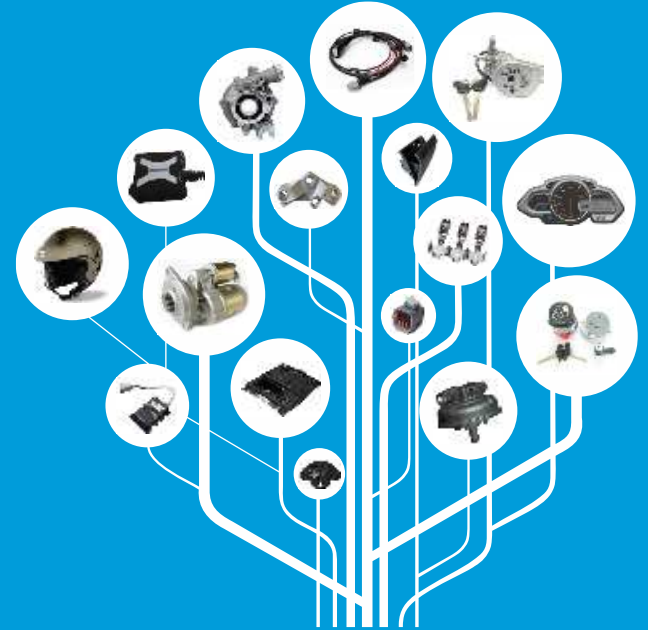


EV Customers



M

Q3 & 9M FY2023 Performance & Updates

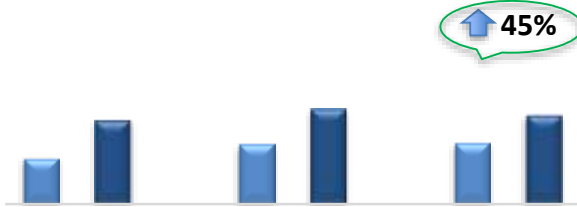


Highlights of Q3 & 9M FY2023 Performance



Consistent and Sustainable Market Beating Profitable Growth

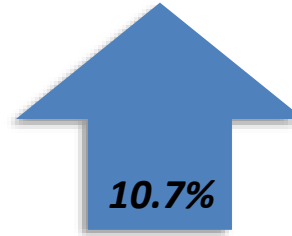
Revenue Trend



Consistent and Sustainable Market Beating Growth

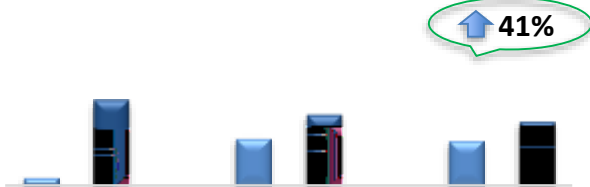
- **Faster than Industry growth :**
Rs. 1,068 crores **45%**

EBITDA Trend



- Rs. 114 crores **45%**

PAT Trend*



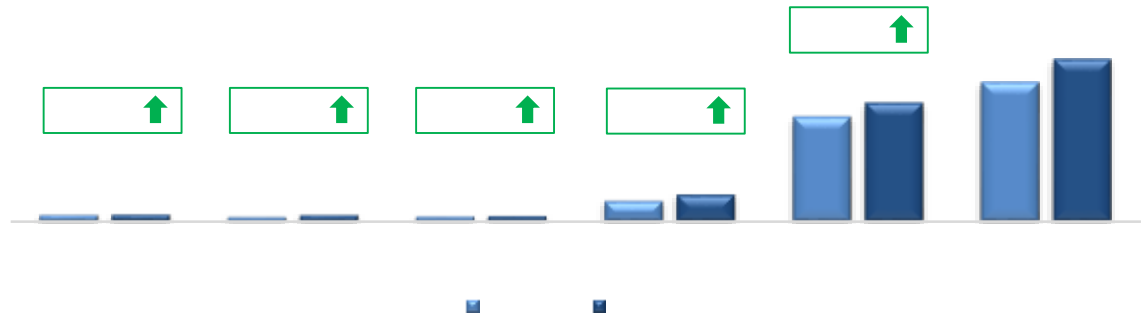
- Rs. 52 crores **41%**

Indian Automotive Industry Performance – Q3 & 9MFY23

(Production Volumes in Millions)

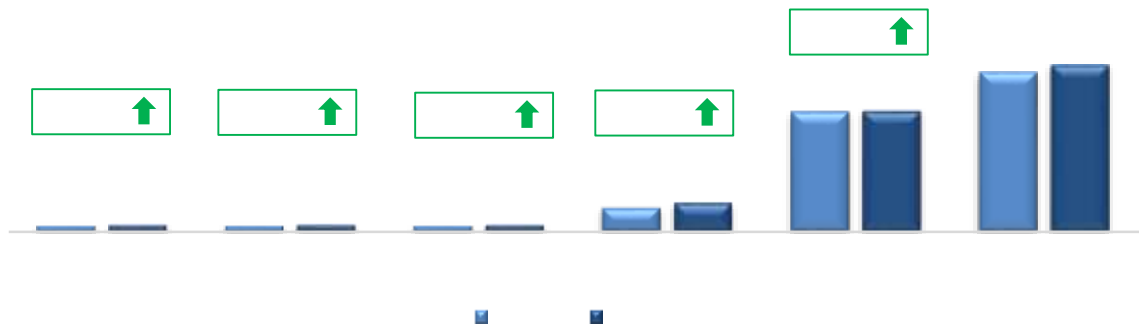
9M FY23 Growth (Y-o-Y)

Auto Industry
16.3% ↑



Q3 FY23 Growth (Y-o-Y)

Auto Industry
4.6% ↑

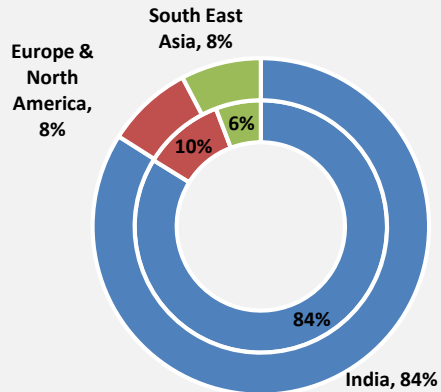


Commentary

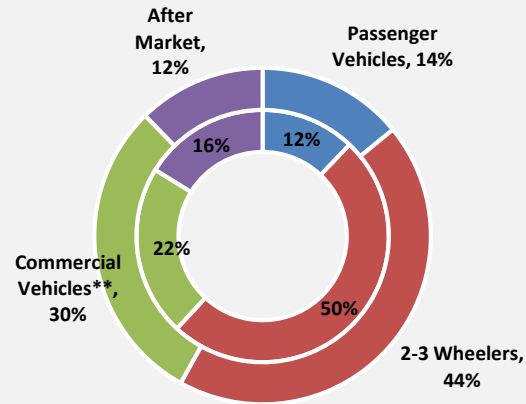
-
-
-
-
-
-
-
-
-
-

Revenue Breakdown – 9M FY2023

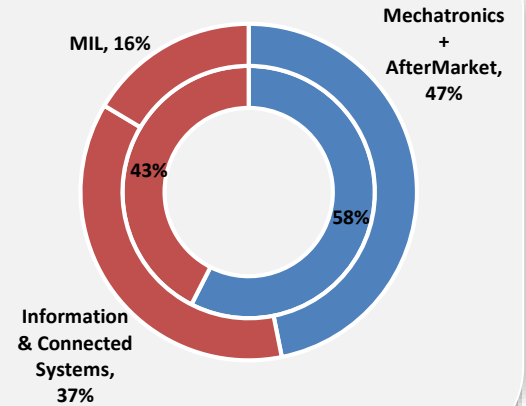
By Geography



By End Market



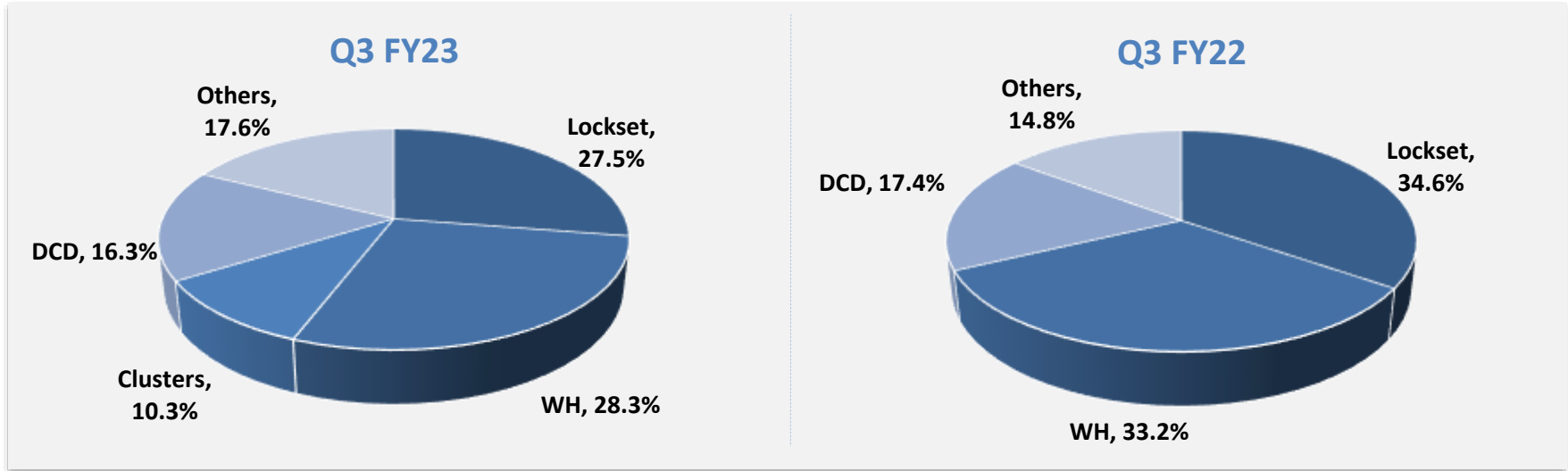
By Business Verticals*



Notes:

- Outside Ring: 9M FY23
- Inside Ring: 9M FY22

Division Wise Revenue



-
- M
-
-

Spark Minda Key Products such as Lockset, Wiring Harness, Cluster are going through Premiumisation

Consolidated Performance – Q3 & 9MFY2023

(Rs. Crores)	Q3FY23	Q3FY22	Y-o-Y (%)	Q2FY23	Q-o-Q (%)	9MFY23	9MFY22	Y-o-Y (%)
Operating Revenue	1,068	738	45%	1,147	(7%)	3,226	2,028	59%
EBITDA	114	79	45%	124	(8%)	345	187	84%
	10.7%	10.7%		10.8%		10.7%	9.2%	
Profit Before Tax (PBT)	72	50	44%	79	(10%)	222	111	100%
	6.7%	6.7%		6.9%		6.9%	5.5%	
Profit After Tax (PAT)*	52	37	41%	58	(10%)	163	83.3	95%
	4.9%	5.0%		5.0%		5.0%	4.1%	

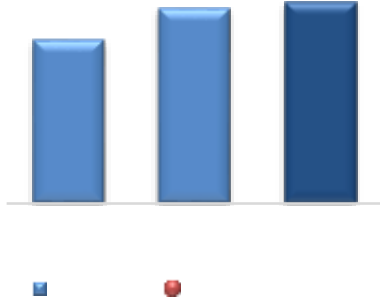
Commentary

-
-
-

Quarterly

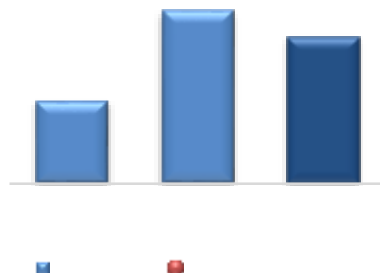
(in Rs. Cr)

Mechatronics, Aftermarket and Others



(in Rs. Cr)

Information & Connected Systems



Commentary – Q3 FY23 vs Q3 FY22

Mechatronics and Aftermarket:

-
-
-

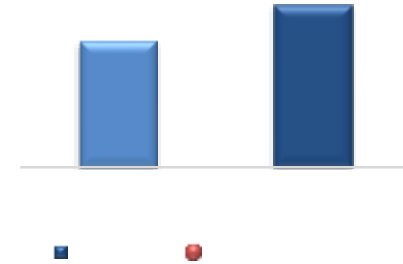
Information & Connected Systems

-
-
-

Nine Months

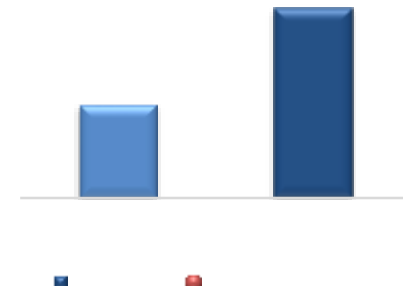
(in Rs. Cr)

Mechatronics, Aftermarket and Others



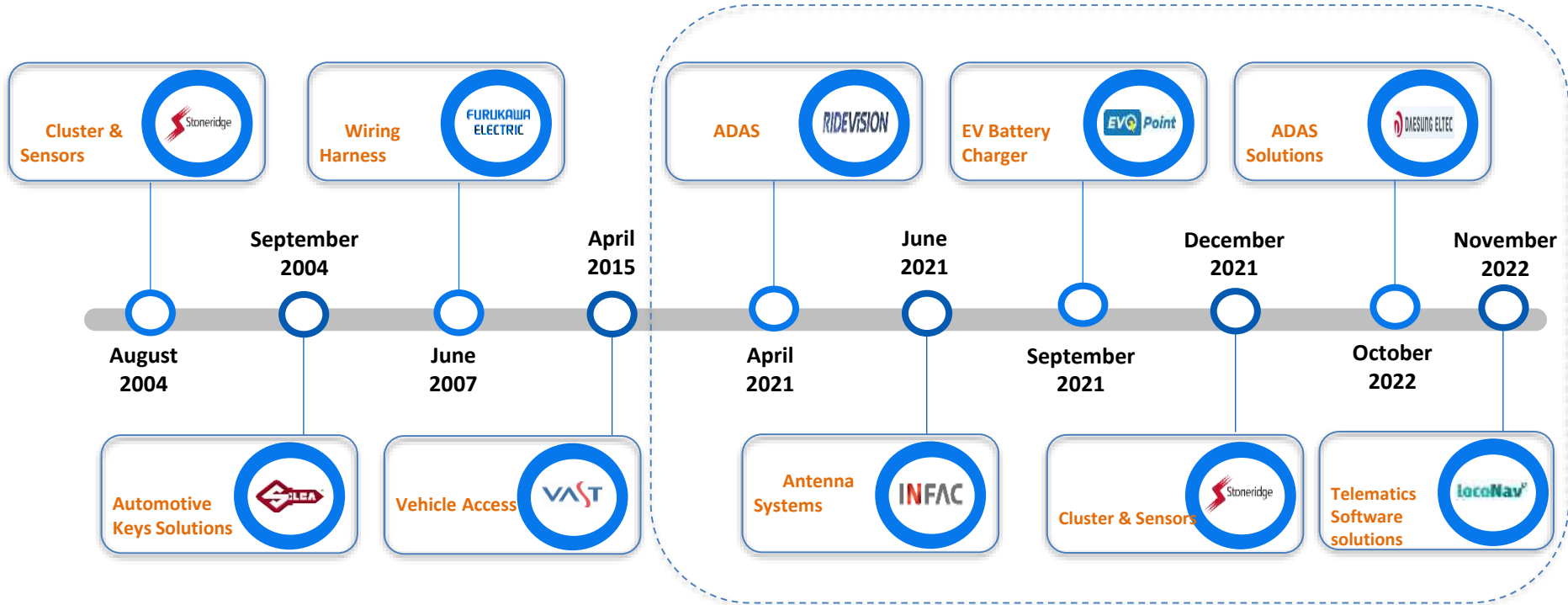
(in Rs. Cr)

Information & Connected Systems

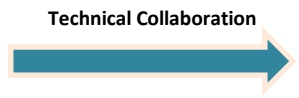


Journey of New Alliances

Strengthening Technological capabilities by forging new alliances



Minda Enters into TLA with Daesung Eltec ADAS



Daesung Geographical Presence

Factory in Qingdao	Factory in Pyeongtaek	HQ and R&D center

Targeted Segments

Passenger Vehicle	Commercial Vehicle	Off – Road Vehicle
-------------------	--------------------	--------------------

Products

-
-
-

Technology Support

Minda's Strong Presence and Daesung Technology

Next Gen ADAS Solution Provider



Leaps into becoming a Next Gen ADAS Solutions Provider

Minda Enters into TLA with LocoNav India



TLA
(November 2022)



Technology Partner for Telematics Software

About LocoNav

LocoNav Capabilities – Smartest Fleet Tech Services and Solutions Ecosystem

-
-
- M
-
-
- I

Strategic Rationale

- “Complete Solution Provider”
-
- M
-

“Locally Developed Hardware and Software”

Telematics Features

OEM Perspective

End-user Perspective



With this TLA Minda Corp is now positioned as a complete system provider in Telematics

Expanding Manufacturing Footprint

Hosur Plant



Greater Noida



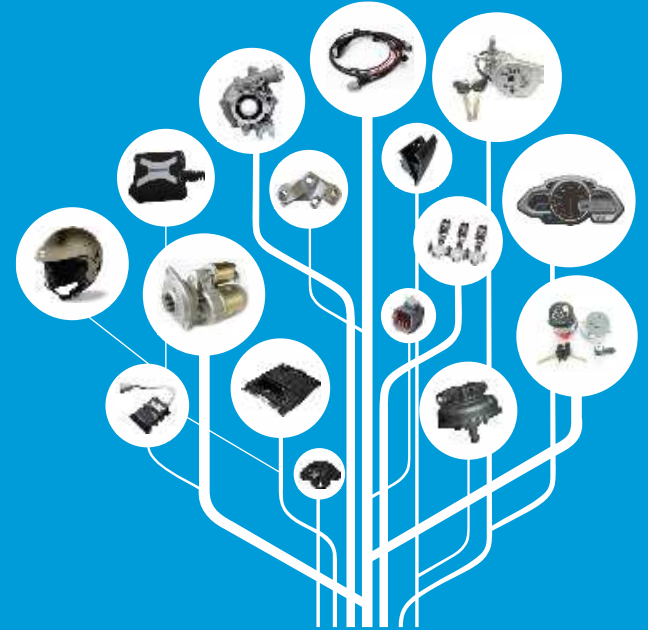
Pune



Expanding footprint across divisions to come closer to customers

M

Strategic Pillars of Growth



Strategic Pillars of Growth



Focus on
Enhancing the Core



Innovation and
Technology



Electric Vehicle
Growth Opportunity



Strengthening Passenger
Vehicle Offerings

Outcome

- ✓ **complete solution**
provider and partner
- ✓ **Cost leadership**
leadership **Thought**
- ✓ **Premiumization and product innovation**
- ✓ **better than industry growth**
improve margin profile

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



224+

~ 50 % in last 5 years

Total IPs / Patents Filed



~2.0%

of annual revenue

R&D Spending



450+

Engineering Headcount

Engineering Capabilities

Electronics Hardware



Embedded Software



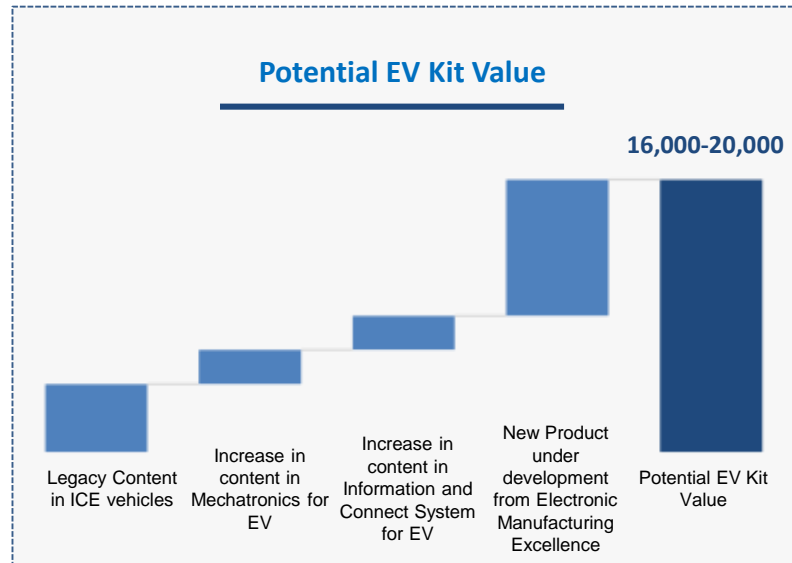
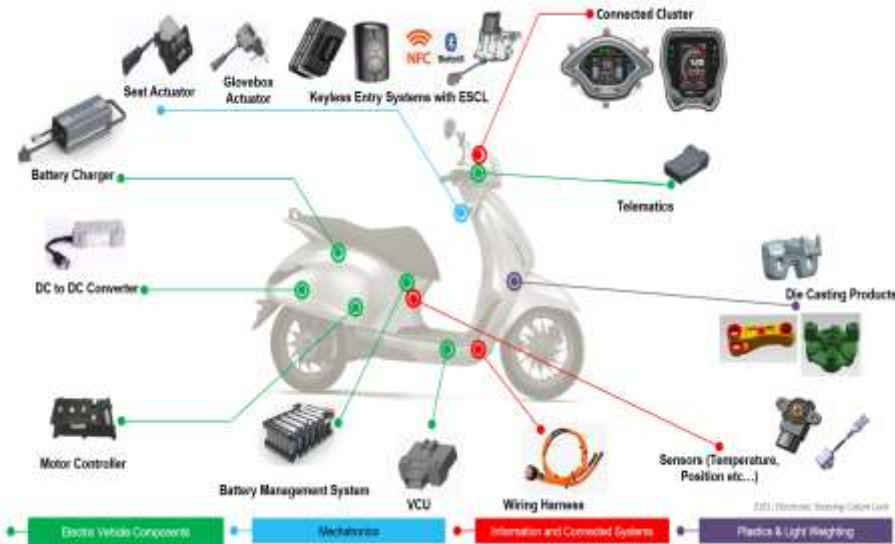
Testing, HIL, SIL, EMI/EMC, CAE



Mechatronics Engineering



Most of our Products are Electric Vehicle Agnostic



EV Customers

Trends Impacting India & Our Offerings

Global Trends



Connectivity



Autonomous



Shared Mobility



Electrification

Trends Impacting India & Our Offerings

Connectivity & Shared Mobility



Antennas



Telematics



ITS



Connected Digital Cluster

Safety



2W ADAS



Airbag Wiring Harness



Cyber Security

Light-weighting



Cylinder Head



Oil Pan



Battery Tray



Al Die-Casting Parts

Electronification



Keyless Entry Solutions



MFECU/BCM



Immobilizer



TFT Cluster

Emissions



Wiring Harness



Compressor Housing



Powertrain Sensors

Green Mobility



Battery Charger



Motor Controller



DC to DC Converter



IC-CPD*



VCU*



Motor*



EVSE*

Transforming Current Business Lines as per Technology Trends

Vehicle Access



Intelligent & Smart



Smart PEPS



Flush Door Systems



Powered Lift Gate System



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 & Sensors



Connected & Safe Mobility



Large size TFT & Conn.Clusters



Telematics



Sensors for Safety, ADAS and EVs



ADAS Systems

EV Low Power Electronics



EV Drive Train



Motor & Motor Controller



Battery Management system

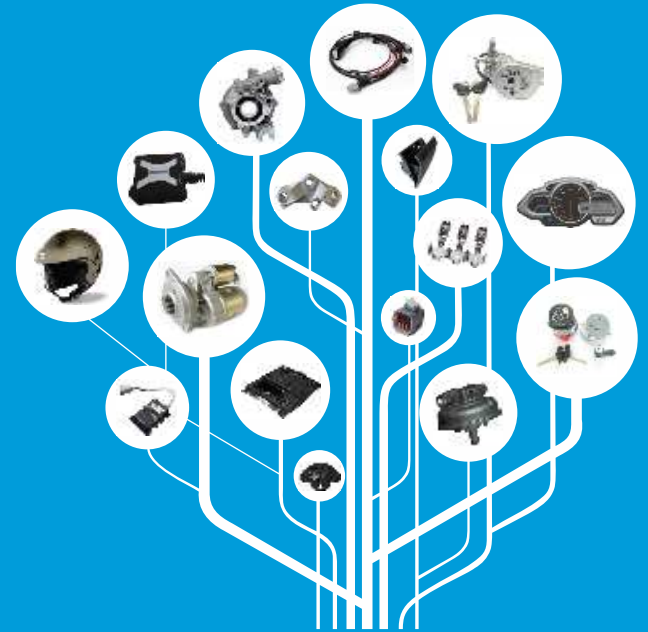


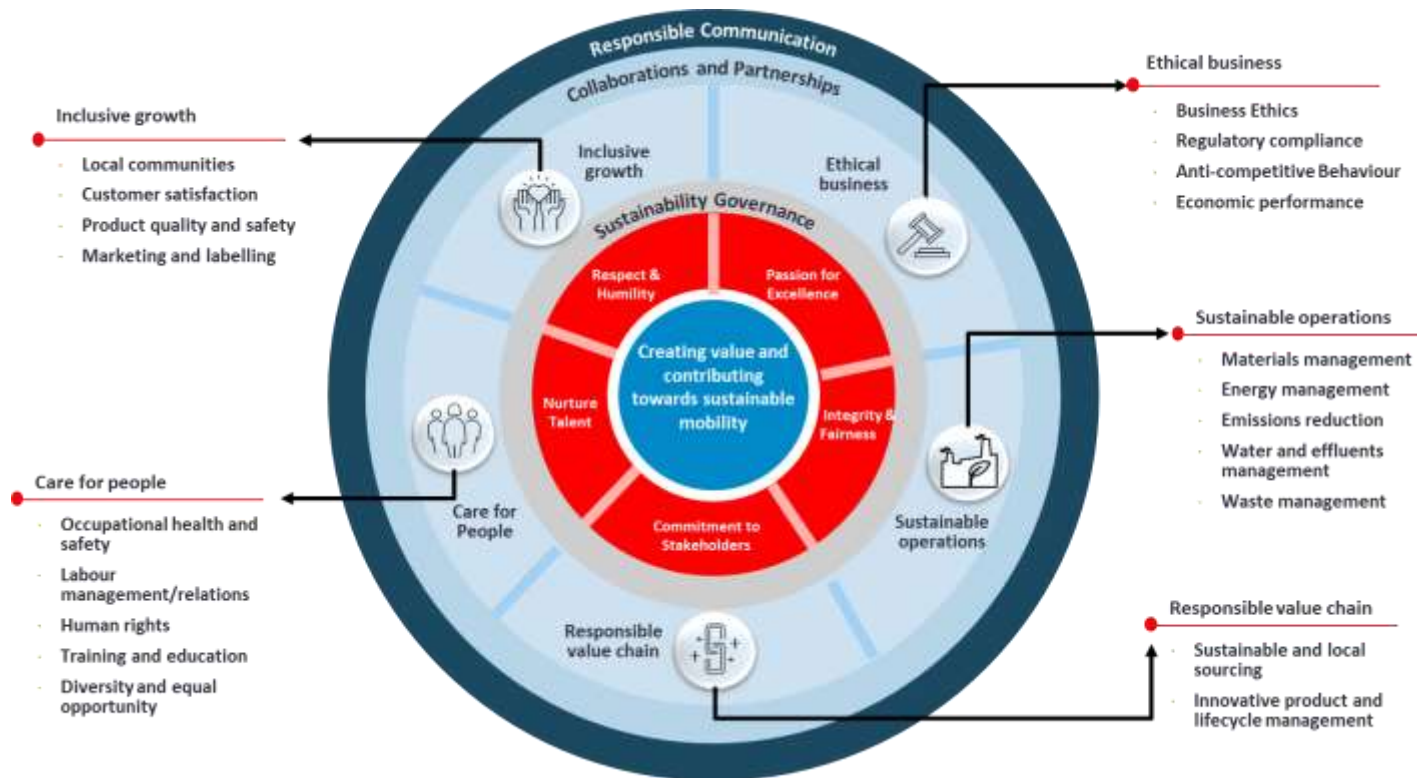
Onboard Chargers



DC-DC Converter

ESG, CSR and Awards





Corporate Social Responsibility – Q3 FY2023



Awards & Achievement – Q3 FY2023

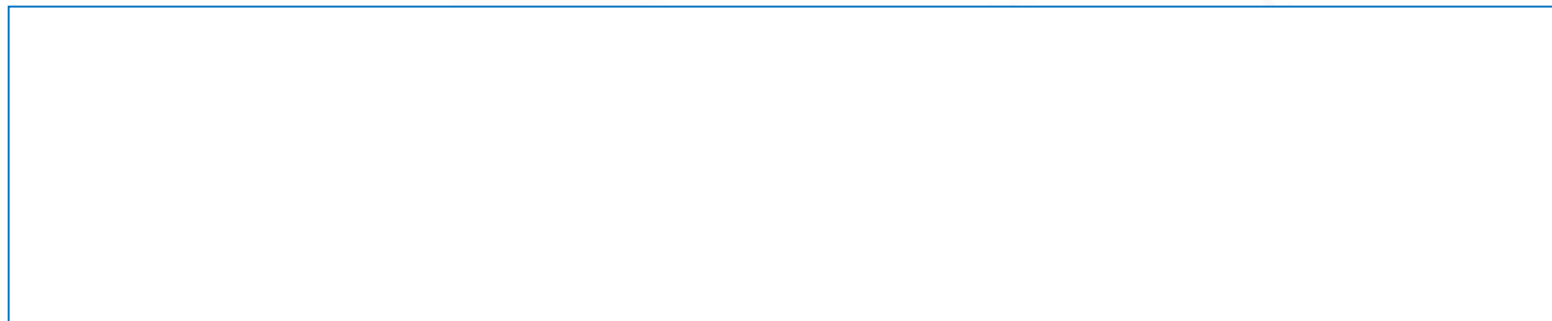


Mechatronics, Aftermarkets & others division won 38 awards during Q3 FY23

Information & Connected System division won 19 Awards during Q3 FY23 from QCFI

Total Group awards received in Q3 FY23 is 57

Total 57 External Awards received in 3rd Quarter with 6 customer awards at various forum like **QCFI, ACMA & CII**



Corporate Office:

Registered Office:

INVESTOR RELATIONS CONTACT

Anshul Saxena
Senior VP and Group Head – Strategy and
M&A
Minda Corporation Limited

Pushpa Mani
Lead- Investor Relations
Minda Corporation Limited
