

Date: 13.06.2023

The Officer-In-Charge (Listing)	Head - Listing Operations,
Listing Department	BSE Limited,
National Stock Exchange of India Ltd.,	P.J. Towers, Dalal Street, Fort,
Exchange Plaza, Bandra Kurla Complex,	Mumbai – 400 001
Bandra (East),	Scrip Code: 538962
Mumbai - 400 051	
SYMBOL: MINDACORP	

<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
T I soth I accord	Jupiter Asset Management	Virtual
Tuesday, 13 th June 2023	PSP Investments	Virtual
Wednesday, 14 th June 2023	Burgundy Asset Management	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No unpublished price sensitive information (UPSI) is intended to be discussed during the interactions.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

Digitally signed PARDEE by PARDEEP P MANN Date: 2023.06.13 18:01:23 +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





www.sparkminda.com

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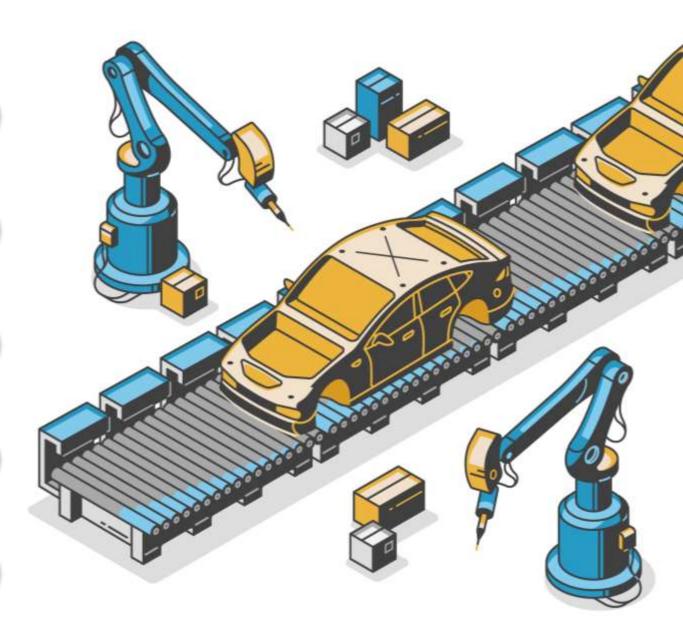
Company Overview

Company Positioning

Financial Overview

Strategic Pillars of Growth

ESG, CSR and Awards

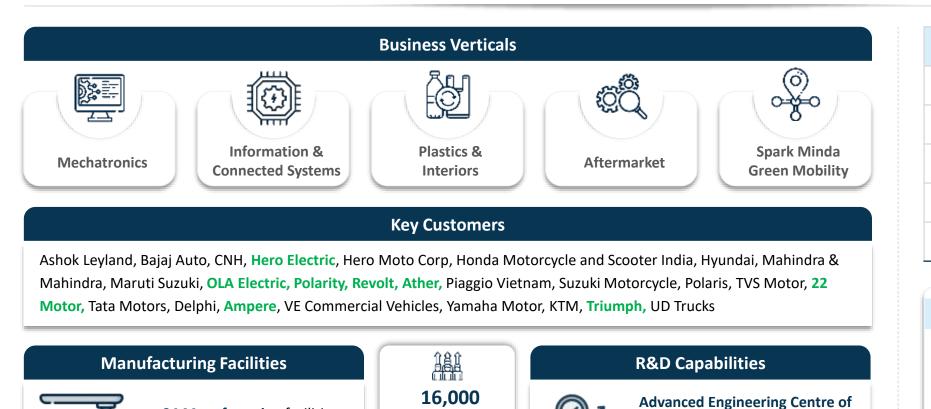




Company Overview

One of India's Leading Automotive Component Company





Workforce

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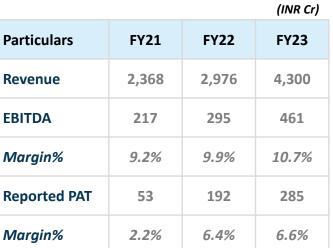
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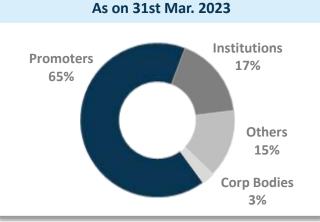
Partnerships

34 Manufacturing facilities

strategically located providing

support to **OEMs**





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

Electronics & Mechatronics in Pune

(SMIT) and multiple specialized

R&D Centre across India

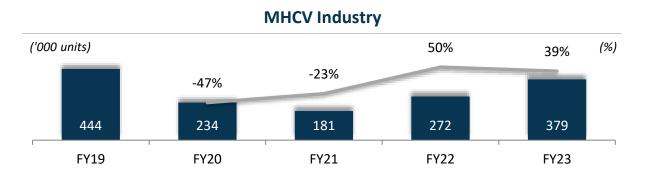


Investment Themes

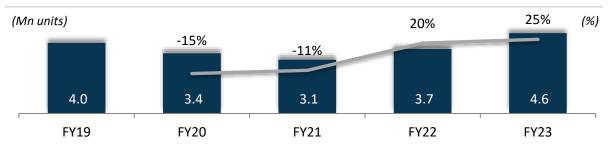
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Indian Auto industry at the cusp of a multi-year upcycle

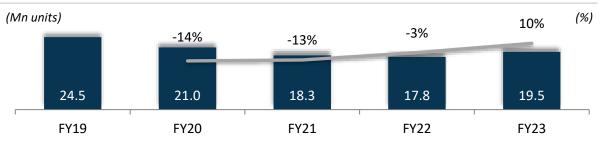




PV Industry



2W Industry





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

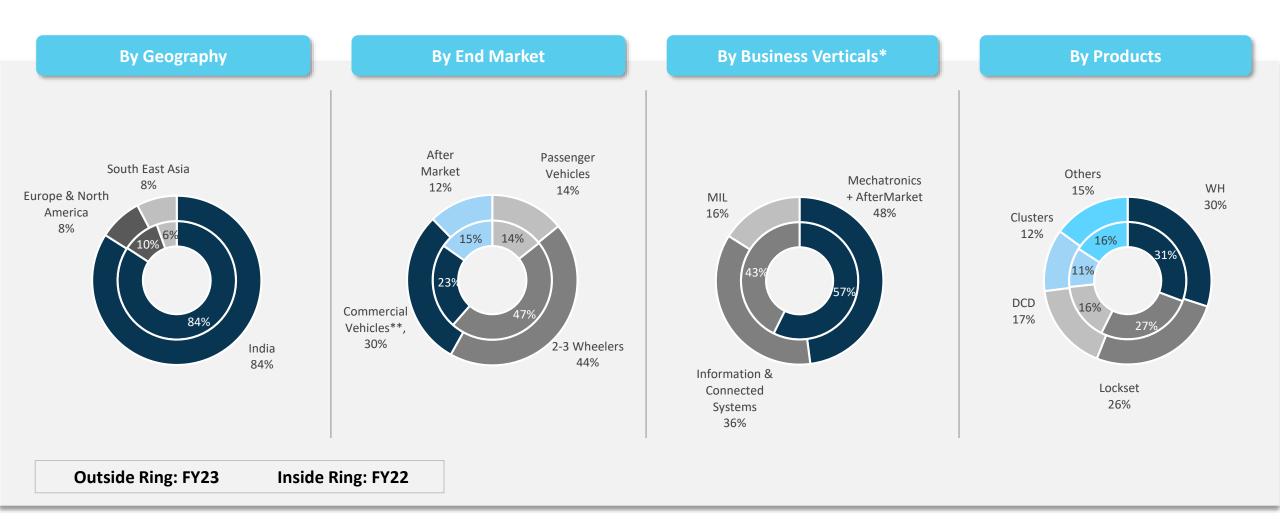




Diversified portfolio for Indian & International market !!

Truly diversified revenue model





Strong relationship with marquee customers across vehicle segments



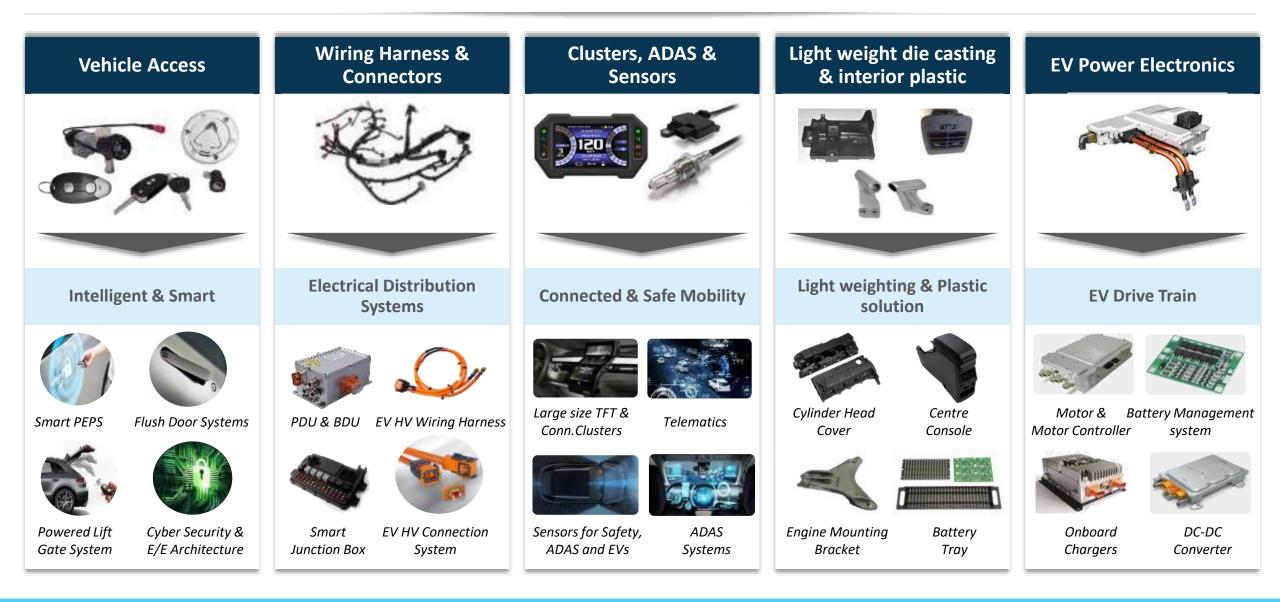






Transforming Current Business Lines as per Technology Trends

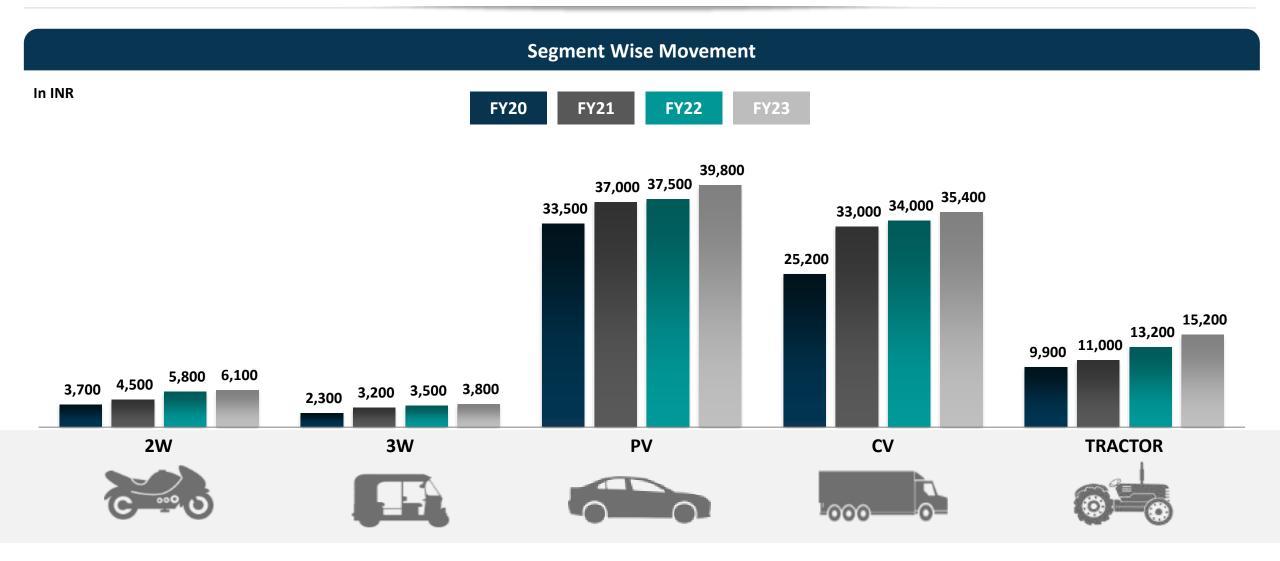




www.sparkminda.com 10

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

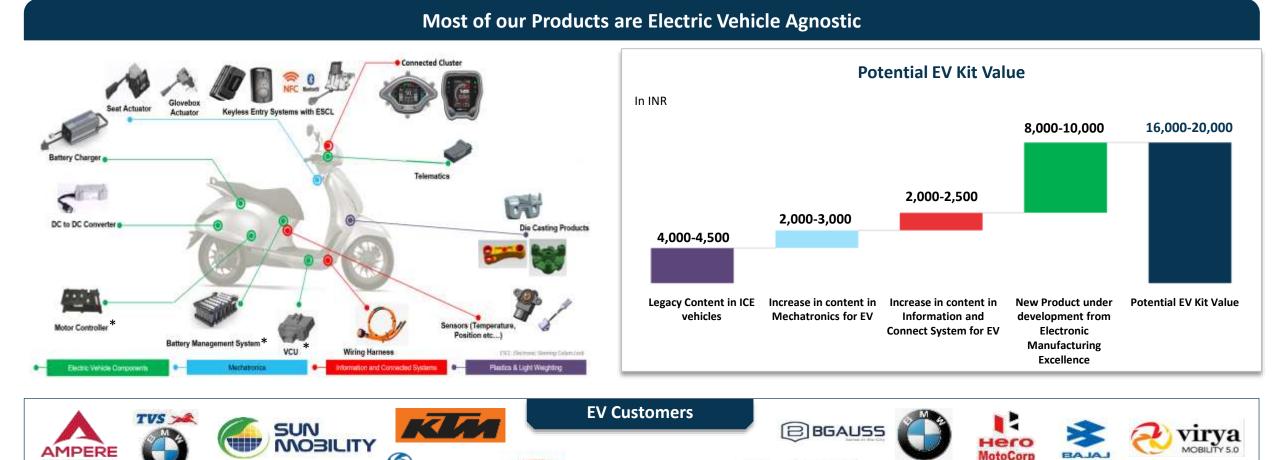




Note: Content Per Vehicle (CPV) are illustrative and based on sum product of all products manufactured by the Group are supplied to a vehicle in India with applicability in the segment

Minda Corp is well poised to capture the EV trend





POLARITY

.1)

ATHER

MOTORS

VINFAS

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

TRIUMPH

OLA ELECTRIC

By GREAVES

HEROELECTRIC

The smart move

ASHOK LEYLAND

REVOLT

Mahindra

2 Wheelers

OMO

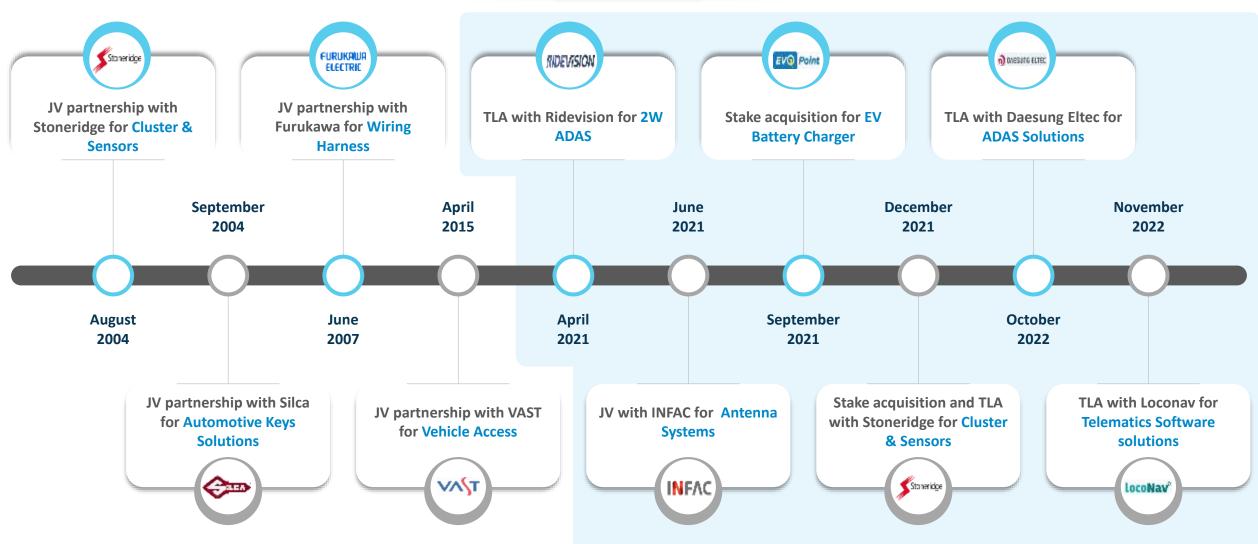
Strategically located modern manufacturing facilities to enhance global reach



SPARK MINDA

Forging new technological alliances to drive future growth

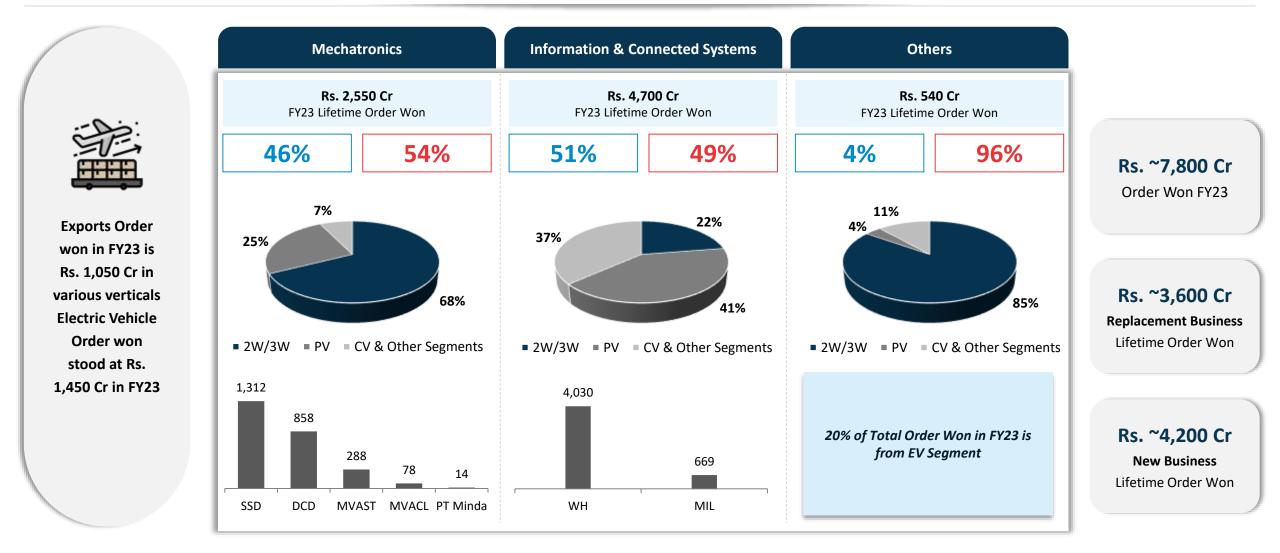




Minda Corp has developed strong partnerships with technology leaders over last few years

Strong order book leading to predictable growth - FY2023





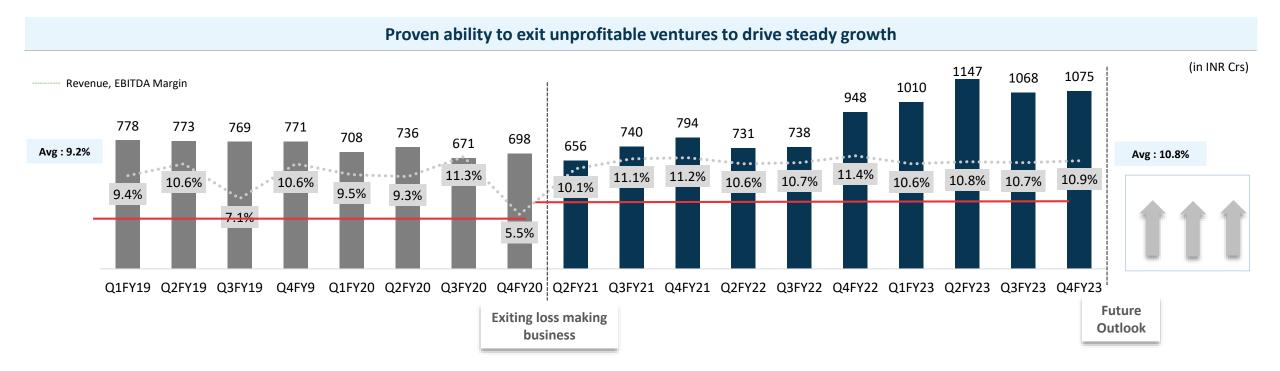
*Order Book no's have been rounded off

Replacement Business

New Business

Exiting unprofitable businesses resulting in margin expansion





Industry Leading Growth

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

FY21 Revenue growth is calculated on comparable period of FY20, excluding KTSN

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

Experienced Management Team







Aakash Minda

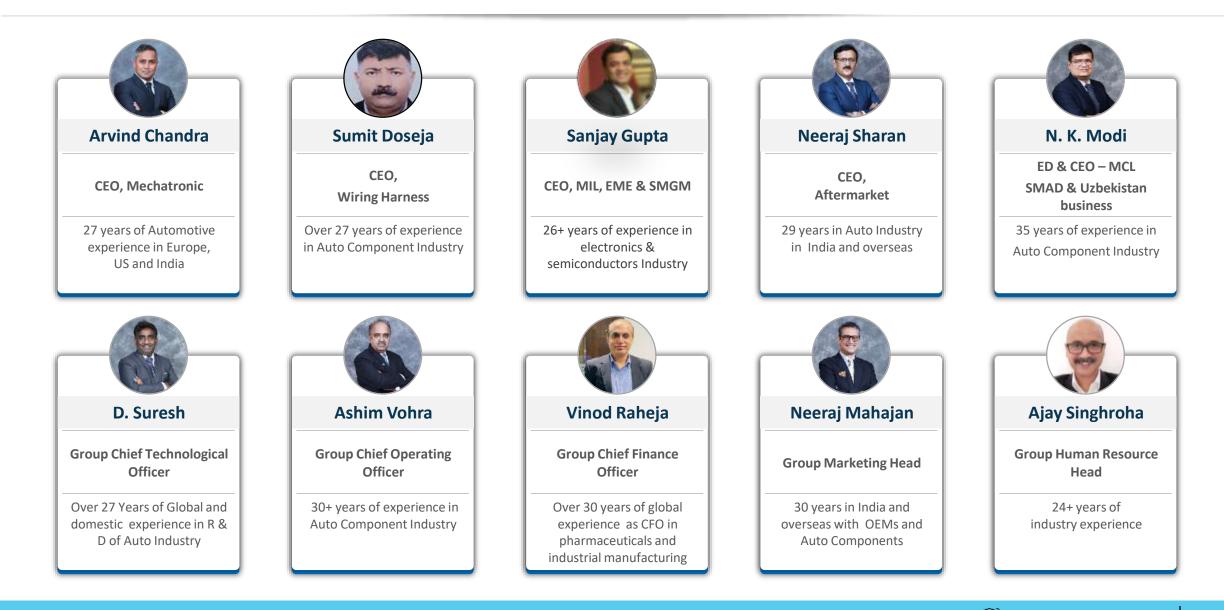
ED- Group Finance & Strategy

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





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.

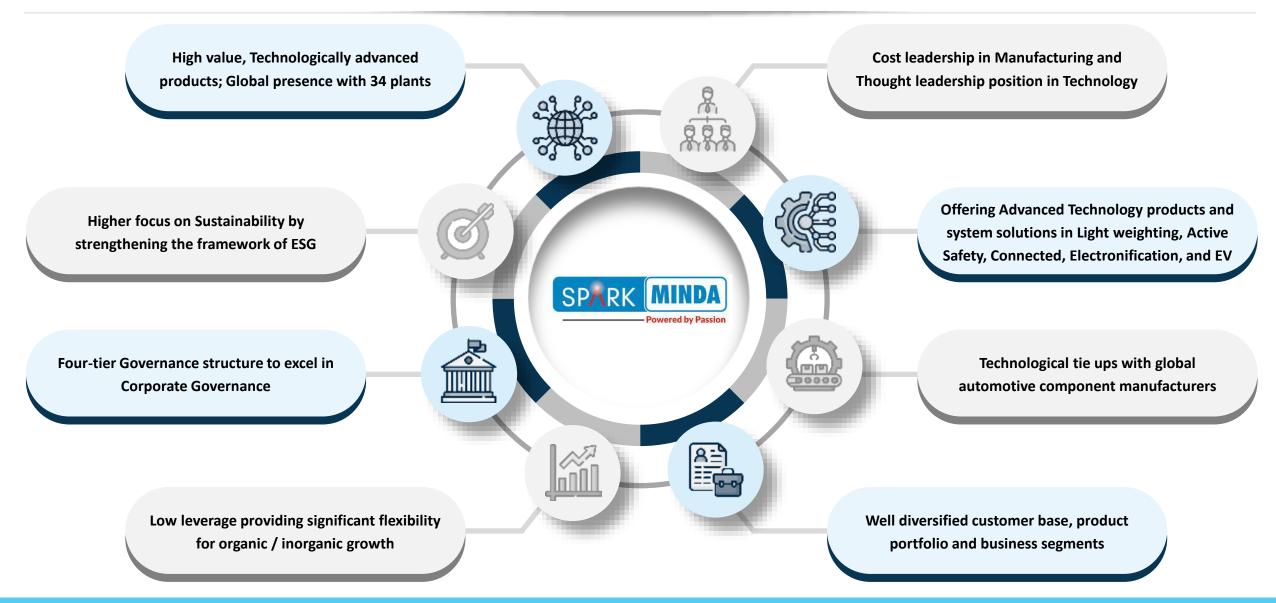


Mr. Rakesh Chopra

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









Financial Overview

Income Statement



		Full Year				
(INR Crores)	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

SPARK	MINDA
	Powered by Passic

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
li. Cash And Cash Equivalents	162	333	499
lii. 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
li. 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
li. 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

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



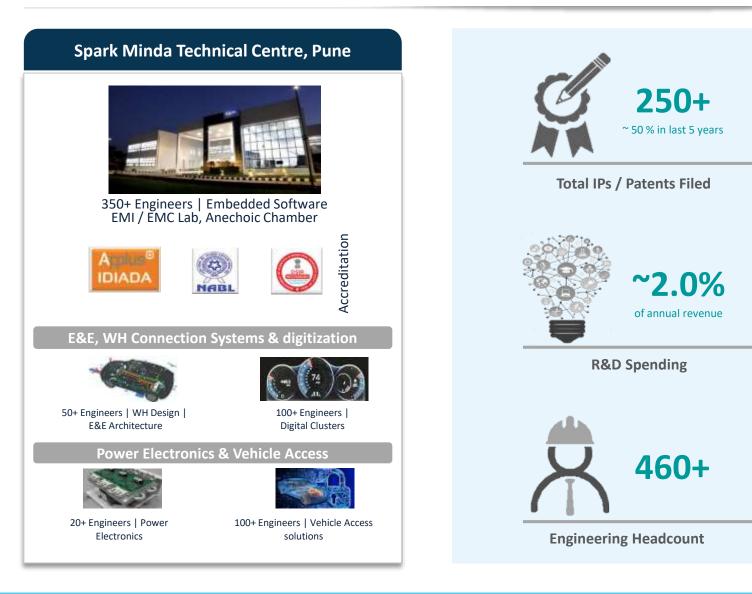


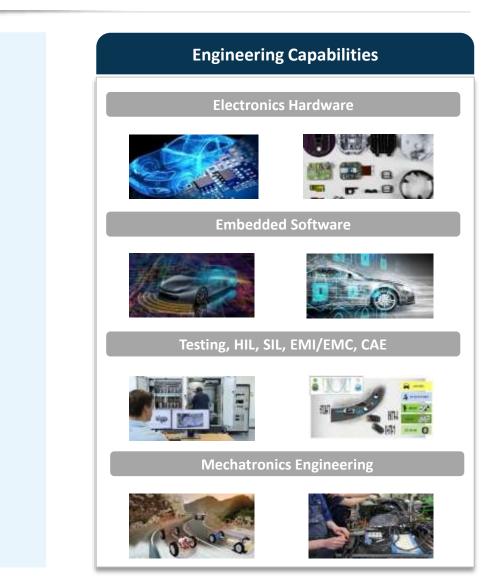
Outcome

- 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







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



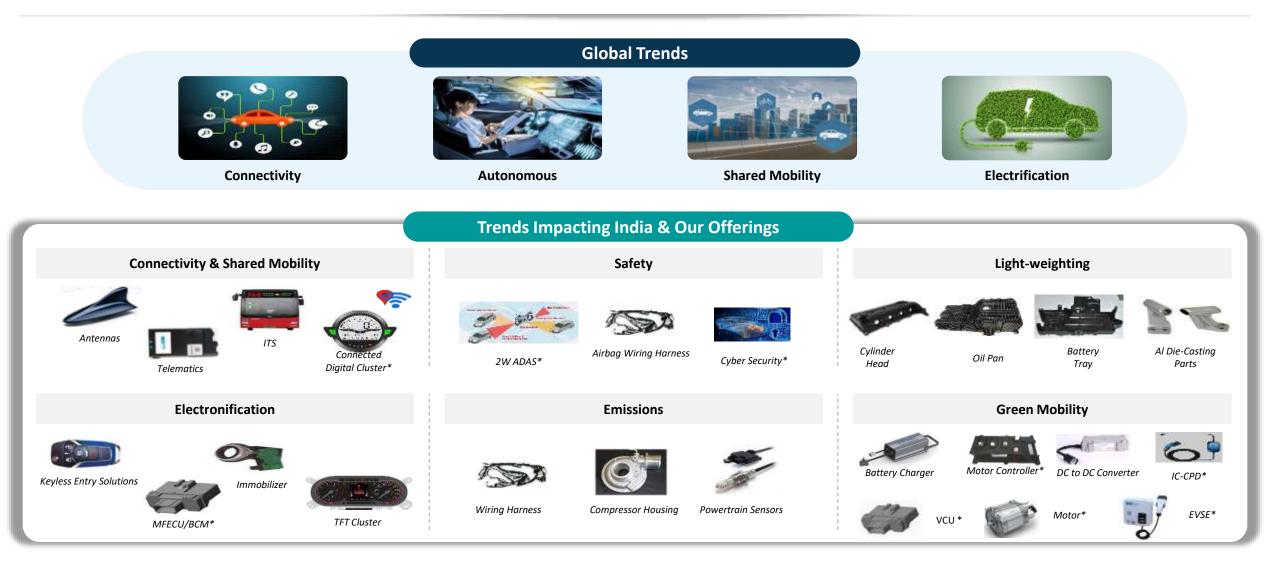
New Tech Legacy Product

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

Marquee Businesses Starting Production in FY23

Trends Impacting India & Our Offerings

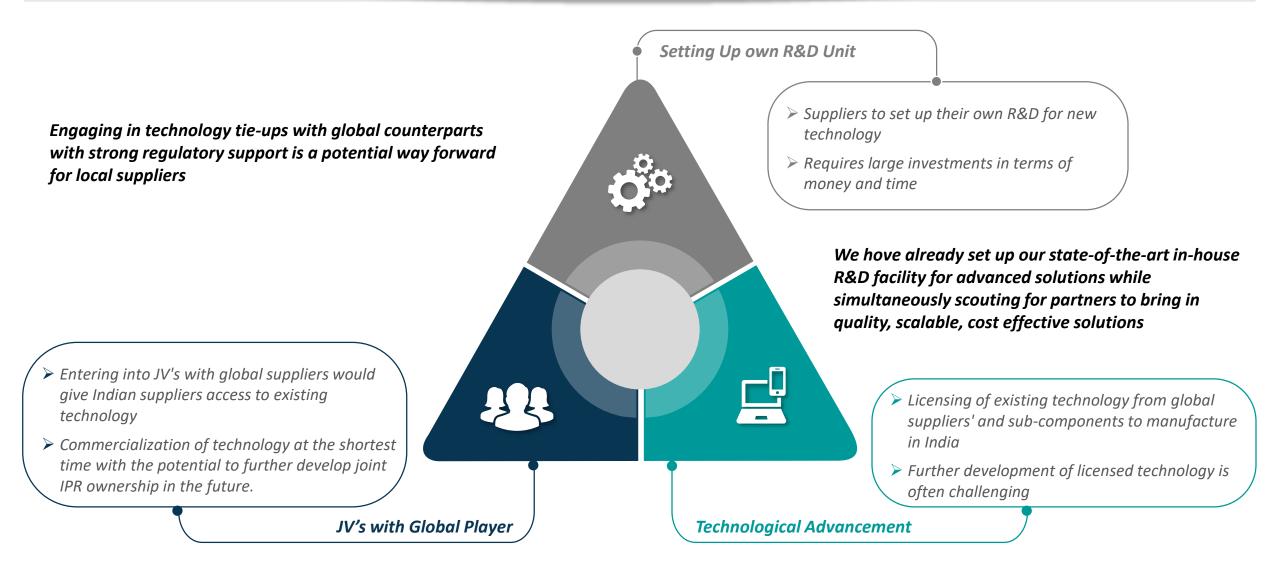




* Under Development ITS: Intelligent Transportation System MFECU/BCM: Multi-Function Electronic Control Unit/Body Control Unit CPD: Charge Protection Device VCU: Vehicle Control Unit EVSE: Electric Vehicle Supply Equipment

Spark Minda 3 Pronged Approach





Key Operational Initiatives

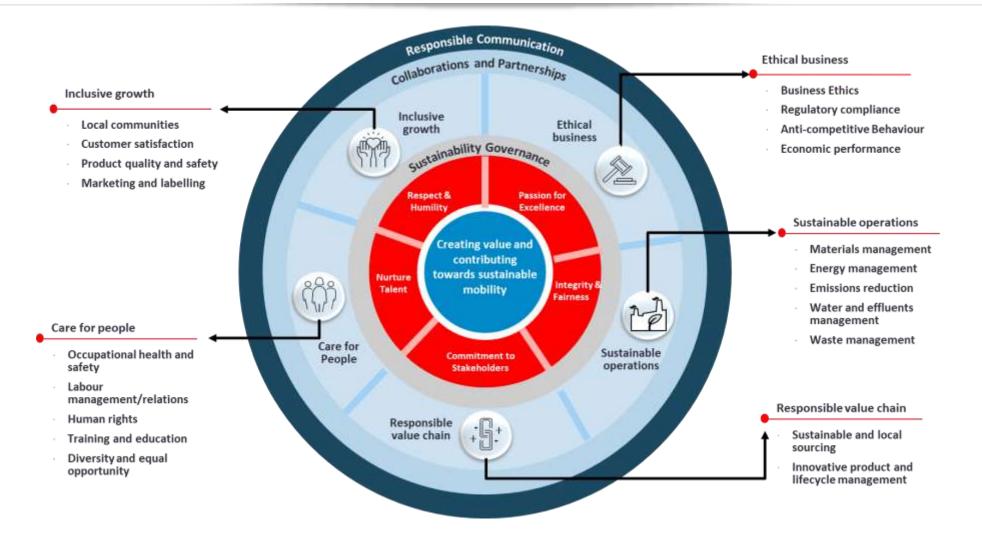






ESG, CSR and Awards

ESG Sustainability Framework



Driving Long-term Value Creation Through the Integration of Sustainability

SPARK MINDA

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



- 300+ People with Disabilities (PWDs) appointed in 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



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

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





Business Vertical – 1 (Mechatronics, Aftermarkets & others division) won 10 awards during Q4FY23

- 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





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.



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