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MESSAGE FROM MD



MR. YONG GOON PARK Managing Director (A/S Parts Division)

"Mobis India perseveres to exceed customer expectations through its innovative solutions that drive safety and comfort." To the Valued Members of our Mobis Family,

I would like to express my sincere gratitude for your hard work to ensure the company's rapid growth. 2022 has been successful for us, and we look forward to an even better 2023.

We take pride in sharing the 3rd and 4th editions of Stellar 2022 with our stakeholders.

We have remained resilient and patient to overcome the current challenges while preparing ourselves and our business strategies to become a future-ready organization that is more digital, more competitive and more evolved.

We are proud to offer the widest range of Hyundai Genuine Accessories, ranging from safety, styling, speakers, subwoofers, and camera to common accessories available in the market.

We are constantly striving to offer high-quality products through a thorough quality management check, research & development and excellent services. Furthermore, we are persistent in building a future-ready product portfolio, bringing innovative mobility solutions while delivering a superior customer experience.

Let's all work together to make Mobis India a leader in the future mobility market.

Have a great year ahead!!

NEW ACCESSORIES LAUNCH

Considering the requirements of our loyal customers and the growth of accessory in the market, we at Mobis India, are working towards refining the product line contemplating the major aspects of the customer, be it comfort, utility or functionality.

It is because of our constant efforts, we are able to improve our customer experience. Maintaining our impeccable record, we have introduced a number of new products in our well established accessory range.



To maintain the overall shine, and for the ease of cleaning, Mobis has introduced ceramic coating. It not only protects the paint and shine, but also offers a variety of benefits such as water repellency, UV protection, protection from debris, oxidation and corrosion, etc.



Touring

Adding to a wide range of accessory line up, we have launchedtouring accessory to cater the needs of our adventurous SUV customers, who desire to explore different terrains. Touring accessories consist of bike carrier, roof box and roof basket.



Tyre

Adding one more category and further expanding our accessory range, Mobis India has recently introduced tyres in collaboration with apollo. Keeping in mind the needs of our valued customers, we have launched tyres in various sizes from R12 till R17.





NEW ACCESSORIES LAUNCH

VENUE

MH 02 TC 2019 47 1

Mud Guard

Hyundai Venue N Line

To complement the style and elegance of the newly launched Hyundai Venue N-Line, Mobis India is happy to celebrate 25 years of delivering new accessory range. These accessories are designed and manufactured as per our customer's taste and preferences. We here are work to make driving safer and easier.

Tail Lamp Garnish Carbon



Twin hoo

Door Visor

Door Finger Guard - Film Type

MH 02 TC 2019 47





WEST REGION - SUCCESS STORY





Implementing accessory packages in the car price list of all the models



With the correct guidance and support of Mobis accessory team, we were able to see a considerable increase in the accessory business. We were also able to achieve our targets on time, and with the Mobis's lucrative incentive policy, we have observed a sound profitability as well. We were able to achieve all this by religious implementation of all the best practices, such as adding accessory packages to the car price list of all the models, maintaining the accessory display in showroom as well as in workshop, etc. We hope to increase our accessory business by focusing on our accessory per car sales.

Namrata Singh (Accountancy Manager) W1201-SHREENATH MOTORS





Fitment of high value accessories on the demo and display vehicles



Imposition of special schemes and benefits for the accessory managers, sales consultants and service advisors at the dealerships and workshops



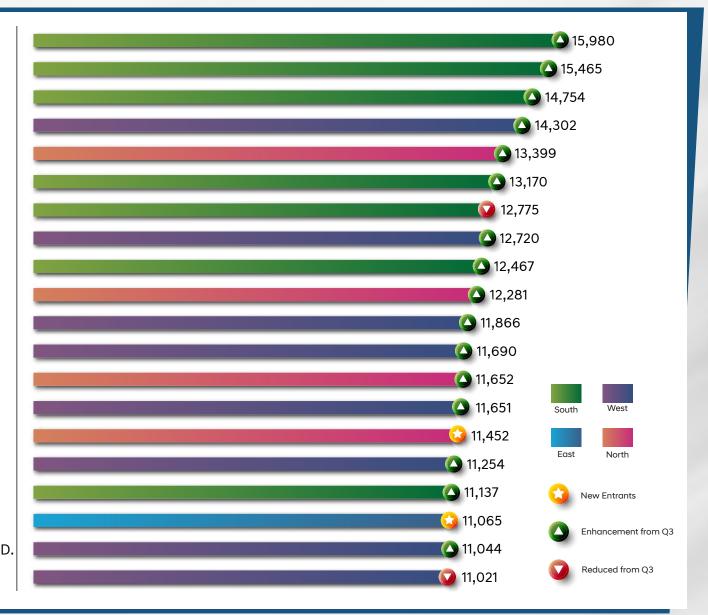
Maintenance of accessory display units in showrooms and workshops as per Mobis standards

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TOP AVERAGE RETAIL PNVS ACHIEVERS PAN INDIA - Q3

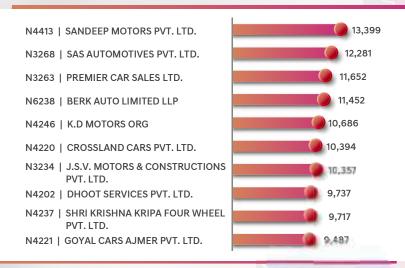
All INDIA Average Retail PNVS - 6,205

S5225 | BHARAT MOTOCORP PVT. LTD. S4234 | GT AUTOMOTIV PVT. TLD. S5237 | BHARAT MOTOCORP PVT. LTD. W2263 | KANKARIA AUTOMOTIVE N4413 | SANDEEP MOTORS PVT. LTD. S5211 | LAKSHMI HYUNDAI S5238 | NEON MOTORS PVT. LTD. W5123 | A S MOTORS PVT. TLD. S8218 | NARAYAN CARS PVT. LTD. N3268 | SAS AUTOMOTIVES PVT. LTD. W5234 | PUNYASHILA MOTORS PVT. LTD. W2249 | NAVKAR WHEELS N3263 | PREMIER CAR SALES LTD. W5231 | C | FINLEASE LTD. N6238 | BERK AUTO LIMITED LLP W3208 | RIYA CARS PVT. LTD. S1212 | PEEYESYEM HK MOTORS LLP E1212 | KESHAV MOTORS PVT. LTD. W2240 | MODI MOTOR AGENCIES PVT. LTD. W5210 | C | FINLEASE LTD.



TOP AVERAGE RETAIL PNVS ACHIEVERS REGIONALLY - Q3

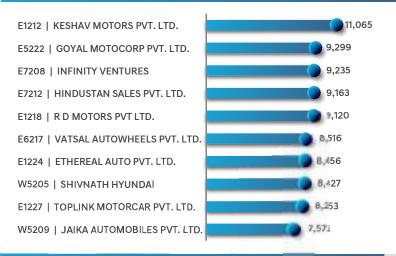
NORTH AVERAGE RETAIL PNVS - 5,594



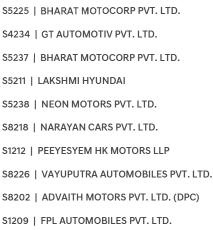
WEST AVERAGE RETAIL PNVS - 6,739

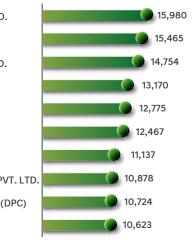
W2263 KANKARIA AUTOMOTIVE	14,302
W5223 A S MOTORS PVT. LTD.	12,720
W5234 PUNYASHILA MOTORS PVT. LTD.	11,866
W2249 NAVKAR WHEELS	11,690
W5231 C I FINLEASE LTD.	11,651
W3208 RIYA CARS PVT LTD.	11,254
W2240 MODI MOTOR AGENCIES PVT. LTD.	11,044
W5210 C I FINLEASE LTD.	11,021
W3226 RIYA CARS PVT. LTD.	10,978
W2207 MODI MOTORS AGENCIES PVT. LTD.	10,835

EAST AVERAGE RETAIL PNVS - 5,215



SOUTH AVERAGE RETAIL PNVS - 7,191





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ENHANCEMENT IN RANGE OF ACCESSORIES - VENUE FACELIFT

Boot Organizer

People who are working at a considerable distance from their homes or who must travel a lot due to business and spend most of their time inside cars. Get the complete convenience and comfort during your journeys through our compact yet spacious boot organizer and keep everything in place without any hassle.

Part Number- K3F83IH101 MRP- 2,499



3D Boot Mat

Keep your car trunk clean and hygienic with the specially curated 3D boot mats for Hyundai Venue. This is very easy to install & clean, you just need to keep the mat over the vehicle carpet, and it will fit seamlessly. Also, you can easily remove and wash it. This 3D Mat is made of highly durable material, and is a delight to use for keeping your belongings.

Part Number- K3F14IH202 MRP- 1,459



Give your car more stylish and aesthetic look with these 'Diamond cut' Alloy Wheels. The main element to understand about these alloys is that they improve the performance and appearance of your car. These Alloys not only provide better braking, but also gives better fuel efficiency. Their better heat dissipation lengthens the tyre life.

Part Number- K3F40IH101 MRP- 9,699





COMFORT ON THE GO

A car is like a second home for many as drivers spent a large amount of time inside the cabin of a car when outside their homes. Hence, comfort is a necessity, not a concessional feature. To provide the best experience to its customers, Mobis India is continuously enhancing its range of accessories under Comfort Category.



Part Number - ACF76IH000 Part Name - Mobile Holder with Wireless Charger

Wireless charging has been around for a good while now, but it's only in the last three or four years that it has become mainstream.

MIN has also introduced an Ultrafast wireless 15W charger with soft touch silicon coated holder for gentle grip. It can be mounted anywhere in the car be it Dashboard/Windshield/ AC vents. This Accessory not only protects your phone from damage, but also enables you to use the device conveniently on the move.



Part Number - ACF55IH000 / ACF55IH001 Part Name - Led Headlight Bulb H4 (45w) Led Headlight Bulb 9005 (45w)

The development of more efficient and intelligent LED headlight systems has revolutionized the automotive lighting industry. From the significantly longer lifespan to the faster response, LED lights are unquestionably the "in" thing right now.

Mobis India has also launched its New 45W LED Headlight Bulb for both Lower and Top trims of the Hyundai Models - Aura, Grand i10 Nios, Verna, Venue, i20, and Creta.



Part Number - ACF62IH002 Part Name - Power Delivery Charger

This is a godsend when our gadgets run low on juice. Considering the requirements of its customers, and to provide ultimate comfort on the go, Mobis India has introduced its New 36W output (18W from each port) fast charger with C-type port for C-type to C-type and C-type to Lightening type fast charging. It can be considered as one of the best travel partner for you on the go.

DIVINITI, Introducing the Spiritual Vibes

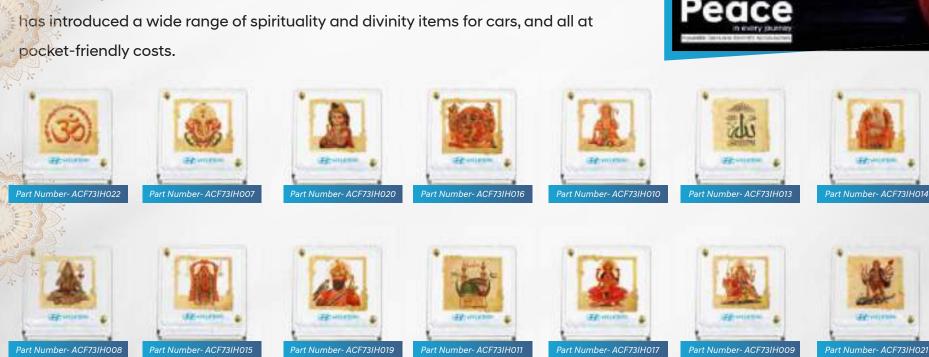
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Cars are an essential part of modern life today. Whether to school or to work or to attend any important social gathering, we travel by car. It has become almost a second home for us as we spend considerable hours sitting in our car.

Having acrylic car frames of Gods and Goddesses is a beautiful idea to introduce a touch of spirituality in your car as well. Any piece of divinity – whether idol or car dashboard frame of Gods or Goddesses introduces a sense of tranquility during the ride.

Considering the beliefs and sentiments of all the potential customers, Mobis India







Part Number- ACF73IH012

Part Number- ACF73IH018

NEW INITIATIVE & SCHEMES

In order to add more value to the customer experience and to provide them with the finest, by giving more returns on their investment, Mobis India has introduced the most lucrative schemes in collaboration with the best – Infinity, Blaupunkt and MapmyIndia. These Schemes will be valid till 15th Feb'23.

If you want to have the best music experience, then this is the right time to invest in the product range of Infinity. They are giving products ranging from INR 1,999 to INR 6,999 on FOC basis on the purchases. Blaupunkt is also offering some money-spinning schemes. MapmyIndia is giving vouchers worth INR 1,500/on the purchase of minimum 5 devices in a month. These vouchers will be valid till one year from the date of receiving.



NEW INITIATIVE & SCHEMES

Customer plays the vital role in the success of every business, and it is very important to retain the existing customers along with reaching out to the new ones. The most crucial thing a customer expects from any business is to get good product or service at optimum cost. They want to feel valued. In order to give them seamless experience and show that we care, Mobis India is giving the most lucrative offers to its loyal customers in association with Blaupunkt and JBL.

If you buy JBL products worth INR 1,00,000 at MRP from the selected range during the offer period, you will get one unit of flips worth INR 10,999 free. Blaupunkt offer is specifically for the dealer fraternity, and based on the different slabs of orders and retail.

After purchasing and retailing a certain quantity, one will get e-Gift Cards and iPhone 14.

Slab	Minimum Order Target Quantity	Minimum Retail Target Quantity	Benefits
Slab 1	Buy 10	Sell 8	Amazon Pay e-Card worth INR 8,000
Slab 2	Buy 25	Sell 20	Amazon Pay e-Card worth INR 25,000
Slab 3	Buy 35	Sell 28	Amazon Pay e-Card worth INR 38,500
Slab 4	Buy 50	Sell 40	Amazon Pay e-Card worth INR 50,000 & One iPhone 14 (128GB)
Applicability	Any Touch screen Radios/ RSE from above list	Any Touch screen Radios/ RSE from above list	-





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INFOTAINMENT SYSTEMS

If we are buying a car, we probably care about how comfortable and reliable it is, if it's safe and efficient, and whether it's fun to drive. But what about the infotainment system? It's the interface and software that appears on your car's center screen and it plays an increasingly important role in modern vehicles. Just like the evolution of phones, in-car entertainment systems have also evolved. Located at the center of the dashboard, modern infotainment systems control some of the most crucial functions, especially the ones with touchscreen system. The touchscreen infotainment unit comes integrated with Android Auto or Apple CarPlay, and both helps keep you focused on the road by connecting with your smartphones. To ensure the availability of best features at the best prices, Mobis India has launched a range of infotainment systems, starting from INR 12,990.



Part Number- ACF65IH141 Part Name- San Andreas 970 1012160977-001 MRP- 45,990

Part Number- ACF65IH143 Part Name- San Marcos 370-9 1012103999-001 MRP- 18,990





Part Number- ACF65IH142 Part Name- New Port Beach 370 1012051370-001 MRP- 12,990

Part Number- ACF65IH144 Part Name- San Marcos 370-10 1012103100-002 MRP- 19,990





EVERYBODY LOVES MUSIC!

SPEAKERS



Part Number- ACF65IH012 Part Name- STAGE2 604CFHI MRP- 6,450



Part Number- ACF65IH011 Part Name- CLUB 605CSQ MRP- 17,990



Part Number- ACF65IH013 Part Name- STAGE2 624FHI MRP- 4.490

SUBWOOFERS



Part Number- ACF65IH041 Part Name- Concert A704 MRP- 14,990



Part Number- ACF65IH121 Part Name- XLF 10 A 1062056100-001 MRP- 19.990

A car is considered as the second home and the most common place for listening to music. The rapid growth in music streaming consumption has made premium car audio a key feature for more and more drivers each day. To ensure the customer has the best sound quality in any circumstance, and to increase the overall in-cabin satisfaction, Mobis India has enhanced its perfectly tailor-made range of Speakers and Subwoofers.

These Subwoofers are known for their incredible high endurance and reliability. They ensure maximum efficiency and performance to provide exceptional control and reduce distortion at highest output levels.

Through these accessories, it is entirely possible that the Premium Car Audio System in your car will provide you with better sound quality than you will even hear at home!

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REVERSE CAMERA

Part Number- ACF65IH150 / ACF65IH146 Part Name- BC DH 4.3 REVERSE CAMERA 1102235433-001/ BC DH 3.1 AHD REVERSE CAMERA 1102235250-001 MRP- INR 3,290 / INR 3,190 Keeping in mind the safety and well being of its customers, Mobis India has introduced a special type of camera with a lens angle of 170 degree and CMOS image sensors that is produced specifically to avoid a backup collision by providing more visibility behind your car than you can get by turning your head.

This accessory is attached to the rear of a vehicle to aid in backing up, and to alleviate the rear blind spot.

Part Number- ACF65IH150/ ACF65IH147 Part Name- BC DH 4.3 REVERSE CAMERA 1102235433-001/ BC DH 4.4 AHD REVERSE CAMERA 1102235404-001 MRP- INR 3,290 / INR 3,500

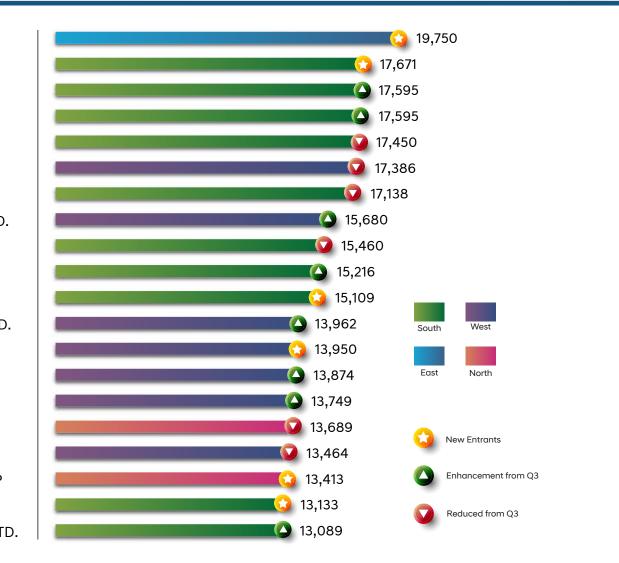


Part Number- ACF65IH149 / ACF65IH148 Part Name- BC DH 2.4 REVERSE CAMERA 1102235244-004/BC DH 2.3 AHD REVERSE CAMERA 1102235233-003 MRP- INR 3,290

Top Average Retail PNVS Achievers PAN India – Q4

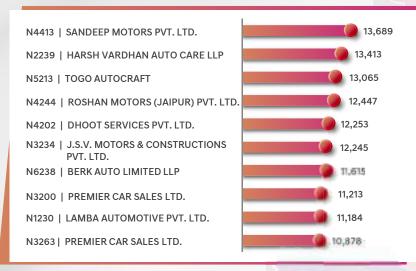
All INDIA-Average Retail PNVS-7,174

E6217 VATSAL AUTOWHEELS PVT. LTD.
S5226 MDH MOTORS PVT. LTD.
S8218 NARAYAN CARS PVT. LTD.
S5238 NEON MOTORS PVT. LTD.
S5237 BHARAT MOTOCORP PVT. LTD.
W2263 KANKARIA AUTOMOTIVE
S5225 BHARAT MOTOCORP PVT. LTD.
W2240 MODI MOTOR AGENCIES PVT. TLD
S4234 GT AUTOMOTIV PVT. TLD.
S1212 PEEYESYEM HK MOTORS LLP
S7228 PIONEER CARS (INDIA) PVT. LTD.
W5213 ABHISHEK AUTOMOTIVES PVT. LTD
W2232 SOMANI MOTORS PVT. LTD.
W3253 AAKAR MOTORS LLP
W5226 NINA MOTORS PVT. LTD.
N4413 SANDEEP MOTORS PVT. LTD.
W5223 A S MOTORS PVT. TLD.
N2239 HARSH VARDHAN AUTO CARE LLP
S8224 K P R AUTO AGENCY PVT. TLD.
S8233 VAYUPUTRA AUTOMOBILES PVT. LT



TOP AVERAGE RETAIL PNVS ACHIEVERS REGIONALLY

NORTH - AVERAGE RETAIL PNVS - 6,443



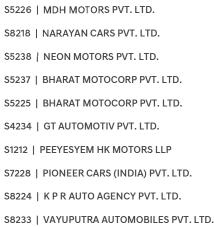
WEST AVERAGE RETAIL PNVS - 7,549

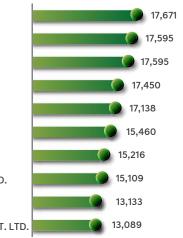
W2263 KANKARIA AUTOMOTIVE	17,388
W2240 MODI MOTOR AGENCIES PVT, LTD.	15,680
W5213 ABHISHEK AUTOMOTIVES PVT. I TD.	13,962
W2232 SOMANI MOTORS PVT. LTD.	13,950
W3253 AAKAR MOTORS LLP	13,874
W5226 NINA MOTORS PVT. LTD.	13,749
W5223 A S MOTORS PVT. LTD.	13,464
W3226 RIYA CARS PVT. LTD.	13,013
W2207 MODI MOTORS AGENCIES PVT. LTD.	12,861
W3208 RIYA CARS PVT. LTD.	12,841

EAST AVERAGE RETAIL PNVS - 5,882



SOUTH AVERAGE RETAIL PNVS - 8,549





9,750

11,899

10,705

) 10,693

10,669

328

10,202

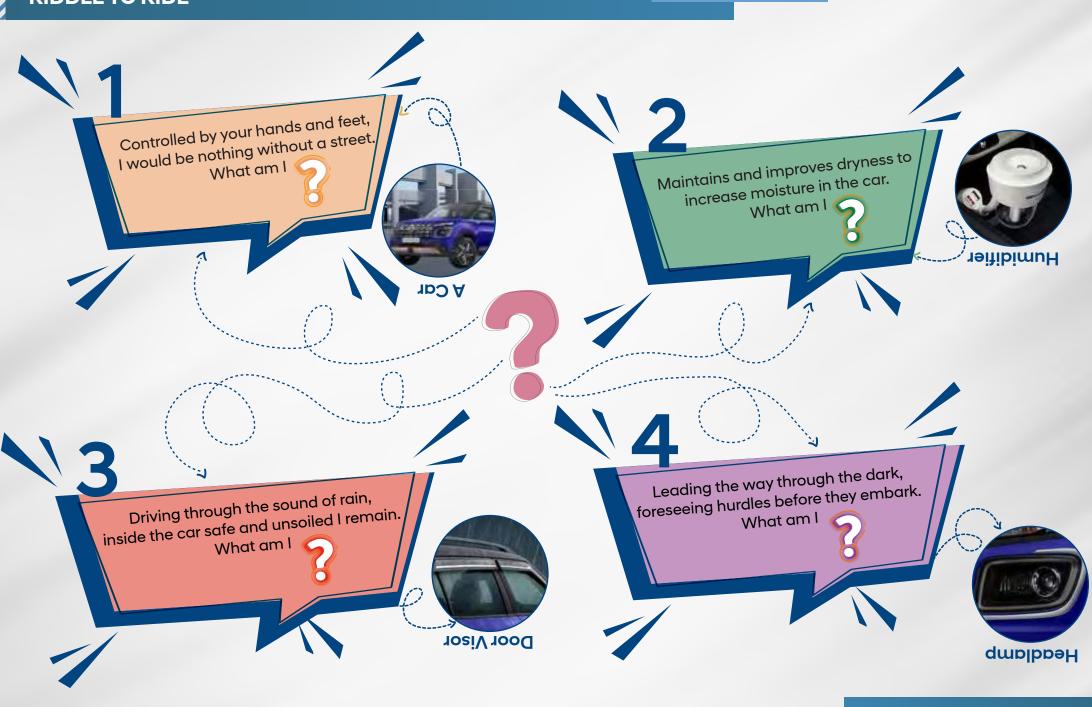
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9,537

3,988

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