



Minda Corporation Limited 32nd Annual General Meeting

Chairman's Speech 21st August 2017

Dear Shareholders,

It is my privilege to address you at the 32nd Annual General Meeting of the Company. I, on behalf of the Board of Directors of your Company, welcome all shareholders who are present here in this hall and those who are participating in the AGM under live streaming of the AGM on You Tube and Website of the Company.

This is the first time we are doing the live coverage of AGM using digital reach to shareholders. Your participation in the business of the Company means a lot to the management of your Company. Minda Corporation is among the first ones in the listed market space, who have extended the digital reach to shareholders through webcasting. I am sure, this experience will go a long way in conducting the business of the Company using digital ways. I am personally happy also because it meets the appeal of the Prime Minister in connecting the world digitally. I trust, it will go a long way in building a powerful repo of the management with you shareholders.

I hope you have had the opportunity to read the Annual Report 2016-17. The Annual Report along with the AGM notice, Directors' Report and the audited Annual Accounts of the Company have been circulated to you. With your permission, may I take them as read.

FY2016-17 was a landmark year for India with many events of historic consequences. The demonetization announced in the month of November 2016 had a disruptive impact on auto volumes and sales. However, the automotive industry reported a steady recovery towards the end of the fiscal year, and we believe that the adverse effects of demonetization are over. Further, the GST was recently implemented and we believe that it will have a positive to neutral impact on the auto industry.

Your Company's consolidated performance in the last fiscal year is a reflection of the opportunities and challenges being faced by automotive industry. During the year, your Company has reported a consolidated turnover of Rs. 2,962 crores, an increase of 21% on year on year basis. This was achieved on account of growth across all product segments. The EBITDA stood at Rs. 198 crores and Net profit was Rs. 96 crores. We have a well-capitalized and strong balance sheet with a consolidated Net Worth of Rs. 651 crores and a Net Debt to Equity ratio of less than one.

Considering the overall performance of the Company, Your Directors have recommended a final dividend of 15% for the year 2016-17 for the approval of the shareholders in this Annual General Meeting. This is in addition to the interim dividend of 10% paid during the year.

The phenomenal impact that technology is having on businesses around the world is creating exciting and viable new opportunities for the automotive industry. With an aim to be at the forefront of technology innovation, Spark Minda Technical Centre (SMIT) was established in Pune and commenced operations in FY2016-17. This will operate as the R&D backbone with contemporary infrastructure for automotive electronics and mechatronics.

The order book remained robust during the year. Not only did we retain existing customers but also added new

customers across geographies, reflecting the strong product portfolio of the Company. The Company carried out expansion initiatives in the fiscal year which shall provide a strong platform for sustainable future growth. The Company commenced operations at its new plant in Mexico. Further, Minda Corporation is in the process of setting up its 3rd greenfield die casting plant in Pune which is expected to be operational in the current fiscal year.

Your Company has adopted a focused approach to tap the growth opportunities that lie ahead. The focus on new technologies in our product segments, strong focus on new customers addition and increasing export business will lay the foundation for the growth ahead. We are focused on improving margins and return on investments in current fiscal year. Many initiatives are being taken and are underway for implantation. We will share more with you at an appropriate time.

Along with the business goals and commitment to drive shareholder value, your Company is focused on playing its role as a responsible corporate citizen. The Company continued to contribute towards initiatives that drive change in the communities where we operate. New business integrated CSR plant in Aurangabad's prison is one of the important initiative towards this direction.

With proactive reforms of Central Government such as the 'Make in India' initiative, Seventh Pay Commission and Emission Norms (BS SIX by 2020), I am quite optimistic of the sustainable long-term growth of auto industry in India.

Thank you for your time and your continued support to Minda Corporation. Before I conclude, I would also like to thank other stakeholders including customers, vendors, JV partners, bankers and our global employees for their continued trust and support. I hope to see you again next year with your company having reached greater heights of success.

Thank You
