

LATL:CS:IP:2023-24 Date: May 31, 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 4th Quarter and Year ended March 31, 2023

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4th Quarter and Year ended March 31, 2023.

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,

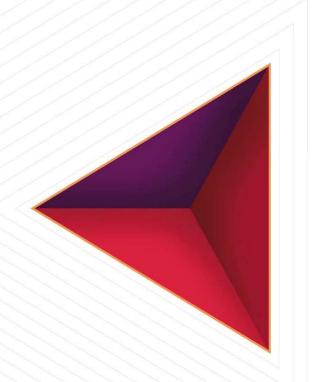
For Lumax Auto Technologies Limited

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

Encl: As stated Above







PRISM OF POSSIBILITIES



Lumax Auto Technologies Limited

Investor Presentation – Q4 FY2023



Safe Harbor



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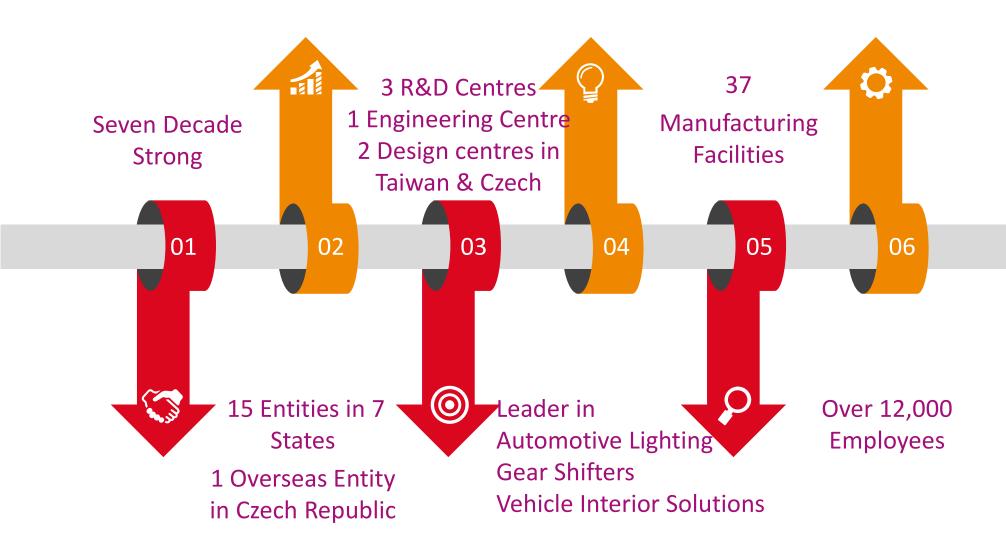


Lumax-DK Jain Group



DK Jain Group







Two Listed Entities



Lumax Industries Limited

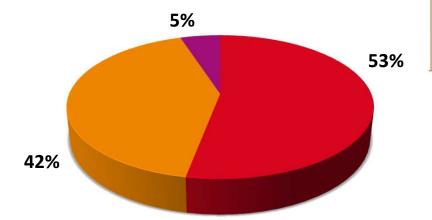
Products & Services

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, Emission systems, Transmission Products, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas, Vehicle Interior Systems & Components, 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
- IAC USA

- 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



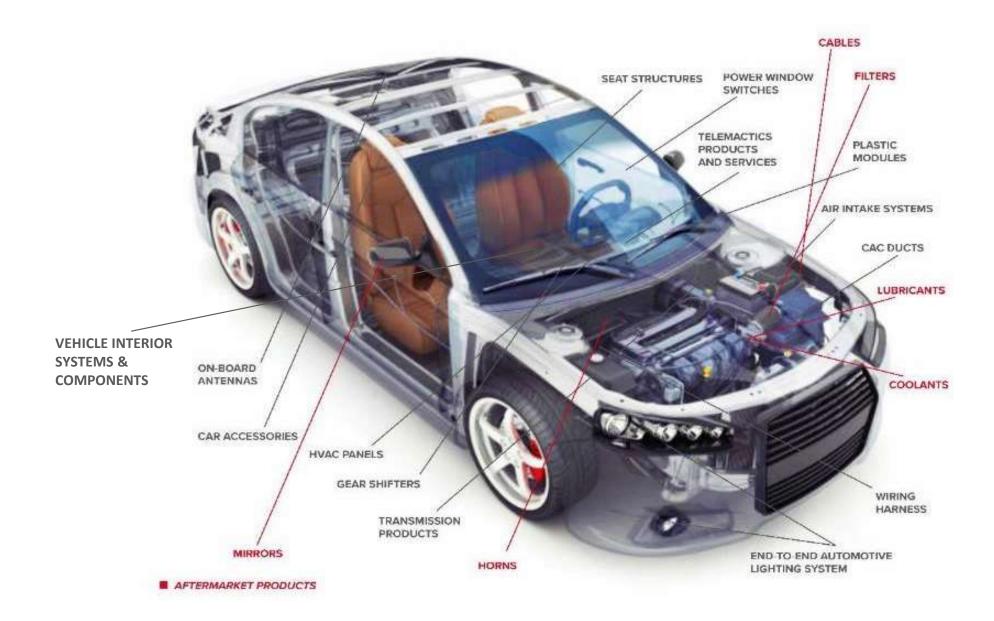
Our Vision





Diversified Product Range – 4-wheelers

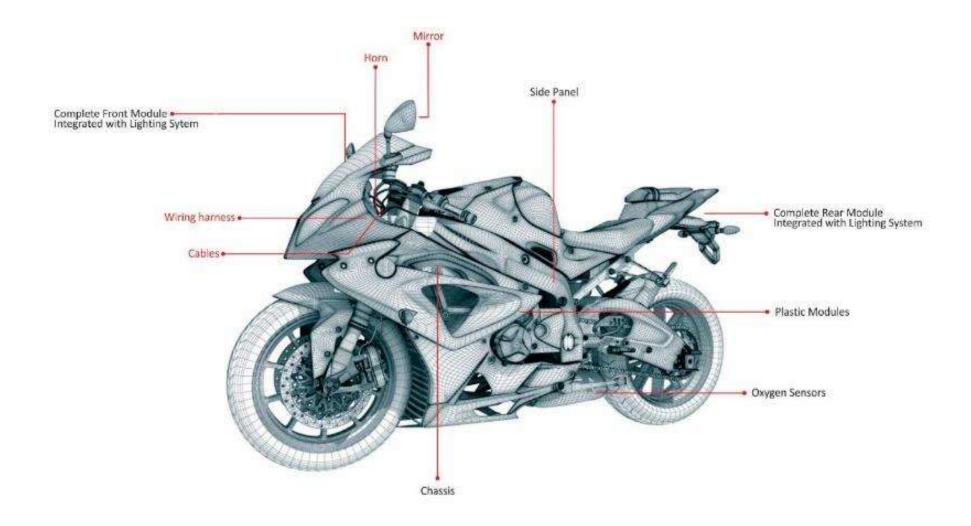






Diversified Product Range – 2-wheelers

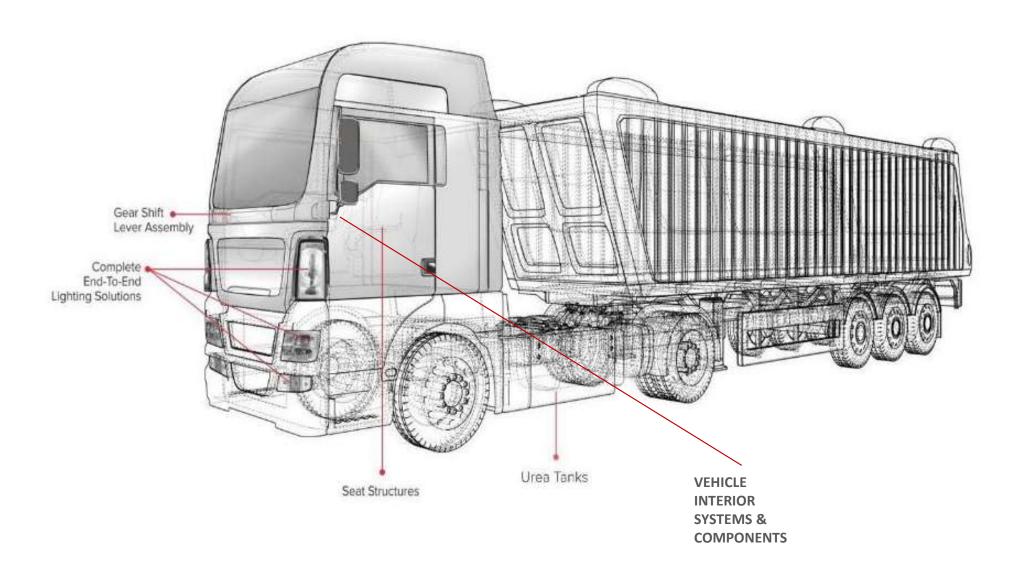






Diversified Product Range – Commercial Vehicles







Diversified Product Range – Farm Equipment Sector (FES)

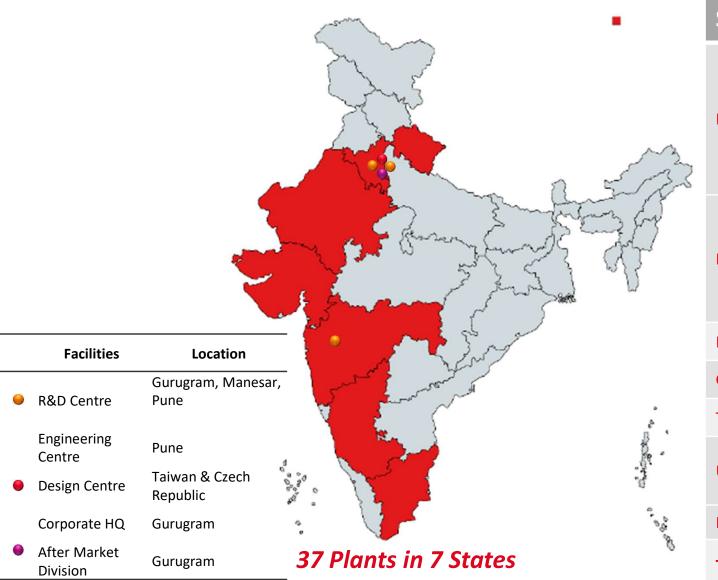






37 Locations close to Customers





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





HOMINA

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.





JOPP

yokowo

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.

ALPS/ILPINE





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 India



Relationships with Diversified Customers



Two Wheeler





























Four Wheeler











ŠKODA













Commercial Vehicle





















Relationships with Diversified Customers



Tractor/FES













Defence & Aero Space



Export



















... Strong After Market Exports Presence







Driving Growth through Diversified Products





Competitive Strengths



Evolving with Our Partners

Lumax Brand

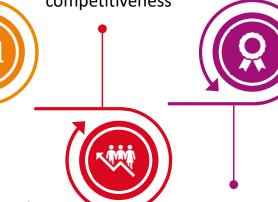
Customer Outreach

Partnered with international automotive

Credible LUMAX Brand

Strong OEM presence
Over 300 Channel Partners

leaders to reinforce competitiveness







R&D Centre



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
- 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 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



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

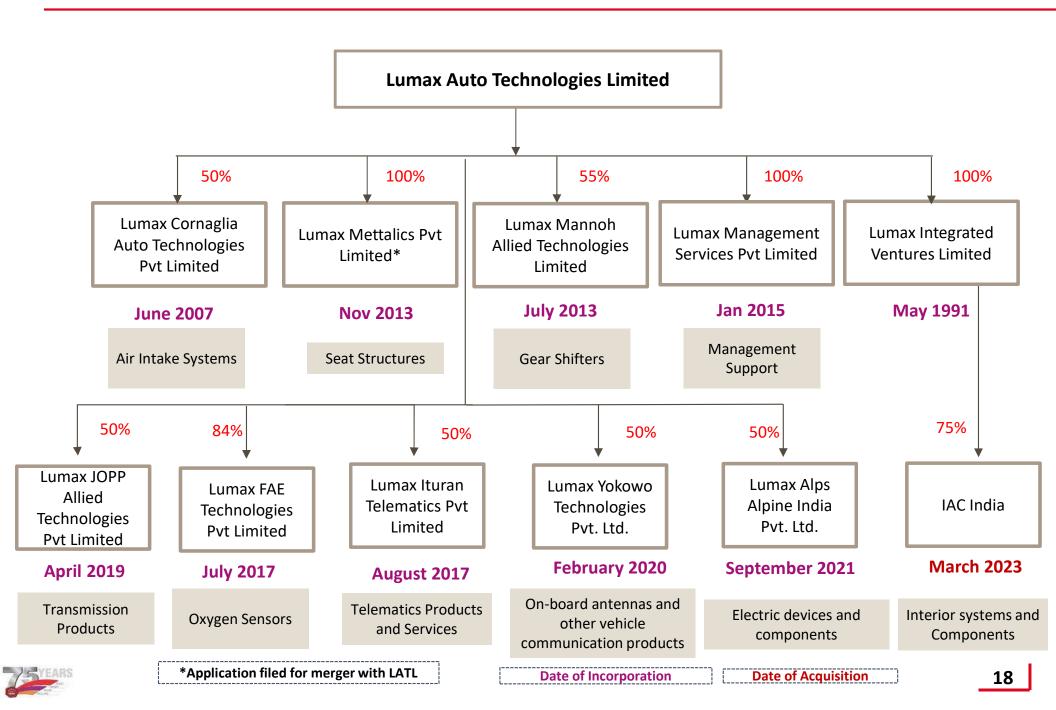


2023: Acquisition of 75% stake in IAC India, a well established Tier 1 interior systems and components supplier to key automotive OEMs in India



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 PlasticModules
- 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















ŠKODA







Commercial Vehicle















Export

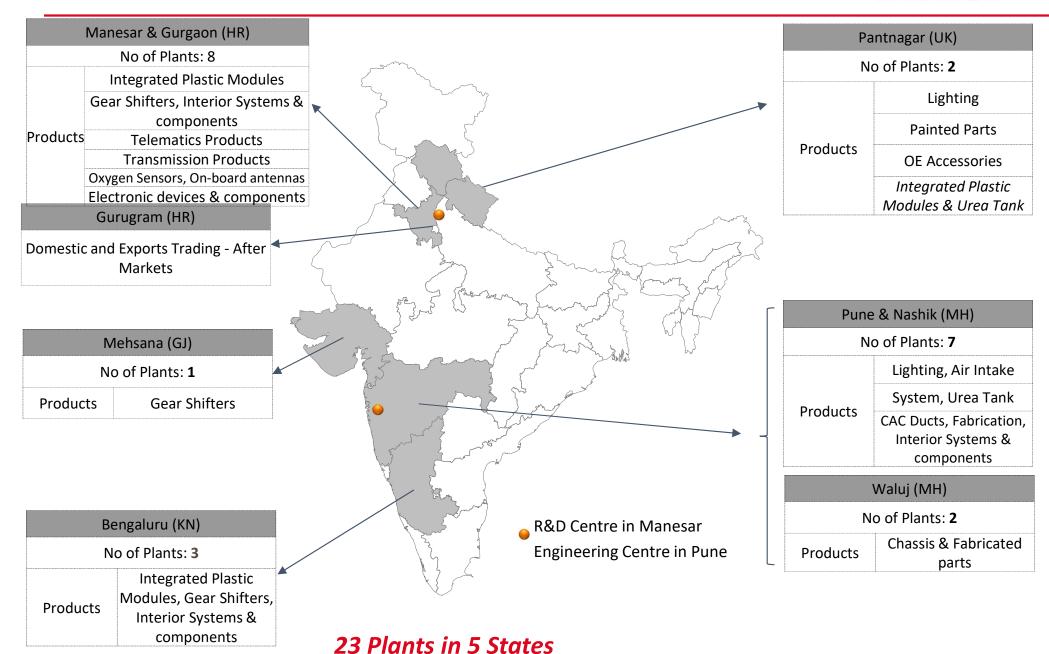






Strategic Locations Close to Customers

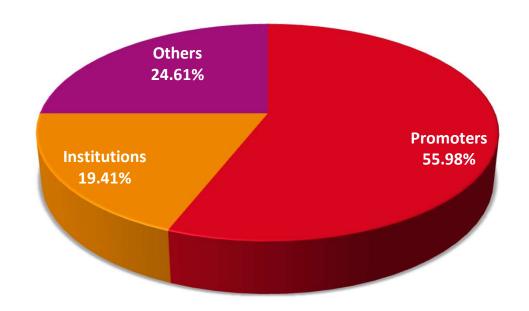








Shareholding breakup





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 20 years of experience
- 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, 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. 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 Chairman CII Northern Region 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
- 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



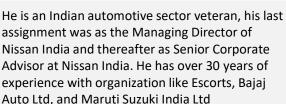
Age: 51 years Graduate & holds Diploma in Travel and

Tourism

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



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





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 40 years of experience.



Professional & Experienced Team





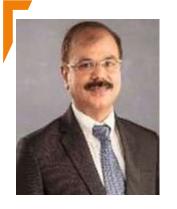
Mr. Sanjay Mehta Director & Group CFO Age: 55 years Experience: 30 Years



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. Ashish Dubey Chief Financial Officer Age: 55 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: 55 years Experience: 30+ years



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



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



Update on IAC India



IAC India is a **leading manufacturer of Interior & Exterior components** to key automotive OEMs in India including **Mahindra, Maruti Suzuki, Volkswagen and Volvo Eicher Commercial Vehicles** among others.

Financial Highlights (FY23)

Revenue*

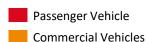
Rs. 635 Crs

Revenue growth*

76%

13%



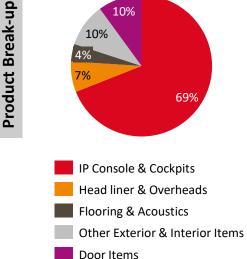




16.5%

EBITDA growth**

65%



Wide Product Portfolio

Instrument Panels, Cockpits & Consoles



- ✓ Instrument Panels
- ✓ Pillar & IP Air Vents
- ✓ Glove Box and Cockpit

Headliner & Overhead Systems



- ✓ Door Panels
- ✓ Front End Carrier
- ✓ Door Trims & Systems

Door & Trim Systems



- ✓ Air Bag Chute
- ✓ Headliners
- ✓ Floor Carpets (TPO)

Other Components



- ✓ Interior Soft Trims
- ✓ Exterior Hard Trims
- ✓ Tail Gate Trims



Segment Break-up

*Excluding revenue from tooling sale and other operating income;

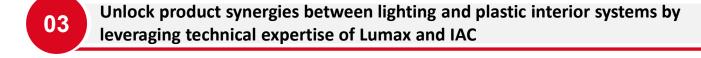
Key Initiatives for IAC India



01 Maintain strong leadership position with existing customers



02 Diversify/expand business with existing and new customers





Leverage IAC India's strong engineering center to design and develop new and innovative technologies and products



Operational synergies across manufacturing excellence, capacity utilization, procurement, etc.

Existing management team will continue to drive the business forward

Targeting to achieve higher revenues from EV platform over the next 3 to 5 years





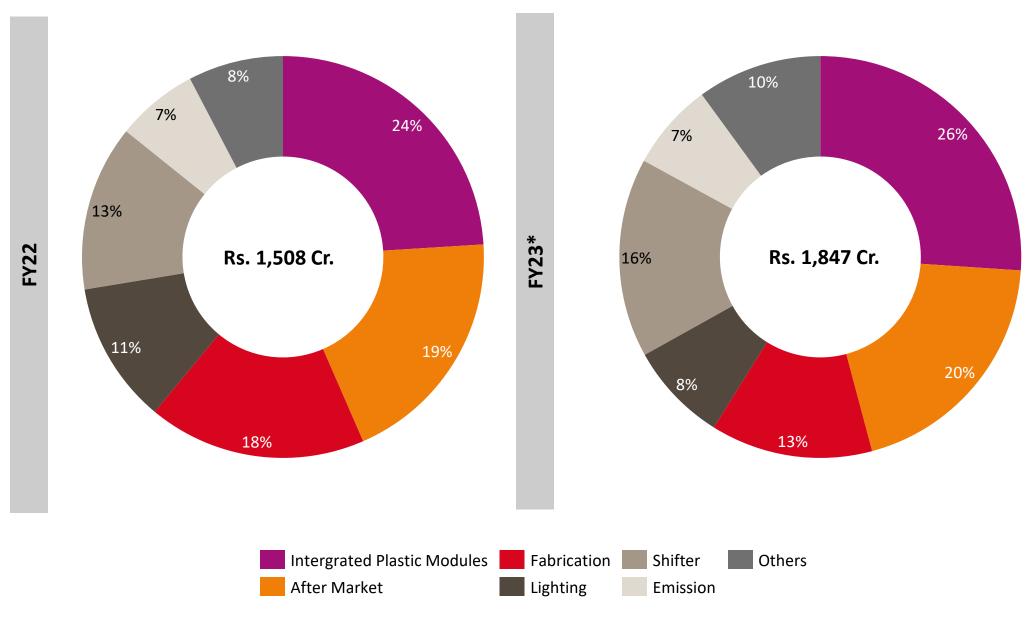






Product-wise Revenue Break-Up

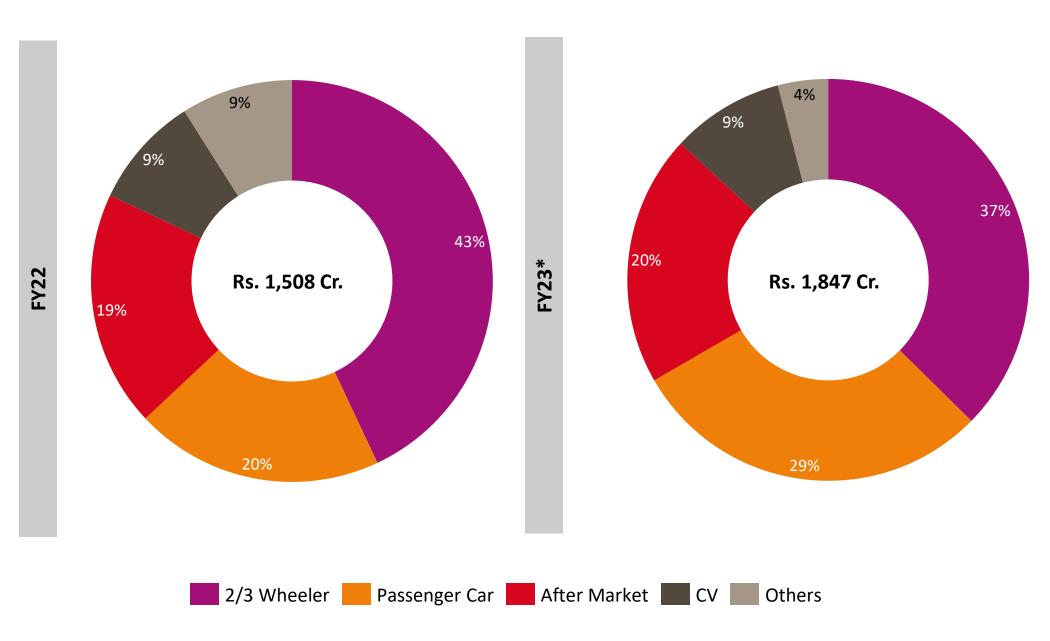






Segmental Revenue Break-Up: Category

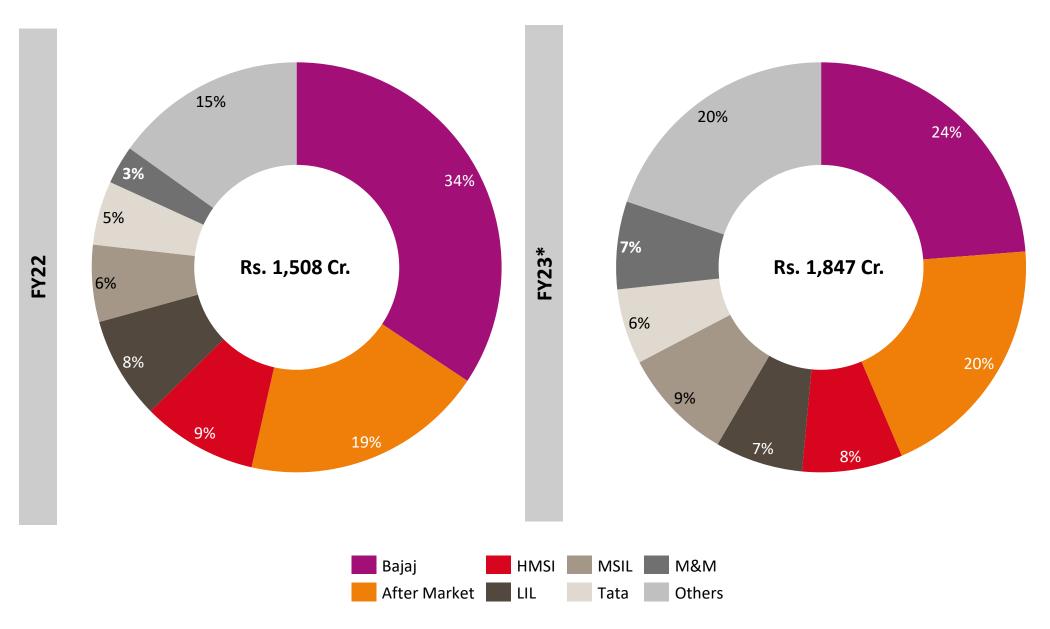






Customer wise – Revenue Break-Up







Strong historical financial performance





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

FY22

FY21

FY20

FY18

FY19

FY20

FY23#



Consolidated

FY18

FY19

FY22

FY23#

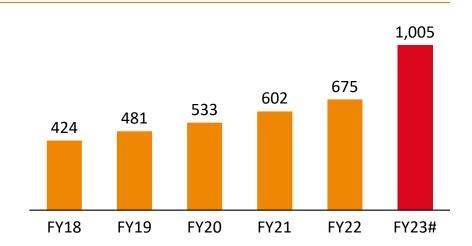
FY21

^{*}FY21 EBITDA: Excluding gain on sale of property – Rs. 2.22 crores excluded from Other Income #Includes IAC financials from 10th March 2023 to 31st March 2023

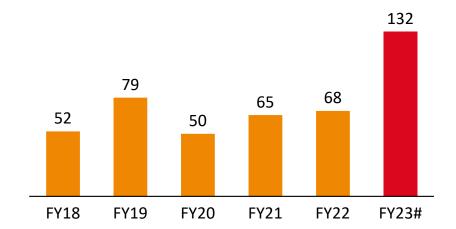
Expansion funded through Internal Accruals



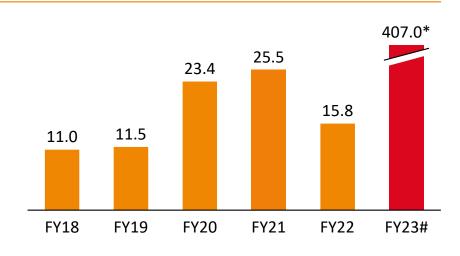




Capex



Long Term Loan



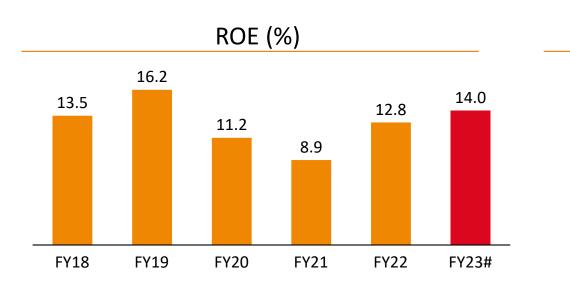
Long Term Debt / Equity

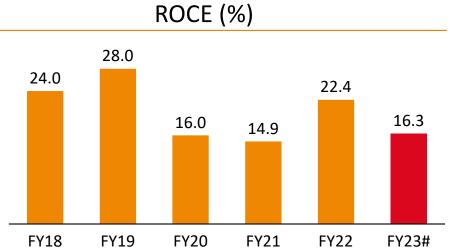


^{*} Net Debt = 145 cr

Return Ratios

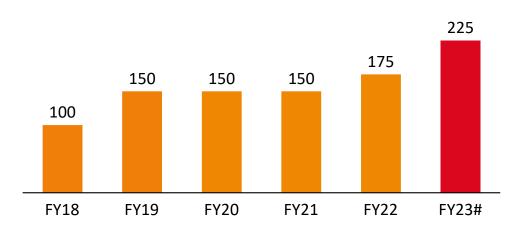






Dividend (% of Face Value)

EPS^ (in Rs.)





Consolidated

^ EPS on FV of Rs. 2 per share

ROCE = EBIT / Capital Employed Capital Employed = Networth + Long Term Debt including Current Maturity Networth = Shareholder's Equity - OCI Reserve

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue	493.3	416.9	18%	445.2	11%	1,847.5	1,507.9	23%
Raw Material Consumption	323.9	284.6		301.0		1,241.1	1,027.9	
Employee Expenses	55.3	40.7		48.0		198.5	162.8	
Other Expenses	57.4	46.3		48.9		207.6	166.0	
Other Income	5.3	3.9		6.9		23.9	12.8	
Profit of JV	0.0	0.0		0		0.0	-0.6	
EBITDA	61.9	49.2	26%	54.2	14%	224.1	163.5	37%
EBITDA %	12.6%	11.8%		12.2%		12.1%	10.8%	
Depreciation	17.0	11.4		12.1		52.3	39.5	
Finance Cost	6.8	2.7		3.4		16.3	9.3	
Profit Before Tax (Before Exceptional Items)	38.1	35.2	8%	38.7	-2%	155.6	114.7	36%
Exceptional Item Gain/(Loss)	(8.8)	(1.8)		-		(8.8)	(1.8)	
Profit Before Tax	29.3	33.4	-12%	38.7	-24%	146.8	112.9	30%
Tax	5.5	8.1		10.8		35.3	31.0	
Profit After Tax (Before Minority Interest)	23.7	25.3	-6%	27.9	-15%	111.5	81.9	36%
Minority Interest	5.1	4.4		4.6		18.6	12.5	
Profit After Tax	18.6	21.0	-11%	23.3	-20%	92.9	69.4	34%
PAT Margin%	3.8%	5.0%		5.2%		5.0%	4.6%	
EPS	2.74	3.09		3.43		13.63	10.18	



Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-23	Mar-22
Non-current assets		
Property, plant and equipment	566.7	349.2
Capital work-in-progress	12.9	12.1
Investment Property	12.4	12.9
Right-to-use asset	110.9	42.0
Goodwill	121.9	0.2
Intangible assets	216.4	5.1
Investment in joint ventures	0.0	0.0
Financial assets		
Investments	104.3	53.0
Loans	0.6	0.4
Others	26.7	12.7
Income Tax Assets	9.2	6.8
Other non-current assets	11.8	14.9
Deferred Tax Assets (net)	5.8	0.1
Sub-total - Non-Current Assets	1,199.5	509.3
Current assets		
Inventories	161.1	111.8
Financial assets		
Loans	1.0	0.6
Investments	96.7	69.0
Trade receivables	461.2	266.4
Cash and cash equivalents	74.6	48.4
Bank balances other than Cash	82.2	90.0
Other Financial Assets	43.5	2.5
Other current assets	65.0	41.0
Sub-total - Current Assets	985.3	629.6
TOTAL - ASSETS	2,184.8	1,138.9

EQUITY & LIABILITIES	Mar-23	Mar-22
Equity		
Equity Share capital	13.6	13.6
Non-Controlling Interest	187.1	60.8
Other equity	648.0	530.3
Sub-total - Shareholders' funds	848.7	604.7
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	394.7	10.2
Lease Liability	95.0	33.1
Provisions	2.5	0.0
Employee benefit liabilities	8.8	6.9
Deferred tax liabilities (net)	79.3	14.2
Sub-total - Non-current liabilities	580.3	64.4
Current liabilities		
Financial liabilities		
Borrowings	157.5	114.3
Lease Liability	16.9	7.4
Trade payables	384.0	231.0
Other financial liabilities	69.1	32.7
Employee benefit liabilities	22.6	17.1
Other current liabilities	100.1	66.6
Current tax liabilities	5.6	0.6
Sub-total - Current liabilities	755.8	469.8
TOTAL - EQUITY AND LIABILITIES	2,184.8	1,138.9



Consolidated Cash Flow Statement



Particulars (Rs. in Crores.)	FY23	FY22
PBT	146.8	112.9
Adjustments	43.8	39.0
Operating profit before working capital changes	190.6	151.9
Changes in working capital	-15.1	-31.6
Cash generated from operations	175.5	120.3
Direct taxes paid (net of refund)	-38.3	-32.9
Net Cash from Operating Activities	137.2	87.4
Net Cash from Investing Activities	-475.8	-65.4
Net Cash from Financing Activities	364.8	9.7
Net Change in cash and cash equivalents	26.2	31.8
Opening Cash Balance	48.4	16.7
Closing Cash Balance	74.6	48.4





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.





ACMA Awards







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2021 in March 2022.



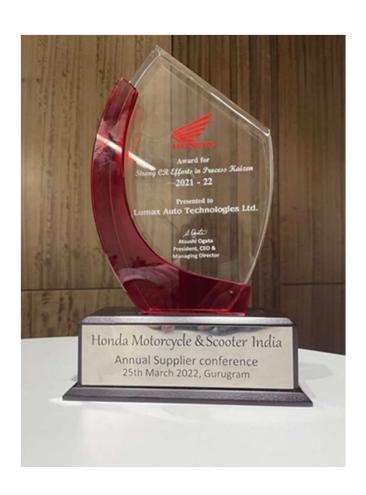


Lumax Auto Technologies Limited, Pantnagar won the Bronze Award for Excellence in HSS - Very Large Category at the ACMA Atmanirbhar Excellence Awards 2021 in March 2022.



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





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









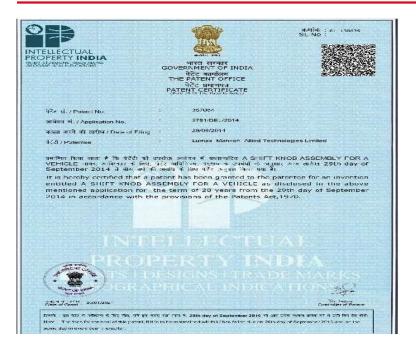
Competition Director

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



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













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

























For further information, please contact:

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