

LIL:CS:IP:2024-25

Date: 26.05.2024

BSE Limited Listing & Compliance Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001	National Stock Exchange of India Limited Listing & Compliance Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400051
Security Code : 517206	Symbol: LUMAXIND

Subject: Investor Presentation for the 4th Quarter and Year ended March 31, 2024.

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4th Quarter and Year ended March 31, 2024.

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

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX INDUSTRIES LIMITED

RAAJESH KUMAR GUPTA
EXECUTIVE DIRECTOR AND COMPANY SECRETARY
ICSI M. NO. A-8709

Encl: As Stated above

Lumax Industries Limited
Plot No. -878, Udyog Vihar
Phase-V, Gurugram - 122016
Haryana, India

T +91 124 4760000
E lil.ho@lumaxmail.com

www.lumaxworld.in

Lumax Industries Limited - REGD. OFFICE : 2nd Floor, Harbans Bhawan-II, Commercial Complex, Nangal Raya, New Delhi - 110046
T - +91 11 4985 7832, E - cao@lumaxmail.com



Investor Presentation – Q4 & FY2024

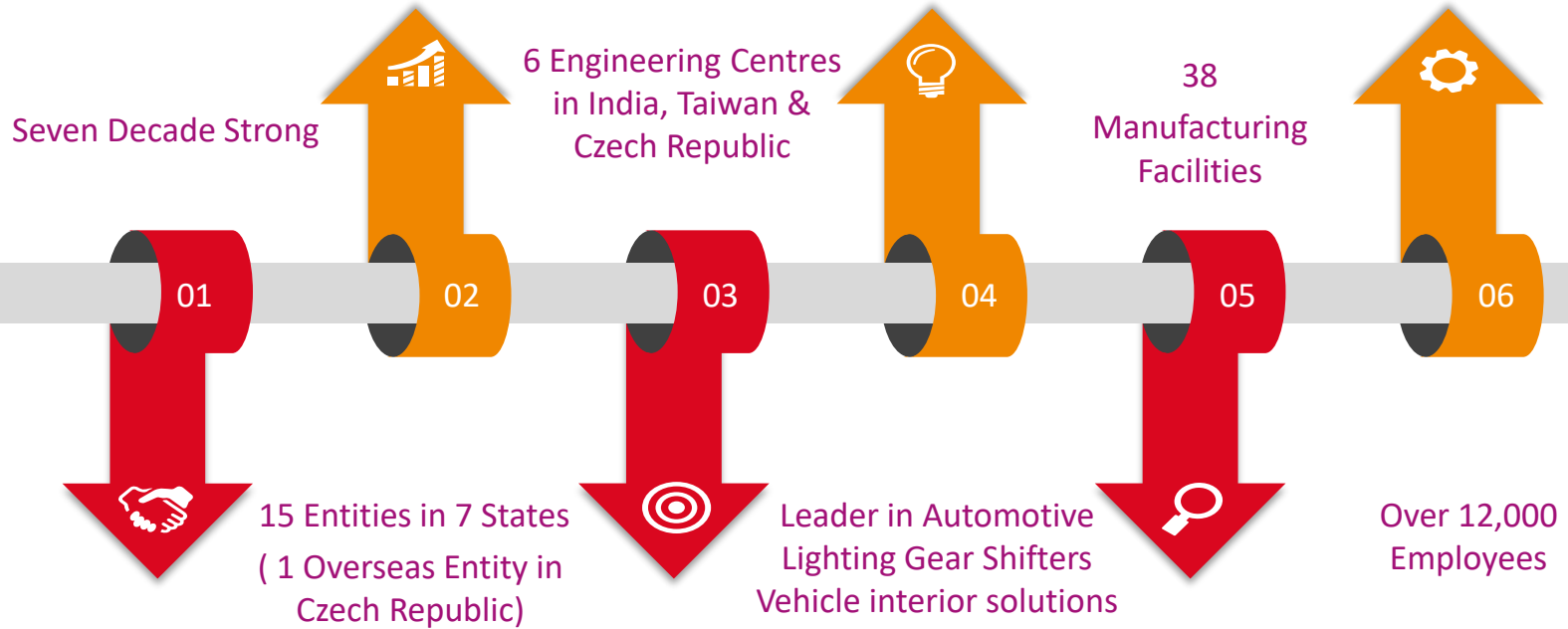
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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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Lumax-DK Jain Group





Lumax Industries Limited

Products & Services

End-to-end Automotive
Lighting Solutions

HVAC Panels and other
electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea

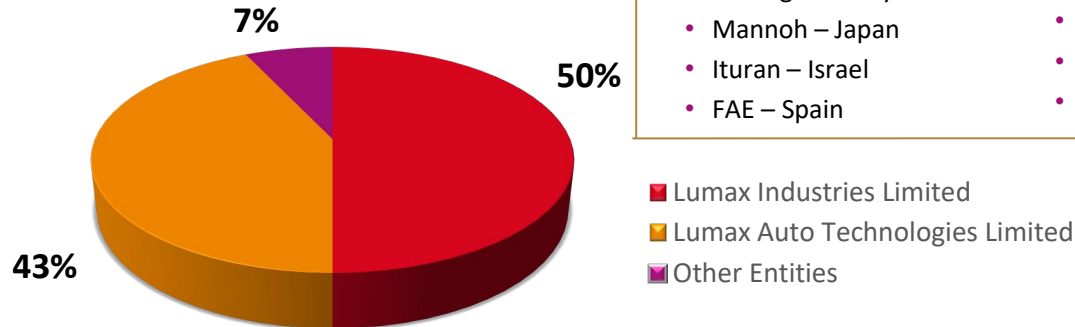
Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis, 2/3-wheeler Lighting, Gear Shifters, Transmission Products, Emission Systems, Transmission Products, Seat Structures, Telematics Products and Services, Oxygen Sensors, On-board Antennas, Electric devices and components, Aftermarket solutions and Vehicle Interior Systems & Components.

Partnerships

- Cornaglia – Italy
- Mannoh – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan
- Alps Alpine – Japan
- IAC - USA



FY23 Group Revenue – Rs. 4,438 Crs

We deliver **PRIDE** and
PROGRESS with
POSITIVITY



**Our
Group
Purpose**

Respect
Integrity
Passion
Excellence



**Our
Values**

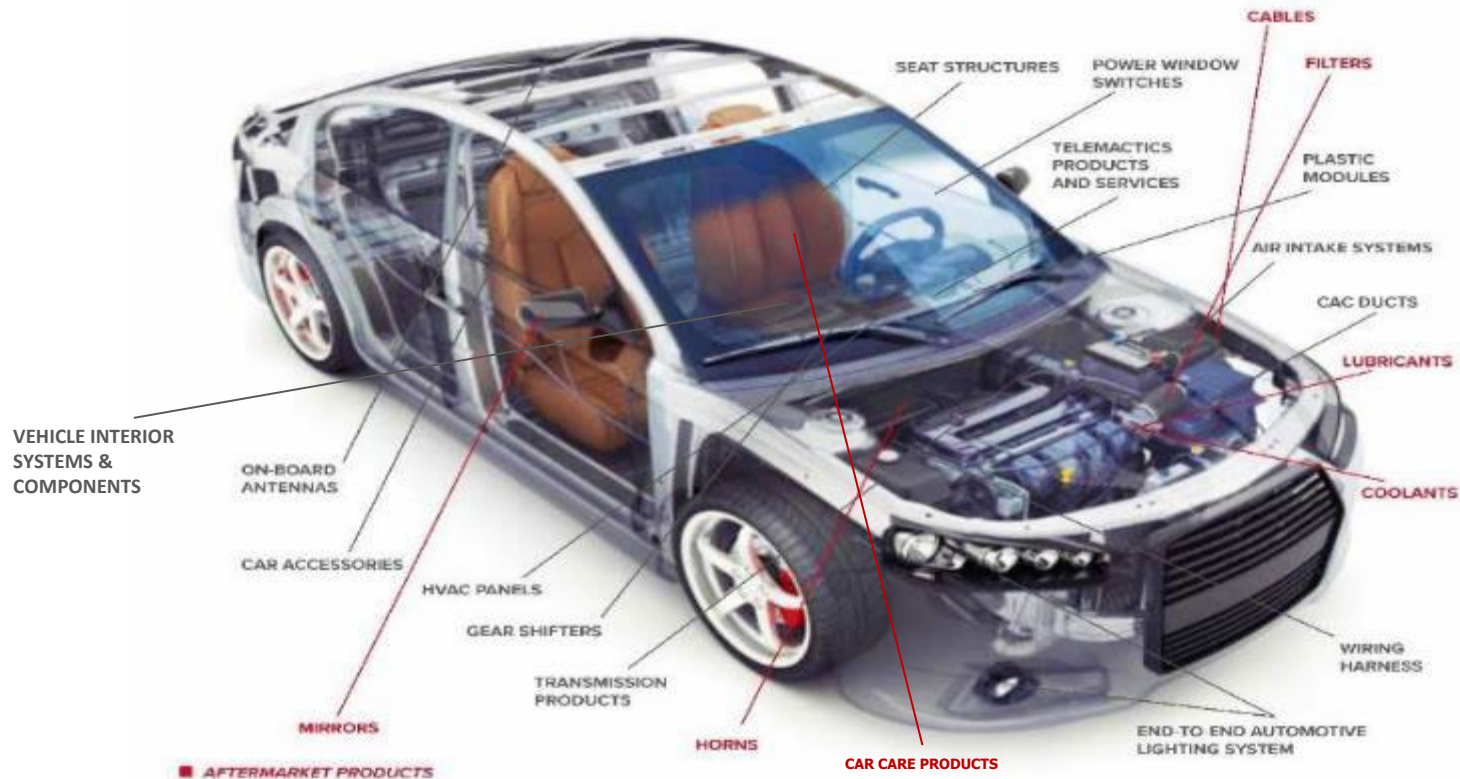
Building an **ADMIRABLE**
HIGH PERFORMANCE
Global Organisation in
whom all stakeholders
have **ABSOLUTE TRUST**

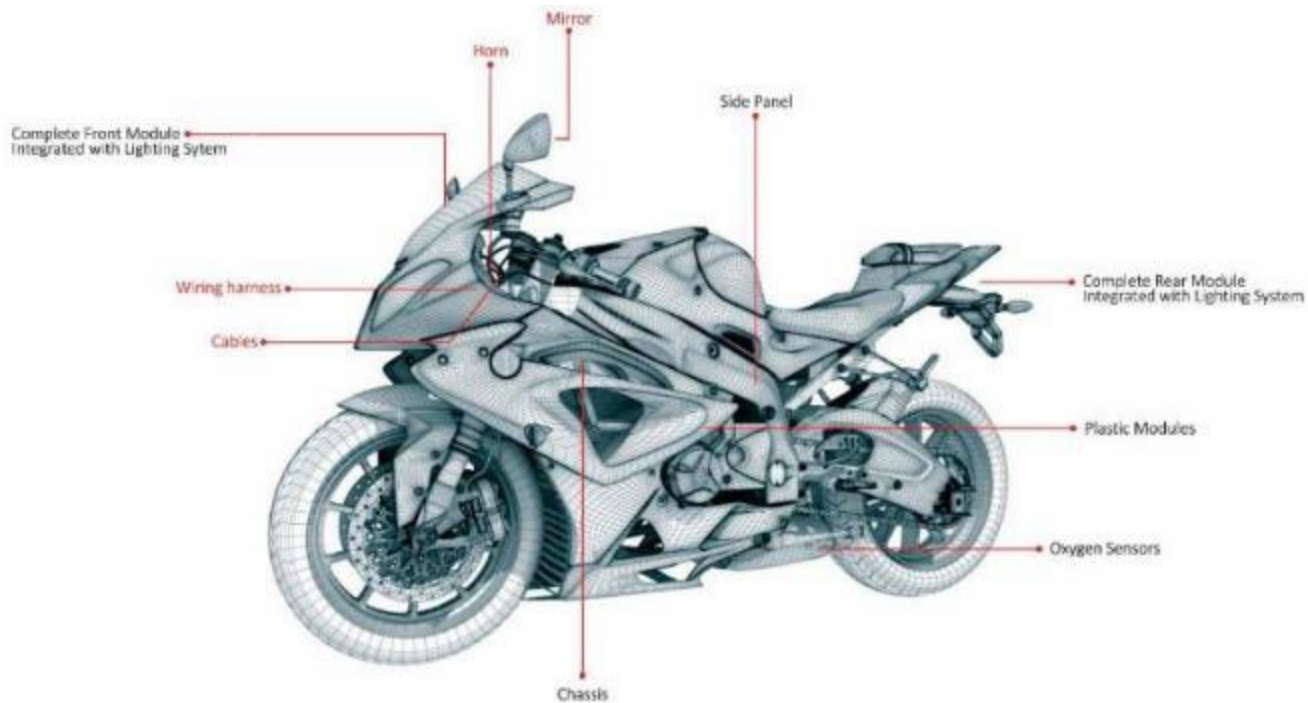


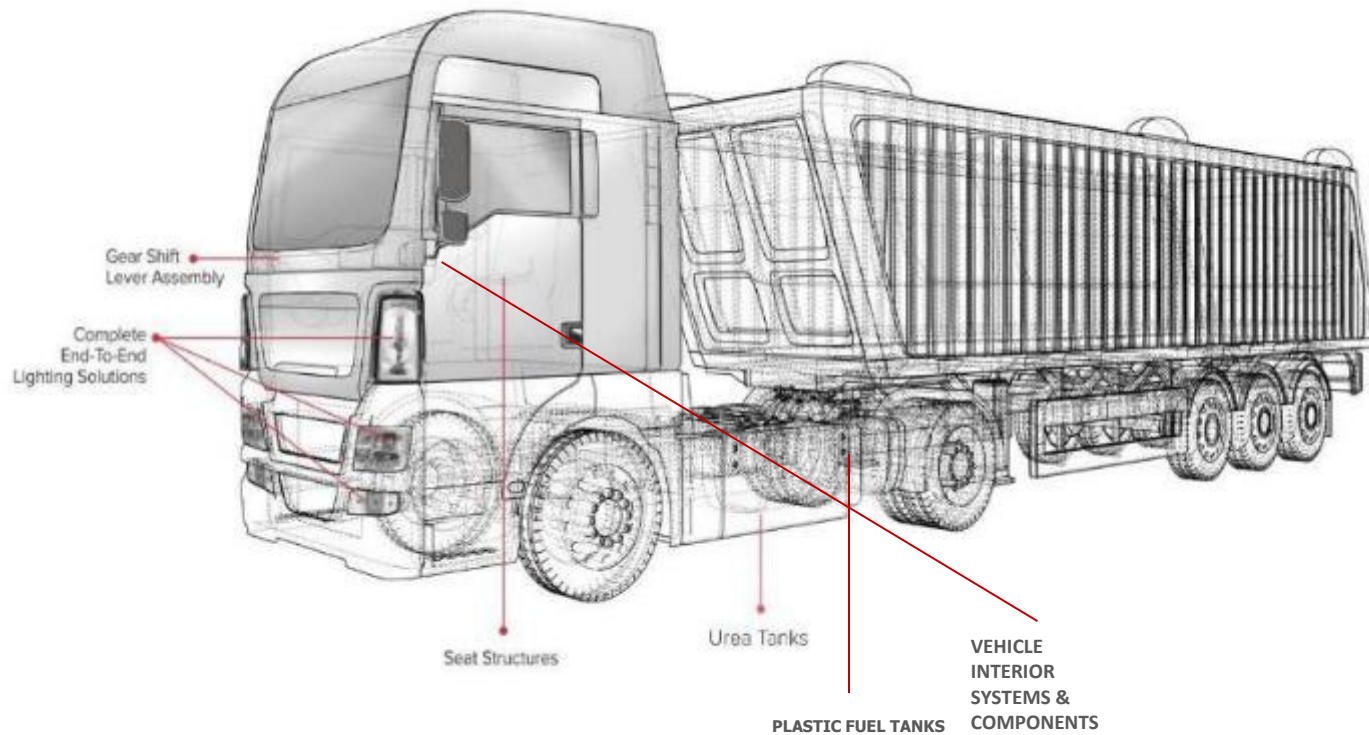
**Our
Vision**

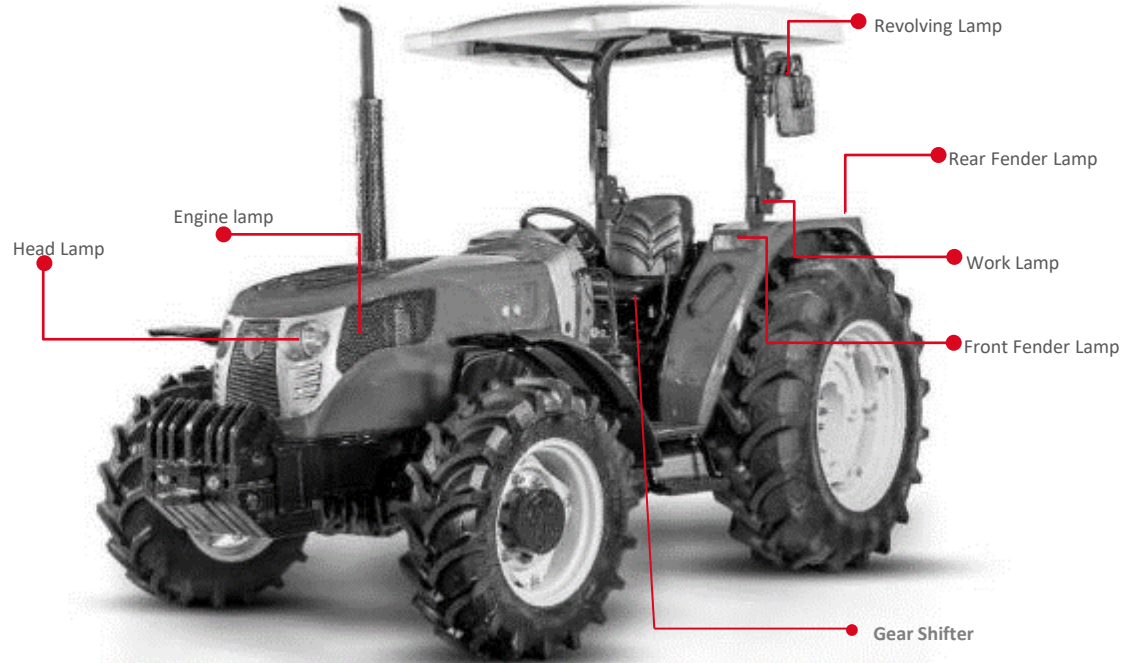


Diversified Product Range – 4-wheelers

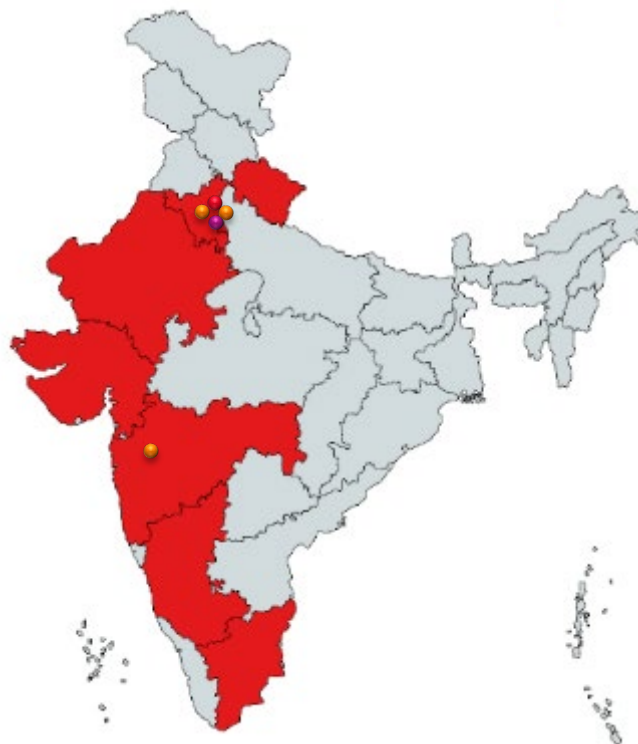








38 Locations close to Customers



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

38 Plants in 7 States

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

State	Plant	#
Haryana	Bawal	2
	Dharuhera	1
	Gurugram	4
	Manesar	4
Maharashtra	Pune	10
	Waluj	2
	Nashik	1
Karnataka	Bengaluru	4
Gujarat	Sanand & Mehsana	3
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Rajasthan	Bhiwadi	1
Total		38

Fostering Partnerships to Deliver Excellence



Japan

Relationship Since 1984
JV for lighting, HVAC panels and other electronics
37.5% in Lumax Industries Ltd.



Korea

Relationship Since 1997
JV for lighting and other automotive parts
78.72% in SL Lumax Ltd.



Italy

Relationship Since 2007
JV for emission systems
50% in Lumax Cornaglia Auto Technologies Pvt. Ltd.



Japan

Relationship Since 2008
JV for gear shifters
45% in Lumax Mannoh Allied Technologies Ltd.



Israel

Relationship Since 2017
JV for sale of telematics products and services
50% in Lumax Ituran Telematics Pvt. Ltd.



Spain

Relationship Since 2017
JV for oxygen sensors
16% in Lumax FAE Technologies Pvt. Ltd.



Germany

Relationship Since 2019
JV for manufacture and supply of transmission products
50% in Lumax Jopp Allied Technologies Ltd.



Japan

Relationship Since 2020
JV for manufacture and supply of antennas & other vehicle communication products
50% in Lumax Yokowo Technologies Pvt. Ltd.



Japan

Relationship Since 2021
JV for manufacture and supply of electric devices and components
50% in Lumax Alps Alpine India Pvt. Ltd.



Japan

Relationship Since 2022
TA for Kinematic Components



USA

Relationship Since 2023
Partnership for Vehicle Interior Systems & Components
75% in IAC India

Two Wheeler



Tier 1



Four Wheeler



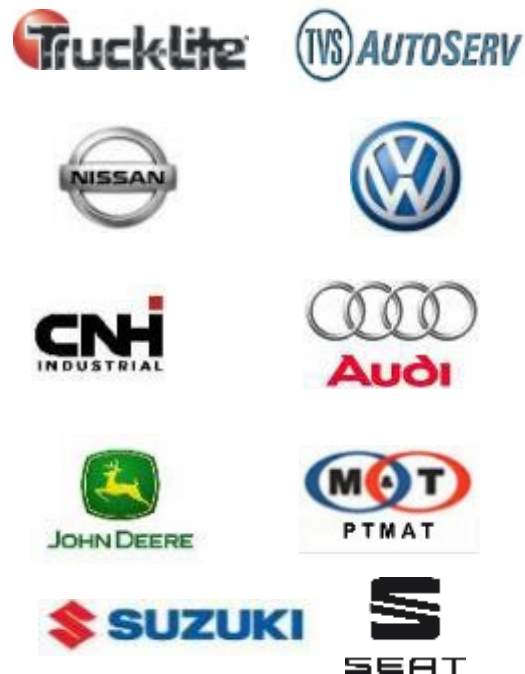
Commercial Vehicle



Tractor/FES



Export



... Strong After Market Exports Presence



Lumax Industries Limited

Leading the evolution in Automotive Lighting



1945: Founded a partnership firm 'Globe Auto Industries' as a Trading concern

1956-57: Set-up dedicated unit for Automotive Lighting Equipment in Delhi

1977-79: Setup manufacturing units in Faridabad, Haryana and Pune, Maharashtra

1981: Lumax Industries Pvt Limited established after taking over partnership firm Globe Auto Industries

1984: TA signed with Stanley, Japan for Lighting Equipment

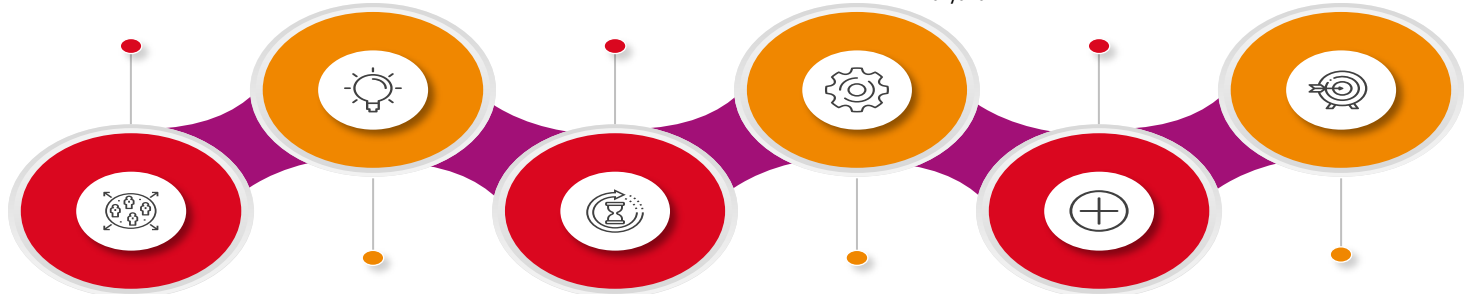
1985: Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

1994: Equity participation of Stanley, Japan in Lumax Industries Limited

Manufacturing unit setup in Aurangabad, Maharashtra

1997: Joint Venture agreement with SL Lumax Limited.

1998: Set-up manufacturing unit at Dharuhera, Haryana



2003: Demerger Lumax Industries

2005: Setup manufacturing unit in Chakan, Maharashtra

2008: Setup manufacturing plant in Pantnagar, Uttarakhand & expansion of Dharuhera and Chakan plants. Also setup a R&D centre at Gurugram

2010: Setup a manufacturing plant in Haridwar, Uttarakhand

2011: Setup manufacturing plants in Bawal, Haryana; Sanand, Gujarat & Bidadi, Karnataka. Also setup a R&D centre at Pune

2016: Opening of **Design Centre** in Taiwan

2017: Further expansion at Sanand, Gujarat facility

2019: Commencement of Electronics Facility at Manesar

2020: Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

2020: Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

2021: Opening of Design office in Czech Republic

2022: Start of Commercial Production at Bawal (New Electronics Facility) & at new Sanand plant, Gujarat

Opening of Lumax European Technical Centre (LETC) in Czech Republic as 100% subsidiary

2023 : Start of Commercial Production at new Chakan plant, Maharashtra

Partnerships

With four decades of partnership with Stanley, Japan, the only global auto lighting company to manufacture LED worldwide, having presence in Japan, America, China, Asia Pacific and Europe

Technology Expertise

State-of-the-art facilities allows us to benchmark our products

Financial Stability

Consistent financial performance with improving return ratios

Market Leaders

Leadership in Lighting



Experience

Over 7 decades of OEM relationships

Product Portfolio

One of the few players with largest range of lighting solutions & Electronics

In-House Design

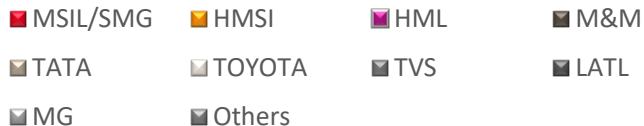
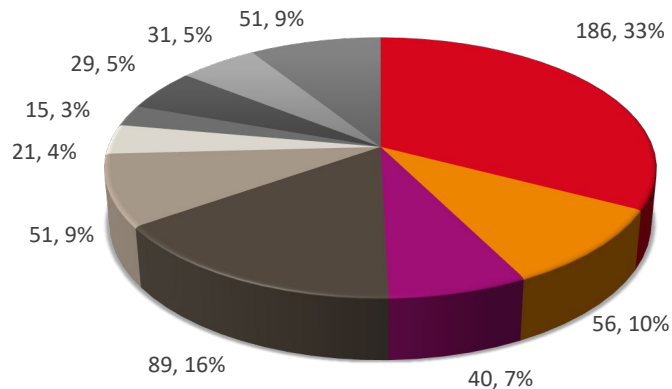
2 R&D centers & 2 Overseas Design centers to stay ahead of the curve in design trends

Proximity to Customers

12 manufacturing facilities strategically located at key automotive hubs in the country

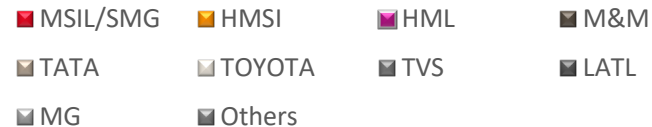
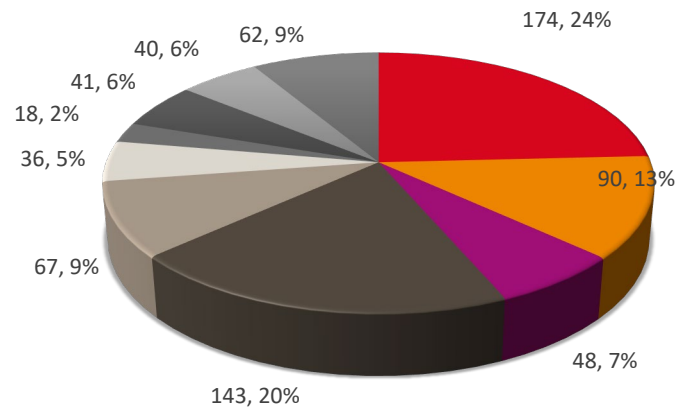
Customer wise Sales Q4FY23 (Rs. 570 Crores)*

Q4 FY23



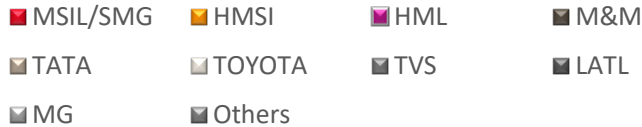
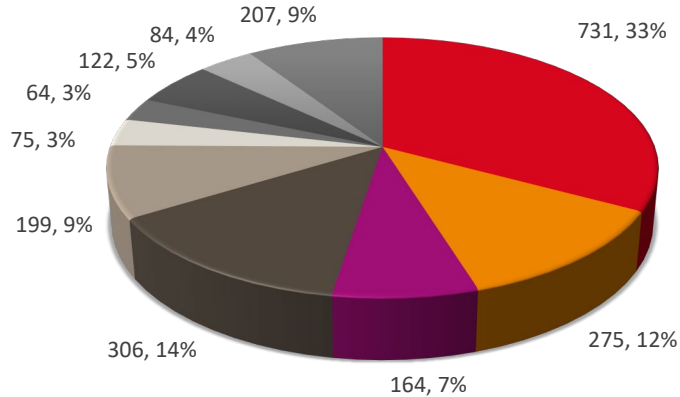
Customer wise Sales Q4FY24 (Rs. 718 Crores)*

Q4 FY24



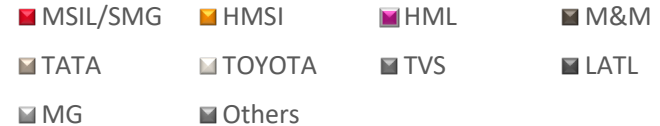
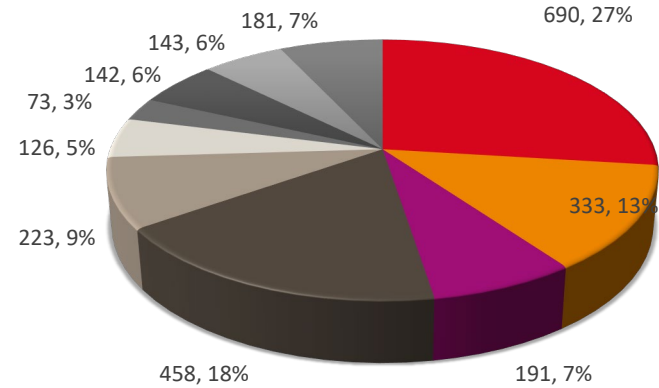
Customer wise Sales FY23 (Rs. 2,228 Crores)*

FY23



Customer wise Sales FY24 (Rs. 2,559 Crores)*

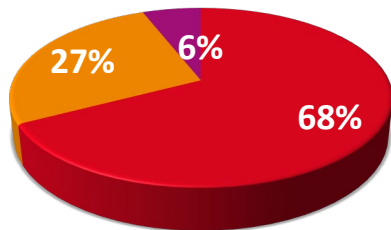
FY24



Break-up of Revenue FY24

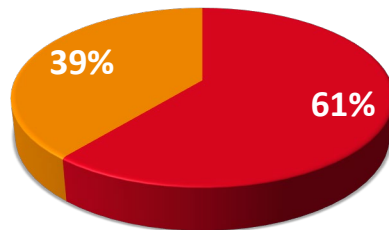
FY24

Segment Mix



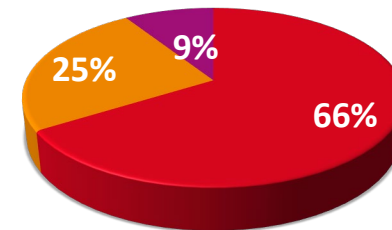
■ Passenger Vehicles ■ Two Wheelers
■ Commercial Vehicles

LED vs Conventional



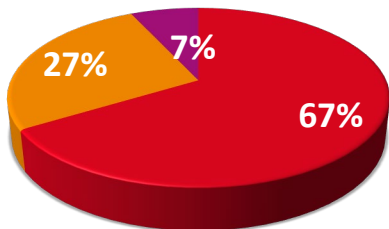
■ Conventional Light ■ LED Light

Product Mix

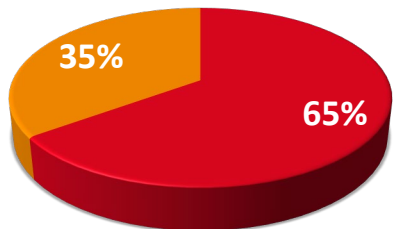


■ Front Lighting ■ Rear Lighting ■ Others

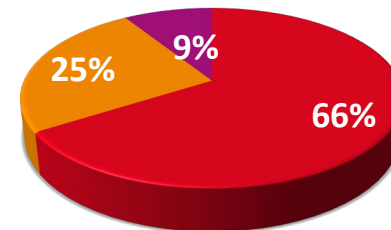
FY23



■ Passenger Vehicles ■ Two Wheelers
■ Commercial Vehicles



■ Conventional Light ■ LED Light



■ Front Lighting ■ Rear Lighting ■ Others



Established in 1997



Associate Company with 21.28% holding

In partnership with SL Corporation, Korea, a multinational automotive player with presence in Asia-Pacific, Europe & US



Plant in Sriperumbudur near Chennai



Products

Lamps

Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors
Shift Lever, Parking Brakes



FY24 Sales

Rs. 2,703 Crores



Key Customers



Four Wheeler



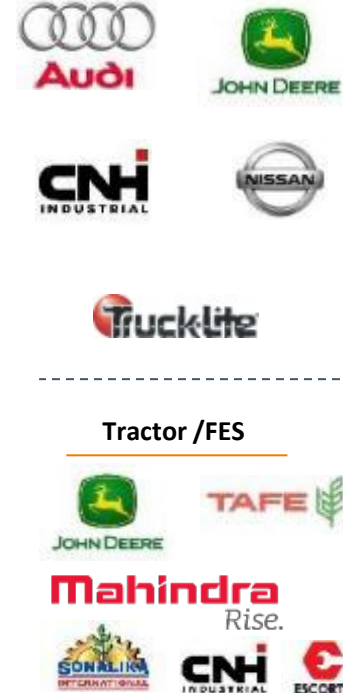
Two Wheeler



Commercial Vehicle

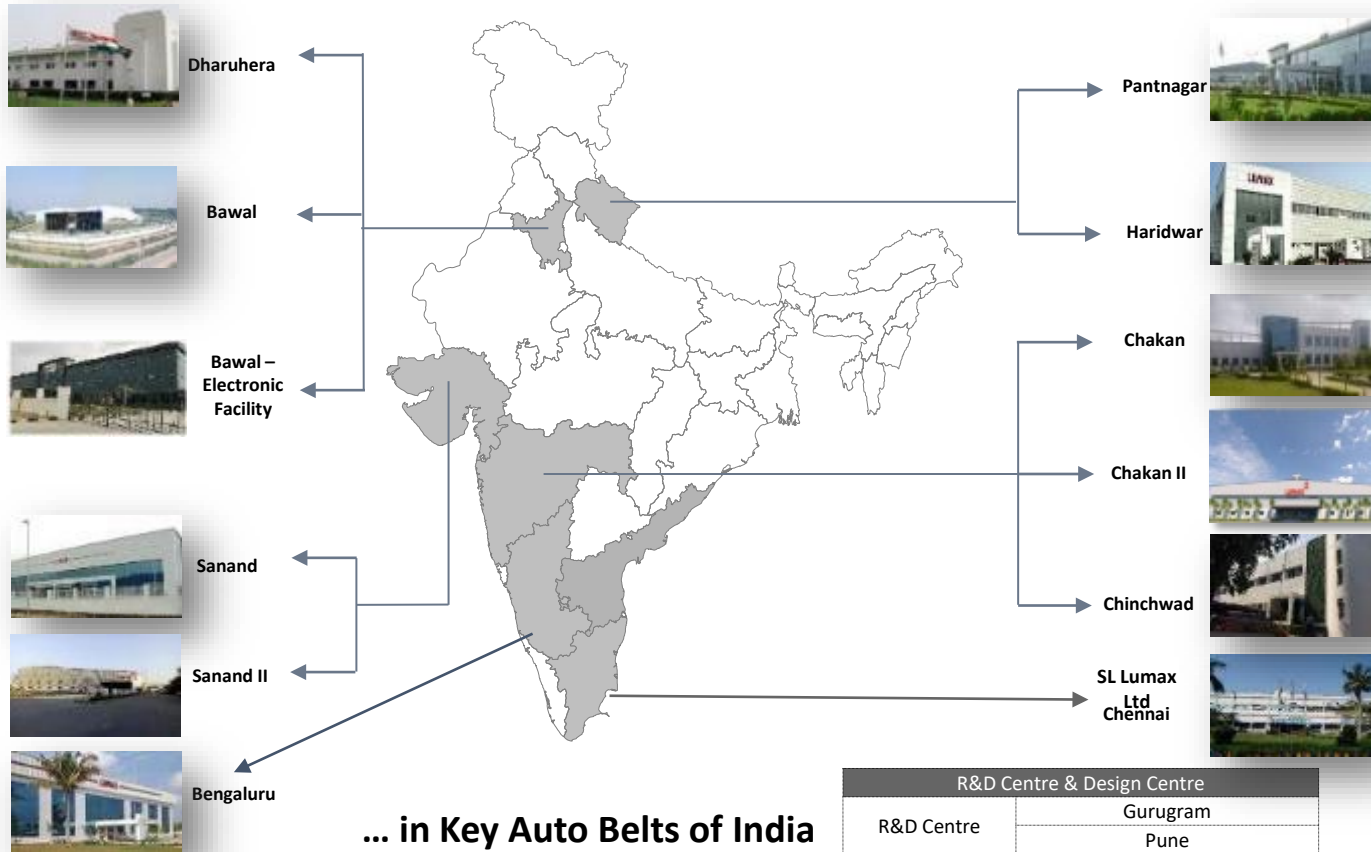


Export



... Servicing almost 90% of OE Customers in India ...

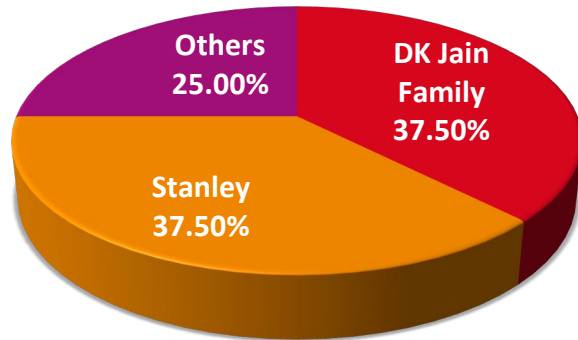
The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only



... in Key Auto Belts of India

R&D Centre & Design Centre	
R&D Centre	Gurugram
	Pune
Design Centre	Taiwan & Czech Republic

Shareholding Breakup



Stanley Electric Company Ltd

- Almost four decades of strong technical & financial collaboration with Stanley Electric Company Ltd, Japan
- A world leader in Vehicle Lighting & Illumination products for Automobiles
- The only Global Auto Lighting company to manufacture LED worldwide



Mr. Dhanesh Kumar Jain
Chairman Emeritus

- He is 81 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. Deepak Jain
Chairman & Managing Director

- He is 49 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 and has over 27 years experience
- He is Chairman - CII Northern Region, Member of Governing Council for national Automotive Board (NAB), Member of International Centre for Automotive Technology (ICAT), Member of Research Advisory Board (RAB) and Vice President of the Governing Council of Central Manufacturing technology Institute (CMTI)
- He also holds the position of Vice President of Toyota Kirloskar Supplier's Association (TKSA), Executive Council Member of Maruti Suzuki Supplier Welfare Association (MSSWA), Tata Motors Suppliers Council and Hero Supplier Council
- He is the Past President of ACMA and is member of Young President's organization and Entrepreneurs organization.



Mr. Anmol Jain
Jt. Managing Director

- He is 45 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 22 years of experience
- He is the Past President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association and Executive Council member of ACMA, also holding the co-Chairperson positions for both the Northern Region & Business Development vertical.
- 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



Mr. Tadayoshi Aoki
Senior Executive Director

- He is 57 years old & is a Mechanical Engineering from Tokoyo Denki University Japan
- He is Nominee Director of Stanley Electric Co. Limited, Japan and possesses over 30 years of rich experience in the field of Car Electronics, Engineering, Sales of car electronic parts and Sales Planning Division
- He is with Lumax since 2017



Mr. Tomohiro Kondo
Non-Executive Director

- He is 58 years old & is a university graduate
- He is Nominee Director of Stanley Electric Co. Limited, Japan and has rich experience in the automotive industry and is associated with the Stanley Group since May 2009.



Mr. Yoshitsugu Matsushita
Non-Executive Director

- He is 60 years of age & has a degree in Economics from Hosei University, Japan
- He has experience of over 35 years in the Automotive Industry
- Associated with Stanley Electric Co., Limited since 1987

...Supported by Strong Independent Directors



Mr. A P Gandhi

Age: 85 years

Mechanical Engineer

He has held top leadership positions in prestigious organisations such as President at Hyundai Motors India Limited , Chief Executive – R&D at Escorts Limited & at Telco and having over 5 decades of experience.



Mr. Rajeev Kapoor

Age: 71 years

Mechanical Engineer (hons) from NIIT, Kurukshetra

He has over 45 years of experience in Automotive, Engineering and FMCG, Corporations with specific skills in General Management, Marketing / Brand Management, Performance Analysis, HRD, Business Development, Innovation and Change Management.



Mr. Dhiraj Dhar Gupta

Age: 73 years

B.Com honours from SRCC, Delhi University

He is an Industrialist having over 3 decades of experience in Auto Component manufacturing industry.



Mr. Rattan Kapur

Age: 66 years

B.Com Graduate from Delhi University

He is an Industrialist & possesses more than 34 years of experience in Auto Component Industry. He is the Past President of ACMA & Chairman of Haryana State Council of CII.



Ms. Ritika Modi

Age: 57 years

She has an industry experience of over 28 years in the travel and airline industry. She is currently Regional President of UNIGLOBE Travel South Asia, heading the largest single brand travel franchise network in South Asia region.



Mr Vikrampati Singhania

Age: 58 years

MBA from Fuqua School of Business, Duke University, USA

He is currently MD of JK Fenner (India) & JK Agri Genetics having an experience of over 27 years in industry. He is a 4th generation industrialist from the industrial group- JK Organisation. Involved extensively in the motor sports activity of the JK Organization

Professional & Experienced Team



Mr. Raju B Ketkale
Group Head – Manufacturing &
Corporate Planning
Age: 59 years
Experience: 31 Years



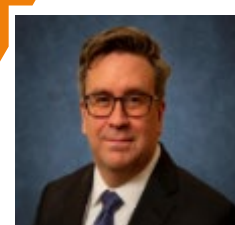
Mr. Sanjay Mehta
Group CFO
Age: 57 years
Experience: 30 Years



Mr. Vishnu Johri
CEO
Age: 58 years
Experience: over 30 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 66 years
Experience: 44 years



Mr. Todd Morgan
Chief Technology &
Innovation Officer
Age: 57 Years
Experience: 28 Years



Mr. Raajesh Kumar
Gupta
Executive Director &
Company Secretary
Age: 55 Years
Experience: 30 Years



Mr. Ravi Teltia
CFO
Age: 45 Years
Experience: over 21
Years



Mr. Abhinav Gera
Chief Human
Resource Officer
Age: 44 years
Experience: 23 Years



Mr. Sanjeev Bhati
Chief Sourcing Officer
Age: 53 years
Experience: 30 Years



Ms. Priyanka Sharma
Corporate
Communication
Age: 55 Years
Experience: 27 Years



The Path Ahead





2014-18

- Introduction of Projector Lamps with Halogen Bulbs for new vehicles launched in India by more number of OEM's as standard feature
- In 2015 more number of Head Lamps were introduced with LED's for DRL feature with usage of HID (High Intensity Discharge) Bulbs for Projector, OEMs shifted focus to LED
- Headlamps with Signature DRL's or Lighting become a styling feature and were introduced in the vehicles launched in 2016
- Later half of 2016 also witnessed the introduction of LED Projector Head Lamps thus leading to more penetration of Electronics and LED into Head Lamps
- Year 2017 witnessed the transition to manufacturing of Localized LED Head Lamp with Signature DRL and Position



2019-23

- Increasing presence of LED headlamps. LED projectors are the most desired appearance, to give a "high tech look".
- LED offers a scalable performance with high color temperature, and significantly lower power consumption compared to halogen.
- Low profile designs are now possible, giving studios unprecedented styling freedom



2024 onwards

- LED will continue to replace halogen, with some vehicle lines completely removing the halogen option.
- Also advanced functionality will become increasingly present, including AFS functionality that allow the beam to digitally adapt based on driving and road conditions based on sensors on the vehicle.
- Finally ADB (Adaptive Driving Beam) or Matrix headlamps will begin to appear in the Indian market. This technology makes use of on-board cameras to detect oncoming or following traffic to adapt the beam allowing the driver to use high beams without glaring other drivers.

Signal Lamp – Technology Evolution



2014 - 2016

- Penetration of LED's into Tail Lamps with introduction of one or more feature with LED.
- LED's adopted for giving Signature shape in the Tail Lamps
- Almost all the new models launched were having presence of LED's either for one of the functions or for Signature Lighting

2017

- Moving from just LED tail to full LED rear lamp applications allowing for compact functionality and a product that meets "life of vehicle" durability. Provides appearance that signature effects that are not possible using conventional bulb technology

2020-23

- Animated functionality including gliding/progressive turn indicator for improved safety, and welcome/goodbye sequences that provide a unique customer experience when locking and unlocking their vehicles

2022-24

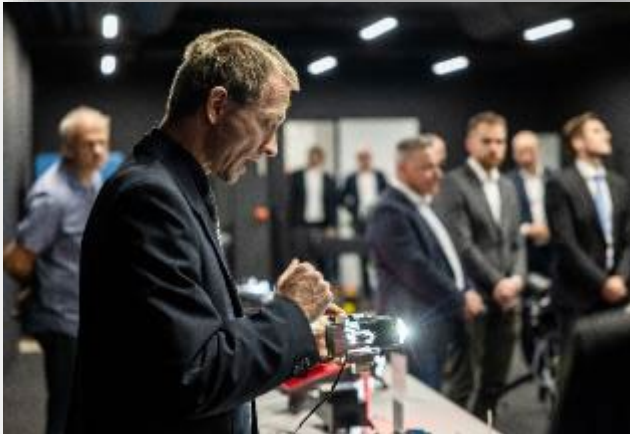
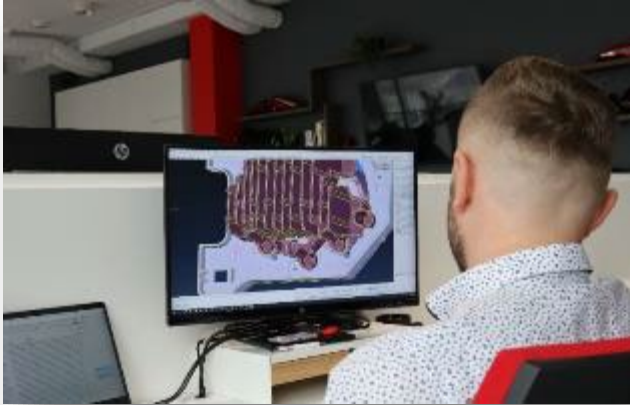
- Micro -Optics and advanced materials that provide an innovative 3D effect, or ultra-homogeneous appearance with high efficiency by utilizing precision micro-optics.
- Provides customer with creative appearance, and optimizes energy consumption

2025 & beyond

- OLED (Organic LED)... Ultra thin and homogenously lit optical elements that be pixelized, allowing for personalization, animation and communication







Financials

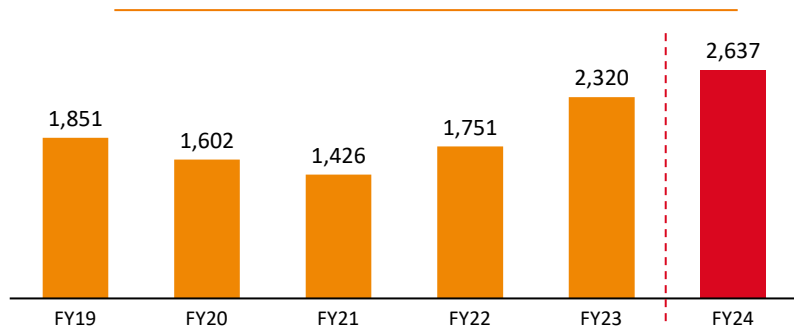


Strong Growth in Total Income with Healthy Margins

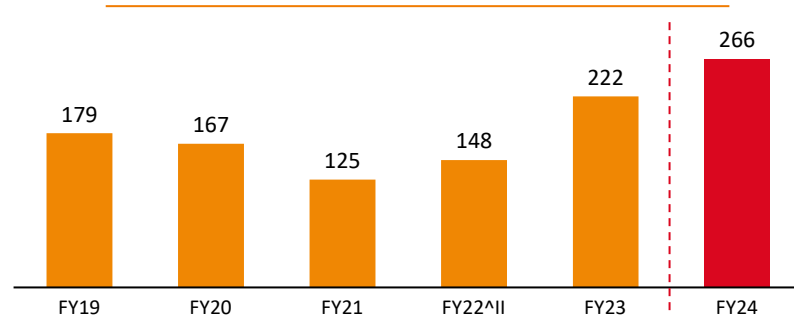


Standalone Results

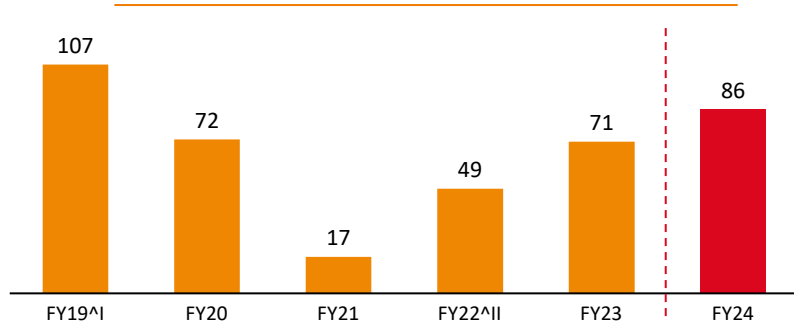
Revenue



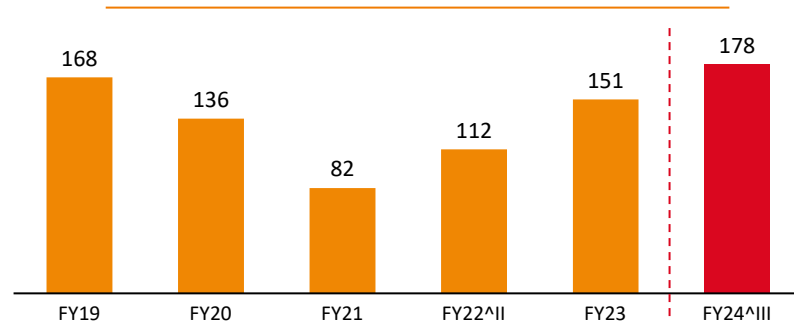
Reported EBITDA[#]



PAT



Cash PAT



Including Other Income
Rs. Crores

^I - Includes one-time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

^{II} - FY22 EBITDA & PAT is excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

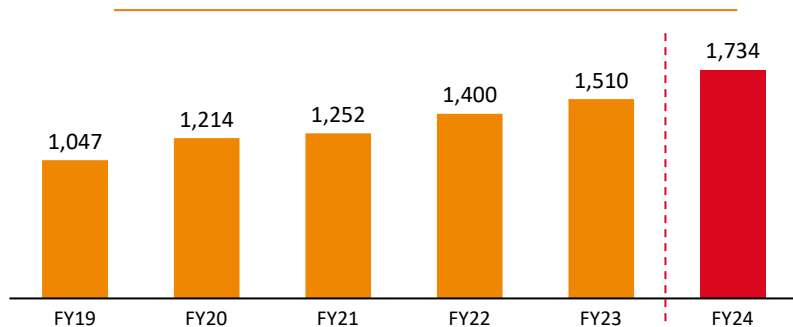
^{III} - Excluding dividend income from associate SL Lumax Rs. 26.47 crores

Expansion funded through Internal Accruals

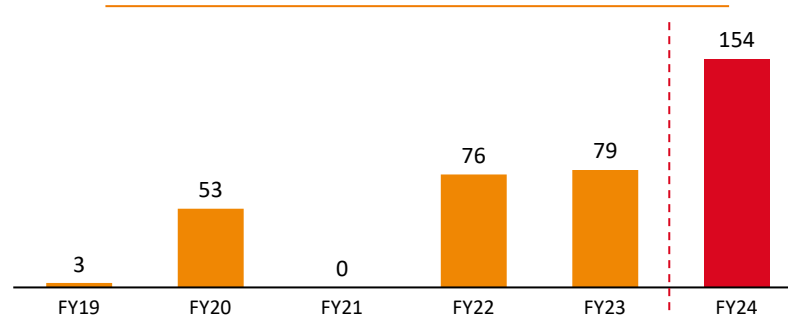


Standalone Results

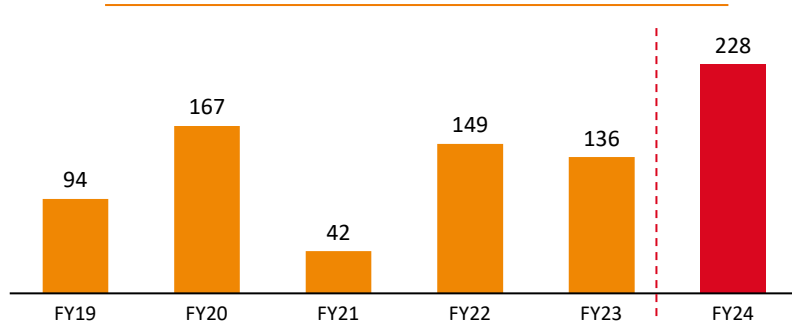
Gross Block



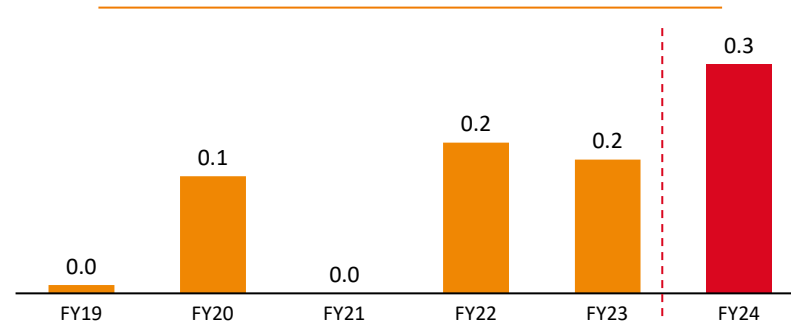
Long Term Loan



Capex

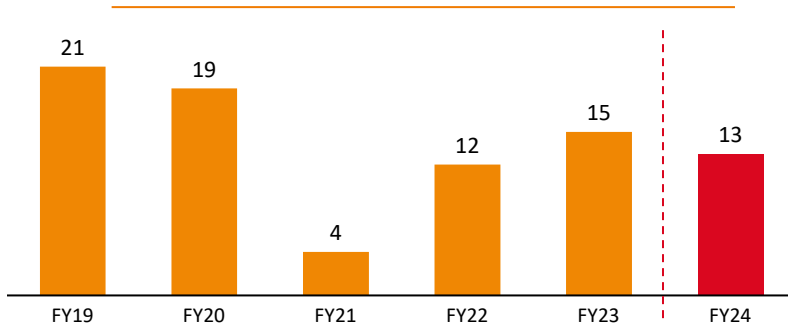


Long Term Debt / Equity

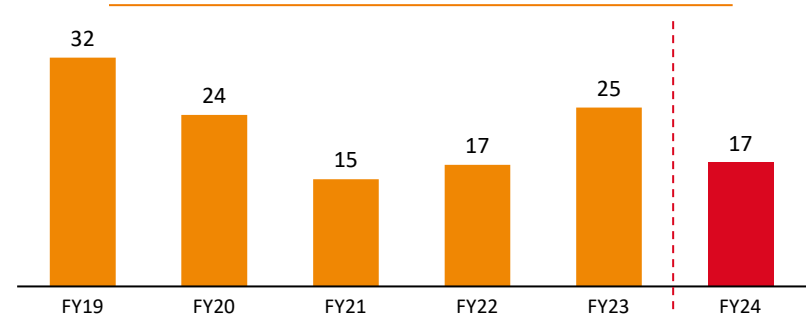


Standalone Results

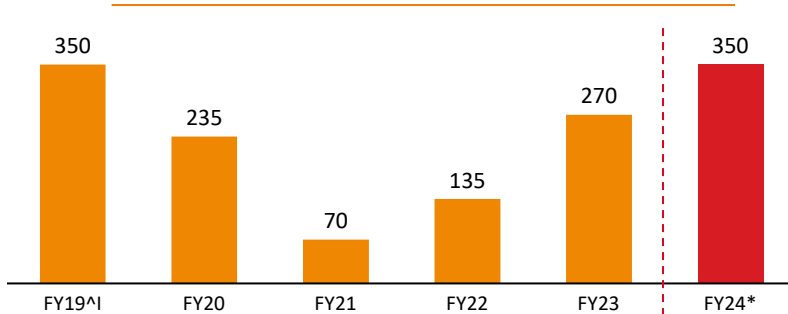
ROE (%)



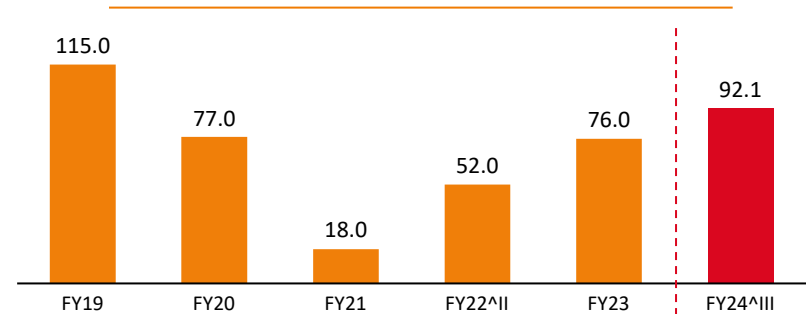
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)



^{AI} Total Dividend includes special dividend of Rs. 10/share on account of income on sale of land and building in FY19

^{AI} FY22 EPS is excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

^{AI} Excluding dividend income from associate SL Lumax Rs. 26.47 crores

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

Standalone P&L Statement

Particulars (Rs. in Crores.)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Manufacturing Revenue	718.3	569.7		623.5		2,559.3	2,228.2	
Molds Revenue	24.4	38.4		8.2		77.3	91.3	
Total Operating Revenue	742.7	608.1	22.1%	631.7	17.6%	2,636.6	2,319.5	13.7%
Other Income	5.1	4.5		28.0		37.6	14.7	
Total Income	747.8	612.6		659.7		2,674.2	2,334.2	
Raw Material Consumption	489.2	404.4		401.9		1,717.2	1,511.3	
Employee Expenses	83.5	70.8		80.5		315.0	275.8	
Other Expenses	105.2	84.8		91.6		376.3	325.1	
EBITDA	70.0	52.6	32.9%	85.7	-18.3%	265.7	222.1	19.6%
EBITDA %	9.4%	8.7%		13.6%		10.1%	9.6%	
Depreciation	26.2	21.1		23.3		91.9	79.9	
Finance Cost	14.4	8.7		12.8		47.7	29.4	
PBT before Tax, Exceptional items & share of profit/(loss) of associate	29.5	22.8	29.3%	49.5	-40.5%	126.1	112.9	11.7%
Exceptional Item Gain/(Loss)	0.0	-4.9		0.0		0.0	-5.4	
Profit before Tax & after Exceptional items & Share of Associate	29.5	17.9	64.4%	49.5	-40.5%	126.1	107.4	17.4%
Tax	10.6	8.9		13.2		40.0	36.8	
Profit After Tax	18.9	9.0	108.7%	36.4	-48.1%	86.1	70.6	21.9%
PAT Margin%	2.5%	1.5%		5.8%		3.3%	3.0%	
EPS	20.2	9.7		38.9		92.1	75.6	

Standalone Balance Sheet

ASSETS (Rs. in Crores)	Mar-24	Mar-23
Non-current assets		
Property, plant and equipment	833.5	685.9
Capital work-in-progress	177.1	43.0
Right of use assets	107.8	39.4
Investment property	0.7	0.7
Investment in Subsidiary	9.7	5.0
Goodwill	9.8	9.8
Intangible assets	6.0	7.3
Financial assets		
Investments	10.9	10.7
Loans	0.6	0.5
Others	11.1	7.4
Income Tax Assets (Net)	7.2	11.6
Other non-current assets	43.9	71.1
Sub-total - Non-Current Assets	1,218.4	892.4
Current assets		
Inventories	582.0	377.9
Financial assets		
Investments	0.5	0.3
Trade receivables	345.3	306.2
Cash and cash equivalents	31.2	7.0
Bank balances other than Cash	15.0	0.2
Loans	0.5	1.2
Others	42.8	57.7
Other current assets	182.4	85.7
Sub-total - Current Assets	1,199.5	836.1
Assets held for Sale	0.0	3.5
TOTAL - ASSETS	2,417.9	1,732.0

EQUITY & LIABILITIES	Mar-24	Mar-23
Equity		
Equity Share capital	9.3	9.3
Other equity	530.8	472.1
Sub-total - Shareholders' funds	540.2	481.4
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	153.9	61.0
Lease liability	111.7	44.5
Employee benefit Liabilities	0.6	0.7
Provisions	47.2	40.4
Deferred tax liabilities (net)	49.0	31.4
Sub-total - Non-current liabilities	362.4	178.1
Current liabilities		
Financial liabilities		
Borrowings	443.1	320.7
Lease liability	7.7	4.3
Trade payables	703.4	560.5
Other financial liabilities	175.2	99.4
Other current liabilities	179.3	81.0
Employee benefit Liabilities	5.9	6.6
Current Tax Liability	0.8	0.0
Sub-total - Current liabilities	1,515.4	1,072.5
TOTAL - EQUITY AND LIABILITIES	2,417.9	1,732.0

Standalone Cash Flow Statement

Particulars (Rs. in Crores.)	FY24	FY23
PBT	126.1	107.4
Adjustments	108.0	103.3
Operating profit before working capital changes	234.1	210.7
Changes in working capital	-85.1	-75.5
Cash generated from operations	149.0	135.2
Direct taxes paid (net of refund)	16.2	24.5
Net Cash from Operating Activities	132.9	110.7
Net Cash from Investing Activities	-245.3	-93.3
Net Cash from Financing Activities	136.6	-26.0
Net Change in cash and cash equivalents	24.2	-8.6
Opening Cash Balance	7.0	15.5
Closing Cash Balance	31.2	7.0

Consolidated P&L Statement

Particulars (Rs. in Crores.)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Manufacturing Revenue	718.3	569.7		623.5		2,559.3	2,228.2	
Molds Revenue	24.4	38.4		8.2		77.3	91.3	
Total Operating Income	742.7	608.1	22.1%	631.7	17.6%	2,636.6	2,319.5	13.7%
Other Income	5.3	4.5		1.5		11.4	14.7	
Total Income	748.0	612.6		633.2		2,648.0	2,334.2	
Raw Material Consumption	489.2	404.4		401.9		1,717.2	1,511.3	
Employee Expenses	82.2	70.8		84.2		323.5	275.8	
Other Expenses	105.4	84.0		87.3		365.5	324.9	
EBITDA	71.2	53.4	33.4%	59.8	19.2%	241.8	222.1	8.8%
EBITDA %	9.6%	8.8%		9.5%		9.2%	9.6%	
Depreciation	26.7	21.2		23.5		92.8	79.9	
Finance Cost	14.5	8.7		12.8		47.9	29.4	
PBT before Tax, Exceptional items & share of profit/(loss) of associate	30.0	23.5	27.5%	23.4	28.1%	101.1	112.9	-10.5%
Exceptional Item Gain/(Loss)	0.0	-4.9		0.0		0.0	-5.4	
Profit before Tax & after Exceptional items & Share of Associate	30.0	18.7	60.7%	23.4	28.1%	101.1	107.4	-5.9%
Profit of Associate	22.2	14.6		11.7		58.1	41.7	
Tax	16.1	12.5		9.5		48.2	46.1	
Profit After Tax	36.1	20.7	73.8%	25.6	41.0%	111.0	103.1	7.7%
PAT Margin%	4.9%	3.4%		4.0%		4.2%	4.4%	
EPS	38.58	22.2		27.4		118.9	110.3	

Consolidated Balance Sheet

ASSETS (Rs. in Crores)	Mar-24	Mar-23
Non-current assets		
Property, plant and equipment	836.1	690.3
Capital work-in-progress	177.7	43.0
Right of use assets	113.9	39.4
Investment property	0.7	0.7
Goodwill	9.8	9.8
Intangible assets	7.8	8.6
Investment in Associate	171.0	139.5
Financial assets		
Investments	7.4	7.1
Loans	0.6	0.5
Others	11.1	7.4
Income Tax Assets (Net)	7.2	11.6
Other non-current assets	44.1	71.1
Sub-total - Non-Current Assets	1,387.4	1,029.1
Current assets		
Inventories	581.5	377.9
Financial assets		
Investments	0.5	0.3
Trade receivables	347.8	306.2
Cash and cash equivalents	31.5	7.2
Bank balances other than Cash	15.0	0.2
Loans	0.5	1.2
Others	42.8	57.7
Other current assets	193.9	86.0
Sub-total - Current Assets	1,213.6	836.6
TOTAL - ASSETS	2,601.0	1,865.7

EQUITY & LIABILITIES	Mar-24	Mar-23
Equity		
Equity Share capital	9.3	9.3
Other equity	662.2	574.2
Sub-total - Shareholders' funds	671.5	583.6
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	153.9	61.0
Lease liability	117.6	44.5
Provisions	0.6	0.7
Employee benefit liabilities	47.2	40.4
Deferred tax liabilities (net)	91.3	65.7
Sub-total - Non-current liabilities	410.5	212.3
Current liabilities		
Financial liabilities		
Borrowings	443.1	320.7
Lease liability	8.0	4.3
Trade payables	698.1	557.5
Other financial liabilities	180.2	99.6
Other current liabilities	183.0	81.0
Employee benefit liabilities	5.9	6.6
Current tax liabilities (net)	0.8	0.0
Sub-total - Current liabilities	1,518.9	1,069.8
TOTAL - EQUITY AND LIABILITIES	2,601.0	1,865.7

Consolidated Cash Flow Statement

Particulars (Rs. in Crores.)	FY24	FY23
PBT	159.2	149.1
Adjustments	77.4	61.6
Operating profit before working capital changes	236.6	210.7
Changes in working capital	-88.1	-78.6
Cash generated from operations	148.4	132.2
Direct taxes paid (net of refund)	16.0	24.5
Net Cash from Operating Activities	132.4	107.7
Net Cash from Investing Activities	-244.7	-90.1
Net Cash from Financing Activities	136.7	-26.0
Net Change in cash and cash equivalents	24.4	-8.4
Opening Cash Balance	7.2	15.5
Closing Cash Balance	31.5	7.2

Awards & Recognitions





**Lumax Group at Maruti Suzuki Vendor Conference 2024
won the Supplier Collaboration Initiatives Award**



Lumax Industries limited has received the Electrical Proprietary Commodity Award at the Mahindra Supplier Excellence Awards in February 2024



Lumax Industries received the Human Resource Certificate on account of successful implementation of Fixed Term Employment at Plants in MSVC 2023 hosted by Maruti Suzuki India Ltd in May, 2023



- JIPM Award for TPM Excellence - Category A - Chakan plant, 2023
- JIPM Award for Excellence in Consistent TPM Commitment - Bengaluru plant, 2023
- JIPM Award for Excellence in Consistent TPM Commitment Pantnagar Plant, 2019
- Dharuhera Plant won JIPM-TPM award for excellence in Category A for year 2019
- JIPM-TPM Excellence Award Bengaluru Plant, 2019
- JIPM-TPM Excellence Award Bawal Plant, November 2017
- JIPM-TPM Excellence Award Pantnagar Plant, March 2014

Awards & Recognition

- Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for FY 2018-19, 2019-20, 2020-21, 2021-22 & 2022-23
- The company bagged The Gold Award at ICQCC for the fifth year in a row in FY22
- Each of our plants located at Haridwar, Bawal & Bengaluru have been accorded with this prestigious award





Social Initiatives by Lumax group towards 'Quality Education' for the society





Social Initiatives by Lumax group towards 'Good Health' for the society





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