



Lumax Auto Technologies Limited

Investor Presentation - February 2019

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Seven Decade Strong

Leader in Automotive Lighting &
Gear Shifters

13 Entities in 8 States

28 Manufacturing Facilities

3 R&D Centres (India)
& 1 Design Centre (Taiwan)

Over 9,000 Employees

Two Listed Entities

Lumax Auto Technologies Limited

Products & Services

Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co– Japan
- Gill Industries Inc. – USA
- Austem Co. Limited – Korea
- Alpine – Japan
- Ituran – Israel
- FAE - Spain

Lumax Industries Limited

Products & Services

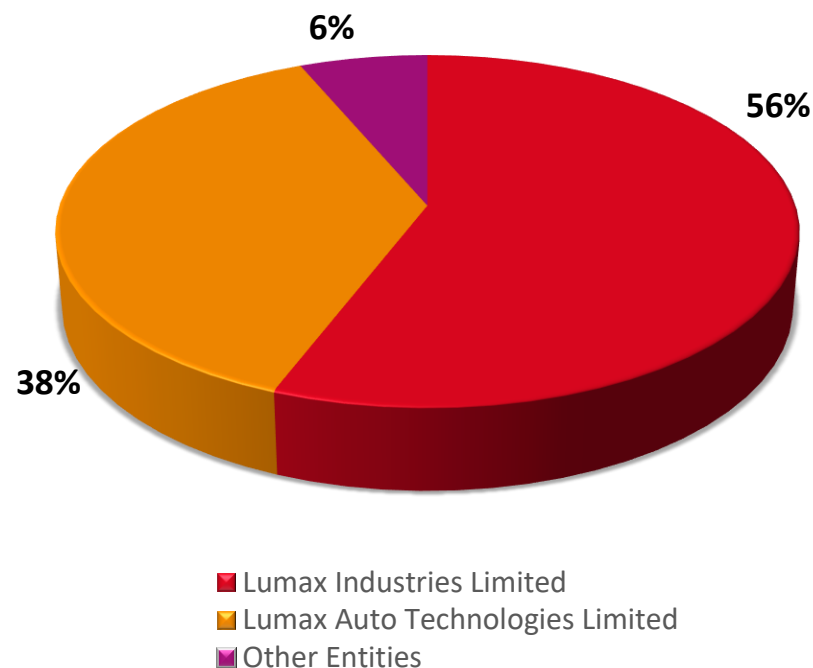
End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)

FY18 Revenue of Rs. 2,950 Cr





GROUP PURPOSE

We deliver pride and progress with positivity



VISION

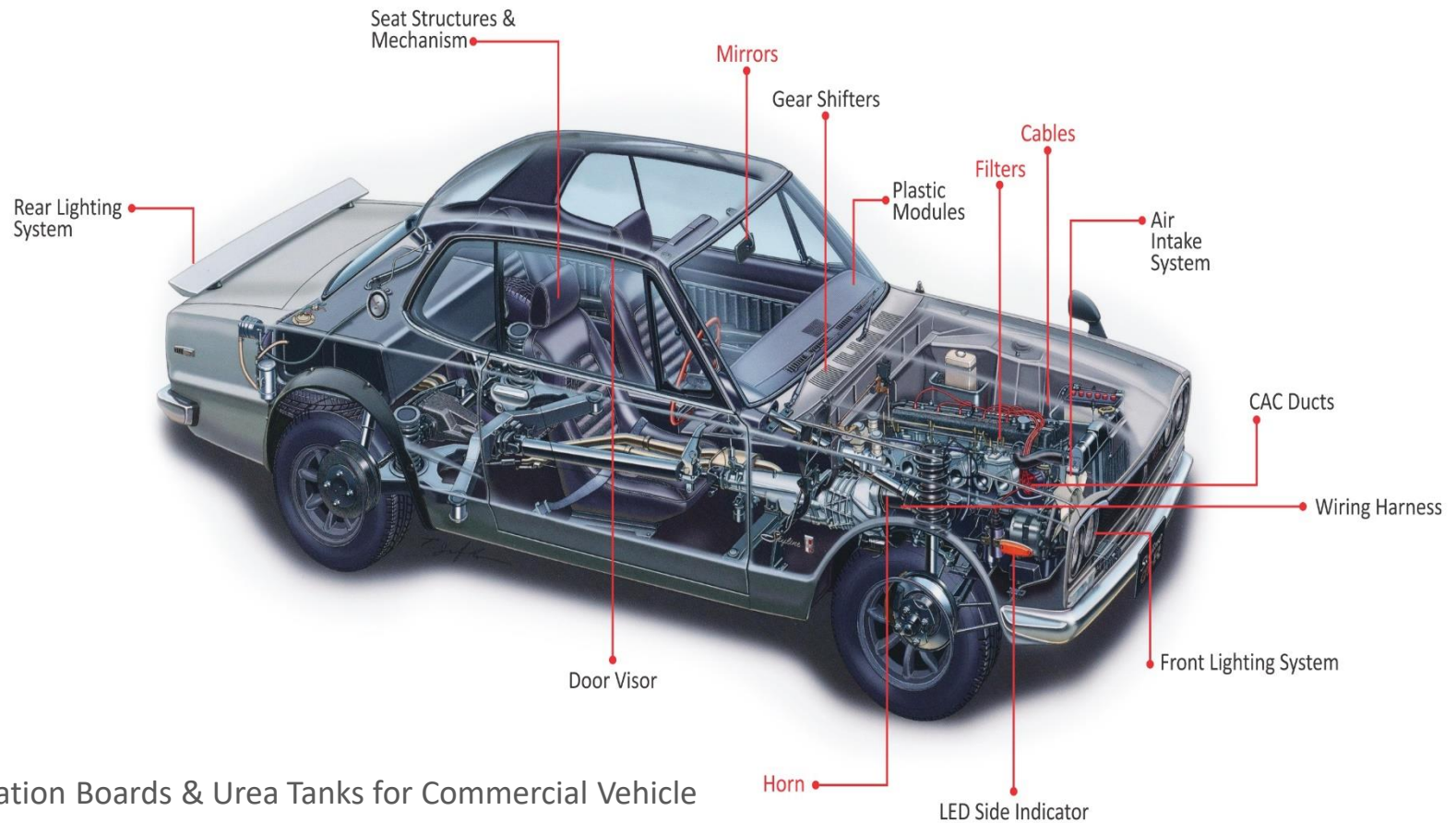
Building an admired high performance global organisation in whom all stakeholders have absolute trust



VALUES

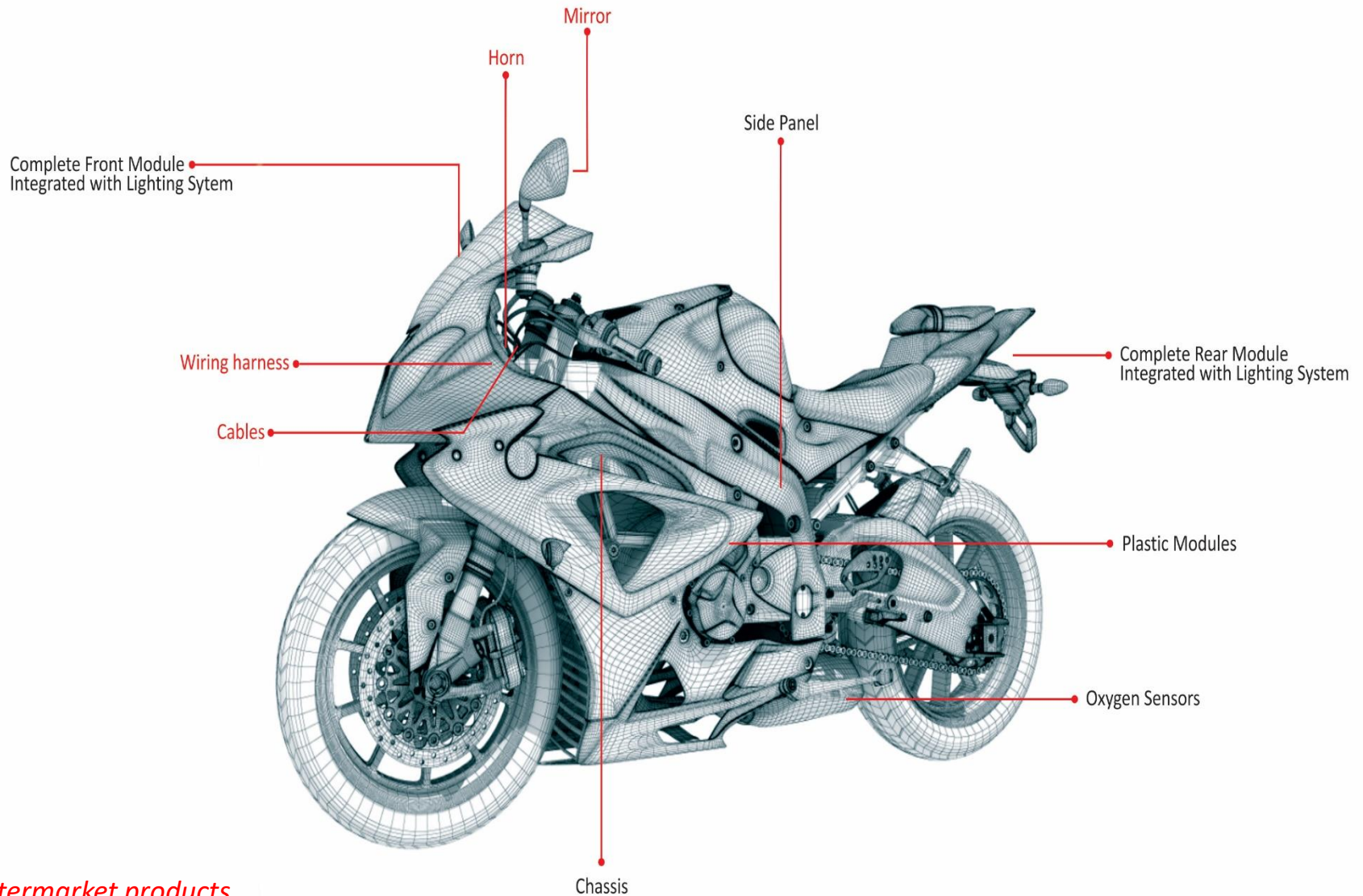
Respect | Integrity | Passion | Excellence

Diversified Product Range – 4-wheelers & CV



- Destination Boards & Urea Tanks for Commercial Vehicle
- Telematics Products & Services
- *Aftermarket products*

Diversified Product Range – 2-wheelers



■ *Aftermarket products*

Fostering Partnerships to Deliver Excellence



Japan

JV for Lighting

Relationship Since 1984

37.5% in Lumax Industries Limited



Korea

JV for Lighting and other automotive parts

Relationship Since 1997

78.72% in SL Lumax Limited



Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



Japan

JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



JV for Seat Frames, Structures and Mechanism

Relationship Since 2013

50% in Lumax Gill-Austem Auto Technologies Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



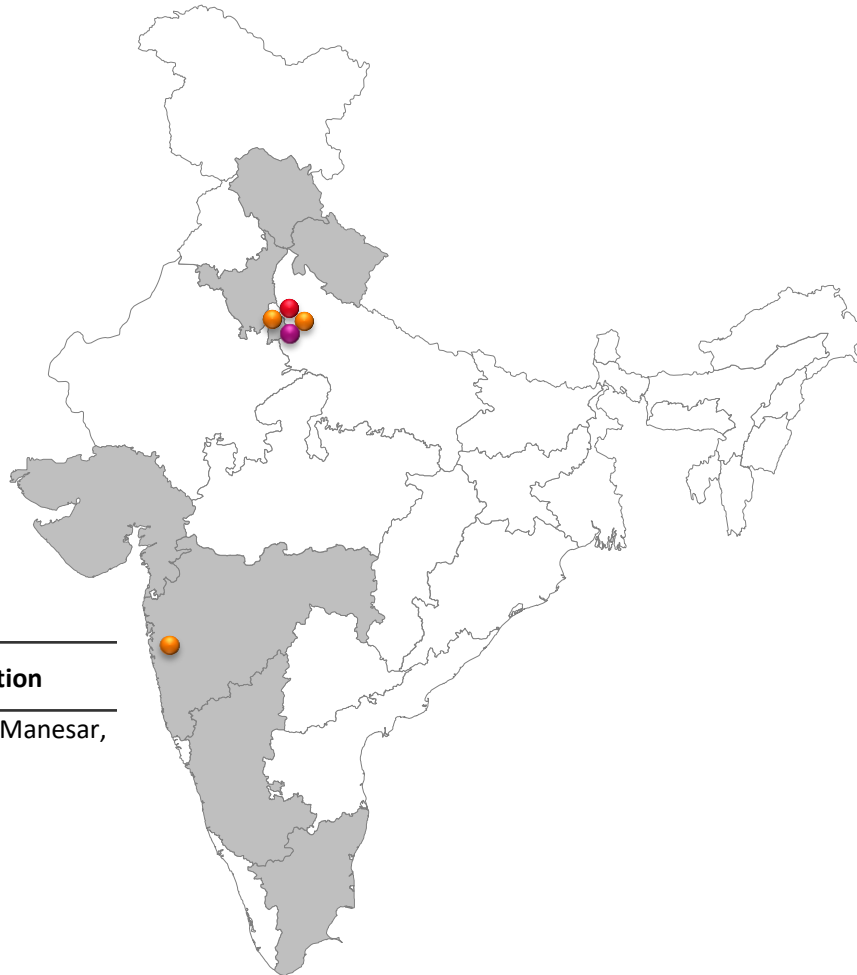
Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

28 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	8
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
Total		28

28 Plants in 7 States

Lumax Industries Limited & Lumax Auto Technologies Limited,
along with its subsidiaries, JVs & Associates

Understand the Customer

- A real understanding of varying customer needs & the capability to deliver outstanding results

Environmental Conscious

- Environment-conscious work practices

Research & Development

- Government approved 3 R&D facilities & 1 Overseas Design Centre in Taiwan



Experienced Team

- Highly Qualified & Experienced workforce of dedicated professionals

Technology Leadership

- Partnerships with global players provides competitive edge
- Avant-grade technology at par with the best players worldwide

Global Footprints

- Global footprint through exports

Faster Turnaround

- Lightning-fast turnaround time & impressive speed to market

Relationships with Diversified Customers

Two Wheeler



Tier 1



Four Wheeler



Way of Life!



Commercial Vehicle



Tractor/FES

Mahindra
Rise.



Defence & Aero Space



Export



Case New Holland

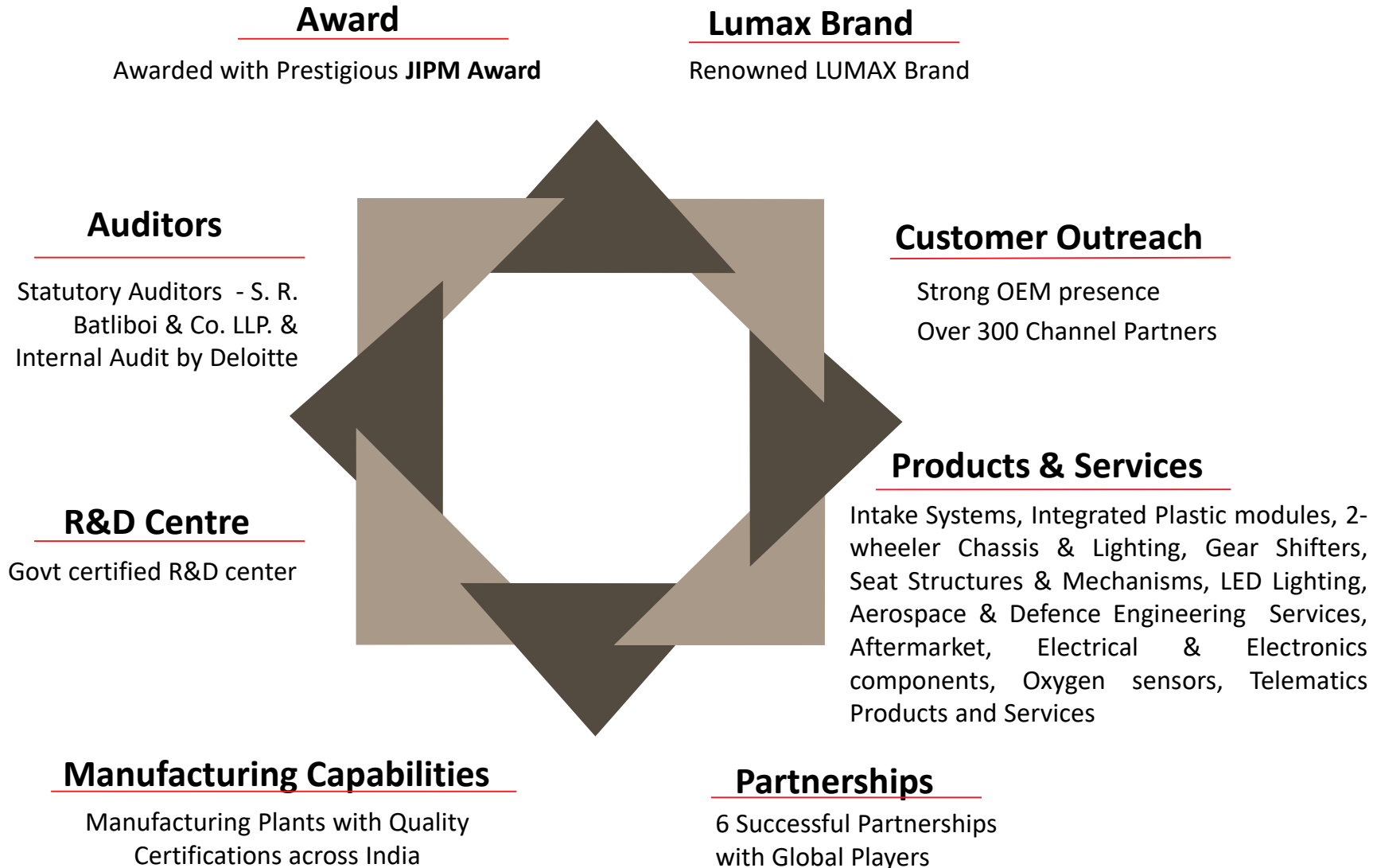


... Strong After Market Exports Presence

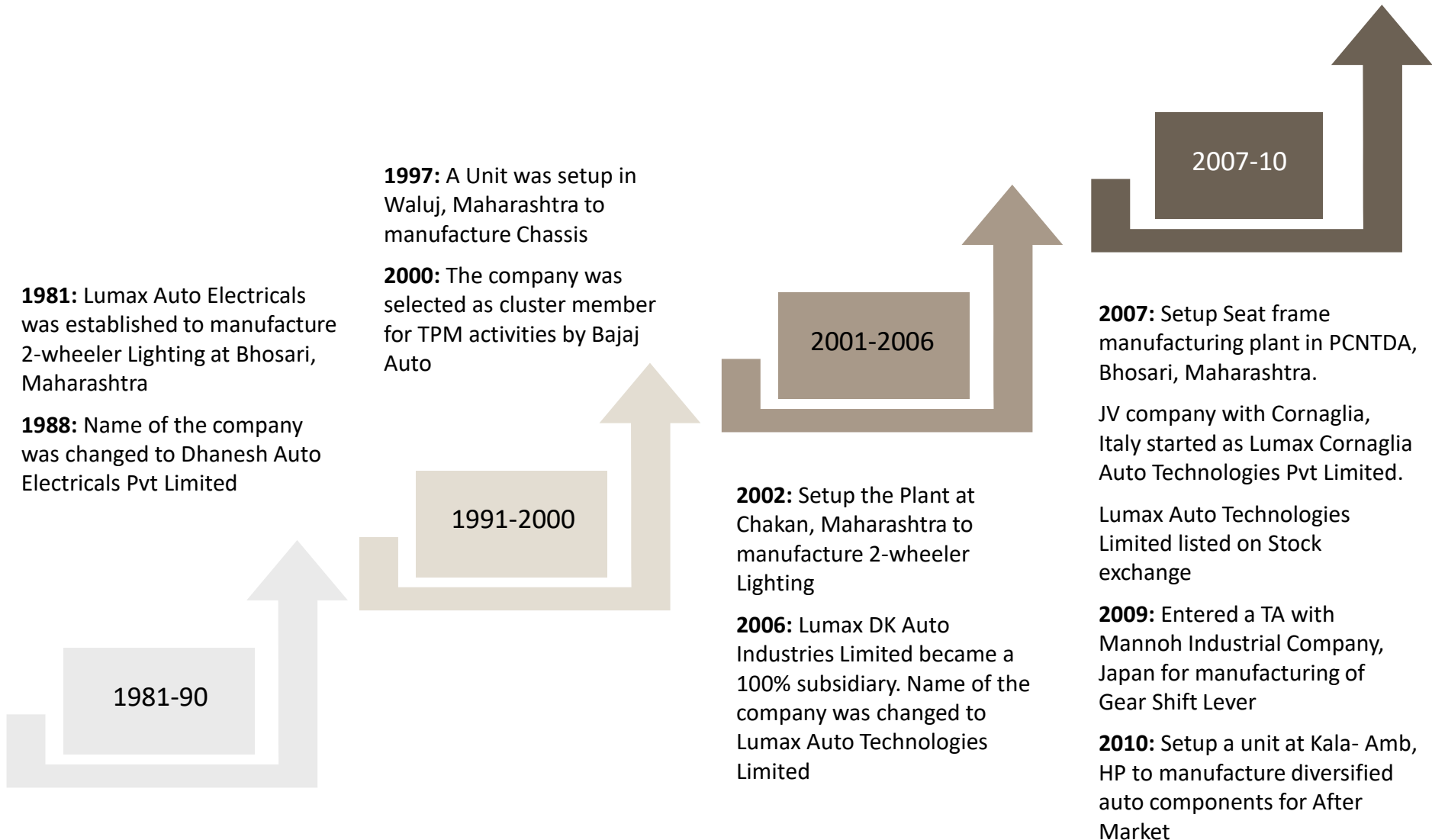


Lumax Auto Technologies Limited

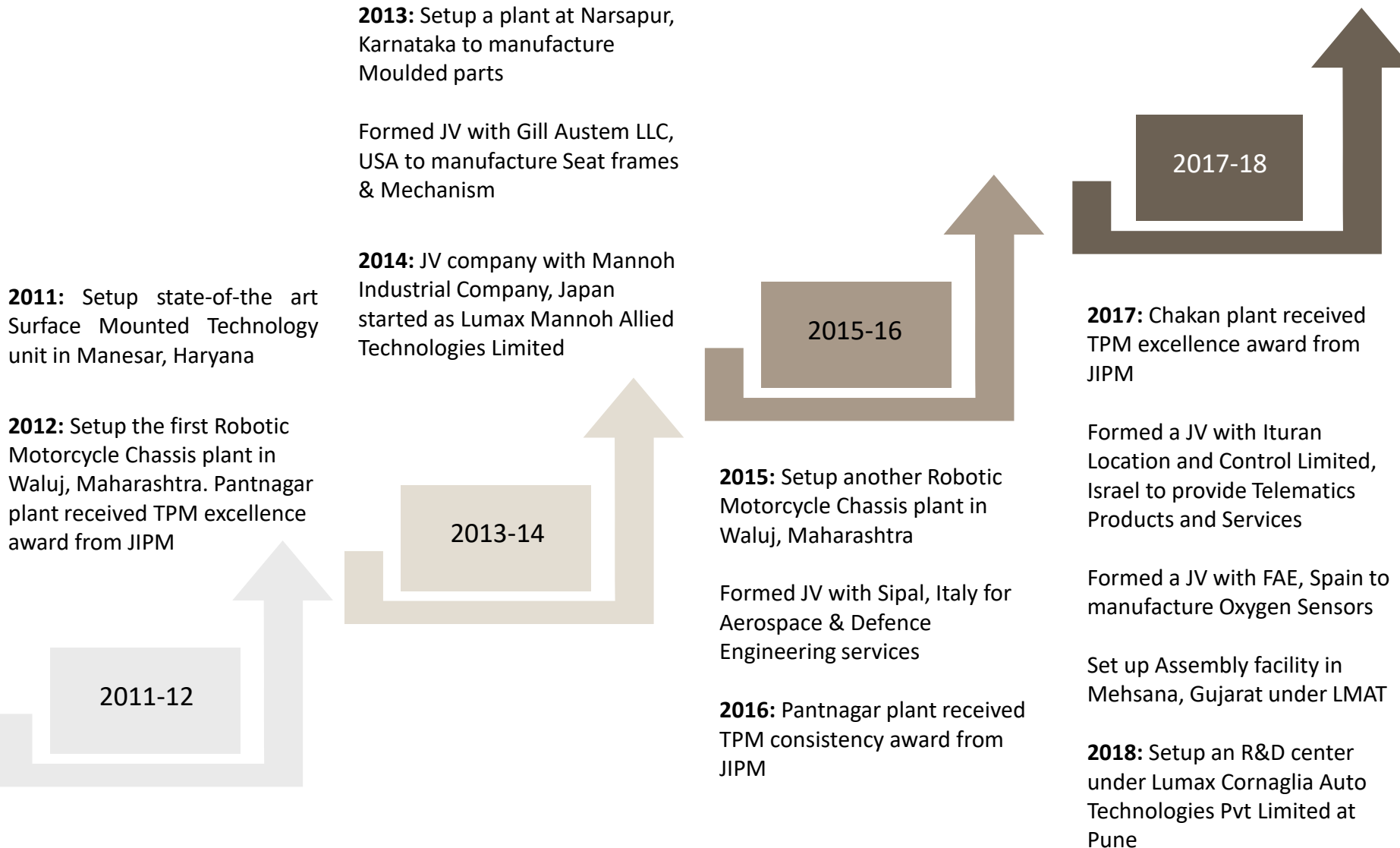
Driving Growth through Diversified Products



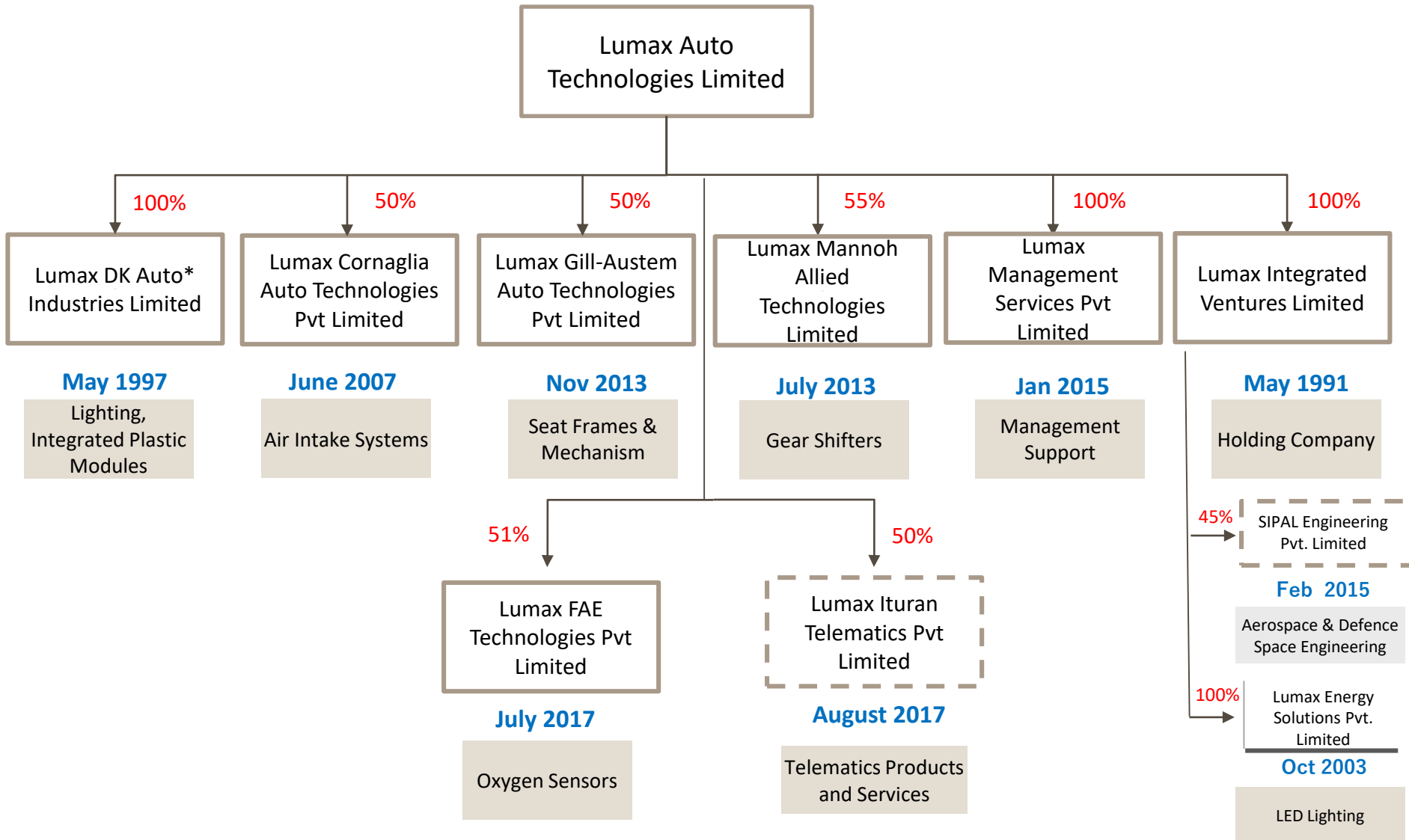
Milestones



Milestones



Well defined Corporate Structure



Date of Incorporation

Subsidiaries

Associate

* In process of merging with standalone entity

Fostering Partnerships to Deliver Excellence



Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



Japan

JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



JV for Seat Frames, Structures and Mechanism

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Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

Cater to Diversified Segments



- ✓ Lighting Module(incl. HT/TL/Indicators & Others)
- ✓ Chassis for 2-wheelers
- ✓ Fabricated parts for 3-wheelers
- ✓ Integrated Plastic Modules
- ✓ Oxygen Sensors
- ✓ Telematics Products and Services



- ✓ Gear Shift Lever
- ✓ Intake Systems
- ✓ Seat Frames & Mechanism
- ✓ Integrated Plastic Modules
- ✓ Telematics Products and Services



- ✓ Integrated Plastic Modules
- ✓ Gear Shift Lever
- ✓ Seat Frames
- ✓ Telematics Products and Services

After Market Presence in all Segments

Key Customer Relationships

Four Wheeler

MARUTI SUZUKI

Way of Life!



Mahindra
Rise.



ŠKODA



Tier 1



Commercial Vehicle



Mahindra
Rise.

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

DAIMLER

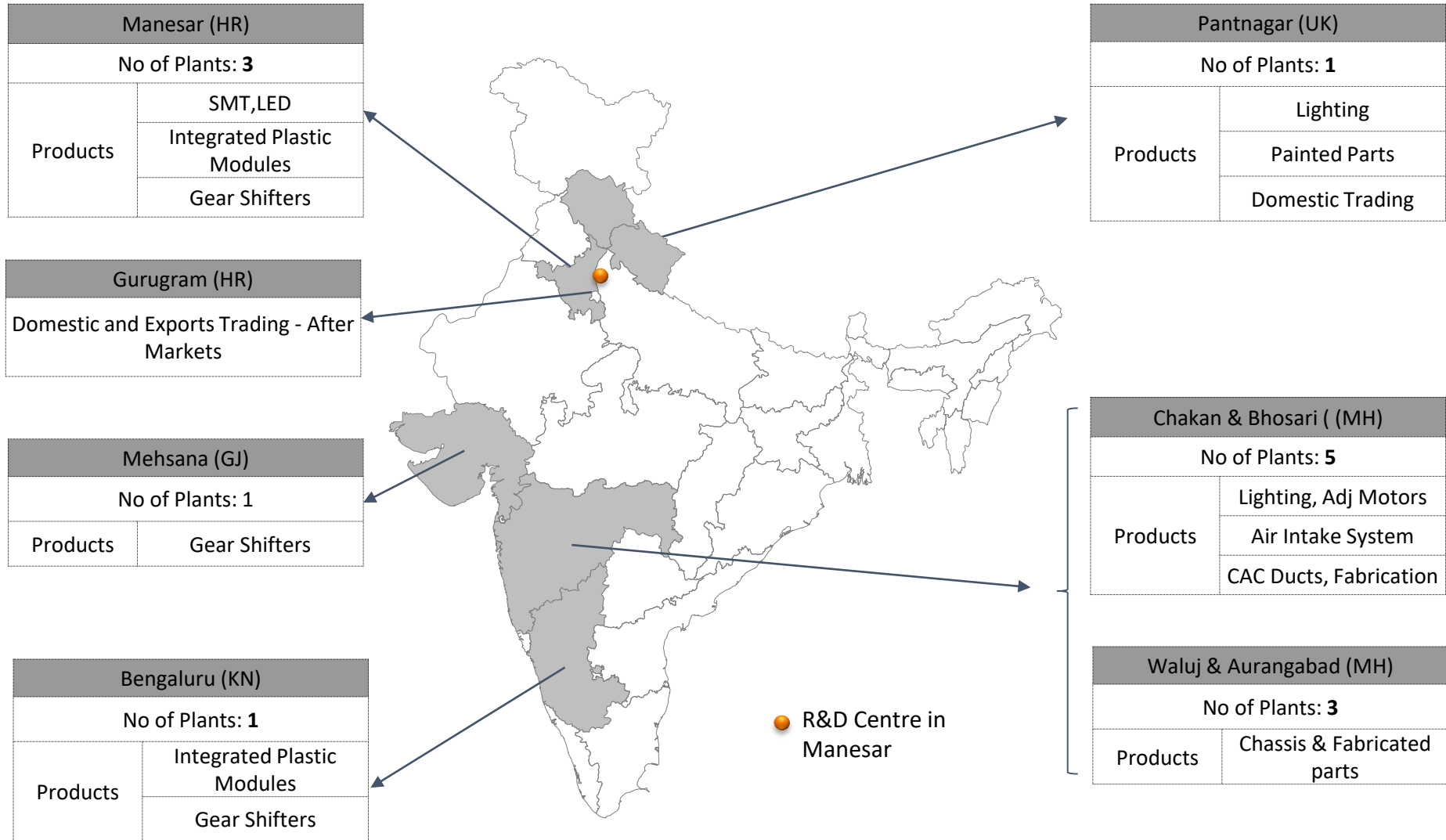
Two Wheeler



Export

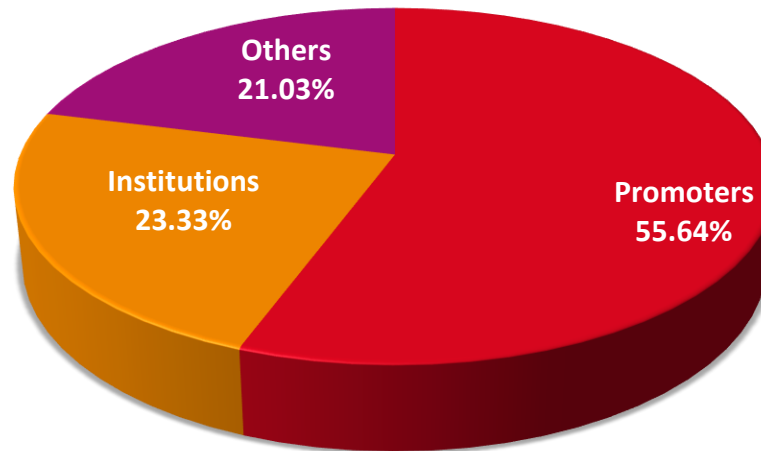


Strategic Locations Close to Customers



14 Plants in 5 States

Shareholding breakup





Mr. Dhanesh Kumar Jain
Chairman

- He is 76 years of age & holds a MBA degree from Delhi university & has successfully completed President Management Program from Harvard Business School
- Over 50 years of experience in the automotive industry in management, operations & administrative roles
- He has held various industry positions
 - Past president of ACMA, president suppliers association – Toyota Kirloskar Motors, Chairman of Trade Fairs Committee ACMA, Co-chairman of Regional Committee on Membership of Northern Region CII, Past Chairman of CSR sub-committee of the Northern Region of CII



Mr. Anmol Jain
Managing Director

- He is 39 years of age & holds Bachelors in Business Administration in Finance & Supply Chain Management (Double major) from Michigan State University, U.S.A.
- He worked as a Management Trainee with GHSP, U.S.A. & subsequently, joined Lumax Group, in 2000 & has over 17 years of experience
- He has held various positions in Industry associations. He was the National Coordinator of ACMA- YBLF from 2014-16. He was also the Chairman CII Haryana State Council in 2012-13
- He is currently the EC member of Honda Cars India Supplier's Club & Bajaj Auto Vendor Association MC member



Mr. Deepak Jain
Director

- He is 43 years of age & is a Business Graduate from Illinois Institute of Technology, USA with specialization in Operations Management & International Business
- He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan. He has over 21 years experience
- He was chairman of ACMA's HR/IR & Skill Development Committee, past chairman of Sustainable Technology Development Committee of ACMA, past National Coordinator of Young Business Leader Forum of ACMA and past president of Supplier's club, Honda Cars India Limited
- He is member of Young President's organization and Entrepreneurs organization. He also holds the position of Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association

Supported by Strong Independent Directors



Mr. Roop Salotra

- He is 68 years of age & is a Mechanical Engineer, followed by various Management Development programs
- He retired from SRF Group, after spending 24 years, as CEO & President, is now an advisor to the Managing Director of SRF Limited. He has been actively involved in CII – Climate Change & Environment councils. He is former Chairman of Indian Chemical Council- Northern Region



Mr. Milap Jain

- He is 67 years of age & holds B.A. (Pol.Sc. Hons.) from Ravenshaw College, Cuttack
- He is a retired Indian Revenue Service Officer with 38 years of service. He retired as Chief Commissioner of Delhi, Income Tax Department, Govt. of India. Currently he is a Director of Mahavir International, a NGO



Ms. Diviya Chanana

- She is 45 years of age and she is a Graduate & holds Diploma in Travel and Tourism. She has over 15 years of rich experience in the said field
- She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting and auxiliary transport activities; activities of travel agencies



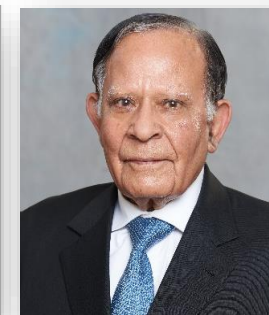
Mr. Arun Malhotra

- He is 60 years of age & holds B.E Mechanical & MBA from IIM, Kolkata
- He is an Indian automotive sector veteran, his last assignment was as the Managing Director of Nissan India and thereafter as Senior Corporate Advisor at Nissan India
- He has over 30 years of experience with organization like Escorts, Bajaj Auto Ltd, and Maruti Suzuki India Ltd



Mr. K K Gandhi

- He is 73 years of age & holds B.E Mechanical from BITS
- He is associated with SIAM for the last 18 years and is currently Principal Advisor
- He is a Member of various Government Policy Committees including Expert Committee on Auto Fuel Vision and Policy 2025, Air Quality Monitoring, Emission inventory and preparing policy documents for issues confronting the Indian Automobile Industry



Mr. A P Gandhi

- He is 79 years old & is a mechanical engineer
- He has held top leadership positions in prestigious organisations having over 40 years of experience
- His last assignment was as President at Hyundai Motors India Limited. Prior to that he was Chief Executive –R&D at Escorts Limited & at Telco before that, holding various senior positions in the area of manufacturing operations

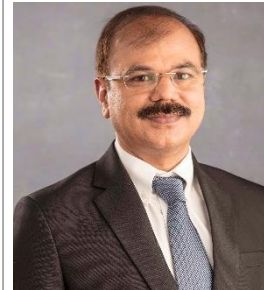
Professional & Experienced Team



Mr. Naval Khanna
Corporate Head – Taxation
Age: 62 years
Experience: 42 years



Mr. Sanjay Mehta
Director & Group CFO
Age: 52 years
Experience: 28 Years



Mr. Ashish Dubey
Chief Financial Officer
Age: 51 years
Experience: 28 Years



Mr. B S Bhadauriya
Group – Company Secretary
Age: 53 years
Experience: 27 Years



Ms. Swapnal Patane
Company Secretary
Age: 29 years
Experience: 6 years



Mr. Vikas Marwah
Chief Strategy Officer
Age: 51 years
Experience: 28 Years



Ms. Ibha Lal
Corporate Head - HR
Age: 51 years
Experience: 25 Years



Ms. Priyanka Sharma
Corporate
Communication & CSR
Age: 50 years
Experience: 22 Years

Professional & Experienced Team



Mr. Sanjay Bhagat
Head After Market
Age: 52 years
Experience: 28 years



Mr. Rajesh Dubbewar
Head Metallic
Age: 51 years
Experience: 31 years



Mr. Vivek Jakhmola
Head Body & Trim and Emission
Age: 42 years
Experience: 21 years



Mr. Atul Jain
Corporate Head - Materials
Age: 48 years
Experience: 25 Years

Clear focus on Improving Performance

1

Achieve Leadership in India & Set Sight on the Global Market

2

The Only Gear Shifter Manufacturer in India to have Localised R&D Capability and Gearing to Access the Global Markets

3

Air Intake Systems – Increase Presence in Domestic Market & Enhance Customer Outreach

4

Seat Frames & 2-Wheeler Chassis – Increase Presence in Domestic Market & Enhance Customer Outreach

5

Diversification – All Diversifications Planned in Future to be under LATL

6

Ramping-up “After Market Business” to see Accelerated Growth

7

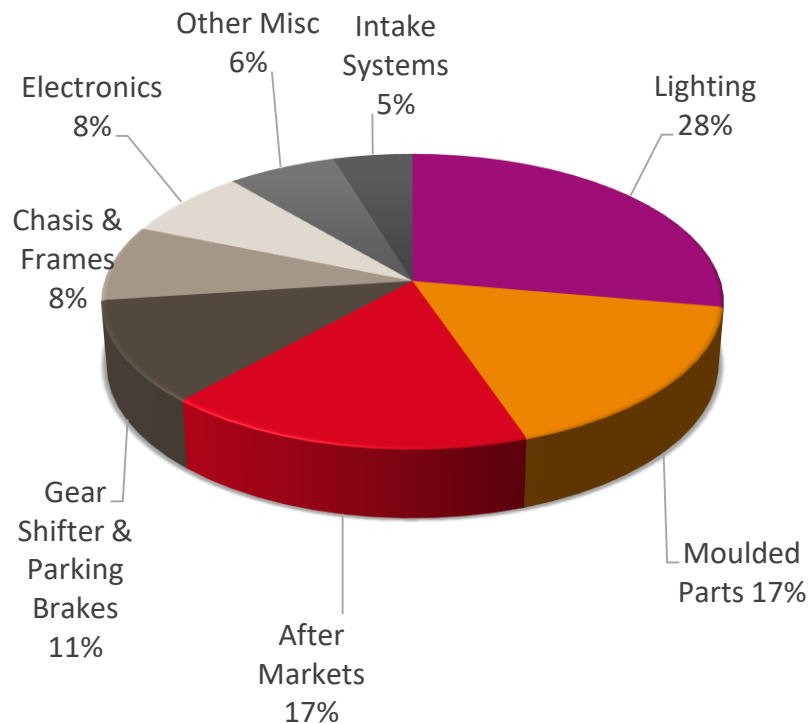
Benefits from BS VI



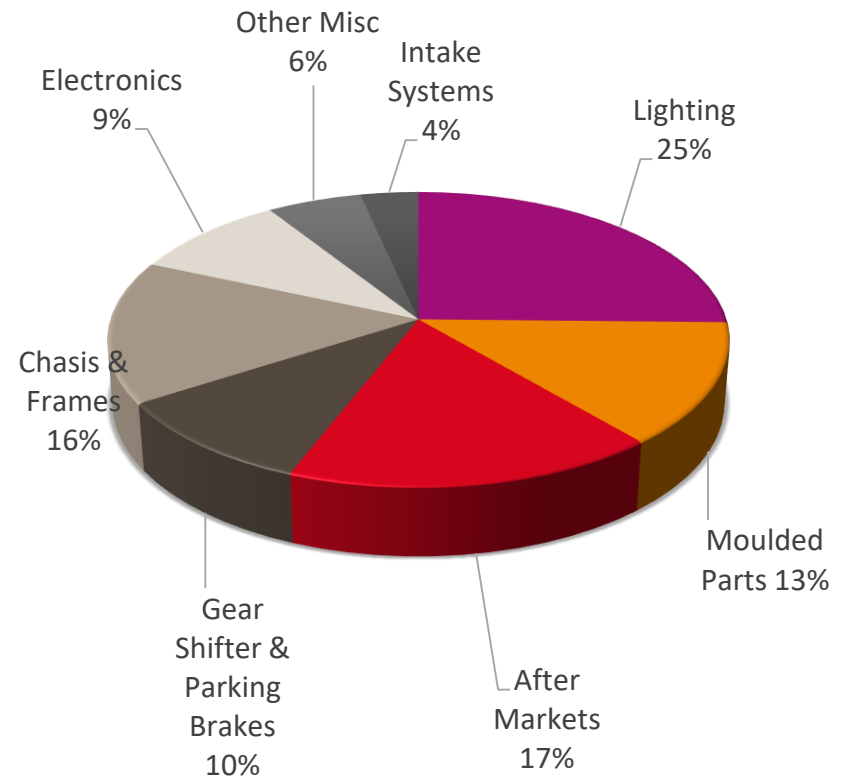
Financial Performance

Product-wise Revenue Q3 FY19

Product-wise Revenue mix Q3 FY18 (Rs. 277 Crores)

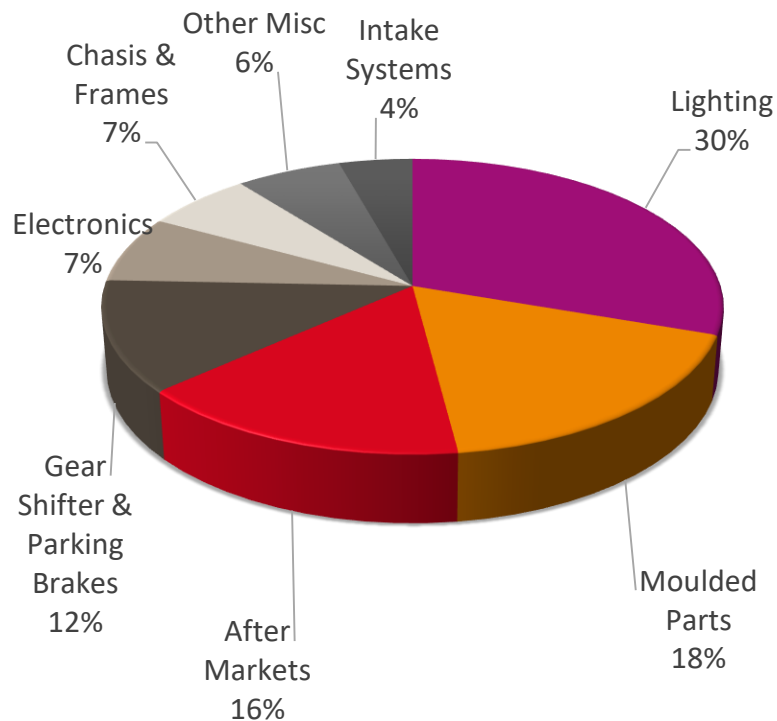


Product-wise Revenue mix Q3 FY19 (Rs. 320 Crores)

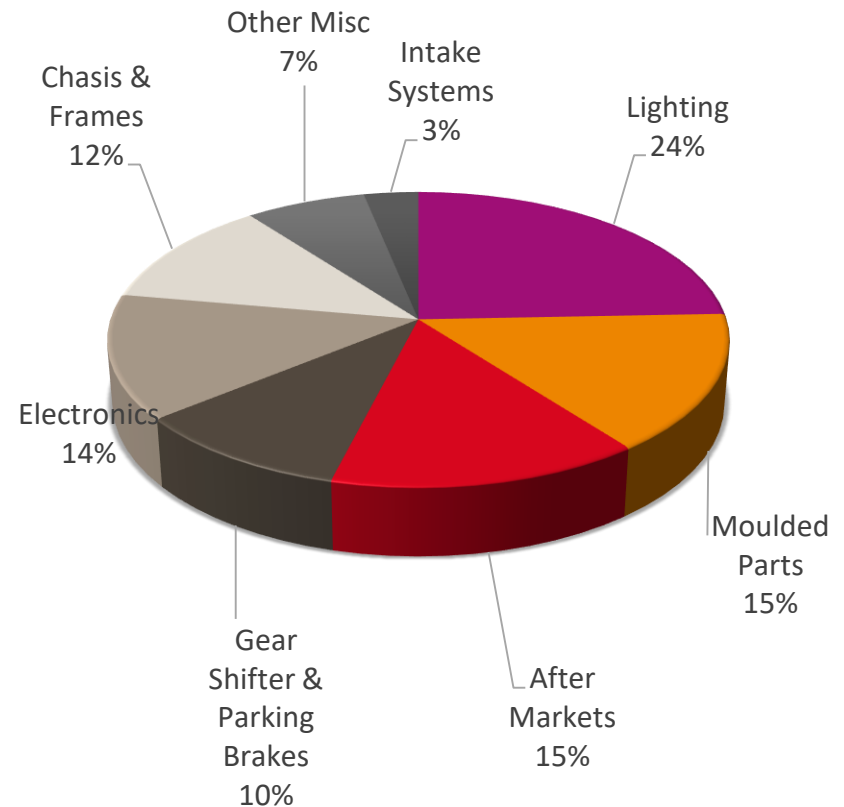


Product-wise Revenue 9M FY19

Product-wise Revenue mix 9M FY18 (Rs. 780 Crores)

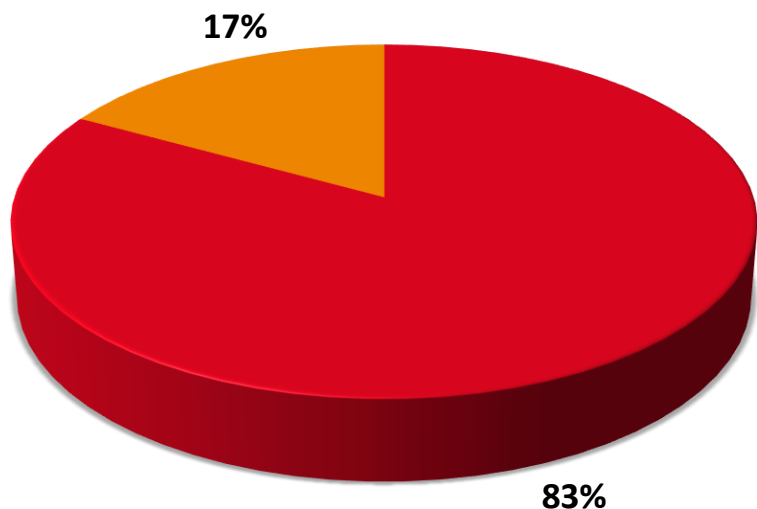


Product-wise Revenue mix 9M FY19 (Rs. 1,021 Crores)



Segmental Revenue Break-Up Q3 FY19: Sales Channel

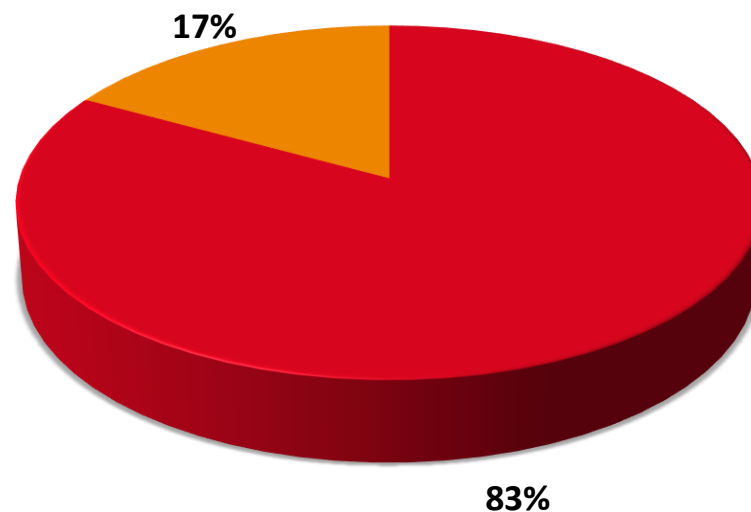
Sales Channel Q3 FY18 (Rs. 277 Crores)



■ OEM

■ After Market

Sales Channel Q3 FY19 (Rs. 320 Crores)



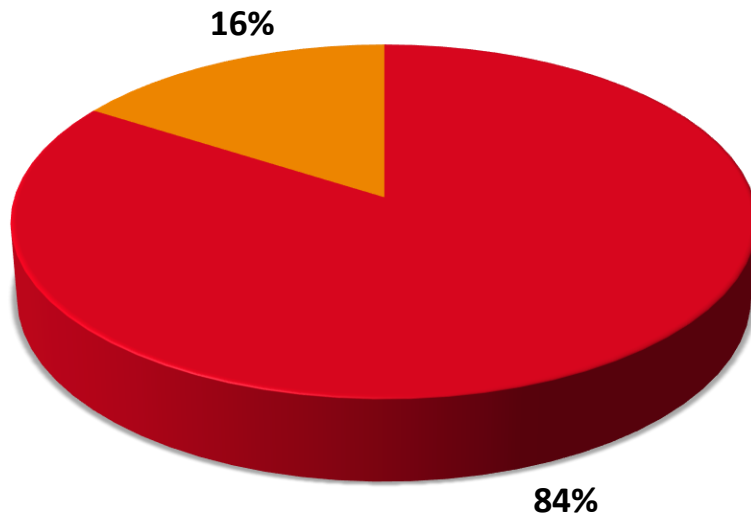
■ OEM

■ After Market

Segmental Revenue Break-Up 9M FY19: Sales Channel



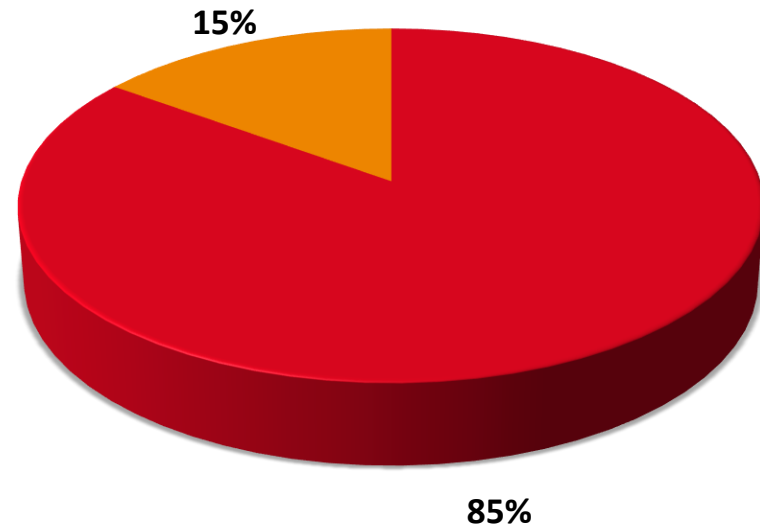
Sales Channel 9M FY18 (Rs. 780 Crores)



■ OEM

■ After Market

Sales Channel 9M FY19 (Rs. 1,021 Crores)

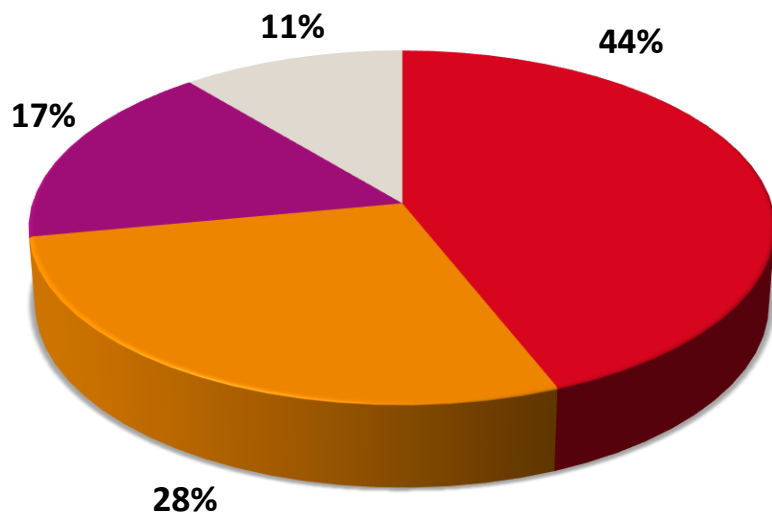


■ OEM

■ After Market

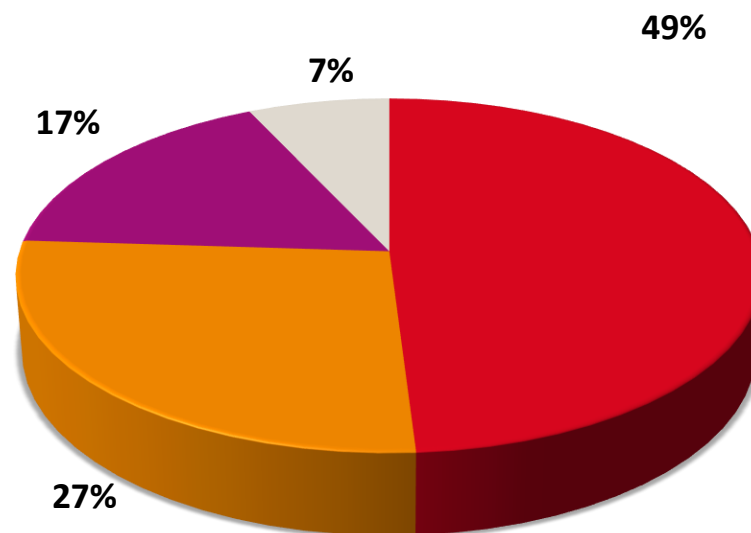
Segmental Revenue Break-Up Q3 FY19: Category

Category Q3 FY18 (Rs. 277 Crores)



■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

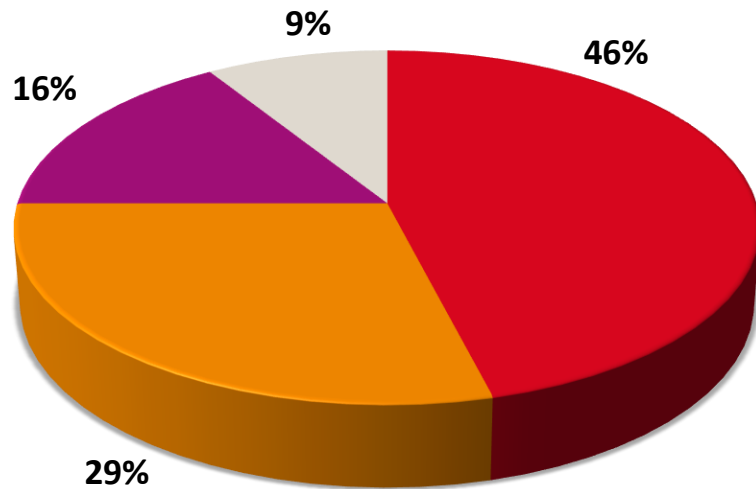
Category Q3 FY19 (Rs. 320 Crores)



■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

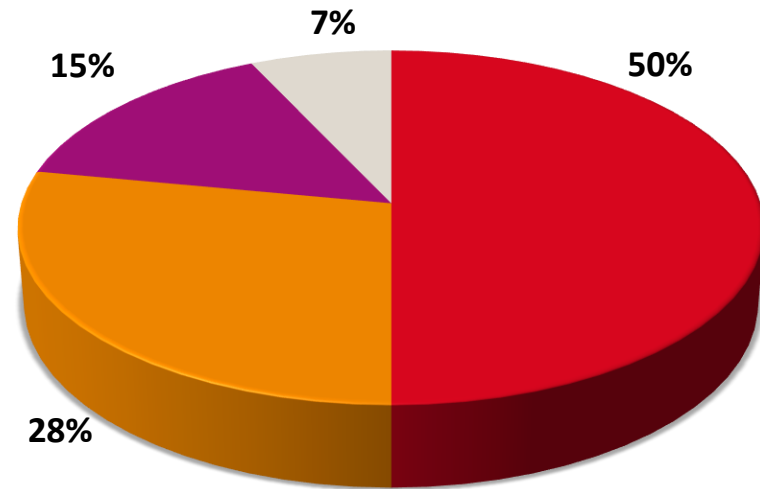
Segmental Revenue Break-Up 9M FY19: Category

Category 9M FY18 (Rs. 780 Crores)



■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

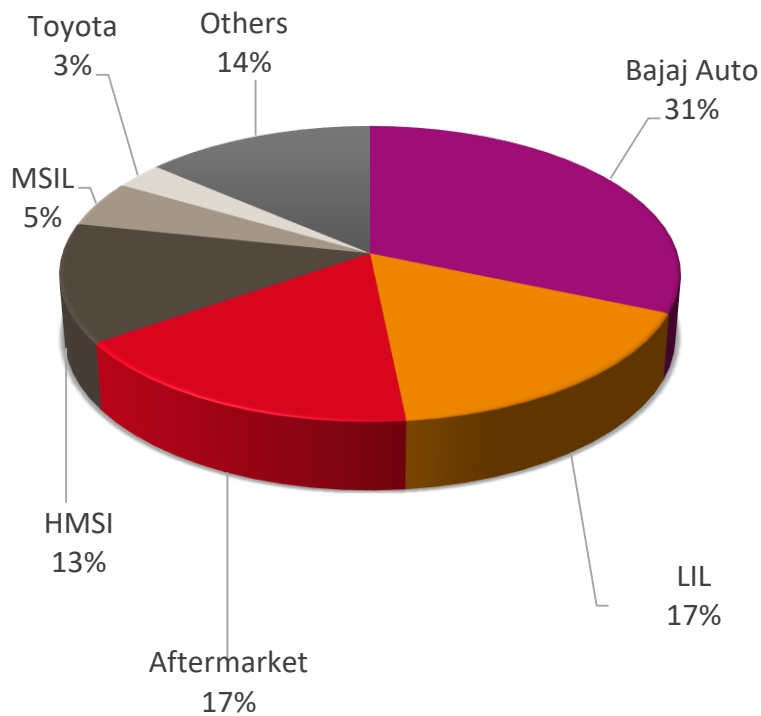
Category 9M FY19 (Rs. 1,021 Crores)



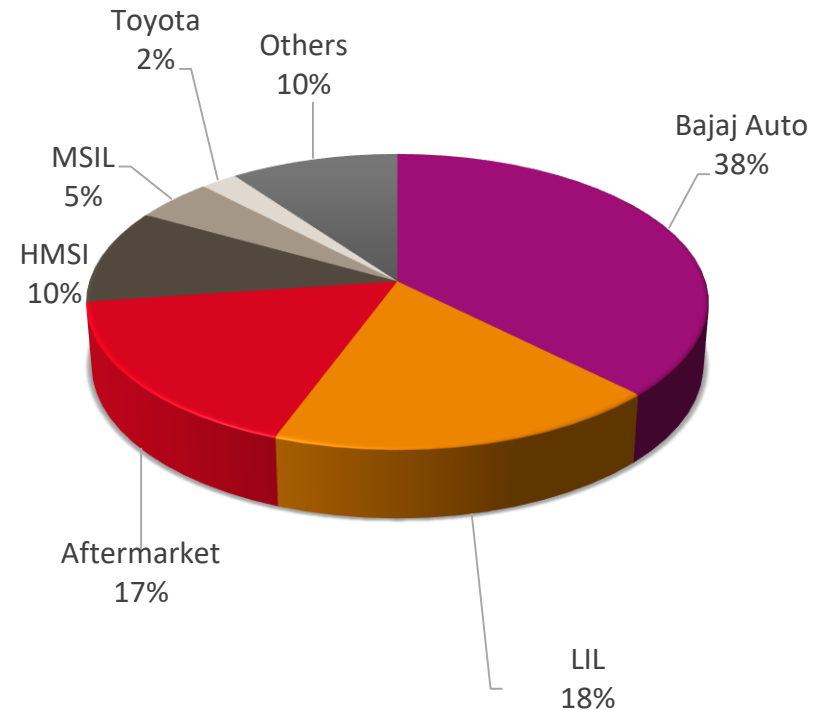
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

Client wise- Revenue Q3 FY19

Client-wise Revenue mix Q3 FY18 (Rs. 277 Crores)

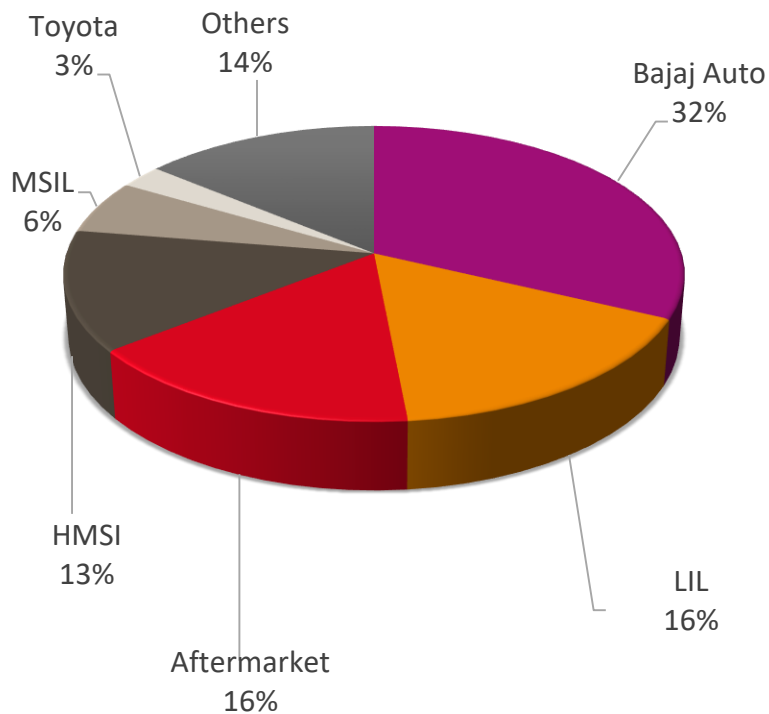


Client-wise Revenue mix Q3 FY19 (Rs. 320 Crores)

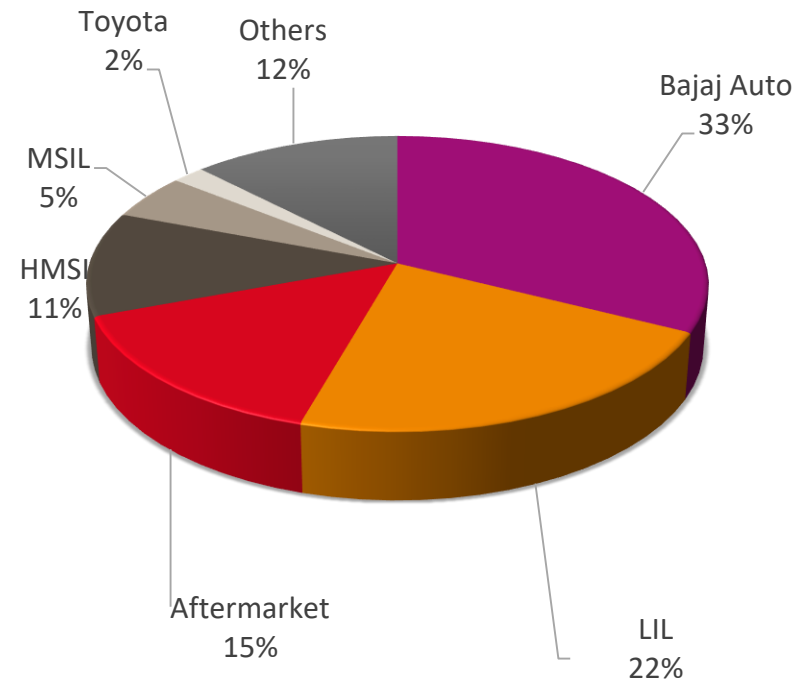


Client wise- Revenue 9M FY19

Client-wise Revenue mix 9M FY18 (Rs. 780 Crores)



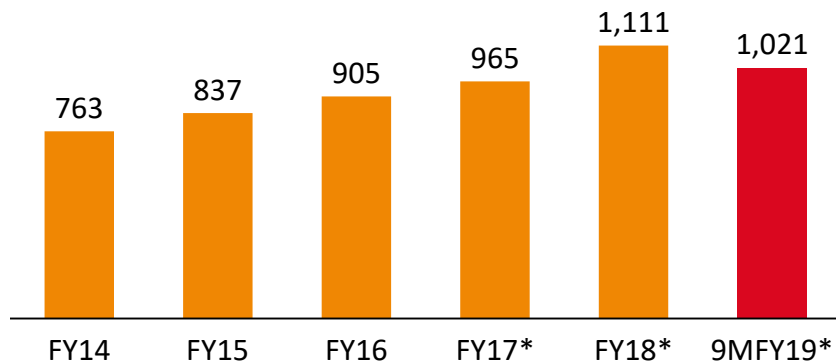
Client-wise Revenue mix 9M FY19 (Rs. 1,021 Crores)



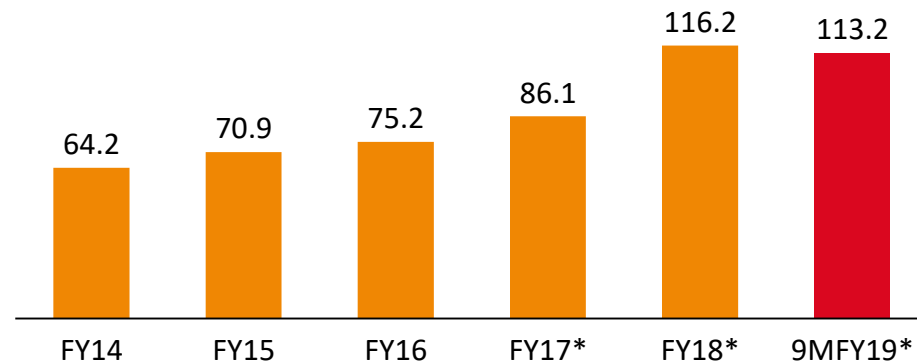
Revenue & Return Ratios



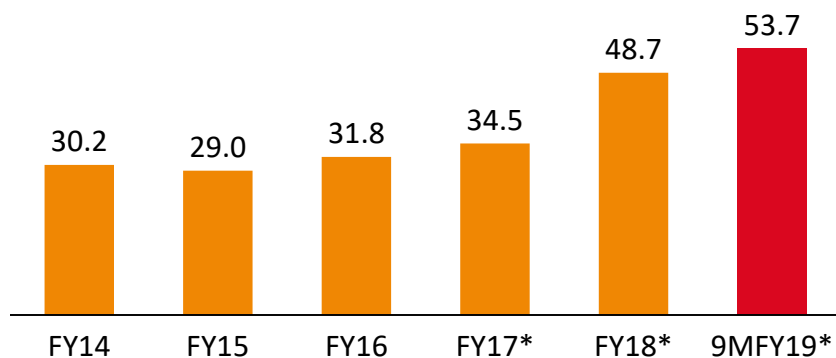
Revenue *



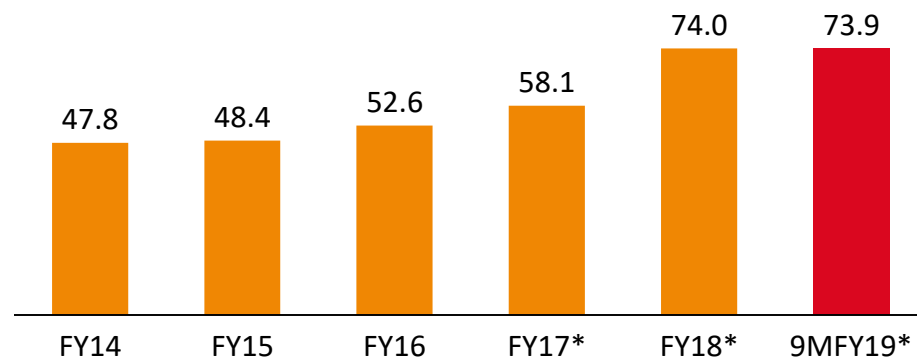
EBITDA*^



PAT After MI*



Cash PAT *



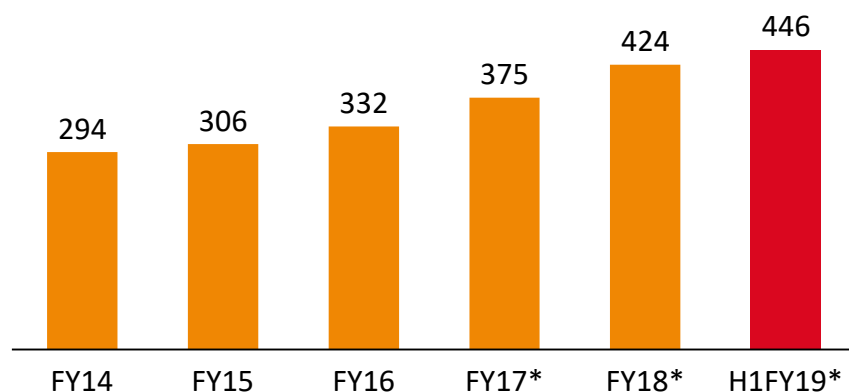
Consolidated Results * Financials as per IND AS

Rs. Crores

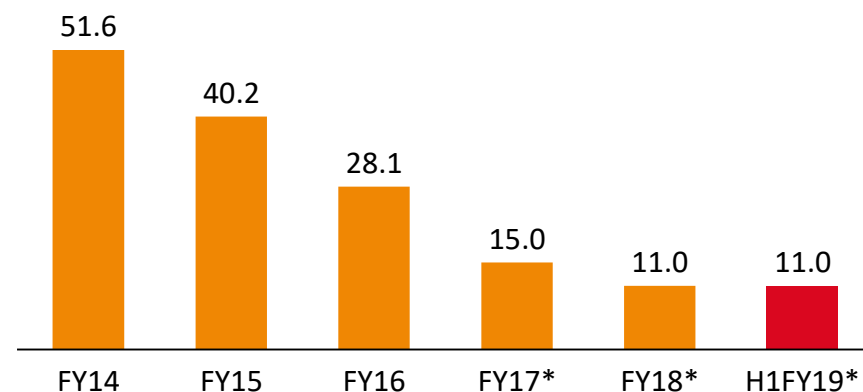
^EBITDA includes share of profits from JV's & other income

Expansion funded through Internal Accruals

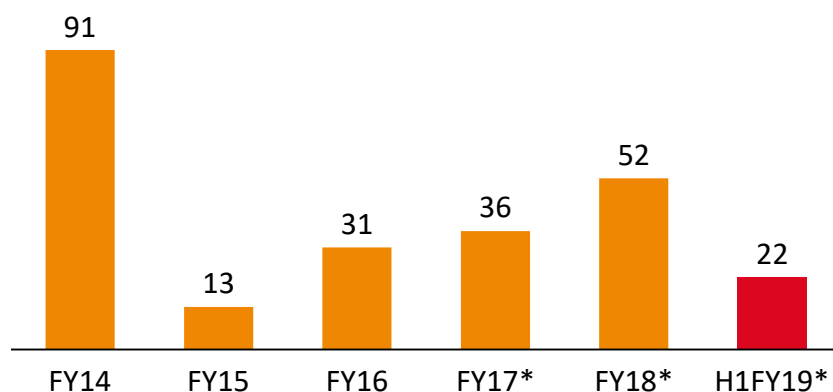
Gross Block



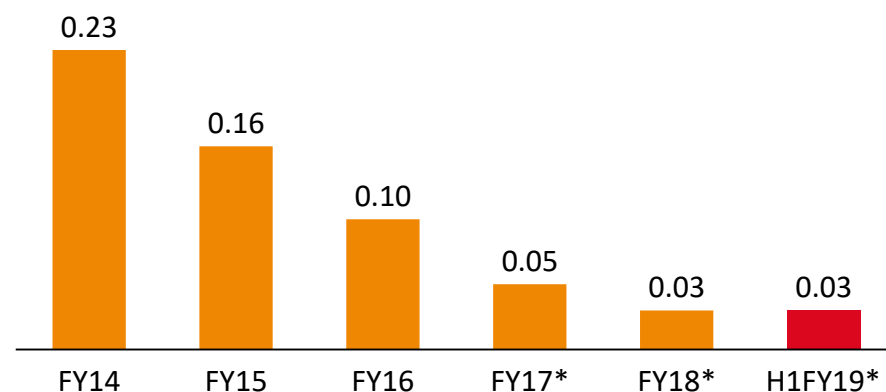
Long Term Loan



Capex



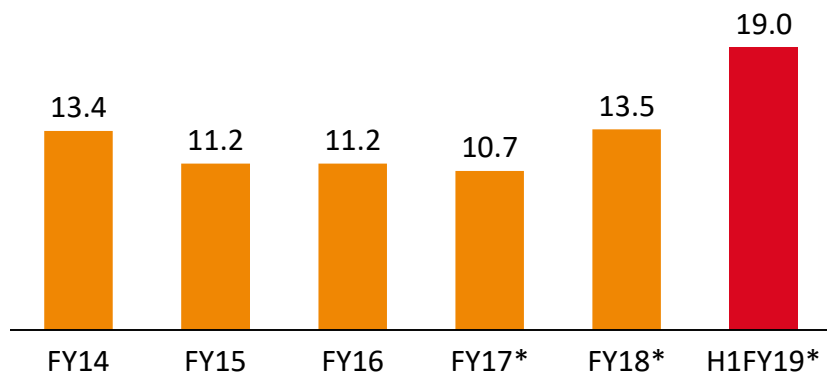
Long Term Debt / Equity



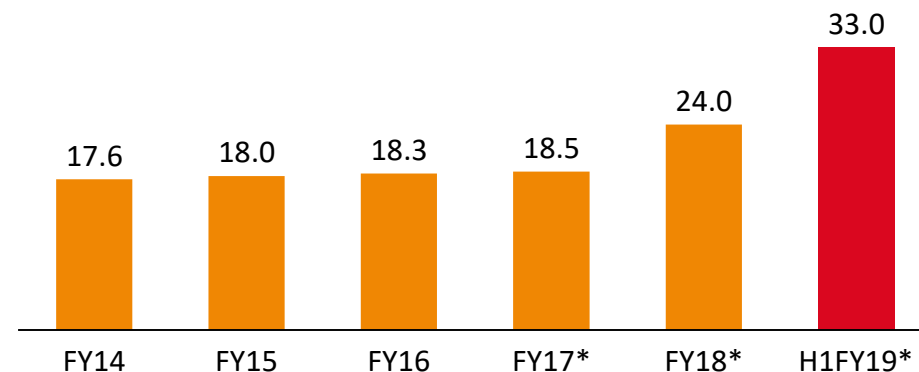
Consolidated Results * Financials as per IND AS

Return Ratios

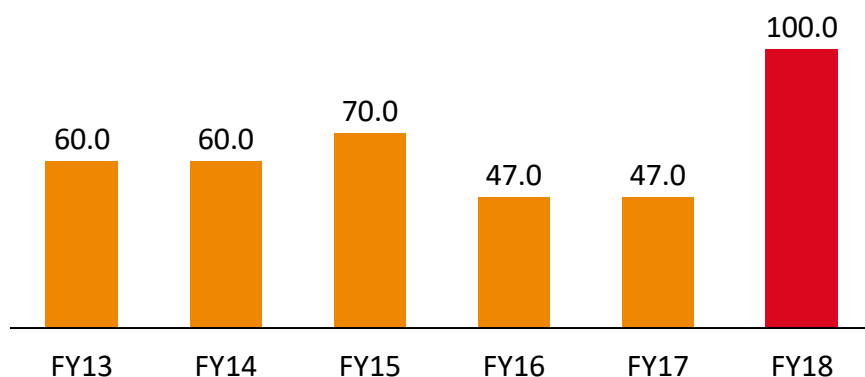
ROE (%)



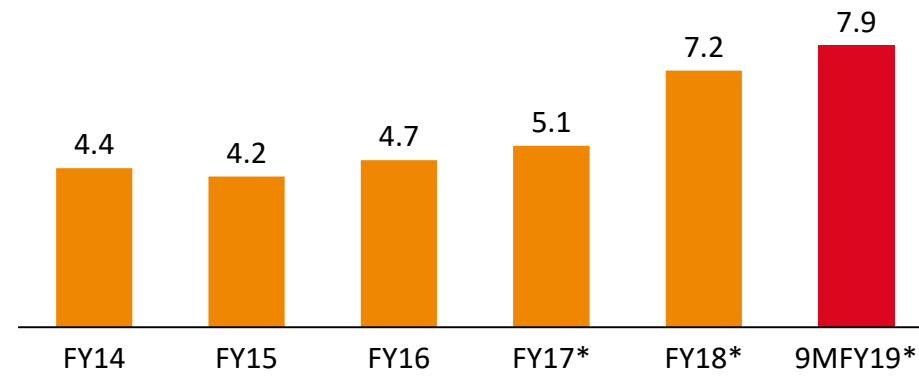
ROCE (%)



Dividend (% of Face Value)



EPS^ (in Rs.)



Consolidated Results * Financials as per IND AS

^ EPS on FV of Rs. 2 per share

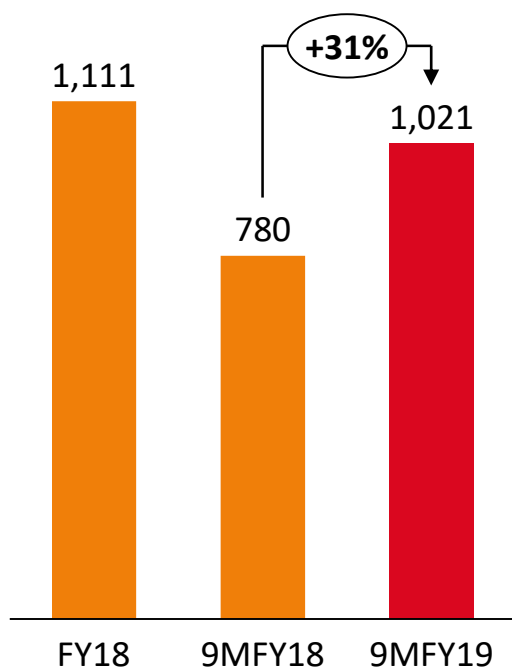
ROCE = EBIT / Capital Employed

Capital Employed = Network + Long Term Debt including Current Maturity

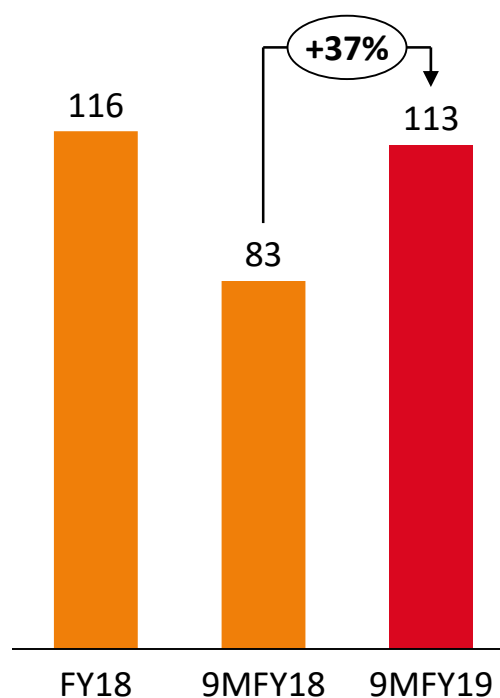
Network = Shareholder's Equity – OCI Reserve

9MFY19 Performance Highlights*

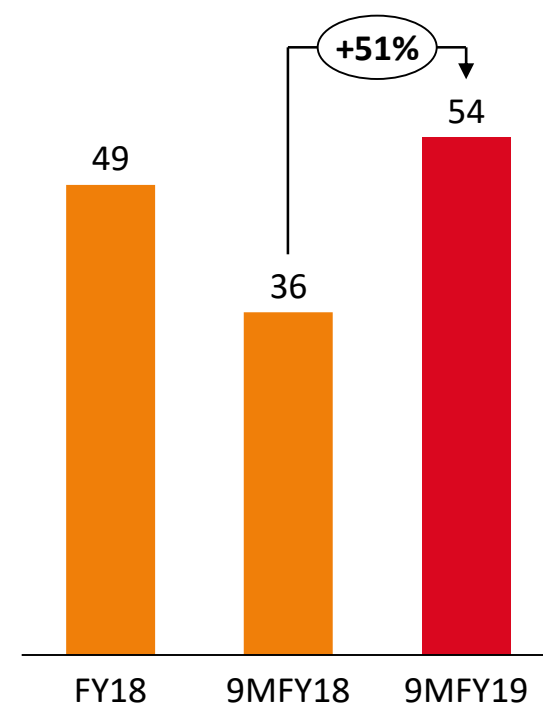
Revenue



EBIDTA^



PAT after MI



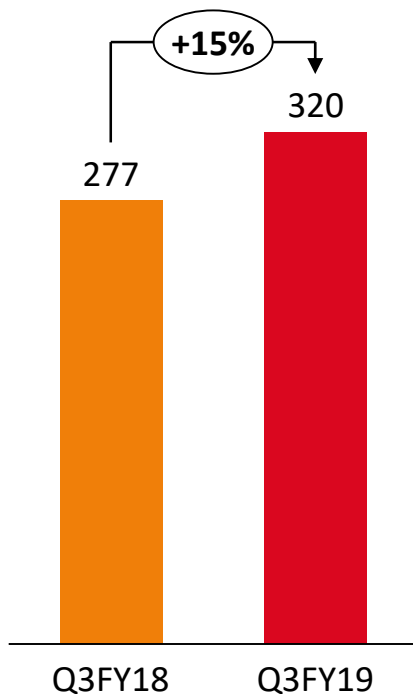
Consolidated Results * Financials as per IND AS

Rs. Crores

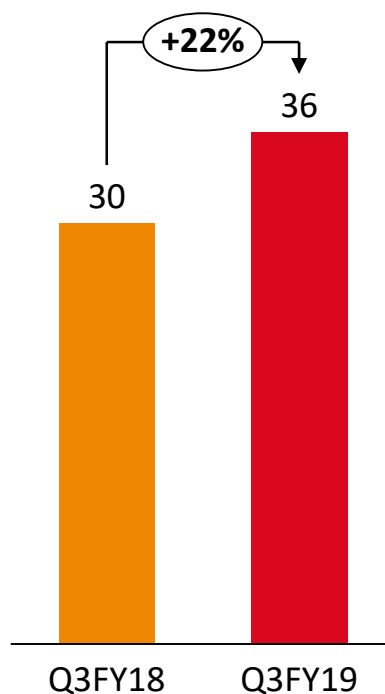
^EBITDA includes share of profits from Jv's & Other Income

Quarterly Performance Highlights*

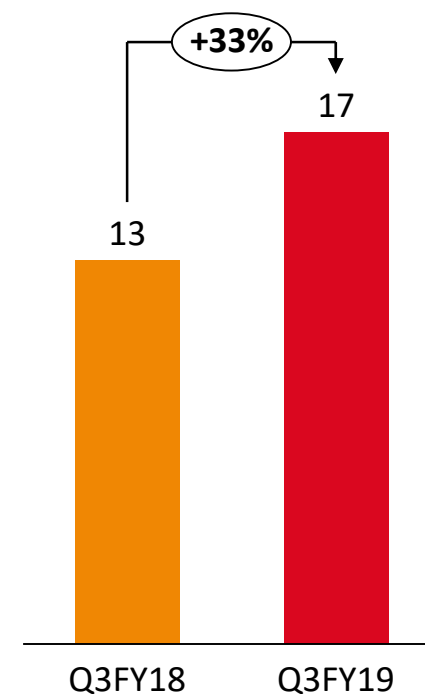
Revenue



EBIDTA^



PAT after MI



Consolidated Results * Financials as per IND AS

Rs. Crores

^EBITDA includes share of profits from Jv's & Other Income

Consolidated P&L Statement*



Particulars (Rs. in crores)	Q3FY19	Q3FY18	Y-o-Y	9MFY19	9MFY18	Y-o-Y	FY18
Net Revenue from Operations	320.01	277.22	15.44%	1,020.76	779.89	30.89%	1,111.47
Raw Material Consumption	220.89	191.49		700.62	543.16		778.14
Employee Expenses	36.69	28.47		108.37	81.52		111.00
Other Expenses	33.87	29.32		114.49	81.83		120.75
Other Income	7.71	2.77		16.07	8.61		15.24
Profit of JV	-0.07	-0.96		-0.20	0.65		-0.62
EBITDA	36.20	29.76	21.66%	113.14	82.63	36.93%	116.20
EBITDA (%)	11.31%	10.73%		11.08%	10.59%		10.46%
Depreciation	6.88	6.38		20.22	18.57		25.26
Finance Cost	1.46	0.60		3.38	1.95		2.81
Exceptional Item Gain / (Loss)	0.00	0.00		-5.29	0.00		-2.28
Profit before Tax	27.87	22.78	22.34%	84.25	62.11	35.64%	85.86
Tax	9.51	7.89		28.64	20.54		28.75
PAT (Before MI)	18.36	14.89	23.30%	55.60	41.57	33.76%	57.11
Minority Interest	1.00	1.87		1.94	6.05		8.37
PAT (After MI)	17.36	13.02	33.39%	53.67	35.52	51.10%	48.74
PAT (%)	5.43%	4.70%		5.26%	4.55%		4.39%
Earning Per share (EPS)^	2.55	1.91		7.87	5.21		7.15

* Financials as per Ind AS ^ EPS on FV of Rs. 2 per share

Consolidated Balance Sheet*



Assets (Rs. in crores)	Sept-18	Mar-18
Non-current assets		
Property, plant and equipment	250.00	251.51
Capital work-in-progress	34.21	11.98
Investment Property	19.02	19.31
Intangible Assets	2.28	2.33
Goodwill	0.17	0.17
Investment in jointly controlled entities	0.54	7.24
Financial assets		
Investments	107.96	120.07
Other financial assets	4.82	3.39
Income Tax Assets (net)	1.49	3.12
Other non-current assets	15.55	10.52
Deferred tax assets	2.04	1.37
Sub-total - Non-Current Assets	438.07	431.02
Current assets		
Inventories	92.23	78.02
Financial assets		
Loans	0.72	0.62
Investments	23.32	14.77
Trade receivables	351.37	280.57
Cash and cash equivalents	18.22	22.34
Bank balances other than Cash	20.48	16.38
Other financial assets	1.11	0.99
Other current assets	17.56	14.32
Sub-total - Current Assets	525.00	428.02
TOTAL – ASSETS	963.07	859.04

Equity & Liabilities (Rs. in crores)	Sept-18	Mar-18
Equity		
Equity Share capital	13.63	13.63
Non Controlling Interest	38.09	30.28
Other equity	443.81	437.55
Sub-total - Shareholders' funds	495.54	481.47
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	7.74	7.90
Provisions	7.65	7.24
Deferred tax liabilities (net)	19.56	21.18
Sub-total - Non-current liabilities	34.94	36.32
Current liabilities		
Financial liabilities		
Borrowings	25.26	-
Trade payables	331.25	270.30
Other financial liabilities	35.87	33.51
Provisions	5.83	5.57
Current Tax Liabilities	2.38	1.73
Other current liabilities	32.02	30.15
Sub-total - Current liabilities	432.60	341.26
TOTAL - EQUITY AND LIABILITIES	963.07	859.04

* Financials as per Ind AS



Awards & Recognitions



Award – LATL Chakan Plant, Received JIPM Award for TPM Excellence, Category B on 23rd March 2017



Maruti Suzuki India Ltd Awarded – Lumax Mannoh Allied Technologies Ltd
for “Overall Vendor performance”



BAL –TPM Excellence Award for year 2017-18 to Lumax Auto Technologies Limited, Aurangabad from Bajaj Auto Limited



Quality Gold Award to Lumax Auto Technologies Limited, Aurangabad, for zero customer complaint for last 2 years i.e. 2016-17 & 2017-18 from Bajaj Auto Limited



Lumax DK Auto Industries received the Bronze award from Honda Access India in the category of "Development"



Award –Supplier Convention

Received from HMSI on 17th February 2017



Award for Excellence in Consistent TPM Commitment

State-of-the-Art Manufacturing Facilities

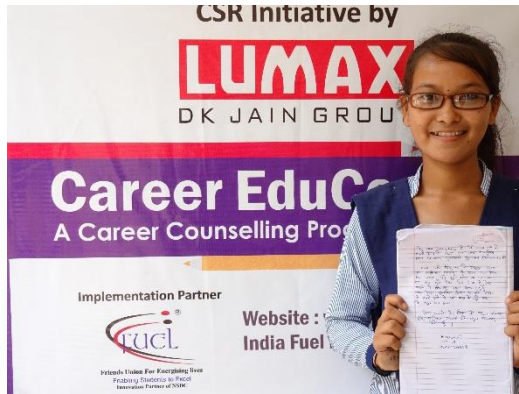


State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities





Health

Towards its endeavour to give back to society, the group has taken various initiatives towards Education of the underprivileged. Four schools in the NCR region, close to its facilities have been adopted, starting with improving its infrastructure, to facilitating the annual fee so as to ensure a conducive environment for learning and continuity in education.

Also provide support towards maintaining good health of the community around its facilities

Education



For further information, please contact:

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