Investor Release

LUMAX AUTO TECHNOLOGIES LIMITED

Q3 FY18 & 9M FY18 Consolidated Results

Q3 FY18 Consolidated Performance

- **Revenue (Net) up by 26% YoY to Rs. 277 Cr**
- **EBITDA grew by 68% YoY to Rs. 30 Cr; Margin at 10.7%**
- **PBT grew by 203% YoY to Rs. 23 Cr; Margin at 8.2%**
- **PAT (after MI) grew by 208% YoY to Rs. 13 Cr ; Margin at 4.7%**

New Delhi – February 12th, 2018: Lumax Auto Technologies Ltd., a leading full-service provider in Automotive Components Industry, announced its unaudited Financial Results for the Quarter ended December 31st, 2017. The Financial Results has been prepared as per Ind-AS.

Key Consolidated Financial Highlights are as follows:

Lumax Auto Technologies Limited (Consolidated Results)						
Particulars (Rs. Crs)	**Q3 FY17**	**Q3 FY18**	**YoY%**	**9M FY17**	**9M FY18**	**YoY%**
Revenue (Net of Excise duty)	**220.12**	**277.22**	**26%**	**741.98**	**779.89**	**5%**
EBITDA*	**17.72**	**29.76**	**68%**	**67.64**	**82.63**	**22%**
Margin (%)	**8.1%**	**10.7%**	**+260 bps**	**9.1%**	**10.6%**	**+150 bps**
PBT*	**7.51****	**22.78**	**203%**	**44.04****	**62.11**	**41%**
Margin (%)	**3.4%**	**8.2%**	**+480 bps**	**5.9%**	**8.0%**	**+210 bps**
PAT after MI	**4.23**	**13.02**	**208%**	**27.75**	**35.52**	**28%**
Margin (%)	**1.9%**	**4.7%**		**3.7%**	**4.6%**	
EPS	**3.10**	**9.55**	**208%**	**20.36**	**26.05**	**28%**

* includes other Income. The above results are in compliance with the Indian Accounting Standards (Ind-AS) prescribed under Section 133 of the Companies Act, 2013. Consequently, previous Indian Generally Accepted Accounting Principles (IGAAP) for the quarter and nine months ended 31st December 2016 have been restated to make them comparable.

** after extraordinary expense of Rs. 3.22 cr in Q3 & 9M FY 17.

The consolidated revenue stood at Rs. 277 Cr for Q3FY18 as against Rs. 220 Cr in Q3FY17 up by 26 % YOY led by improved aftermarket sales & increased volumes of major customers of the Company i.e. Bajaj Auto Limited (BAL), Honda Motorcycles & Scooters India Ltd. (HMSI) & Maruti Suzuki India Limited (MSIL).

The company reported EBITDA of Rs. 30 Cr In Q3FY18 as against Rs 18 Cr in Q3FY17. EBITDA margin has increased by 260 basis points to 10.7% against 8.1% in last year, largely on account of better operating efficiencies and improved performance of the subsidiaries & JV's.

The Profit after Tax and Minority Interest stood at Rs. 13 Cr in Q3FY18 as against 4.2 Cr in Q3FY17. There is a higher taxation, as the Pantnagar plant is no longer exempted for tax benefits from this financial year.

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EPS stands at Rs. 26.05 per share for 9MFY18 compared to Rs. 20.36 in 9MFY17

Business Updates:

- The Company has received following orders during the quarter: -

Customer Name	Model	Product
Bajaj Auto	Avenger	LED Head Lamp
Bajaj Auto	Discover	Head Lamp with DRL
Maruti Suzuki	Swift	PCB for LED Tail Lamp & Stop Lamp
Hero Motocorp Ltd.	Passion Pro	PCB for LED Tail Lamp

The Chakan Plant of the Company has received TPM Excellence Award from its esteemed customer "Bajaj Auto Limited" in the month of January 2018.

The Company has ceded the management control of its step down subsidiary Company Lumax Sipal Engineering Private Limited in favour of the Joint Venture partner, Sipal s.p.A, Italy on January 16, 2018. Thus, this Company will become Associate Company in accordance with Ind AS 28 instead of Subsidiary in subsequent accounting period

Commenting on the results Mr. Anmol Jain, MD, Lumax Auto Technologies said 'Aftermarket has witnessed sequential quarterly growth in the year. We have completely re-strategized and re-launched our products under the new brand identity, which has helped to improve the brand positioning. Going forward, we expect this momentum to continue by expanding more products & customer touchpoints.

Most OEMs has reported healthy growth in volumes including Bajaj Auto, HMSI and Maruti Suzuki. We expect their growth momentum to sustain on the back of improved rural demand and other macro-economic factors. Our diverse product portfolio and customers will enable us to post a strong performance going forward.'

About Lumax Auto Technologies Limited:

Lumax Auto Technologies Ltd. through its wholly owned subsidiaries and joint ventures, has been a manufacturer of wide range of products (Lighting Module, Frame Chassis, Integrated Plastic Modules, Gear Shift Lever, Intake systems, Seat Frames & Mechanisms etc). We are market leaders in Design, Testing and Manufacturing Gear Shift levers in India with an overall domestic market share of more than 70%. The Company has a robust pan-India distribution network with 12 manufacturing plants across India in all major Auto clusters.

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Our key customers include Bajaj Auto, Honda Motorcycles and Scooters, Maruti Suzuki, Honda Cars, Toyota, Damlier, V.E Commercial Vehicles and Tata Motors. For more information about the Group and its businesses, please visit our website http://www.lumaxautotech.com/

Safe Harbor 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.

For further details please contact:

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Thanking you,

Yours faithfully,

For **LUMAX AUTO TECHNOLOGIES LIMITED**

SWAPNAL PATANE

COMPANY SECRETARY

M No. : - ACS27424

LUMAX AUTO TECHNOLOGIES LTD. • C.S. •