

Date: August 10, 2023

LATL:CS:IP:2023-24

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

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/lumaxautotech.

This is for your Information and Records.

Thanking you,

For Lumax Auto Technologies Limited

Pankaj Mahendru Company Secretary & Compliance Officer ICSI Membership No. A28161

Encl: As stated Above









Lumax Auto Technologies Limited

Investor Presentation – Q1 FY2024



Safe Harbor



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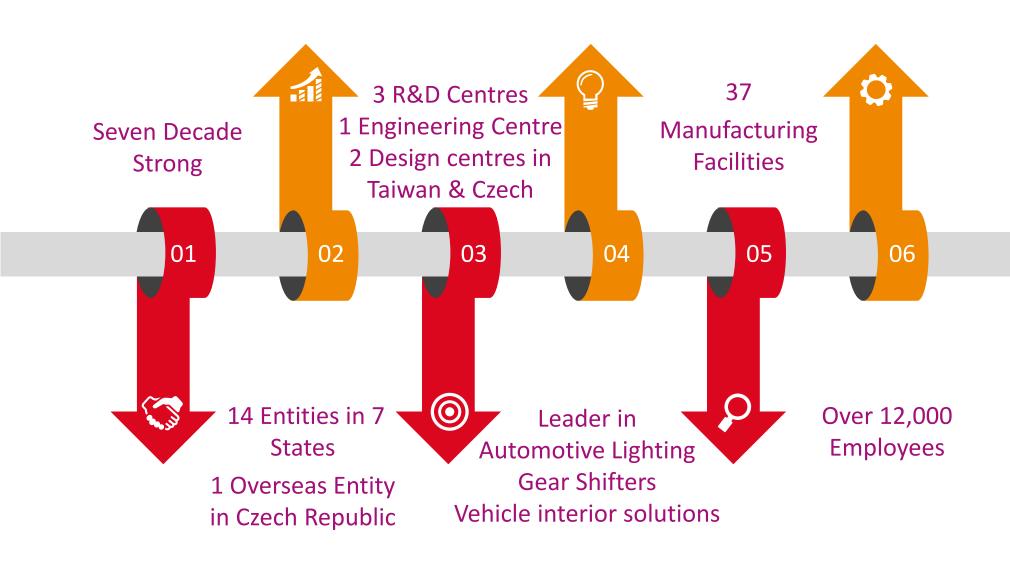


Lumax-DK Jain Group



DK Jain Group





Two Listed Entities



Lumax Industries Limited

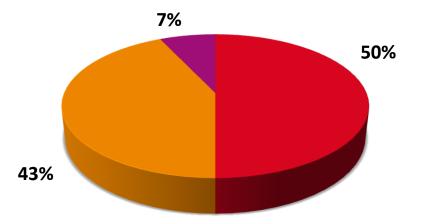
Products & Services

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

Purpose, Vision & Values



We deliver PRIDE and PROGRESS with POSITIVITY



Our Group Purpose

Respect

Integrity

Passion

Excellence



Our Values

HIGH PERFORMANCE
Global Organisation in whom all stakeholders have ABSOLUTE TRUST

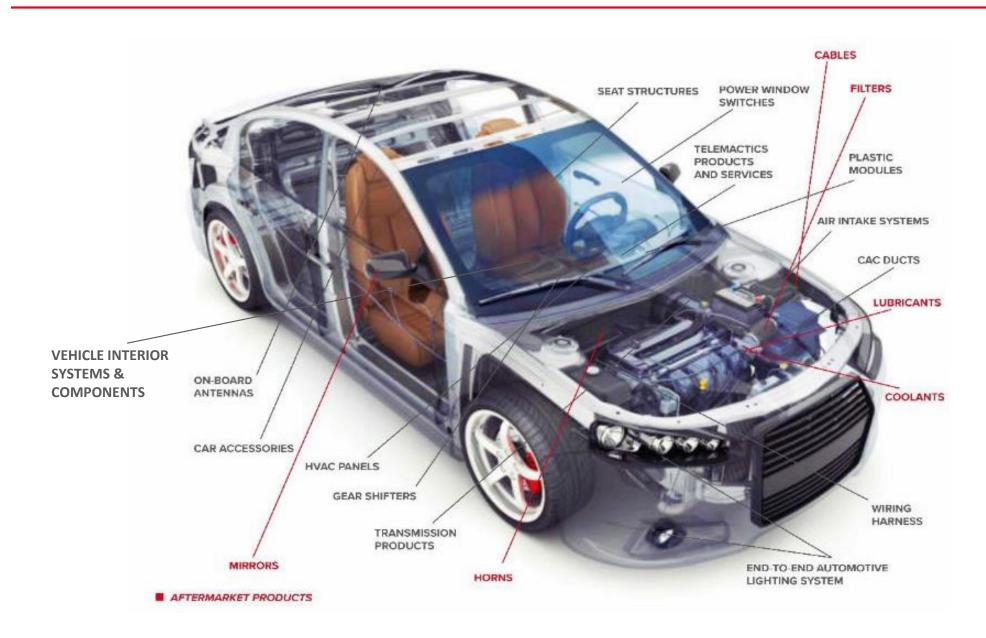


Our Vision



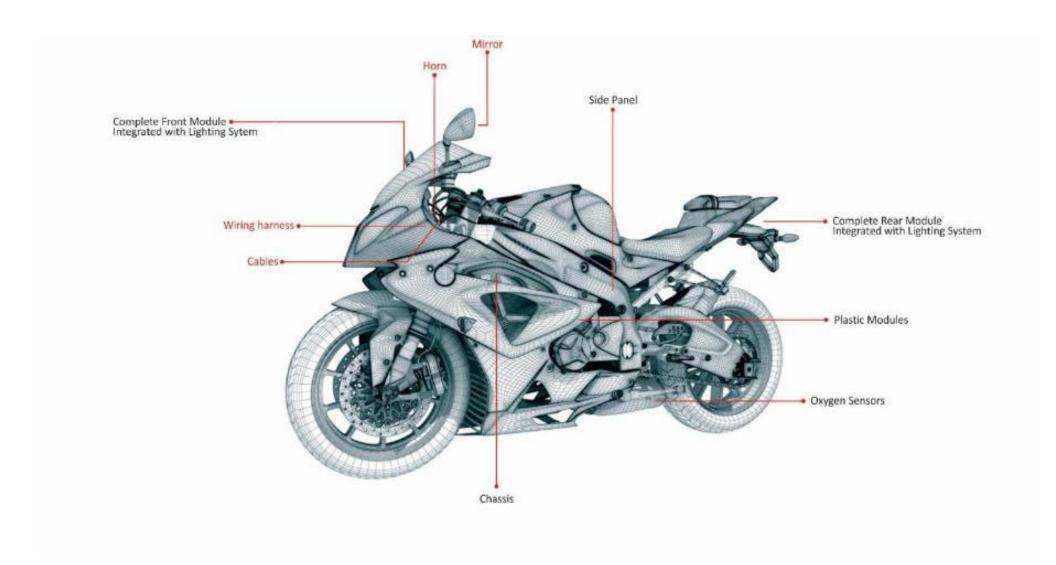
Diversified Product Range – 4-wheelers





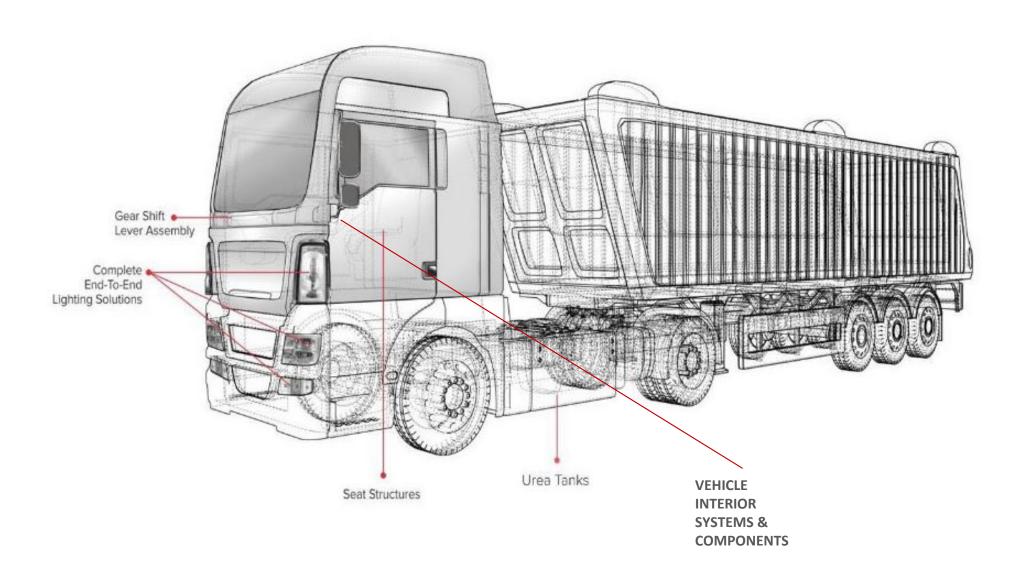
Diversified Product Range – 2-wheelers





Diversified Product Range – Commercial Vehicles





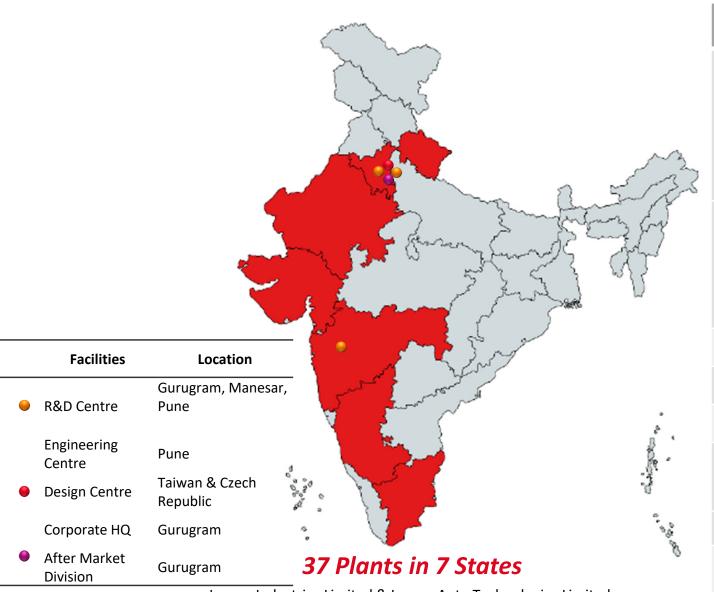
Diversified Product Range – Farm Equipment Sector (FES)





37 Locations close to Customers





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

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

Fostering Partnerships to Deliver Excellence



STANLEY

5L Corporation



HOMM

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.

VI.

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.



IO INDUSTRY CO,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

25% in IAC International Automotive India Pvt. Ltd.

Relationships with Diversified Customers



Two Wheeler



















Tier 1







Four Wheeler



























Commercial Vehicle



















Relationships with Diversified Customers



Tractor/FES

Mahindra Rise.











Export





















... Strong After Market Exports Presence





Driving Growth through Diversified Products





Competitive Strengths



Evolving with Our Partners

Lumax Brand

Customer Outreach

Partnered with international automotive

Credible LUMAX Brand

Strong OEM presence
Over 300 Channel Partners

leaders to reinforce competitiveness









R&D Centre

Diversified Product Portfolio

Capabilities

 Company's plants are certified under ISO 14001
 Standards for Environment
 Management Systems (EMS)

Manufacturing

- Plants equipped with Energy Conservation Equipment
- Plants of the Company have received awards for Quality initiatives in various forums

Award

- Several awards from different customers for meeting and exceeding their targets
- Govt certified R&D center
- Frontrunner in the R&D, technology, and innovation space

Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Emission Systems, Seat Structures, Aftermarket, Oxygen sensors, Telematics Products, Antennas, Electric devices & components, Interior systems and components

Milestone



1981: Lumax Auto Electricals was established to manufacture 2-wheeler Lighting at Bhosari, Maharashtra

1988: Name of the company was changed to **Dhanesh Auto Electricals**Pvt Limited

1997: A Unit was setup in Waluj, Maharashtra to manufacture Chassis

2002: Setup the Plant at Chakan, Maharashtra to manufacture 2-wheeler Lighting

2006: Name of the company was changed to Lumax Auto Technologies Limited

2013: Setup a plant at Narsapur, Karnataka to manufacture Moulded parts; Formed JV with Gill Austem LLC, USA to manufacture Seat frames & Mechanism

2014: JV company with Mannoh Industrial Company, Japan started as Lumax Mannoh Allied Technologies Limited

2015: Setup another Robotic Motorcycle Chassis plant in Waluj, Maharashtra; Formed JV with Sipal, Italy for Aerospace & Defence Engineering services

2020: JV with Yokowo, Japan to manufacture and supply Antennas and other vehicle communication products. Start of Commercial Production in Pantnagar, Uttarakhand under LCAT.

Start of Commercial Production by Lumax FAE Lumax Gill Austern Technologies Pvt Ltd. name changed to Lumax Mettalics Pvt. Ltd. and becomes 100% subsidiary of LATL

2021: Start of commercial production of **JV** with Alps Alpine to manufacture and sell electric devices and components including software related to the automotive industry

2022: Commenced operations at Bangalore for manufacturing of Gear Shifter on 1st April 2022





2007: Setup Seat frame manufacturing plant in PCNTDA, Bhosari, Maharashtra.

JV company with Cornaglia, Italy started as Lumax Cornaglia Auto Technologies Pvt Limited.

Listed on Stock Exchange

2009: Entered a **TA with Mannoh Industrial Company**, Japan for manufacturing of Gear Shift Lever

2011: Setup state-of-the art Surface Mounted Technology unit in Manesar, Haryana

2012: Setup the first Robotic Motorcycle Chassis plant in Waluj, Maharashtra



2017: 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

2019: Inauguration of Chassis facility at Aurangabad

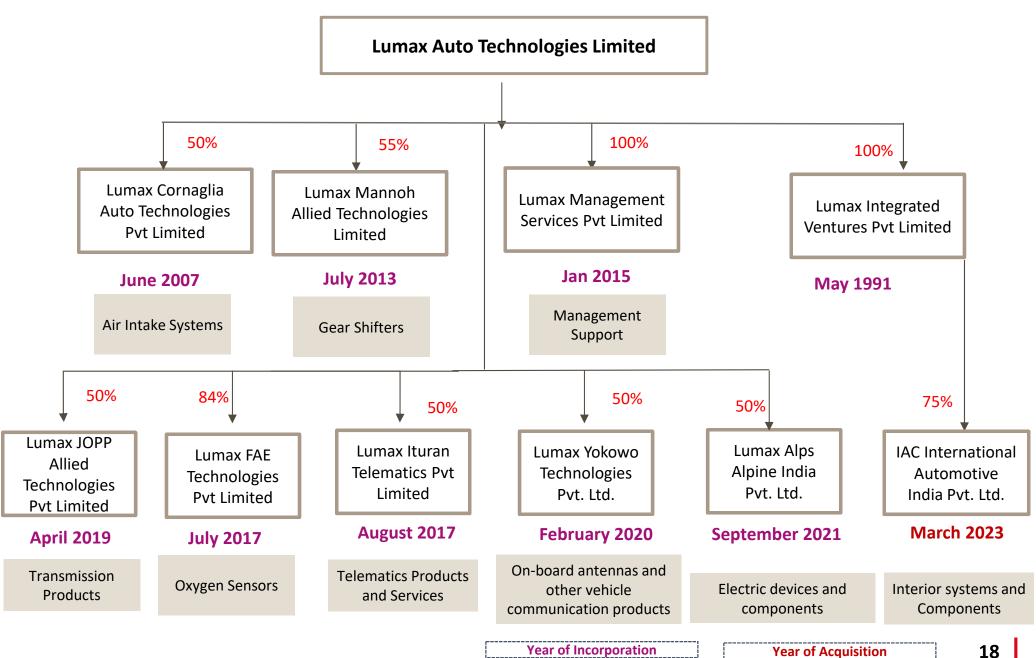
JV with JOPP, Germany to manufacture and supply transmission products



2023: Acquisition of 75% stake in IAC India, a well established Tier 1 interior systems and components supplier to key automotive OEMs in India

Well defined Corporate Structure





Cater to Diversified Segments



After Market Presence in all Segments



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



- Gear Shift Lever
- Gear Shift Tower
- Control Housing
- Intake Systems
- Seat Structures
- Integrated Plastic Modules
- Telematics Products and Services
- Antenna
- Electronic devices & components
- Vehicle Interiors Components& Systems



- Integrated Plastic
 Modules
- Gear Shift Lever
- Seat Structures
- Telematics Products and Services
- Urea Tank
- Vehicle Interiors Components & Systems

Key Customer Relationships



Four Wheeler

















SKODA



Tier 1







Commercial Vehicle









2/3 Wheeler







Export

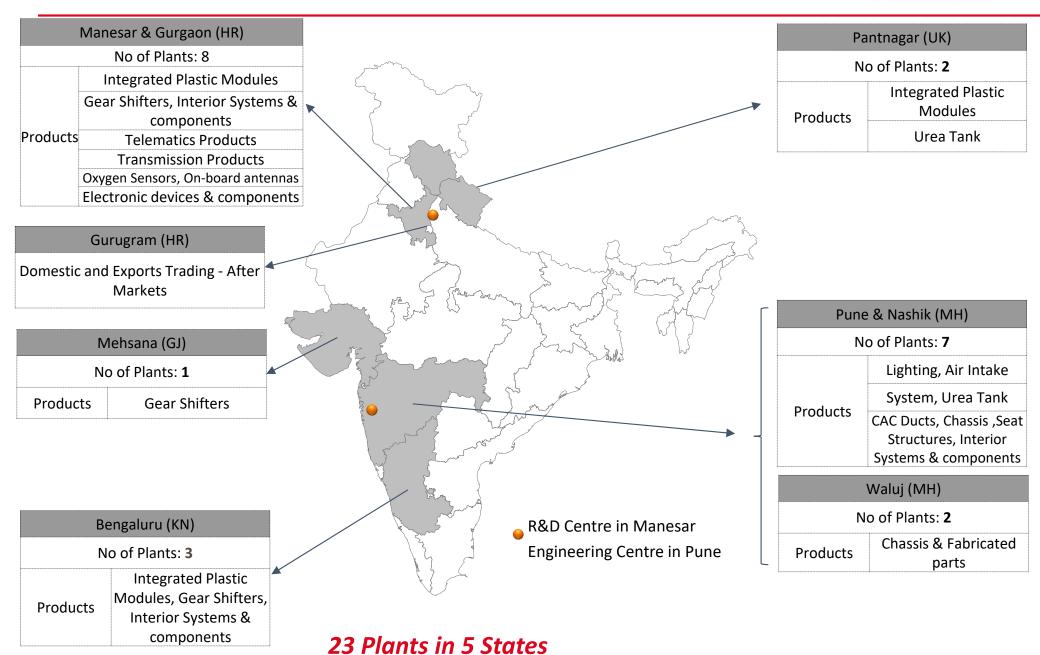






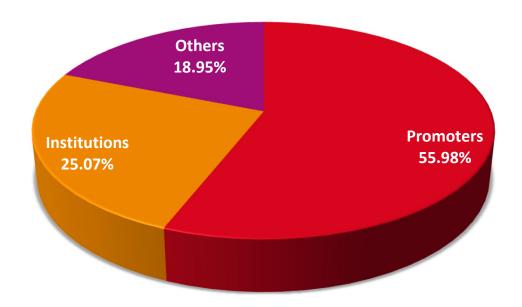
Strategic Locations Close to Customers







Shareholding breakup



Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- 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. Anmol Jain
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. Deepak Jain
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.

Supported by Strong Independent Directors





Mr. Roop Salotra Age: 72 years Mechanical Engineer

He retired from SRF Group, has done various programs including Executive Programa in Strategy and Organisation at Stanfornd Business School. He has been actively involved in CII - National Council on Environment, and National Council on Climate Change. He is former Chairman of Indian Chemical Council-Northern Region



Mr. Milap Jain Age: 72 years B.A. (Pol.Sc. Hons.) from Revenshaw College, Cuttack

He is a retired Indian Revenue Service Officer with 38 vears of service. He retired as Chief Commissioner of Delhi, Income Tax Department, Govt. of India. He has received the Prime Minister's Award for Excellence in public AdministrationCurrently he is a Director of Mahavir International, a NGO

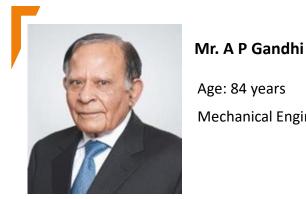


Age: 49 years Graduate & holds Diploma in Travel and

Tourism



Age: 64 years **B.E Mechanical &** MBA from IIM, Kolkata



Age: 84 years Mechanical Engineer

She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting auxiliary transport activities as well as activities of travel agencies

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

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.

Professional & Experienced Team





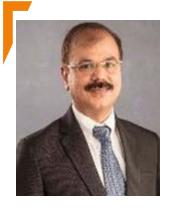
Mr. Sanjay Mehta Director & Group CFO Age: 55 years Experience: 30 Years



Mr. Vikas Marwah Chief Executive Officer Age: 55 years Experience: 31 Years



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



Mr. Ashish Dubey Chief Financial Officer Age: 56 years Experience: 31 Years



Mr. Sanjay Bhagat Head After Market Age: 55 years Experience: 30 years



Mr. Abhinav Gera
Chief Human Resource
Officer
Age: 45 years
Experience: 22 Years



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



Mr. Rajesh Dubbewar Head Metallic Age: 56 years Experience: 30+ years





Mr. Pankaj Mahendru Company Secretary Age: 36 years Experience: 12 Years



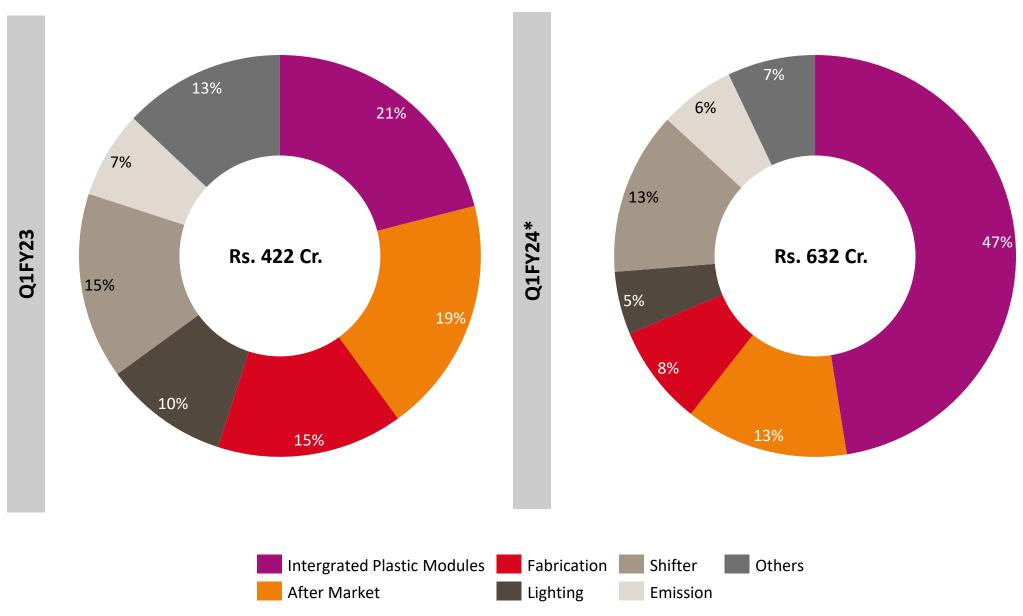






Product-wise Revenue Break-Up

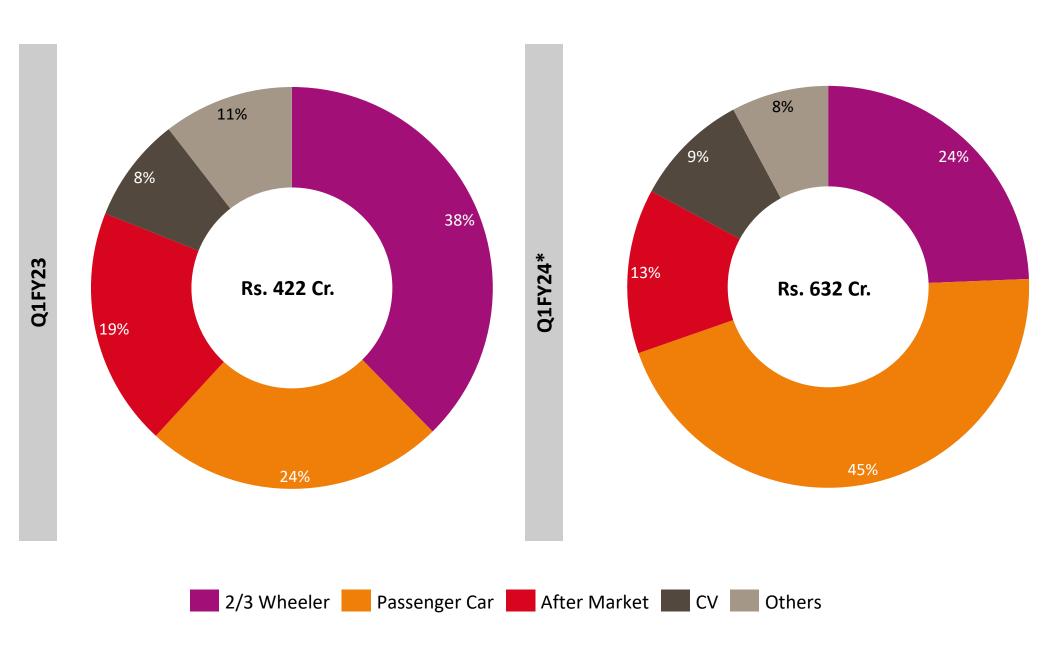




^{*}Q1FY24 Includes Revenue from IAC India of Rs 201 crs

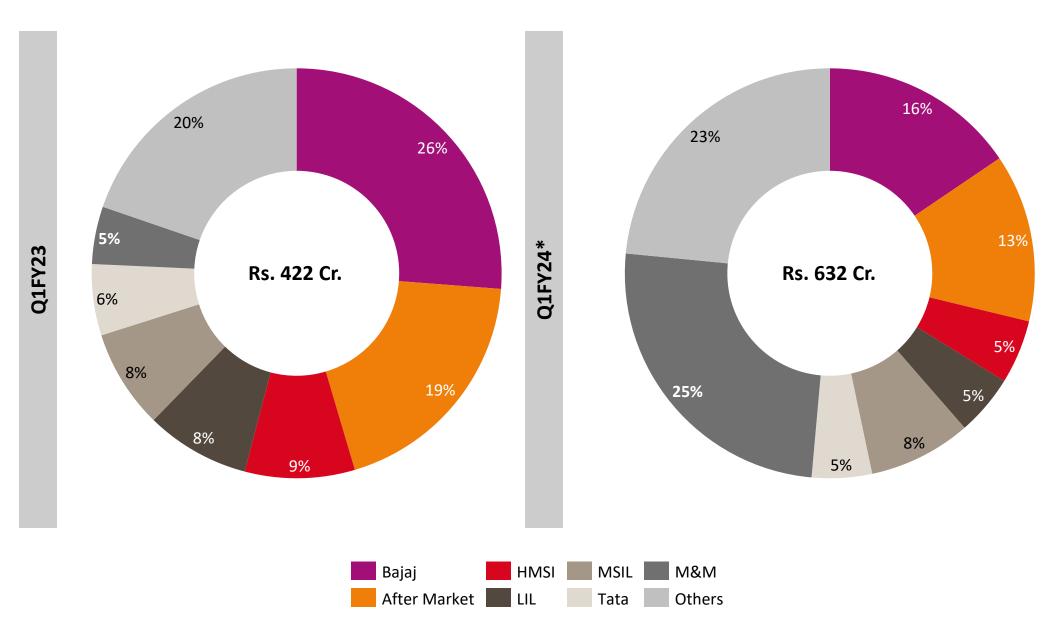
Segmental Revenue Break-Up: Category





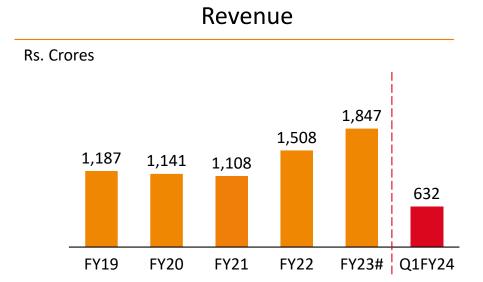
Customer wise – Revenue Break-Up



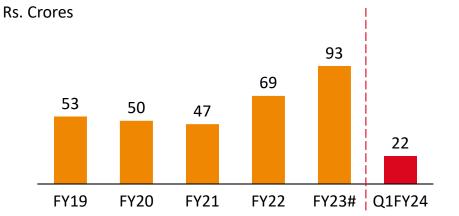


Strong historical financial performance¹



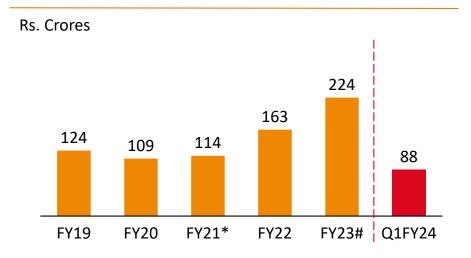


PAT After MI

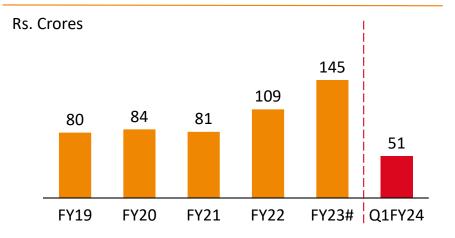


Consolidated

EBITDA^



Cash PAT



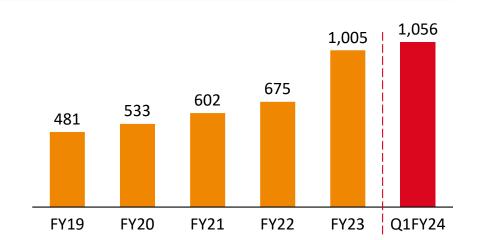
^EBITDA includes share of profits from JV's & other income

*FY21 EBITDA: Excluding gain on sale of property – Rs. 2.22 crores excluded from Other Income #Includes IAC financials from $\$10^{th}$ March 2023 to $\$1^{st}$ March 2023

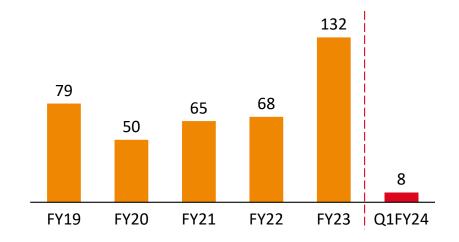
Expansion funded through Internal Accruals



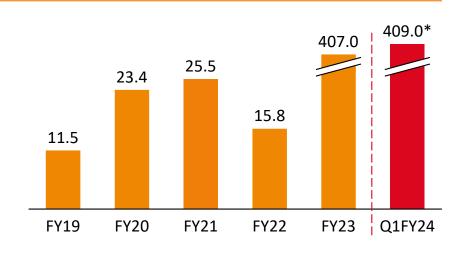




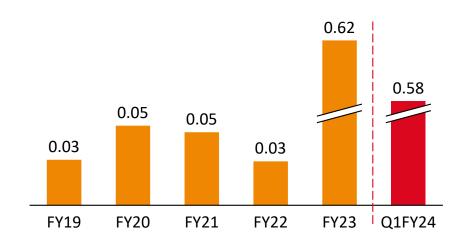
Capex



Long Term Loan



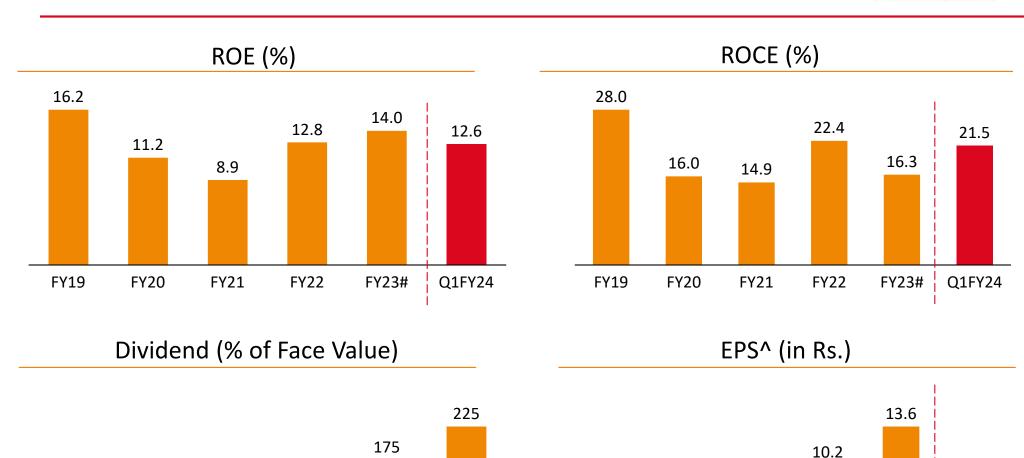
Long Term Debt / Equity



* Net Debt = 100 cr

Return Ratios







100

^ EPS on FV of Rs. 2 per share #Includes IAC financials from 10th March 2023 to 31st March 2023

FY20

150

150

FY21

FY22

150

FY19

FY23# FY19 FY20 FY21 FY22 FY23# Q1FY24

6.9

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long Term Debt including Current Maturity

Networth = Shareholder's Equity – OCI Reserve

7.3

7.3

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q1 FY24 ¹	Q1 FY23	Y-o-Y	Q4 FY23#	Q-o-Q	FY23
Revenue	631.7	421.9	50%	493.3	28%	1,847.5
Raw Material Consumption	403.3	285.8		323.9		1,241.1
Employee Expenses	83.7	45.8		55.3		198.5
Other Expenses	64.5	45.8		57.4		207.6
Other Income	8.0	4.0		5.3		23.9
EBITDA	88.1	48.5	82%	61.9	42%	224.1
EBITDA %	14.0%	11.5%		12.6%		12.1%
Depreciation	29.2	11.3		17.0		52.3
Finance Cost	15.7	2.8		6.8		16.3
Profit Before Tax (Before Exceptional Items)	43.3	34.4	26%	38.1	14%	155.6
Exceptional Item	0.0	0.0		8.8		8.8
Profit Before Tax	43.3	34.4	26%	29.3	48%	146.8
Tax	13.2	8.4		5.5		35.3
Profit After Tax (Before Minority Interest)	30.1	26.0	16%	23.7	27%	111.5
Minority Interest	8.0	4.2		5.1		18.6
Profit After Tax	22.1	21.8	1%	18.6	19%	92.9
PAT Margin%	3.5%	5.2%		3.8%		5.0%
EPS	3.25	3.20		2.74		13.6

¹Q1FY24 includes Revenue from IAC India of Rs 201 crs and EBITDA of Rs 38 crs # Includes IAC financials from 10th March 2023 to 31st March 2023



Awards & Recognitions





Bagged two awards for Inner Parts Localisation & Value Analysis







India's #1 Gear Shift Lever manufacturer Lumax Mannoh Allied Technologies, was the proud recipient of two awards in categories - Inner parts Localisation and value Analysis at MSVC 2023 hosted by Maruti Suzuki India Ltd at Dubai on 1st/2nd May 2023.

Super Platinum Quality Award







Lumax Auto Technologies Limited, Pantnagar received the Super Platinum Quality Award from Bajaj Auto at the BAVA Convention in January 2023. Kudos to the team for their extraordinary efforts in achieving this milestone and delivering quality products to our esteemed customers.

Super Platinum Quality Award







Lumax Mannoh Allied Technologies Limited for receiving the Best Cost Cooperation in ISR2.0 Award from Mr Ichiro Shimokawa, Chief Production Officer & Director — Production Planning & Control and Mr Yutaka Hozumi, Senior operating Officer - HGID from Honda Cars India at the Annual Supplier Convention organised by HCI Supplier Club in February 2023.

Silver Award – Toyota Kirloskar Suppliers Association







Team Riser from Lumax Mannoh Allied Technologies Limited for winning the Silver Award at the Regional Quality Circle Competition organised by Toyota Kirloskar Suppliers Association in January 2023.

ACMA Awards







Lumax Auto Technologies Limited, Bengaluru won the Bronze Award for Excellence in Manufacturing - Very Large Category at the ACMA Atmanirbhar Excellence Awards 2022 in March 2023.

Bagged two awards for Design & Development & Overall Excellence





At the Maruti Suzuki Vendor Conference 2022 held on 27th May, 2022 at Mumbai.









HMSI Award for Strong CR efforts in process Kaizen for 2021-22

TPM Awards







Chakan Plant – Category B in 2017



Bengaluru plant – excellence in Category A for the year 2019

ICQCC Awards





Two Teams from Lumax Auto Technologies Limited participated in the ICQCC Competition held at Hyderabad in November 2021 bagging the Par Excellence Awards.

Best Annual Report

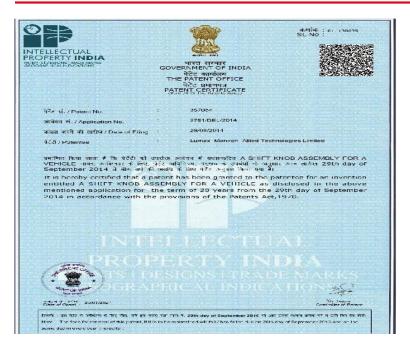




Won the prestigious award for best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2018-19, 2019-20, 2020-21 & 2021-22

Recognition





Lumax Mannoh Allied Technologies Ltd. received first ever Patent registration from the Government of India for invention in "Shift Knob Assembly" in January 2021



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

Other Awards





Team Avengers from Lumax Cornaglia Auto Technologies Pvt Ltd, Pune bagged the Excellent Award in Silver Category at the National Convention on Quality Concepts 2021 held in December 2021.



Team from Lumax Auto Technologies Limited, Chakan was awarded the Silver Award in Renovative Category at the 41st CII National Kaizen Competition in September 2021.

Other Awards





Lumax Mannoh Allied Technologies Limited, Manesar bagged the Second Runner Up at the First Best HR Practices Competition organised by ACMA held in March 2021.







Lumax-DK Jain Group bagged 2 Gold and 1 Silver Awards at the 4th HR Excellence Awards organised by PNGI in December 2021. Lumax won the Gold Award in Covid Management - Large Corporates category and Ms Gayatri Yadav, Assistant Manager - HR bagged the Gold Award in Individual Category. Lumax Cornaglia Auto Technologies Pvt. Ltd. won the Silver Award in Employee Engagement - Small Category.

State-of-the-Art Manufacturing Facilities











State-of-the-Art Manufacturing Facilities

































For further information, please contact:

Company:

Investor Relations Advisors:



Lumax Auto Technologies Limited

CIN: L31909DL1981PLC349793

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www.lumaxworld.in/lumaxautotech



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