

LATL:CS:IP:2021-22

Date : 11.08.2021

BSE Limited Listing & Compliance Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001	The National Stock Exchange of India Limited Listing & Compliance Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400051
Security Code : 532796	Symbol: LUMAXTECH

Subject: Investor Presentation for the 1st Quarter ended on 30th June, 2021

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 1st Quarter ended on 30th June, 2021.

The same shall also be made available on the website of the Company www.lumaxworld.in/lumaxautotech.

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX AUTO TECHNOLOGIES LIMITED



ANIL TYAGI
COMPANY SECRETARY
M. NO. A 16825



Encl: As Stated above



Lumax Auto Technologies Limited

Investor Presentation – Q1 FY2022

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75 Glorious Years of Lumax DK Jain Group




RESPECT
INTEGRITY
PASSION
EXCELLENCE

**GLOBAL STANDARDS
...INDIAN ROOTS**




Passion
Energy
Warmth
Positivity
Heritage
Tradition
Stability

**WE COME TOGETHER
TO FORM
WINTEGREAT**



**WE COME TOGETHER
TO FORM
WINTEGREAT**

**We play TOGETHER
We play RIGHT
We play to WIN**



RESPECT
INTEGRITY
PASSION
EXCELLENCE



Seven Decade Strong

Leader in Automotive Lighting &
Gear Shifters

15 Entities in 8 States

33 Manufacturing Facilities

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

Over 9,000 Employees

Two Listed Entities



Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Emission Systems, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas

Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co. Limited – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan
- Alps Alpine - Japan

Lumax Industries Limited

Products & Services

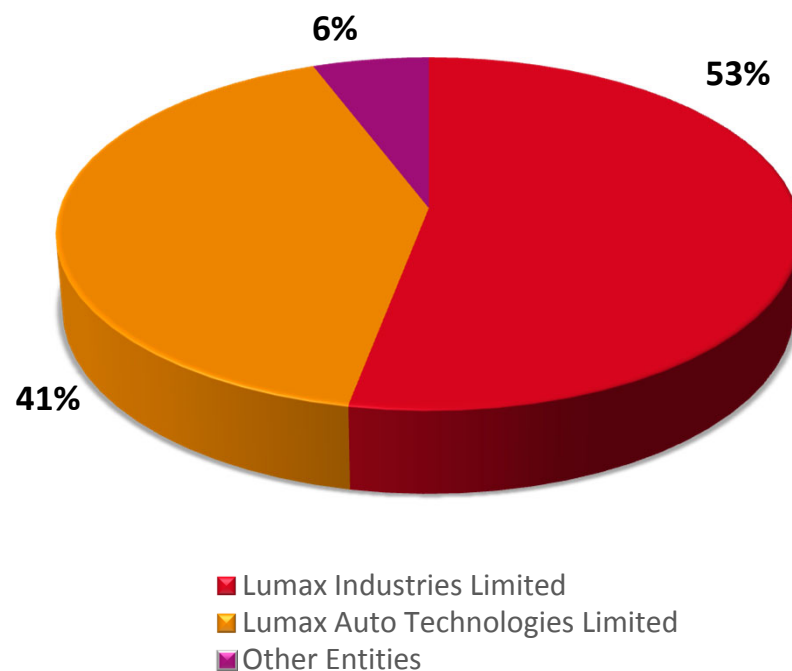
End-to-end Automotive Lighting Solutions
HVAC Panels and other electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)

FY21 Revenue of Rs. 2,700 Cr



Purpose, Vision & Values



OUR GROUP PURPOSE

We deliver
pride
and
progress
with
positivity



The slide features a large, stylized 'X' graphic on the left side, formed by two overlapping diagonal bars, one red and one orange. The DK JAIN GROUP logo is in the top right, and the LUMAX logo is in the bottom right.



OUR VALUES

Respect
Integrity
Passion
Excellence



The slide features a large, stylized 'X' graphic on the left side, formed by two overlapping diagonal bars, one red and one orange. The LUMAX logo is in the top right, and the DK JAIN GROUP logo is in the bottom right.



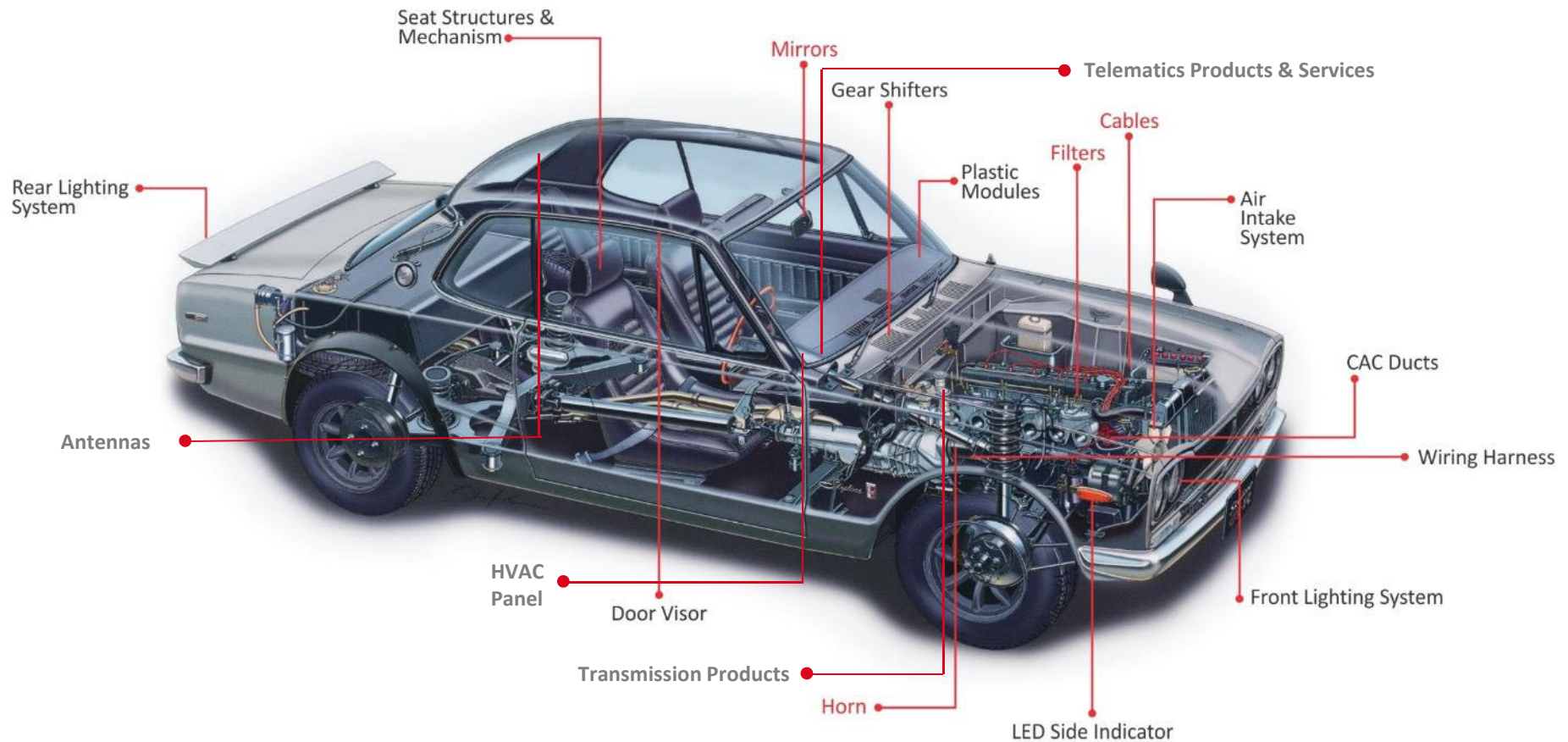
OUR VISION

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



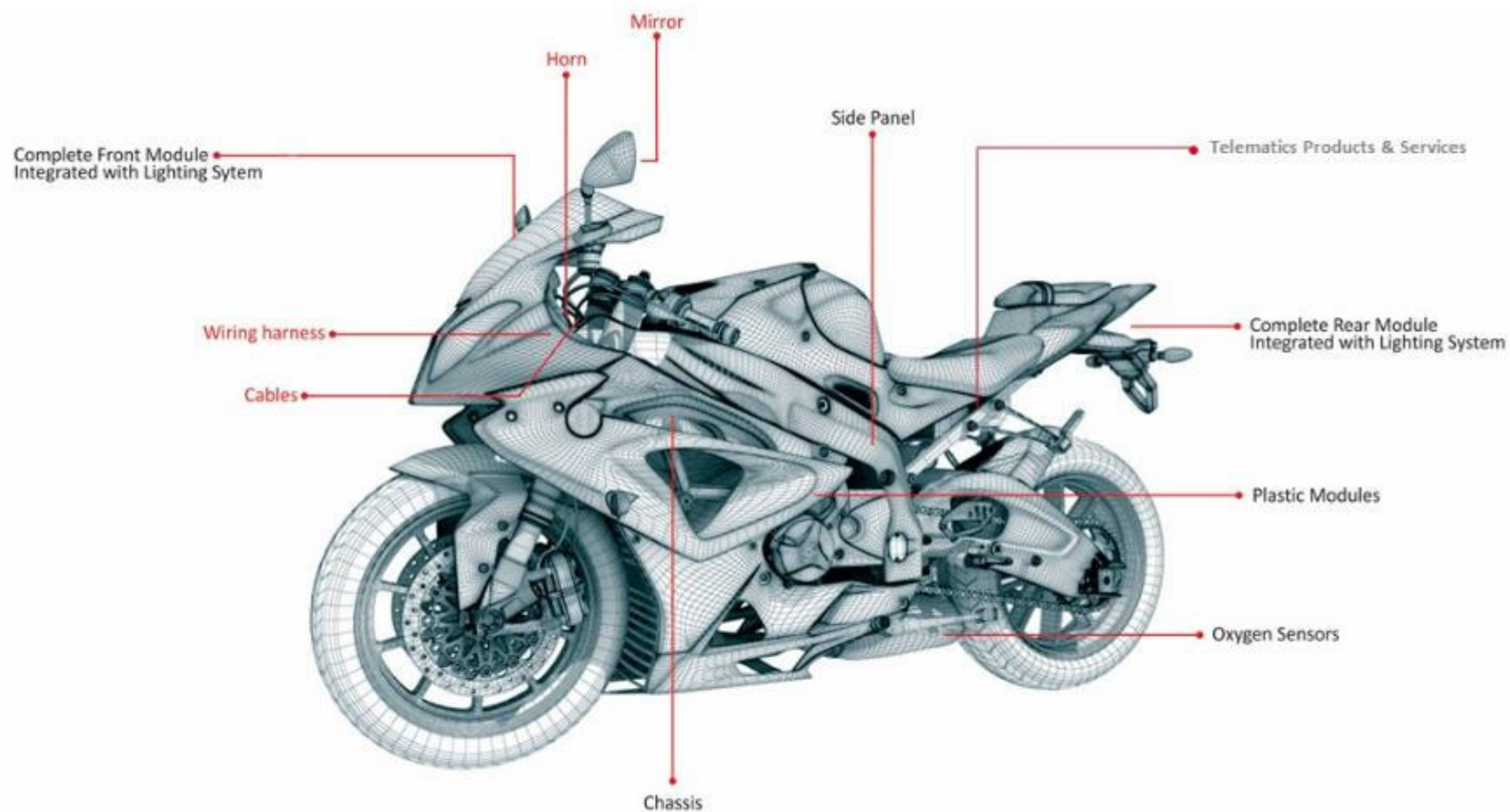
The slide features a large, stylized 'X' graphic on the left side, formed by two overlapping diagonal bars, one red and one orange. The LUMAX logo is in the top right, and the DK JAIN GROUP logo is in the bottom right.

Diversified Product Range – 4-wheelers & CV



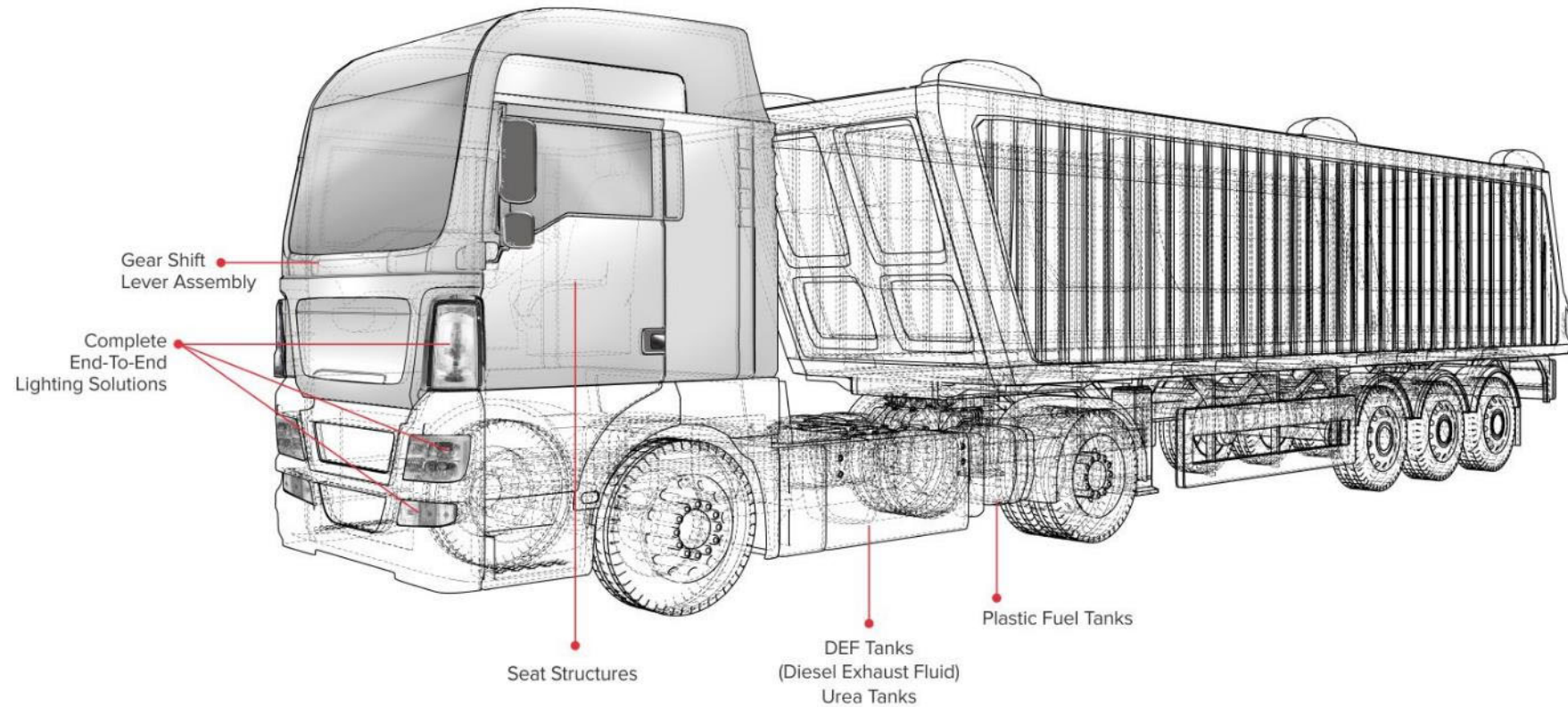
- Destination Boards & Urea Tanks for Commercial Vehicle
- Aftermarket products*

Diversified Product Range – 2-wheelers

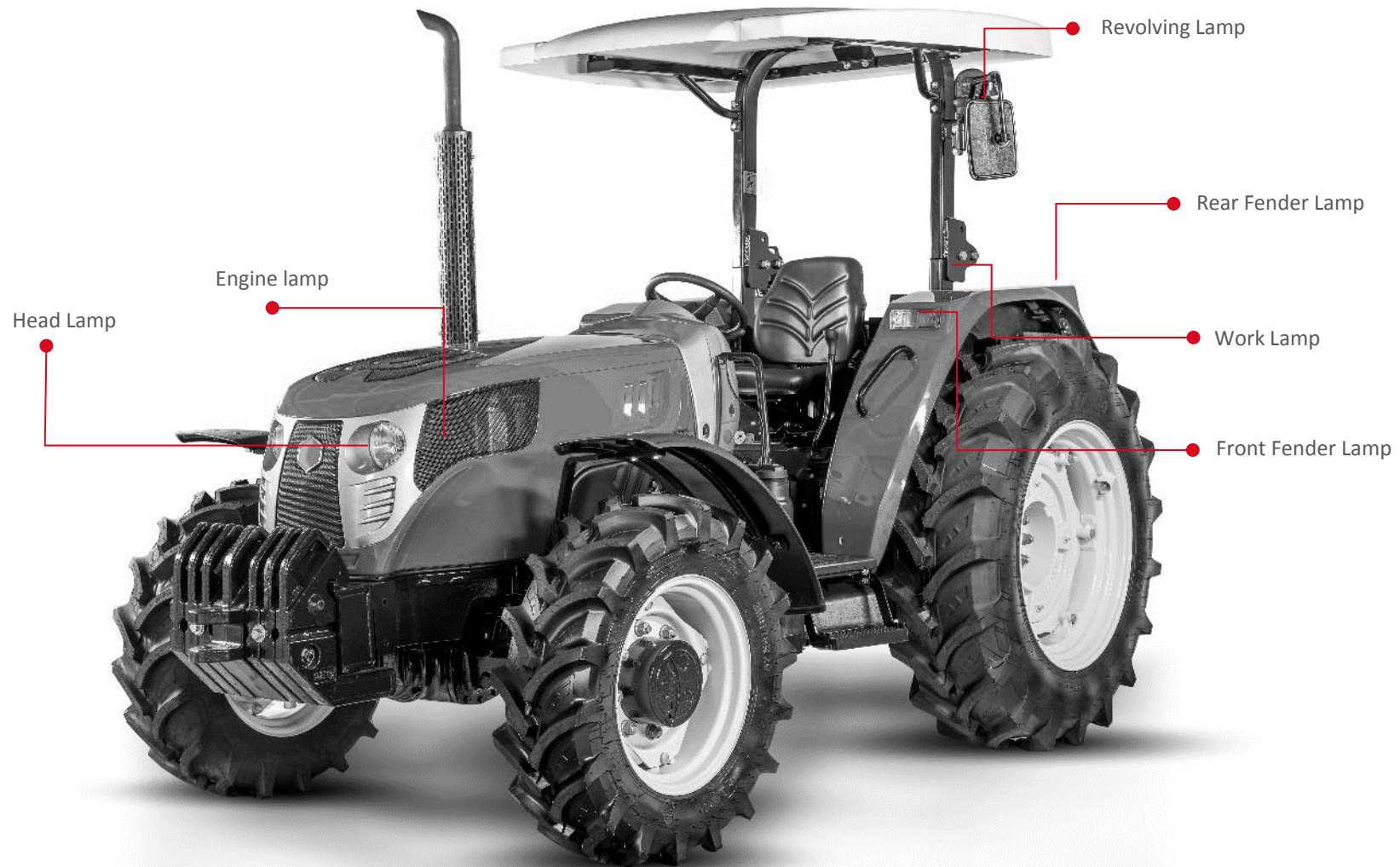


■ *Aftermarket products*

Diversified Product Range – Commercial Vehicles



Diversified Product Range – Farm Equipment Sector (FES)



Fostering Partnerships to Deliver Excellence



Japan

JV FOR LIGHTING, HVAC PANELS
AND OTHER ELECTRONICS

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



JAPAN

JV FOR SALE OF TELEMATICS
PRODUCTS AND SERVICES

Relationship Since 2017
50% in Lumax Ituran Telematics Pvt. Ltd.

Fostering Partnerships to Deliver Excellence



SPAIN

JV FOR OXYGEN SENSORS

Relationship Since 2017
49% in Lumax FAE Technologies Pvt. Ltd.



GERMANY

JV FOR MANUFACTURE AND
SUPPLY TRANSMISSION PRODUCTS

Relationship Since 2019
50% in Lumax Jopp Allied Technologies Ltd



JAPAN

JV FOR MANUFACTURE AND SUPPLY
ANTENNAS & OTHER VEHICLE
COMMUNICATION PRODUCTS

Relationship Since 2020

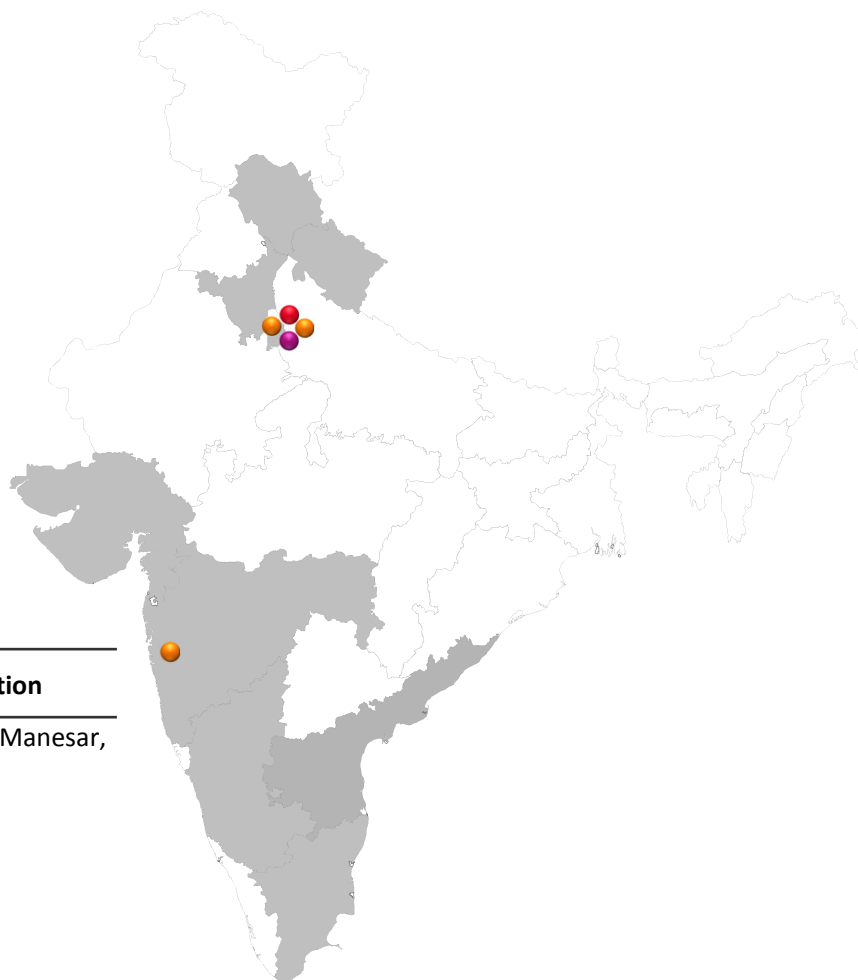


JAPAN

JV FOR MANUFACTURE AND
SUPPLY OF ELECTRIC DEVICES AND
COMPONENTS

JV Formed in July 2021

33 Locations close to Customers



Facilities	Location
● R&D Centre	Gurugram, Manesar, Pune
● Design Centre	Taiwan
● Corporate HQ	Gurugram
● After Market Division	Gurugram

State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	3
	Manesar	4
Maharashtra	Pune	9
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Andhra Pradesh	Anantpur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Himachal Pradesh	Kale Amb	1
Total		33

33 Plants in 8 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



Mahindra
Rise.



Commercial Vehicle



DAIMLER

SML
ISUZU



Relationships with Diversified Customers



Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence

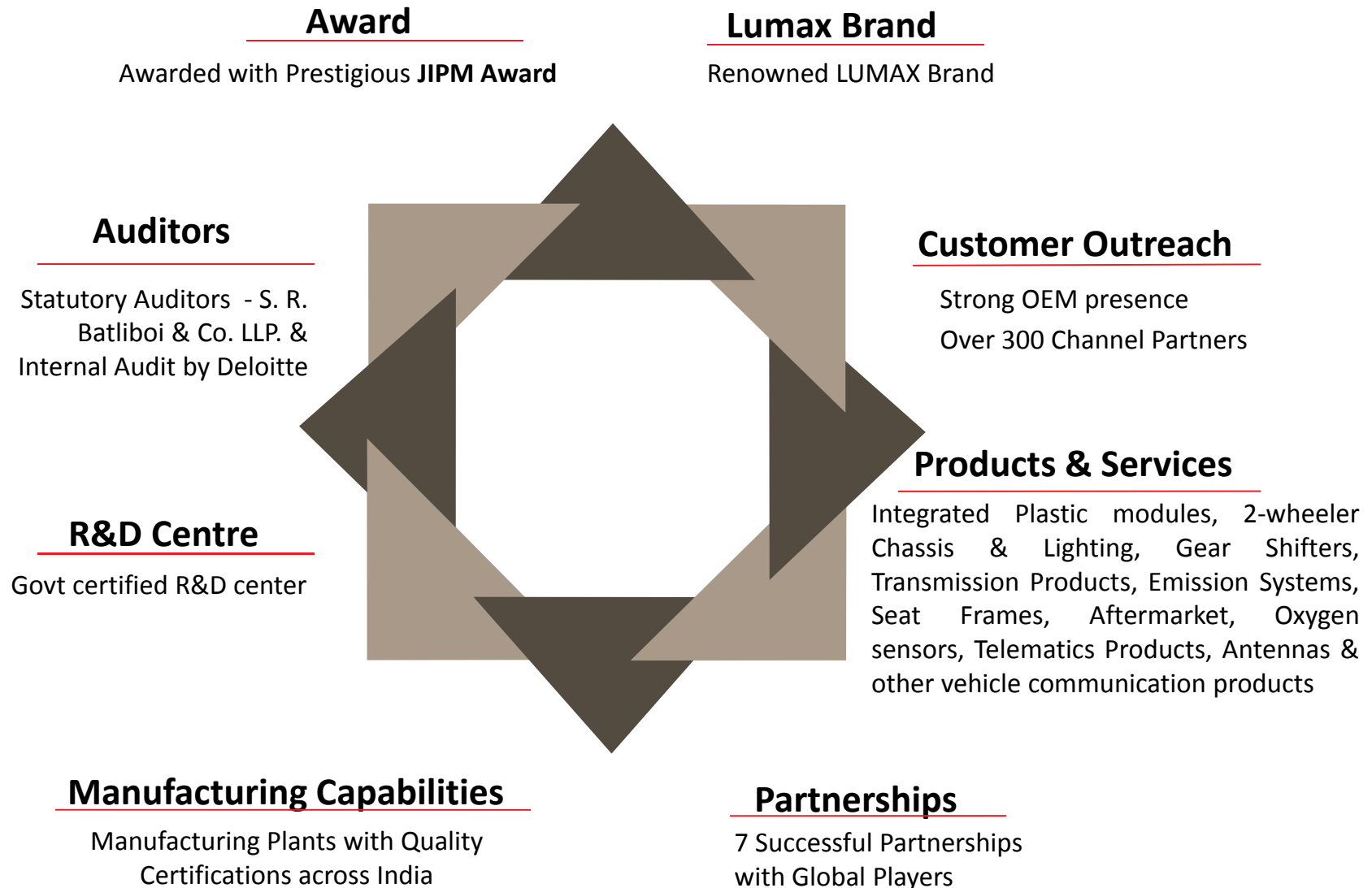


Lumax Auto Technologies Limited

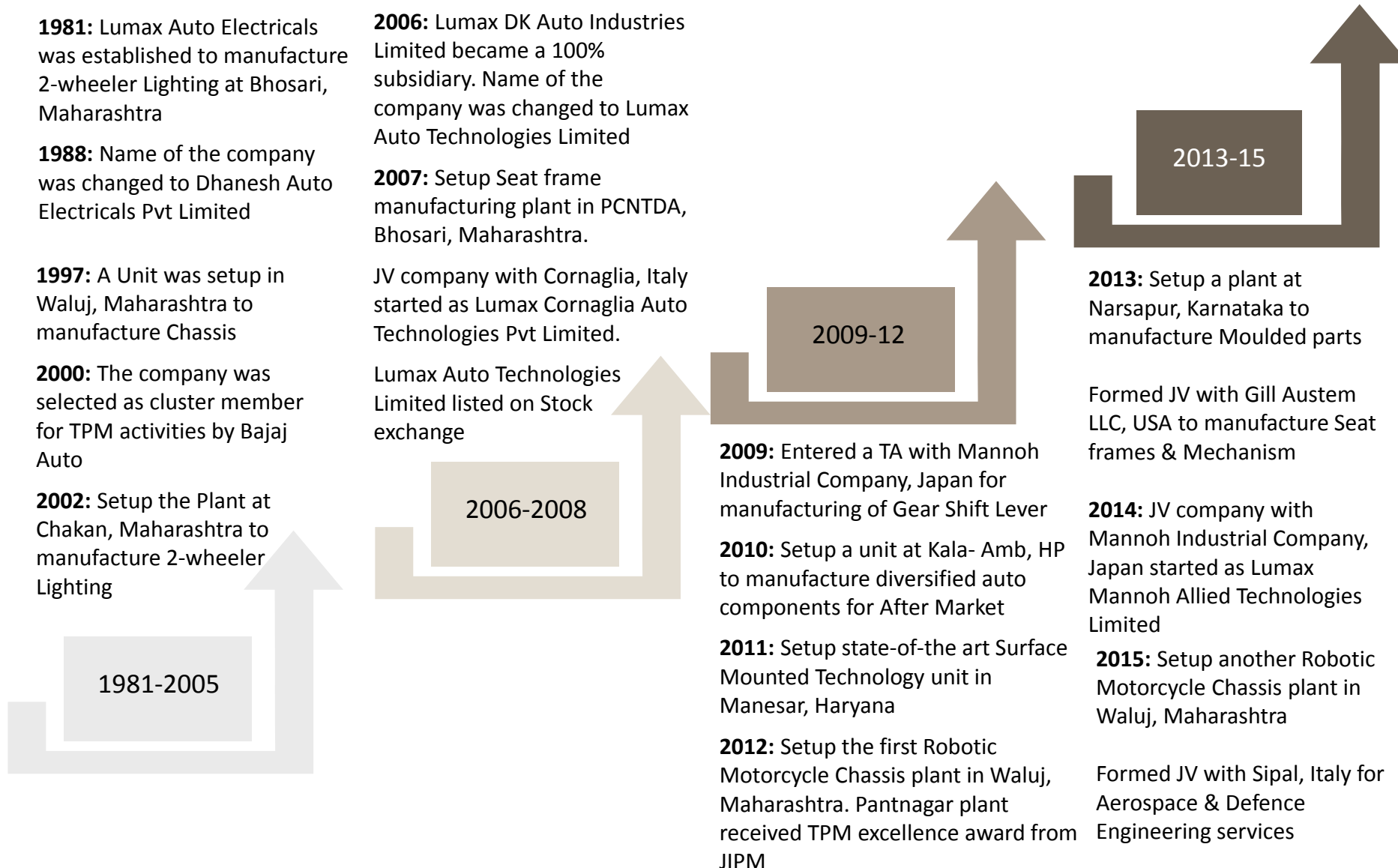
Driving Growth through Diversified Products



Competitive Strengths



Milestones



Milestones



2016: Pantnagar plant received TPM consistency award from JIPM

2017: Chakan plant received TPM excellence award from JIPM

Formed a JV with Ituran Location and Control Limited, Israel to provide Telematics Products and Services

Formed a JV with FAE, Spain to manufacture Oxygen Sensors

Set up Assembly facility in Mehsana, Gujarat under LMAT

2018: Setup an R&D center under Lumax Cornaglia Auto Technologies Pvt Limited at Pune

2016-2018

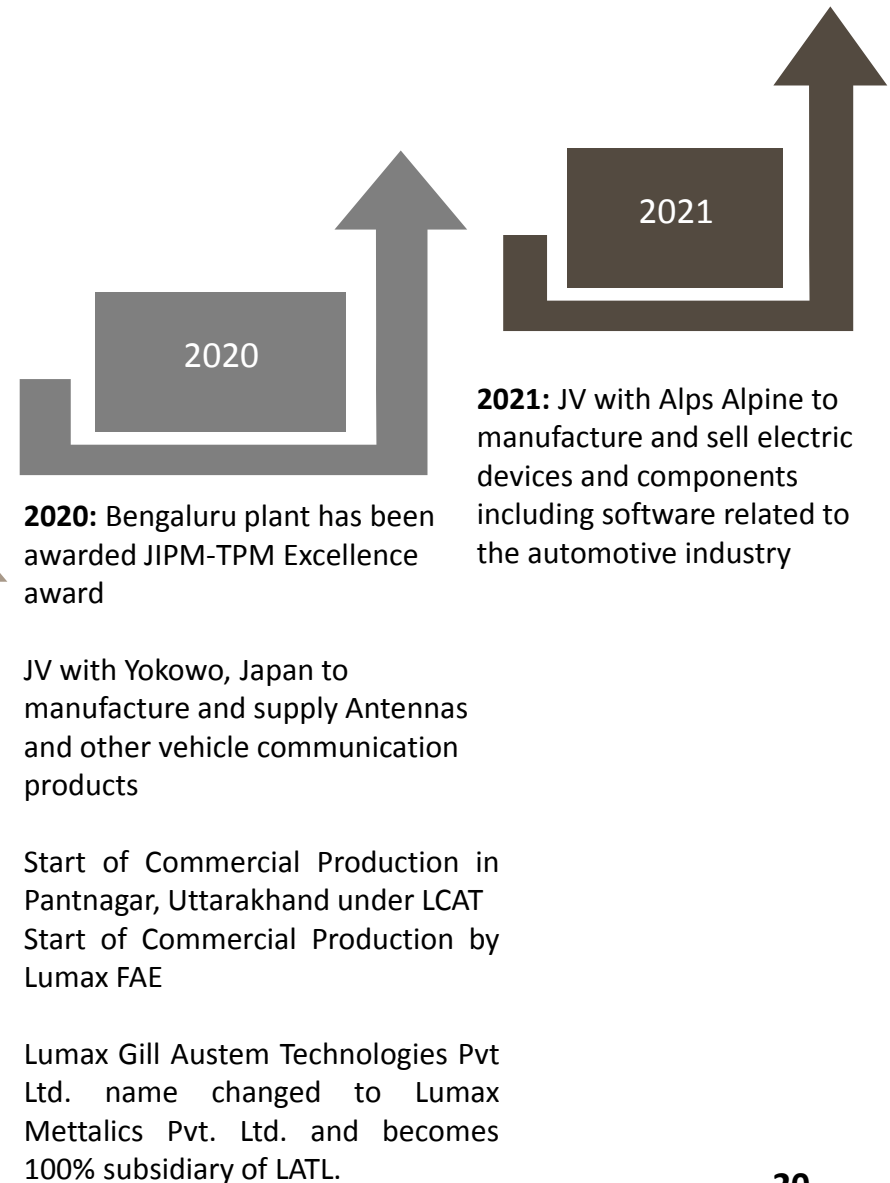
2019: Inauguration of Chassis facility at Aurangabad

JV with JOPP, Germany to manufacture and supply transmission products to the Indian automotive industry

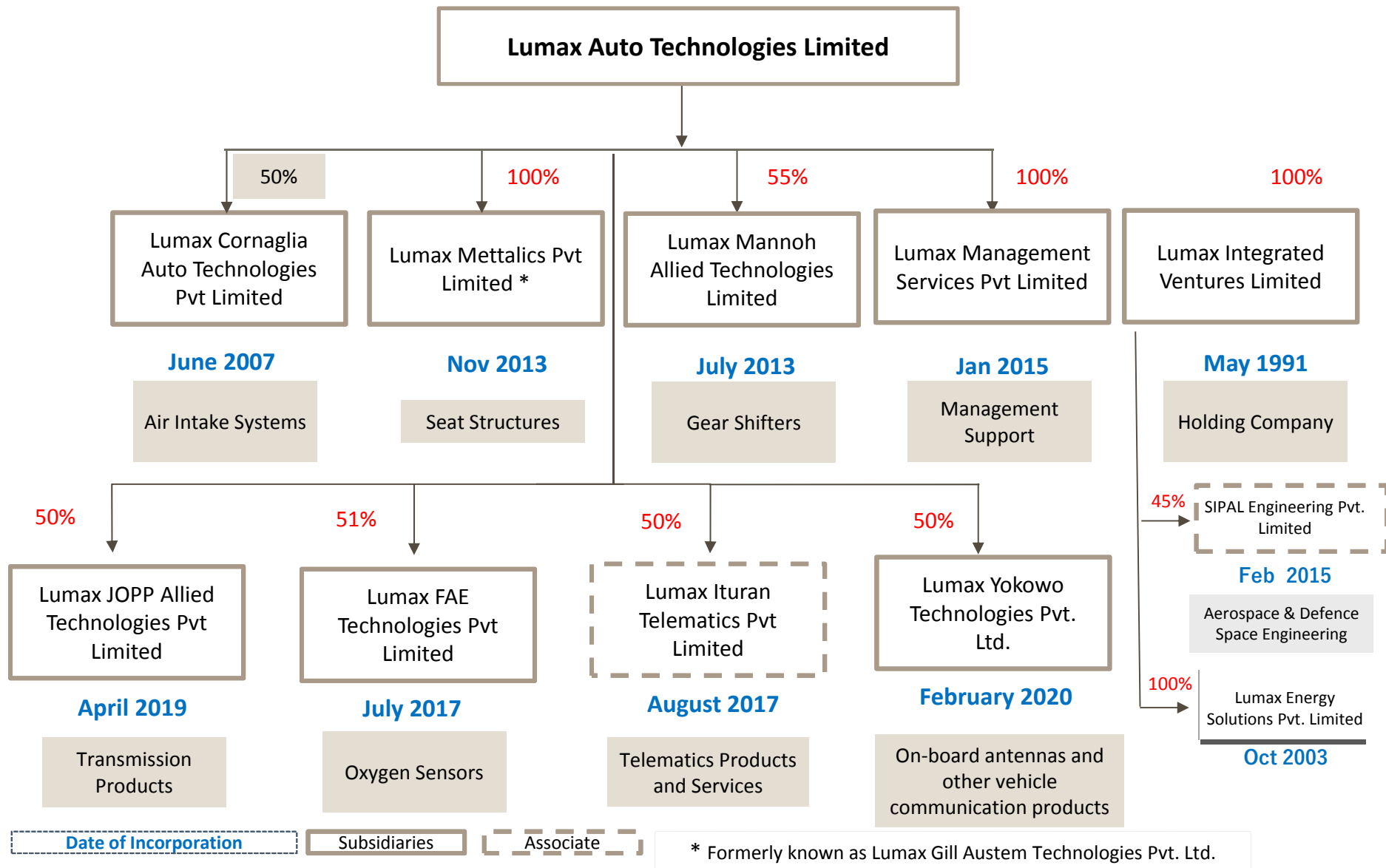
Subsidiary entity Lumax DK Auto Industries Limited merged with the Standalone entity

Bengaluru plant received TPM consistency award from JIPM

2019



Well defined Corporate Structure



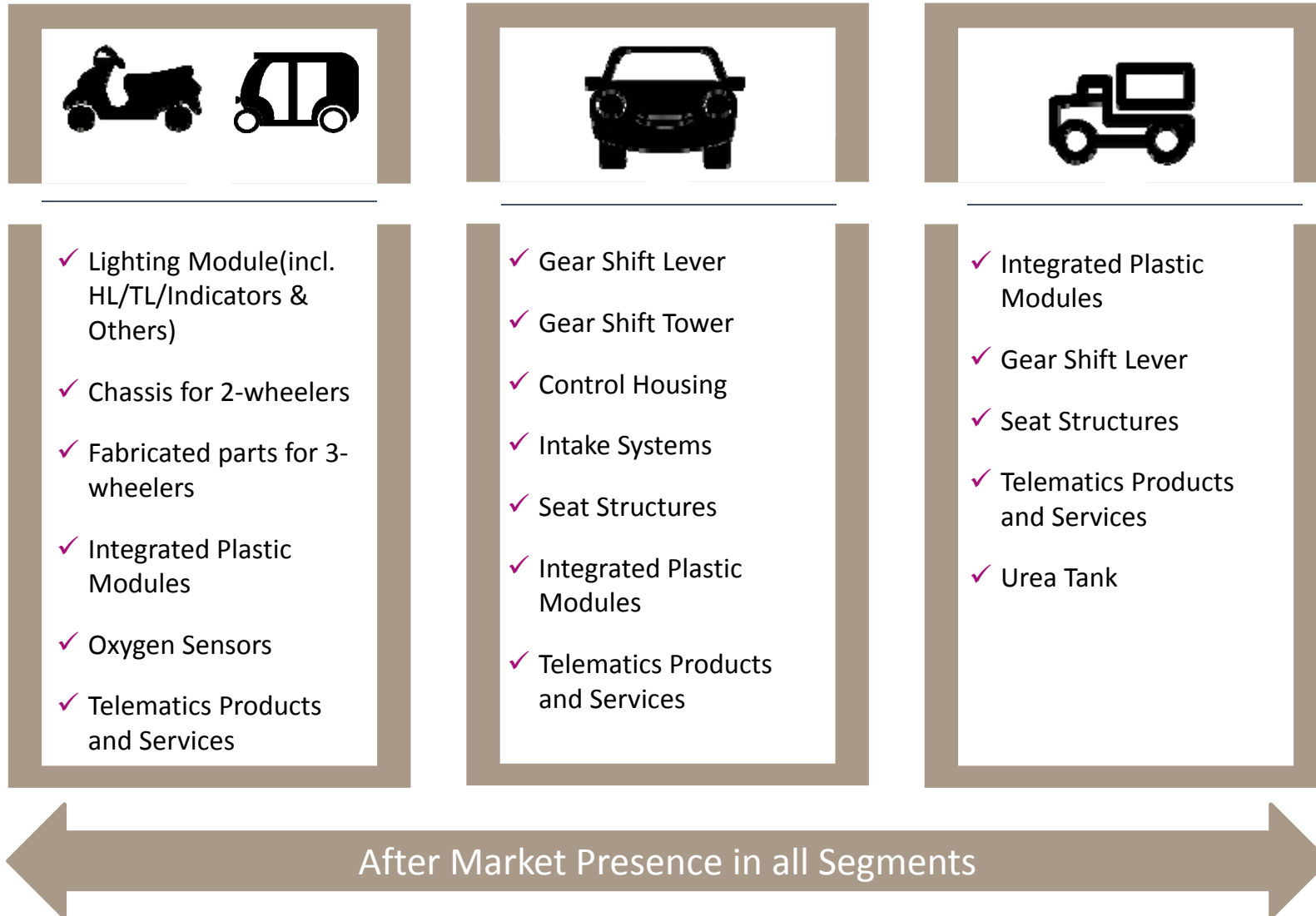
Fostering Partnerships to Deliver Excellence



 Italy	 Japan	 Spain	 Israel
JV for Emission Systems	JV for Gear Shifters	JV for Oxygen Sensors	JV for Telematics Products and Services
Relationship Since 2007	Relationship Since 2008	2017	2017
50% in Lumax Cornaglia Auto Technologies Pvt Limited	45% in Lumax Mannoh Allied Technologies Limited	49% in Lumax FAE Technologies Pvt Limited	50% in Lumax Ituran Telematics Pvt Limited

 Germany	 Japan	 Japan
JV for Gear Shift Towers, AMT Kits & AGS	JV for Antennas & other Vehicle Communication Products	JV for manufacture and supply of electric devices and components
2019	2020	2021
50% in Lumax JOPP Allied Technologies Pvt Limited	50% in Lumax Yokowo Technologies Pvt Limited	

Cater to Diversified Segments



Key Customer Relationships



Four Wheeler



ŠKODA



Tier 1



Commercial Vehicle



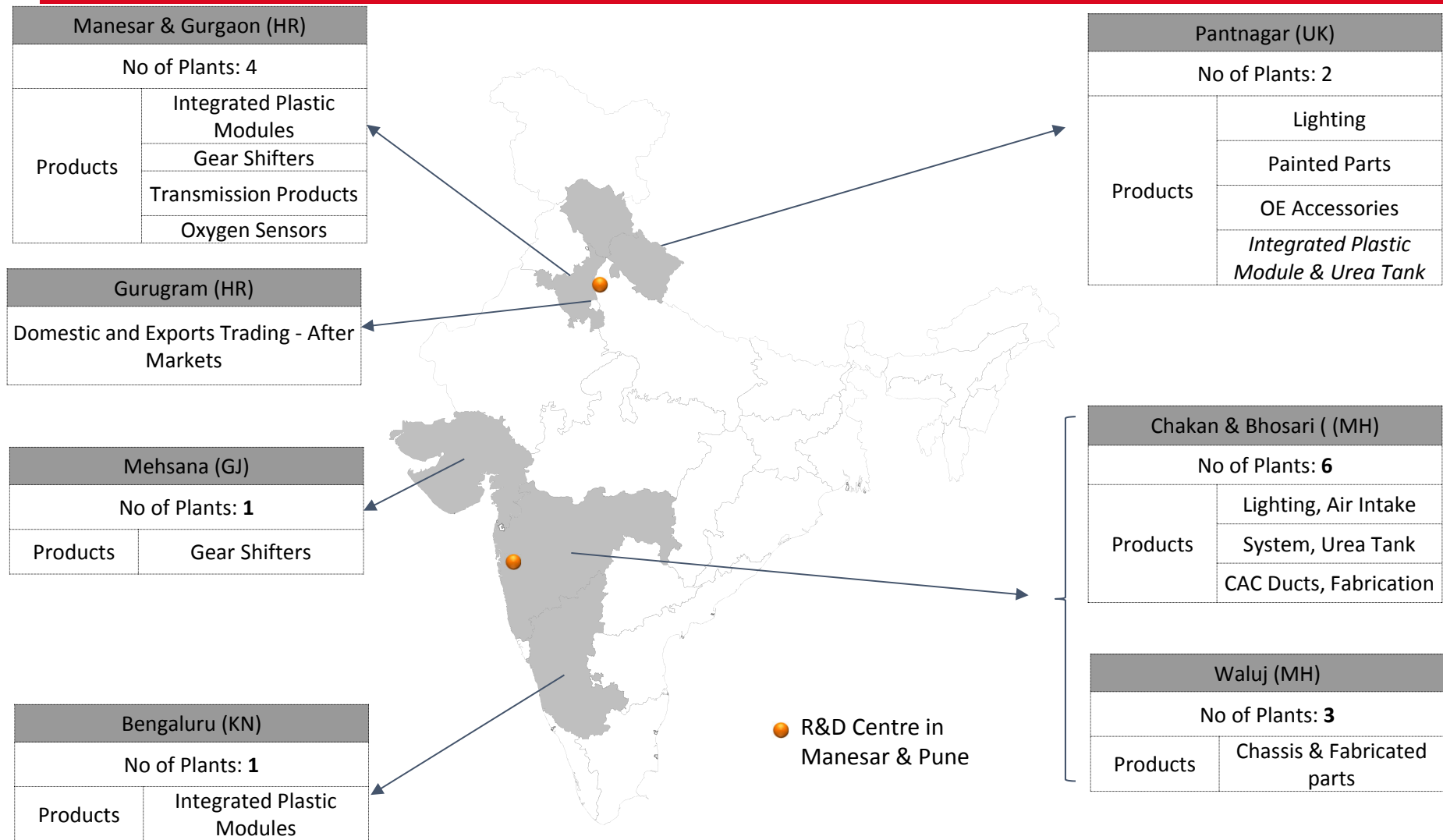
Two Wheeler



Export

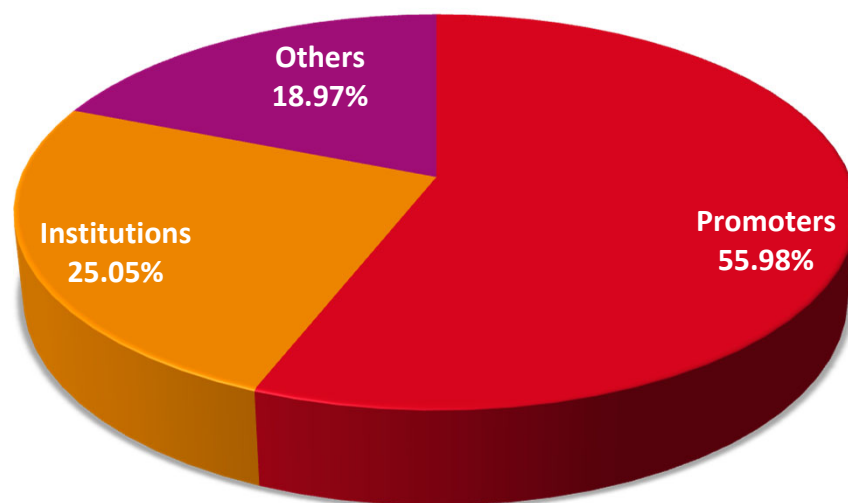


Strategic Locations Close to Customers



17 Plants in 5 States

Shareholding breakup



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

Emission 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

Experienced Promoters



Mr. Dhanesh Kumar Jain
Chairman

- He is 78 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 42 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 20 years of experience
- He has held various positions in Industry associations like 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 President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association



Mr. Deepak Jain
Director

- He is 46 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 25 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 also Chairman - CII Northern Region - Regional Committee on Advanced Manufacturing
- He is member of Young President's organization and Entrepreneurs organization. He also holds the position of President of ACMA & Vice President of Toyota Kirloskar Supplier's Association

Supported by Strong Independent Directors



Mr. Roop Salotra

- He is 71 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



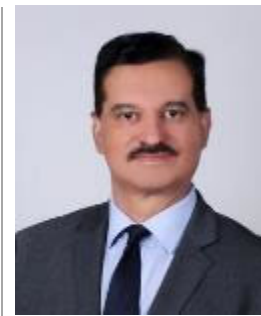
Mr. Milap Jain

- He is 70 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 51 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 63 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. A P Gandhi

- He is 83 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. Sanjay Mehta
Director & Group CFO
Age: 53 years
Experience: 29 Years



Mr. Vikas Marwah
Chief Executive Officer
Age: 54 years
Experience: 30 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 63 years
Experience: 43 years



Mr. Raajesh Gupta
Group Company Secretary
Age: 51 Years
Experience: 28 Years



Mr. Atul Jain
Corporate Head - Materials
Age: 52 years
Experience: 29 Years



Mr. Lalitendu Samanta
Corporate Head – HR,
IR & CSR
Age: 54 Years
Experience: 30+ Years



Ms. Priyanka Sharma
Corporate
Communication
Age: 52 years
Experience: 26 Years



Mr. Ashish Dubey
Chief Financial Officer
Age: 53 years
Experience: 29 Years

Professional & Experienced Team



Mr. Rajesh Dubbewar
Head Metallic
Age: 53 years
Experience: 30+ years



Mr. Sanjay Bhagat
Head After Market
Age: 54 years
Experience: 29 years



Mr Ashish Popli
Head Mechatronics
Age: 43 years
Experience: 21 years



Mr Anil Tyagi
Company Secretary
Age: 49 years
Experience: 22 years



Financial Performance

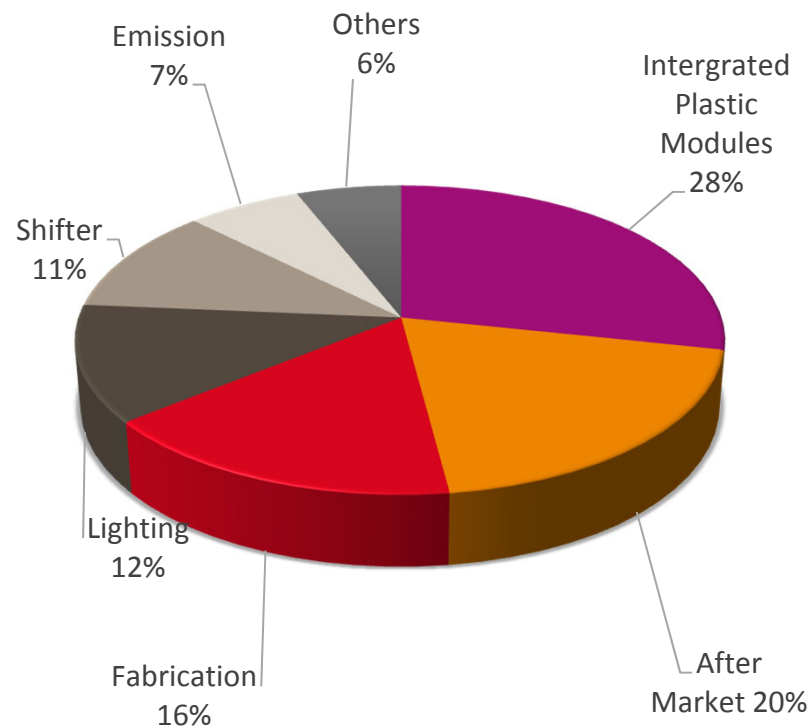


Product-wise Revenue Q1FY22



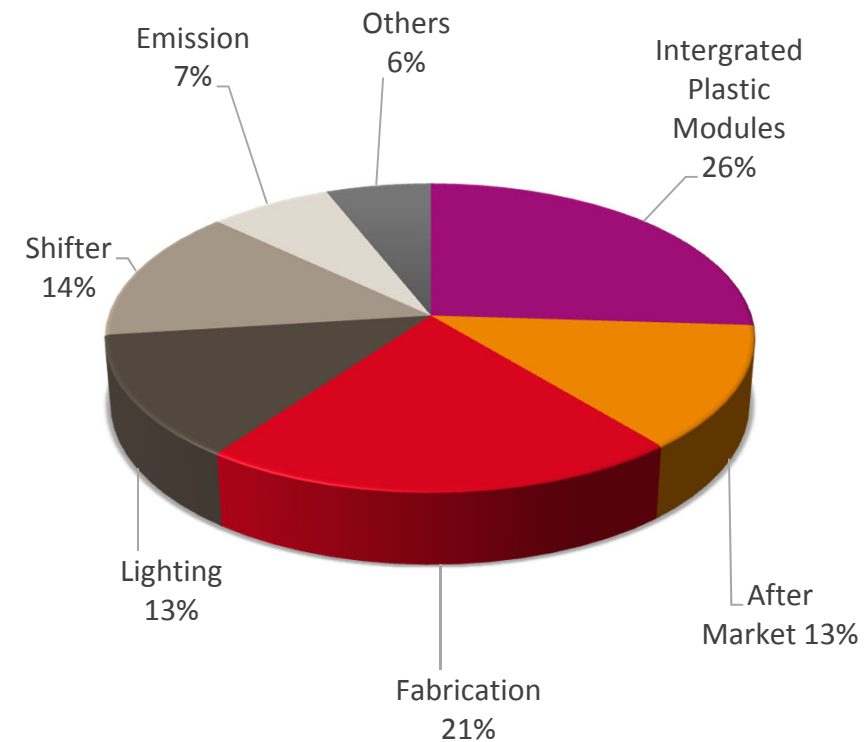
Product-wise Revenue mix FY21

(Rs. 1,108 Crores)



Product-wise Revenue mix Q1FY22

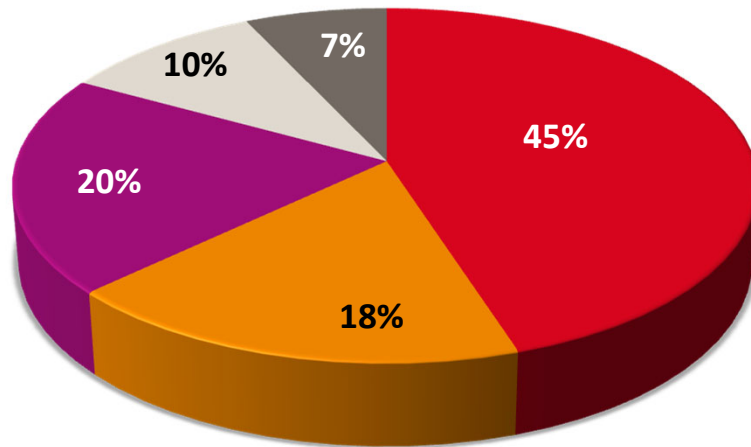
(Rs. 260 Crores)



Segmental Revenue Break-Up Q1FY22: Category

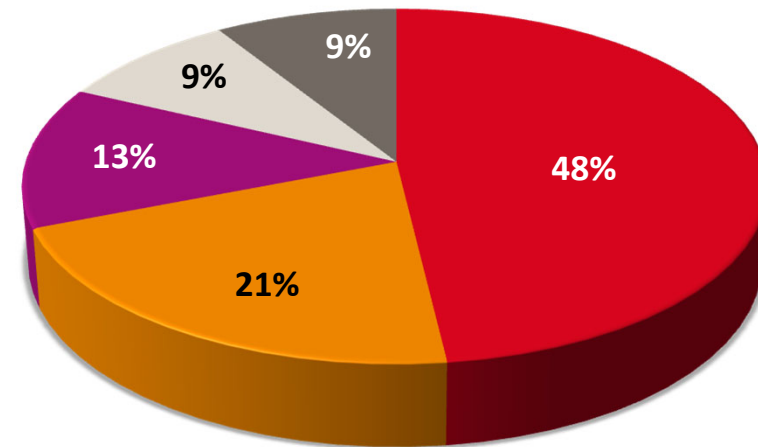


Category FY21
(Rs. 1,108 Crores)



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

Category Q1FY22
(Rs. 260 Crores)

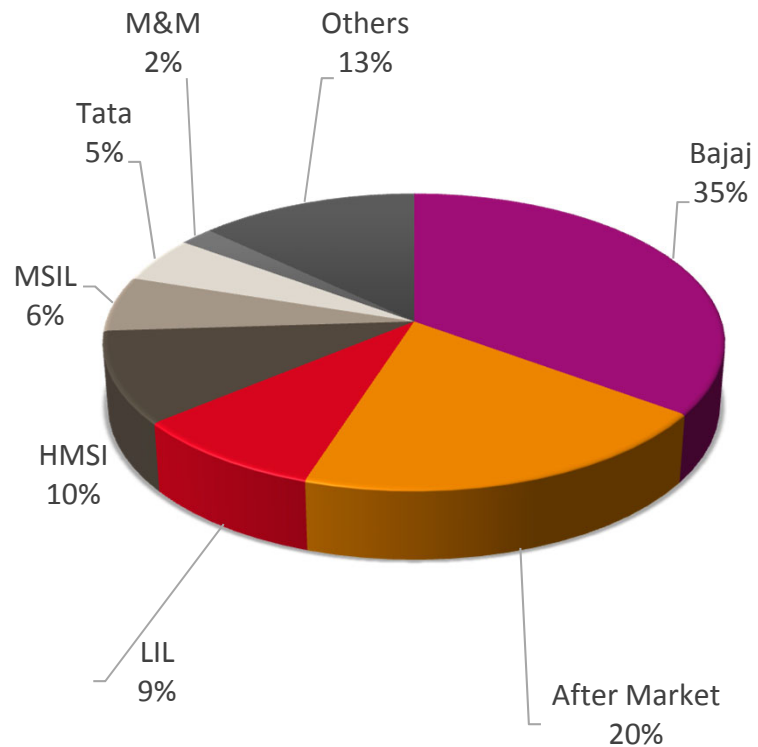


■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

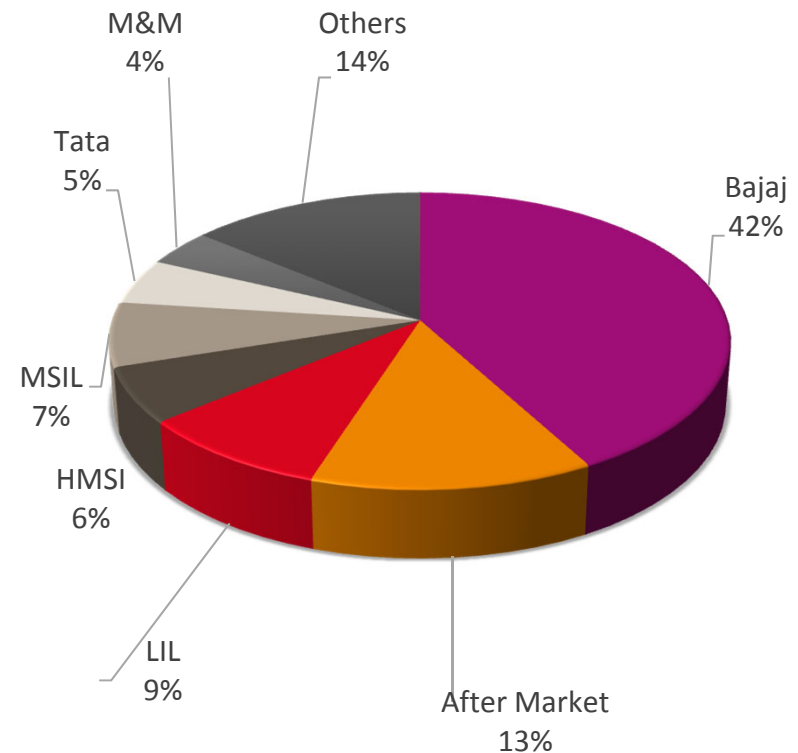
Customer wise – Revenue Q1FY22



Customer wise FY21
(Rs. 1,108 Crores)



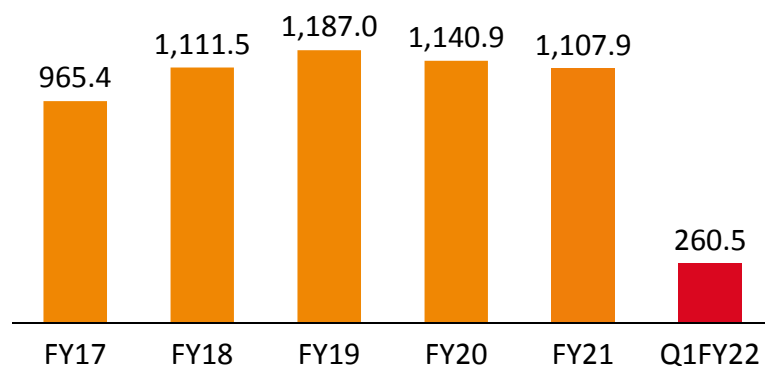
Customer wise Q1 FY22
(Rs. 260 Crores)



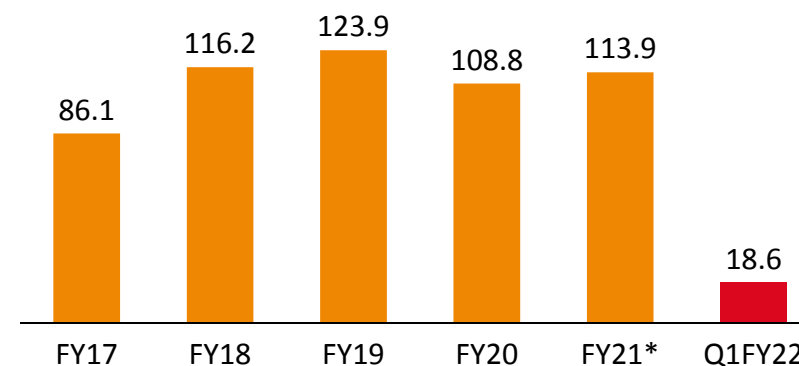
Strong historical financial performance



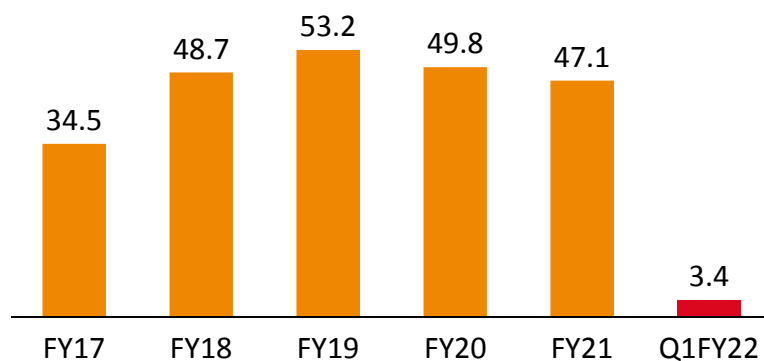
Revenue



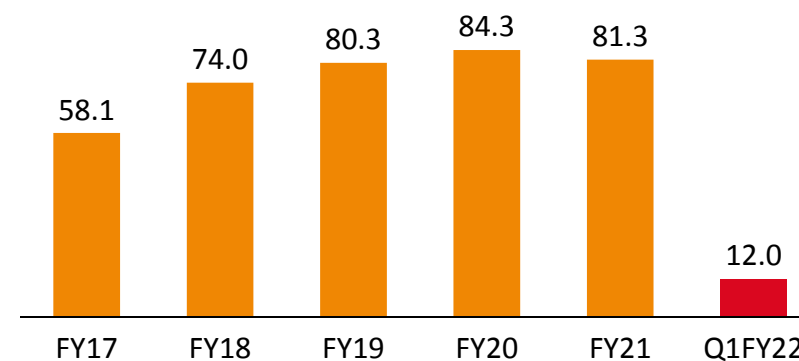
EBITDA^



PAT After MI



Cash PAT



Consolidated

Rs. Crores

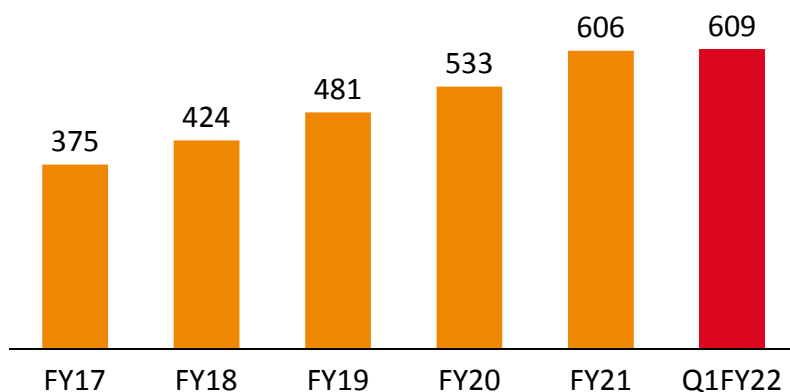
^EBITDA includes share of profits from JV's & other income

* FY21 EBITDA: Excluding gain on sale of property – Rs. 2.22 crores excluded from Other Income

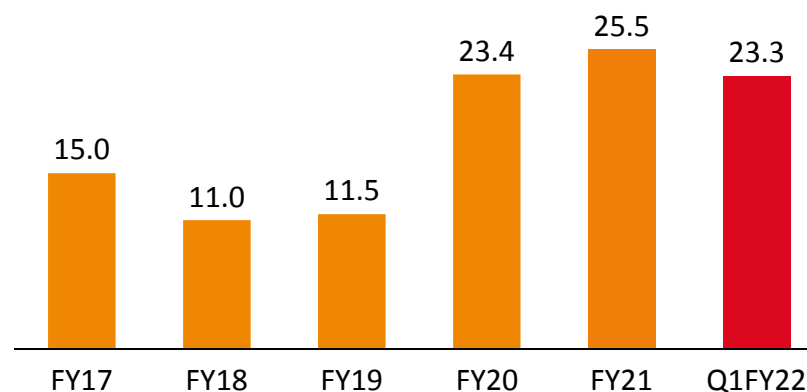
Expansion funded through Internal Accruals



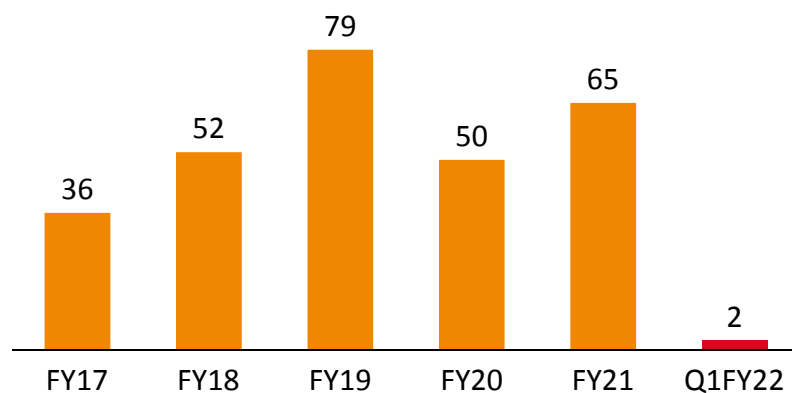
Gross Block



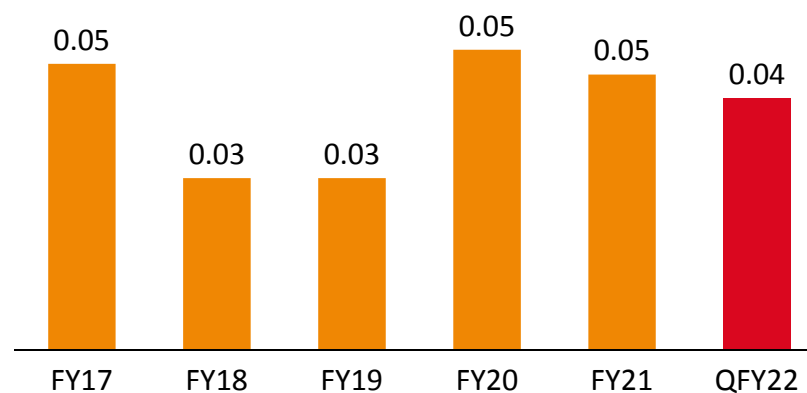
Long Term Loan



Capex



Long Term Debt / Equity



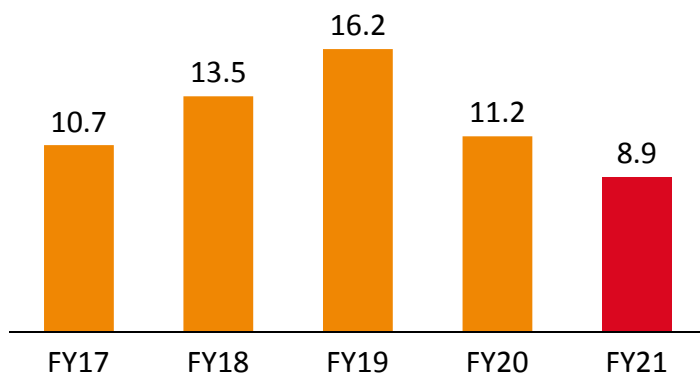
Consolidated

Rs. Crores

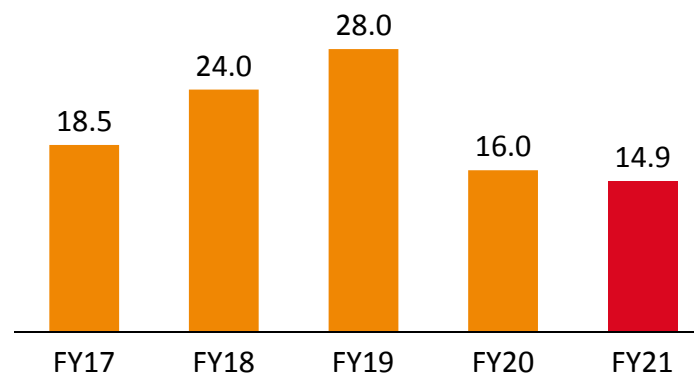
Return Ratios



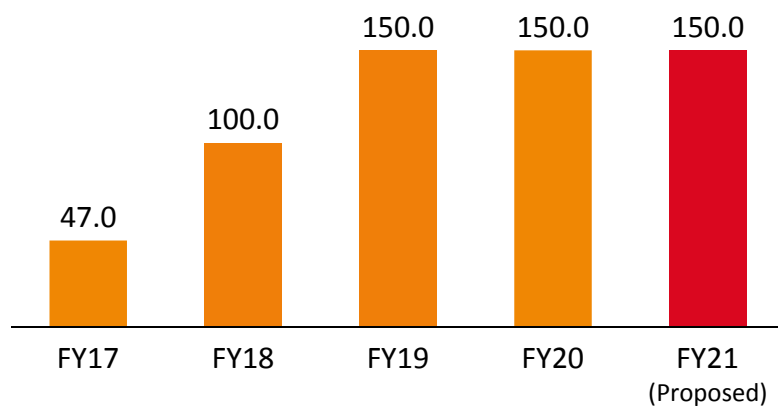
ROE (%)



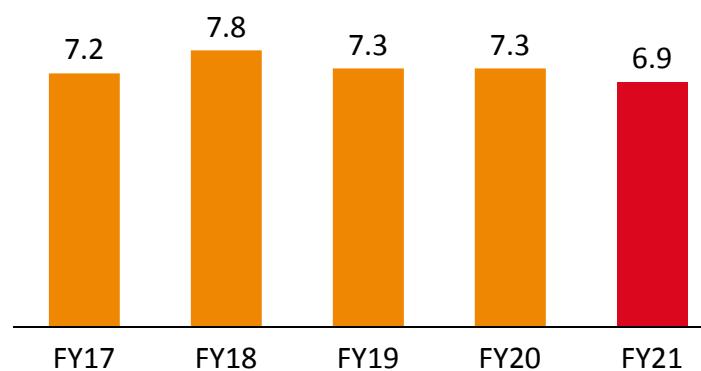
ROCE (%)



Dividend (% of Face Value)



EPS^ (in Rs.)



Consolidated

^ 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

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Revenue	260.5	71.0	267%	388.0	-33%	1,107.9
Raw Material Consumption	176.0	48.0		264.1		750.7
Employee Expenses	36.9	22.5		40.3		132.4
Other Expenses	31.4	13.0		40.8		126.8
Other Income	2.8	4.0		4.0		18.2*
Profit of JV	-0.3	0.04		-0.1		-0.1
EBITDA	18.6	-8.4	321%	46.6	-60%	116.1
EBITDA %	7.2%	-11.9%		12.0%		10.5%
Depreciation	8.5	7.8		9.2		34.2
Finance Cost	2.3	3.2		2.0		9.8
Profit Before Tax Before Excpetional Items	7.8	-19.5	140%	35.5	-78%	72.1
Exceptional Item Gain/(Loss)	0.0	0.0		-0.6		-0.6
Profit Before Tax	7.8	-19.5	140%	34.8	-78%	71.5
Tax	2.9	-4.6		9.9		20.3
Profit After Tax (Before Minority Interest)	4.9	-14.8	133%	24.9	-80%	51.2
Minority Interest	1.5	-2.5		3.9		4.0
Profit After Tax	3.4	-12.3	128%	21.0	-84%	47.1
PAT Margin	1.3%	-17.3%		5.4%		4.3%
EPS	0.50	-1.81		3.08		6.91

*FY21 EBITDA includes gain on sale of property – Rs. 2.22 crores (part of Other income)

Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-21	Mar-20
Non-current assets		
Property, plant and equipment	331.54	307.42
Capital work-in-progress	9.33	20.74
Investment Property	17.59	18.16
Right-to-use asset	28.10	27.34
Goodwill	0.17	0.17
Other Intangible assets	3.33	1.95
Investment in Jointly controlled Entities	1.02	0.75
Financial assets		
Investments	89.40	50.14
Loans	6.23	5.81
Others	-	1.50
Income Tax Assets	0.46	3.22
Other non-current assets	15.67	16.60
Deferred Tax Assets (net)	0.09	1.00
Assets held for Sale	0.00	0.00
Sub-total - Non-Current Assets	502.93	454.80
Current assets		
Inventories	83.59	64.43
Financial assets		
Loans	0.60	0.81
Investments	40.35	11.31
Trade receivables	222.98	192.77
Cash and cash equivalents	16.66	36.96
Bank balances other than Cash	81.30	66.66
Other Financial Assets	12.68	1.95
Other current assets	28.57	27.94
Assets held for Sale	-	3.66
Sub-total - Current Assets	486.73	406.49
TOTAL - ASSETS	989.66	861.29

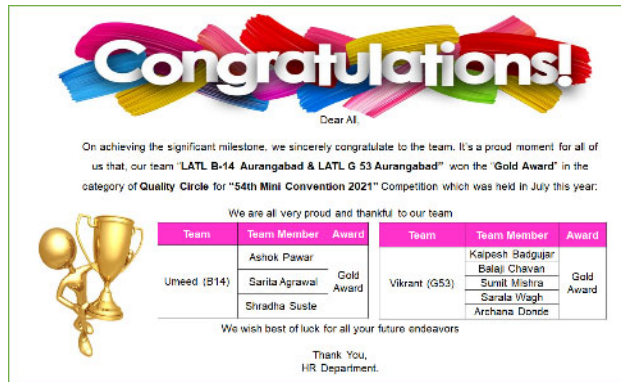
EQUITY & LIABILITIES	Mar-21	Mar-20
Equity		
Equity Share capital	13.63	13.63
Non Controlling Interest	40.37	42.14
Other equity	517.09	432.53
Sub-total - Shareholders' funds	571.09	488.30
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	5.52	16.76
Provisions	6.31	5.46
Other Non Current Liabilities	18.68	21.35
Deferred tax liabilities (net)	14.06	13.72
Sub-total - Non-current liabilities	44.57	57.30
Current liabilities		
Financial liabilities		
Borrowings	46.84	71.52
Trade payables	204.79	157.39
Other financial liabilities	52.57	39.16
Provisions	15.44	11.88
Other current liabilities	51.69	35.74
Current tax liabilities	2.67	0.00
Sub-total - Current liabilities	374.00	315.70
TOTAL - EQUITY AND LIABILITIES	989.66	861.29



Awards & Recognitions



Awards & Recognition



Aurangabad plant won the Gold Award in the category of Quality Circle at the 54th Mini Convention 2021 organised by QCFC in July 2021.



Chinchwad plant won the Gold Award in the category of Quality Circle at the 54th Mini Convention 2021 organised by QCFC in July 2021.



Aurangabad plant bagged the 2nd Position under Productivity Category at the 16th Quality Circle Competition (Virtual) organised by ACMA Western Region in July 2021.

Awards & Recognition



Aurangabad plant won the Silver Recognition Award in the category - Manufacturing Sector Tier I - Productivity Improvement for the Project - Output / Man improvement in Swing Arm pipe through low cost automation at the 5th CII National Competition on Low Cost Automation held in February 2021.



Lumax Mettallics Private Limited, Pune won the Gold Award in the category Excellence in HSE – Small at the ACMA Excellence Awards 2020 in February 2021.



Bengaluru plant won JIPM-TPM award for excellence in Category A for the year 2019

Awards & Recognition



Toyota Kirloskar Motor Pvt Ltd. recognised the efforts and commitment of Lumax Mannoh Allied Technologies Limited towards providing timely and quality delivery to Toyota in 2020.



Pantnagar plant won the Silver Award in Excellence in HSE (Health, Safety and Environment) - Very Large Category at ACMA Technology Summit & Awards in November, 2019.



Lumax Mannoh Allied Technologies Limited, Manesar won the Bronze Award in Excellence in HR at the ACMA Technology Summit & Awards in November, 2019.

Awards & Recognition



Lumax Mannoh Allied Technologies Limited, Manesar bagged Silver Award at ICQCC 2019 held at Tokyo, Japan in September, 2019. A total of 368 teams from 13 countries participated in the global Quality Control Circles competition.



Lumax Mannoh Allied Technologies Limited awarded for Improvement in Quality Performance by Maruti Suzuki India Limited in May, 2019



Lumax Cornaglia Auto Technologies Pvt. Ltd. was awarded the Silver Award in Manufacturing Excellence (Medium Category) and Lumax Auto Technologies Limited, Pantnagar was awarded the Silver Award in Manufacturing Excellence (Large Category) by ACMA in 2019

Awards & Recognition



Lumax Mettalics Pvt Ltd won the Gold Award in Excellence in HSE (Health, Safety & Environment) - Small Category at the ACMA Technology Summit & Awards in November, 2019.



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

Awards & Recognition

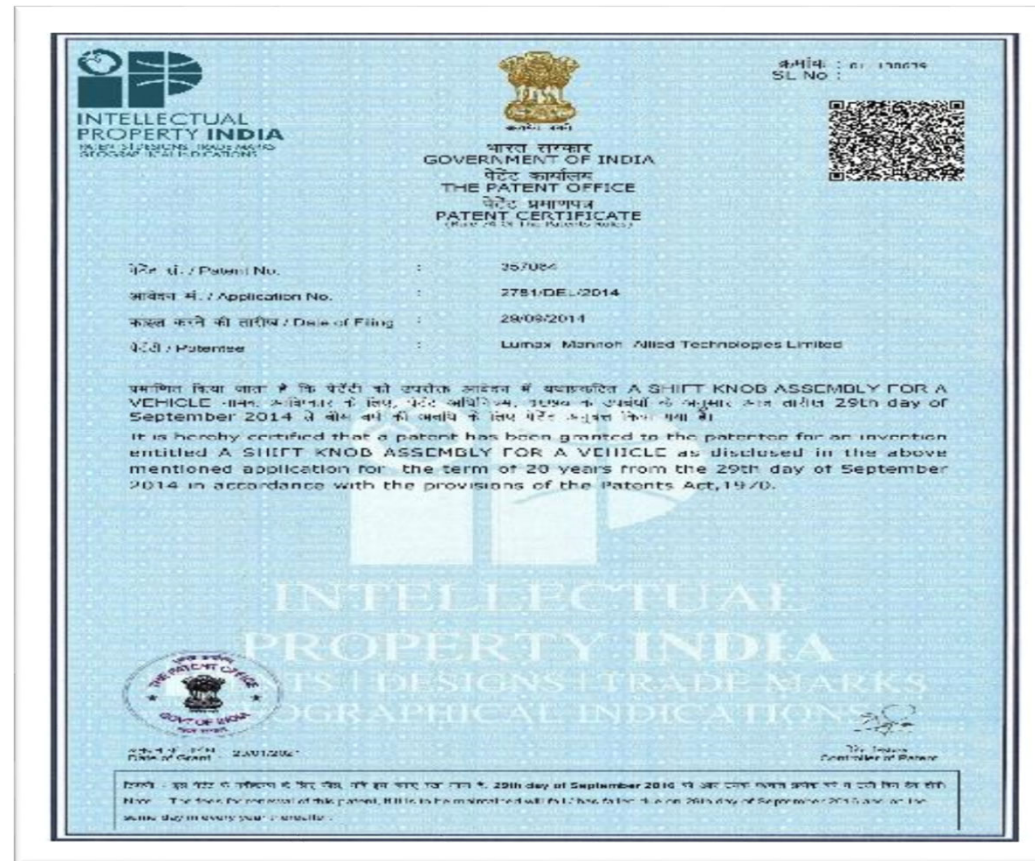


Won the prestigious Gold award for Top 100 best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2018-19



Won the prestigious Platinum award for best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2019-20

Awards & Recognition



Lumax Mannoh Allied Technologies Ltd. received first ever Patent registration from the Government of India for invention in “Shift Knob Assembly” in January 21

State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities



CSR Initiatives



Education

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

Health



For further information, please contact:

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