SP RK MINDA
ASHOK MINDA GROUP

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Date: March 22, 2018

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

Sub: Intimation regarding Investors Meetings and submission of the Investor Presentation

Dear Sir,

We wish to inform you that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it is hereby informed that as part of its routine and continuance with its investor engagement activities, the representatives of the Company will be meeting certain financial and/or institutional investors in the next fortnight. A copy of presentation to be made at such meetings is enclosed herewith and the same is also available on the Company's website www.minda.co.in.

You are requested to take the same on record for information of your members and the public at large.

Thanking you,

Yours faithfully,

For Minda Corporation Limited

Ajay Sancheti
Company Secretary
Membership No. F5605

Minda Corporation Limited Delhi

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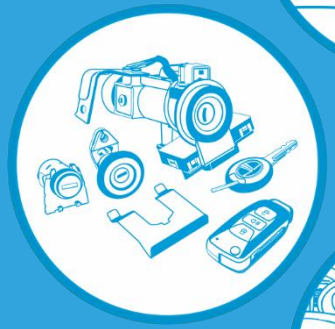
Driver Information
And Telematics System



Safety, Security And
Restraint System

Interior System

Minda Corporation Limited

(NSE: MINDACORP; BSE: 538962)

Investor Presentation

March 2018

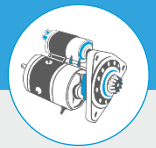
Instrument Clusters

Sensors

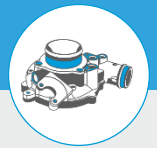
Wiring Harness

Locks

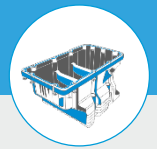
Door Handles



Starter Motors



Al & Zn Cutting Parts



Plastic Component

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2. Strategic Focus
3. Consolidated Financial Performance
4. CSR and Awards

Business Overview

One of India's leading automotive component companies with global footprint

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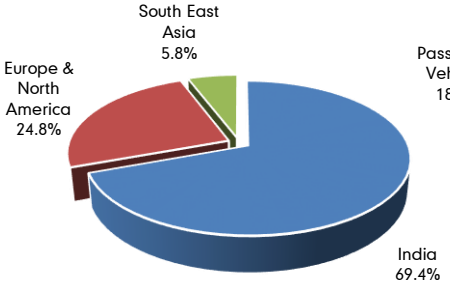
Diversified product portfolio, global customers, strong manufacturing, and advanced R&D with six decades of automotive experience

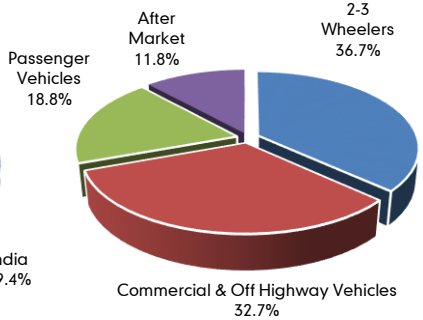
Revenue	Rs. 29,620 mn (FY2017)
Business Verticals	- Safety, Security And Restraint System - Driver Information And Telematics System - Interior System
Customers	Major Indian and Global OEMs
Manufacturing Facilities	34 Manufacturing facilities strategically located globally providing support to OEMs
R&D Capabilities	Advanced Engineering Centre of Electronics & Mechatronics in Pune and multiple specialised R&D Centre across India
Market Capitalisation (as of 16 March 2018)	Approx. Rs. 39,612 mn (Promoter Holding ~70.2%)

Revenue Breakdown*

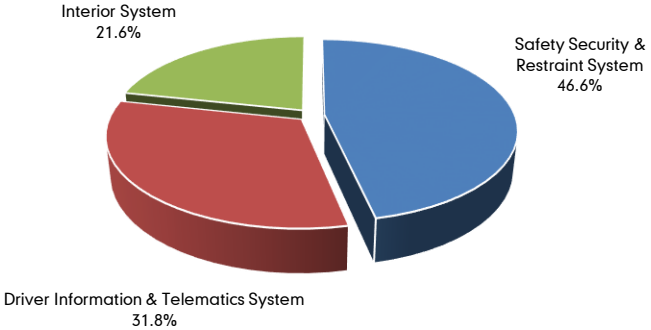
By Geography



By End Market



By Business Verticals



* Nine months period ending 31st Dec 2017 under IND-AS

Diversified Product Portfolio

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Safety, Security and Restraint System

Ignition Switch Cum Steering Lock

Smart Key System

Mechatronics Handles

Immobilizers System

Electronic and mechanical security systems

Aluminium High Pressure Die Casting

Compressor Housing

Die casting components

Alternator

Starter Motor

Starter motors and alternators

Driver Information and Telematics System

Speedometer

Instrument Clusters

Wiring Harness

Steering Roll Connector

Junction Box

Wiring Harness

Speed

EGT & EGRT

PM / SOOT Sensor

Sensors

ITS

EKO

ITS & IOT

Interior System

Cup Holder

Ash Tray

Louvers

Glove Box

Steering Column Shroud

Seat Panel

Structural Parts

Oil Sump

Cylinder Head

Battery Tray

After Market

Major products of Safety, Security and Restraint System

Major products of Driver Information and Telematics System

Filters

Clutch Plates

Bearings

Wiper Blades

Brake Shoe

Other Contract Manufactured Products

Competitive Strengths

WELL DIVERSIFIED customer base and product portfolio

A LEADING PLAYER in several of its product segments in India

PROFESSIONALLY MANAGED company with strong team

Experienced & independent Board

STRONG RELATIONSHIPS with major Indian and Global OEMs

TECHNOLOGICAL COLLABORATION with global automotive component manufacturers

STRONG IN-HOUSE R&D capabilities backed up by Advanced Engineering Centre for Electronics & Mechatronics

Product Portfolio – 2 Wheelers

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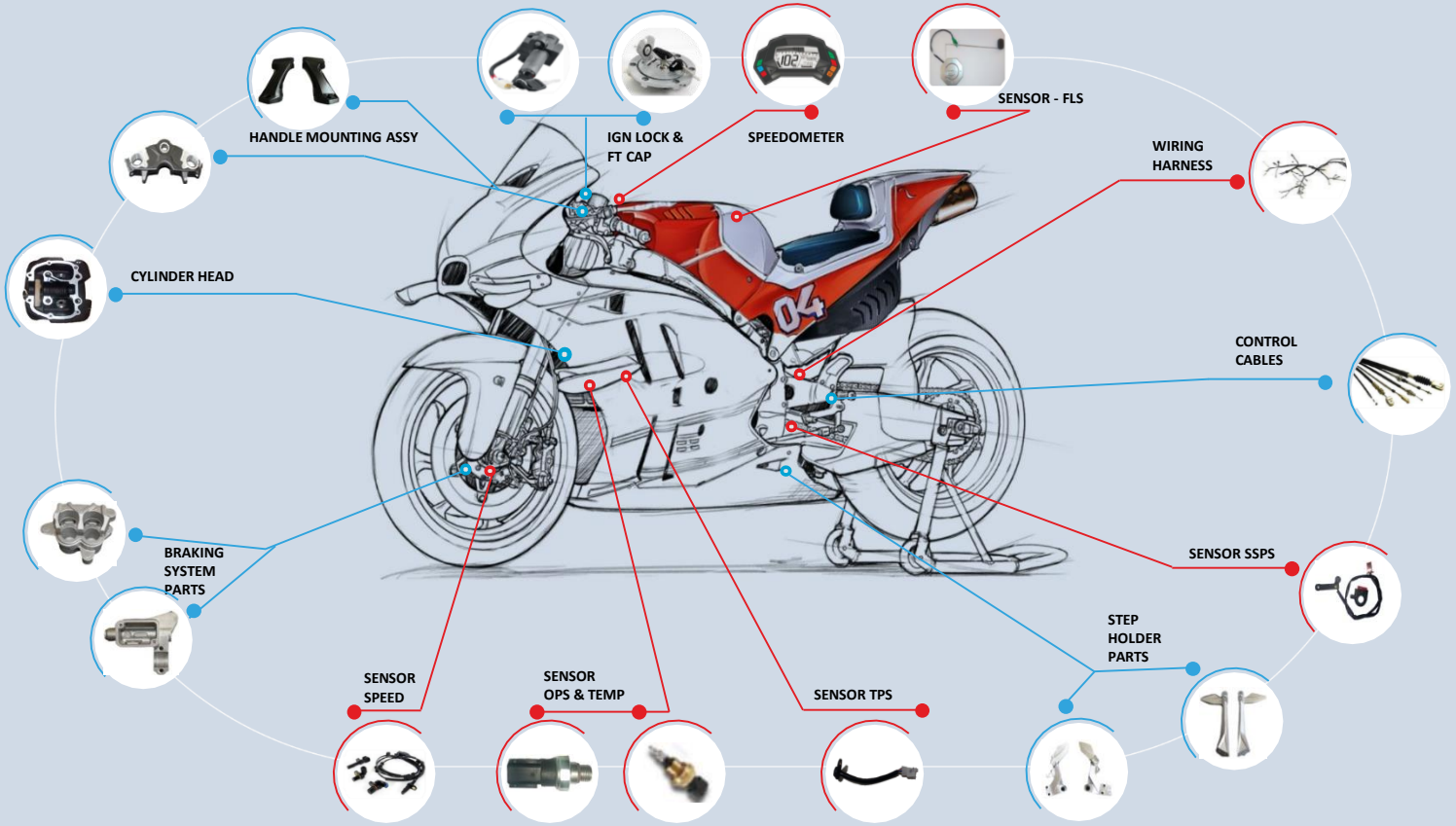
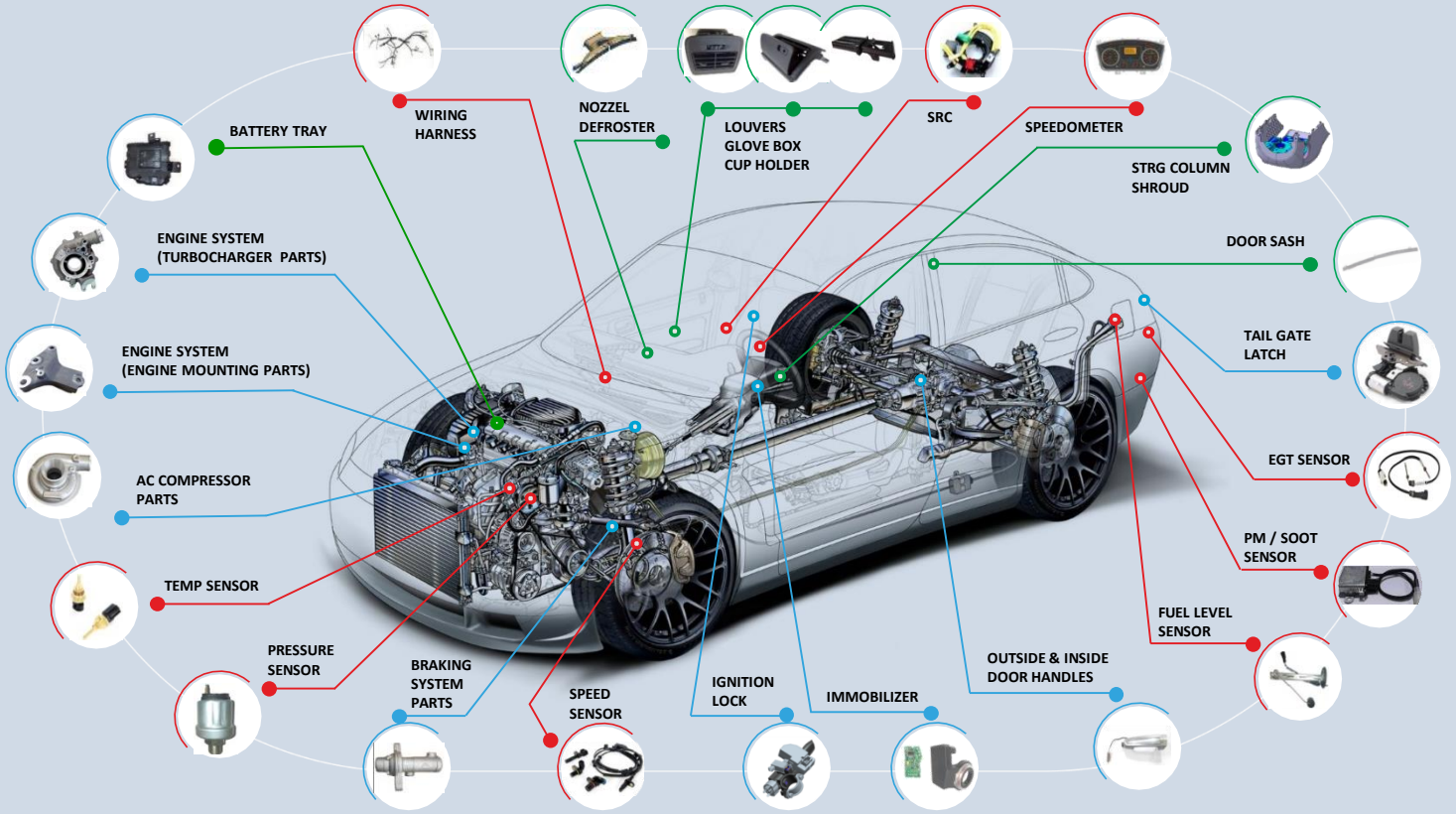


Driver Information And Telematics

Safety, Security And Restraint Systems

Product Portfolio – Passenger Vehicles



Driver Information And Telematics

Safety, Security And Restraint Systems

Interior Plastics

Product Portfolio – Commercial Vehicles

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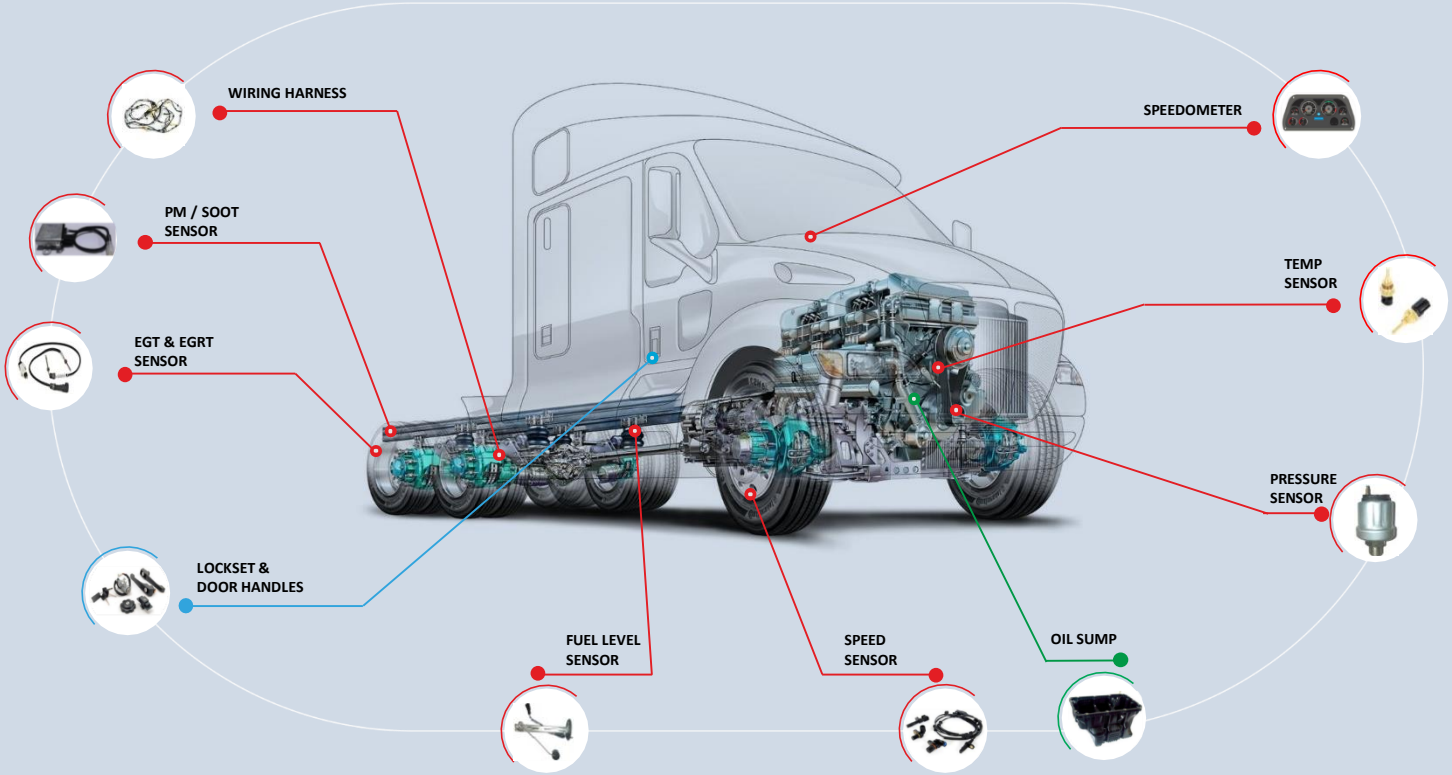
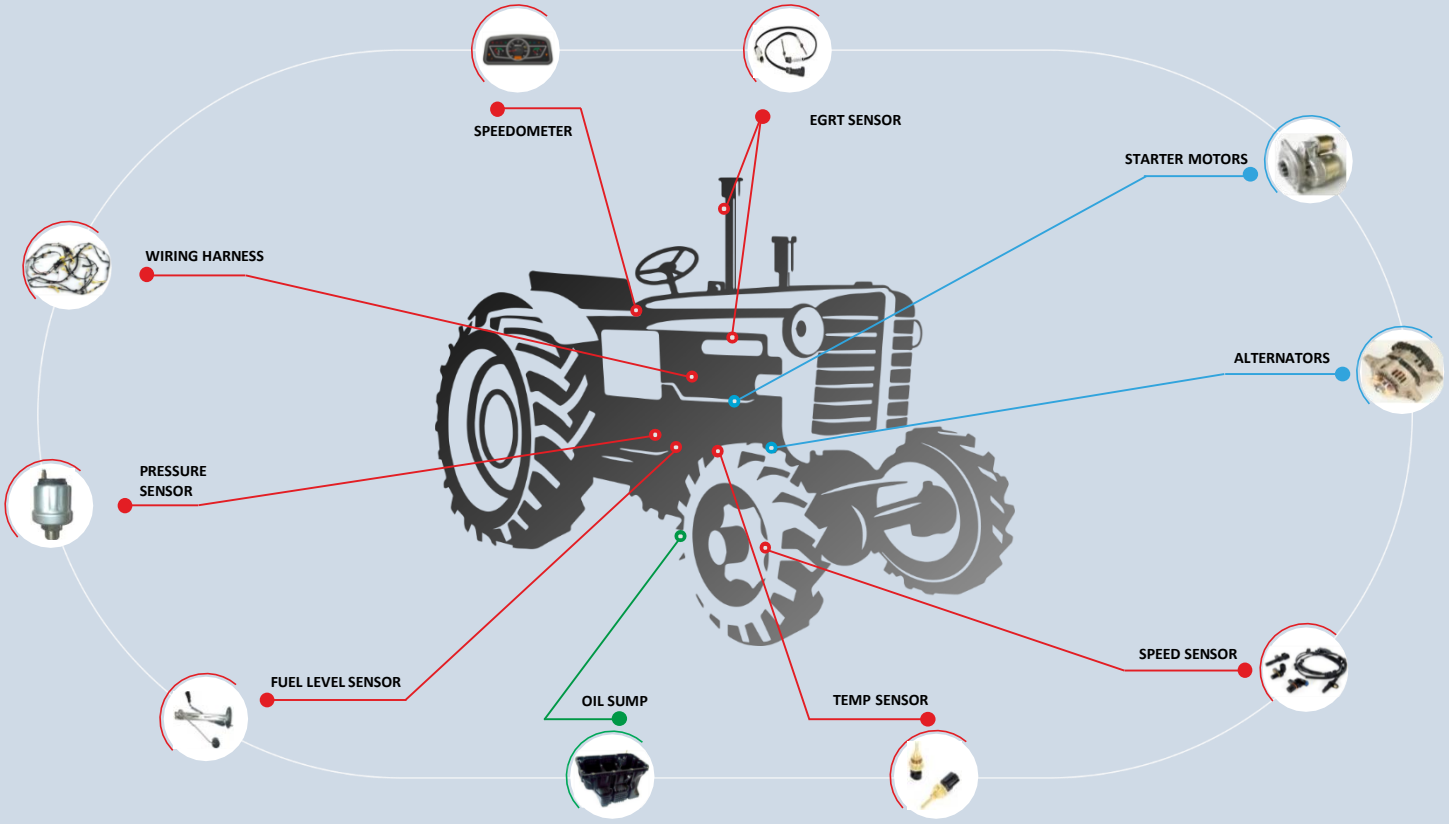


Driver Information And Telematics

Safety, Security And Restraint Systems

Interior Plastics

Product Portfolio – Tractors



Driver Information And Telematics

Safety, Security And Restraint Systems

Interior Plastics

Manufacturing facilities strategically located globally providing support to OEMs

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Manufacturing Facilities	Safety and Security System	Driver Information and Telematics System	Interior System
Total – 34 Plants	15	15	4

Strategic Focus

Strategic Focus – Growth Drivers

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Growth Drivers

#1

New technologically advanced products in non-legacy segments due to regulatory and customer requirements

#2

Sustain and grow our legacy products through technology upgradation and greenfield expansion

#3

Increased focus on Exports

#4

Inorganic growth in adjacent areas

Strategic Focus – Investing in Technology and Future

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1

Increased electronic content per vehicle and technological advanced products in non legacy product business:

EGT/EGRT Sensors, Connected Cars / Connected Mobility / Telematics, PM Sensors / Soot, Control Cables, RPAS

EFI/EMS Systems, ABS and CBS, ISG Systems, Body Control Modules

ISG

BCM

ABS System

2

Focus on new technologies in legacy products such as:

PEPS, Electronic Clusters, 2-Wheeler electronic locks (smart key), Bracket less Door Handles & Low Cost Immobilizer

LED Soft Touch, Power Lift Gate Mechanism, Mirror Replacement System, ADAS

Mirror replacement system

ADAS system

3

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

Steering Roll Connector (Air Bag)

EV Related Products / Solutions

DC-DC Converter

Battery Charger

Motor Controller

Residual current detector

Text in Green	Ready
Text in Grey	In Progress

Recent Initiatives

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Advanced Engineering Centre

- Spark Minda Technical Centre (SMIT), Pune is the Advanced Engineering Centre of Electronics which aims to help Spark Minda to expand beyond legacy product segments
- R&D centre equipped with test and measurement equipment, development tool chains & environment and fully operational laboratory for supporting development of embedded software and hardware
- EMI-EMC test facility to cater to various suite of design and product validation tests

Aluminum Die Casting

- Minda Corp (Die Casting - Pune) commenced commercial operations in FY2017-18
- Focused on Gravity Die Casting & Low Pressure Die Casting with High precision Machining Centre and Powder Coating; Well-equipped Test Lab with added facilities like X-Ray, Metallurgy & Mechanical and Environmental test equipment

Plastic Interiors

Mexico:

- Minda KTSN (Interior System - Mexico) commenced commercial production in Q1 FY2017-18
- Start of Production for one platform for leading European OEM in December 2017. Manufacturing products such as Glove Box, St. Column, End Cap, Hang on parts etc.

China:

- Minda KTSN (Interior System – Germany) entered into a 50:50 Joint Venture in China
- Key products to be manufactured are Plastic Oil Pans & Cylinder Head along with other plastic under-bonnet / interior parts

Connected Mobility

- Acquired EI Labs India Pvt Ltd in August 2017
- Located in Bangalore, EI Labs India Pvt Ltd delivers inter disciplinary products in the connected mobility, ITS and IoT space

Consolidated Financial Performance

Historical Financial Performance

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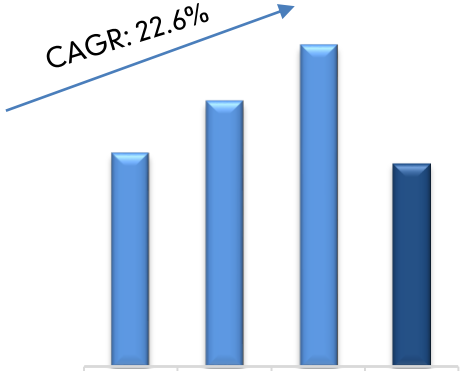
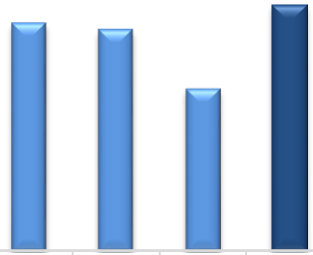
Revenue (Rs. mn)



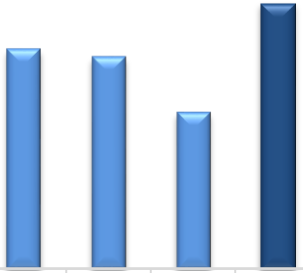
	FY15	FY16	FY17	9M FY18
Revenue	19,706	24,455	29,620	18,729

EBITDA Margin



	FY15	FY16	FY17	9M FY18
EBITDA Margin (%)	9.4%	9.1%	6.7%	10.2%

PAT Margin



	FY15	FY16	FY17	9M FY18
PAT Margin (%)	4.5%	4.4%	3.2%	5.5%

Notes:
1. Financials for FY2015 to FY2017 are in accordance with I-GAAP and for 9M FY2018 are in accordance with IND-AS
2. IND-AS are applicable to Minda Corporation from 1st April 2017 with transition date of 1st April 2016
3. Revenue is net of excise duty

Consolidated Performance

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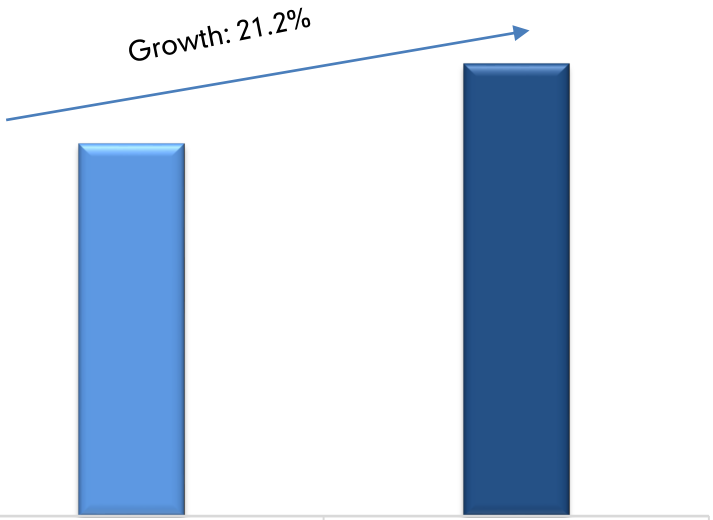
Revenue (Rs. mn)



	9M FY17	9M FY18
Revenue	15,447	18,729

EBITDA (Rs. mn)

	9M FY17	9M FY18
EBITDA	1,503	1,911
EBITDA Margin (%)	9.7%	10.2%

EBITDA EBITDA Margin (%)

Profit After Tax (Rs. mn)

	9M FY17	9M FY18
PAT	858	1,030
PAT Margin (%)	5.6%	5.5%

PAT PAT Margin (%)

Notes:

1. IND-AS are applicable to Minda Corporation from 1st April 2017 with transition date of 1st April 2016
2. Revenue is net of excise duty

Consolidated Leverage Position

Particulars (Rs. mn)	30 Sept. 17
Net Worth	**6,838**
Long Term Borrowings	2,829
Short Term Borrowings	4,800
Total Debt	**7,629**
Less: Cash & Cash Equivalents	884
Net Debt	**6,745**
Net Debt / Net Worth	**0.99x**

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

CSR and Awards

Corporate Social Responsibility

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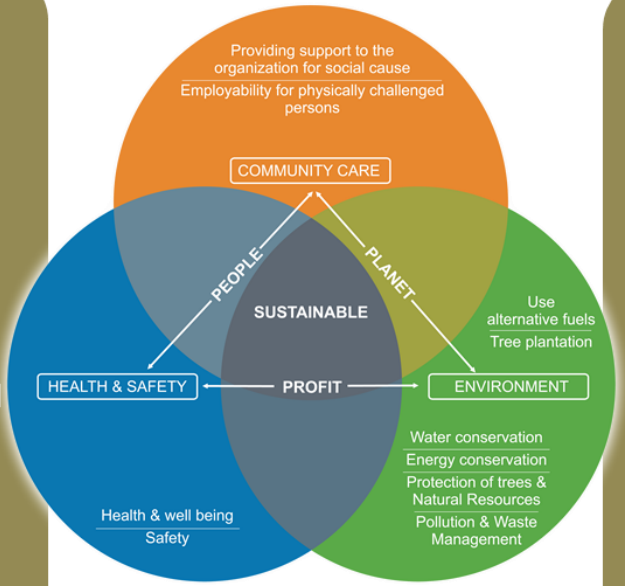
CSR Intervention Model

- **Minda Balgram:** Long term institutional care to children in need at Alipur, Delhi.
- **Minda Seva Kendra:** Training, employment & entrepreneurship of youth at Hisar, Haryana.
- **Moga Devi Minda Memorial School:** Quality education for the less privileged children at Hisar, Haryana.
- **S L Minda Sports Academy:** Promotion & encouragement to the youth in Haryana.



- **Aakarshan**: Vocational training program for children & youth at Greater Noida, Chennai, Pantnagar & Pune.
- **Care for Persons with Disability:** Assistive & accessible technology with ergonomics, training & employment.
- **Women Empowerment:** Through improved health status & entrepreneurship.
- **Business Integrated CSR:** PPP model at Tihar & Yerwada Jail for Wire Harness Manufacturing.

Significant Awards

Comprehensive Excellence Award presented by Managing Director/CEO of **Maruti Suzuki** 2016-17

Silver award for **Best in class Performance in Business Alignment**; Supplier Summit 2017 - **Ashok Leyland**

Conferred with **Best Kaizen Award** during the Annual Supplier Convention of **Honda Cars India** for the year 2017

Spark Minda Foundation wins 4th **CSR Impact Award at India CSR Summit** 2017

PT Minda Indonesia: **Best Suzuki Vendor Performance** 2016 award

Spark Minda Foundation Received **Asia Corporate Excellence & Sustainability Award (ACES)**, 2016

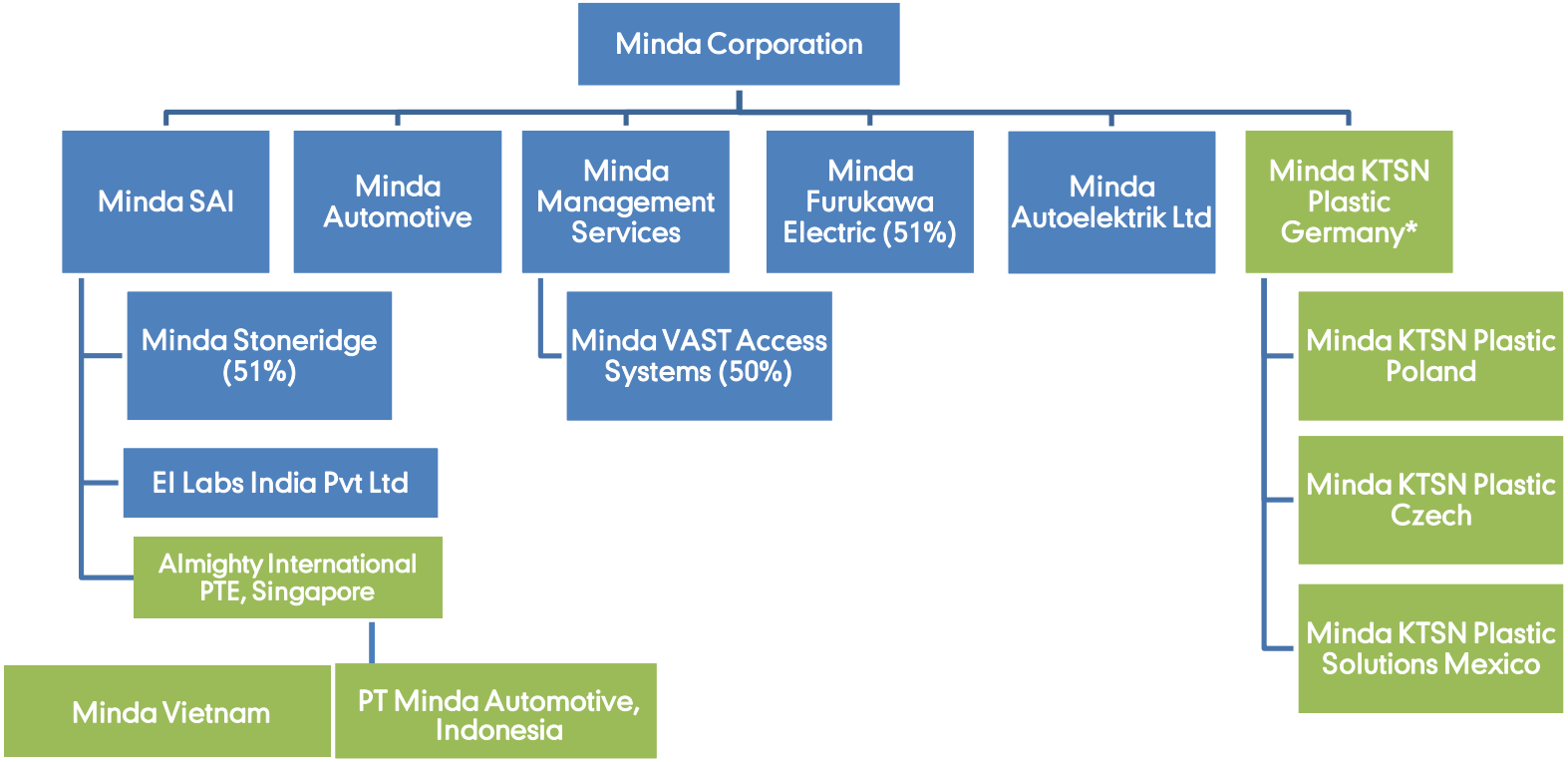
Wins **Best New Product Development** Award by **Volvo Eicher Commercial Vehicles Limited (VECV)**, 2016

Bags **Bajaj Auto Limited Gold Quality Award** 2016

Won the "2015 - **GLOBAL AWARD" for Excellence** in Cost Innovation from **Yamaha Motor Co. Ltd., Japan**

Annexures

Group Operating Structure



* Entered into a 50:50 Joint Venture in China
** 100% subsidiaries unless specified in parenthesis

Board of Directors

Eminent and Experienced Board of Directors

Mr. Ashok Minda
Chairman and Group CEO

Mr. Sudhir Kashyap
Executive Director & CEO

Mr. R. Laxman
Director & Group President, Finance

Mr. Avinash P. Gandhi

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

Mr. Rakesh Chopra

On the Board of GPR Enterprises, Kempty Cottages, Bharat Gears, Axles India and Cleantec Infra

Mr. Ashok Kumar Jha

On the Board of Setco Automotive, Great Eastern Energy Corporation, Nuziveedu Seeds & Xpro India

Ms. Pratima Ram

On the Board of Havells India, Suzlon Energy, Deccan Gold Mines Limited, SF Forge Limited

Senior Management Team

Ashok Minda
Chairman & Group CEO

N. K. Taneja
Group Chief Marketing Officer

R. Laxman
Director and Group President, Finance

Sudhir Kashyap
ED and CEO, Minda Corporation

Sanjeev Saxena
CEO, Minda SAI and Minda Stoneridge

Vinayak Hegde
MD, Minda KTSN Plastic Solutions

Suresh D
CEO – SMIT
CTO – Spark Minda Group

Sanjay Aneja
CFO, Minda Corporation

Ajay Sancheti
Head - Group Legal and Company Secretary

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SPARK MINDA
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Powered by Passion
MINDA CORPORATION LIMITED
(CIN: L74899DL1985PLC020401)

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