

Investor Release

LUMAX AUTO TECHNOLOGIES LIMITED

Q2 & H1 FY19 Consolidated Results

H1 FY19 Consolidated Performance

- Revenue (Net of taxes) up by 39% YoY to Rs. 701 Cr
- EBITDA excluding forex items grew by 50% YoY to Rs. 80 Cr; Margin at 11.4%
- Reported PBT (before exceptional items) grew by 57% YoY to Rs. 62 Cr; Margin at 8.8%
- Reported PAT (after MI) grew by 61% YoY to Rs. 36 Cr; Margin at 5.2%

New Delhi – November 12th, 2018: Lumax Auto Technologies Ltd., a leading full-service provider in Automotive Components Industry, announced its unaudited Financial Results for the Quarter and half year ended September 30th, 2018.

Key Consolidated Financial Highlights are as follows:

Lumax Auto Technologies Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q2 FY18	Q2 FY19	YoY%	H1 FY18	H1 FY19	YoY%
Total Revenue (Net of Excise duty)	268	368	37%	503	701	39%
EBITDA (excluding forex exchange impact) *	29	42	46%	53	80	50%
Margin (%)	10.8%	11.4%	+60 bps	10.5%	11.4%	+90 bps
PBT (reported) **	22	32	47%	39	62	57%
Margin (%)	8.2%	8.8%	+60 bps	7.8%	8.8%	+100 bps
PAT {reported} (after MI)	13	18	37%	22	36	61%
Margin (%)	5.0%	5.0%		4.5%	5.2%	
EPS	1.96	2.68	37%	3.30	5.33	61%

* includes other Income and share of profit or loss from the JV's.

** excluding exceptional items of Rs. 5.29 cr being impairment in respect of assets of Exhaust Business in one of the subsidiary Company.

The total revenue stood at Rs. 368 Cr for Q2 FY19 as against Rs. 268 Cr in Q2 FY18 up by 37% YoY led by strong volume growth from the OEM's and supported by growth in aftermarkets. The same is up by 39% YoY from Rs. 503 cr (net of excise duty) in H1 FY18 to Rs. 701 cr in H1 FY19.

EBITDA margin for Q2 FY19 excluding forex fluctuations stands at 11.4% as against 10.8% for Q2 FY18, largely on account of better operating efficiencies, implementation of bill to ship concept by Bajaj Auto and improved performance of the JV's / aftermarkets. Current quarter witnessed a foreign exchange loss of Rs. 1.70 cr as against Rs. 0.20 cr in Q2 FY18.

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EBDITA margin for H1 FY19 excluding forex fluctuations stands at 11.4% as against 10.5% in H1 FY18. H1 FY19 witnessed a foreign exchange loss of Rs. 2.80 cr as against Rs. 0.10 cr in H1 FY18.

The Reported Profit after Tax and Minority Interest stood at Rs. 36 Cr in H1 FY19 as against 22 Cr in H1 FY18.

EPS stands at Rs. 5.33 per share for H1 FY19 as compared to Rs. 3.30 in H1 FY18

Business & Customer Update:

The Company has made following new launches during the quarter: -

Category	Customer Name	Model	Product
2/3-Wheeler	Bajaj Auto Ltd.	CT-100	Frames
		Re Compact	Trailing Arm
Passenger Vehicle	Toyota Motors Ltd.	Etios	Gear Shift Knob
	Mahindra & Mahindra	TUV 300	Gear Shift Lever Assembly
Commercial Vehicle	Volvo Eicher	Pro Series 10T	Gear Shift Lever Assembly
	SML	Sartaj	Parking Brakes

The Subsidiary Company, Lumax Gill Austem Technologies received LOI from TACO Magna (JV Company of Tata Motors) for Seat Frames for its upcoming SUV which has an annual business potential of Rs. 20 crores.

Awards:

The Bengaluru plant of the Company received the Best Development Award from Toyota Boshoku India held in Bengaluru in August 2018.

Commenting on the results Mr. Anmol Jain, MD, Lumax Auto Technologies said “We are extremely pleased with our performance for H1 FY19. All the vehicle segments of OEM’s have reported a growth despite a mismatch in festive season, fuel price hike, new insurance norms etc. We had a healthy volume growth from OEM’s across our product categories which was well supported by after markets.

We have engraved our position in the industry as one of the prominent leaders and are preferred supplier for all major OEM’s. We have a diverse basket of product offerings for the OEMs and expect healthy performance in the coming quarters embracing the headwinds.”

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About Lumax Auto Technologies Limited:

Lumax Auto Technologies Ltd. through its wholly owned subsidiaries and joint ventures, has been a manufacturer of wide range of products (Lighting Module, Frame Chassis, Integrated Plastic Modules, Gear Shift Lever, Intake systems, Seat Frames & Mechanisms etc). We are market leaders in Design, Testing and Manufacturing Gear Shift levers in India with an overall domestic market share of more than 70%. The Company has a robust pan-India distribution network with 14 manufacturing plants across India in all major Auto clusters.

Our key customers include Bajaj Auto, Honda Motorcycles and Scooters, Maruti Suzuki, Toyota, Daimler, Volkswagen and Tata Motors. For more information about the Group and its businesses, please visit our website <http://www.lumaxautotech.com/>

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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