

LIL:CS:IP:2023-24

Date: 09.08.2023

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 1st Quarter ended June 30, 2023.

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 1st Quarter ended June 30, 2023.

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. A8709

Encl: As Stated above

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Phase-V, Gurugram - 122016
Haryana, India

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

www.lumaxworld.in

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T - +91 11 4985 7832, E - cao@lumaxmail.com



Lumax Industries Limited

Investor Presentation – Q1 FY2024

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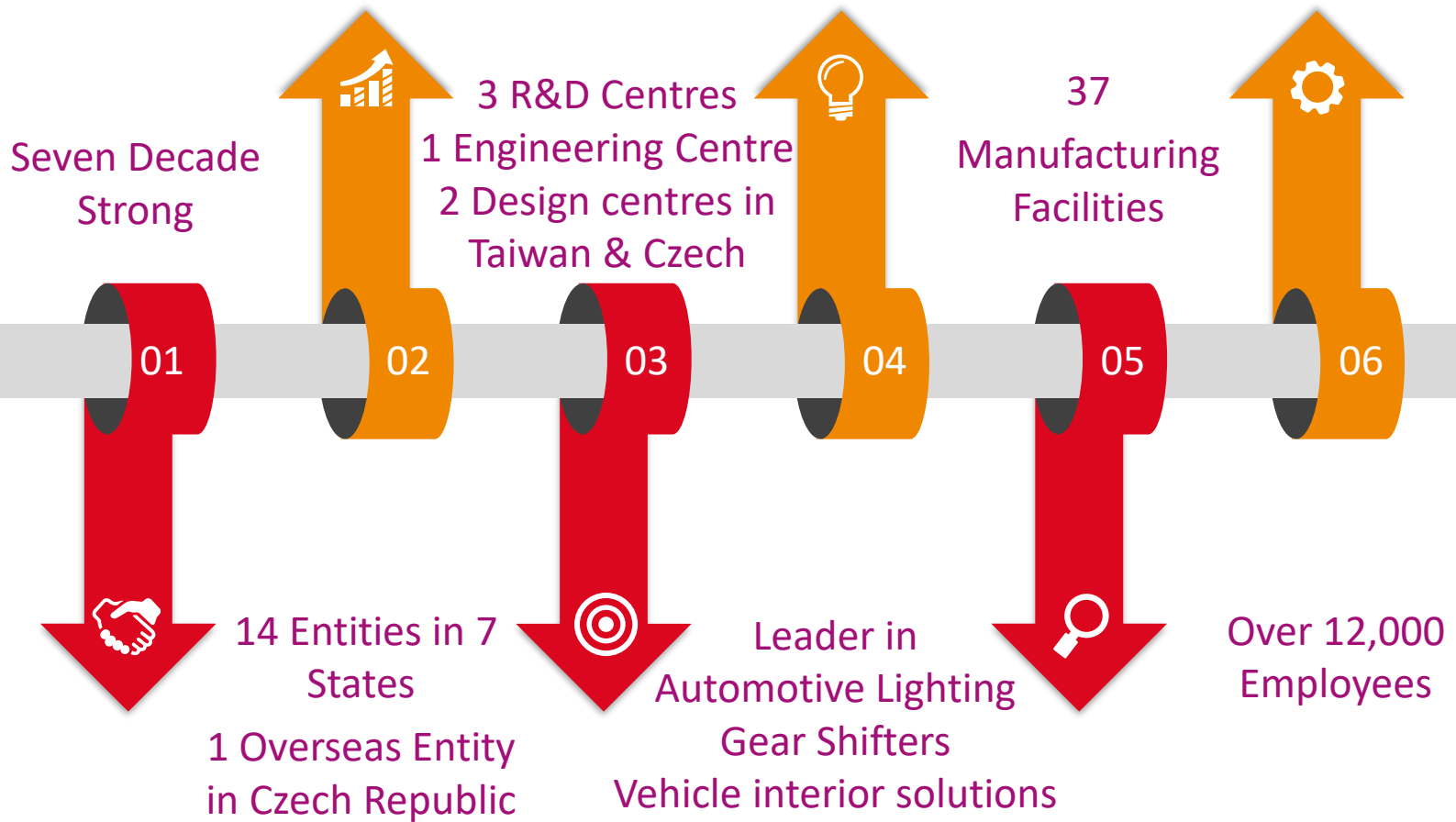
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Lumax-DK Jain Group





Lumax Industries Limited

Products & Services

End-to-end Automotive Lighting Solutions

HVAC Panels and other electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea

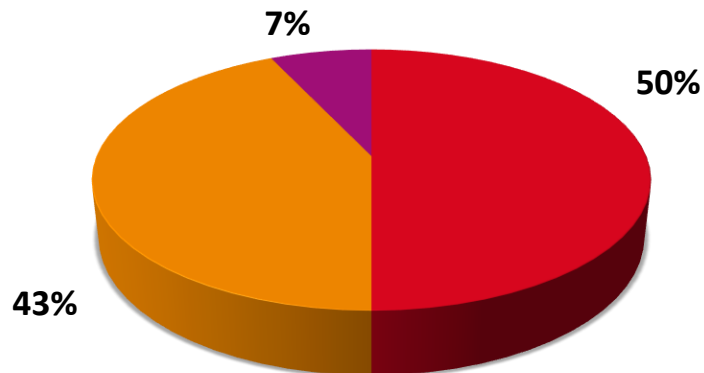
Lumax Auto Technologies Limited

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



- Lumax Industries Limited
- Lumax Auto Technologies Limited
- Other Entities

FY23 Group Revenue – Rs. 4,438 Crs

We deliver **PRIDE** and
PROGRESS with
POSITIVITY



**Our
Group
Purpose**

Respect
Integrity
Passion
Excellence



**Our
Values**

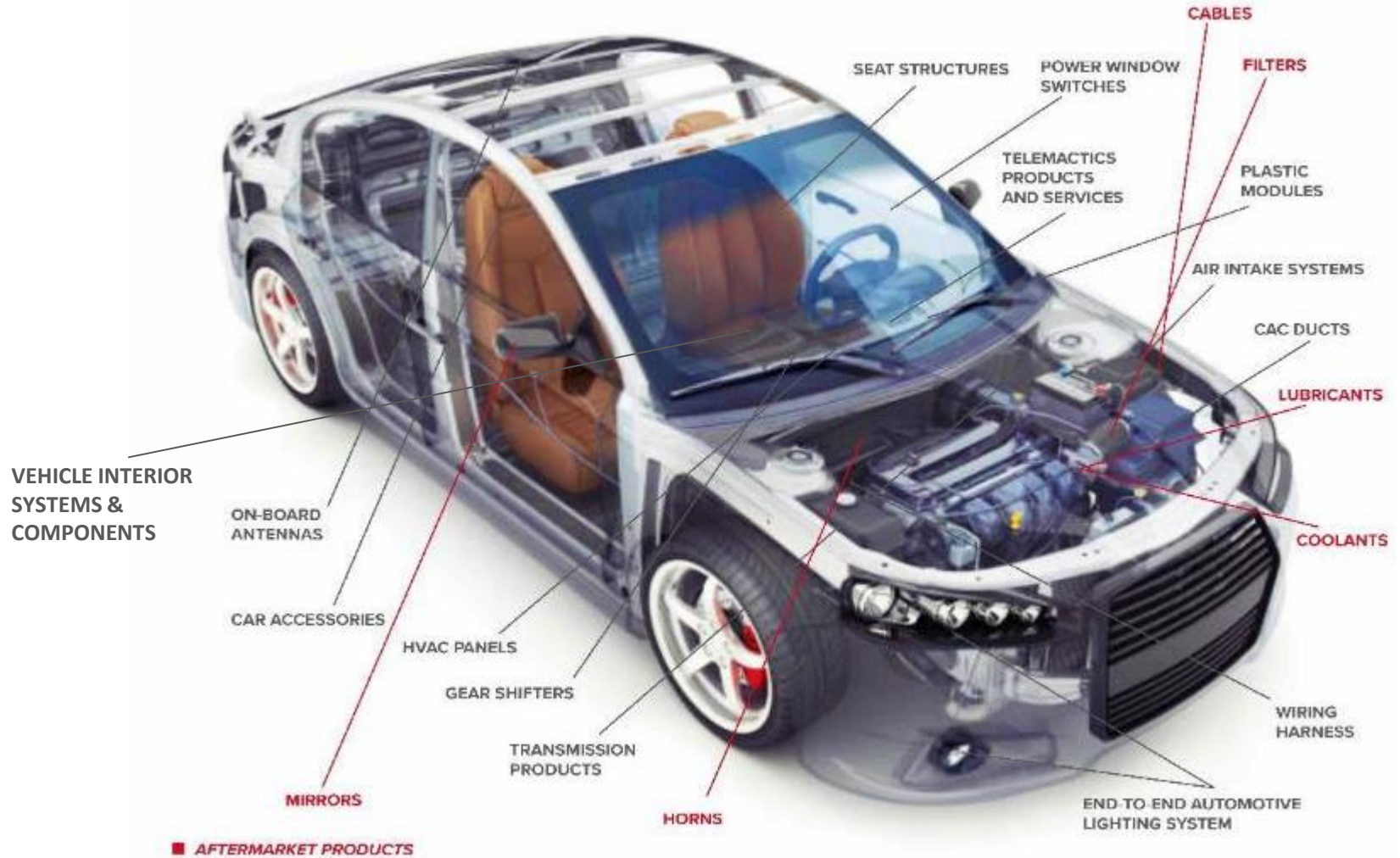
Building an **ADMIRABLE**
HIGH PERFORMANCE
Global Organisation in
whom all stakeholders
have **ABSOLUTE TRUST**



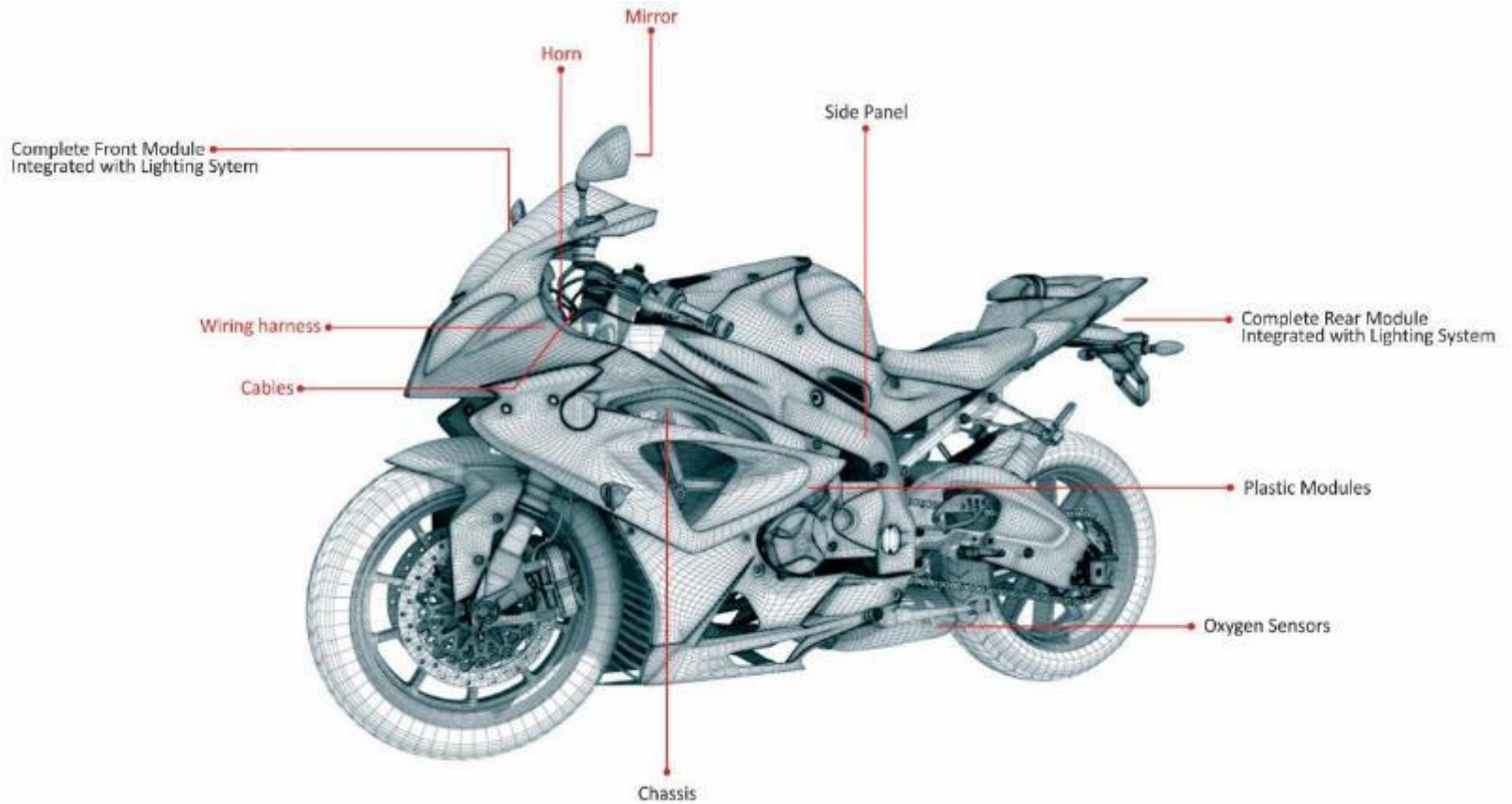
**Our
Vision**



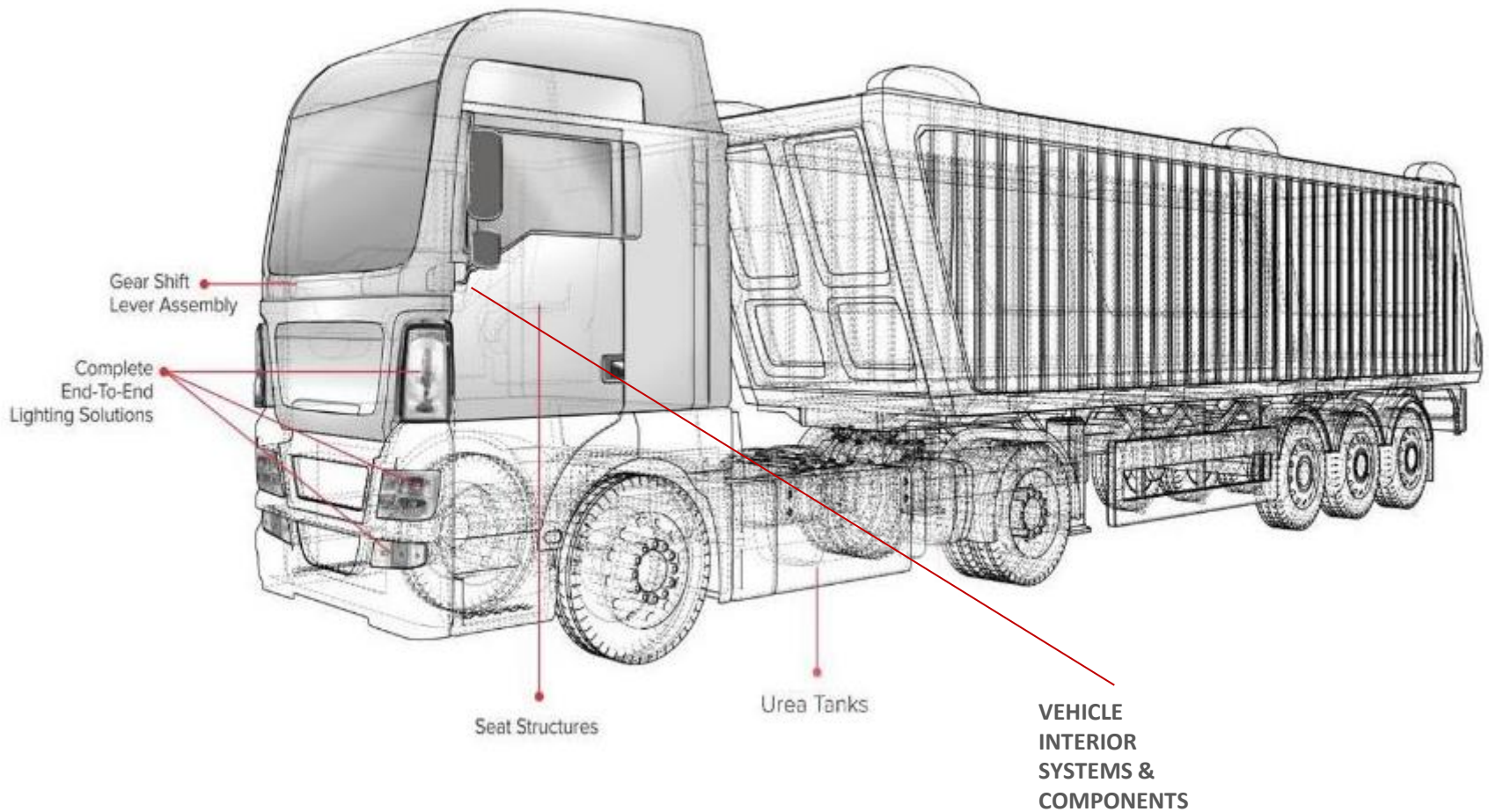
Diversified Product Range – 4-wheelers



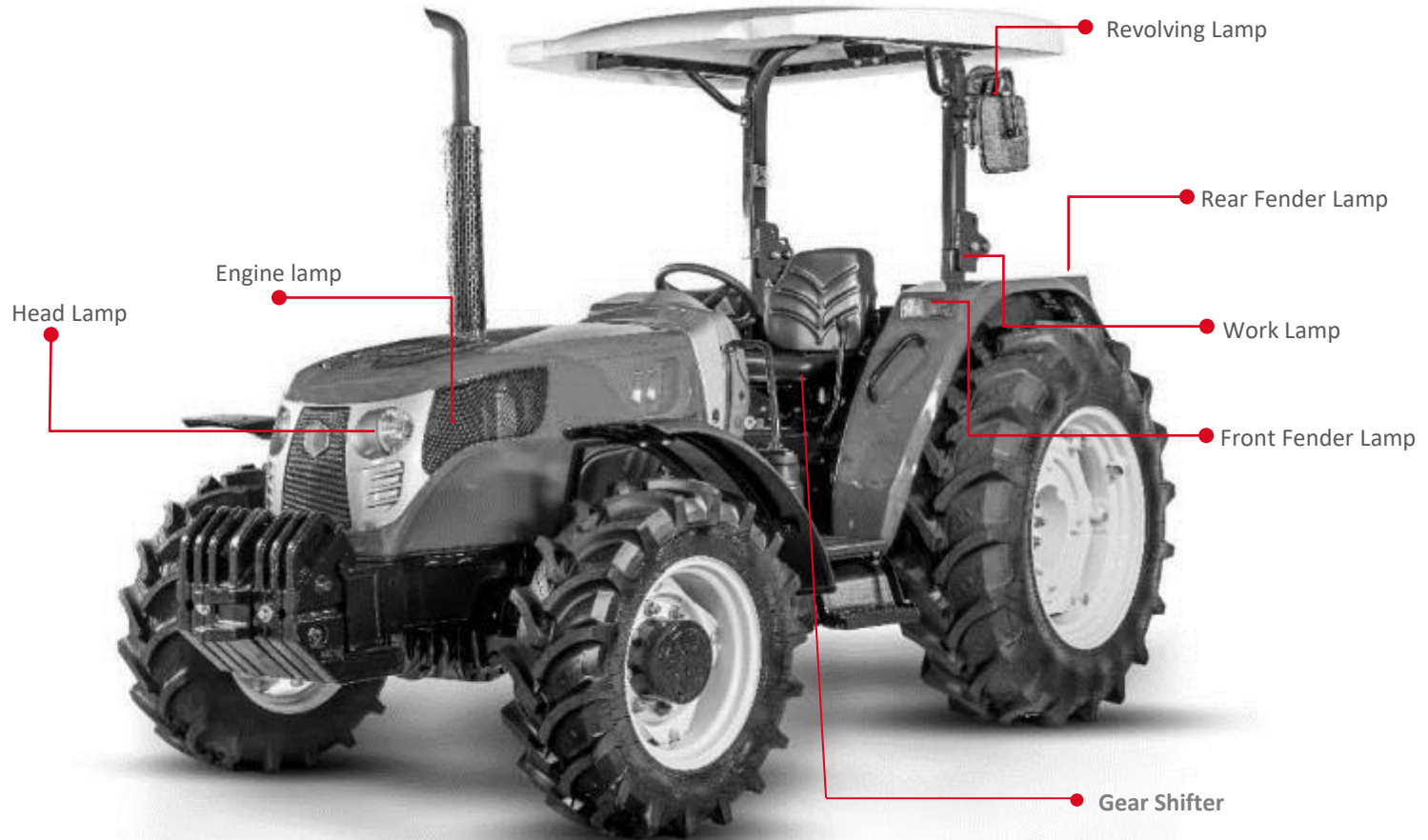
Diversified Product Range – 2-wheelers



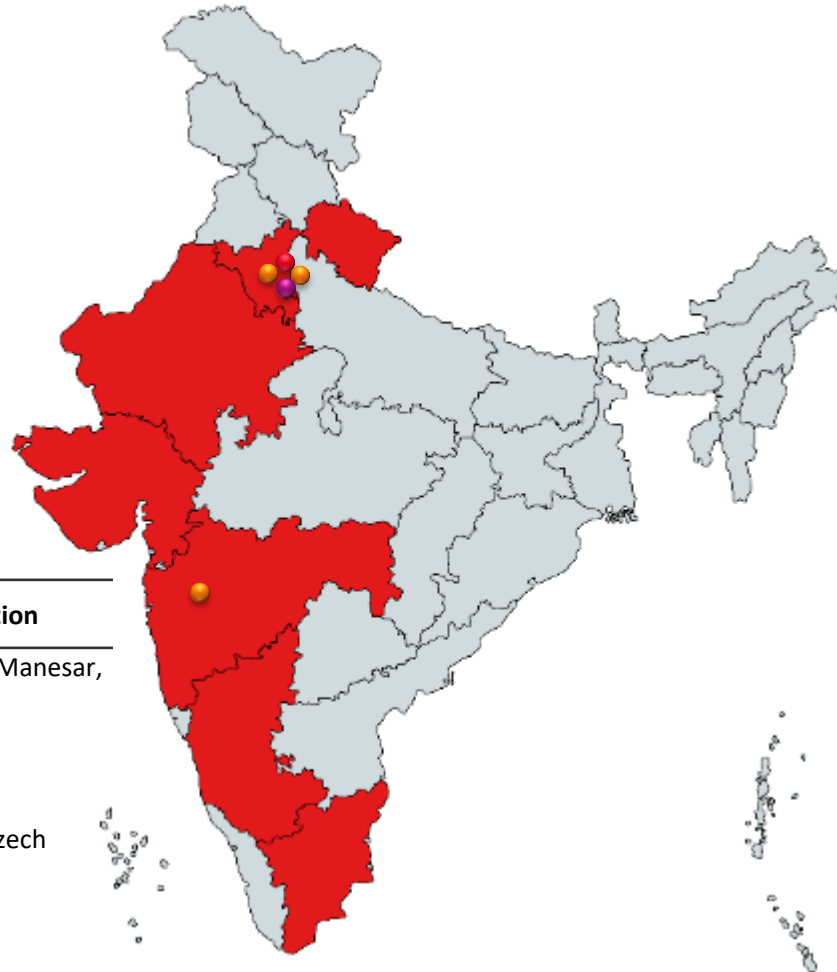
Diversified Product Range – Commercial Vehicles



Diversified Product Range – Farm Equipment Sector (FES)



37 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

37 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	9
	Waluj	2
	Nashik	1
Karnataka	Bengaluru	4
Gujarat	Sanand & Mehsana	3
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Rajasthan	Bhiwadi	1
Total		37

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 Pvt 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



International Automotive Components

USA

Relationship Since 2023

Partnership for Vehicle Interior Systems & Components

25% in IAC International Automotive India Pvt. Ltd.

Relationships with Diversified Customers

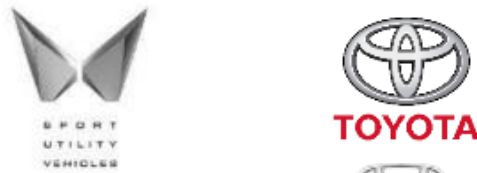
Two Wheeler



Tier 1



Four Wheeler



Commercial Vehicle



Tractor/FES



Export



... Strong After Market Exports Presence



Lumax Industries Limited

Leading the evolution in Automotive Lighting



Milestone

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

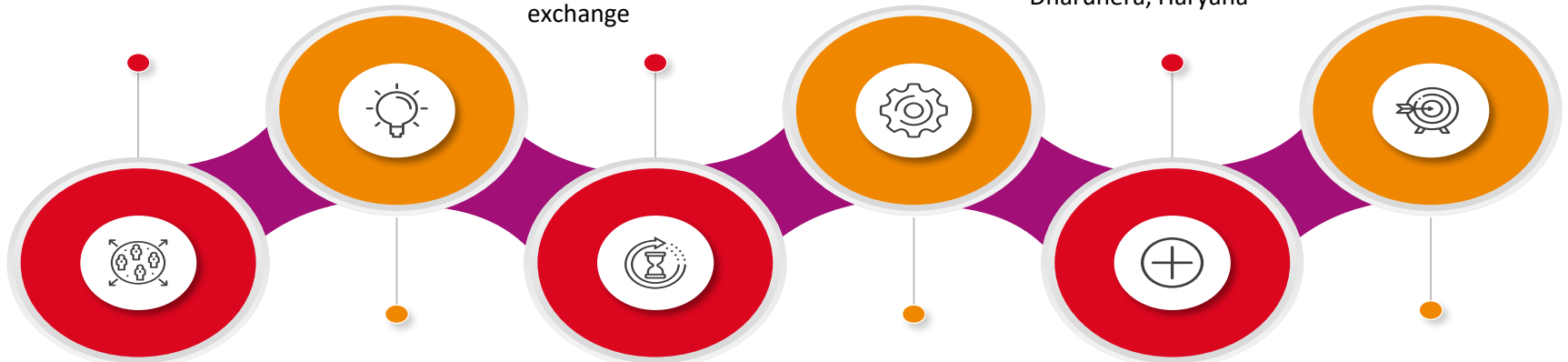
1985: Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

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.

2021: Opening of Design office in Czech Republic

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

Start of Lumax European Technical Centre (LETIC) in Czech Republic as 100% subsidiary

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

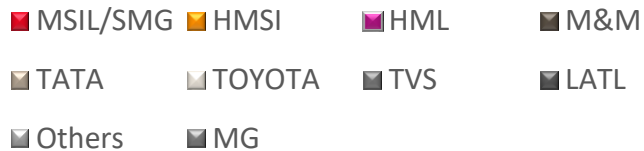
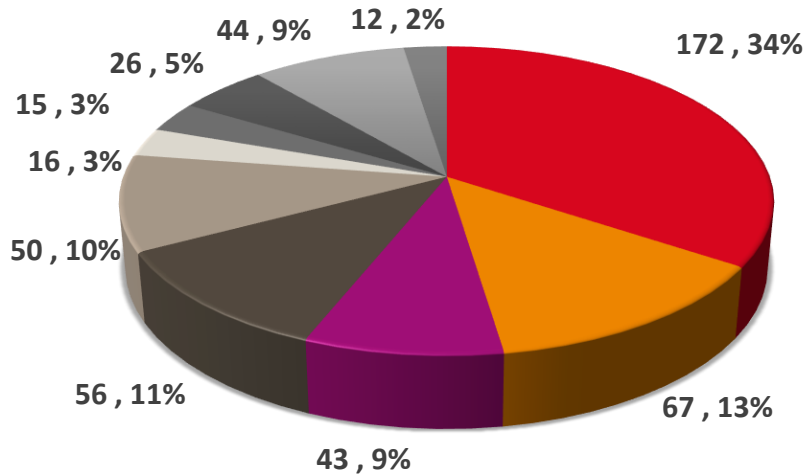
11 manufacturing facilities strategically located at key automotive hubs in the country

Customer Mix Q1 FY24



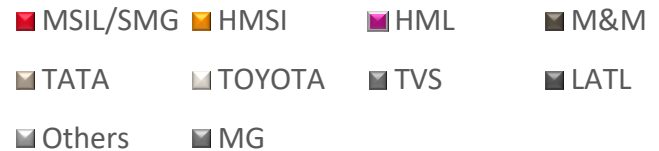
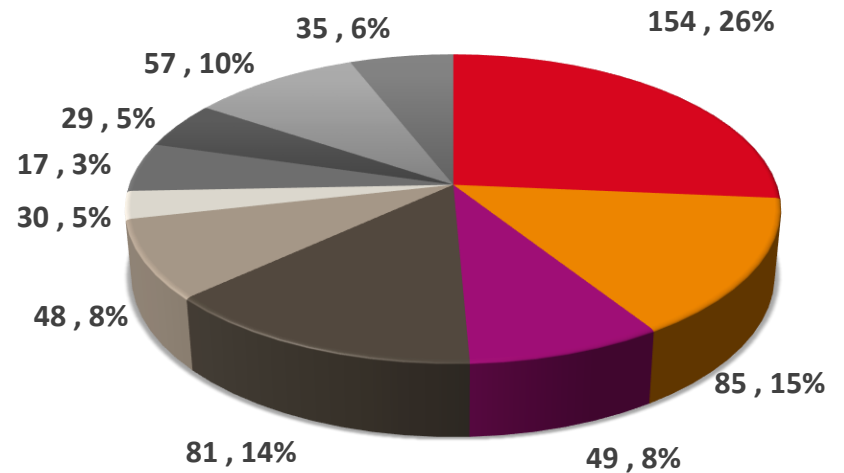
Customer wise Sales Q1FY23 (Rs. 502 Crores)*

Q1 FY23



Customer wise Sales Q1FY24 (Rs. 584 Crores)*

Q1 FY24



*Excludes Mould Sales



Break-up of Revenue Q1 FY24

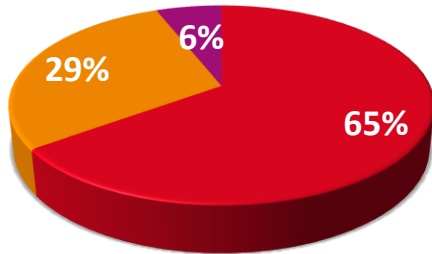


Segment Mix

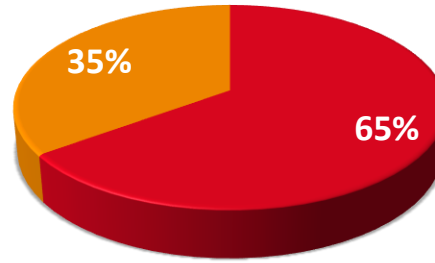
LED vs Conventional

Product Mix

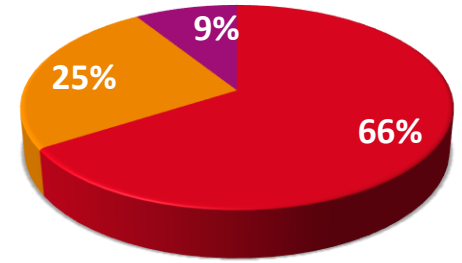
Q1 FY24



Passenger Vehicle Two Wheeler
Commercial Vehicle

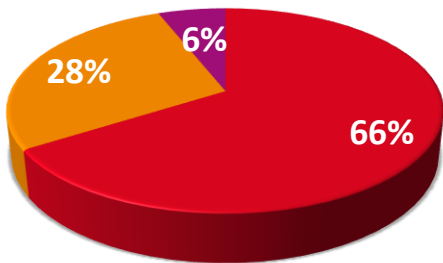


Conventional Light LED Light

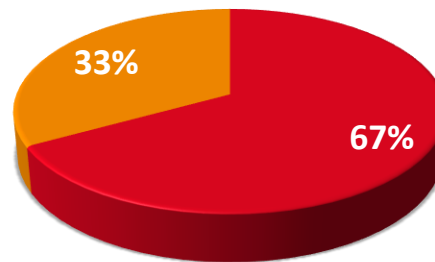


Front Lighting Rear Lighting Others

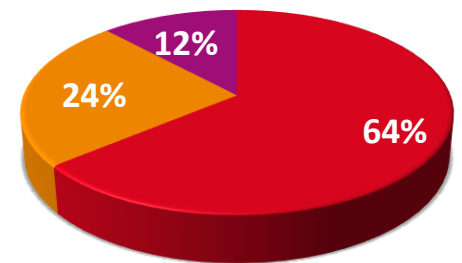
Q1 FY23



Passenger Vehicle Two Wheeler
Commercial Vehicle



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



FY23 Sales

Rs. 2,437 Crores



Key Customers



HYUNDAI

Strong Customer Base ...



Four Wheeler



Two Wheeler



PIAGGIO*



Commercial Vehicle



DAIMLER



Export



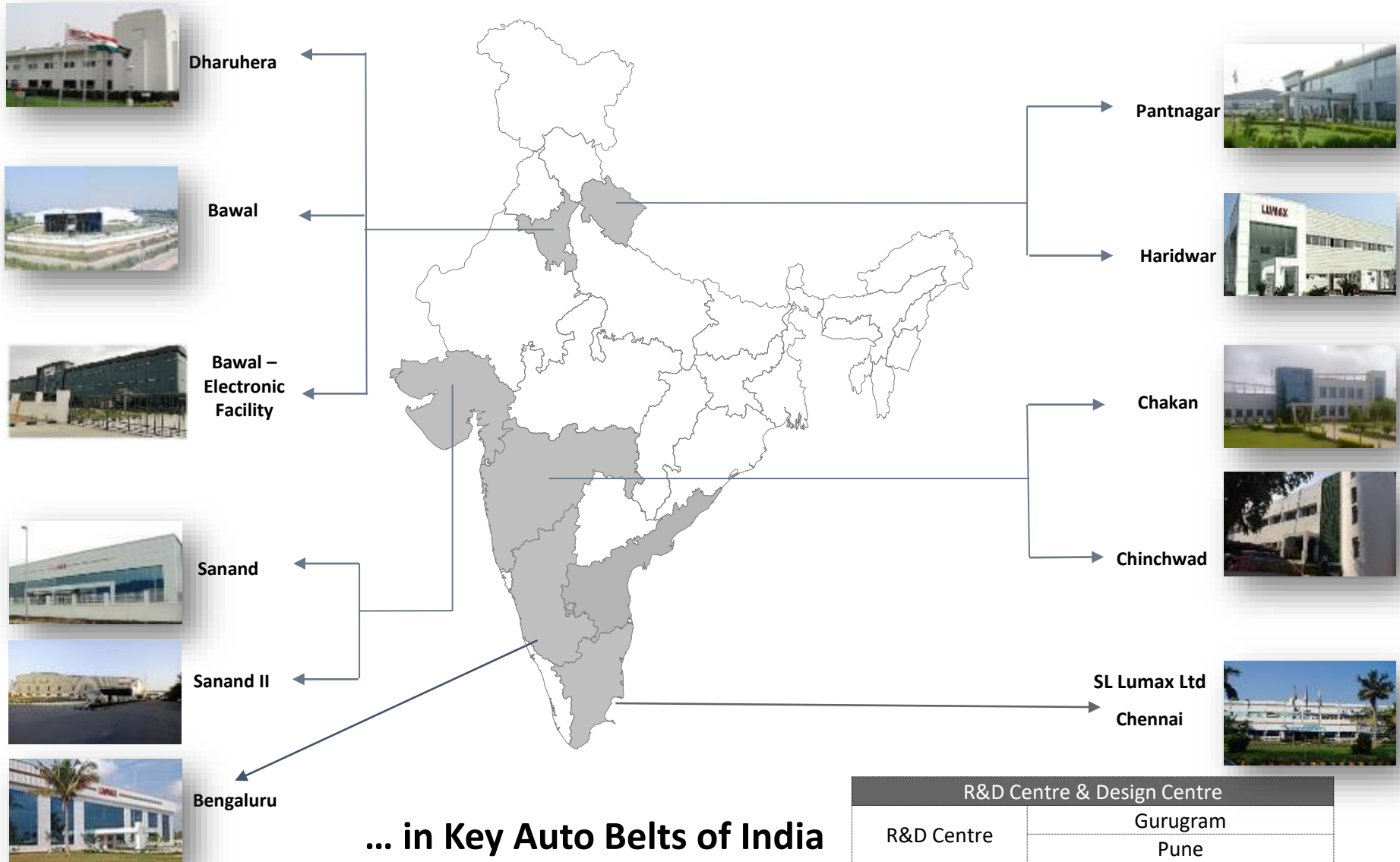
Tractor /FES



... 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

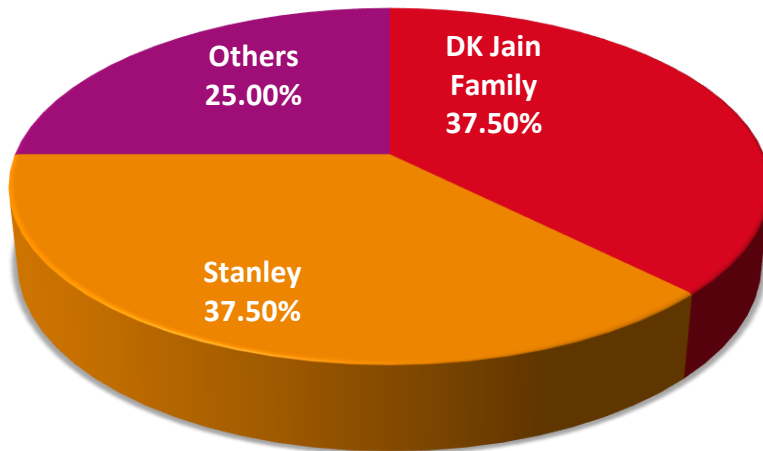
... From Strategic Locations ...



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



Shareholding Breakup



Stanley Electric Company Ltd

- 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 80 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 48 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 25 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 immediate Past President of ACMA and is member of Young President's organization and Entrepreneurs organization.



Mr. Anmol Jain
Jt. Managing Director

- He is 44 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 56 years old & is a Mechanical Engineering from Tokoyo Denki University Japan
- He is Nominee Director of Stanley Electric Co. Limited, Japan and possesses over 28 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. Toru Tanabe

Non-Executive Director

- He is 64 years old & is a graduate from Hosei university, Japan
- He has over 32 years of rich experience in R&D of Electrical components & advanced Illumination systems for automotive equipment
- He also has about 17 years of experience in automotive electronics
- He joined Stanley, Japan in 1981



Mr. Yoshitsugu Matsushita

Non-Executive Director

- He is 59 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: 84 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: 70 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: 72 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: 65 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: 57 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. Sanjay Mehta
Group CFO
Age: 55 years
Experience: 30 Years



Mr. Vishnu Johri
CEO
Age: 57 years
Experience: over 30 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 65 years
Experience: 44 years



Mr. Todd Morgan
Chief Technology &
Innovation Officer
Age: 56 Years
Experience: 28 Years



Mr. Raajesh Kumar Gupta
Executive Director &
Company Secretary
Age: 54 Years
Experience: 29 Years



Mr. Ravi Teltia
CFO
Age: 44 Years
Experience: over 20 Years



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



Ms. Priyanka Sharma
Corporate
Communication
Age: 54 Years
Experience: 27 Years

The Path Ahead



Rear 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

- Diffractive Optics 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 homogeneously lit optical elements that be pixelized, allowing for personalization, animation and communication



Head Lamp – Technology Evolution



2014-17

- 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



2019-21

- 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



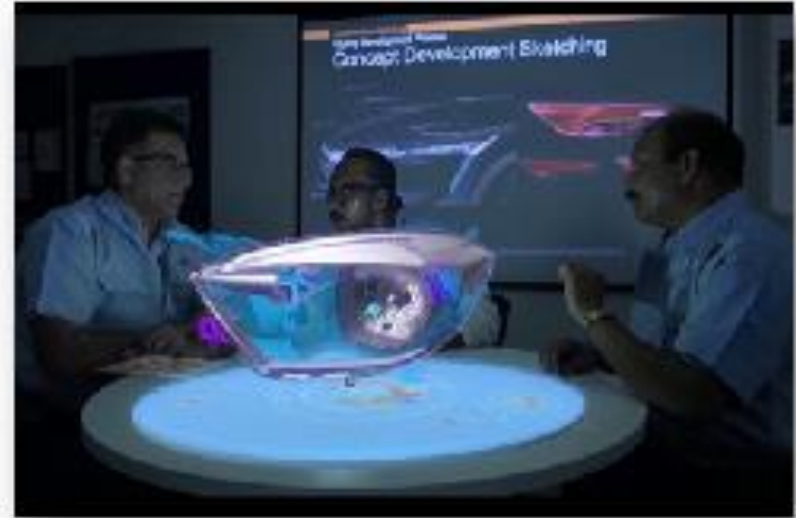
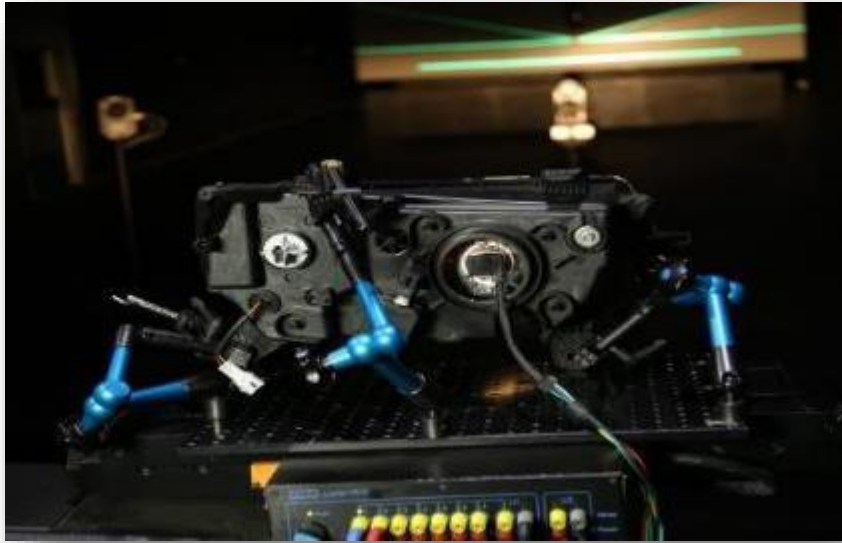
2022 onwards

- 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 swivel based on steering wheel angle, and other 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.

State of Art Manufacturing Facilities



...In-house R&D & Validation Facility





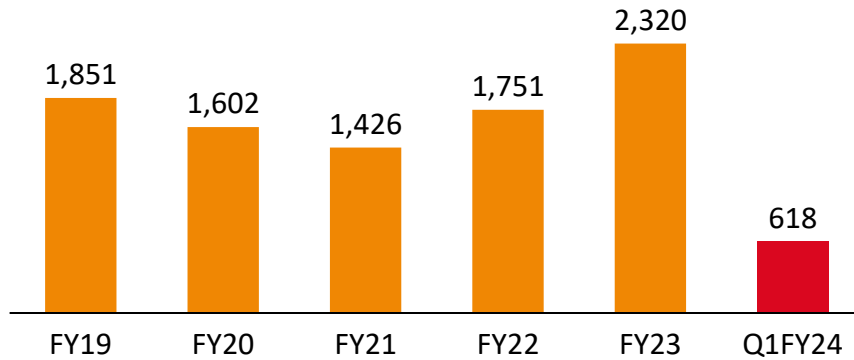
Financials



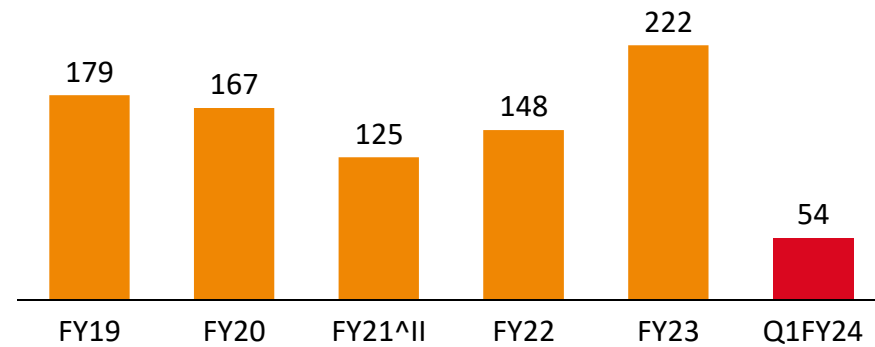
Strong Growth in Total Income with Healthy Margins

Standalone Results

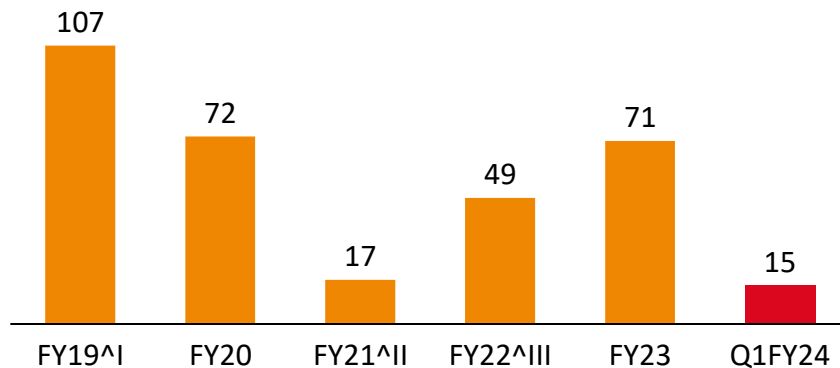
Revenue



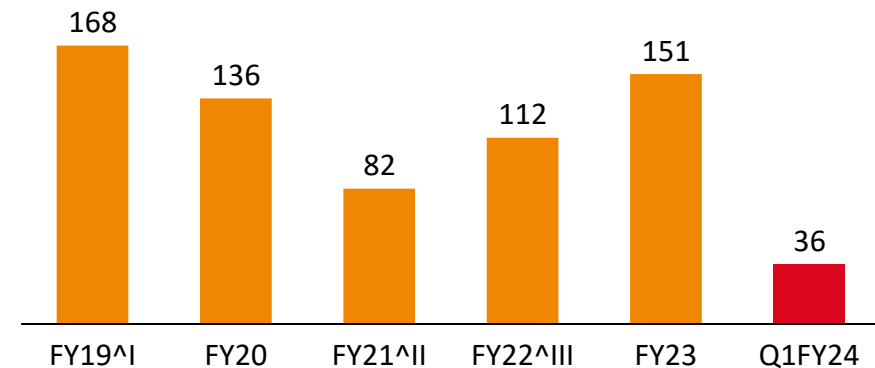
Reported EBITDA#



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

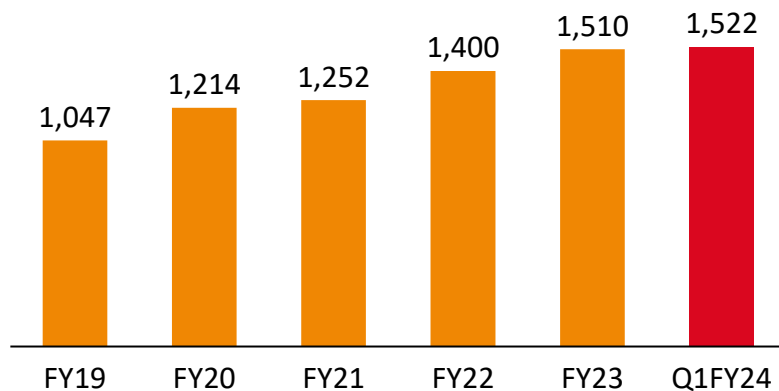
^{II} - Includes Rs. 12 cr. subsidy income

^{III} Excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

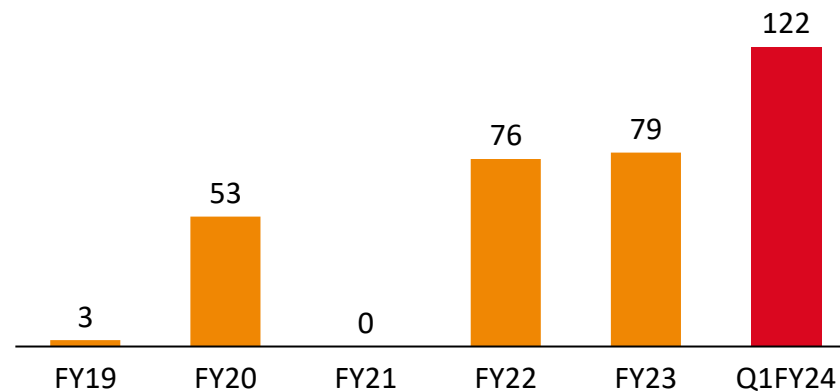
Expansion funded through Internal Accruals

Standalone Results

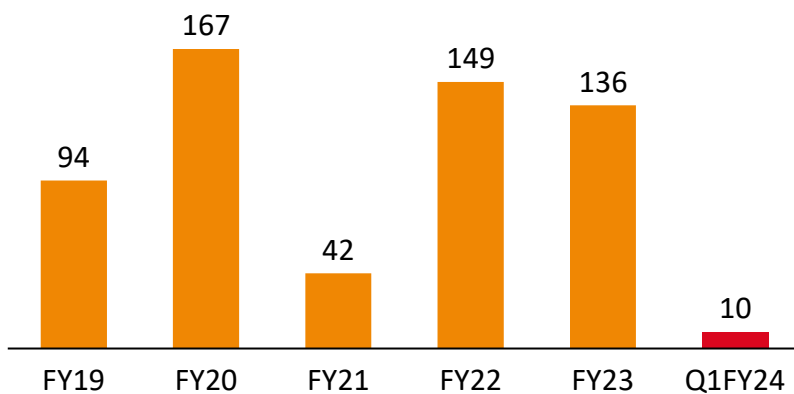
Gross Block



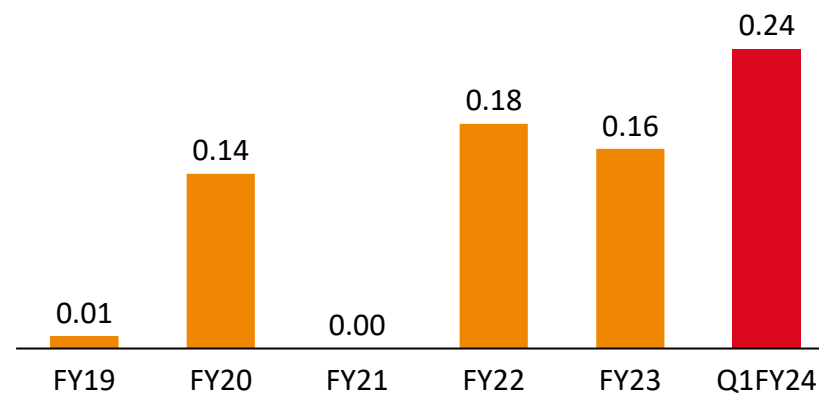
Long Term Loan



Capex



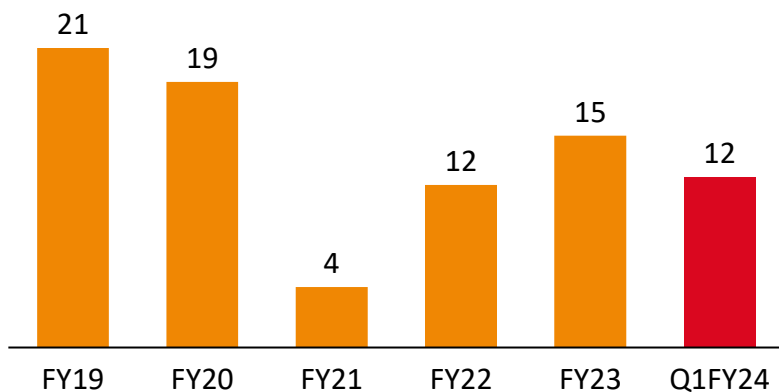
Long Term Debt / Equity



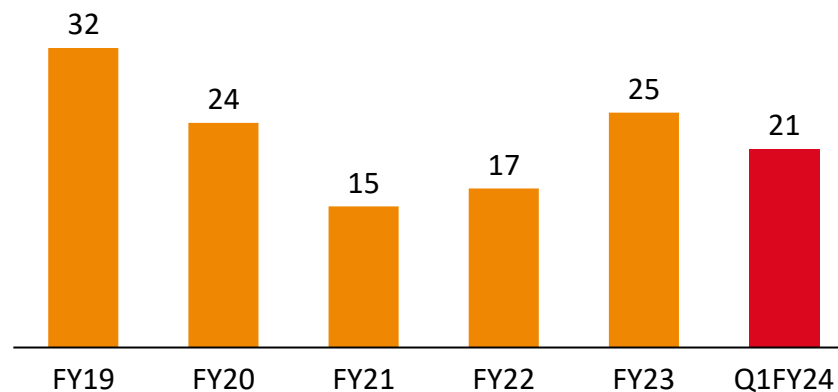
Healthy Return Ratios

Standalone Results

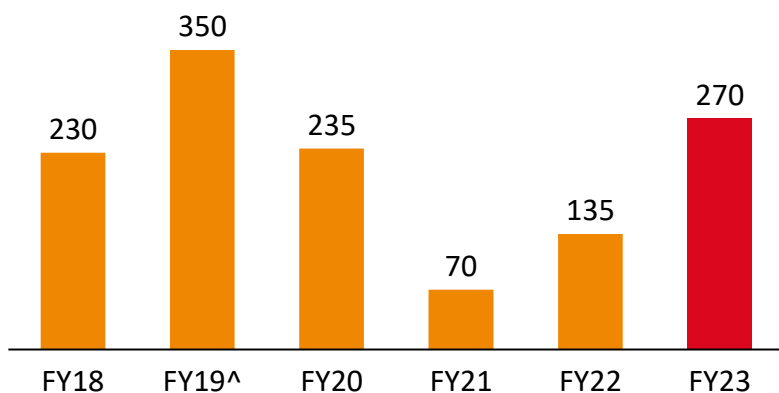
ROE (%)



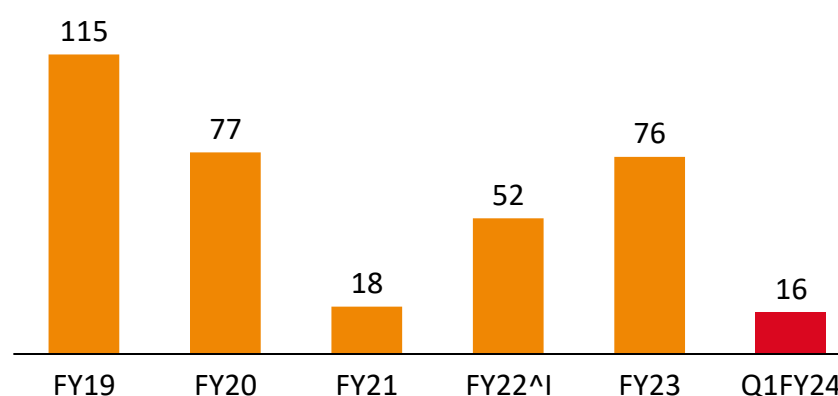
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)



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

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

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

Standalone P&L Statement

Particulars (Rs. in Crores.)	Q1FY23	Q1FY22	Y-o-Y	Q4FY23	Q-o-Q	FY23
Manufacturing Revenue	584.3	502.3		569.7		2,228.2
Molds Revenue	34.2	9.7		38.4		91.3
Total Operating Revenue	618.4	511.9	20.8%	608.1	1.7%	2,319.5
Other Income	2.8	4.9		4.5		14.7
Total Income	621.2	516.9	20.2%	612.6	1.4%	2,334.2
Raw Material Consumption	406.5	329.9		404.4		1,511.3
Employee Expenses	75.2	64.6		70.8		275.8
Other Expenses	85.7	74.1		84.8		325.1
EBITDA	53.9	48.3	11.5%	52.6	2.3%	222.1
EBITDA %	8.7%	9.4%		8.7%		9.6%
Depreciation	21.3	18.9		21.1		79.9
Finance Cost	9.8	5.9		8.7		29.4
PBT before Tax, Exceptional item & share of profit/(loss) of associate	22.8	23.5	-3.1%	22.8	0.0%	112.9
Exceptional Item Gain/(Loss)	0.0	-0.6		-4.9		-5.4
Profit before Tax & after Exceptional item & Share of Associate	22.8	22.9	-0.6%	17.9	27.1%	107.4
Tax	7.9	7.7		8.9		36.8
Profit After Tax	14.8	15.2	-2.4%	9.0	64.2%	70.6
PAT Margin%	2.4%	3.0%		1.5%		3.0%
EPS	15.8	16.2		9.6		75.6

Consolidated P&L Statement

Particulars (Rs. in Crores.)	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q	FY23
Manufacturing Revenue	584.3	502.3		569.7		2,228.2
Molds Revenue	34.2	9.7		38.4		91.3
Total Operating Income	618.4	511.9	20.8%	608.1	1.7%	2,319.5
Other Income	2.8	4.9		4.5		14.7
Total Income	621.2	516.9	20.2%	612.6	1.4%	2,334.2
Raw Material Consumption	406.5	329.9		404.4		1,511.3
Employee Expenses	77.0	64.6		70.8		275.8
Other Expenses	83.6	74.1		84.0		324.9
EBITDA	54.1	48.3	12.0%	53.4	1.3%	222.1
EBITDA %	8.7%	9.4%		8.8%		9.6%
Depreciation	21.3	18.9		21.2		79.9
Finance Cost	9.8	5.9		8.7		29.4
PBT before Tax, Exceptional item & share of profit/(loss) of associate	23.0	23.5	-2.2%	23.5	-2.3%	112.9
Exceptional Item Gain/(Loss)	0	-0.6		-4.8		-5.4
Profit before Tax & after Exceptional item & Share of Associate	23.0	22.9	0.3%	18.7	23.2%	107.4
Profit of Associate	10.9	4.5		14.6		41.7
Tax	10.7	7.7		12.5		46.1
Profit After Tax	23.1	19.8	16.6%	20.7	11.4%	103.1
PAT Margin%	3.7%	3.9%		3.4%		4.4%
EPS	24.7	21.2		22.2		110.2

Awards & Recognitions





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 at Dubai on 1st - 2nd May, 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
- 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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