

Date: 09.04.2017

<p><b>The Officer-In-Charge (Listing)</b>  <b>Listing Department</b>  <b>National Stock Exchange of India Ltd.,</b>  <b>Exchange Plaza, Bandra Kurla Complex,</b>  <b>Bandra (East),</b>  <b>Mumbai - 400 051</b></p>	<p><b>Head - Listing Operations,</b>  <b>BSE Limited,</b>  <b>P.J. Towers, Dalal Street, Fort,</b>  <b>Mumbai – 400 001</b></p>
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**Sub: Intimation of Schedule of Investors Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir,

We wish to inform you that pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 the management of the Company shall meet with the Institutional investors as per schedule given below:

Date	Interaction with	Venue	Organised By
April 10, 2017	Institutional Investors	Mumbai	Karvy Stock Broking Research

A copy of Investor Presentation which shall be made to the investors is enclosed herewith and the same has been up-loaded on the Company's website [www.minda.co.in](http://www.minda.co.in)

**Note:** Dates are subject to changes. Changes may happen due to exigencies on the part of Investors/ Company.

This is for your information please.

Thanking you,

Yours faithfully,

For Minda Corporation Limited

Ajay Sancheti  
 Company Secretary  
 Membership No. F5605



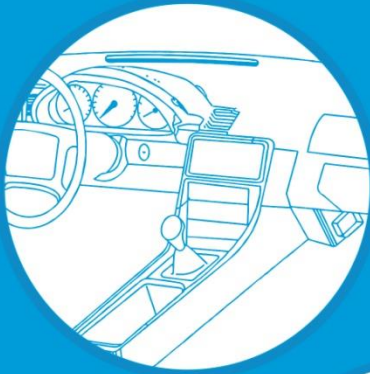
Reg. Office: A-15, Ashok Vihar, Phase-,Delhi-110052

**MINDA CORPORATION LIMITED**

CIN : L74899DL1985PLC020401

Corporate Office : D-6-11, Sector 59, Noida - 201 301, U.P. India. TEL : +91-120-4787100 FAX: +91-120-4787200

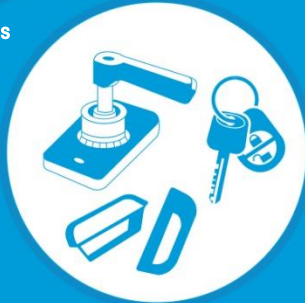
Regional Office : ~~Delhi, Gurgaon, Jaipur, Lucknow, Mumbai, Pune, Chandigarh~~ Website: [www.minda.co.in](http://www.minda.co.in)



Interior Systems



Driver Information And Telematics Systems



Safety, Security And Restraint Systems



ASHOK MINDA GROUP

*Powered by Passion*

**MINDA CORPORATION LIMITED**

(NSE: MINDACORP; BSE: 538962)

**Investor Presentation**  
April 2017



Locks



Door Handles



Instrument Clusters



Wiring Harness



Starter Motors



Plastic Components

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One of the leading auto ancillary company

Listed on BSE and NSE

<b>FY16 Turnover</b>	Rs. 24,455 mn / USD 376 mn
<b>Market Capitalisation</b>	Rs. 19,780 mn (Promoter Holding – 70.2%)
<b>No. of Employees</b>	~16,000
<b>No of Plants</b>	India (27 plants), Europe (3 plants), South East Asia (2 plants), North America (1 plant)
<b>Global Customers</b>	Ashok Leyland, Bajaj Auto, Maruti Suzuki, HMTI, Mahindra & Mahindra, Nissan, Tata Motors, Volkswagen, Yamaha Motors
<b>Credit Rating</b>	India Ratings & Research - IND A+/ IND A1+

Minda Corporation is the flagship company of Spark Minda, Ashok Minda Group

## Group Business

Minda Corp (Consolidated)

Minda Management Services Limited (Corporate)

### Safety Security and Restraint system

- Minda Corporation Ltd (Standalone) – Security Division, Die Casting Division & SMIT
- Minda VAST Access Systems Pvt. Ltd (50%)
- PT Minda Automotive Indonesia
- Minda Vietnam Automotive Co. Ltd
- Minda Autoelektrik Ltd

### Driver Information and Telematics System

- Minda Furukawa Electric Pvt. Ltd (51%)
- Minda Stoneridge Instruments Ltd (51%)
- Minda SAI Ltd.

### Interior System

- Minda KTSN Plastic Solution GmbH & Co. KG
- Minda KTSN Plastic & Tooling Solutions Sp Zo.o
- Minda KTSN Plastic Solutions s.r.o.
- Minda KTSN Plastic Solutions Mexico, S. de R.L. de C.V.

### After Market

- Minda Automotive Solutions Ltd

### Safety and Security System

### Driver Information and Telematics System

### Interior System

Q3 FY17 Revenue (Rs. mn)

2,840

3,383

1,004

% of total Revenue

39%















47%

14%

# Safety, Security and Restraint System

Companies	Product Portfolio	Key Customers & No of Plants
<b>Minda Corporation (Standalone)</b>	 Complete Lock Kit  Lock for Off road Vehicles  Steering and Glove Box Locks  Pannier Latches  Gear Shift Lock  Aluminium High Pressure Die Casting  Compressor Housing  Intake Manifold	<ul style="list-style-type: none"> <li>• Bajaj Auto</li> <li>• TVS</li> <li>• Ashok Leyland</li> <li>• Yamaha</li> </ul> <p style="text-align: right;">7</p>
<b>Minda VAST Access Systems</b>	 Immobilizers System  Mechatronic Handles  Outside Door Handles  Inside Door Handles  Side Door Latches  Remote Key Less Antenna  Remote Key Steering Lock	<ul style="list-style-type: none"> <li>• Nissan</li> <li>• M&amp;M</li> <li>• Tata Motors</li> <li>• Maruti</li> </ul> <p style="text-align: right;">2</p>
<b>PT Minda Automotive Indonesia</b>	 Locksets  Speedometers	<ul style="list-style-type: none"> <li>• Yamaha</li> <li>• Suzuki</li> <li>• Kawasaki</li> <li>• Piaggio</li> </ul> <p style="text-align: right;">1</p>
<b>Minda Vietnam Automotive</b>	 Locksets  Wiring Harness	<ul style="list-style-type: none"> <li>• Yamaha</li> <li>• Suzuki</li> <li>• Kawasaki</li> <li>• Piaggio</li> </ul> <p style="text-align: right;">1</p>
<b>Minda Autoelektrik Ltd</b>	 Alternator  Starter Motor	<ul style="list-style-type: none"> <li>• Escorts</li> <li>• Magneton</li> <li>• ITL</li> <li>• TAFE</li> </ul> <p style="text-align: right;">1</p>

	Q3 FY17	FY16
Revenue (Rs. mn)	2,840	9,636
% of total Revenue	39%	39%

Companies	Product Portfolio					Key Customers & No of Plants	
<b>Minda SAI</b>	 Wiring Harness Solutions	 Terminals	 Connectors	 Battery Terminals	 Plastic Interiors	<ul style="list-style-type: none"> <li>• M&amp;M</li> <li>• HMSI</li> <li>• TVS</li> <li>• Ashok Leyland</li> </ul>	9
<b>Minda Furukawa Electric</b>	 Wiring Harness	 Steering Roll Connector	 Junction Box	 Grommets	 Plastic Injection Molding Parts	<ul style="list-style-type: none"> <li>• Maruti Suzuki</li> <li>• Renault-Nissan</li> <li>• Honda</li> </ul>	5
<b>Minda Stoneridge Instruments</b>	 Temperature Sensors	 Fuel Level Sensors	 Speed Sensors	 Instrument Cluster		<ul style="list-style-type: none"> <li>• HMSI</li> <li>• Ashok Leyland</li> <li>• Bajaj Auto</li> <li>• M&amp;M</li> </ul>	2

	Q3 FY17	FY16
Revenue (Rs. mn)	3,383	10,888
% of total Revenue	47%	45%

Companies	Product Portfolio	Key Customers & No of Plants
<b>Minda KTSN Plastic Solution GmbH &amp; Co. KG (Germany)</b>	 Oil Sump  Quick Connectors  Middle Arm Rest  Seat Panel  Glove Box  Ash Tray  Cup Holder  Steering Column  Structural Parts	<ul style="list-style-type: none"> <li>• VW Group (Audi and Porsche Group)</li> <li>• BMW</li> <li>• Daimler</li> </ul> <p style="text-align: center;">4</p>
<b>Minda KTSN Plastic &amp; Tooling Solutions Sp Zo.o (Poland)</b>	 Automotive  Mechanical  Electronics  Tooling	
<b>Minda KTSN Plastic Solutions s.r.o (Czech Republic)</b>	 Air Vent  Ash Tray  Cup Holder	

	Q3 FY17	FY16
Revenue (Rs. mn)	1,004	3,931
% of total Revenue	14%	16%

- Minda KTSN Plastic Solutions Mexico to hold a greenfield manufacturing plant
- Minda KTSN entered into a 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016
- With the support of Minda KTSN, Minda SAI also manufactures Plastic Interiors Products



## Company

## Product Portfolio

**Minda Automotive Solutions Ltd**



Door Handles



Sensor



Clutch Plates



Control Cables



2/3W Locks



Filters



Wiper Blades



Glow Plug



Brake Shoe



Wiring Harnesses



Instrument Cluster

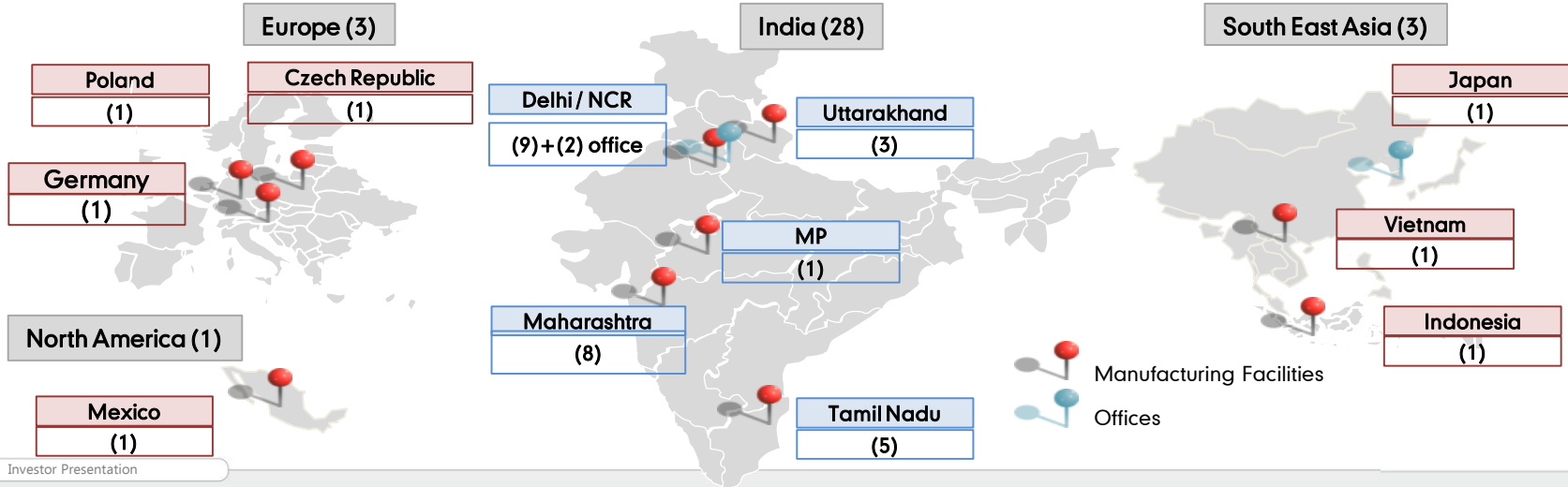
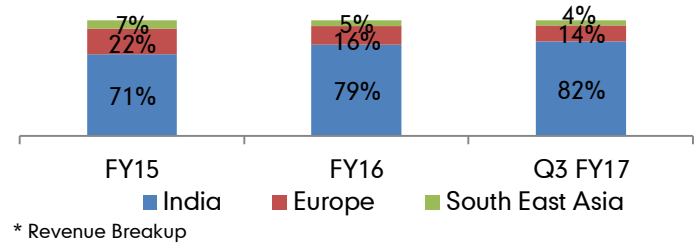
	Q3 FY17	FY16
Revenue Contribution (% of total Revenue)	10%	9%

# Group at a glance

Category	Product Portfolio	Company	End Market *	Plant Locations / Offices
<b>Group Corp</b>	Corporate Office	<ul style="list-style-type: none"> <li>Minda Management Services Ltd.</li> </ul>	-	Gurgaon
<b>Safety Security and Restraint system</b>	Electronic & Mechanical locks, Door Handles, Latches, Door Checker, Key (Mechanical and Electronic), Die Casting: AL (HPDC, GDC, LPDC) and Zn: Hot Chamber, Alternators, Starter Motors	<ul style="list-style-type: none"> <li>Minda Corporation Ltd.</li> </ul>	2/3 W, CV, Tractors, Off Road Vehicles	Aurangabad (2), Greater Noida, Noida, Pant Nagar, Pune (2)
		<ul style="list-style-type: none"> <li>Minda VAST Access Systems Pvt. Ltd.</li> </ul>	PV	Manesar, Pune
		<ul style="list-style-type: none"> <li>PT Minda Automotive Indonesia</li> </ul>	2 W	Indonesia
		<ul style="list-style-type: none"> <li>Minda Vietnam Automotive Co. Ltd.</li> </ul>	2 W	Vietnam
		<ul style="list-style-type: none"> <li>Minda Autoelektrik Ltd</li> </ul>	CV, Agriculture Machinery, Construction Equipment	Bawal
<b>Driver Information and Telematics System</b>	Wiring Harness, Connectors, Terminals, Steering Roll connectors, Relay & Fuse box, Instrument Clusters, , Dashboard Assemblies, Sensors - Speed, Temperature, Position, Pressure etc.	<ul style="list-style-type: none"> <li>Minda Furukawa Electric Pvt. Ltd.</li> </ul>	PV	Bawal, Chennai (2), Noida, Tihar Jail
		<ul style="list-style-type: none"> <li>Minda Stoneridge Instruments Ltd.</li> </ul>	2/3 W, PV, CV, Tractors	Chennai, Pune
		<ul style="list-style-type: none"> <li>Minda SAI Ltd.</li> </ul>	2/3 W , CV, PV	Chennai (2), Greater Noida (2), Haridwar, Murbad, Pithampur, Pune, Yewada Jail
<b>Interior Systems</b>	Plastic Interior trims & Sub-system, Kinematic Modules, Structural Modules, Soft Touch Technology etc.	<ul style="list-style-type: none"> <li>Minda KTSN Plastic Solution GmbH &amp; Co. KG</li> </ul>	PV, CV	Germany
		<ul style="list-style-type: none"> <li>Minda KTSN Plastic &amp; Tooling Solutions Sp Zo.o</li> </ul>	PV, CV	Poland
		<ul style="list-style-type: none"> <li>Minda KTSN Plastic Solutions s.r.o.</li> </ul>	PV, CV	Czech Republic
		<ul style="list-style-type: none"> <li>Minda KTSN Plastic Solutions Mexico, S. de R.L. de C.V.</li> </ul>	PV, CV	Mexico
<b>After Market</b>	All products made by Group co. and outsourced products like control cables, filters and relays	<ul style="list-style-type: none"> <li>Minda Automotive Solutions Ltd.</li> </ul>	2/3 W, PV, CV, Tractors	Noida
<b>CSR</b>	Group CSR initiatives	<ul style="list-style-type: none"> <li>Spark Minda Foundation</li> </ul>	-	

## Manufacturing facilities strategically located globally providing support to OEMs

Location	Safety and Security Systems	Driver Information and Telematics Systems	Interior Systems
India	10	16	
Europe			3
North America			1
South East Asia	2		
<b>Total</b>	<b>12</b>	<b>16</b>	<b>4</b>



## 2-3 Wheelers



## Passenger Vehicles



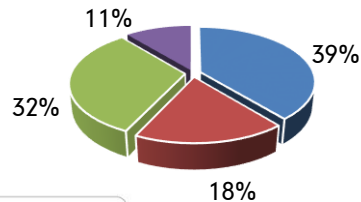
## Commercial & Off Highway Vehicles



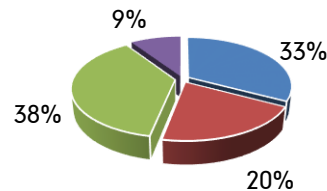
## Others



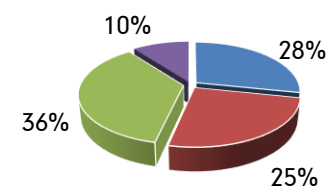
FY2015









FY2016



Q3 FY2017



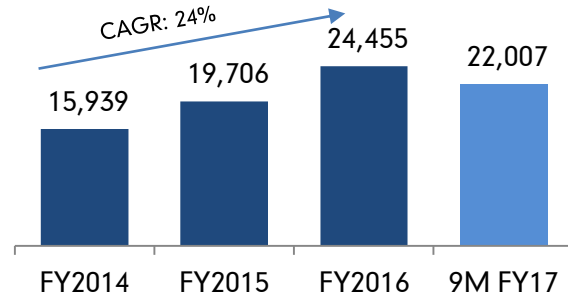
## Technology Tie-ups with Leading Global Firms

Partner	Country	Minda Group's Stake / Company	JV Formed	Segment	Key Products (JV)	Summary
 Furukawa Electric Co. Ltd.	 Japan	51% / Minda Furukawa Electric Pvt Ltd	2007	Driver Information and Telematics System	Wiring Harness, Terminals, Relay Box, Related Coupler Terminals, Junction Box, Steering Roll Connector	<ul style="list-style-type: none"> <li>Furukawa electric is a Tokyo listed electronic equipment manufacturing company</li> <li>With approximately ¥ 900 bn of annual sales, the Group's presence consists of over 100 companies globally across telecommunications, electronics, new materials and automotive products</li> </ul>
 Stoneridge Inc.	 USA	51% / Minda Stoneridge Instruments Ltd	2004	Driver Information and Telematics System	Instrument Clusters, Dashboard Clocks, Fuel Level Sensors, Dashboard Assemblies, Speed Sensors, Temperature Sensors	<ul style="list-style-type: none"> <li>Stoneridge Inc. is a NYSE listed leading manufacturer of electronics instruments</li> <li>With approximately \$700 mn in annual sales, Stoneridge's footprint encompasses more than 25 locations in 12 countries</li> </ul>
 Vehicle Access Systems Technology (VAST) LLC	 USA	50% / Minda Vast Access Systems Pvt. Ltd	2015	Safety Security and Restraint system	Locks & Keys, Steering Column Locks, Immobilizers, Latches, External & Internal Door Handles & Back Door Openers, Remote Controls, PEPS, Hood, Tail & Seat Latches, ESCL, Power Closure for 4 wheelers	<ul style="list-style-type: none"> <li>VAST, USA manufactures and markets automotive Access Control Products</li> <li>With approximately \$1.5 bn in annual sales, VAST is one of the global market leaders in the access systems business</li> <li>The Member Organizations of VAST are WITTE Automotive from Velbert/ Germany, STRATTEC Security Corporation from Milwaukee/ WI and ADAC Automotive from Grand Rapids/ MI (both USA)</li> </ul>

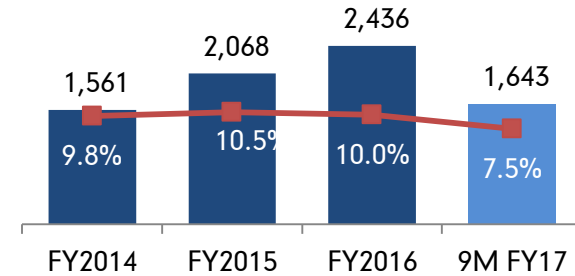
# Group Financial Performance

## Consolidated Annual Performance Trend

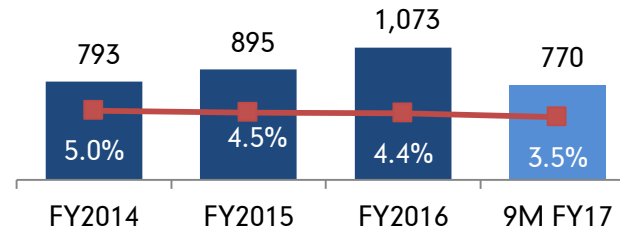
### Revenue (Rs. mn)



### EBITDA (Rs. mn) and Margin (%)



### PAT (Rs. mn) and Margin (%)

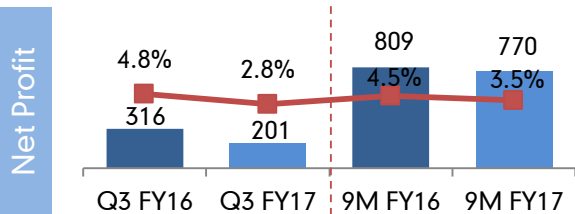
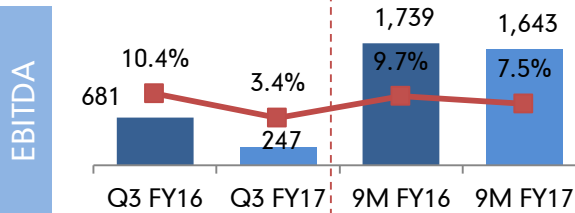
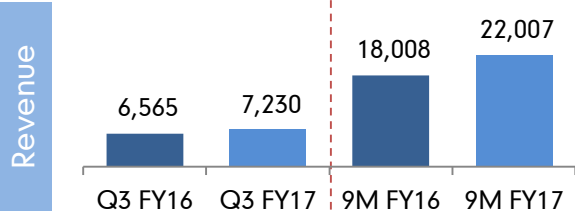


## Commentary – Q3 FY2017 vs. Q3 FY2016

- Total revenue for the quarter increased by 10.1% y-o-y to Rs. 7,230 million. In Q3 FY2017, the overall automobile sector was down by (4.0)% on a y-o-y basis
- This increase in topline was primarily driven by the growth in 'Safety Security & Restraint Systems' (18.1%) and in 'Interior Systems' (14.2%)
- Overall financial performance in Q3FY2017 was temporarily impacted primarily due to the short-term challenges posed by the demonetization on the overall sales and higher raw material cost

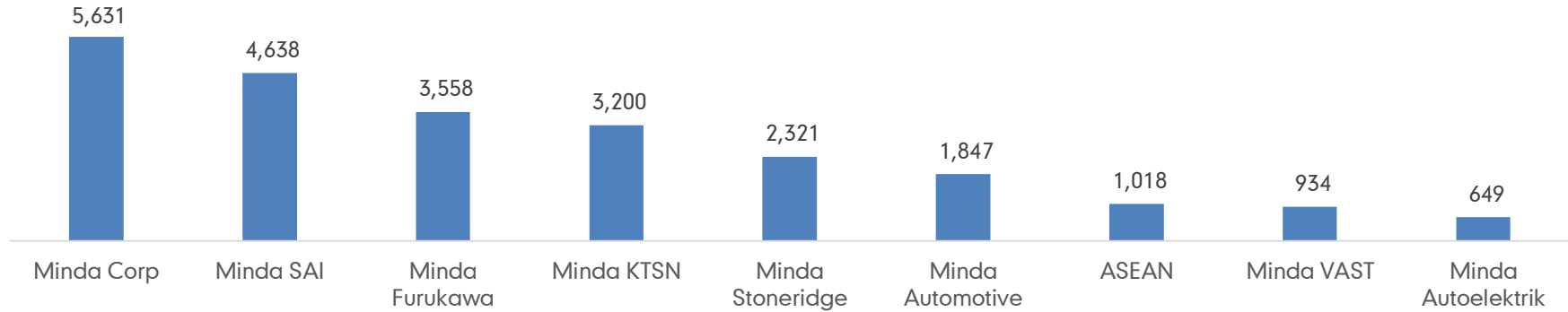
- EBITDA for the quarter was Rs. 247 million; EBITDA margins stood at 3.4%
- Fall in the EBITDA margins is one-off in nature and was due to higher raw material cost, royalty and delay in downward revision in price of raw material by Furukawa
- EBITDA margin have recovered since and in FY2017-18, it is expected to return to normalcy
- Exceptional increase in Other Expenses by 20% is on account of strategic investments in expansion projects such as the Mexico plant and Spark Minda Technical Centre (Pune)

- Net profit stood at Rs. 201 million, a decrease of (36.3)% on a y-o-y basis. Margins stood at 2.8%
- The Company has initiated the process of identifying and addressing the critical areas for the group to reduce the cost and improve the overall financial performance. It has successfully negotiated the downward revision in prices of raw material and royalty payments with Furukawa along with other optimization measures such as existing from non-profitable business
- Net Profit margins are also expected to recover in FY2017-18

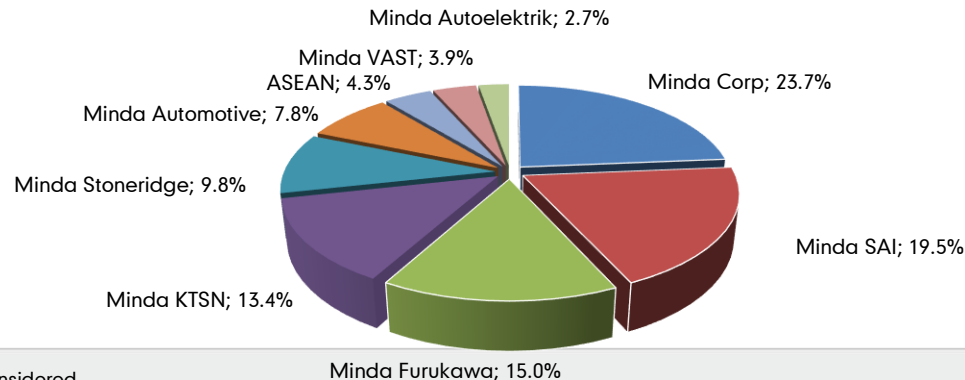




## Consolidated Revenue for 9 months FY17 of Subsidiaries (In Rs. mn)



## Revenue breakup for 9 months FY17 of Subsidiaries



# Consolidated Leverage Position

Particulars (Rs. million)	31 Dec 16	30 Sept 16
Short Term Borrowings	4,085	4,254
Long Term Borrowings	1,900	1,652
<b>Total Debt</b>	<b>5,985</b>	<b>5,906</b>
Less: Cash & Cash Equivalents	537	575
<b>Net Debt</b>	<b>5,448</b>	<b>5,331</b>
<b>Net Worth</b>	<b>6,349</b>	<b>6,222</b>
<b>Net Debt / Net Worth</b>	<b>0.86x</b>	<b>0.86x</b>

Agency	Instrument	Rating
India Ratings & Research (Fitch)	Long-Term Funds	IND A+ / Stable
India Ratings & Research (Fitch)	Short-Term Funds	IND A1+
India Ratings & Research (Fitch)	Commercial paper	IND A1+

## Future Growth Areas

## Minda KTSN: Greenfield Plant at Mexico

- Inaugurated the new plant at Queretaro Industrial Park-II Puerto, Mexico on April 2017
- Total area of the plant is c. 17,320 sqm.
- Received orders for the manufacturing of parts including Glove Box, St. Column, End Cap, Hang on parts and others
- Capital investment of Rs. 100 Crores in FY2016-18; expected annual sales of Rs. 175 Cr by 2019-20



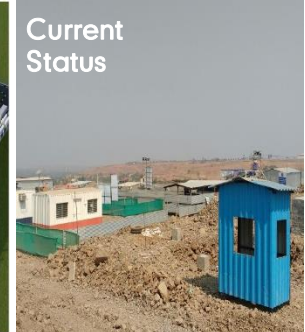
## Minda KTSN: 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016

- Located in Zibo, Shandong Province
- Acquired land with an overall size of approx. 10,000 sqm.
- Construction is expected to be completed in FY2017-18
- Products: 'Plastic Oil Pans & Cylinder Head' along with other plastic under-bonnet / interior parts
- Target customers: CV OEMs such as Daimler, Foton etc having manufacturing plants in China



## MCL: Greenfield expansion for Die Casting Plant at Pune

- Setting up 3rd die casting plant with an initial investment of Rs. 75 crore
- Existing production capacity is 4,600 MT p.a. and FY2019-20 target capacity is 9,600 MT p.a.
- Levelling of land completed, civil work started and structural work order awarded
- **Planned Facility:**
  - Exclusively for Aluminium Gravity and Low Pressure Die Casting with machining
  - Separate machine shop will focus on precision parts – Compressor Housing
  - Expected to be completed by Q2 FY2018
- Capital investment of Rs. 100 Crores in FY2016-18; expected annual sales of Rs. 200 Cr by 2019-20



## Spark Minda Technical Centre (SMIT), Pune

- Establishing EMC testing, HIL testing, proto shop & reliability engineering to increase the quality and efficiency of the R&D
- Will enable MCL to expand in automotive systems areas other than legacy products
- To help build up the products for the automotive mechatronics engineering use
- EMC facility is operational; 2<sup>nd</sup> Tier 1 to have EMC/EMI in India
- Around 35 engineers on board as on date; 2 patents filed so far
- Infrastructure and building is operational; team moved to the new facility in Oct 2016.
- The Company plans to invest approx. Rs 25 crores opex and capex by 2017-18



## Business Integrated CSR plant: Collaboration with Aurangabad Central Prison Authority for supply to Bajaj Auto

- Minda Corp set up a new automotive assembly within the jail premises with dedicated training for Safety, Security & Restraint Systems (SSR) In Nov 2016
- Product focus: 'Lock Body Assembly Unit'
- Activities would include manufacturing, production, testing, inspection, storage of finished goods and dispatch
- The final product to be made at the Company's facility in Pune to be supplied to Bajaj Auto Limited (BAL)



## Acquisition of Panalfa Autoelektrik Ltd

- Acquired Panalfa Autoelektrik (Haryana) in April 2016
- Renamed as 'Minda Autoelektrik Limited' wef 03 June 2016
- Incorporated in 2007 as Indo Czech JV promoted by Panalfa & Magnetron
- Primarily manufactures 'Starter Motors' and 'Alternators'
- End Markets: Commercial Vehicles, Agriculture Machinery, Construction Equipment and Automotive market
- Employs over 400 people



## Business Updates

- **New Customer Additions:**
  - Royal Enfield (Lockset)
  - Nissin Brakes (Die Casting)
- **Additional Orders Booked:** Additional domestic orders stood at Rs. 135 crore (including orders worth Rs 52 crores for MCL – Security division) and additional exports orders stood at Rs. 45 crore
  - Received additional nominations for die casting business (compressor housing) for exports to Hungary (order worth approx. Rs. 13 crore)
  - New business orders of electronic immobilizer for overseas OEM through PT Minda Indonesia (order worth Rs. 8 crore). This exports order is expected to grow to approximately Rs. 15 crore in next 1 year
  - New business orders of ~Rs. 40 crore awarded from Bajaj for Lockset, ~Rs. 5.5 crore from Suzuki Motorcycles for Lockset and ~Rs. 5 crore from Ashok Leyland for Wiring Harness
- **Innovations:** During the Q3 FY2017, 3 patents were filed and during 9M FY2017, a total of 18 patents were filed. Total patents filed in FY2016 were 11 patents
  - Out of the 3 patents, 2 Patents filed by the Minda Corporation Ltd – Security Division in 2 wheeler Security Systems and 1 Patent filed by Minda Stoneridge – Sensors Division

	Current	Target FY2019-20
ROCE	~13%	~20-22%

## Major Steps Being Undertaken

S. No	Particulars
1	Turnaround of Minda Furukawa
2	Optimization of employee cost
3	Increase in better margin business in export and electronics
4	Margin improvements in Minda KTSN



## Focused approach to tap potential growth opportunities

1.

Incremental demand of electronics and technological advanced products such as EFI/EMS Systems, ABS, EGT/EGRT Sensors, ISG, ADAS, connected cars, soot sensors etc in non legacy product business

2.

Focus on new technologies in legacy products such as PEPS, Electronic Clusters, 2 Wheeler electronic locks, Bracketless Door Handles & Low Cost Immobilizer

3.

Strong focus on: New Customer Additions, Unaddressed Vehicle Segment (eg Off-road vehicles) and Emerging Future Segments (eg electric vehicles)

4.

Strong focus on increasing export business and expanding overseas operations

# Investors Information

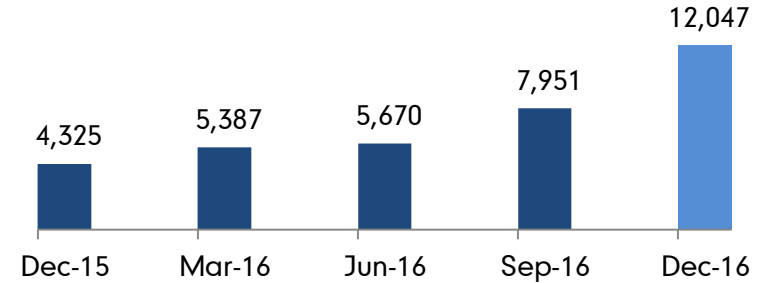
## Market Data (5 April 2017)

Market Cap. (Rs. mn)	21,988
Outstanding Shares (mn)	209.3
52 week High/Low	143.6/85.5
Bloomberg / Reuters Ticker	MDA:IN / MINC.NS
Key Institutional Investors	Kotak Private Equity, Birla Sunlife Mutual Fund and UTI Mutual Fund

## Shareholding Pattern

(In %)	Mar 31, 2016	Jun 30, 2016	Sep 30, 2016	Dec 31, 2016
<b>Promoters</b>	65.3	65.2	70.2	70.2
<b>Public</b>	32.1	32.2	27.2	27.2
<b>Others</b>	2.6	2.6	2.6	2.6
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

## No. of Shareholders



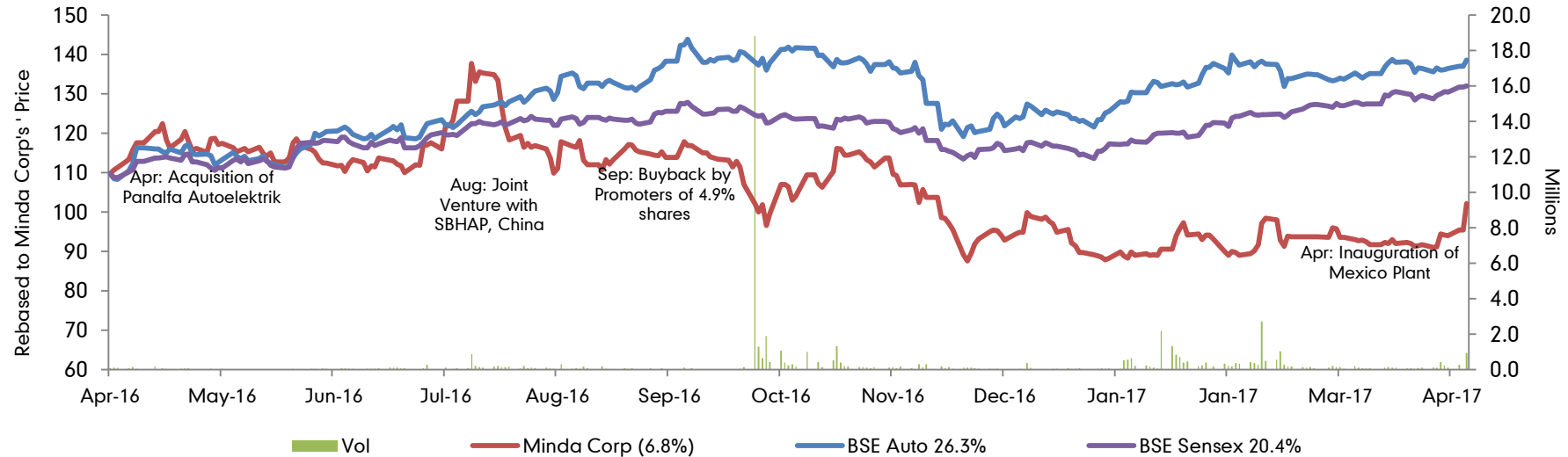
## Average Daily Trading Volumes (BSE & NSE)

	No. of Shares	Rs. (000)	\$ (000)
Oct 2016	444,578	49,085	764
Nov 2016	129,285	13,053	203
Dec 2016	67,221	6,372	99
Jan 2017	481,841	44,186	688
Feb 2017	423,720	40,004	623
Mar 2017	131,999	12,281	191
Until 05 April 2017	612,772	62,406	972

## Research Coverage

S.No	Research Firm	Coverage Date	Recommendation	Target Price (in Rs.)
1	KR Choksey	7 April 17	Buy	142
2	Axis Capital	20 Mar 17	Meeting Note	
3	Edelweiss Securities	16 Feb 17	Buy	116
4	Karvy Stock Broking	16 Feb 17	Buy	112
5	Kotak Securities	11 Nov 16	Hold	105
6	First Call	11 Nov 16	Buy	-
7	SBI Capital Markets	2 Mar 16	Meeting Note	

## Share Price Movement



	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17
Revenue (in Rs. mn)	6,447	6,954	7,822	7,230
EBITDA Margin	8.5%	9.0%	10.8%	5.8%
PAT Margin	4.1%	3.6%	4.1%	2.8%

# Our Team

## Eminent and Experienced Board of Directors



**Ashok Minda**  
*Chairman and Group CEO*



**Sudhir Kashyap**  
*Executive Director and CEO*



**Avinash P. Gandhi**

*On the Board of Lumax Industries, Indo Alusys, Hyundai, Havells India, EV Motors and QRG Enterprises*



**Rakesh Chopra**

*On the Board of GPR Enterprises, Kemptoy Cottages, Bharat Gears and Cleantec Infra*



**Ashok Kumar Jha**

*Ex-Finance Secretary, Govt. of India and Ex chairman, MCX Stock Exchange*



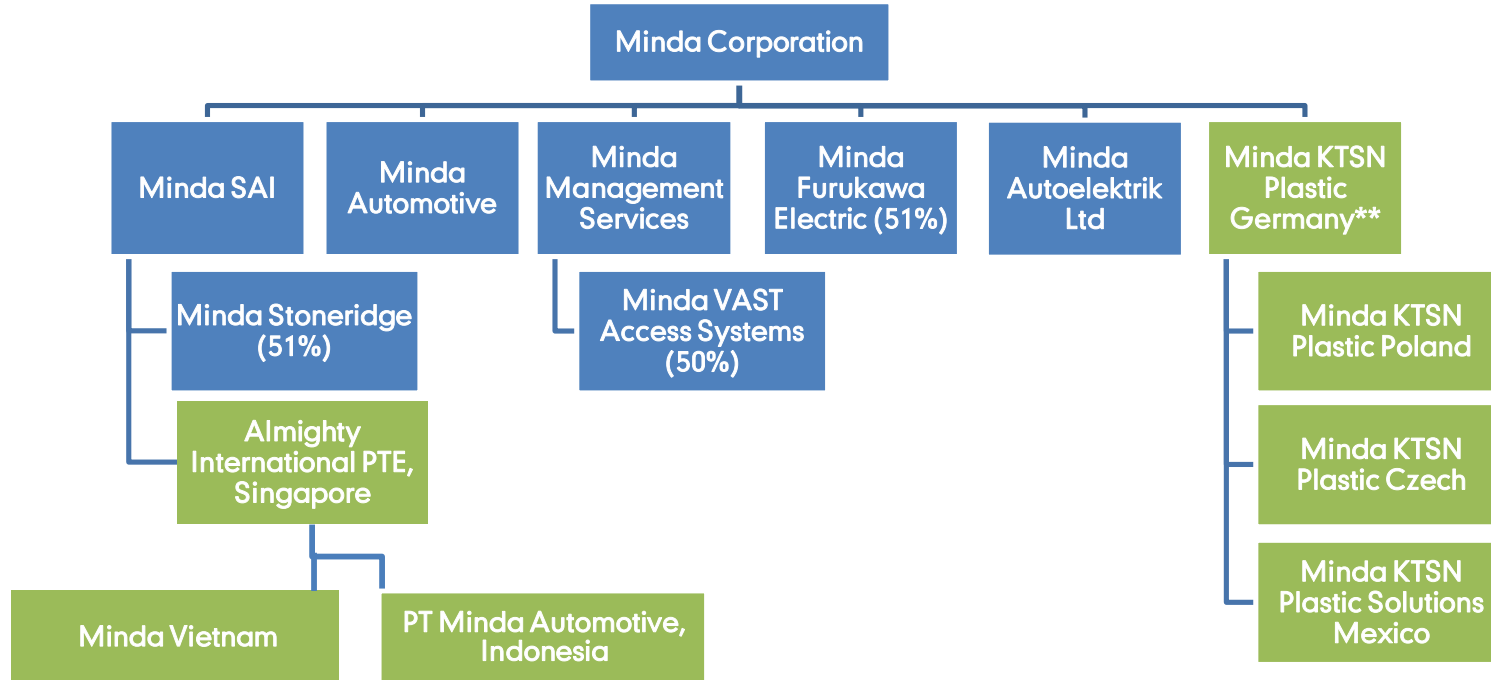
**Pratima Ram**

*Ex Head of US Operations at SBI and on the Board of Havells, Suzlon, and Deccan Gold Mines among others*

	Senior Management	Description
	<b>Ashok Minda</b> <i>Chairman and Group CEO</i>	<ul style="list-style-type: none"> <li>Over 30 years of experience in the Auto Industry</li> <li>Member of various Committees of the Company's Board</li> <li>The Group under the leadership of Mr. Minda broke new frontiers by joining hands with world renowned companies of USA, Germany, Japan, France etc.</li> </ul>
	<b>N. K. Taneja</b> <i>Group Chief Marketing Officer</i>	<ul style="list-style-type: none"> <li>Association of approx. 20 years with the Company</li> <li>Specialization in General Management, Marketing and Business Strategy</li> <li>Worked with eminent companies like L&amp;T, Phillips, Harman International (USA), Manesmaan Group (Germany)</li> <li>CS and CWA by qualification</li> </ul>
	<b>Sudhir Kashyap</b> <i>ED and CEO, Minda Corporation</i>	<ul style="list-style-type: none"> <li>Over 25 years of experience in Automotive Components Industry</li> <li>Associated with the group for over 12 years</li> <li>Prior to joining Minda Corp, he worked with Anand Group</li> <li>Mechanical Engineer and IIM Ahmedabad graduate</li> </ul>
	<b>Sanjeev Saxena</b> <i>CEO, Minda SAI and Minda Stoneridge</i>	<ul style="list-style-type: none"> <li>Over 25 years of experience</li> <li>8 years of International experience based out of Singapore and China</li> <li>Served as MD and Country Manager, Delphi Packard India</li> <li>Mechanical Engineer by qualification</li> </ul>
	<b>Vinayak Hegde</b> <i>MD, Minda KTSN Plastic Solutions</i>	<ul style="list-style-type: none"> <li>Experience of over 17 years in auto component industry globally in the field of Management, Customer handling, Operations, Business Acquisitions &amp; Mergers</li> <li>B.E and MBA by qualification</li> </ul>
	<b>Sanjay Aneja</b> <i>CFO, Minda Corporation</i>	<ul style="list-style-type: none"> <li>Work Experience of ~26 years with 16 years of experience in automotive industry</li> <li>Specialized in Finance &amp; Strategy with strength in General Management, Strategic Funding, Merger &amp; Acquisition, Corporate Finance, Corporate Affairs, Capital &amp; Financial Markets, Networking in Domestic &amp; International finance &amp; banking communities both at Domestic and International Level</li> <li>CA and CS by qualification</li> </ul>
	<b>Ajay Sancheti</b> <i>Head -Group Legal and Company Secretary</i>	<ul style="list-style-type: none"> <li>Associated with Minda Group for approx. 20 years</li> <li>Extensive experience in international corporate restructuring , mergers and acquisitions, corporate governance and capital market</li> <li>Specialization in Cross Boarder Merger &amp; Acquisition, Joint Ventures, funding, Foreign Exchange matters etc</li> <li>Extensive networking with global legal firms/advisors</li> <li>Mr. Sancheti is a Law graduate and Fellow member of The Institute of Company Secretaries of India</li> </ul>



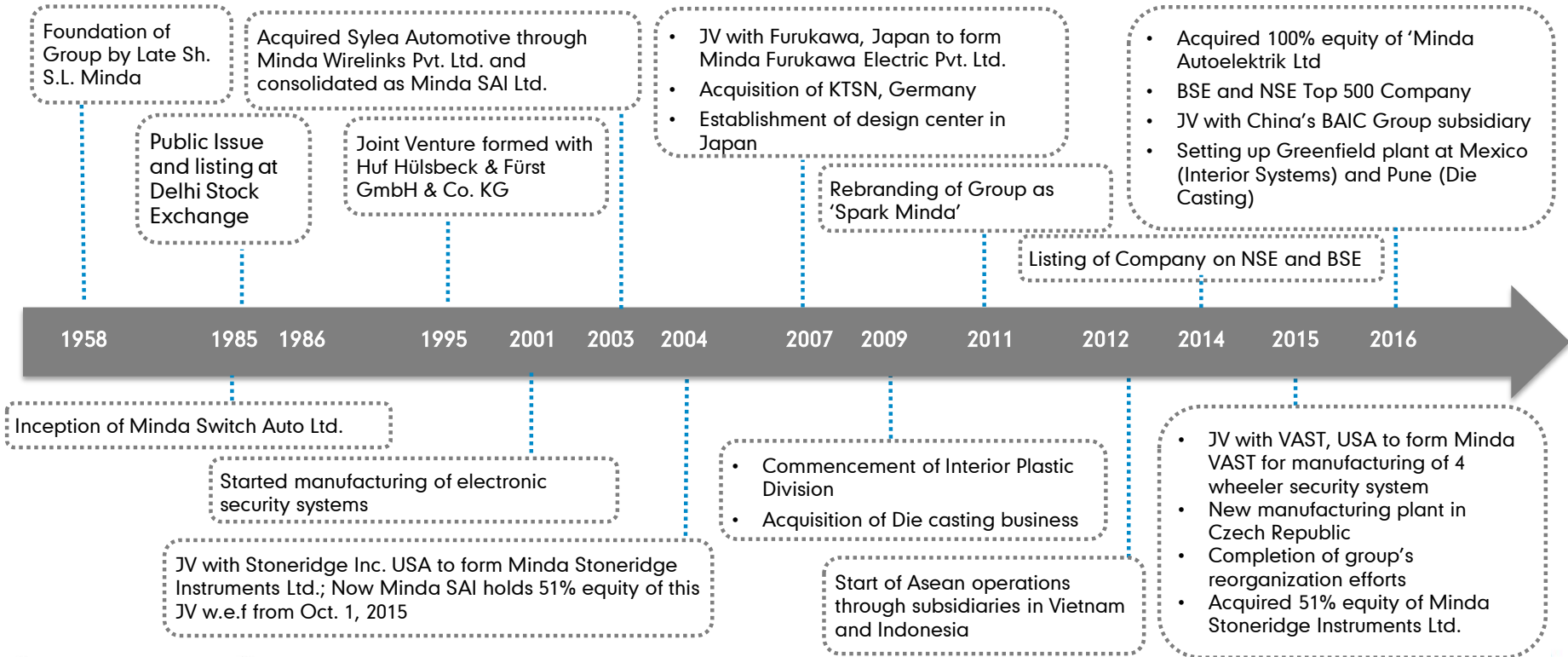
# Annexures



\* 100% subsidiaries unless specified in parenthesis

\*\* Entered into a 50:50 Joint Venture with SBHAP, China (a BAIC group subsidiary) in Aug 2016

## Our History - Long standing presence of over 5 decades



## Key Awards



**MFE** – Technology Innovation of the Year Award organized by Auto Tech Review Dec 2016



**MCL SSD** – National Award for Supply Chain & Logistics Excellence Dec 2016



**MSIL** – Award for New Development at Escorts Agri Machinery Partners Meet Dec 2016



**MVASPL** – Gold Award at Quality Circle Forum of India Dec 2016 Pune



**Spark Minda Foundation** – Award for Top Community Care in Asia, by MORS Nov 2016 Singapore

## Corporate Social Responsibility



Old Age Home Service at Earth Saviour Foundation Jan 2017



Community care CSR program received Asia Corporate Excellence & Sustainability Award Nov 2016



Lockset Assembly Unit as CSR Project at Aurangabad Central Prison Nov 2016





High value, technologically advanced products; global presence with 33 plants



Technological tie ups with global automotive component manufacturers



Well diversified customer base, product portfolio and business segments



Low leverage providing significant flexibility for organic / inorganic growth



Professionally run company with strong second line management



Strong and independent board at Minda Corporation and its subsidiaries



BSE and NSE Top 500 Company



# Important Notice

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.



ASHOK MINDA GROUP

*Powered by Passion*

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(CIN: L74899DL1985PLC020401)

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