

LATL:CS:IP:2022-23 February 13, 2023

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, 2022

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter and Nine Months ended December 31, 2022.

The aforesaid information 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

Raajesh Kumar Gupta Vice President & Group Head (Secretarial, Legal & Internal Audit) Membership No. A8709

Encl: As stated Above





T +91 124 4760000





Investor Presentation – Q3 FY2023





Safe Harbor



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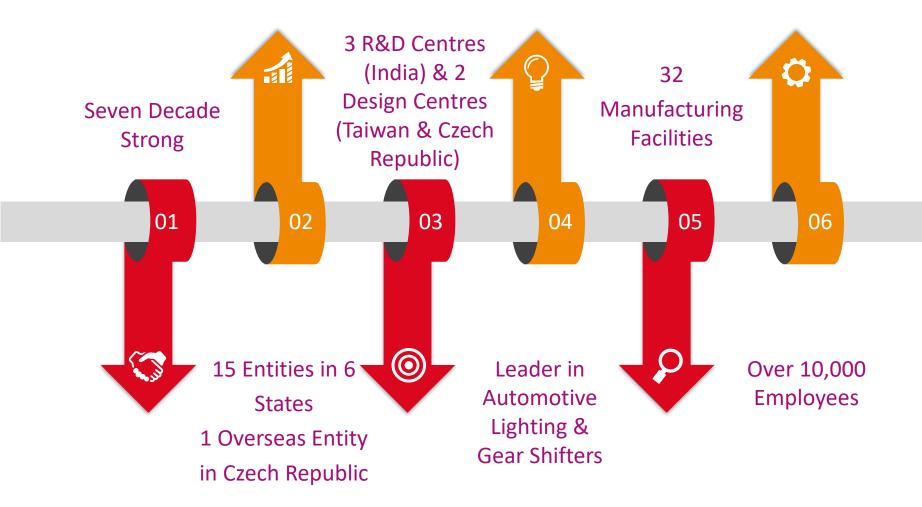


Lumax-DK Jain Group



Lumax-DK Jain Group







Two Listed Entities



Lumax Industries Limited

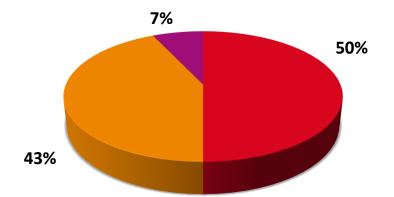
Products & Services

End-to-end Automotive Lighting Solutions

HVAC Panels and other electronic components

Partnerships

- Stanley Japan
- SL Corporation Korea



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, Manufacture and supply of 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

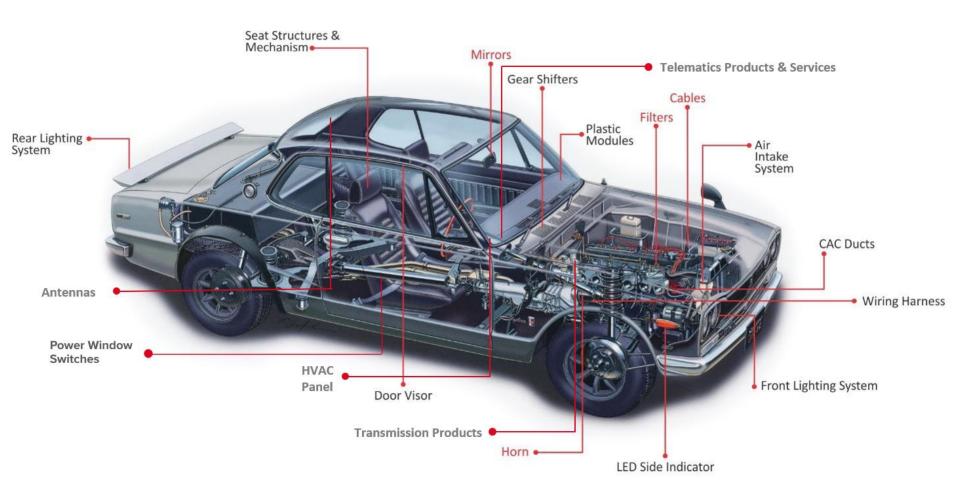


Our Vision



Diversified Product Range – 4-wheelers



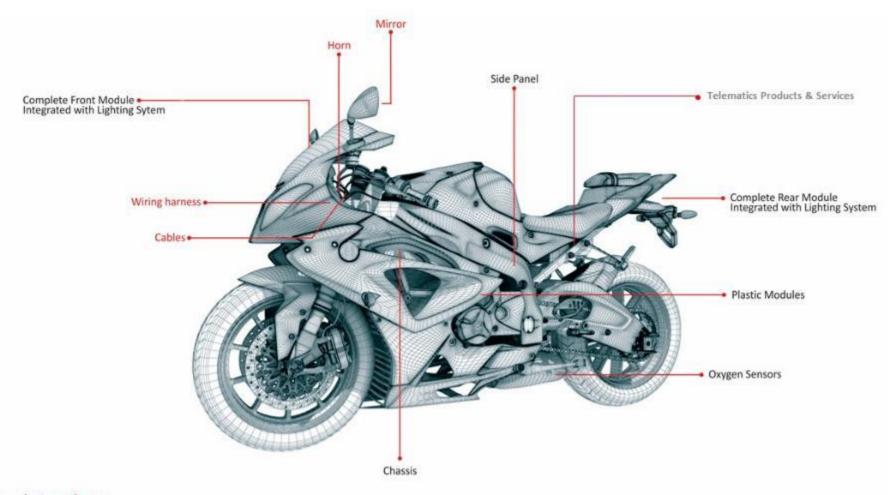


Destination Boards & Urea Tanks for Commercial Vehicle
 Aftermarket products



Diversified Product Range – 2-wheelers



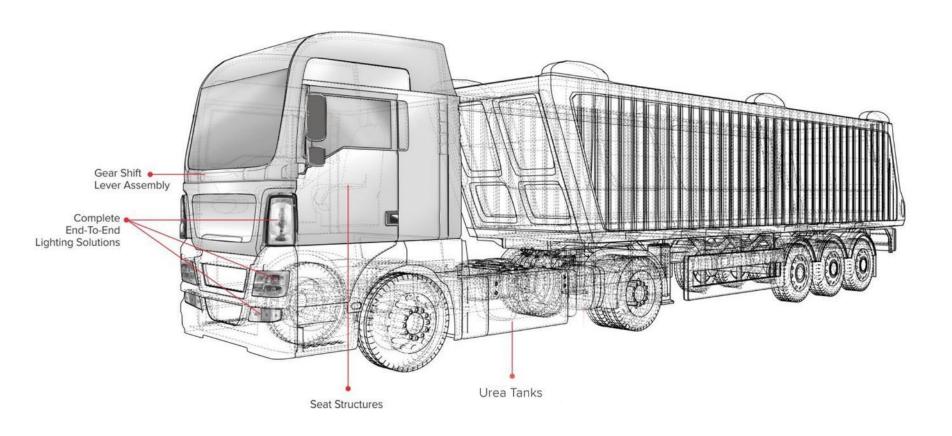


Aftermarket products



Diversified Product Range – Commercial Vehicles







Diversified Product Range – Farm Equipment Sector (FES)



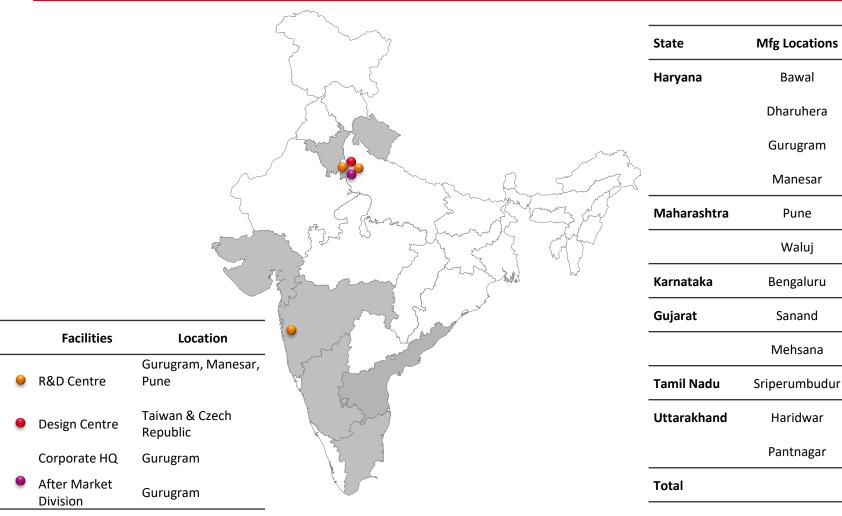




32 Locations close to Customers



#



32 Plants in 6 States

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



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.

MANNOH

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







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











Diversified Product R&D Centre **Portfolio**

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

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

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





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

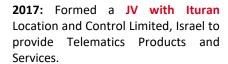
JV company with Cornaglia, Italy started as Lumax Cornaglia Auto Technologies Pvt Limited.

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



Formed a JV with FAE, Spain to manufacture Oxygen Sensors.

Set up Assembly facility in Mehsana, Guiarat 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

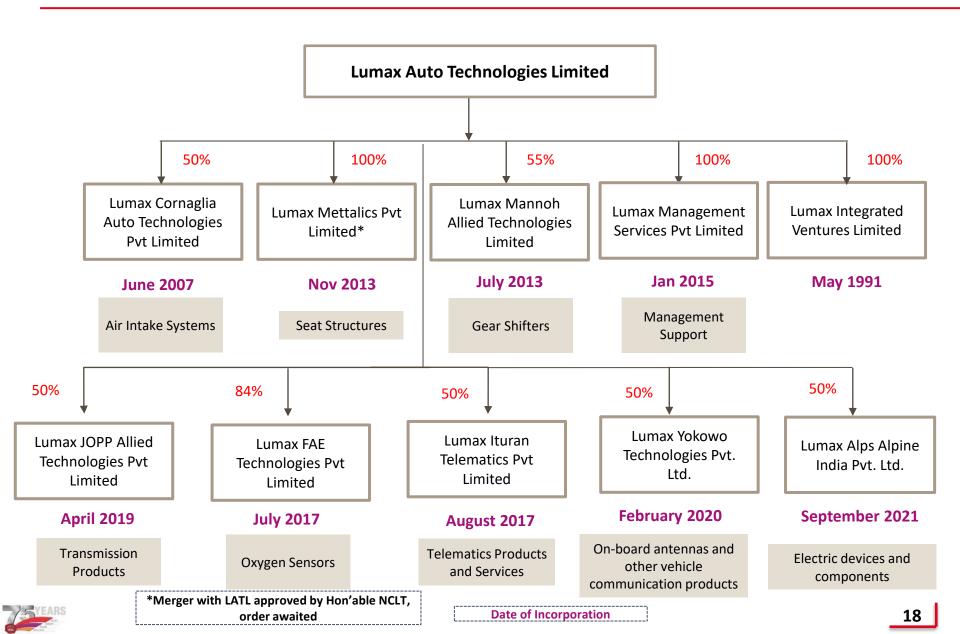






Well defined Corporate Structure





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

50% in Lumax Ituran Telematics Pvt. Ltd.

HOMMAN

Japan

Relationship Since 2008

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45% in Lumax Mannoh Allied Technologies Ltd.



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ALPS/ILPINE

Japan

September 2021

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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





The Power of Dreams















Tier 1









Commercial Vehicle









2/3 Wheeler





Export

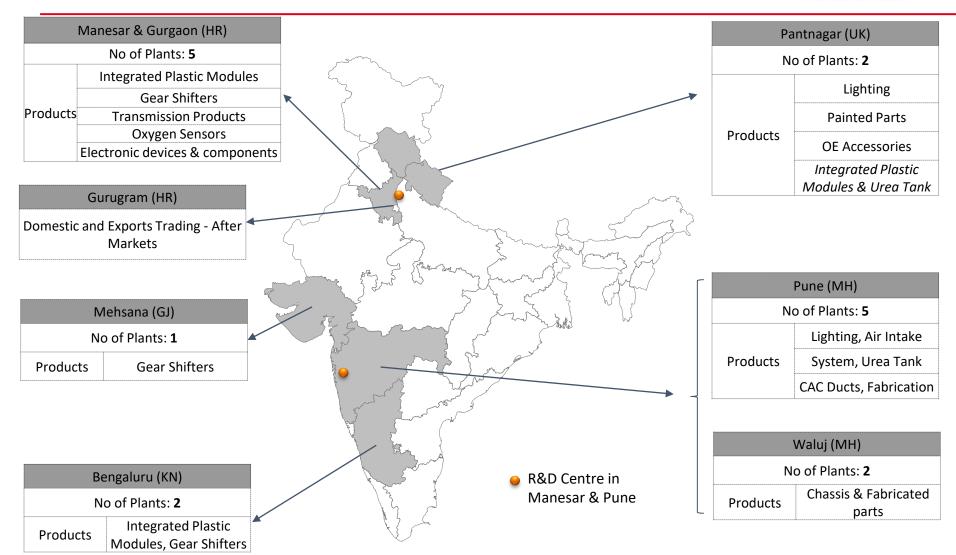






Strategic Locations Close to Customers



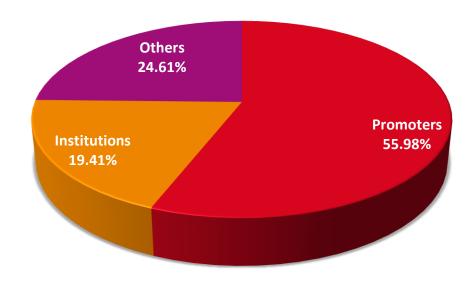


17 Plants in 5 States





Shareholding breakup





Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- He is 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 43 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 47 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 27 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 Deputy 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: 72 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: 71 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



Ms. Diviya Chanana

Age: 51 years

Graduate & holds

Diploma in Travel and

Tourism

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



Mr. Arun Malhotra

Age: 64 years

B.E Mechanical &

MBA from IIM,

Kolkata



Mr. A P Gandhi

Age: 84 years

Mechanical Engineer

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: 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. Raajesh Gupta Group Company Secretary Age: 53 Years Experience: 29 Years



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



Mr. Abhinav Gera Chief Human Resource Officer Age: 45 years Experience: 23 Years



Mr. Rajesh Dubbewar Head Metallic Age: 55 years Experience: 30+ years



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



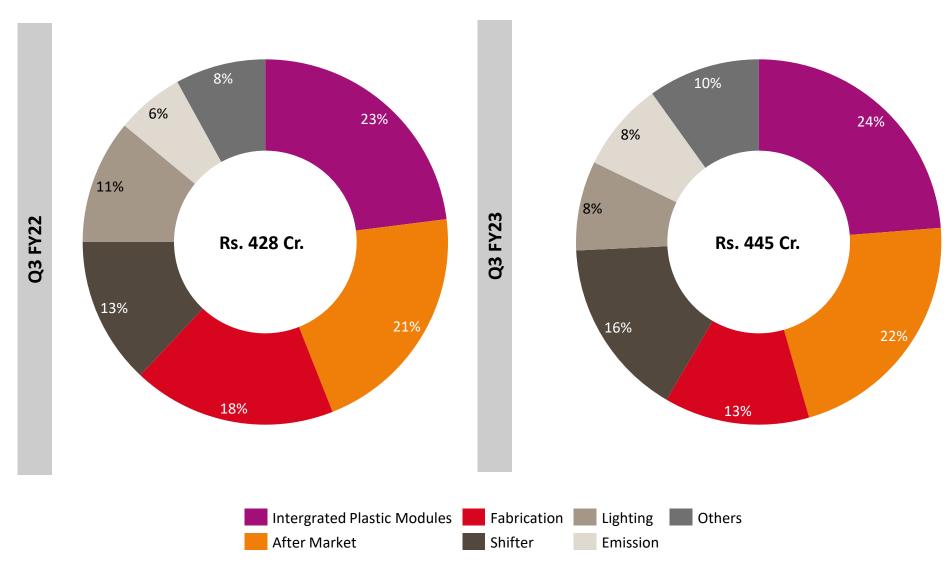
Mr. Ashish Dubey Chief Financial Officer Age: 55 years Experience: 31 Years





Product-wise Revenue Break-Up

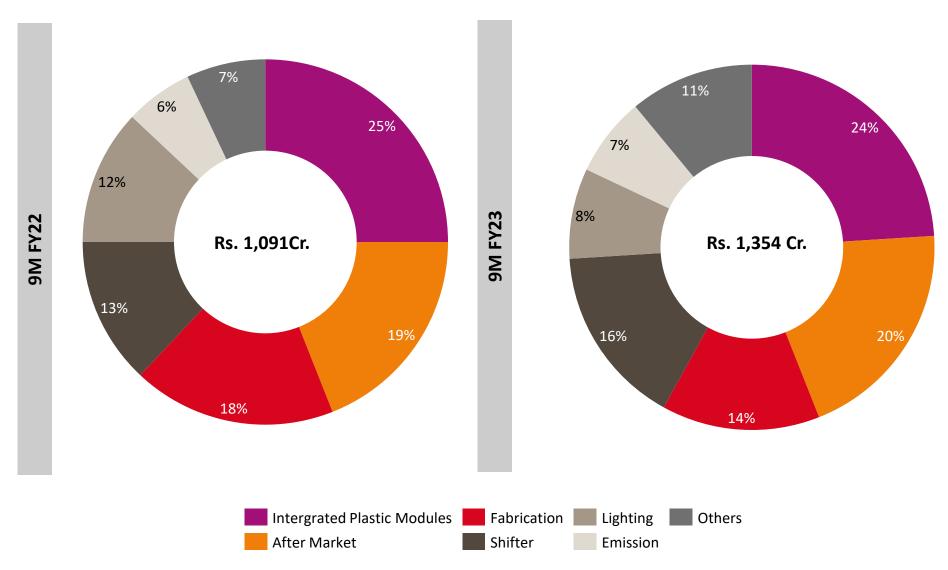






Product-wise Revenue Break-Up

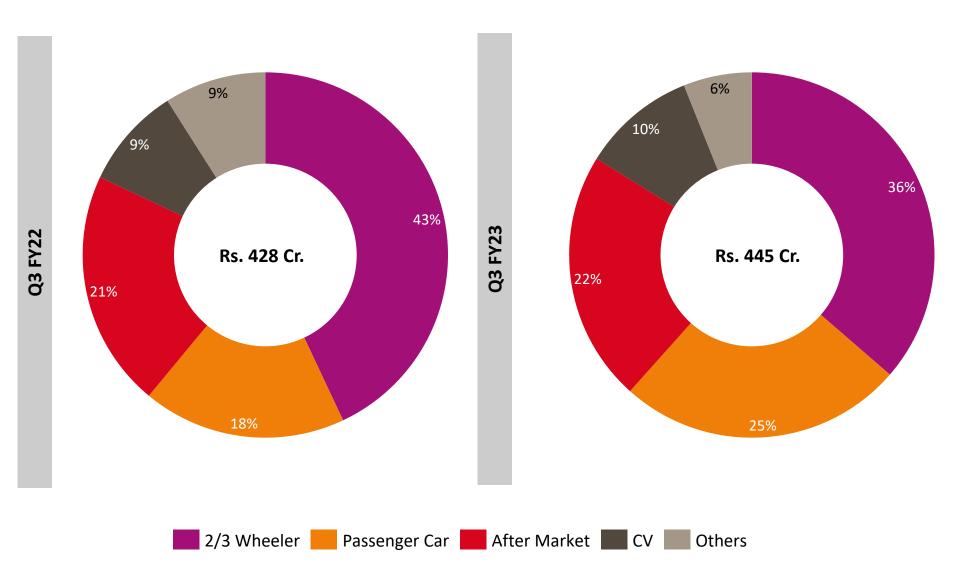






Segmental Revenue Break-Up: Category

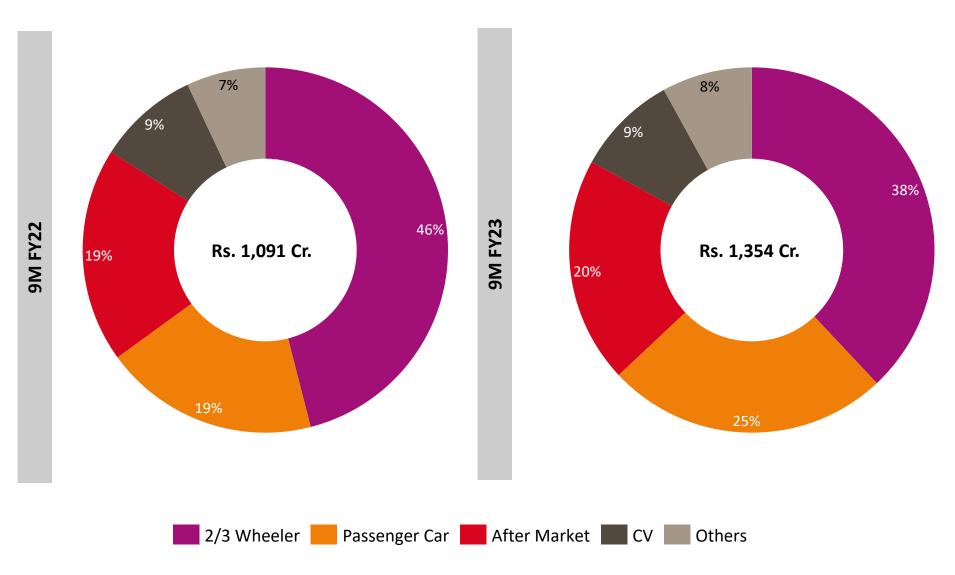






Segmental Revenue Break-Up: Category

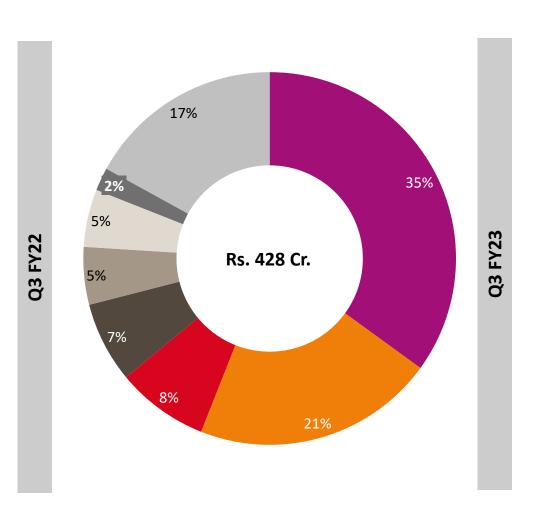


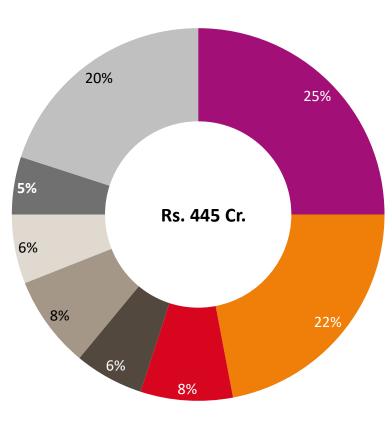




Customer wise – Revenue Break-Up





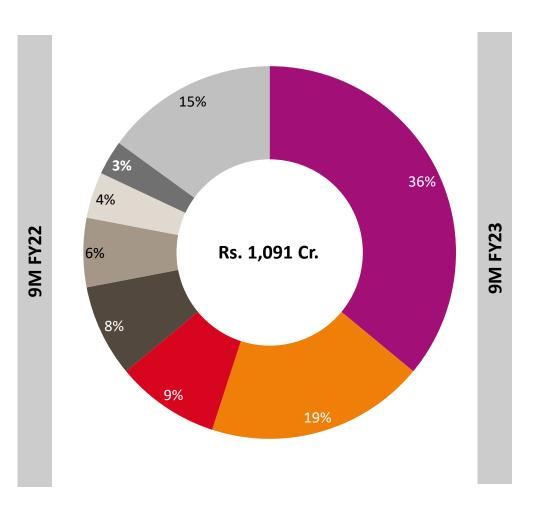


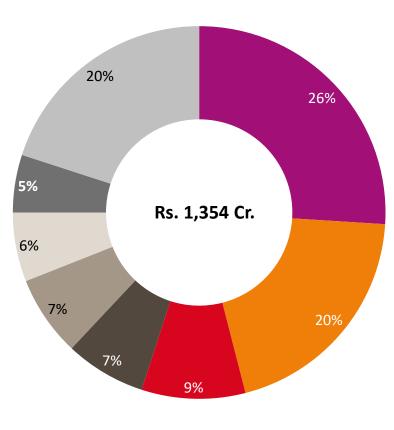




Customer wise – Revenue Break-Up





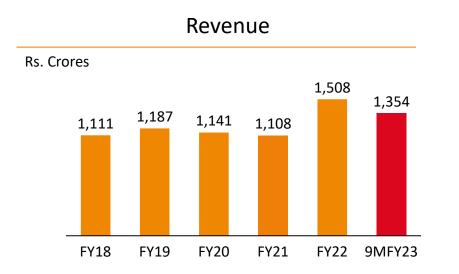


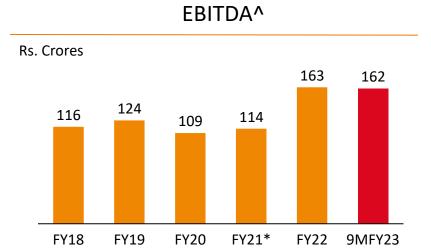




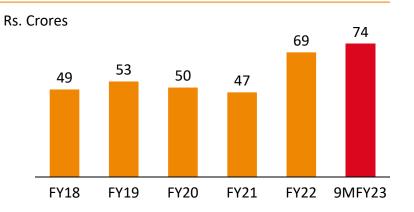
Strong historical financial performance



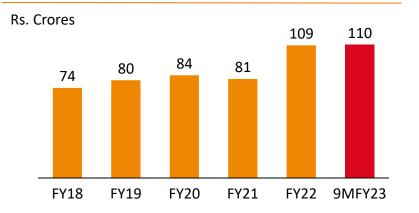








Cash PAT



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



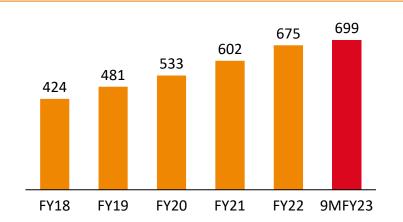
Consolidated

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

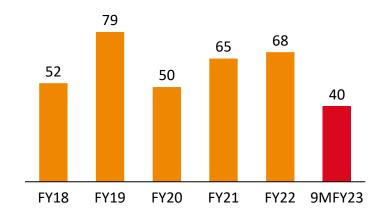
Expansion funded through Internal Accruals



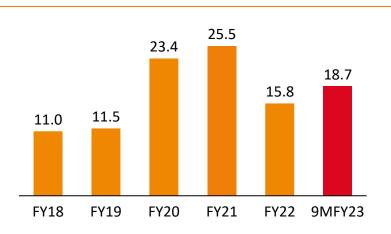




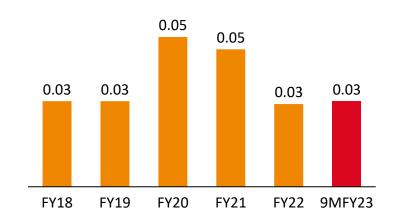
Capex



Long Term Loan



Long Term Debt / Equity

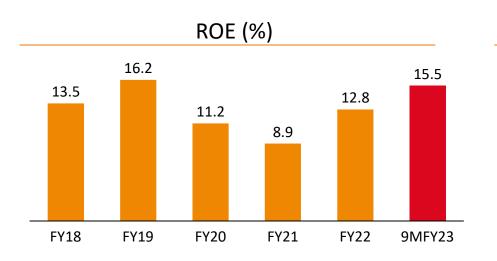


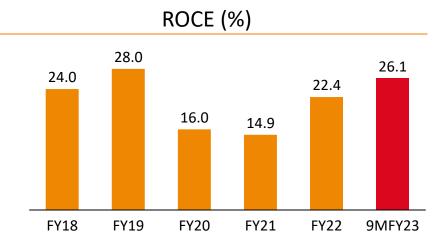


Rs. Crores Consolidated

Return Ratios

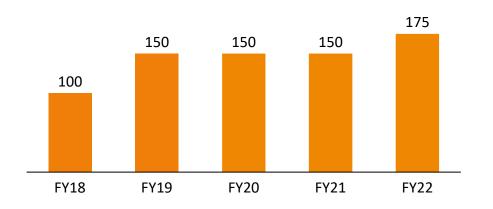


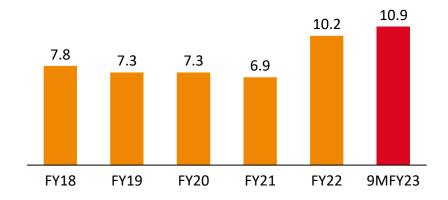




Dividend (% of Face Value)

EPS^ (in Rs.)







Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q3 FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q	9MFY23	9MFY22	Y-o-Y
Revenue	445.2	427.6	4.1%	487.0	-8.6%	1,354.1	1,091.0	24.1%
Raw Material Consumption	301.0	293.9		330.3		917.2	743.3	
Employee Expenses	48.0	42.7		49.3		143.2	122.1	
Other Expenses	48.9	45.8		55.5		150.2	119.7	
Other Income	6.9	2.9		7.7		18.6	8.9	
Profit of JV	0.0	-0.1		0.0		0.0	-0.6	
EBITDA	54.2	47.8	13.4%	59.6	-9.1%	162.2	114.3	42.0%
EBITDA %	12.2%	11.2%		12.2%		12.0%	10.5%	
Depreciation	12.1	10.2		11.8		35.2	28.1	
Finance Cost	3.4	2.2		3.3		9.5	6.6	
Profit Before Tax	38.7	35.4	9.2%	44.4	-12.8%	117.5	79.5	47.8%
Tax	10.8	10.0		10.6		29.8	22.9	
Profit After Tax (Before Minority Interest)	27.9	25.4	9.8%	33.8	-17.5%	87.7	56.6	55.0%
Minority Interest	4.6	3.8		4.7		13.5	8.2	
Profit After Tax	23.3	21.6	8.2%	29.1	-19.7%	74.2	48.4	53.5%
PAT Margin%	5.2%	5.0%		6.0%		5.5%	4.4%	
EPS	3.43	3.16		4.27		10.89	7.10	



Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Sep 22	Mar-22
Non-current assets		
Property, plant and equipment	352.2	349.2
Capital work-in-progress	32.3	12.1
Investment Property	12.7	12.9
Right-to-use asset	41.6	42.0
Goodwill	0.2	0.2
Intangible assets	4.3	5.1
Investment in joint ventures	-	0.01
Financial assets		
Investments	93	53
Loans	0.4	0.4
Others	16.1	12.7
Income Tax Assets	5.4	6.8
Other non-current assets	14.5	14.9
Deferred Tax Assets (net)	0.2	0.1
Sub-total - Non-Current Assets	572.8	509.3
Current assets		
Inventories	121.5	111.8
Financial assets		
Loans	0.9	0.6
Investments	117.7	69
Trade receivables	330.7	266.4
Cash and cash equivalents	29.6	48.4
Bank balances other than Cash	58.3	90
Other Financial Assets	2.7	2.5
Other current assets	47.4	41
Sub-total - Current Assets	708.7	629.6
Assets held for sale	0.5	
TOTAL - ASSETS	1282.0	1138.9

EQUITY & LIABILITIES	Sep-22	Mar-22	
Equity			
Equity Share capital	13.6	13.6	
Non-Controlling Interest	66.5	60.8	
Other equity	596.2	530.3	
Sub-total - Shareholders' funds	676.3	604.7	
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Borrowings	9.0	10.2	
Lease Liability	33.8	33.1	
Employee benefit liabilities	7.3	6.9	
Deferred tax liabilities (net)	12.6	14.2	
Sub-total - Non-current liabilities	62.7	64.4	
Current liabilities			
Financial liabilities			
Borrowings	140.4	114.3	
Lease Liability	7.0	7.4	
Trade payables	277.4	231	
Other financial liabilities	31.0	32.7	
Employee benefit liabilities	19.5	17.1	
Other current liabilities	62.1	66.6	
Current tax liabilities	5.5	0.6	
Sub-total - Current liabilities	542.9	469.8	
TOTAL - EQUITY AND LIABILITIES	1282.0	1138.9	

Consolidated Cash Flow Statement



Particulars (Rs. in Crores.)	H1FY23	H1FY22
PBT	78.8	44.1
Adjustments	22.8	18.8
Operating profit before working capital changes	101.6	62.9
Changes in working capital	-41.9	-17.7
Cash generated from operations	59.7	45.2
Direct taxes paid (net of refund)	-14.4	-12.5
Net Cash from Operating Activities	45.3	32.7
Net Cash from Investing Activities	-52.9	-23.5
Net Cash from Financing Activities	-11.3	5.7
Net Change in cash and cash equivalents	-18.8	14.9
Opening Cash Balance	48.4	16.7
Closing Cash Balance	29.6	31.5





Awards & Recognitions





Bagged two awards for Design & Development & Overall Excellence





Won the Maruti Suzuki Vendor Conference 2022 held on 27th May,

2022 at Mumbai.

MARUTI SUZUKI Maruti Suzuki India Limited presents this award to Lumax Mannoh Allied Technologies Limited in recognition of **Overall Performance** for the year 2021-22 and hereby expresses its sincere appreciation for their efforts and superior performance. Managing Director & CEO 27th May, 2022



Platinum Award in National LCA in Productivity Enhancement LUMA





Lumax Auto Technologies Limited – Pantnagar

Won Platinum award in
National LCA in
Productivity
Improvement



ACMA Awards







Lumax Auto Technologies
Limited, Bengaluru won the
Silver Award for Excellence in
Manufacturing - Very Large
Category at the ACMA
Atmanirbhar Excellence Awards
2021 in March 2022.





Lumax Auto Technologies Limited, Pantnagar won the Bronze Award for Excellence in HSS - Very Large Category at the ACMA Atmanirbhar Excellence Awards 2021 in March 2022.



ACMA Awards







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





The Aurangabad plant won Prime Gold award in ICQCC 2022 in Jakarta



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









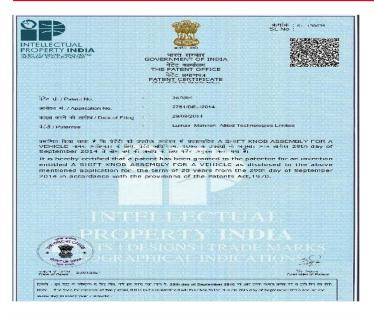
Competition Director

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



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



Lumax Mannoh Allied Technologies Ltd. received second Patent registration from the Government of India for twin rod gear shift assembly for manual transmission in January 2023



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













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











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















For further information, please contact:

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