

LIL:CS:PR:2021-22

Date : 12.11.2021

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| BSE Limited Listing & Compliance Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001 | The National Stock Exchange of India Limited Listing & Compliance Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400051 |
| Security Code : 517206 | Symbol: LUMAXIND |

Subject: Investor Release of Financial Results for the 2nd Quarter and Half Year ended 30th September, 2021

Dear Sir/ Ma'am,

We are enclosing herewith the Investor Release being issued by the Company, Lumax Industries Limited, for the 2nd Quarter and Half Year ended 30th September, 2021.

The same shall also be made available on the website of the Company www.lumaxworld.in/lumaxindustries.

This is for your information and records.

Thanking you,

Yours faithfully,

For **LUMAX INDUSTRIES LIMITED**



PANKAJ MAHENDRU
COMPANY SECRETARY
M.NO. A-28161



Encl : As stated above

Investor Release

LUMAX INDUSTRIES LIMITED

Q2FY22 Consolidated Results

- Q2FY22 Revenue at Rs. 453 Cr, growth of 14% YoY, better than industry growth
- EBITDA margins at 9.1% for Q2FY22
- PAT margin after share of associate stood at 3.4% for Q2FY22 vs 1.8% in Q2FY21

New Delhi – November 12th, 2021 – Lumax Industries Limited, the leader in automotive Lighting and illumination today announced its unaudited Financial Results for the quarter and half year ended September 30th, 2021.

| Particulars (Rs. Crs) | Q2FY21 | Q2FY22 | Gap | H1 FY21 | H1 FY22 |
|--------------------------------|--------|--------|------|---------|---------|
| Revenue | 397 | 453 | 14% | 475 | 767 |
| EBITDA | 41 | 41 | - | 9 | 50 |
| Margin (%) * | 10.4% | 9.1% | | 1.9% | 6.5% |
| PBT | 16 | 20 | 20% | -37 | 7 |
| Margin (%) | 4.1% | 4.3% | | -7.8% | 0.9% |
| PAT (after share of associate) | 7 | 15 | 112% | -24 | 5 |
| Margin (%) | 1.8% | 3.4% | | -5.1% | 0.7% |
| EPS | 7.74 | 16.40 | 112% | -26.07 | 5.81 |

* The EBITDA margins for Q2FY22 is down by 130 basis points from Q2FY21 primarily on account of steep increase in raw material prices, the compensation of which is under discussion with customer.

Divisional Performance

- The share of **LED Lighting** stands at 66% of our total Revenues & while **Conventional Lighting** stands at 34%, for H1FY22.
- The **Product Mix** for H1FY22 as a percentage of total revenue stood at 64% for **Front Lighting**, 26% for **Rear Lighting** & 10% for **Others**.
- The **Segment Mix** for H1FY22 as a percentage of total revenues stood at 64% for **Passenger Vehicles**, 29% for **two Wheelers** & 7% for **Commercial Vehicles**.

Investor Release

Business & Customer Update

- The Company has received LOI for the first Maker layout for HVAC panel from one of the OEM's, the SOP of which is expected in FY24.
- The Company has also added two new customers in its portfolio namely Matter Motors on EV platform (SOP FY23) & PSA (SOP FY24).

The Company has made following new launches during the quarter:

| Category | Customer Name | Model | Product |
|--------------------|---------------|-----------|----------------------------------|
| Passenger Vehicle | Force Motors | Gurkha | Head Lamp & High Mount Stop Lamp |
| Commercial Vehicle | Swaraj | PF04 | Head Lamp & Plough Lamp |
| | Ashok Leyland | Ecomet | Front Direction Indicator |
| 2-Wheeler | PIAGGIO | SR Motard | Head Lamp & Tail Lamp |
| 3-Wheeler | | NUOVO | Projector Lamp & Blinker |

Awards

- The Pantnagar plant of the Company won 1st Position in Supplier Quality Circle Award organized by Tata Motors Ltd & Platinum award in National Kaizen Competition under innovative category organized by CII
- The Bengaluru plant of the Company won Gold Award in QCC competition organized by QCFI Karnataka Chapter

Commenting on the performance Mr. Deepak Jain, Chairman & Managing Director, Lumax Industries Limited said, "Q2FY22 witnessed strong recovery with a growth of 14% on YoY basis. As compared to muted Q1FY22 owing to the 2nd wave of covid, we registered good set of numbers. During Q2, demand was strong and stable, however some of our key customers are facing production challenges in view of the semi-conductor chip shortages. We are envisaging an improved order book in view of new product launches by OEMs and we are well prepared to make the right investments in capacities and design technology to stay ahead."

Investor Release

About Lumax Industries Limited:

Lumax Industries Limited, a flagship company of D.K. Jain Group, is India's pioneer and most experienced player in the Automotive Lighting Industry. The company has over 37 years of strong partnership with Stanley Electric Co. Limited, Japan, a world leader in Vehicle Lighting and illumination products. Lumax has ten ultra-modern manufacturing plants in India, strategically located near manufacturing locations of major OEMs.

Lumax is one of the major suppliers to OEMs including Hero Motocorp, HMSI, Honda Cars, Mahindra & Mahindra, Maruti Suzuki, MG Motors, Tata Motors, TVS and others.

For more information about the Group and its businesses, please visit www.lumaxworld.in/lumaxindustries

Safe Harbour Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

| Company | Investor Relations Advisors |
|---|---|
|  <p>Lumax Industries Limited CIN No: L74899DL1981PLC012804 Priyanka Sharma Email id: priyanka.sharma@lumaxmail.com Tel No: +91 98102 66637</p> |  <p>Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Shogun Jain / Akashi Modi Email id: shogun.iain@sgapl.net / akashi.modi@sgapl.net Tel No: +91 77383 77756 / +91 96198 96128</p> |