

LATL:CS:IP:2024-25

BSE Limited Listing & Compliance Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001	National Stock Exchange of India Limited Listing & Compliance Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400051
Security Code : 532796	Symbol : LUMAXTECH

Subject: Investor Presentation for the 1st Quarter ended June 30, 2024

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 1st Quarter ended June 30, 2024.

The same 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

Lumax Auto Technologies Limited

Q1 FY25 Investor Presentation



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About Lumax Auto Technologies



Leading Auto Component Manufacturer having a Tier I relationship with all OEMs in India

9

Global JV's with market leaders in Gear Shifter Systems & Vehicle Interior Comfort Systems

12

Product Lines
EV agnostic products

26

Manufacturing facilities located in six states, strategically positioned with proximity to customers

20+

Established, long-term relationships with prominent clients in the automotive sector

3

1 R&D & 2 Engineering centers with >350 engineers dedicated to continuous product development

575+

Channel partners for After-Market segment with more than 27,500 retail touch points

Key Financial Parameters (FY24)

Rs. 2,800+ crs

Revenue

37%

CAGR Revenue growth last 3 years

>14%

EBIDTA Margins

>25%

RoCE

Rs. 400 crs

Free Cash

Diversified Product Portfolio



Advance Plastics



Cockpit & Consoles



Door Panels



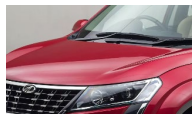
Air Intake Systems



Urea & Plastic Fuel Tanks



Headliners



Trims



Louvers



Head Lamps



Tail Lamps



Front & Rear Fender

Mechatronics



Power Window Switch



O2 Sensor



Telematics Control Unit



Shark Fin Antenna



Telematics Antenna



LF Antenna

Structures & Control Systems



Gear Shifter



Control Housing



Monostable E-shifter



Smart Actuator



Shift Tower



Frames



Swing Arms



Seating Structures

Aftermarket



Horn



Engine Oil



Lubricants



Wiper Blade



Filters



Gear Knob



Mirrors



Door Visor

And Many More...



EV Agnostic Product Portfolio

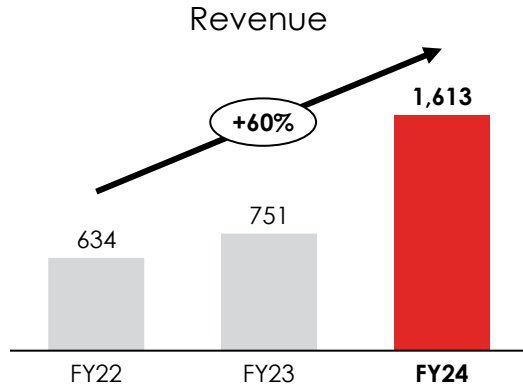


Segment	Product Categories	Products Lines	ICE	EV	Content per Vehicle (Rs.)
4W	Advance Plastics	Cockpits & Consoles	✓	✓	55K – 60K 4X Growth Last 5 years
		Headliners	✓	✓	
		Door Panels	✓	✓	
		Trims	✓	✓	
		Louvers	✓	✓	
		Air Intake Systems	✓	X	
		Tanks	✓	✓	
	Mechatronics	Power window switch	✓	✓	
		Telematics Control Unit	✓	✓	
		Antennas	✓	✓	
	Structures & Control Systems	Gear Shifters	✓	✓	
		Control Housing	✓	✓	
		Monostable E-shifters	✓	✓	
		Smart Actuator	✓	✓	
		Shift Tower	✓	✓	
		Seating Structures	✓	✓	
2W	Advance Plastics	Lamps	✓	✓	5K – 6K 2X Growth Last 5 years
		Fenders	✓	✓	
	Mechatronics	O2 Sensors	✓	✓	
		Structures & Control Systems	Frames	✓	
	Swing Arms		✓	✓	

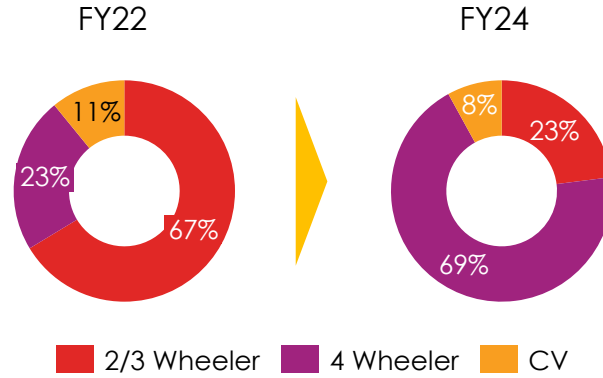
Expanding presence with Spectrum of Solutions



Advance Plastics



60% CAGR Growth



4-Wheeler share has increased from 23% in FY22 to **69%** in FY24

Key Customers:

Bajaj, M&M, Tata, MG, Toyota, Volkswagen, HMSI, HCIL, Fiat, Skoda, Renault, Nissan, Hero, After Market

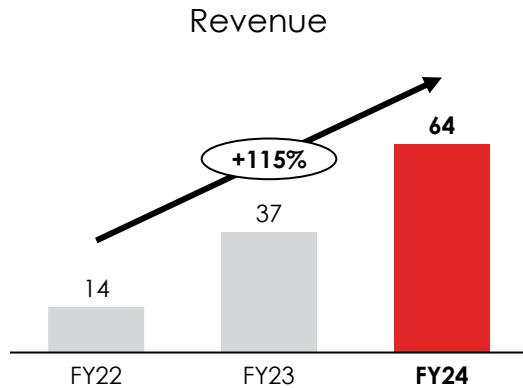
Key Entities:

LATL
IAC
Lumax Cornaglia

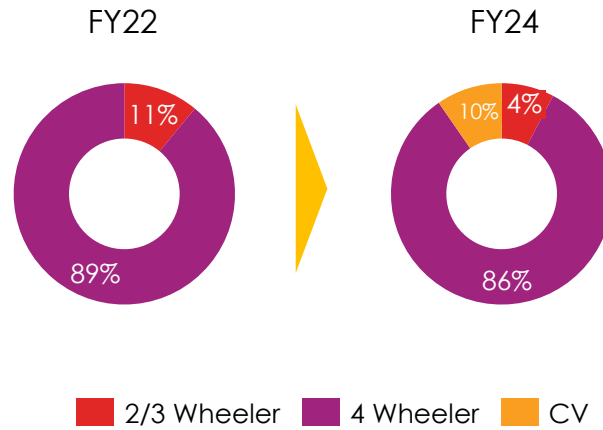
Outlook

- Huge cross selling opportunities among existing customers and addition of new customer
- New products like interior lighting, Expansion tank, Roto Roof, PFT, De-Gasing etc
- New customer addition for lighting in FY24; expecting ramp up in current year
- Focus on penetration into LED lighting
- Order book of **~Rs. 610 crs**

Mechatronics



115% CAGR Growth



Key Customers:

MSIL, Honda, Toyota, Daimler

Key Entities:

Lumax Alps
Lumax Yokowo
Lumax Ituran
Lumax FAE

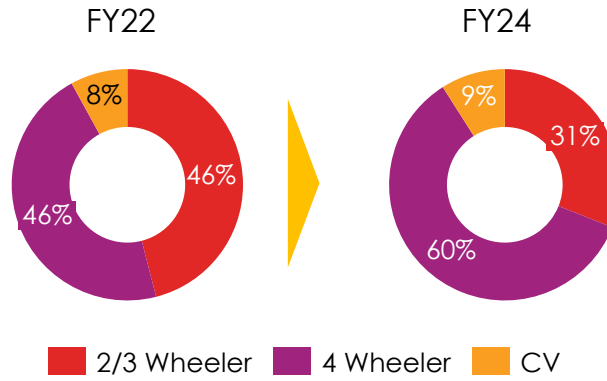
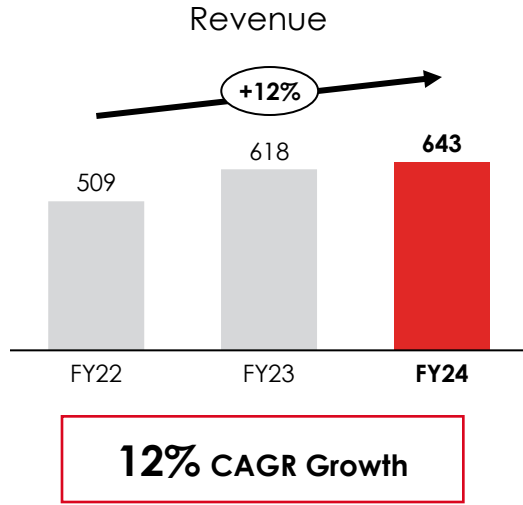
Outlook

- Huge opportunity in terms of wallet share in new model launches
- Incremental wallet share among existing customers
- Addition of new customers & new product addition
- Order book of **~Rs. 150 crs**

Expanding presence with Spectrum of Solutions



Structures & Control Systems



4-Wheeler share has increased from 46% in FY22 to **60%** in FY24

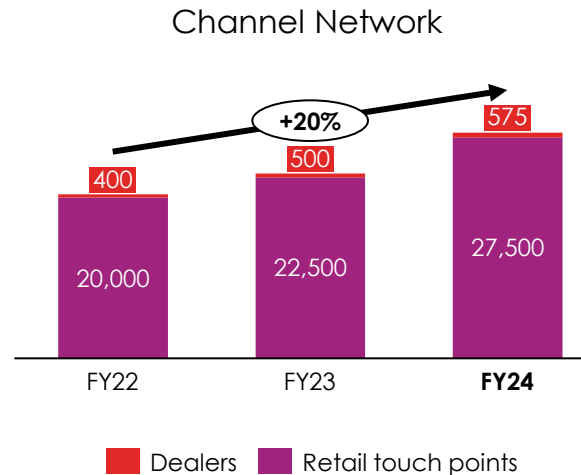
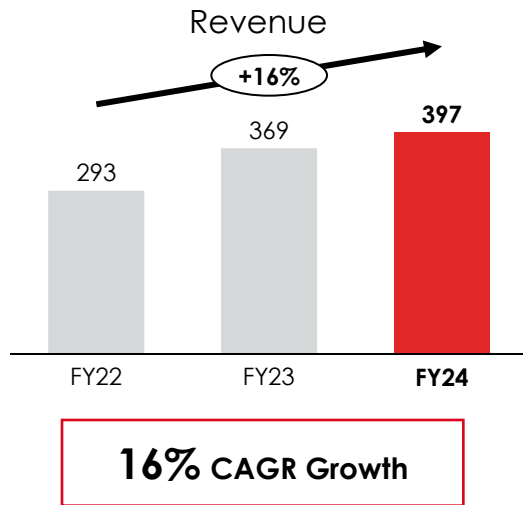
Key Customers:
MSIL, M&M, Toyota, Tata, Honda, Daimler, Bajaj, Fiat, Piaggio

Key Entities:
LATL
Lumax Mannoh
Lumax Jopp

Outlook

- Increase in wallet share among existing customers
- Addition of new technology driven products
- Penetration into premium & EV segment
- Order book of **~Rs. 240 crs**

After Market

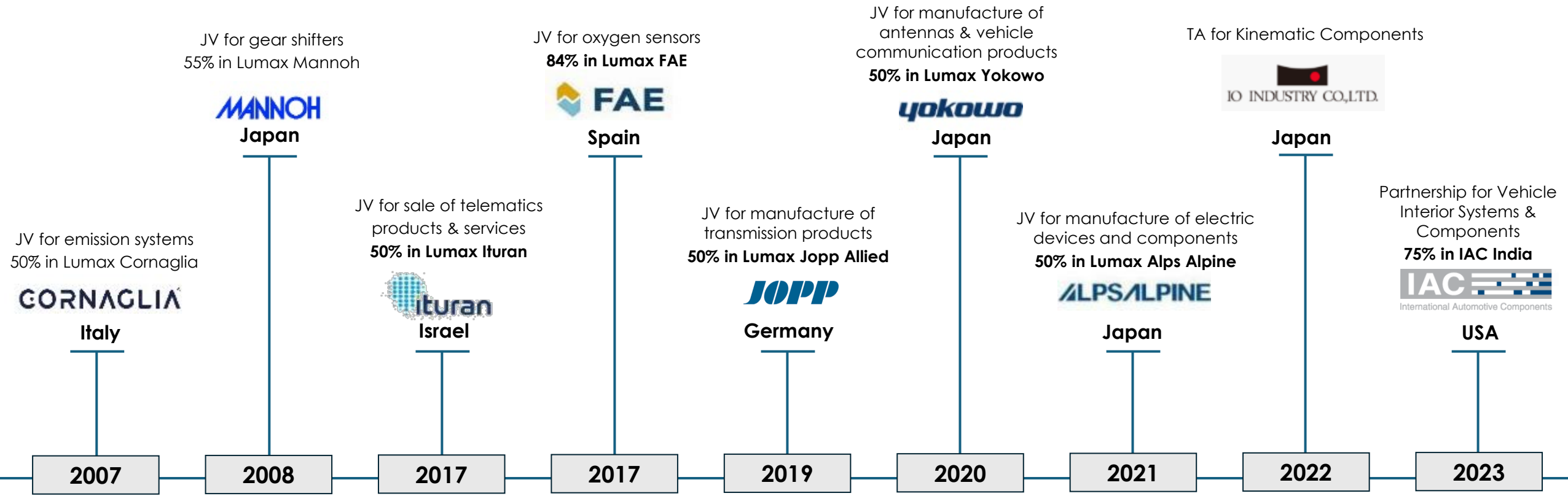


Key Entities:
LATL

Outlook

- Expansion of Channel network & Exports sales
- Addition of Product line

Localization in collaboration with Global Partners



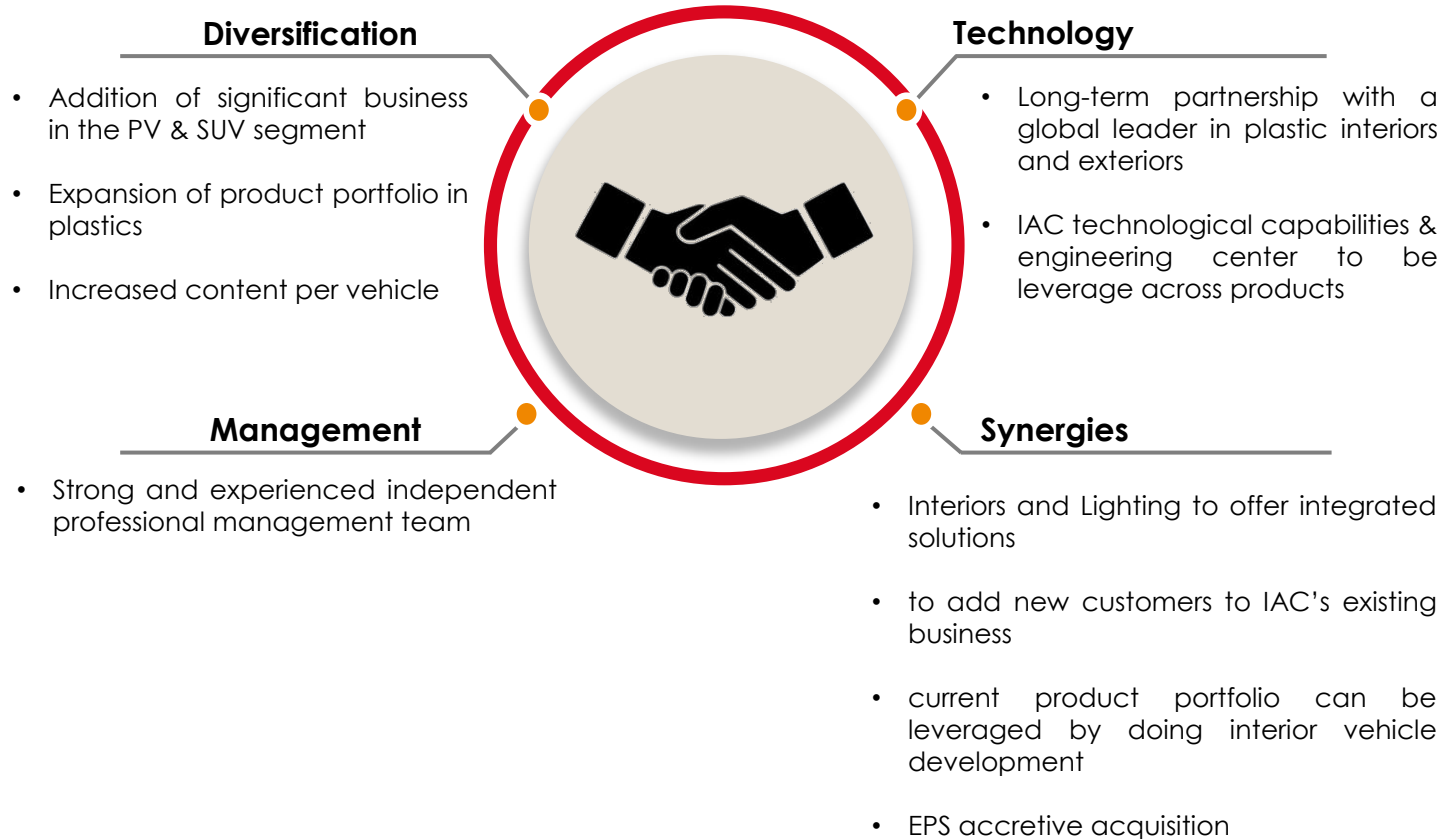
Enabling growth with Global Partnerships



Acquisition of IAC India to unlock Growth Opportunities with Diversity



Integration with LATL



Technology & Engineering

110+ CAD & CAE Workstations

250+ Engineers & Designers

Key Capabilities

Product Design & Engineering | Dimensional Engineering | Product Development | Program Management | Tooling Development



Engineering department caters to all tool development requirements from its customers as well as from its global sister concerns

IAC is a leading manufacturer of **Interior components** to key automotive OEMs in India

Strategic Manufacturing Locations in Proximity to Customers



Manesar & Gurugram (Haryana)

No of Plants - 8



Mehsana (Gujarat)

No of Plants - 1



Pune, Nashik & Waluj (Maharashtra)

No of Plants - 10

Pantnagar (Uttarakhand)

No of Plants - 3

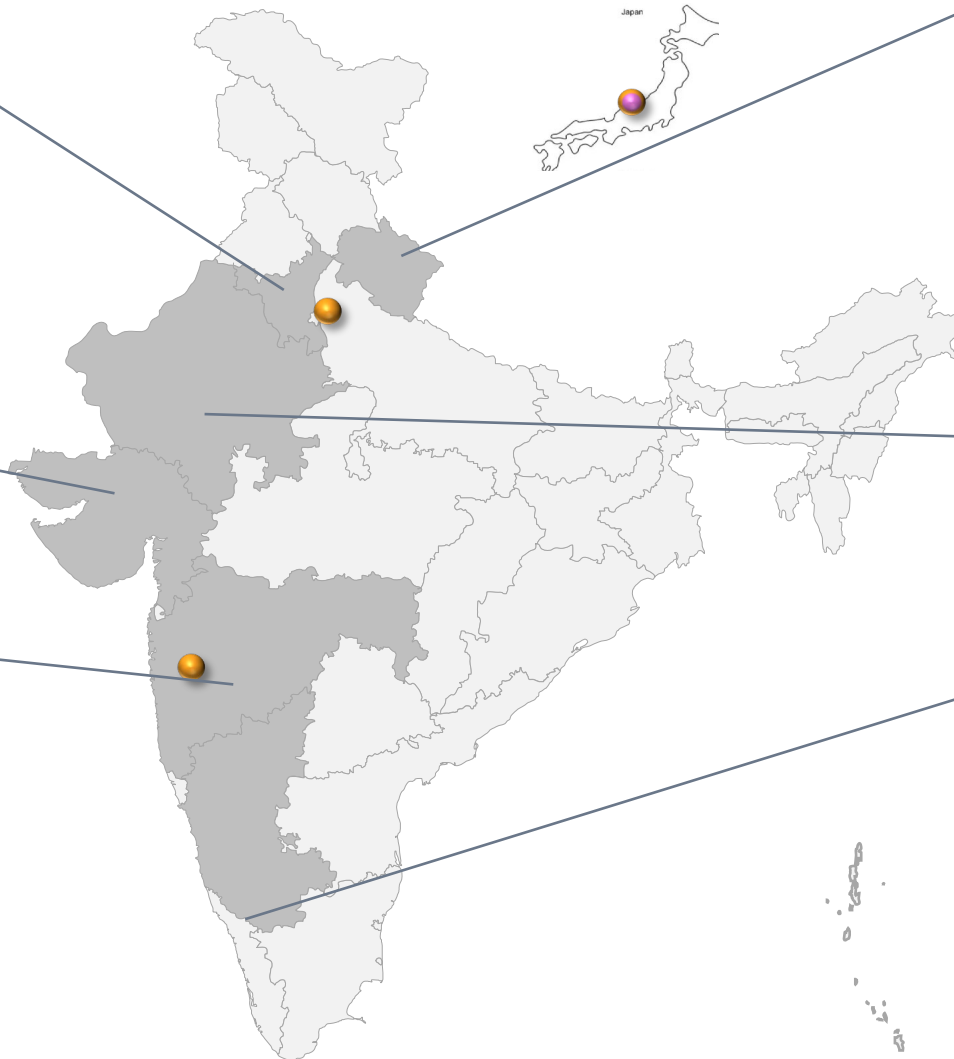


Bhiwadi (Rajasthan)

No of Plants - 1

Bangalore (Karnataka)

No of Plants - 3



26 Plants in 6 States

R&D Centre in Manesar
Engineering Centres in Pune

1 satellite office in Japan

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

Enhancing the Path to Innovation

Government certified in-house **R&D center and an Engineering Center**, indicating a strong commitment of developing Cutting-edge Technologies

To **integrate and inculcate R&D strengths** of global partners to leverage, develop, and manufacture locally according to the needs of the Indian market

In-house testing & validation facilities

350+ Engineers for on-going product development

Joint Product Development & Designing capabilities for OEM's

Received One **PATENT** & Applied for **Six** more

Product Design and Engineering | Dimensional Engineering | Product Development | Program Management | Tooling Development



Upholding excellence in Corporate Governance



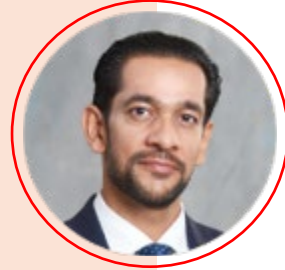
Board of Directors

Promoter Group



Mr. Dhanesh Kumar Jain
Chairman

Over 50 years of experience in the automotive industry in management, operations & administrative roles. He has held various industry positions.



Mr. Anmol Jain
Managing Director

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 and has over 22 years of experience



Mr. Deepak Jain
Director

He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan and has over 27 years of experience and also holds various industry positions



Mr. Parag Chandulal Shah

BS in Computer Engineering from Illinois and General Management Program from HBS having over 25 years of experience, including various Leadership positions at Mahindra Group



Ms. Diviya Chanana

Graduate & holds Diploma in Travel and Tourism having over 25 years of experience



Mr. Arun Kumar Malhotra

B.E Mechanical & MBA from IIM, Kolkata having over 30 years of experience



Mr. A P Gandhi

Mechanical Engineer from Birla Institute of Technology, Ranchi & Senior Management program from IIM having over 5 decades of experience

Independent Directors

Visionary Leadership Team



Mr. Vikas Marwah
Chief Executive Officer
Experience: 30+ Years



Mr. Sunil Koparkar
Managing Director, LIVE (IAC India)
Experience: 30+ Years



Mr. Sanjay Bhagat
Head After Market
Experience: 30+ Years



Mr. Sanjay Mehta
Director & Group CFO
Experience: 30+ Years



Mr. Ashish Dubey
Chief Financial Officer
Experience: 30+ Years



Mr. Pankaj Mahendru
Company Secretary
Experience: 15 Years

Our ESG Roadmap



RE 40

- ✓ 100% ETP & STP in all plants
- ✓ Diversity ratio 10%
- ✓ ISO 14001 & ISO 45001 (EHS) in all plants
- ✓ ISO 27001- Top 10 revenue plants
- ✓ ISO 50001:2018 (EnMS)- 20% plants

FY24-25

RE 70

- ✓ Advance Equipment installation for the reduction of fresh-water intake.
- ✓ 5% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 15%.
- ✓ ISO 50001:2018 (EnMS)- 50% plants
- ✓ ISO 27001- 50% plants

FY25-26

RE 90

- ✓ 100% rain-water harvesting setup.
- ✓ 10% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 20%
- ✓ ISO 50001:2018 (EnMS) in all plants
- ✓ ISO 27001- in all plants & offices

FY26-27

RE 100

- ✓ 25% reduction of Co2 (Supply chain partners)

FY27-28

- ✓ 30% reduction of Co2 (Supply chain partners)

FY28-29

- ✓ 40% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 25%
- ✓ Inclusivity 5%

FY29-30



Lumax – Plant Carbon Neutrality Strategy

Promote Utilization of Renewable energy towards 2028 net zero challenge

Motivate team to increase daily Kaizen

Reduce Energy consumption (energy saving)

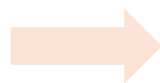
First, we will mitigate the carbon emission by using Renewable energy, then by motivating team to increase daily Kaizen & by reducing energy consumption



Gender Diversity & Inclusivity



18% Today



30% In next few years

We believe in upskilling women and promote gender diversity





Lumax Charitable Foundation, the CSR arm of Lumax, actively works on the 3 SDGs –

- Quality Education, Good Health and Clean Water and Sanitation.
- Students in adopted government and low-income private schools are supported through various initiatives beyond school learning in terms of Life-skills, Career counselling and guidance
- Scholarship given to continue education, personal and menstrual hygiene aims to provide holistic learning experience
- The foundation also focuses on various health initiatives, including eye check-up and cataract surgeries, cancer awareness, screening and treatment interventions, juvenile diabetes for children from underserved communities and health check-ups in schools



Celebrating Milestones with Awards & Accolades



LATL Bangalore - received "Best QCD Performance Award" at HMSI Annual Supplier Convention Held in Mumbai in March, 2024



LATL Pantnagar - received the esteemed Special Award for TPM Achievement from Japan Institute of Plant Maintenance (JIPM) in March 2024



LATL Chakan - received the esteemed Award for Excellence In Consistent TPM Commitment from Japan Institute of Plant Maintenance (JIPM) in March 2024



Mr. Vikas Marwah, CEO - Lumax Auto Technologies Limited for being recognized as the Business Leader of the Year at the ET Ascent Awards



IAC India won the Part design & development award at Maruti Suzuki Vendor Conference 2024 at Antalya - Turkey in May 2024



LATL Pune - team received BAL TPM Award in BAVA Convention, Pune in November 23



LMAT - Best Cost Cooperation in ISR2.0 Award at Annual Supplier Convention by HCI Supplier Club in February 2023



LMAT - two awards in categories - Inner parts Localisation and value Analysis at MSVC 2023 hosted by Maruti Suzuki India Ltd at Dubai in May 2023



LATL Bangalore - won the Bronze Award for Excellence in Manufacturing in March, 2023

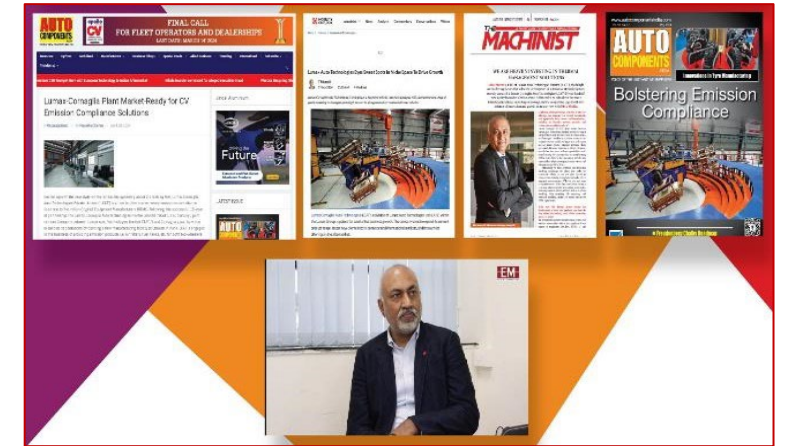


Lumax Alps Alpine received MSIL award for 'Quick Resolution of Market Feedback'

Media Coverages & Visits



Mr. Anmol Jain, Managing Director



Mr. Vikas Marwah, CEO

Q1 FY25
Operational & Financial
Performance



Anmol Jain
Managing Director

Commenting on the Q1FY25 performance of the company Mr. Anmol Jain, Managing Director for Lumax Auto Technologies Limited said,

*We are delighted to report robust performance for the quarter with revenues **growing by 20% for Q1FY25 standing at Rs 756 crores.** EBITDA for the quarter stood at **Rs 105 crores, growing by 20%** with EBITDA margins at 14%. This growth reflects our unwavering commitment to excellence and the effectiveness of our strategic initiatives.*

On the operations front, we are delighted to report an increase in share of Passenger Vehicle (PV) segment, driven by a strong order book and robust execution. As the PV market continues to expand in India, we are confident in our ability to sustain this momentum and capitalize on emerging opportunities. In the broader industry landscape, while we observed higher inventory levels, these are now being cleared in anticipation of new model launches slated for the second half of the year, positioning us well for continued growth.

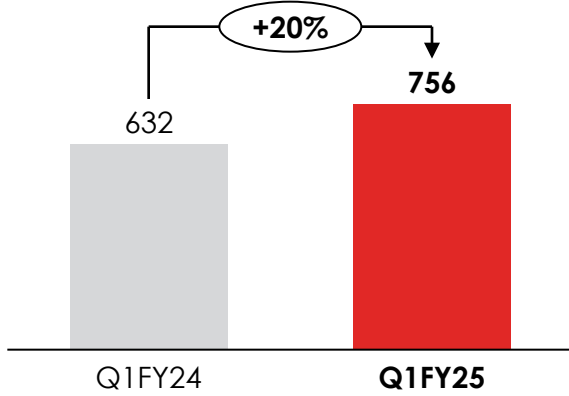
Looking ahead, our focus remains on deepening our relationships with customers by increasing our wallet share through leveraging our strong partnerships and technological expertise. We are committed to enhancing our kit value by continuously improving our products, ensuring that we stay ahead of industry trends and meet the evolving needs of our customers.

In conclusion, our robust Q1 performance lays a strong foundation for the remainder of FY25. With a clear focus on innovation, execution, and customer satisfaction, we are poised to achieve sustained growth and deliver exceptional value to our stakeholders.

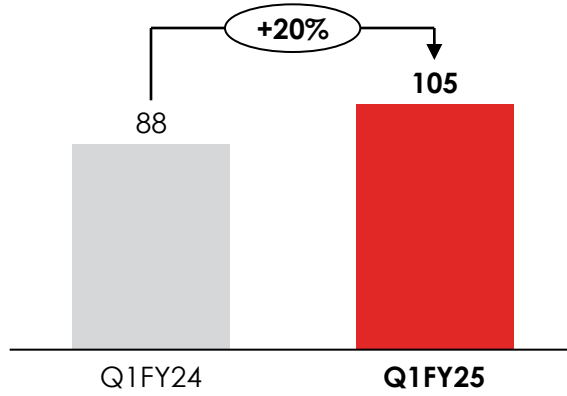
Q1FY25 – Financial Snapshot



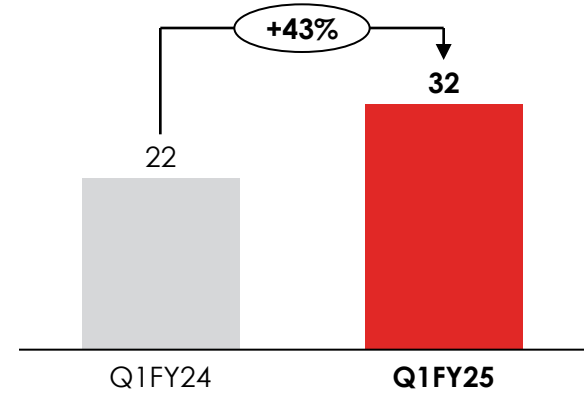
Revenue (Rs. In Crs)



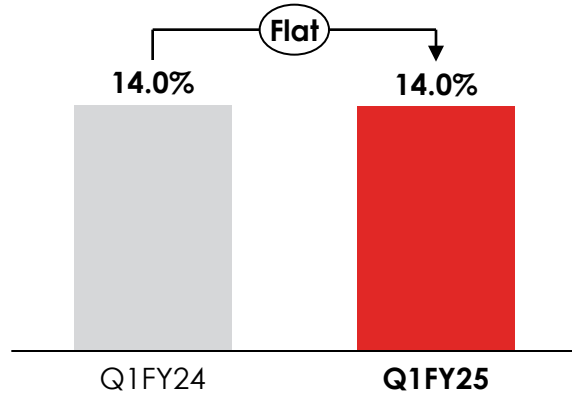
EBIDTA (Rs. In Crs)



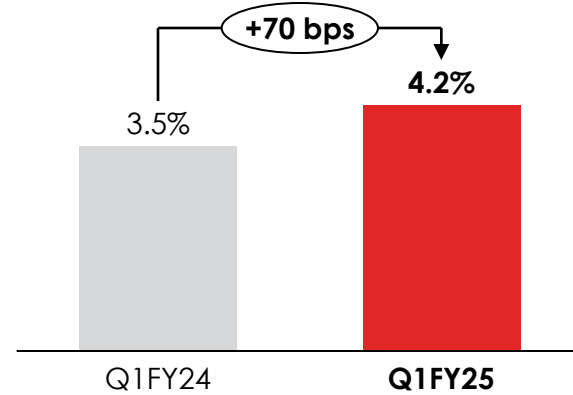
PAT (Rs. In Crs)



EBIDTA Margin (%)



PAT Margin (%)



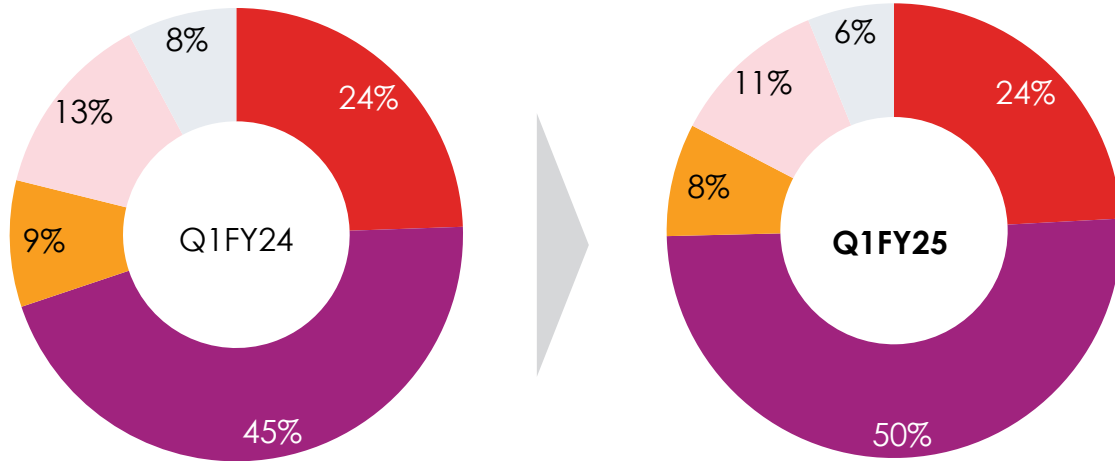
Q1FY25 – Product Category Wise Revenue Performance



	Q1 FY24	Q1 FY25	Y-o-Y (%)	Percentage of Total Revenue (Q1 FY25)
Advance Plastics	371	420	13%	56%
Mechatronics	11	28	160%	4%
Structures & Control Systems	147	165	12%	22%
Aftermarket	84	84	1%	11%
Others	19	59	215%	7%
Total	632	756	20%	100%

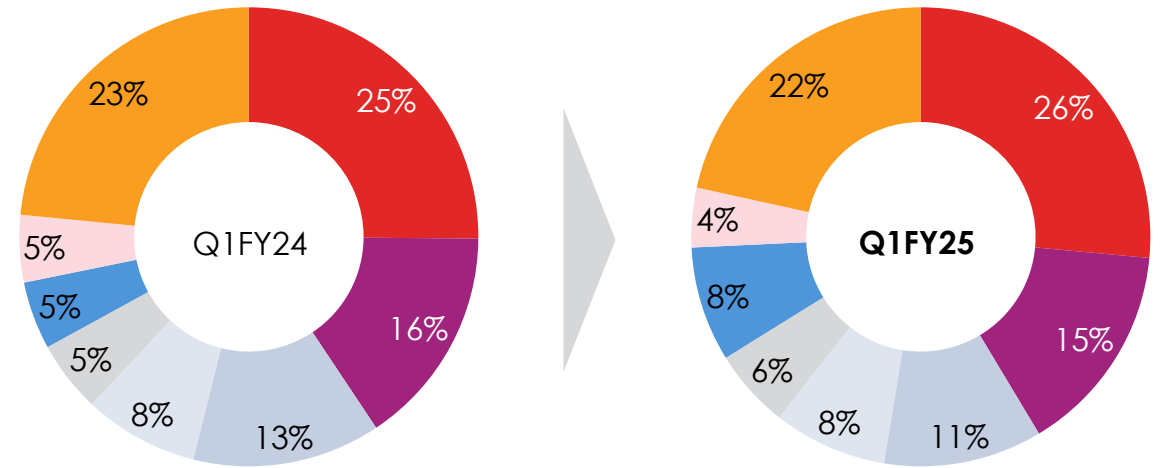
Q1FY25 – Segment & Customer wise Performance

Segment Wise Revenue



■ 2/3 Wheeler
 ■ PV
 ■ CV
 ■ After Market
 ■ Others

Customer Wise Revenue

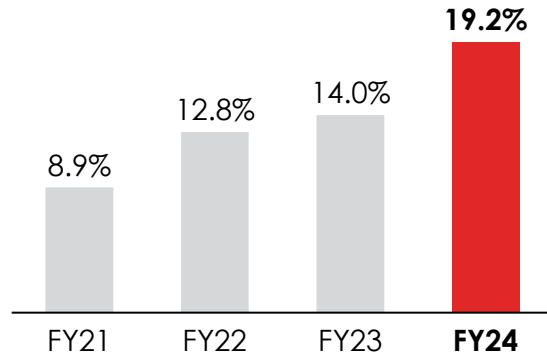


■ M&M
 ■ Bajaj
 ■ After Market
 ■ HMSI
 ■ TATA
 ■ LIL
 ■ Others (Misc)
 ■ MSIL

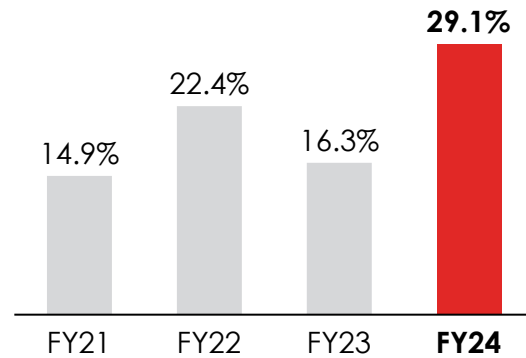
Key Consolidated Ratios



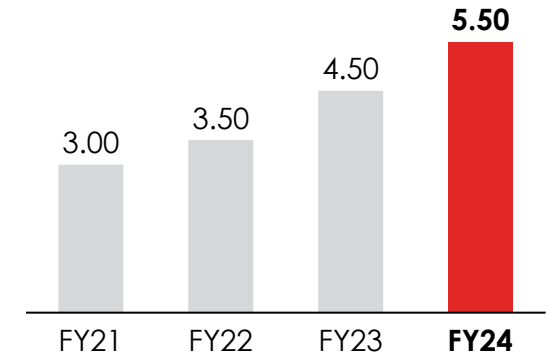
Adjusted RoE



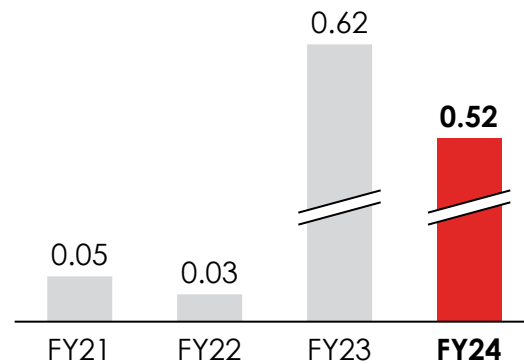
Adjusted RoCE



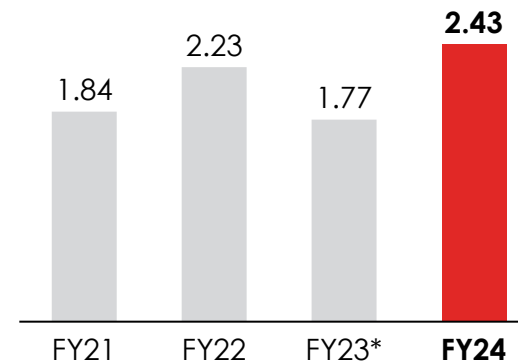
Dividend Per Share



Long Term Debt / Equity



Asset Turns (x)



*Dip in Asset turns on account of acquisition of IAC in Q4FY23

Consolidated Profit & Loss Statement



Particulars (Rs. in Crores.)	Q1FY25	Q1FY24	Y-o-Y	Q4FY24	Q-o-Q
Revenue	755.9	631.7	20%	757.4	0%
Raw Material Consumption	480.5	403.3		499.2	
Employee Expenses	107.8	83.7		90.9	
Other Expenses	79.5	64.5		75.4	
Other Income	17.4	8.0		17.9	
EBITDA	105.5	88.1	20%	109.7	-4%
EBITDA %	14.0%	14.0%		14.5%	
Depreciation	29.5	29.2		28.9	
Finance Cost	19.4	15.7		19.0	
Profit Before Tax (Before Exceptional Items)	56.5	43.3	31%	61.8	-9%
Exceptional Item Gain/(Loss)	0.0	0.0		0.0	
Profit Before Tax	56.5	43.3	31%	61.8	-9%
Tax	14.9	13.2		10.5	
Profit After Tax (Before Minority Interest)	41.7	30.1	38%	51.3	-19%
Minority Interest	10.0	8.0		7.1	
Profit After Tax	31.7	22.1	43%	44.2	-28%
PAT Margin%	4.2%	3.5%		5.8%	
EPS (In INR)	4.65	3.25		6.49	

*Includes IAC India Revenue of Rs. 216 Cr, Rs. 201 Cr & Rs. 221 Cr with EBITDA of Rs. 41 Cr, Rs. 37 Cr & Rs. 45 Cr for Q1FY25, Q1FY24 & Q4FY24 respectively

Balance Sheet



ASSETS (Rs. in Crores.)	Mar-24	Mar-23
Non-current assets		
Property, plant and equipment	575.5	566.7
Capital work-in-progress	35.8	12.9
Investment Property	22.9	12.4
Right-to-use asset	124.1	110.9
Goodwill	93.7	121.9
Intangible assets	197.8	216.4
Financial assets		
Investments	155.8	104.3
Loans	0.6	0.6
Others	29.8	26.7
Income Tax Assets	13.6	9.2
Other non-current assets	29.0	11.8
Deferred Tax Assets (net)	2.4	5.8
Sub-total - Non-Current Assets	1,281.0	1,199.5
Current assets		
Inventories	248.8	161.1
Financial assets		
Loans	1.2	1.0
Investments	250.0	96.7
Trade receivables	585.4	461.2
Cash and cash equivalents	51.0	74.6
Bank balances other than Cash	24.1	82.2
Other Financial Assets	53.8	43.5
Other current assets	103.4	65.0
Sub-total - Current Assets	1,317.8	985.3
TOTAL - ASSETS	2,598.8	2,184.8

EQUITY & LIABILITIES	Mar-24	Mar-23
Equity		
Equity Share capital	13.6	13.6
Non-Controlling Interest	223.7	187.1
Other equity	776.0	648.0
Sub-total - Shareholders' funds	1,013.3	848.7
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	321.7	394.7
Lease Liability	110.9	95.0
Provisions	2.7	2.5
Employee benefit liabilities	12.0	8.8
Deferred tax liabilities (net)	27.8	79.3
Sub-total - Non-current liabilities	475.0	580.3
Current liabilities		
Financial liabilities		
Borrowings	358.6	157.5
Lease Liability	18.8	16.9
Trade payables	485.8	384.0
Other financial liabilities	68.7	69.1
Employee benefit liabilities	19.9	22.6
Other current liabilities	158.5	100.1
Current tax liabilities	0.2	5.6
Sub-total - Current liabilities	1,110.5	755.8
TOTAL - EQUITY AND LIABILITIES	2,598.8	2,184.8

Cashflow Statement



Particulars (Rs. in Crores.)	FY24	FY23
PBT	226.7	146.8
Adjustments	157.2	43.8
Operating profit before working capital changes	383.9	190.6
Changes in working capital	-54.6	-15.1
Cash generated from operations	329.3	175.5
Direct taxes paid (net of refund)	-63.9	-38.3
Net Cash from Operating Activities	265.4	137.2
Net Cash from Investing Activities	-249.2	-475.8
Net Cash from Financing Activities	-39.8	364.8
Net Change in cash and cash equivalents	-23.6	26.2
Opening Cash Balance	74.6	48.4
Closing Cash Balance	51.0	74.6

Annexures

Strong JV Partners



IAC India

Mannoh

Cornaglia

Alps Alpine

Products

Vehicle Interior Systems & Components

Shift levers (AT and MT), Spare wheel carriers, Forged cutting products

Air filters, Plastic fuel tanks, and Urea tank

Electric devices and components

No of Plants

5

3

2

1

Key Customers

M&M & MSIL

MSIL, M&M, Toyota, TATA, Honda, Daimler

Tata, Toyota, Volkswagen, FIAT, M&M, MG

MSIL

Order Book

Rs 420 Crores

Rs 60 crores

Rs 50 crores

Rs 110 crores

Key Financials (FY24) (crs)

Revenue	EBITDA	PAT
886	176	61

Revenue	EBITDA	PAT
353	61	39

Revenue	EBITDA	PAT
157	28	13

Revenue	EBITDA	PAT
31	3	1

Shareholding (%)

75%

55%

50%

50%

Strong JV Partners



Ituran

Yokowo

JOPP

FAE

Products

Telematics

Antennas & other vehicle communication products

Control Housing, Monostable E-shifters, Smart Actuator, Shift Tower

Oxygen Sensors

No of Plants

1

1

1

1

Key Customers

Daimler

HCIL, Toyota

M&M & MSIL

MSIL

Order Book

-

Rs 40 crores

Rs 60 crores

-

Key Financials (FY24)
(crs)

Revenue	EBITDA	PAT
20	3	2

Revenue	EBITDA	PAT
11	-3	-4

Revenue	EBITDA	PAT
8	-3	-3

Revenue	EBITDA	PAT
3	-0.4	-4

Shareholding (%)

50%

50%

50%

84%

About DK Jain Group

Our Vision

Building an admired high performance **Global Organization** in whom all stakeholders have absolute trust

Our Purpose

We deliver **Pride and Progress with Positivity**

Our Values

Respect **Integrity**
Passion **Excellence**

About DK Jain Group

7

Presence over **Seven Decades**

Leader in Automotive Lighting, Gear Shifters & Vehicle Interior Solutions



15 Entities in 7 States
1 Overseas Entity in Czech Republic

38 Manufacturing Facilities across India



6 Engineering Centers in India, Taiwan & Czech Republic

Over **12,000 Employees**



Long standing **OEM Relationships**

Lumax Group - Two Listed Entities



Lumax Auto Technologies

Partnerships & JV's

- ✓ Cornaglia – Italy
- ✓ Mannoh – Japan
- ✓ Ituran – Israel
- ✓ FAE – Spain
- ✓ YOKOWO - Japan
- ✓ JOPP - Germany
- ✓ Alps Alpine – Japan
- ✓ IAC - USA



Lumax Industries

Partnerships & JV's

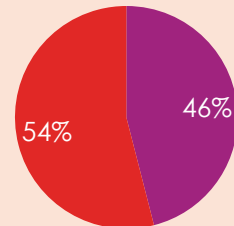
- ✓ Stanley – Japan
- ✓ SL Corporation - Korea

Product Segments

- Advance Plastic
- Mechatronics
- Structures & Control Systems
- Aftermarket

Group Revenues

- Lumax Industries
- Lumax Auto Technologies



FY24
Rs. 5,732 Crores

Product Segments

- End-to-end Automotive Lighting Solutions
- HVAC Panels and other electronic components

For further information, please contact:

Company



Lumax Auto Technologies Limited
CIN: L31909DL1981PLC349793

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