



September 25, 2017.

To, The Secretary, National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandera (E), Mumbai – 400 051 <u>Symbol: LUXIND</u>	To, The Secretary, BSE Limited, P.J. Towers, Dalal Street, Mumbai- 400 001 <u>Scrip Code: 539542</u>
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Dear Sir,

Sub: Investor Presentation.

Please find enclosed herewith Investor Presentation of the Company. The Investor Presentation is also available on the website of the Company.

This is for your information and record.

Thanking You,

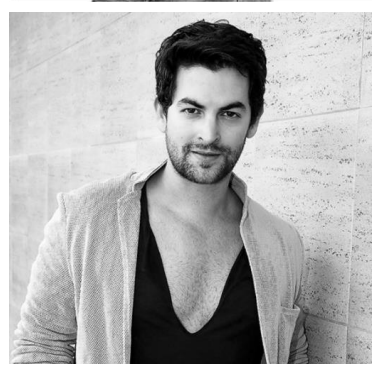
Yours faithfully,
For Lux Industries Limited

Smita Mishra

***Smita Mishra
(Company Secretary & Compliance Officer)
M.No:26489***

Encl : As above

LUX INDUSTRIES LTD



FASHION **PASSION**
CONTEMPORARY **DEPENDABLE** **PROFITABLE**
BRAND **DYNAMIC** **TRUSTED**
ENERGETIC
VALUE
FOR
MONEY
DURABLE **YOUTHFUL**
QUALITY **COMFORTABLE**
ASPIRATIONAL **EFFICIENCY**
FAMILIAR **SUSTAINABILITY**



September 2017

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Pioneering Commitment



1st Ranked
innerwear
company in
Volume Terms

~8% of
Annual revenue
invested in
Brand
Promotion

2,000
pieces sold
every minute

5,000+
SKU's

1st Ranked
innerwear
Brand in Bengal

14-15%
Market share in
Organized
Men's
Innerwear
Market

More than
100 products
across **12**
Brands

Manufacturing
Capacity of
1825 lac
garments pieces
a year

1st Ranked
Indian exporter
of Innerwear

47 Number of
countries
products are
exported to

Enjoys a fill rate
of **95%**
against Industry
Avg. of **80%**

6
Manufacturing
Facilities

Opportunities are
never coincidental.

Market Opportunity

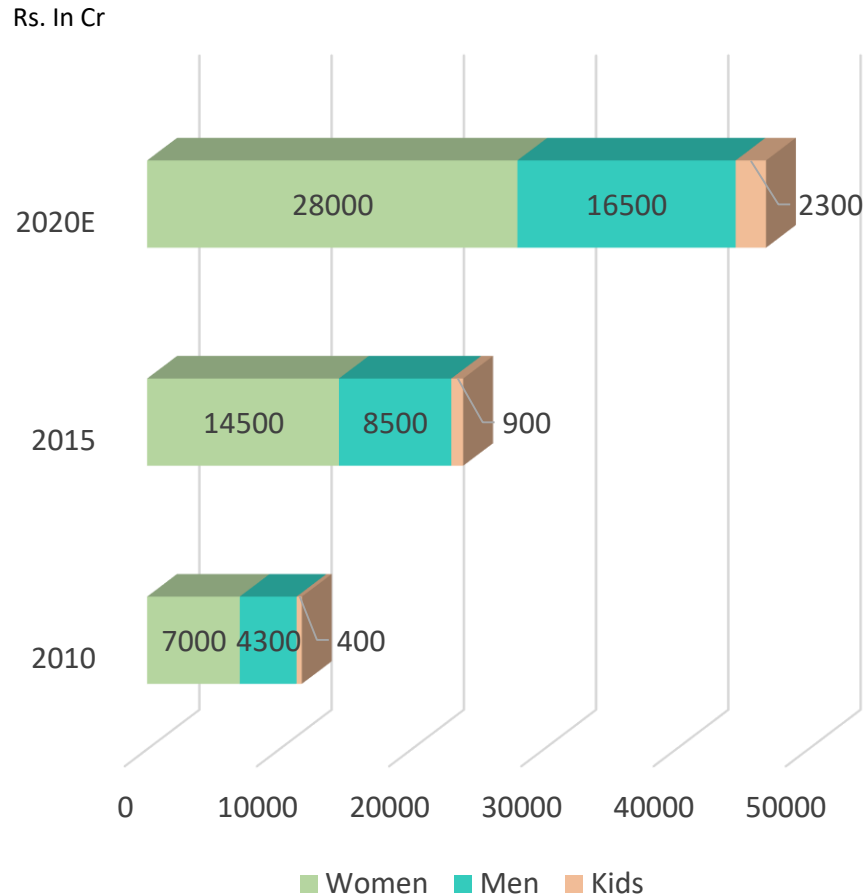


KARISHMA
BIG SHOT
CLASSIC
INFERNO
GENX
COTT's
WOOL
GLO
MOZZE
TOUCH
VENUS
ONN

Exponential Opportunities....

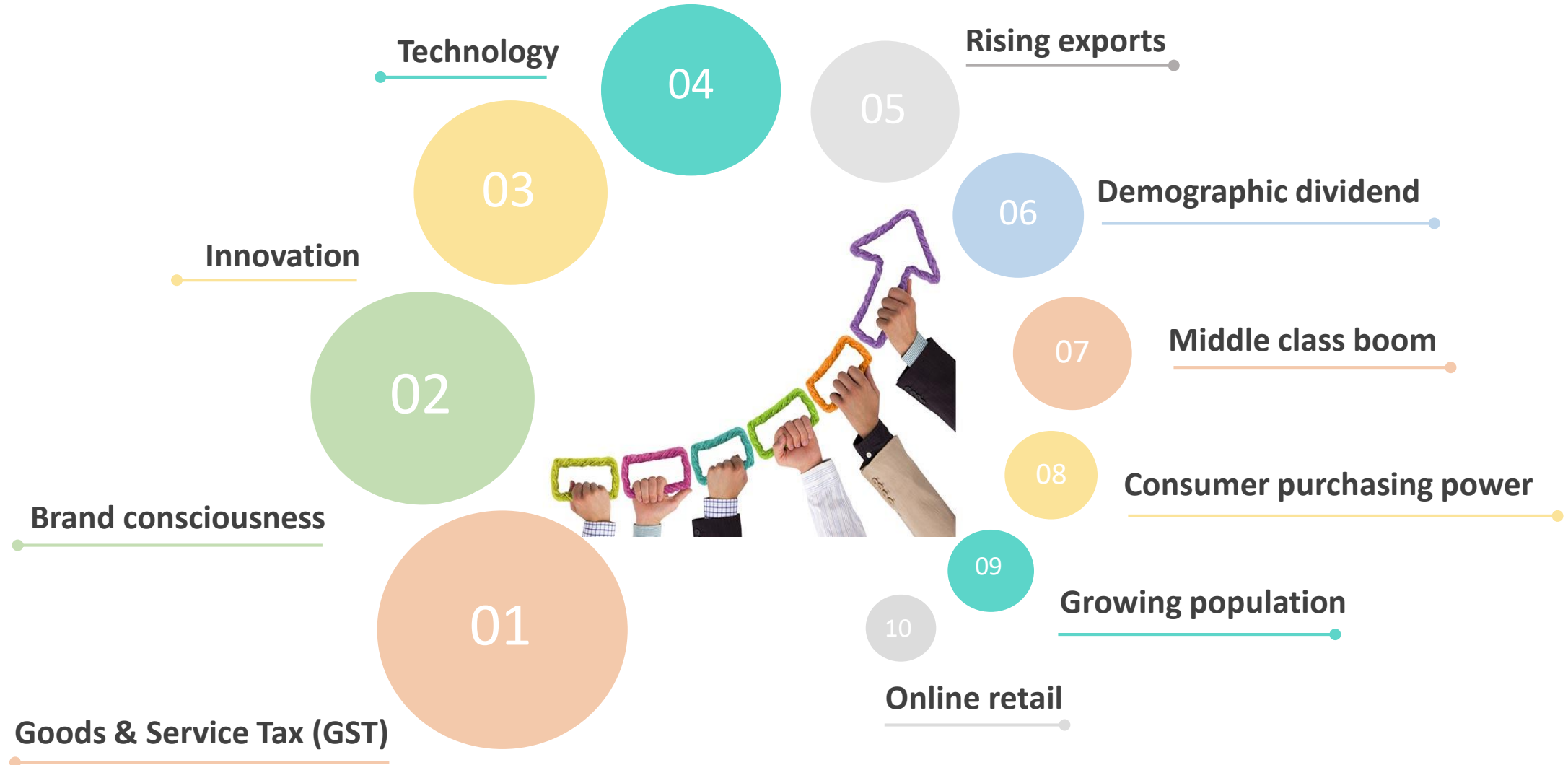


Presence across Categories



- ✓ Addressed **Men and Women** wear categories
- ✓ At the cusp of rapid growth; per capita inner wear expenditure **expected to double to Rs. 300**
- ✓ Organised innerwear market of Rs. 15,870 Cr (2015 - 2016) projected to grow to **Rs. 47,000 Cr by 2020**
- ✓ Enhanced **Manufacturing Automation** (ultrasonic cutting systems) increasing efficiency and global competitiveness
- ✓ Emergence of purpose-specific innerwear (sporty, casual, fashionable) **Widening the Market**
- ✓ Widening **Customer Needs**; increasing product extensions
- ✓ Growing scope of **E-commerce**
- ✓ Growing traction from **Africa, Arab countries and Middle East**

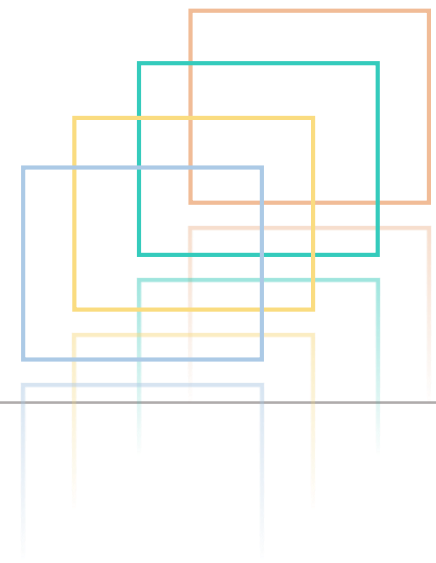
....poised to Grow





A house is only as strong
as its foundation

Strong Foundation



KARISHMA
BIG SHOT
CLASSIC
INFERNO
GENX

MOZZE
COZZI
TOUCH
VENUS

COTT's
WOOL GLO
ONN

SUNO
TOH
APNE
DIL KI

*Vaani
Dhanu*



“We are gaining
Market Share”

We have created Brand Equity



LUX[®]
VENUS™
VESTS • BRIEFS

1993

Vests & Briefs

LUX[®]
Classic
VESTS • BRIEFS

1995

Vests & Briefs

LUX[®]
Karishma
Pantie, Camisole & Leggies

1997

Panties,
camisoles &
leggings

LUX
Touch
INNERWEAR FOR WOMEN
Pantie, Camisole & Leggies

1998

Panties,
camisoles &
leggings

GenX
DESIGNER VEST CASUAL INNERS

2000

Designer vests
and casual
inners

LUX[®] cozi™
INNERWEAR

2001

Innerwear

LUX cozi
BIG SHOT
PREMIUM TRUNKS

2003

Premium Trunks

LUX[®]
COTT'S WOOL
THE BEST WARMER TO YOUR SKIN

2005

Thermals and
Outwear

LUX[®]
Inferno
— QUILTED THERMALS —

2007

Quilted
Thermals

LUX
MAZZE
The premium socks range

2009

Premium Socks

ONN[®]

2010

Premium Wear

GLO
COLLECTION

2016

Vests, Briefs &
Drawers

Our Products are Bare Necessities



Diverse Product Portfolio

01

- ✓ Mass, Semi Premium & Premium
- ✓ Men's innerwear to Men's & Women's outerwear
- ✓ Complementary Products like socks & children's wear



02

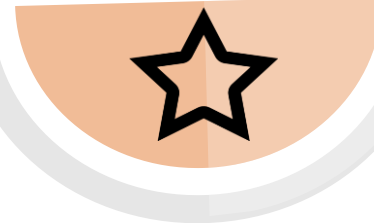
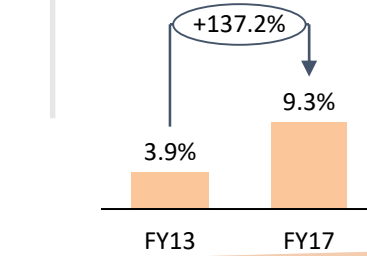
- ### Fresh Initiatives
- ✓ GLO Range underwear : Neon & Bright for increasing youth appeal
 - ✓ Manufacture leggings for women
 - ✓ Invested in quality material and contemporary designs (European and American influences)



Premiumization

03

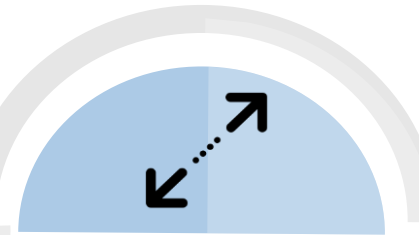
- ✓ ONN Brand growing revenues at 30%
- ✓ Increase in Premium Brand contribution to revenue & Expanding Margins



04

Widest Consumer Range

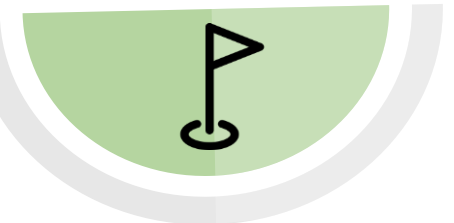
- ✓ The Products range from Rs. 38 – Rs. 1,350
- ✓ Over 5,000 SKU's , among the largest innerwear ranges in the Industry, thus graduating into a one-stop destination



05

Milestone Achieved

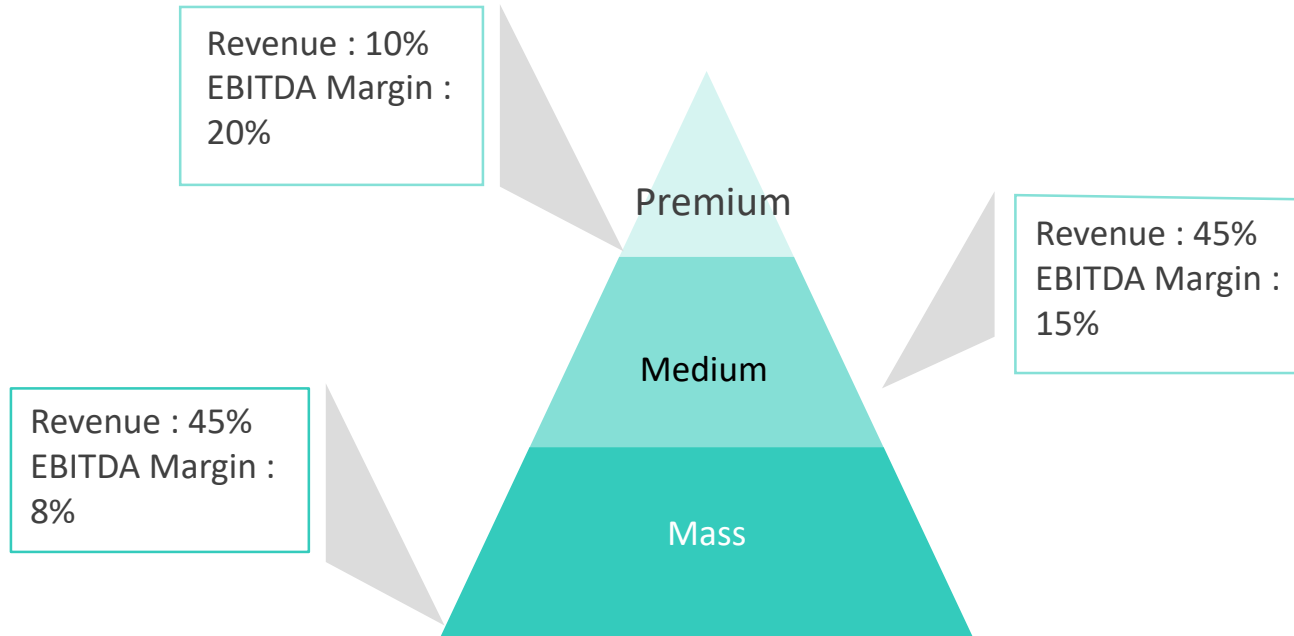
- ✓ Lux Cozi helped sectorial transformation from un-organized to brand driven
- ✓ Enjoys the recall of being a Pioneer in the launch & styling of premium products
- ✓ Largest in the space of Semi-premium Indian Brands which contributes 10% to revenue for FY17



Our Products satisfy Customer needs



Presence across Categories



Presence across various Price Points



... From Semi Premium to Premium

... From Men's innerwear to Men's and Women's outerwear

Lux Cozi is one of the strongest and fastest growing men's innerwear brands (economy and mid-segment)

Lux Cozi GLO is a durable player in the economy to mid-brand segment

Lux Venus is one of the largest vest brands in the economy category

Lux Cozi Bigshot is a preferred consumer brand in the boxer/ briefs segment

ONN is emerging as one of the most promising mid-to-premium men's innerwear brands

We manufacture to maintain High Quality Standards



One of Lowest Manufacturing Cost

- ❑ 100% of our products in-house with zero Outsourcing
- ❑ Invested extensively in manufacturing integration and scale with the objective to reduce costs

Largest Employer in Sector

- ❑ Our pool of 907 employees (as on 31 March 2017) makes us one of the largest employers in the sector

Critical Processes done in-house

- ❑ Lux has concentrated on large, technology driven manufacturing
- ❑ Outsourcing processes such as stitching, we are able to keep our asset profile and employee base light

We have advanced Manufacturing Facilities



AGARPARA



TIRUPUR



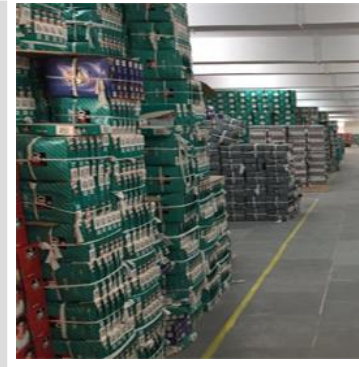
B. T. ROAD



DHULAGARH



LUDHIANA



DANKUNI

State-of-the-art Equipment in creating Top-notch Products for consumers

350 circular Knitting machines

Fully Automated in-house Stitching units

Ahead of the trends due to the expertise of its in-house design team

“ Capacity to manufacture 18.25 Cr garment pieces a year which is one of the largest in the Indian innerwear sector ”

We deliver Quality to generate Loyalty



- 01** Manufacture **100%** of our products **in-house** with **zero outsourcing**
- 02** Company invested in cutting machine from **Morgan Technica SPA, Italy**, and knitting machine from **Mayer & Cie, Germany**, and **United Texmac Pte Ltd Singapore**
- 03** **Up-gradation and replacement of old machines** is done as and when required in order to **maintain high quality of output**
- 04** To keep creating **new benchmarks for quality and comfort**, the two fundamentals that lay the foundation of our company and take it to the epitome of success.

State-of-the-art Machines from



MORE THAN PRODUCTS; A QUALITY ASSURANCE OF THE BEST MANUFACTURING AND QUALITY STANDARDS

We have right distribution setup to Support Growth



Merchandise Strength

- Core strength lies in the goodwill that we enjoy among distributors, dealers and retailers rather than machines and products

Capitalizing Opportunity

- First Indian innerwear company to organize distributor and owner conferences within and outside India

Distributors Stickiness & Easily Accessible

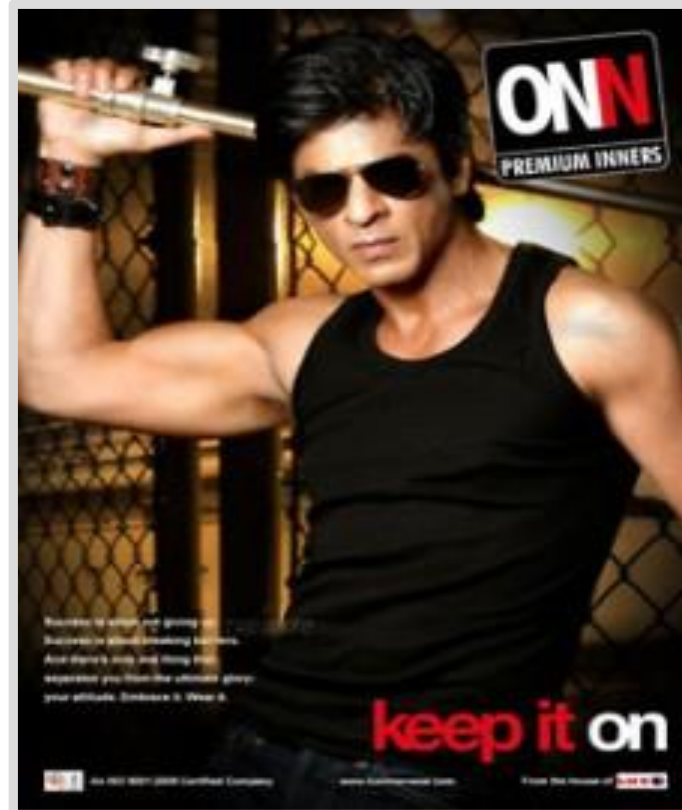
Number	FY00	FY05	FY10	FY15	FY17
Distributors	300	400	650	900	900
Retailers	75,000	120,000	260,000	450,000	450,000



“ There is less than 1% attrition among distributors ”
“ Available from Distributors ,Retailers to small clusters in India ”

LUX is available where customers are...

We have Celebrity Endorsements



Lux's profit from every rupee invested in brand spending increased from **5.74%** in FY13 to **7.76%** in FY17



We are led by Experienced Leadership



Mr. Ashok Kumar Todi

- ❑ His forte lies in Marketing of the products and formulating various policies for Growth & Expansion of the business on pan india basis
- ❑ He has rejuvenated with exploring schemes for distributors, retailers and even for consumers
- ❑ Has also been associated with various philanthropic organizations of the country



MR. ASHOK KUMAR TODI
CHAIRMAN

MR. PRADIP KUMAR TODI
MANAGING DIRECTOR

Mr. Pradip Kumar Todi

- ❑ Presently looking after the Product Development and Production
- ❑ His forte is in developing new patterns, yarn combinations, knitting technologies
- ❑ He has helped the Company to introduce new products with new styles from time to time
- ❑ He has immense acquaintance in technical know-how in hosiery industry
- ❑ His contribution in decreasing production costs helped the Company to enhance profits

We are supported by Strong Management Team



<p>Mr. Saket Todi Sr. Vice President (Marketing)</p>	<ul style="list-style-type: none"> ❑ Mr. Saket Todi, son of Shri Ashok Kumar Todi, aged 27 years ❑ Has done his post graduation in Brand Management and has eminent knowledge in marketing ❑ His contribution towards strengthening the premiumisation of brand “Lux” is significant ❑ Has been associated with the Company since 2014 with his in-depth knowledge in marketing which has helped the Company to achieve greater success and increase profitability 		
<p>Mr. Udit Todi Sr. Vice President (Marketing)</p>	<ul style="list-style-type: none"> ❑ Mr. Udit Todi, son of Shri Pradip Kumar Todi, aged 27 years ❑ He is Master of Science in Finance from The London School of Economics and Political Science (LSE) ❑ Has been associated with the Company since 2014 and has expertise in the field of finance and his proficiency in the management of marketing area of the Company is remarkable 		
<p>Mr. Ajay Patodia Chief Financial Officer</p>	<ul style="list-style-type: none"> ❑ He is qualified as FCA, FICWA, DISA (ICAI), SAP (FI), and IFRS(C) ❑ He has expertise in the field of finance along with high command in the area of taxation ❑ He is associated with the Company since 2005 	<p>Mrs. Smita Mishra Company Secretary & Compliance Officer</p>	<ul style="list-style-type: none"> ❑ She is an Associate Member of The Institute of Company Secretaries of India (ICSI) ❑ She ensures efficient administration of the company with regard to compliance of statutory and regulatory requirements ❑ She is associated with the Lux group since 2009
<p>Mr. Narendra Panjwani Head Of Quality Control</p>	<ul style="list-style-type: none"> ❑ He has many years of experience in hosiery industry, as he had worked with Maxwell Industries Limited for 21 years ❑ He has done Bachelor of Science ❑ He is associated with the Company since 2013 	<p>Mr. Surendra Kumar Bajaj Vice President (Marketing)</p>	<ul style="list-style-type: none"> ❑ He has worked with Khaitan Group of Companies before joining Lux and has an extensive experience in marketing ❑ He is associated with the Company since 2014

We are supported by Strong Management Team



Mr. Sanjay Mittal
Vice President (Sales)

- ❑ He heads the Sales function and plays an important role in formulating the Sales Strategy
- ❑ He is associated with the Company since 1996

Mr. Bibekananda
Maity
IT Head

- ❑ He has done post graduation in MBA & MCA and has more than 22 years of experience in IT function of manufacturing sector
- ❑ He is associated with the Company since 2015

Mr. Manoj Ghiya
Production Manager

- ❑ He formulates the Strategy to run the manufacturing processes reliably and efficiently
- ❑ He is associated with the Company since 1989

Mr. R.K. Bhutoria
HR Manager

- ❑ He plays a major role formulating Strategy for Employee Engagement and Empowerment
- ❑ He is associated with the Company since 2004

We are honoured by Awards & Recognitions

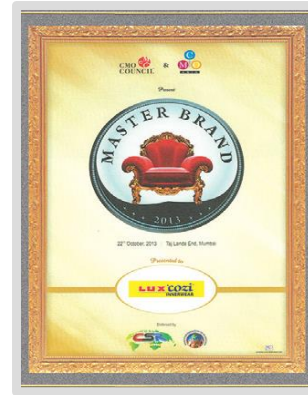


2012-13



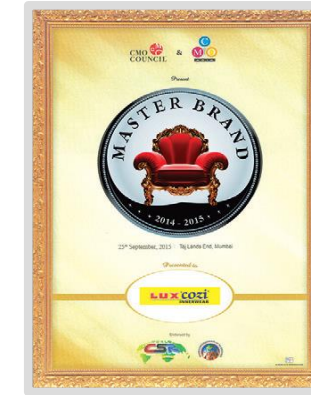
Asia's Most Promising Brands

2013



The Master Brand

2014



The Master Brand

2014-15



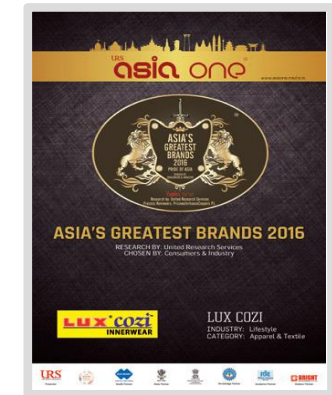
The Admired Brand of India

2015



The World's Greatest Brands

2016



Asia's Greatest Brands



Great leaders inspire
greatness in others

Market Penetration Strategy



KARISHMA
BIG SHOT
CLASSIC
INFERNO
GENX
MOZZE
COTT's
WOOL GLO
COZI
TOUCH
VENUS
ONN

Multi-Product & Multi-Brand Approach



	Quality at Low Costs	Premiumization
Product & Quality	<ul style="list-style-type: none"> ❑ 100 products under 12 brands for a growing family's needs ❑ 5000 SKUs across all major brands ❑ Product offerings across ages, genders, geographies and seasons ❑ Extensive Vertical Integration with 100% manufacturing in-house ❑ Cost leadership through ability to manufacture the largest innerwear volumes at one of the lowest costs 	<ul style="list-style-type: none"> ❑ Only 20% of the innerwear market accounted for by the premium and Semi-premium Segments, offering significant headroom for Premiumisation ❑ Lux's ONN is a premium brand growing at ~ 30% every year ❑ Lux GLO in the mid-premium segment introduced in January 2017 ❑ Revenues from premium brands increased from 3.90% in FY13 to 9.25% in FY17
Market Penetration	<ul style="list-style-type: none"> ❑ First Indian innerwear brand to extend its product portfolio from innerwear vests to outerwear cum related products ❑ Product offerings across ages, genders, geographies and seasons ❑ Present in high-growth segments of active wear and sportswear ❑ Vests, briefs, trunks, boxers, thermal wear, Panties, camisoles, leggings, lounge wear, t-shirts and socks 	<ul style="list-style-type: none"> ❑ Pan India Footprint – Strong Presence in Western & Central India with highest absolute sales from Madhya Pradesh, U. P. and Uttarakhand ❑ Exports to nearly 50 countries largely comprising the Middle East, Africa, Australia and Europe ❑ Sales focussed in tropical countries with demographics similar to India thereby offering a huge potential
	Share of Wallet	Geographical Leadership

Technologically Advanced Expansion



Integrated Unit across knitting, processing and cutting functions which will strengthening efficiency, productivity & profitability

New state-of-the-art 12 lakh sq.ft (approx) manufacturing facility in Dankuni, West Bengal

Rs.83 Cr investment across 11.48 acres on the outskirts of Kolkata

108 stitching / sewing machines from Singapore; 11 high-speed knitting machines from Germany; 60 sock knitting machines from China and a cutting machine from Singapore

Has the capacity to produce 5 lakh units of finished products a day

Phase-II expansion to double the production capacity over the next 3-4 years

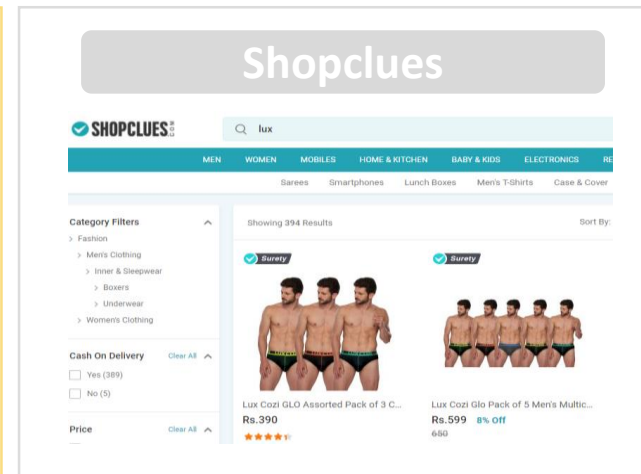
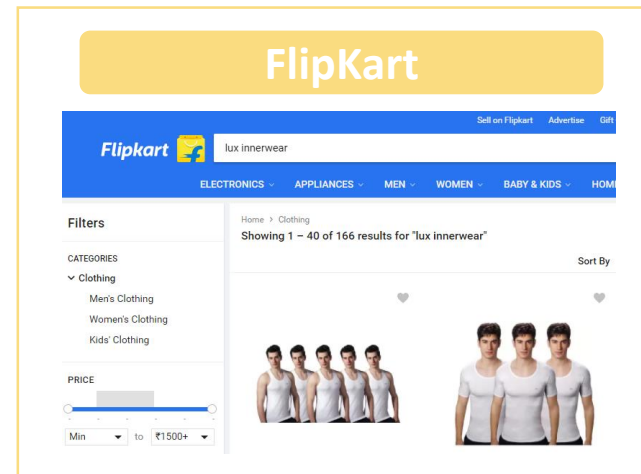
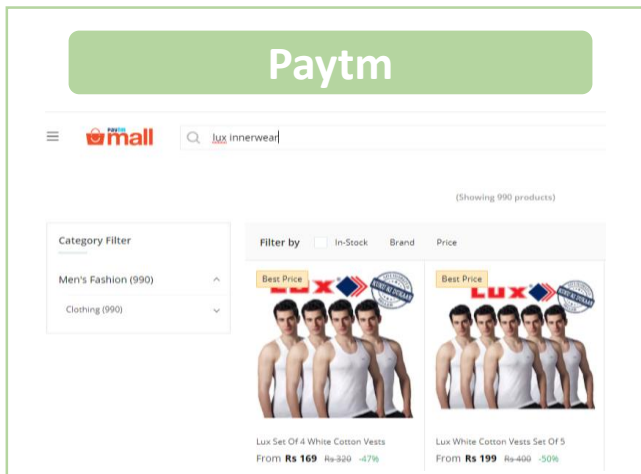
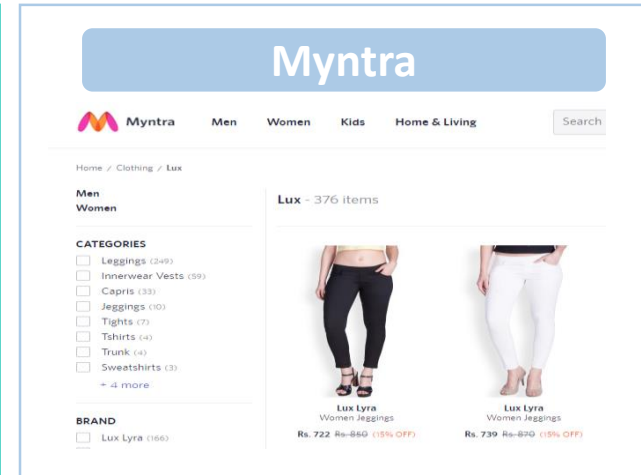
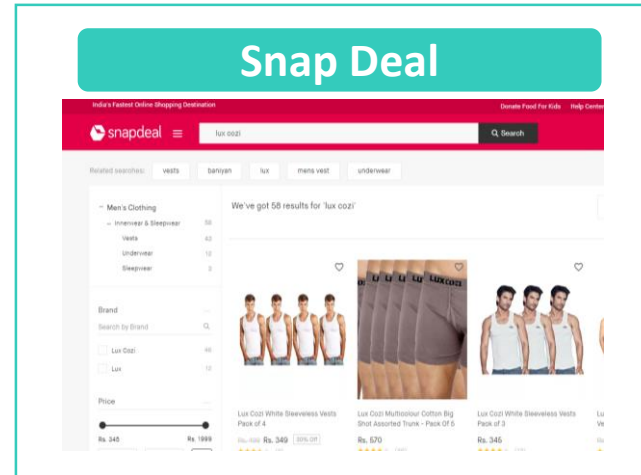
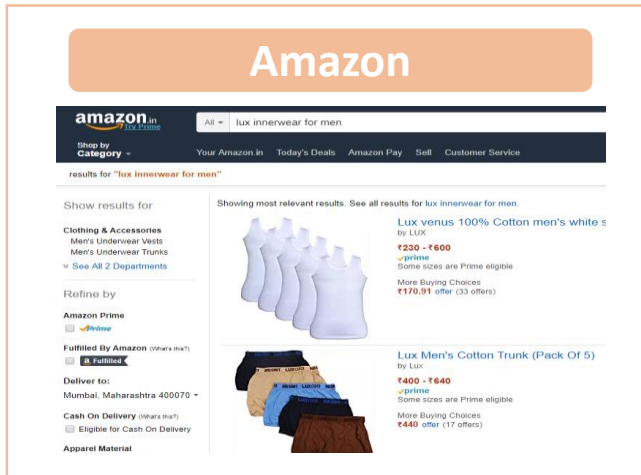
~80% Manufacturing Capacity achieved as on March 2017; accounts for 35% of its overall manufacturing capacity



The New Age Distribution: E - Commerce



❑ Company is creating an online presence through e-commerce websites, enhancing access and image



Other Presence:
❑ Keep It On
❑ Jabong
❑ Lime Road
❑ Tata Cliq

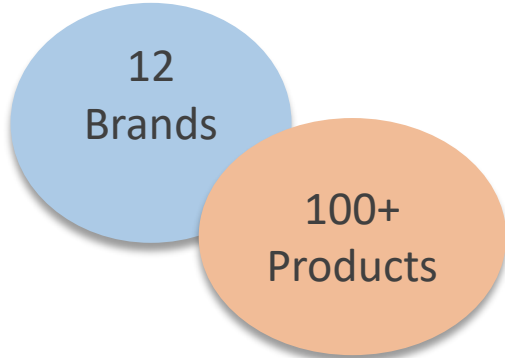
Focus on Demographics with Huge Potential



☐ For FY16-17 export contribution to revenue was 9.46 %

Increase in the number of countries exported to from 22 to 47 over the past 5 years

Our Goal - Sustained Brand Investments....



Lux sponsored the KKR team in the IPL, now an international cricket event, enhancing visibility and respect



Lux also sponsored the Bollywood Awards Ceremony TOIFA in Vancouver in 2016, strengthening its pan-India visibility



1992 Ye Andar Ki Baat Hai the first television advertisement featuring Sunny Deol was launched.



2001 Face of Lux Sunny Deol was signed as Lux Cozi's brand ambassador

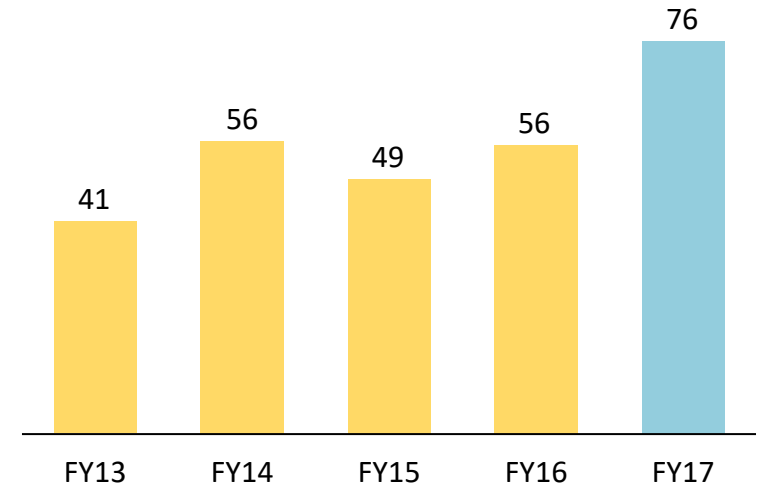


2010 New look - Indian film icon Shah Rukh Khan was engaged as brand ambassador for ONN



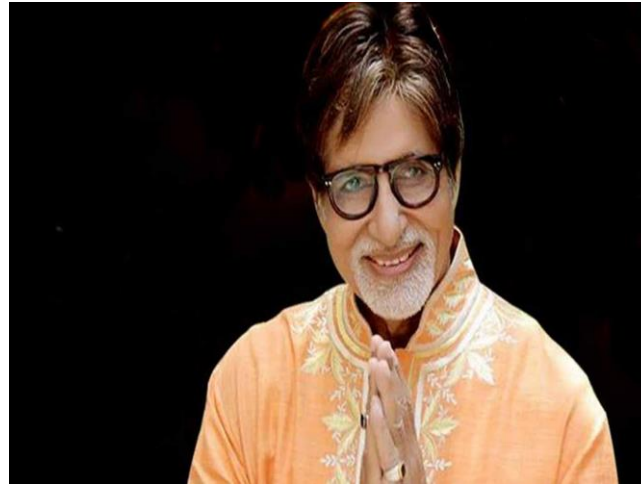
2017 Varun Dhawan was signed as Lux Cozi brand ambassador; Lux Glo, a sub brand of Lux Cozi was launched the capability to conceive, invest and mature brands
Amitabh Bachchan was signed August 2017

Marketing Spend (Rs. In Cr)



- Invested Rs. 277 Cr in our brands across the 5-years ending FY17
- Sustained brand investments at 8% of turnover

....Mr. Amitabh Bachchan signed up



Brand Ambassador for LUX Venus and LUX Cott's wool

*Mr. Amitabh Bachchan as a brand ambassador for the **First Time** by any **Hosiery Brand in India***

*Mr. Bachchan's iconic legacy as an actor, **the brand appeal synergizes with his personality** which is liked by people of **all demographics***

In Line with our Market Penetration Strategy

- ❑ Venus is one of the largest innerwear brands in India and Cott'swool is synonymous to winter wear in India
- ❑ Will launch Mr. Bachchan as its ambassador through an extensive campaign from February 2018 across a mix of media like Television, Online, Print and Out-of-Home media

“

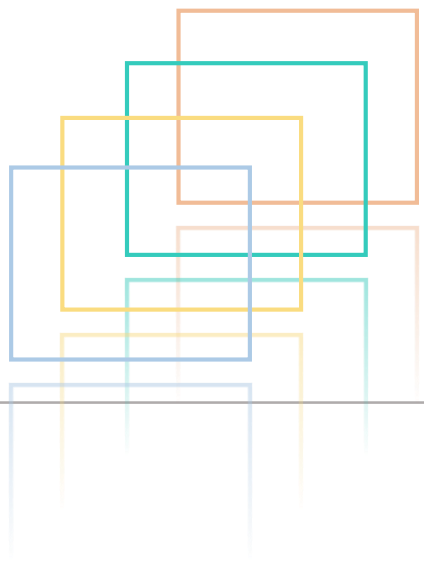
Endorsement of LUX products will further strengthen the bond with the masses, give our users a greater sense of purpose and help the brands scale newer heights over the course of next few years

”



The investor of today profits from the growth of tomorrow

Financial Performance

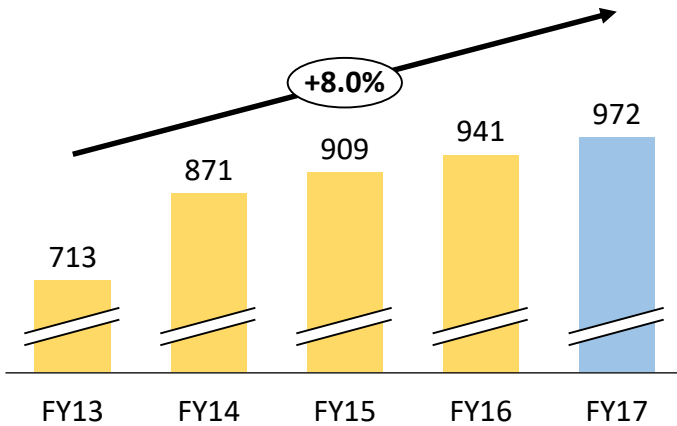


KARISHMA
BIG SHOT
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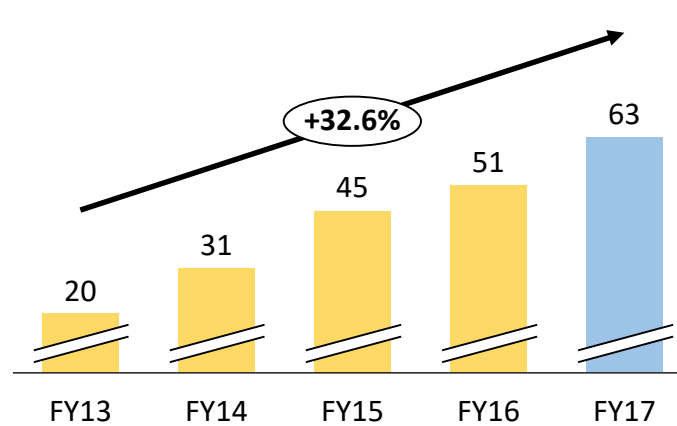
Operating Performance#



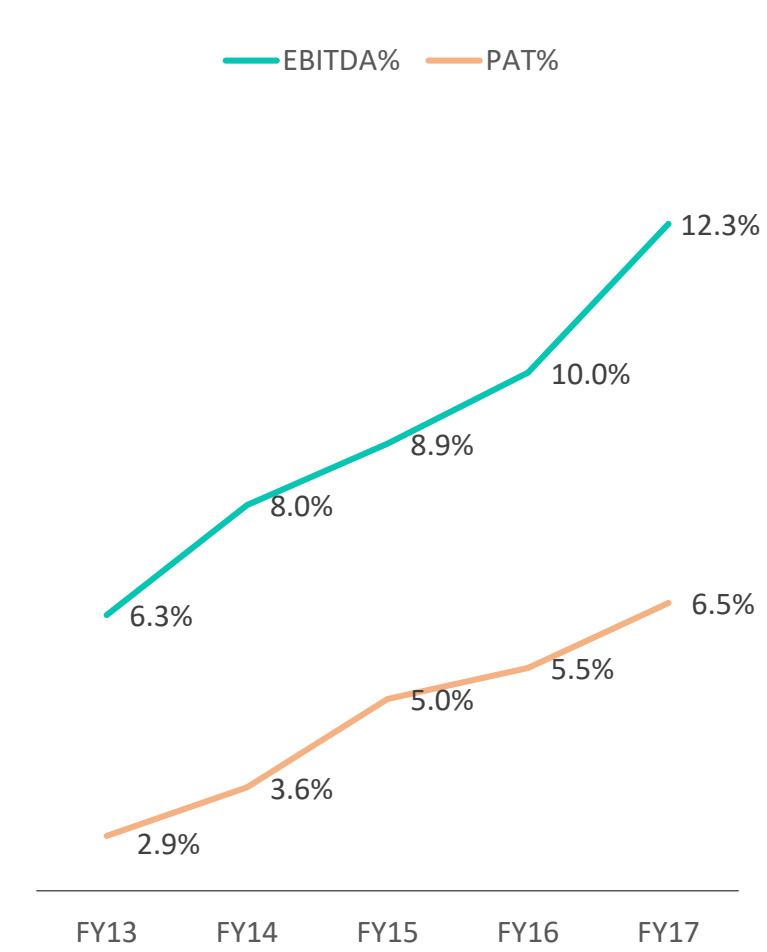
Revenue (Rs. In Cr)



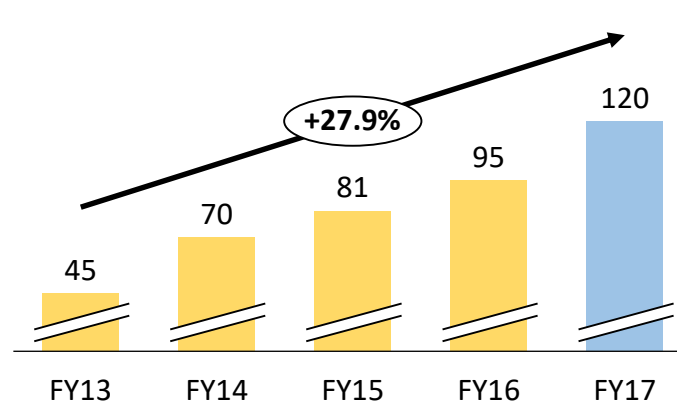
PAT (Rs. In Cr)



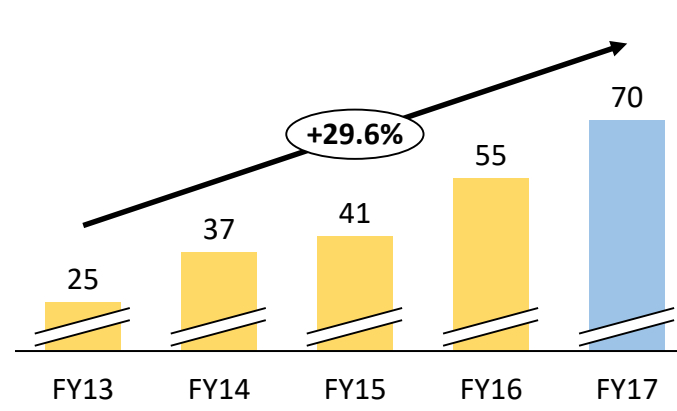
EBITDA & PAT Margins (%)



EBITDA (Rs. In Cr)



Cash PAT (Rs. In Cr)

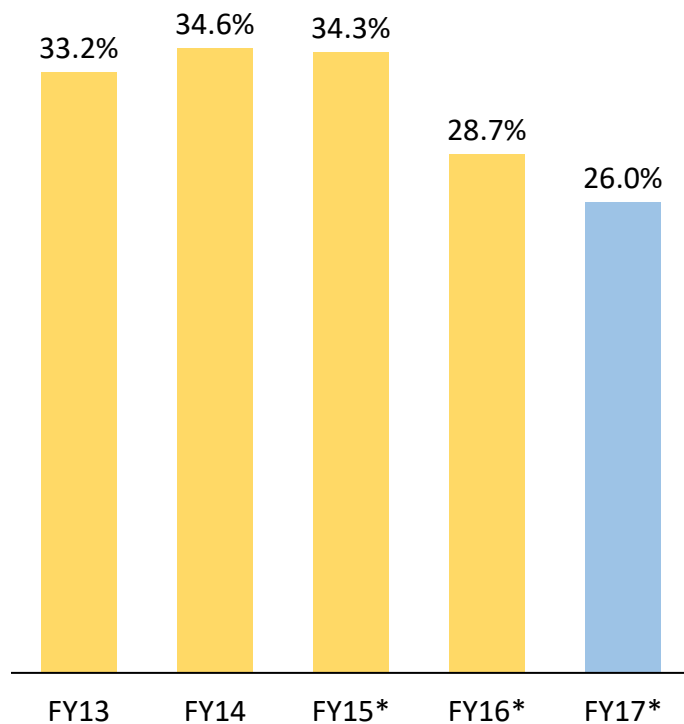


- as per IGAAP Financials

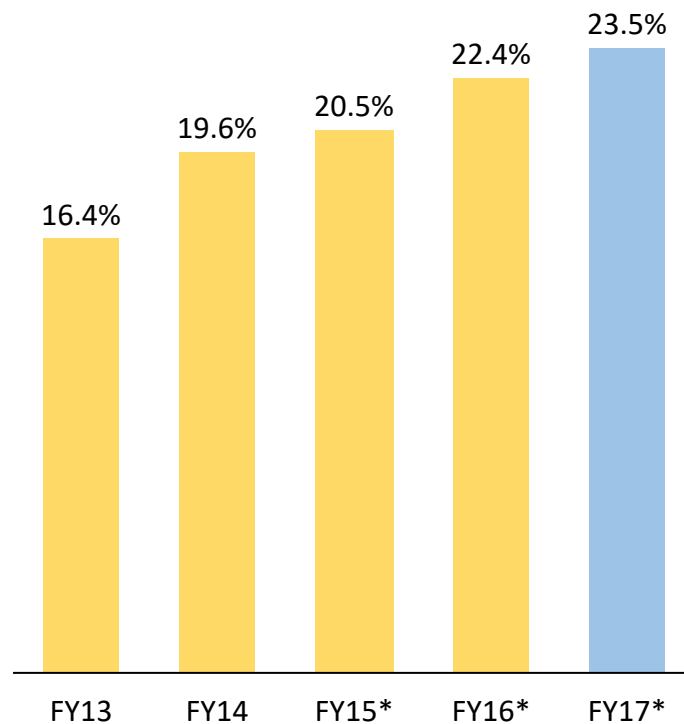
Lean Balance Sheet & Sustained Returns[#]



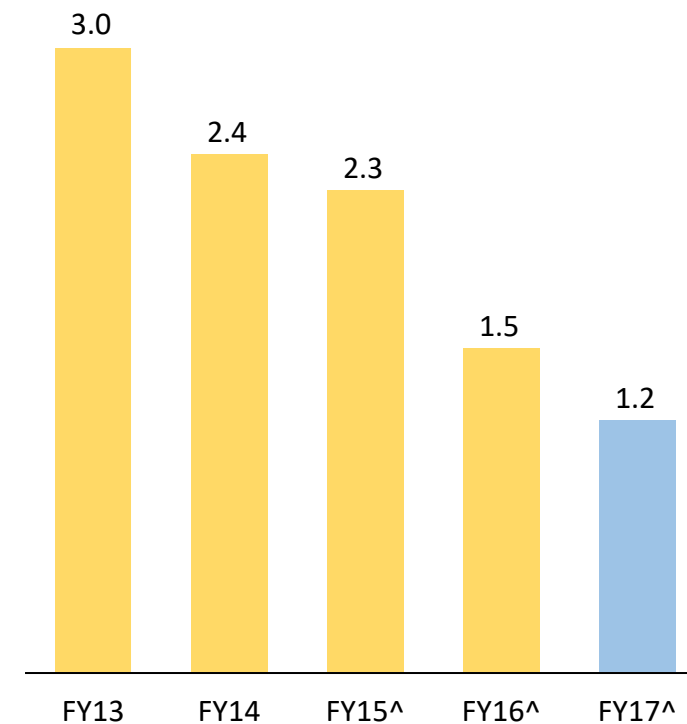
Return on Equity (RoE)



Return on Capital Employed (RoCE)



Net Debt to Equity (x)



* - Excl. Preference Share Capital of Rs. 56 crores

^ - Preference Share Capital of Rs. 56 crores considered as Debt and is excl. from Shareholders' Fund

- as per IGAAP Financials

Profit & Loss Statement[#]



Particulars (Rs. In Cr)	FY17	FY16	FY15	FY14	FY13
Revenue from Operations	972.0	940.9	909.0	870.6	713.3
Raw Material Cost	420.4	455.1	479.9	493.1	379.1
Employee Expenses	25.1	20.5	13.4	12.1	7.1
Other Expenses	406.4	370.8	334.3	296.0	282.2
EBITDA	120.0	94.6	81.2	69.5	44.8
EBITDA Margin %	12.3%	10.1%	8.9%	8.0%	6.3%
Other Income	0.5	0.3	0.2	0.5	0.1
Depreciation	7.1	4.1	-4.2	5.7	4.5
EBIT	113.4	90.7	85.6	64.3	40.4
EBIT Margin %	11.7%	9.6%	9.4%	7.4%	5.7%
Finance Cost	17.2	12.0	17.6	17.4	10.7
Profit before Tax	96.3	78.8	68.0	46.9	29.7
Tax	33.4	27.4	22.8	15.5	9.4
Profit After Tax	62.8	51.3	45.2	31.4	20.3
PAT Margin %	6.5%	5.5%	5.0%	3.6%	2.9%
EPS	24.89	20.33	17.91	12.43	8.06

Balance Sheet[#]



Particulars (Rs. In Cr)	March-17	March-16	Particulars (Rs. In Cr)	March-17	March-16
Total Shareholders Fund	297.7	234.9	Total Non-Current Assets	126.7	115.3
Share Capital	61.3	61.3	Tangible Assets	110.7	37.0
Reserves & Surplus	236.4	173.6	Intangible Assets	1.5	0.3
Total Non-Current Liabilities	43.2	94.3	Capital Work in Progress	11.4	72.4
Long Term Borrowings	38.3	92.1	Non Current Investments	0.1	0.1
Deferred Tax Liabilities (Net)	3.2	0.9	Deferred Tax Asset (Net)	0.0	0.0
Long Term Provisions	1.7	1.2	Long Term Loans & Advances	2.0	3.5
Total Current Liabilities	342.8	269.4	Other Non Current Assets	1.1	2.1
Short Term Borrowings	186.5	115.7	Total Current Assets	557.0	483.2
Trade Payables	120.3	112.6	Inventories	232.8	200.1
Other Current Liabilities	35.9	40.2	Trade Receivables	274.8	254.6
Short Term Provisions	0.1	0.9	Cash & Cash Equivalents	7.1	7.2
Total Equity & Liabilities	683.7	598.6	Short Term Loans & Advances	42.4	21.3
			Total Assets	683.7	598.6

Quarterly Performance*



Particulars (Rs. In Cr)	Q1 FY18	Q1 FY17	Y-o-Y
Revenue from Operations	256.0	178.4	
Other Operating Income	4.1	3.3	
Total Income from Operations	260.1	181.7	43.2%
Raw Material Cost	102.9	72.4	
Employee Expenses	7.9	5.9	
Subcontracting / Jobbing Expense	57.0	49.6	
Other Expenses	60.0	33.7	
EBITDA	32.3	19.9	61.9%
EBITDA Margin %	12.4%	11.0%	
Other Income	0.0	0.0	
Depreciation	2.3	1.2	
EBIT	30.1	18.8	60.0%
EBIT Margin %	11.6%	10.3%	
Finance Cost	6.1	4.2	
Profit before Tax	24.0	14.6	
Tax	8.3	5.0	
Profit After Tax	15.7	9.5	65.0%
PAT Margin %	6.0%	5.2%	
Other Comprehensive Income	0.0	0.0	
Total Comprehensive Income	15.7	9.5	
EPS	6.21	3.77	

* - Ind-AS Financials

Being accessible
is being humble.



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