

The National Stock Exchange of India Ltd.  
Listing Department  
Exchange Plaza, C-1 Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai-400051

BSE Limited  
Department of Corporate Services  
1<sup>st</sup> Floor, Rotunda Building  
P.J. Towers, Dalal Street, Fort  
Mumbai - 400 001.

**Company Code – LUMAXTECH**

**Company Code – 532796**

**Sub: Investor Presentation February 2019**

Dear Sir,

Please find enclosed herewith the Investor Presentation of February 2019.

The above is for your information and record.

Thanking you,

Yours faithfully,

For **LUMAX AUTO TECHNOLOGIES LIMITED**



**SWAPNAL PATANE**  
**COMPANY SECRETARY**  
**ACS: 27424**



# Lumax Auto Technologies Limited

Investor Presentation - February 2019

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Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

13 Entities in 8 States

28 Manufacturing Facilities

3 R&D Centres (India)  
& 1 Design Centre (Taiwan)

Over 9,000 Employees

# Two Listed Entities



## Lumax Auto Technologies Limited

### Products & Services

Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

### Partnerships

- Cornaglia SPA - Italy
- Alpine – Japan
- Mannoh Industrial Co– Japan
- Ituran – Israel
- Gill Industries Inc. – USA
- FAE - Spain
- Austem Co. Limited – Korea

## Lumax Industries Limited

### Products & Services

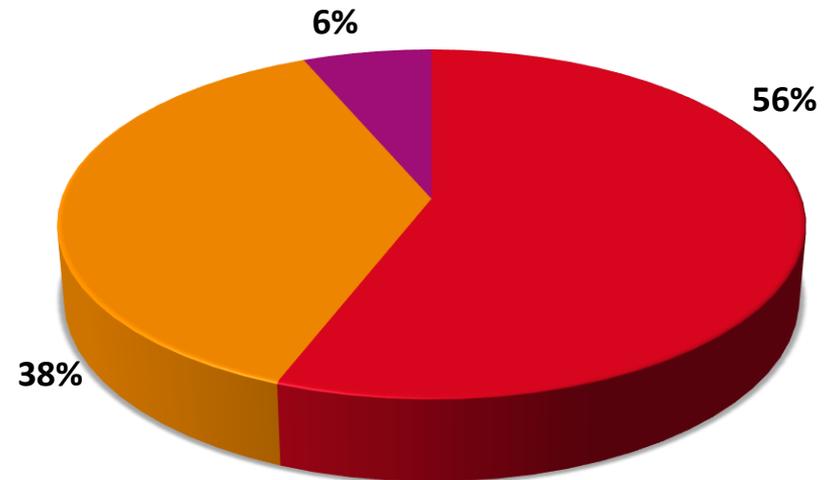
End-to-end Automotive Lighting Solutions

### Partnerships

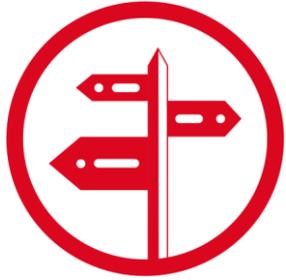
- Stanley – Japan
- SL Corporation - Korea

## Group Revenue Break Up (%)

FY18 Revenue of Rs. 2,950 Cr



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



## GROUP PURPOSE

We deliver pride and progress with positivity



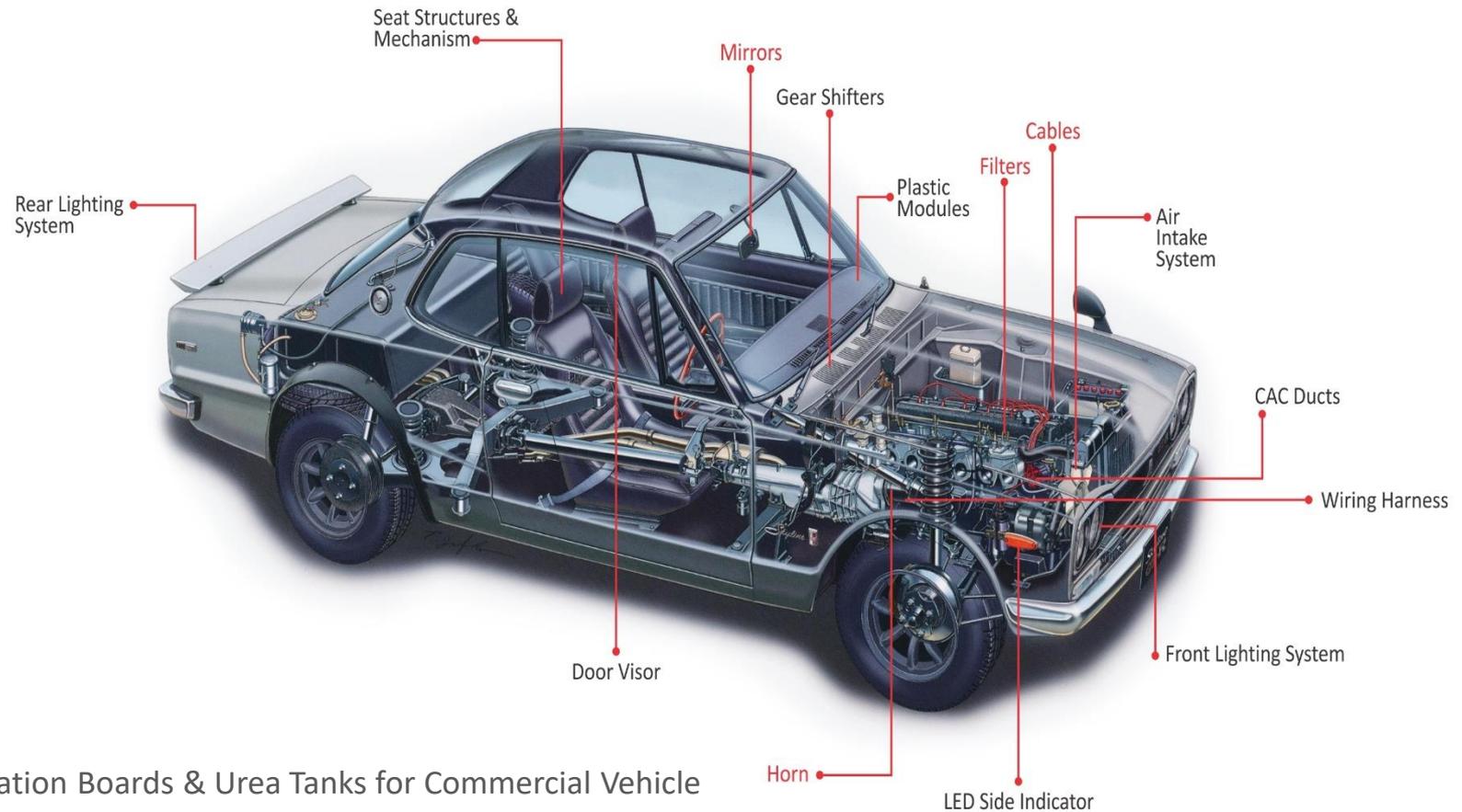
## VISION

Building an admired high performance global organisation in whom all stakeholders have absolute trust



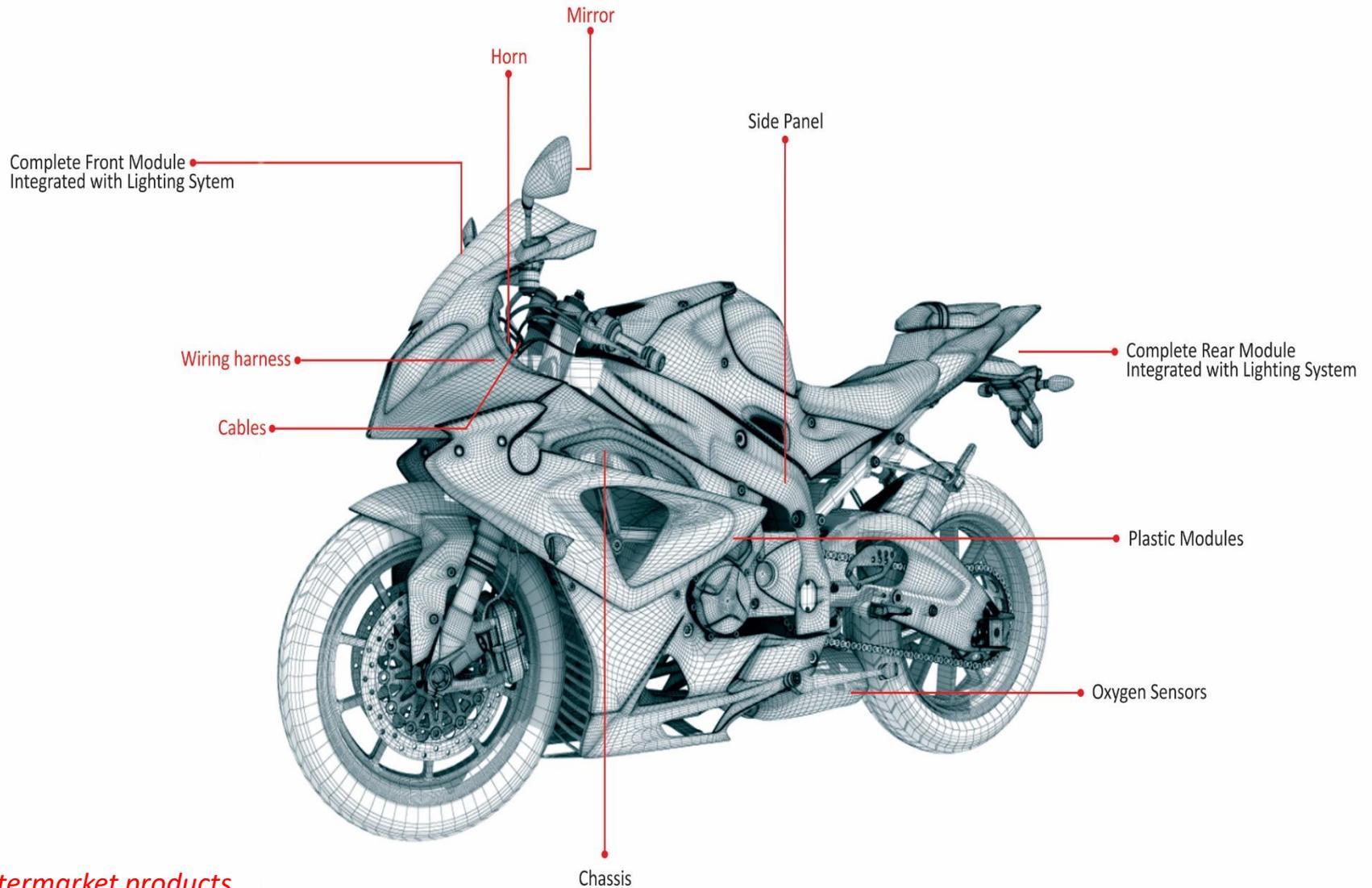
## VALUES

Respect | Integrity | Passion | Excellence



- Destination Boards & Urea Tanks for Commercial Vehicle
- Telematics Products & Services
- *Aftermarket products*

# Diversified Product Range – 2-wheelers



■ *Aftermarket products*

# Fostering Partnerships to Deliver Excellence



Japan

JV for Lighting

Relationship Since 1984

37.5% in Lumax Industries Limited



Korea

JV for Lighting and other automotive parts

Relationship Since 1997

78.72% in SL Lumax Limited



Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



Japan

JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



USA

Korea

JV for Seat Frames, Structures and Mechanism

Relationship Since 2013

50% in Lumax Gill-Austem Auto Technologies Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



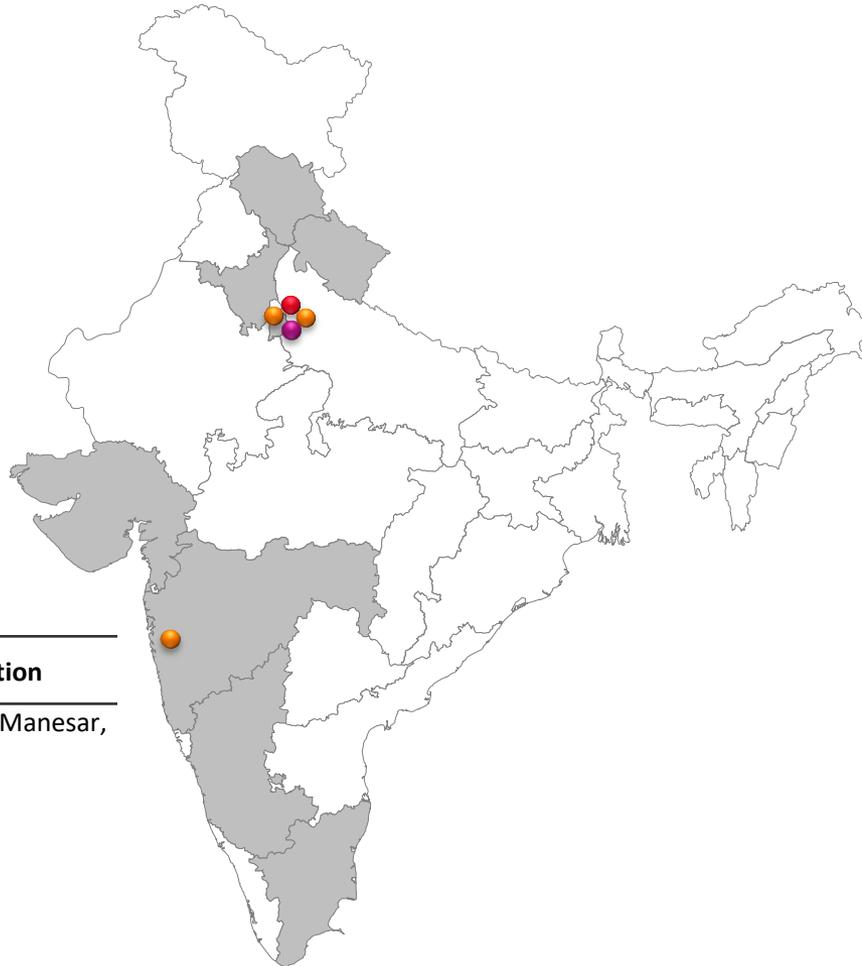
Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

# 28 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	8
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
<b>Total</b>		<b>28</b>

Facilities	Location
R&D Centre	Gurugram, Manesar, Pune
Design Centre	Taiwan
Corporate HQ	Gurugram
After Market Division	Gurugram

## 28 Plants in 7 States

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

## Understand the Customer

- A real understanding of varying customer needs & the capability to deliver outstanding results

## Environmental Conscious

- Environment-conscious work practices

## Research & Development

- Government approved 3 R&D facilities & 1 Overseas Design Centre in Taiwan



## Experienced Team

- Highly Qualified & Experienced workforce of dedicated professionals

## Technology Leadership

- Partnerships with global players provides competitive edge
- Avant-grade technology at par with the best players worldwide

## Global Footprints

- Global footprint through exports

## Faster Turnaround

- Lightning-fast turnaround time & impressive speed to market

## Two Wheeler



Tier 1



## Four Wheeler



Way of Life!



## Commercial Vehicle



## Tractor/FES

**Mahindra**  
Rise.



## Defence & Aero Space



## Export



Case New Holland



... Strong After Market Exports Presence



# Lumax Auto Technologies Limited

Driving Growth through Diversified Products



**DK JAIN**  
GROUP

## Award

Awarded with Prestigious **JIPM Award**

## Lumax Brand

Renowned LUMAX Brand

## Auditors

Statutory Auditors - S. R.  
Batliboi & Co. LLP. &  
Internal Audit by Deloitte

## Customer Outreach

Strong OEM presence  
Over 300 Channel Partners

## R&D Centre

Govt certified R&D center

## Products & Services

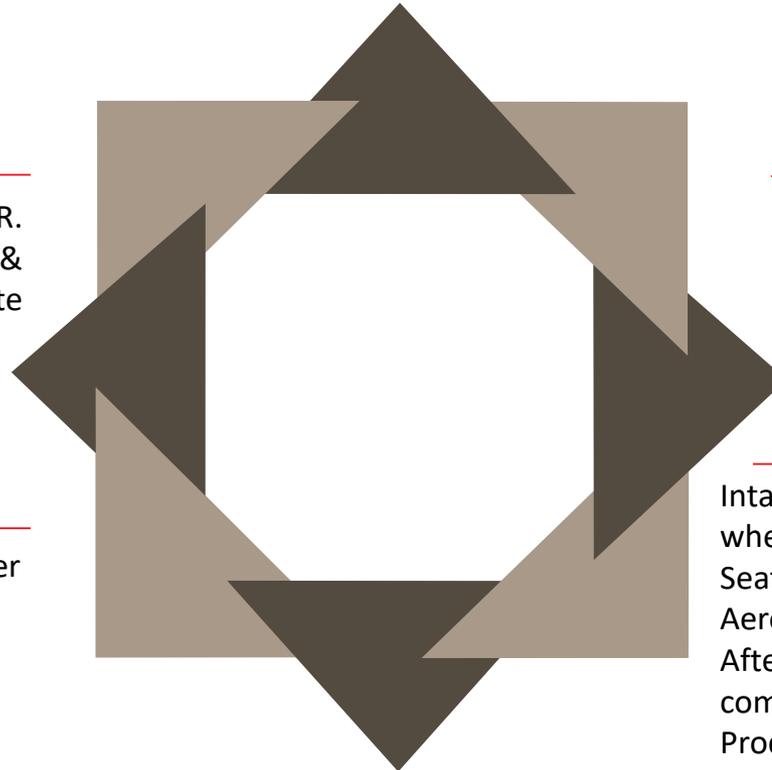
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Oxygen sensors, Telematics Products and Services

## Manufacturing Capabilities

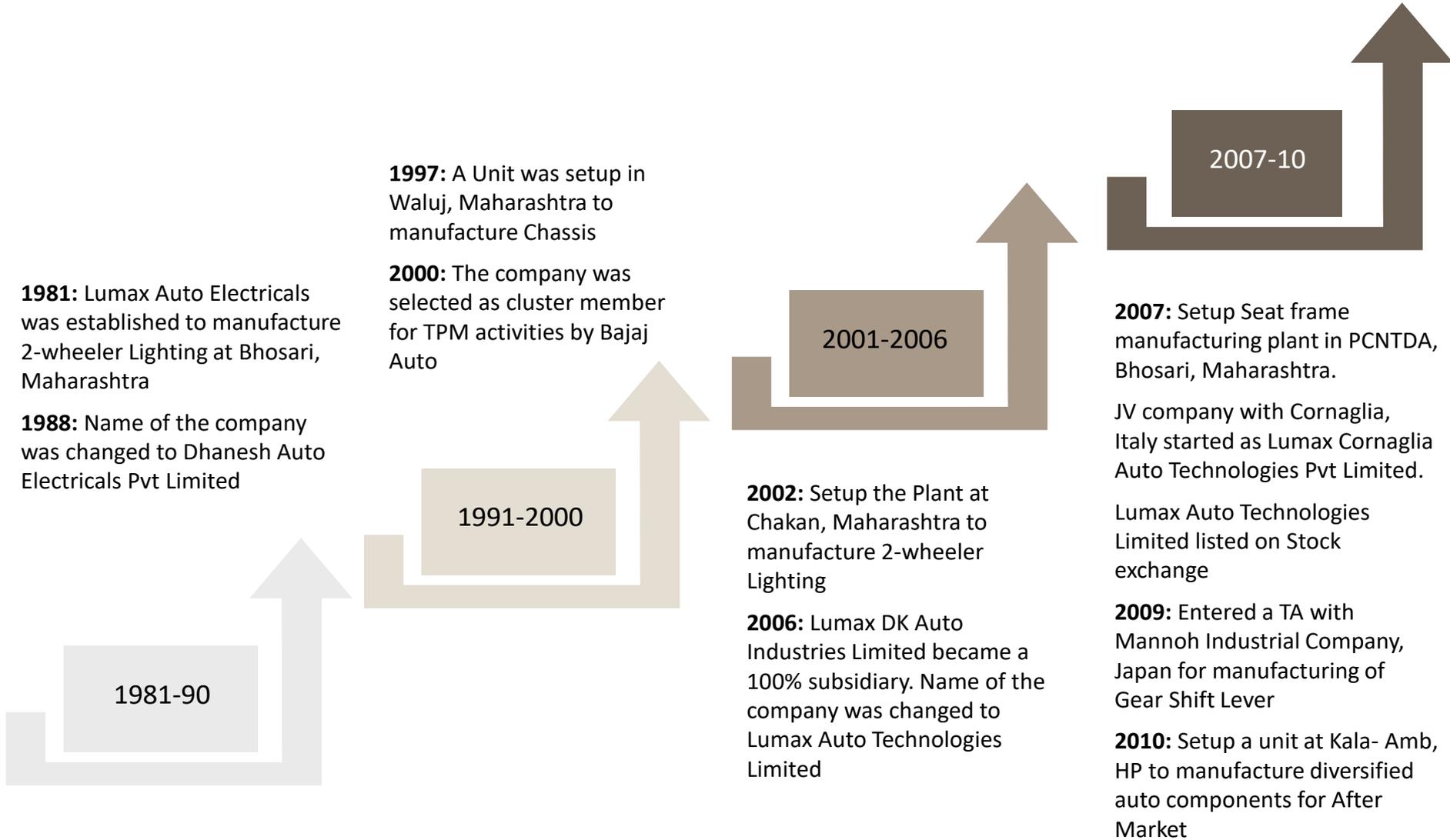
Manufacturing Plants with Quality  
Certifications across India

## Partnerships

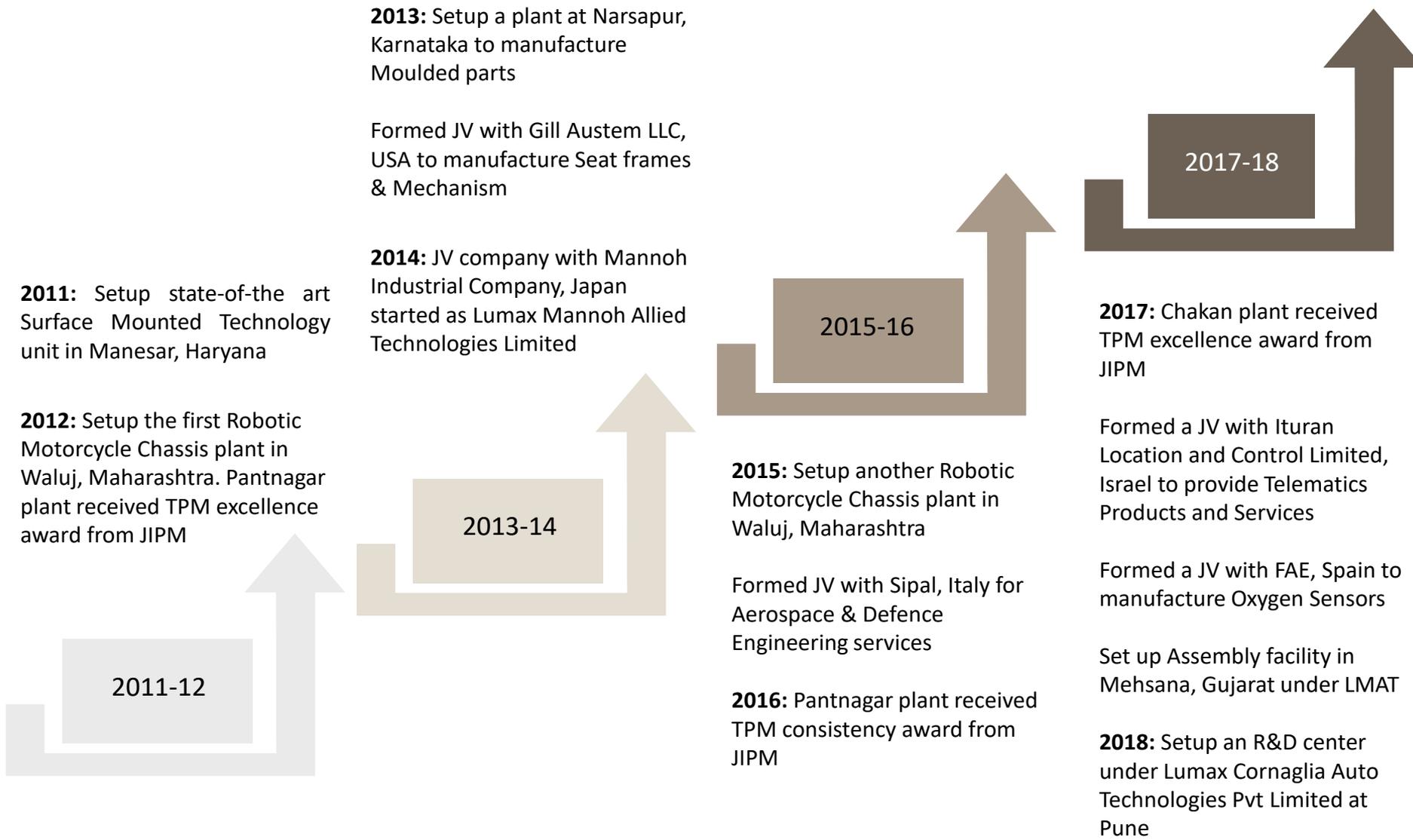
6 Successful Partnerships  
with Global Players



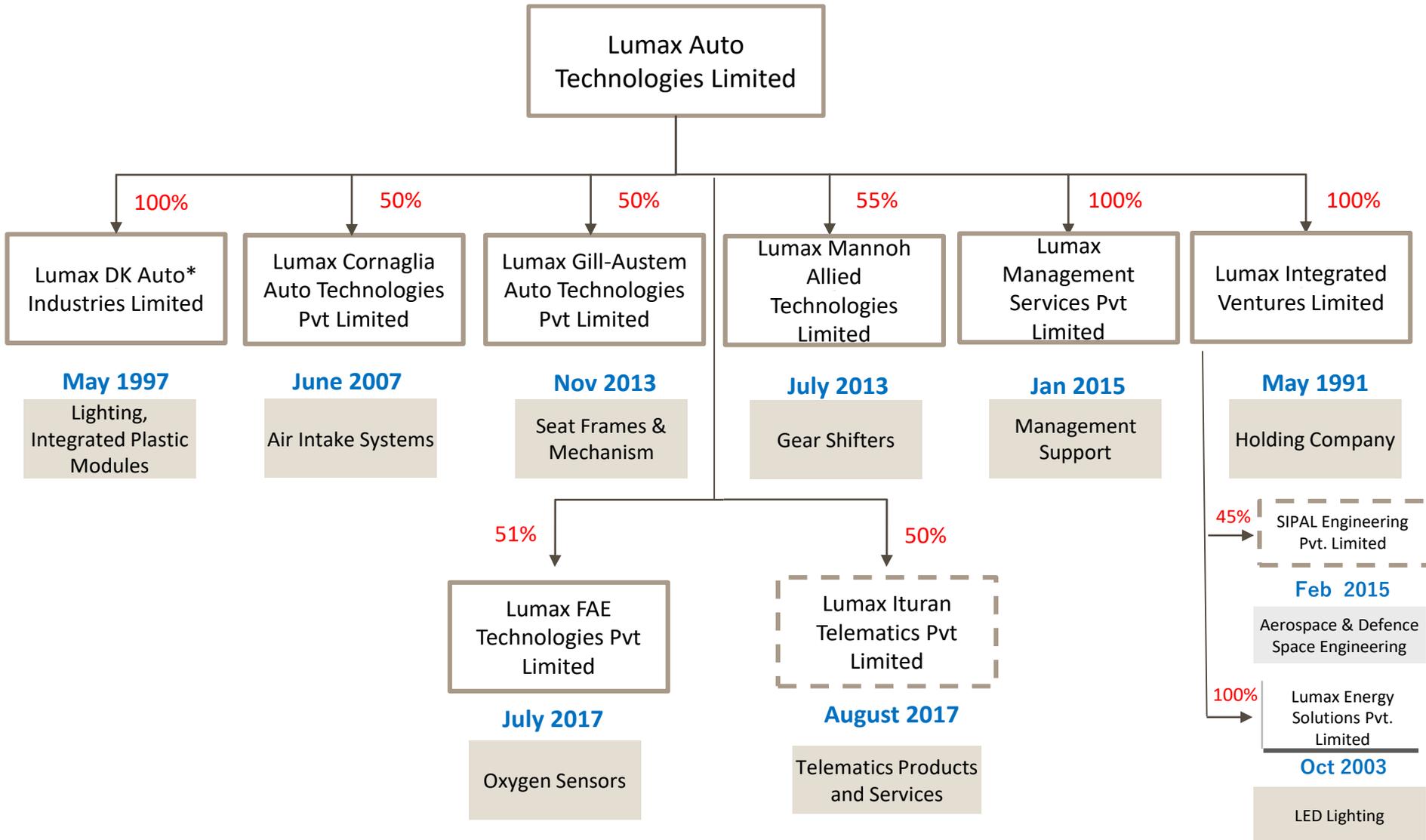
# Milestones



# Milestones



# Well defined Corporate Structure



Date of Incorporation

Subsidiaries

Associate

\* In process of merging with standalone entity

# Fostering Partnerships to Deliver Excellence



Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



Japan

JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



JV for Seat Frames, Structures and Mechanism

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Relationship since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited



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



- ✓ Gear Shift Lever
- ✓ Intake Systems
- ✓ Seat Frames & Mechanism
- ✓ Integrated Plastic Modules
- ✓ Telematics Products and Services



- ✓ Integrated Plastic Modules
- ✓ Gear Shift Lever
- ✓ Seat Frames
- ✓ Telematics Products and Services

After Market Presence in all Segments

# Key Customer Relationships

## Four Wheeler

MARUTI SUZUKI

Way of Life!



Mahindra  
Rise.



ŠKODA



Tier 1



## Commercial Vehicle



Mahindra  
Rise.

VE COMMERCIAL VEHICLES  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

DAIMLER

## Two Wheeler



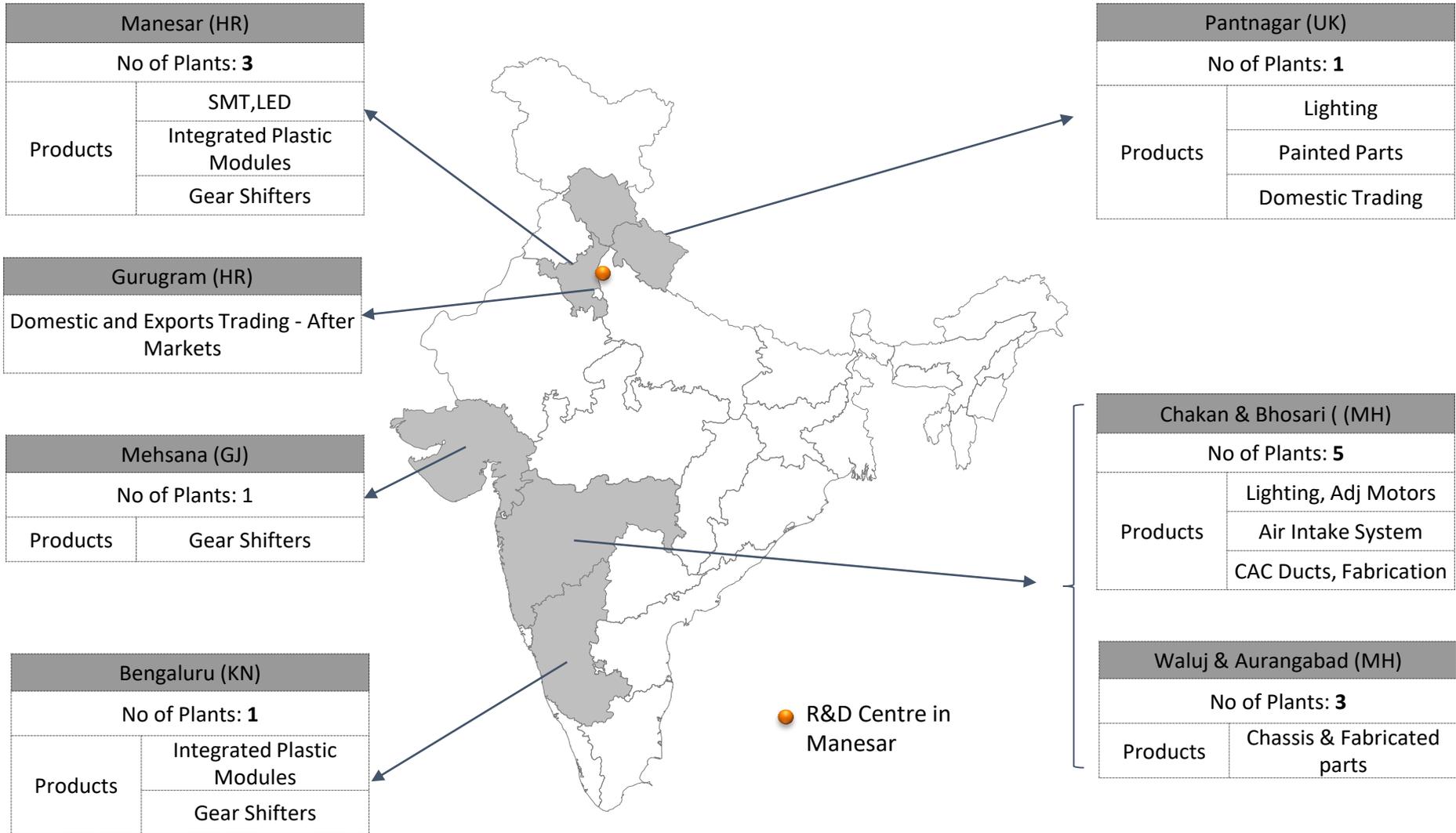
BAJAJ  
Distinctly Ahead



## Export



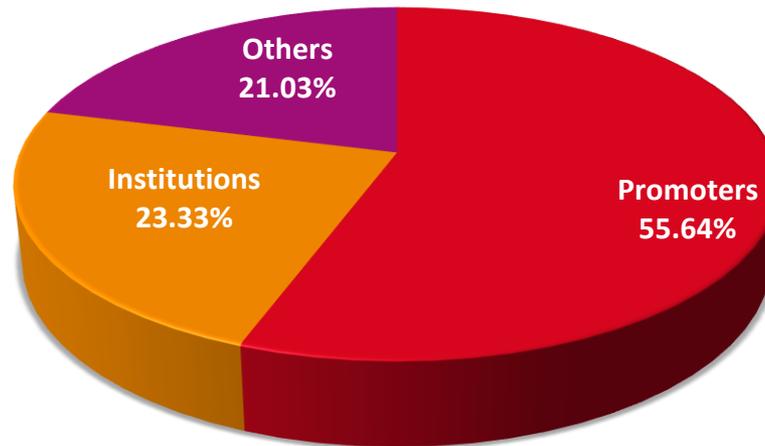
# Strategic Locations Close to Customers



**14 Plants in 5 States**

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

## Shareholding breakup





**Mr. Dhanesh Kumar Jain**  
**Chairman**

- He is 76 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 39 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 17 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 EC member of Honda Cars India Supplier's Club & Bajaj Auto Vendor Association MC member



**Mr. Deepak Jain**  
**Director**

- He is 43 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 21 years experience
- 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 member of Young President's organization and Entrepreneurs organization. He also holds the position of Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association

# Supported by Strong Independent Directors



**Mr. Roop Salotra**

- He is 68 years of age & is a Mechanical Engineer, followed by various Management Development programs
- 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**

- He is 67 years of age & holds B.A. (Pol.Sc. Hons.) from Ravenshaw 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**

- She is 45 years of age and she is a Graduate & holds Diploma in Travel and Tourism. She has over 15 years of rich experience in the said field
- She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting and auxiliary transport activities; activities of travel agencies



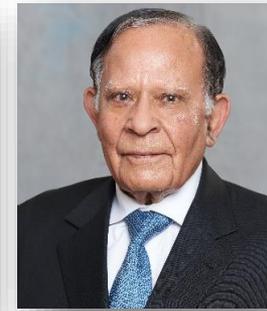
**Mr. Arun Malhotra**

- He is 60 years of age & holds B.E Mechanical & MBA from IIM, Kolkata
- 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



**Mr. K K Gandhi**

- He is 73 years of age & holds B.E Mechanical from BITS
- He is associated with SIAM for the last 18 years and is currently Principal Advisor
- He is a Member of various Government Policy Committees including Expert Committee on Auto Fuel Vision and Policy 2025, Air Quality Monitoring, Emission inventory and preparing policy documents for issues confronting the Indian Automobile Industry



**Mr. A P Gandhi**

- He is 79 years old & is a mechanical engineer
- He has held top leadership positions in prestigious organisations having over 40 years of experience
- His last assignment was as President at Hyundai Motors India Limited. Prior to that he was Chief Executive –R&D at Escorts Limited & at Telco before that, holding various senior positions in the area of manufacturing operations

# Professional & Experienced Team



Mr. Naval Khanna  
Corporate Head – Taxation  
Age: 62 years  
Experience: 42 years



Mr. Sanjay Mehta  
Director & Group CFO  
Age: 52 years  
Experience: 28 Years



Mr. Ashish Dubey  
Chief Financial Officer  
Age: 51 years  
Experience: 28 Years



Mr. B S Bhadauriya  
Group – Company Secretary  
Age: 53 years  
Experience: 27 Years



Ms. Swapnal Patane  
Company Secretary  
Age: 29 years  
Experience: 6 years



Mr. Vikas Marwah  
Chief Strategy Officer  
Age: 51 years  
Experience: 28 Years



Ms. Ibha Lal  
Corporate Head - HR  
Age: 51 years  
Experience: 25 Years



Ms. Priyanka Sharma  
Corporate  
Communication & CSR  
Age: 50 years  
Experience: 22 Years

# Professional & Experienced Team



Mr. Sanjay Bhagat  
Head After Market  
Age: 52 years  
Experience: 28 years



Mr. Rajesh Dubbewar  
Head Metallic  
Age: 51 years  
Experience: 31 years



Mr. Vivek Jakhmola  
Head Body & Trim and Emission  
Age: 42 years  
Experience: 21 years



Mr. Atul Jain  
Corporate Head - Materials  
Age: 48 years  
Experience: 25 Years

# Clear focus on Improving Performance

1

Achieve Leadership in India & Set Sight on the Global Market

2

The Only Gear Shifter Manufacturer in India to have Localised R&D Capability and Gearing to Access the Global Markets

3

Air Intake Systems – Increase Presence in Domestic Market & Enhance Customer Outreach

4

Seat Frames & 2-Wheeler Chassis – Increase Presence in Domestic Market & Enhance Customer Outreach

5

Diversification – All Diversifications Planned in Future to be under LATL

6

Ramping-up “After Market Business” to see Accelerated Growth

7

Benefits from BS VI

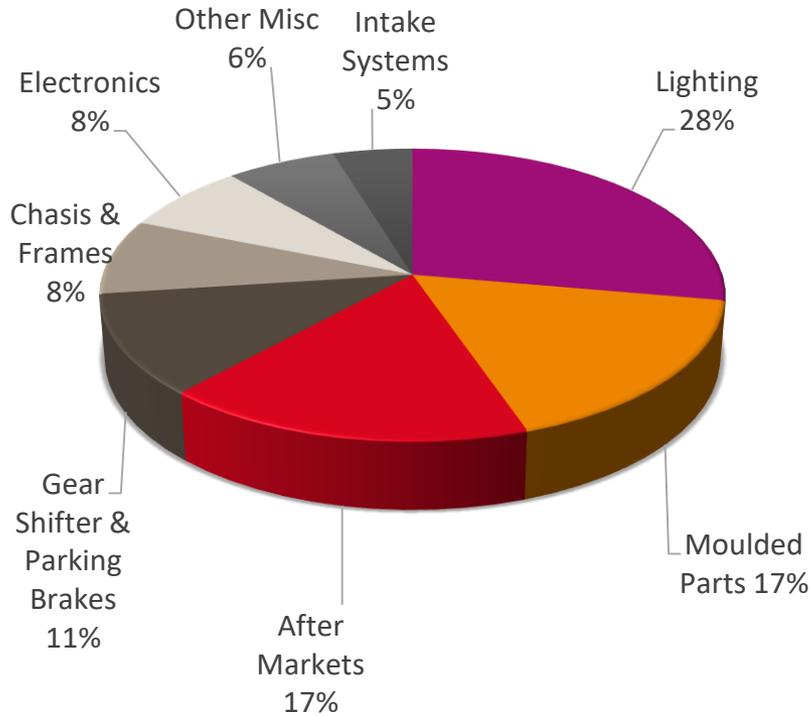


# Financial Performance

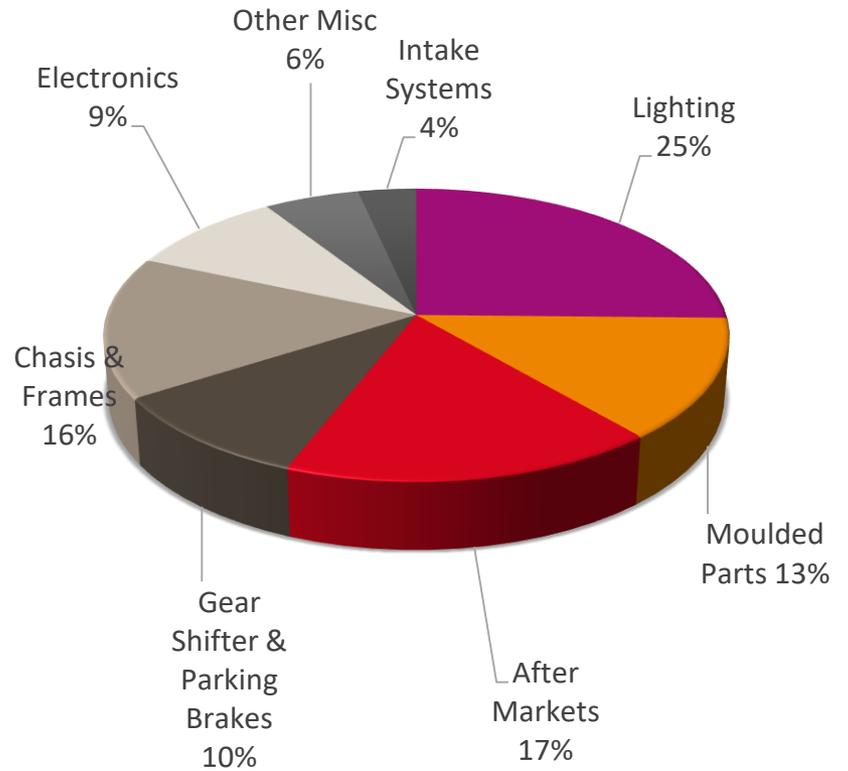
# Product-wise Revenue Q3 FY19



Product-wise Revenue mix Q3 FY18 (Rs. 277 Crores)



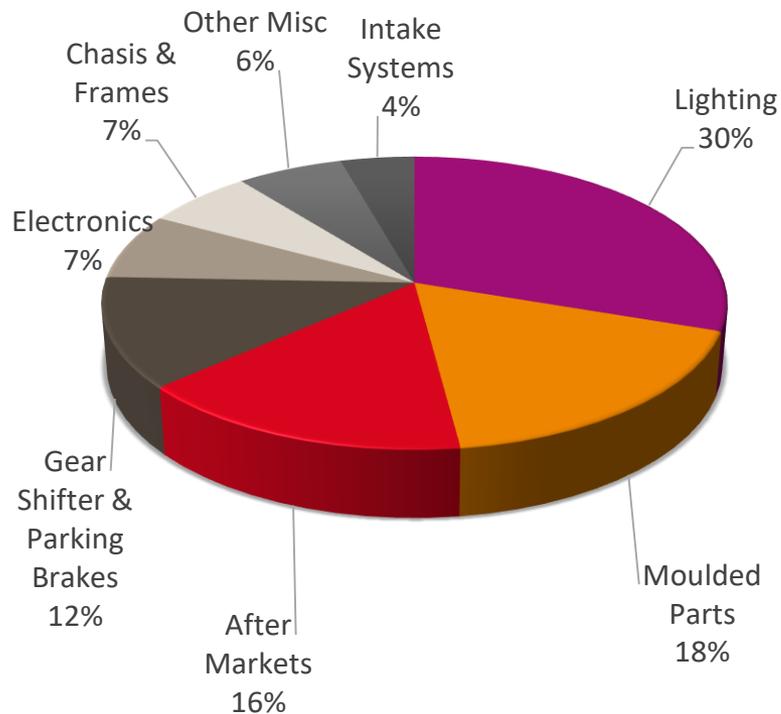
Product-wise Revenue mix Q3 FY19 (Rs. 320 Crores)



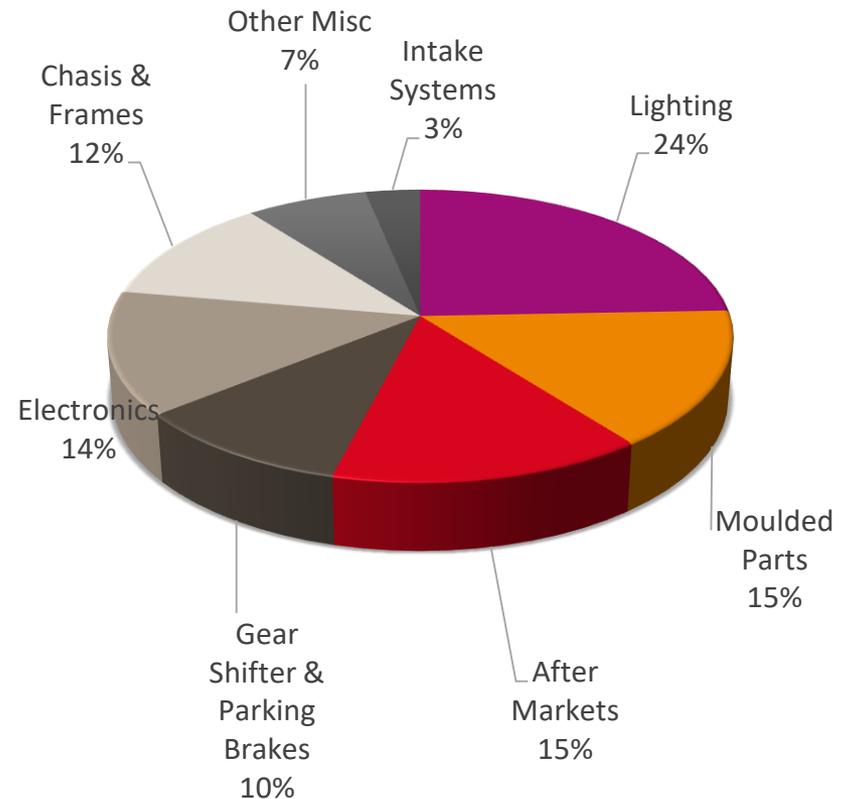
# Product-wise Revenue 9M FY19



Product-wise Revenue mix 9M FY18 (Rs. 780 Crores)



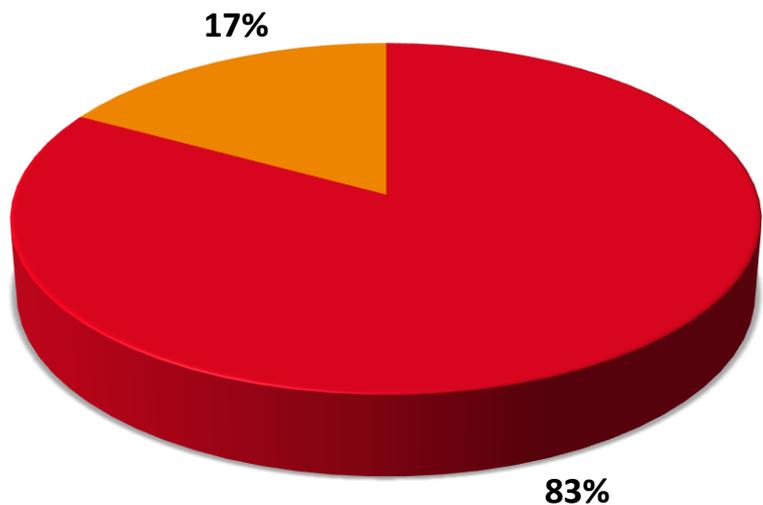
Product-wise Revenue mix 9M FY19 (Rs. 1,021 Crores)



# Segmental Revenue Break-Up Q3 FY19: Sales Channel



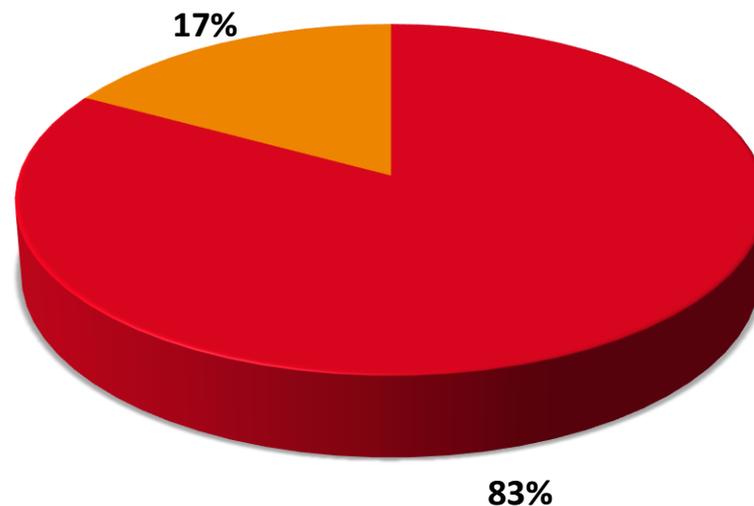
Sales Channel Q3 FY18 (Rs. 277 Crores)



■ OEM

■ After Market

Sales Channel Q3 FY19 (Rs. 320 Crores)



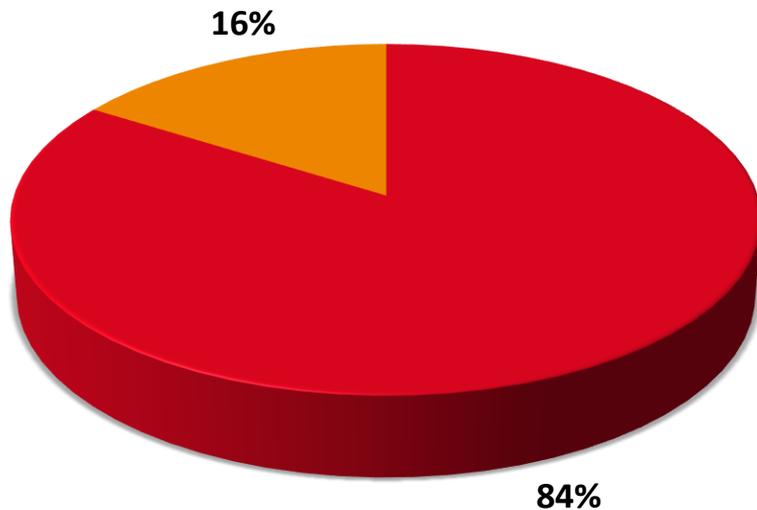
■ OEM

■ After Market

# Segmental Revenue Break-Up 9M FY19: Sales Channel



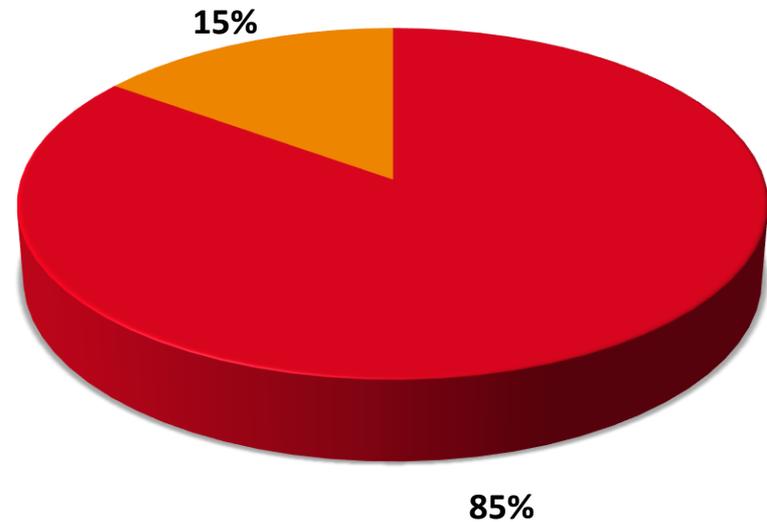
Sales Channel 9M FY18 (Rs. 780 Crores)



■ OEM

■ After Market

Sales Channel 9M FY19 (Rs. 1,021 Crores)



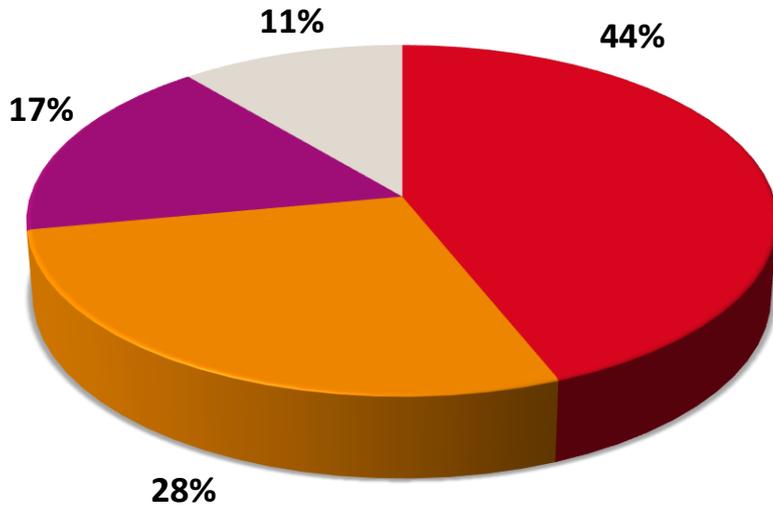
■ OEM

■ After Market

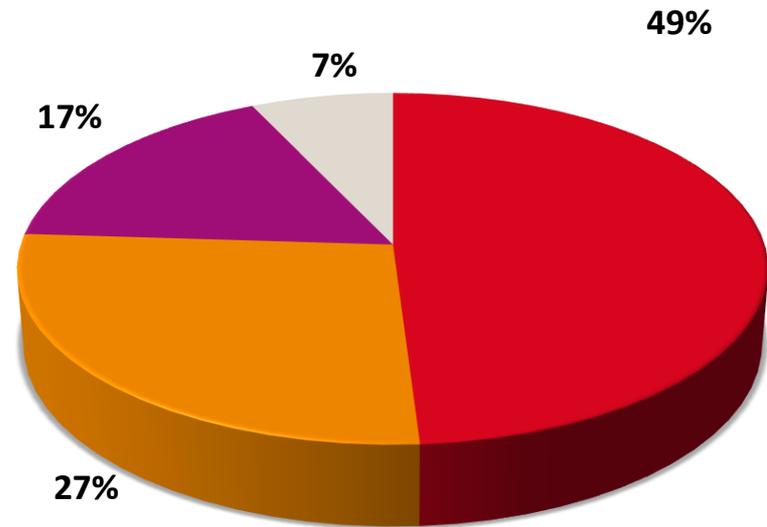
# Segmental Revenue Break-Up Q3 FY19: Category



Category Q3 FY18 (Rs. 277 Crores)



Category Q3 FY19 (Rs. 320 Crores)



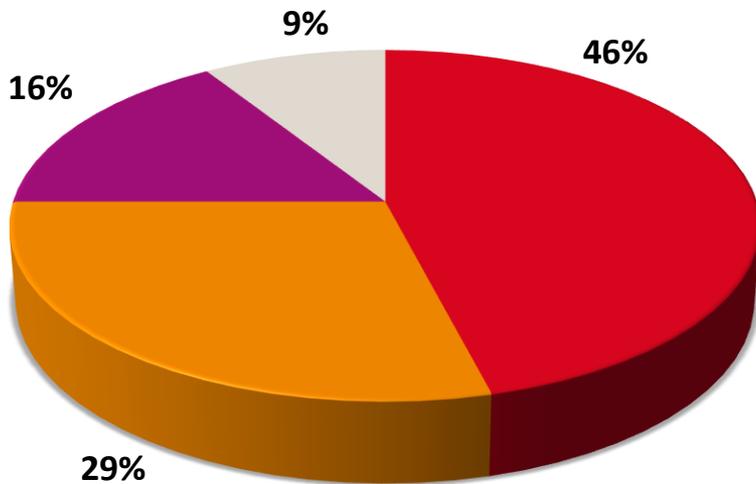
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

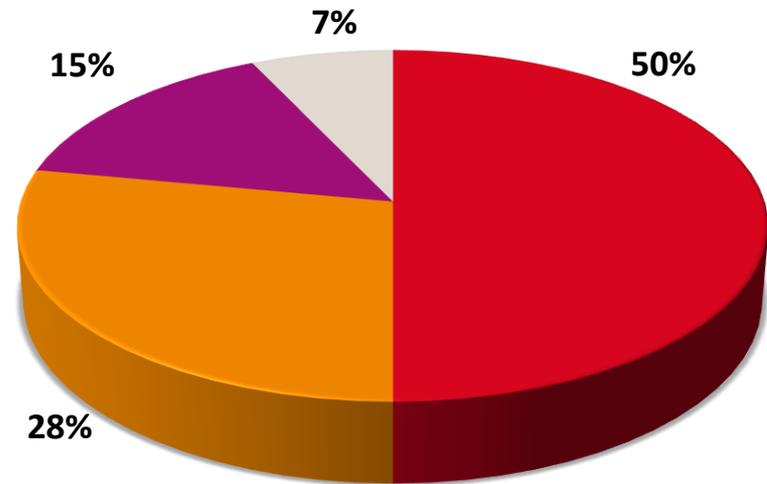
# Segmental Revenue Break-Up 9M FY19: Category



Category 9M FY18 (Rs. 780 Crores)



Category 9M FY19 (Rs. 1,021 Crores)



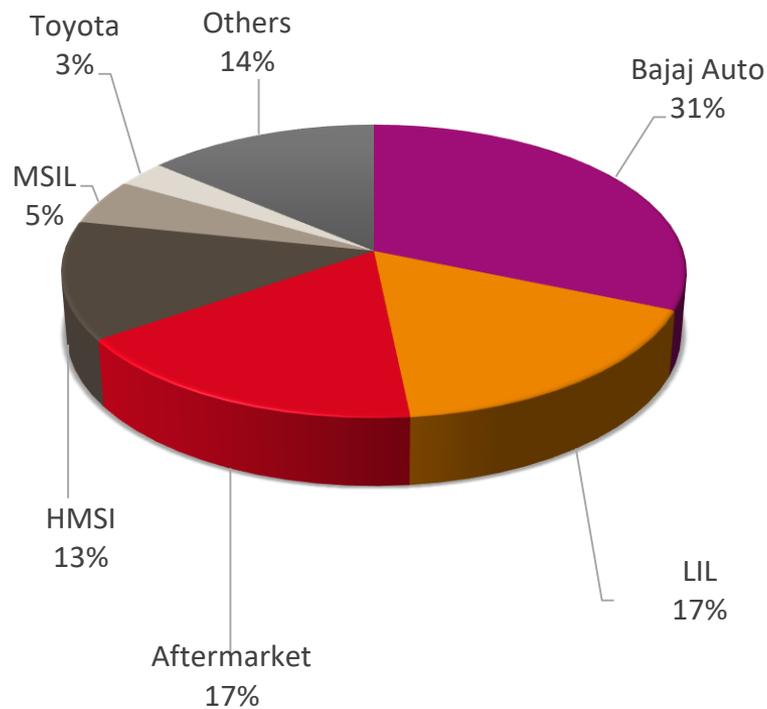
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

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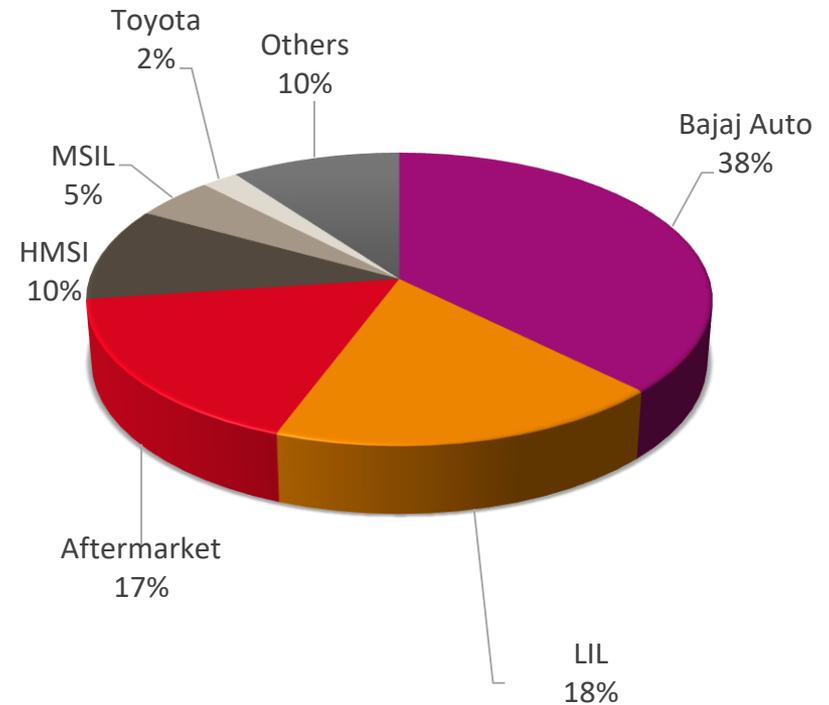
# Client wise- Revenue Q3 FY19



Client-wise Revenue mix Q3 FY18 (Rs. 277 Crores)



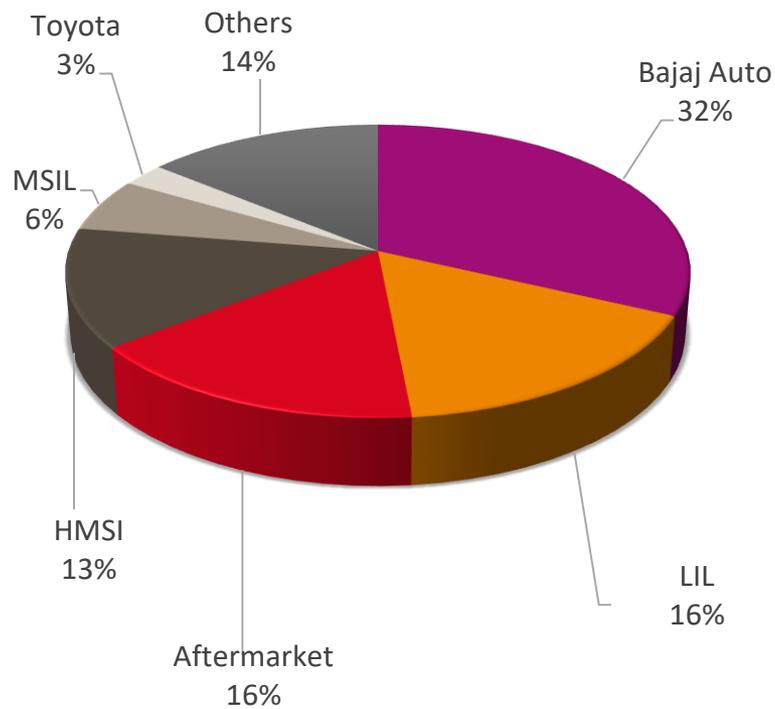
Client-wise Revenue mix Q3 FY19 (Rs. 320 Crores)



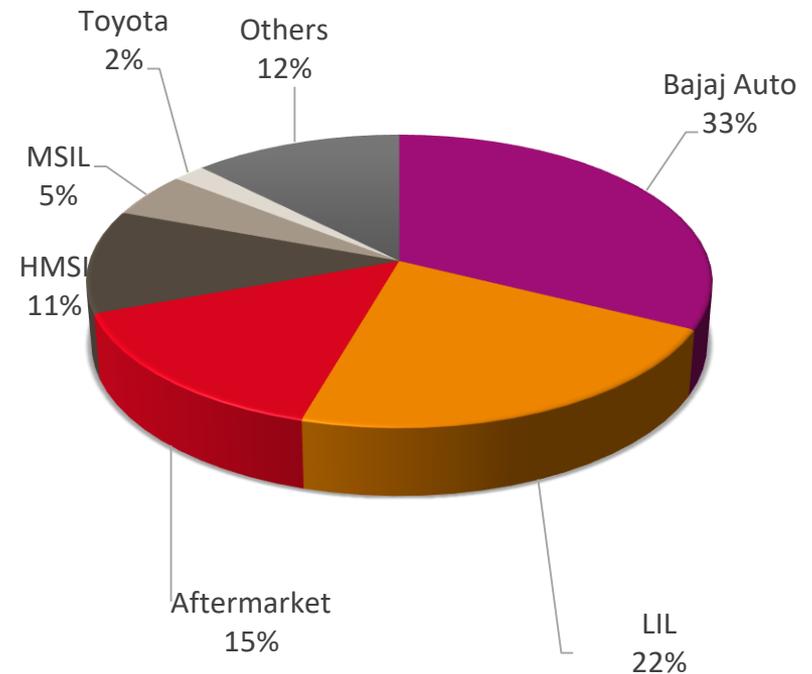
# Client wise- Revenue 9M FY19



Client-wise Revenue mix 9M FY18 (Rs. 780 Crores)



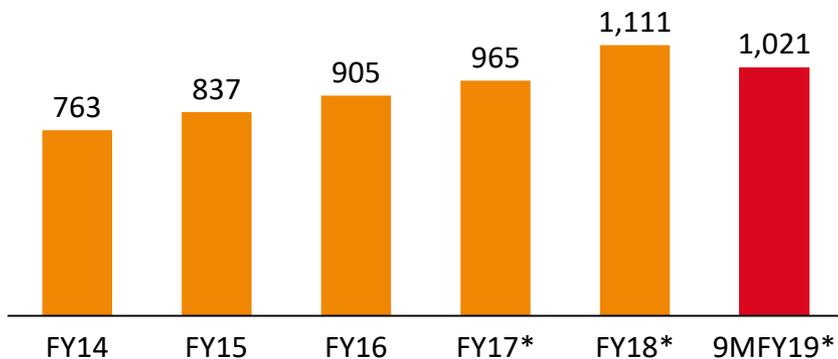
Client-wise Revenue mix 9M FY19 (Rs. 1,021 Crores)



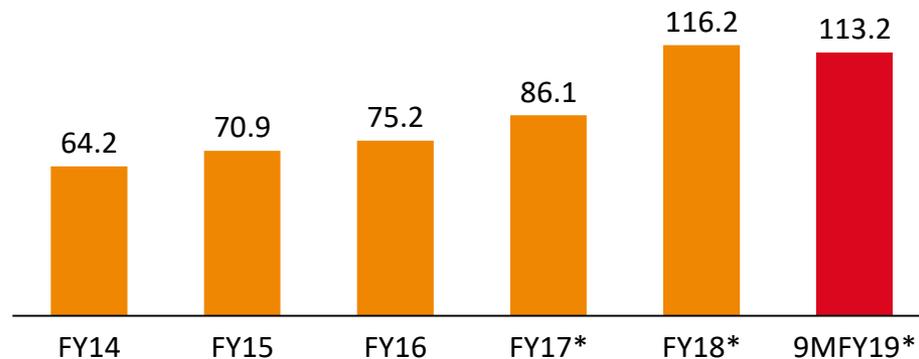
# Revenue & Return Ratios



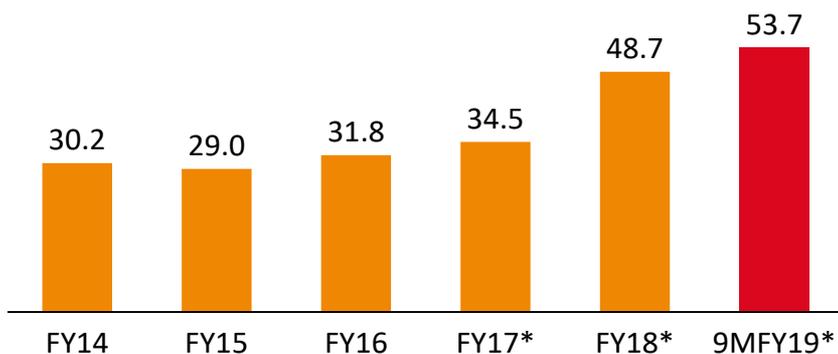
### Revenue \*



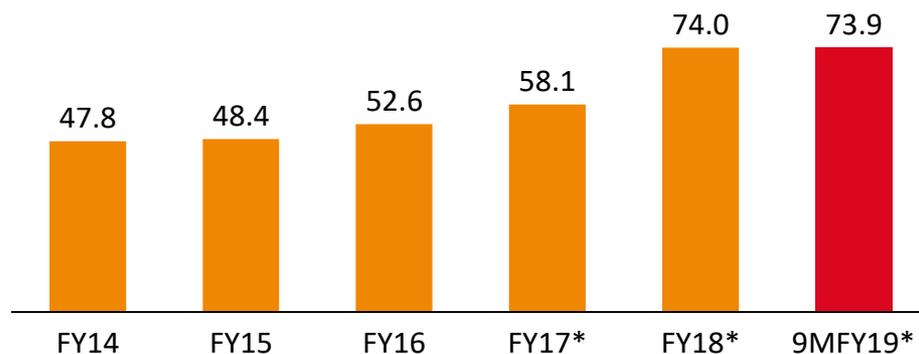
### EBITDA\*^



### PAT After MI\*



### Cash PAT \*



Consolidated Results

\* Financials as per IND AS

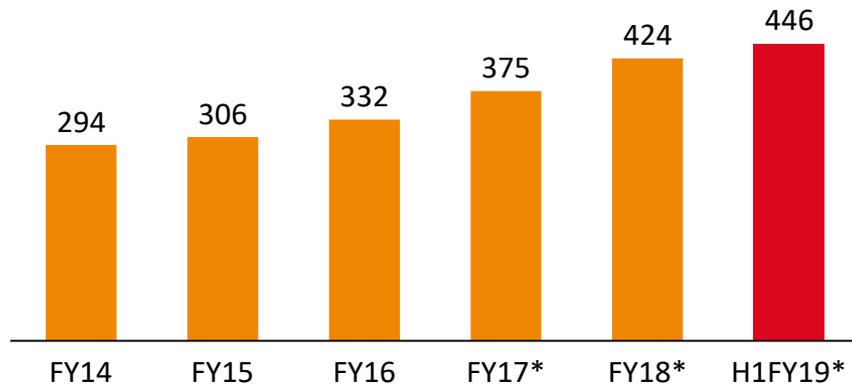
Rs. Crores

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

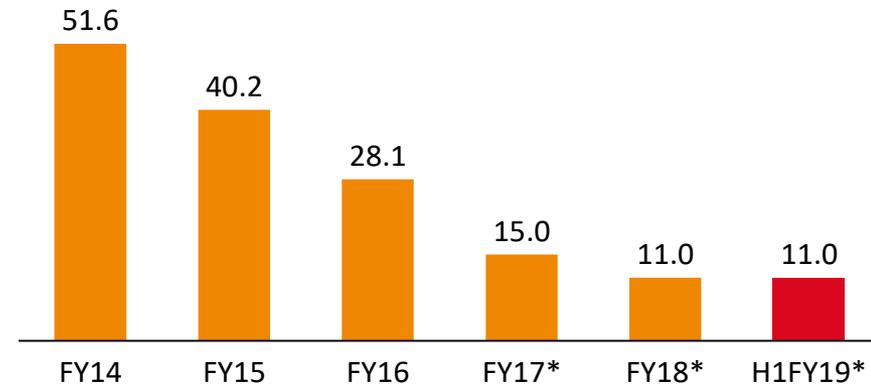
# Expansion funded through Internal Accruals



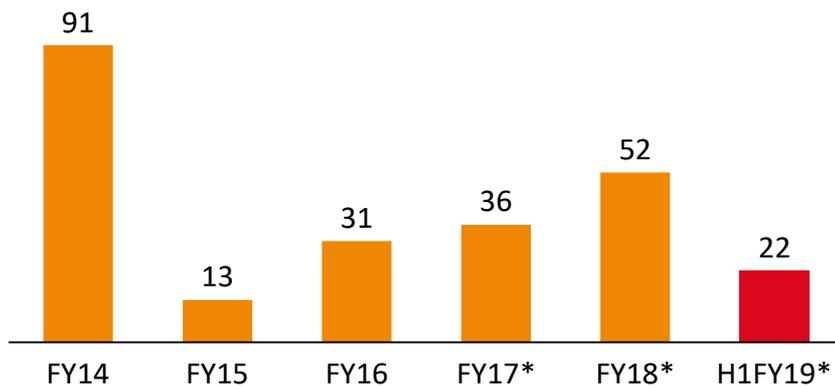
## Gross Block



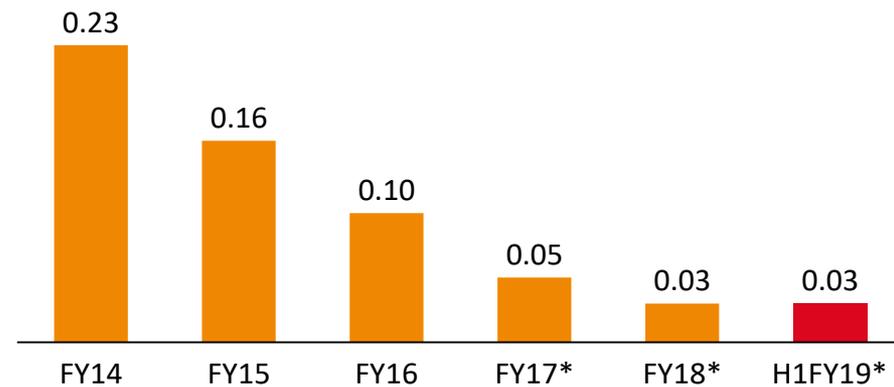
## Long Term Loan



## Capex



## Long Term Debt / Equity

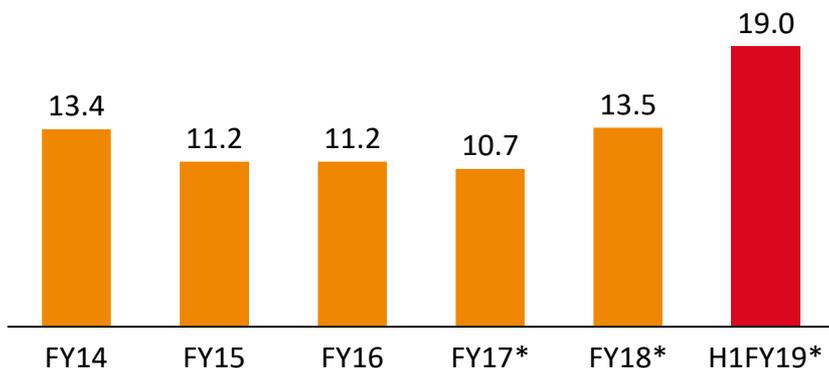


Consolidated Results \* Financials as per IND AS

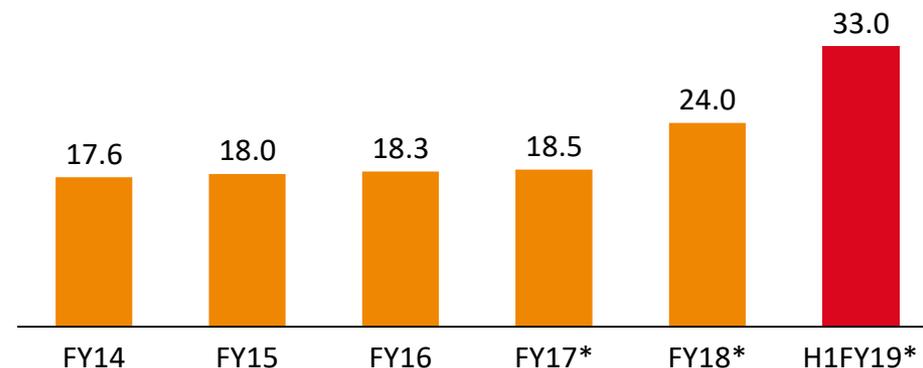
# Return Ratios



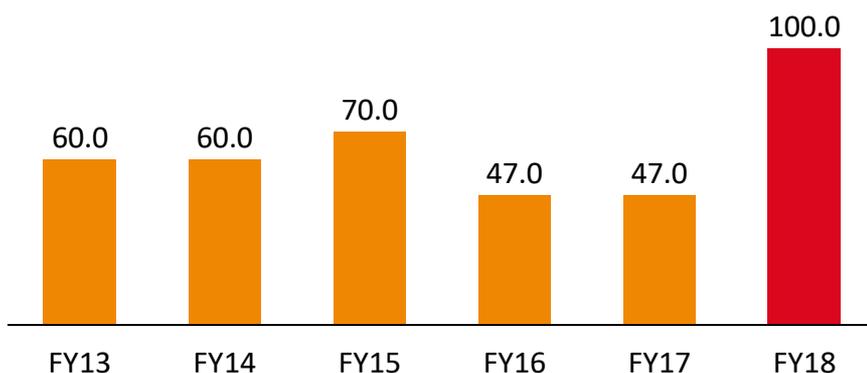
### ROE (%)



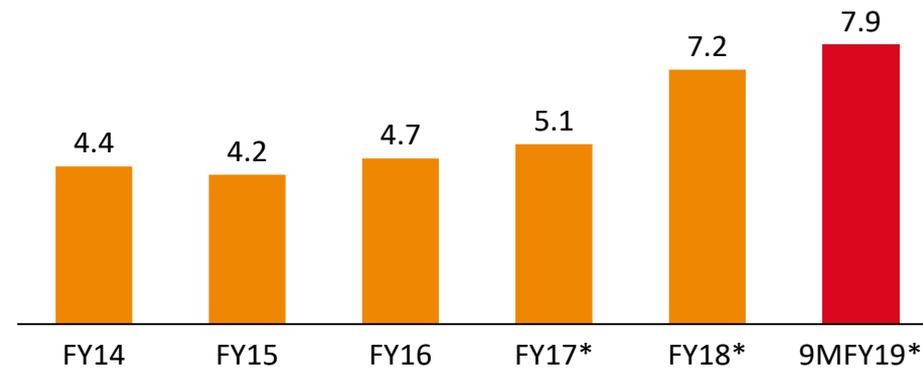
### ROCE (%)



### Dividend (% of Face Value)



### EPS^ (in Rs.)



Consolidated Results \* Financials as per IND AS

ROCE = EBIT / Capital Employed

Capital Employed = Network + Long Term Debt including Current Maturity

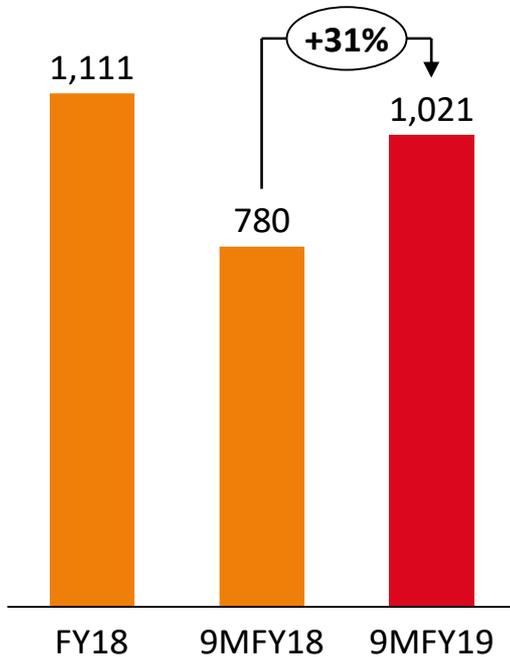
Network = Shareholder's Equity – OCI Reserve

^ EPS on FV of Rs. 2 per share

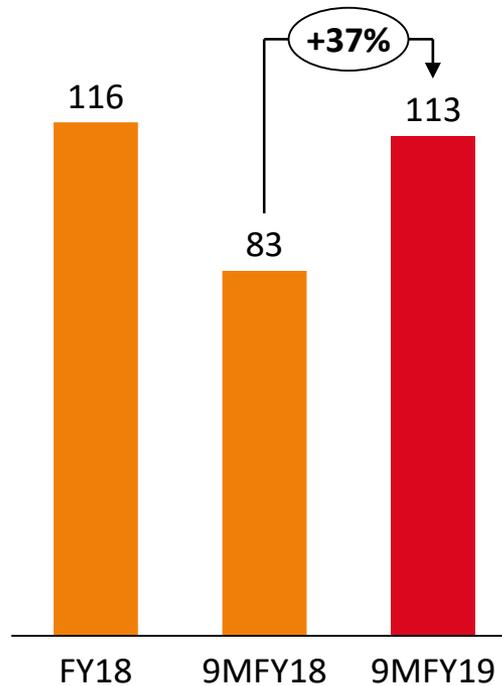
# 9MFY19 Performance Highlights\*



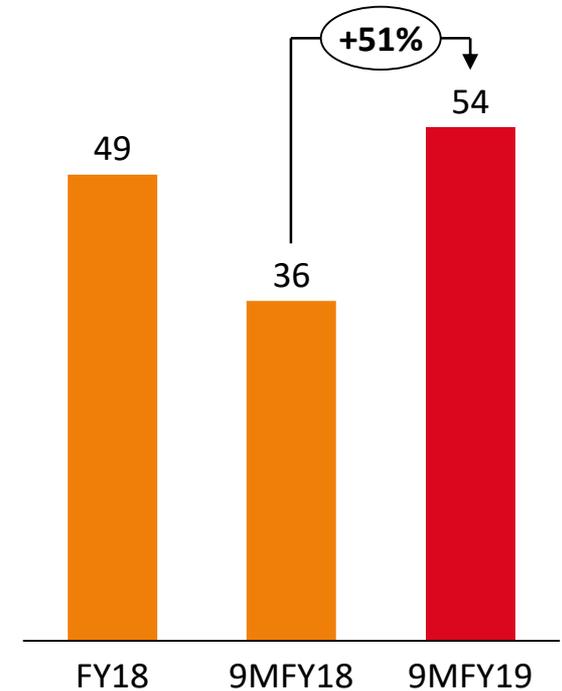
## Revenue



## EBIDTA^



## PAT after MI



Consolidated Results \* Financials as per IND AS

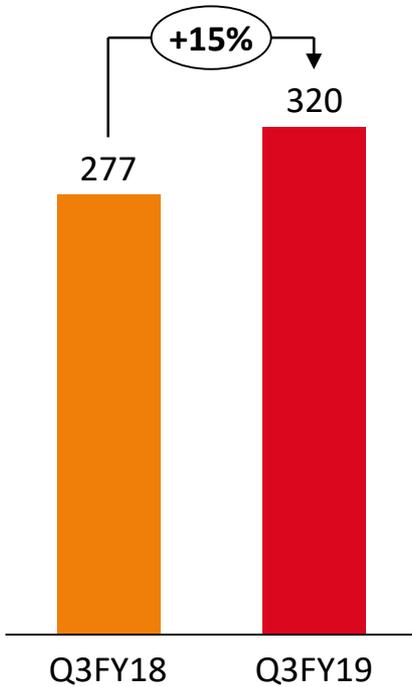
Rs. Crores

^EBITDA includes share of profits from Jv's & Other Income

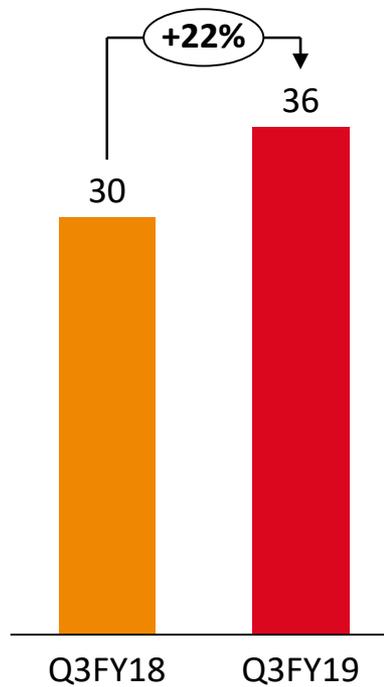
# Quarterly Performance Highlights\*



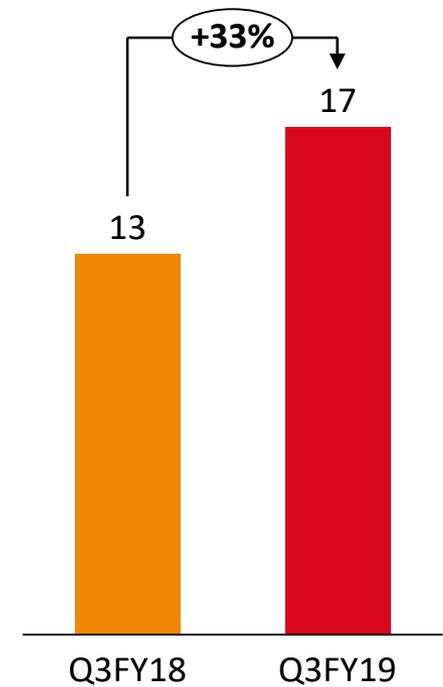
## Revenue



## EBIDTA^



## PAT after MI



Consolidated Results \* Financials as per IND AS

Rs. Crores

^EBITDA includes share of profits from Jv's & Other Income

# Consolidated P&L Statement\*



Particulars (Rs. in crores)	Q3FY19	Q3FY18	Y-o-Y	9MFY19	9MFY18	Y-o-Y	FY18
<b>Net Revenue from Operations</b>	<b>320.01</b>	<b>277.22</b>	<b>15.44%</b>	<b>1,020.76</b>	<b>779.89</b>	<b>30.89%</b>	<b>1,111.47</b>
Raw Material Consumption	220.89	191.49		700.62	543.16		778.14
Employee Expenses	36.69	28.47		108.37	81.52		111.00
Other Expenses	33.87	29.32		114.49	81.83		120.75
Other Income	7.71	2.77		16.07	8.61		15.24
Profit of JV	-0.07	-0.96		-0.20	0.65		-0.62
<b>EBITDA</b>	<b>36.20</b>	<b>29.76</b>	<b>21.66%</b>	<b>113.14</b>	<b>82.63</b>	<b>36.93%</b>	<b>116.20</b>
<b>EBITDA (%)</b>	<b>11.31%</b>	<b>10.73%</b>		<b>11.08%</b>	<b>10.59%</b>		<b>10.46%</b>
Depreciation	6.88	6.38		20.22	18.57		25.26
Finance Cost	1.46	0.60		3.38	1.95		2.81
Exceptional Item Gain / (Loss)	0.00	0.00		-5.29	0.00		-2.28
<b>Profit before Tax</b>	<b>27.87</b>	<b>22.78</b>	<b>22.34%</b>	<b>84.25</b>	<b>62.11</b>	<b>35.64%</b>	<b>85.86</b>
Tax	9.51	7.89		28.64	20.54		28.75
<b>PAT (Before MI)</b>	<b>18.36</b>	<b>14.89</b>	<b>23.30%</b>	<b>55.60</b>	<b>41.57</b>	<b>33.76%</b>	<b>57.11</b>
Minority Interest	1.00	1.87		1.94	6.05		8.37
<b>PAT (After MI)</b>	<b>17.36</b>	<b>13.02</b>	<b>33.39%</b>	<b>53.67</b>	<b>35.52</b>	<b>51.10%</b>	<b>48.74</b>
<b>PAT (%)</b>	<b>5.43%</b>	<b>4.70%</b>		<b>5.26%</b>	<b>4.55%</b>		<b>4.39%</b>
<b>Earning Per share (EPS)^</b>	<b>2.55</b>	<b>1.91</b>		<b>7.87</b>	<b>5.21</b>		<b>7.15</b>

\* Financials as per Ind AS    ^ EPS on FV of Rs. 2 per share

# Consolidated Balance Sheet\*



Assets (Rs. in crores)	Sept-18	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	250.00	251.51
Capital work-in-progress	34.21	11.98
Investment Property	19.02	19.31
Intangible Assets	2.28	2.33
Goodwill	0.17	0.17
Investment in jointly controlled entities	0.54	7.24
<b>Financial assets</b>		
Investments	107.96	120.07
Other financial assets	4.82	3.39
Income Tax Assets (net)	1.49	3.12
Other non-current assets	15.55	10.52
Deferred tax assets	2.04	1.37
<b>Sub-total - Non-Current Assets</b>	<b>438.07</b>	<b>431.02</b>
<b>Current assets</b>		
Inventories	92.23	78.02
<b>Financial assets</b>		
Loans	0.72	0.62
Investments	23.32	14.77
Trade receivables	351.37	280.57
Cash and cash equivalents	18.22	22.34
Bank balances other than Cash	20.48	16.38
Other financial assets	1.11	0.99
Other current assets	17.56	14.32
<b>Sub-total - Current Assets</b>	<b>525.00</b>	<b>428.02</b>
<b>TOTAL – ASSETS</b>	<b>963.07</b>	<b>859.04</b>

Equity & Liabilities (Rs. in crores)	Sept-18	Mar-18
<b>Equity</b>		
Equity Share capital	13.63	13.63
Non Controlling Interest	38.09	30.28
Other equity	443.81	437.55
<b>Sub-total - Shareholders' funds</b>	<b>495.54</b>	<b>481.47</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	7.74	7.90
Provisions	7.65	7.24
Deferred tax liabilities (net)	19.56	21.18
<b>Sub-total - Non-current liabilities</b>	<b>34.94</b>	<b>36.32</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	25.26	-
Trade payables	331.25	270.30
Other financial liabilities	35.87	33.51
Provisions	5.83	5.57
Current Tax Liabilities	2.38	1.73
Other current liabilities	32.02	30.15
<b>Sub-total - Current liabilities</b>	<b>432.60</b>	<b>341.26</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>963.07</b>	<b>859.04</b>

\* Financials as per Ind AS



## Awards & Recognitions



Award – LATL Chakan Plant, Received JIPM Award for TPM Excellence, Category B on 23<sup>rd</sup> March 2017



Maruti Suzuki India Ltd Awarded – Lumax Mannoh Allied Technologies Ltd  
for “Overall Vendor performance”



BAL –TPM Excellence Award for year 2017-18 to Lumax Auto Technologies Limited, Aurangabad from Bajaj Auto Limited



Quality Gold Award to Lumax Auto Technologies Limited, Aurangabad, for zero customer complaint for last 2 years i.e. 2016-17 & 2017-18 from Bajaj Auto Limited



Lumax DK Auto Industries received the Bronze award from Honda Access India in the category of "Development"



Award –Supplier Convention

Received from HMSI on 17<sup>th</sup> February 2017



Award for Excellence in Consistent TPM Commitment

# State-of-the-Art Manufacturing Facilities



# State-of-the-Art Manufacturing Facilities



# State-of-the-Art Manufacturing Facilities





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