

LATL:CS:IP:2021-22

February 9, 2022

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 3rd Quarter and Nine Months ended December 31, 2021

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter and Nine Months ended December 31, 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

COMPANY SECRETARY

M. NO. A 16825

Encl: As Stated above







Lumax Auto Technologies Limited

Investor Presentation – Q3 FY21-22



Safe Harbor



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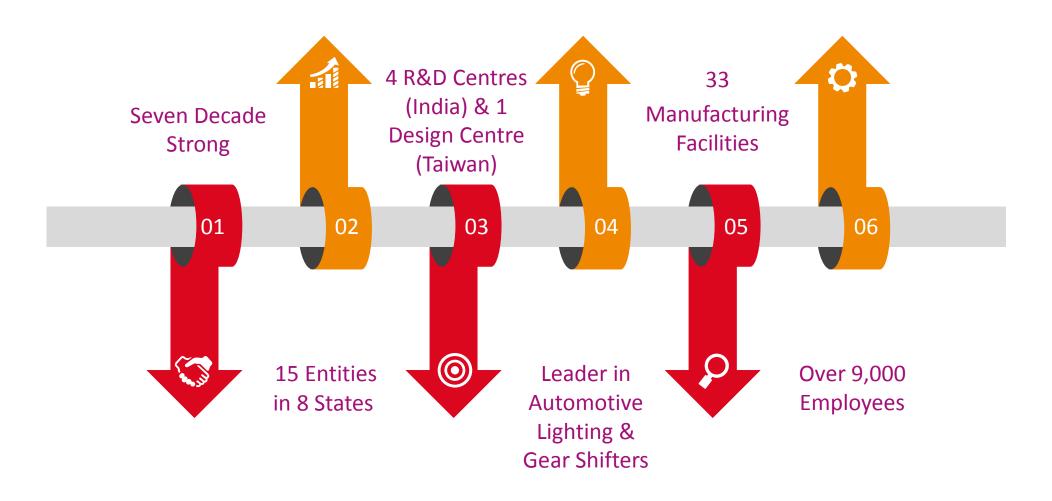


Lumax-DK Jain Group



Lumax-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

41%

Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis, 2/3-wheeler Lighting, Gear Shifters, Emission systems, Transmission Products, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas, Electric devices and components including software related to automotive industry

Partnerships

- Cornaglia Italy
- Mannoh Japan
- Ituran Israel
- FAE Spain

- JOPP Germany
- YOKOWO Japan
- Alps Alpine Japan

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





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



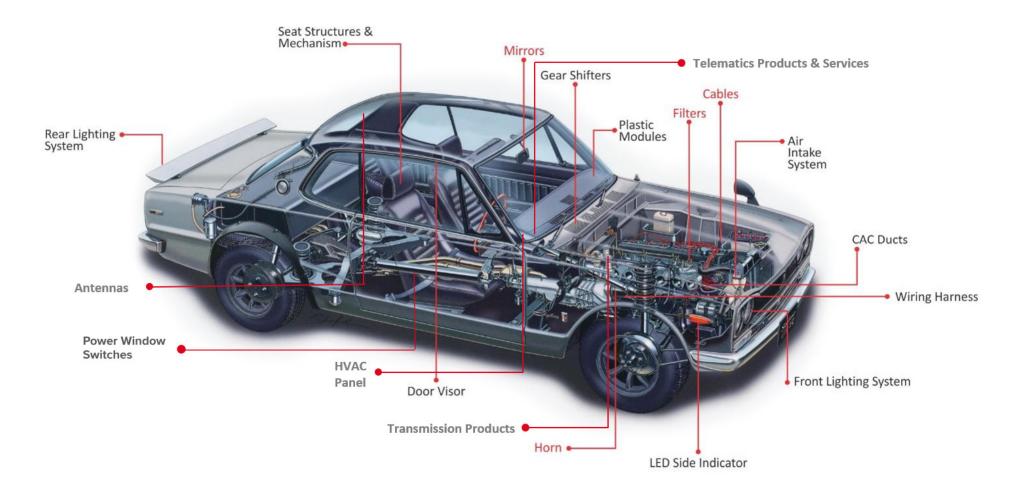
Our Vision





Diversified Product Range – 4-wheelers



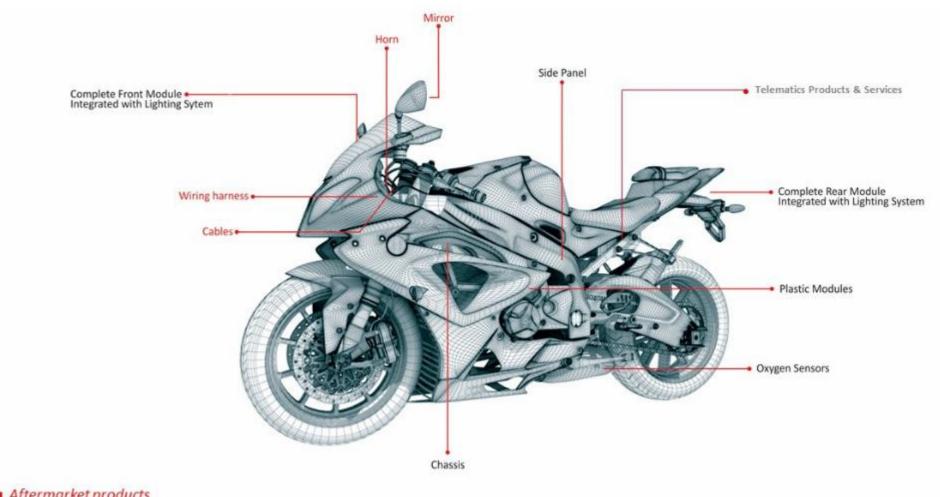


Destination Boards & Urea Tanks for Commercial Vehicle
 Aftermarket products



Diversified Product Range – 2-wheelers



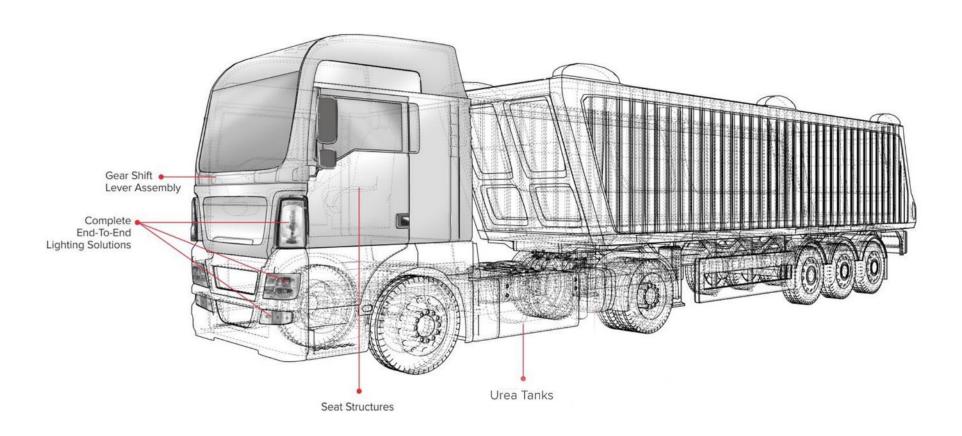


Aftermarket products



Diversified Product Range – Commercial Vehicles







Diversified Product Range – Farm Equipment Sector (FES)

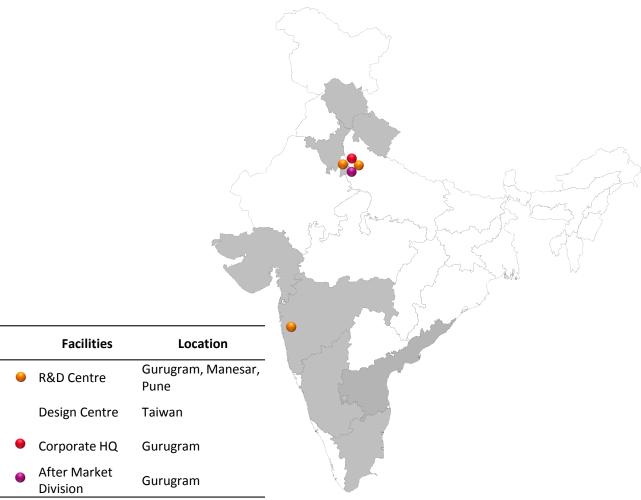






33 Locations close to Customers





State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	4
	Manesar	4
Maharashtra	Pune	9
	Waluj	2
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



Fostering Partnerships to Deliver Excellence



STANLEY

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

September 2021

JV for manufacture and supply of electric devices and components

50% in Lumax Alps Alpine India Pvt. Ltd.



Relationships with Diversified Customers



Two Wheeler



















Tier 1









Four Wheeler











ŠKODA













Commercial Vehicle























Relationships with Diversified Customers



Tractor/FES

Mahindra

Rise











Defence & Aero Space



Export



















... Strong After Market Exports Presence









DK JAIN GROUP

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











Manufacturing

Capabilities

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

R&D Centre

Frontrunner in the R&D, technology, and innovation space

Diversified Product Portfolio

Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Emission Systems, Seat Frames, Aftermarket, Oxygen sensors, Telematics Products, Antennas & other vehicle communication products, Electric devices & 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 Austem 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





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

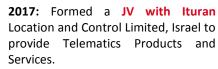
JV company with Cornaglia, Italy started as Lumax Cornaglia Auto Technologies Pvt Limited.

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



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

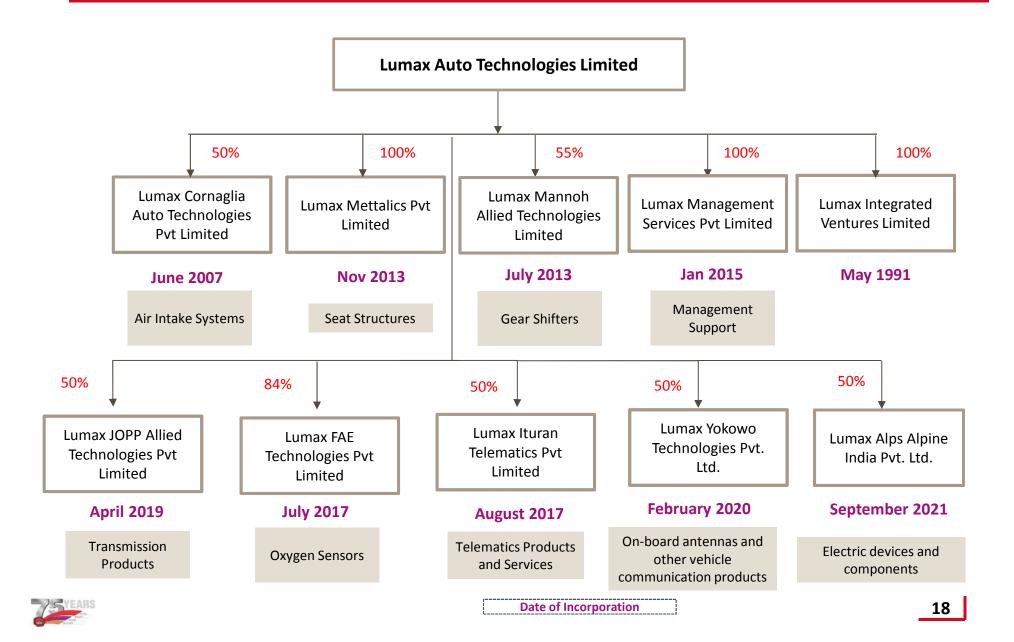
JV with JOPP, Germany to manufacture and supply transmission products





Well defined Corporate Structure





Fostering Partnerships to Deliver Excellence





Italy

Relationship Since 2007

JV for emission systems

50% in Lumax Cornaglia Auto
Technologies Pvt. Ltd.



Israel

Relationship Since 2017

JV for sale of telematics products and services

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MANNOH

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ALPS/ILPINE

Japan

September 2021

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



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



- Integrated Plastic Modules
- Gear Shift Lever
- Seat Structures
- Telematics Products and Services
- Urea Tank



Key Customer Relationships



Four Wheeler





















Tier 1









Commercial Vehicle









2/3 Wheeler





Export

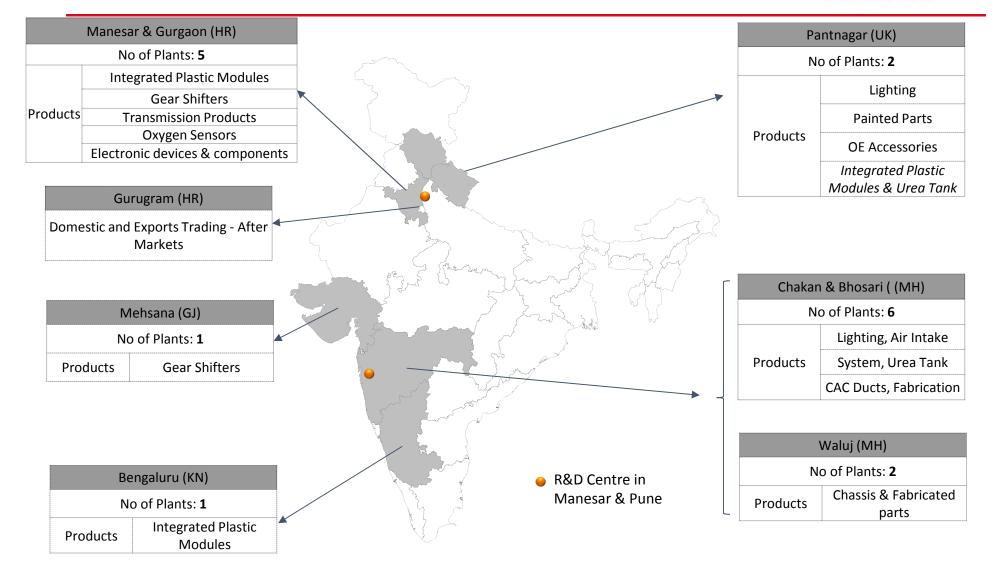






Strategic Locations Close to Customers



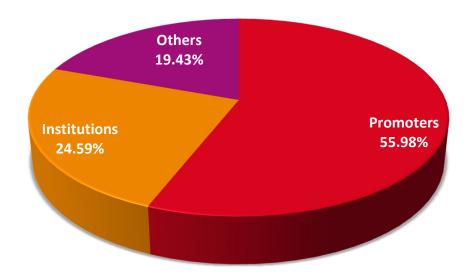


17 Plants in 5 States





Shareholding breakup





Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- He is 79 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 - 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 and Executive Council member of ACMA



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 is the immediate Past President of ACMA, 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 and is member of Young President's organization and Entrepreneurs organization. He also holds the position of Vice President of Toyota Kirloskar Supplier's Association



Supported by Strong Independent Directors





Mr. Roop Salotra Age: 71 years Mechanical Engineer

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



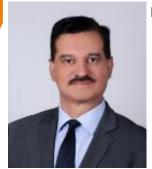
Mr. Milap Jain Age: 70 years B.A. (Pol.Sc. Hons.) from Revenshaw College, Cuttack

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



Age: 51 years Graduate & holds

Diploma in Travel and Tourism



Mr. Arun Malhotra

Age: 63 years **B.E Mechanical &** MBA from IIM. Kolkata



Mr. A P Gandhi

Age: 83 years Mechanical Engineer

She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting and auxiliary transport activities; 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 40 years of experience.



Professional & Experienced Team





Mr. Sanjay Mehta Director & Group CFO Age: 54 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. Sanjay Bhagat Head After Market Age: 54 years Experience: 29 years



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



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



Ms. Priyanka Sharma Corporate Communication Age: 53 Years Experience: 26 Years



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



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





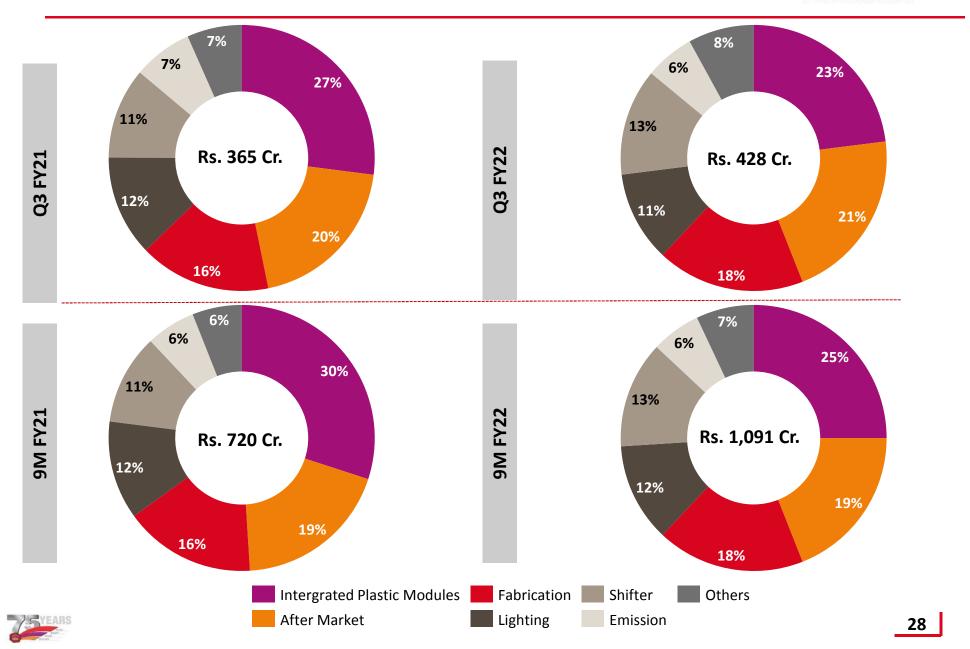






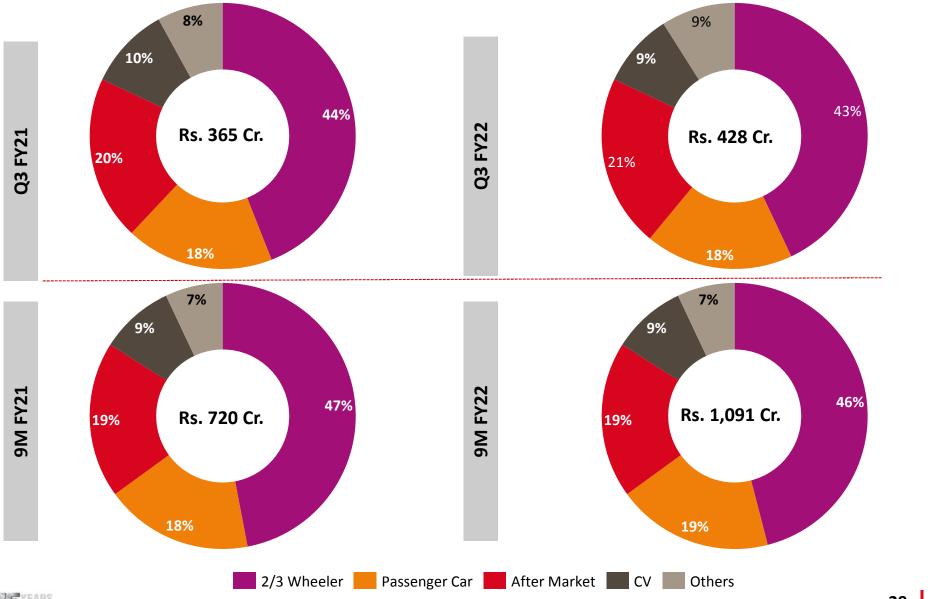
Product-wise Revenue Break-Up





Segmental Revenue Break-Up: Category

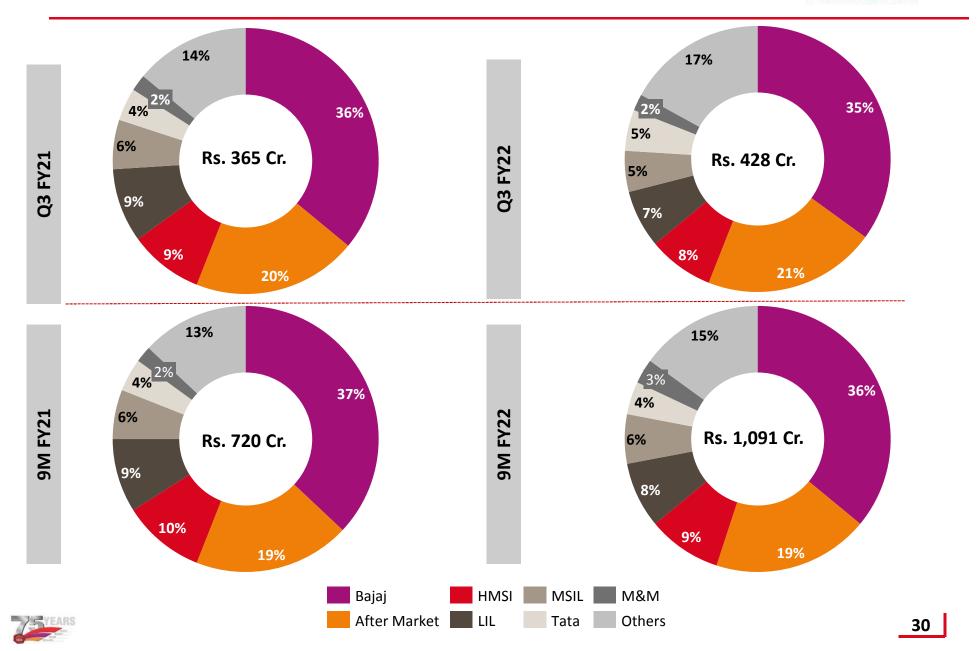






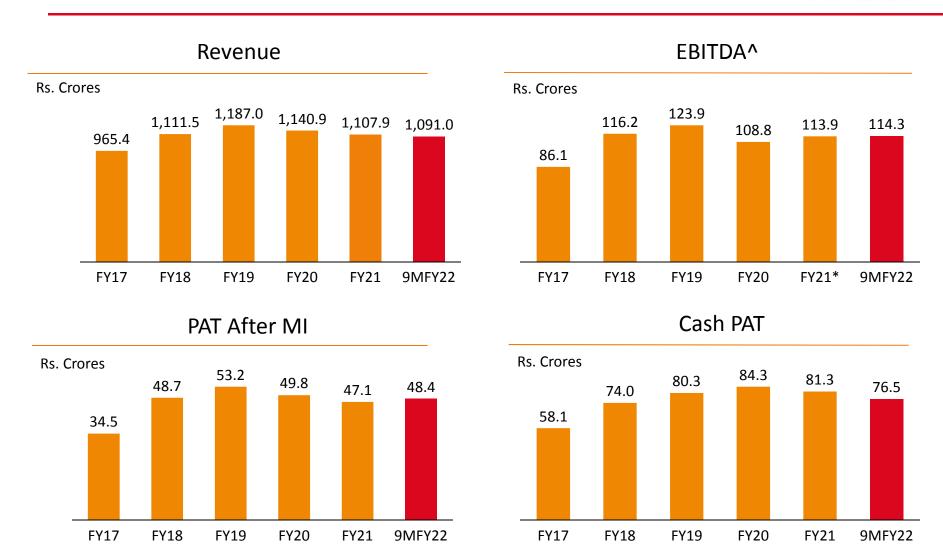
Customer wise – Revenue Break-Up





Strong historical financial performance





Consolidated

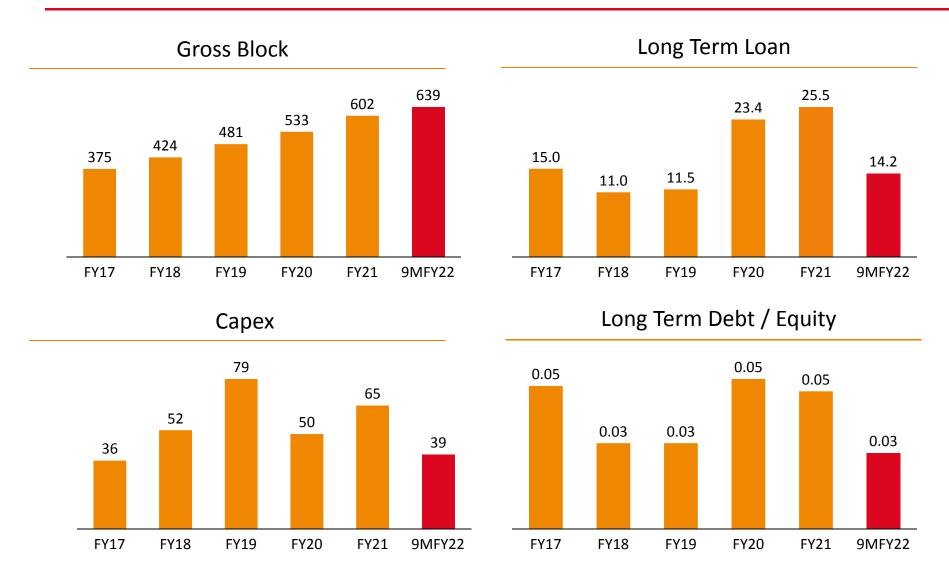


[^]EBITDA includes share of profits from JV's & other income

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

Expansion funded through Internal Accruals

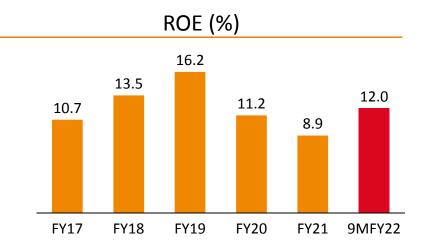


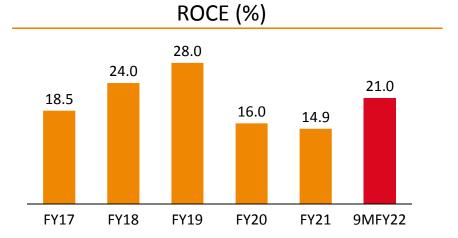




Return Ratios

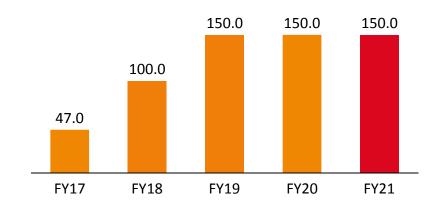


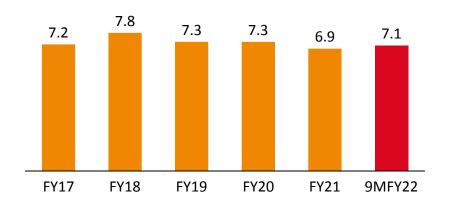




Dividend (% of Face Value)

EPS^ (in Rs.)







 $\label{eq:ROCE} ROCE = EBIT / Capital Employed$ $\label{eq:Capital Employed = Networth + Long Term Debt including Current Maturity}$ $\label{eq:Roce} Networth = Shareholder's Equity - OCI Reserve$

Consolidated

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Revenue	427.6	365.2	17%	1091.0	719.9	52%
Raw Material Consumption	293.9	248.1		743.3	486.6	
Employee Expenses	42.7	38.4		122.1	92.1	
Other Expenses	45.8	40.8		119.7	85.9	
Other Income	2.9	4.6		8.9	12.0	
Profit of JV	-0.1	-0.03		-0.6	0.05	
EBITDA	47.8	42.6	12%	114.3	67.3	70%
EBITDA %	11.2%	11.7%		10.5%	9.3%	
Depreciation	10.2	9.0		28.1	25.0	
Finance Cost	2.2	2.2		6.6	7.8	
Profit Before Tax (Before Exceptional Items)	35.4	31.3	13%	79.5	34.5	131%
Tax	10.0	8.2		22.9	10.4	
Profit After Tax (Before Minority Interest)	25.4	25.4	0%	56.6	26.3	115%
Minority Interest	3.8	2.3		8.2	0.2	
Adjusted Profit After Tax	21.6	23.1	-7%	48.4	26.1	85%
PAT Margin%	5.0%	6.3%		4.4%	3.6%	
EPS	3.16	3.39		7.10	3.83	



Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Sep-21	Mar-21
Non-current assets		
Property, plant and equipment	330.4	331.5
Capital work-in-progress	13.8	9.3
Investment Property	12.8	17.6
Right-to-use asset	36.2	28.1
Goodwill	0.2	0.2
Other Intangible assets	3.0	3.3
Investment in Jointly controlled Entities	1.6	1.0
Financial assets		
Investments	80.9	89.4
Loans	0.1	0.1
Others	6.9	6.1
Income Tax Assets	6.9	6.8
Other non-current assets	16.6	9.3
Deferred Tax Assets (net)	0.01	0.1
Sub-total - Non-Current Assets	509.5	502.9
Current assets		
Inventories	99.2	83.6
Financial assets		
Loans	0.6	0.6
Investments	41.0	40.3
Trade receivables	250.7	223.0
Cash and cash equivalents	31.5	16.7
Bank balances other than Cash	90.1	81.3
Other Financial Assets	7.5	12.7
Other current assets	40.5	28.6
Assets held for Sale	-	-
Sub-total - Current Assets	561.2	486.7
TOTAL - ASSETS	1070.7	989.7

EQUITY & LIABILITIES	Sep-21	Mar-21
Equity		
Equity Share capital	13.6	13.6
Non-Controlling Interest	43.4	40.4
Other equity	514.7	517.1
Sub-total - Shareholders' funds	571.7	571.1
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	11.7	5.5
Lease Liability	28.1	18.7
Provisions	6.6	6.3
Deferred tax liabilities (net)	13.0	14.1
Sub-total - Non-current liabilities	59.4	44.6
Current liabilities		
Financial liabilities		
Borrowings	95.7	66.9
Lease Liability	6.1	7.3
Trade payables	218.9	204.8
Other financial liabilities	33.1	32.6
Provisions	18.1	15.4
Other current liabilities	63.6	44.4
Current tax liabilities	4.1	2.7
Sub-total - Current liabilities	439.5	374.0
TOTAL - EQUITY AND LIABILITIES	1070.7	989.7





ACMA Awards







Lumax Mettalics Pvt Ltd won the Gold Award in Excellence in HSE Small Category at the ACMA Technology Summit & Awards in 2019





Lumax Mettalics Pvt Ltd, Pune won the Gold Award in the category Excellence in HSE – Small at the ACMA Excellence Awards 2020 in 2021



TPM Awards







Chakan Plant – Category B in 2017





Bengaluru plant – excellence in Category A for the year 2019



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



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

































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













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









For further information, please contact:

Company: Investor Relations Advisors:



Lumax Auto Technologies Limited CIN: L31909DL1981PLC349793

Ms. Priyanka Sharma priyanka.sharma@lumaxmail.com

www.lumaxworld.in/lumaxautotech



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