

LATL:CS:IP:2018-19

31-05-2018

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

The General Manager
Department of Corporate Services
BSE Limited
1st Floor, Rotunda Building
P.J. Towers, Dalal Street, Fort
Mumbai - 400 001.

Company Code – LUMAXTECH

Company Code – 532796

Sub: Investor Presentation for the 4th Quarter/ Financial year ended March 31, 2018.

Dear Sir/ Madam,

Enclosed herewith the Investor Presentation of the Company for the 4th Quarter/ Financial year ended March 31, 2018.

This is for your information and records please.

Thanking You,
Yours faithfully,

For LUMAX AUTO TECHNOLOGIES LIMITED



**SWAPNAL PATANE
COMPANY SECRETARY**



Encl.: as above



Lumax Auto Technologies Limited

Investor Presentation - May 2018

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Seven Decade Strong

Leader in Automotive Lighting &
Gear Shifters

14 Entities in 8 States

27 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
- Manno Industrial Co- Japan
- Gill Industries Inc. – USA
- Austem Co. Limited – Korea
- Sipal SPA – Italy
- Alpine – Japan
- Ituran – Israel
- FAE - Spain

Lumax Industries Limited

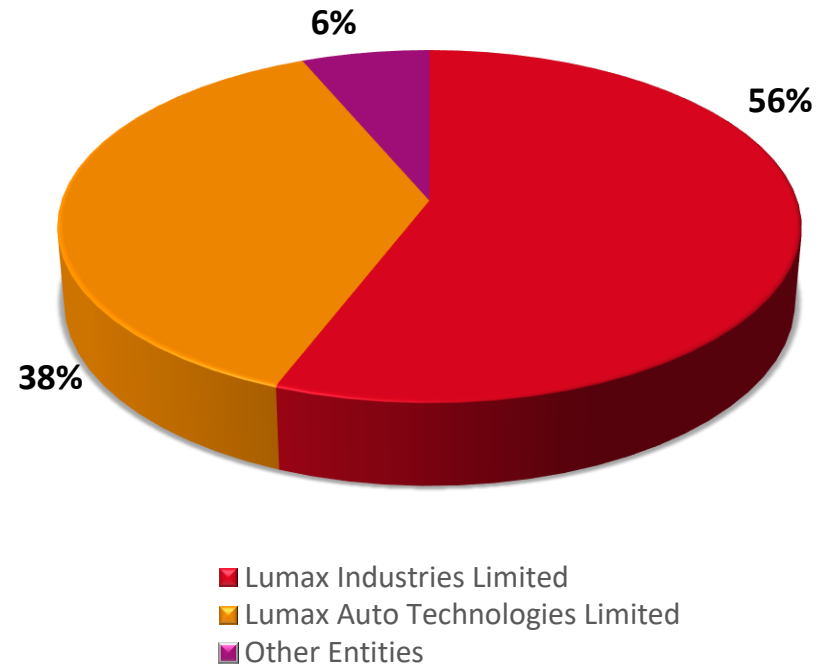
Products & Services

End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)
FY18 Revenue of Rs. 2,950 Cr





GROUP PURPOSE

We deliver pride and progress with positivity



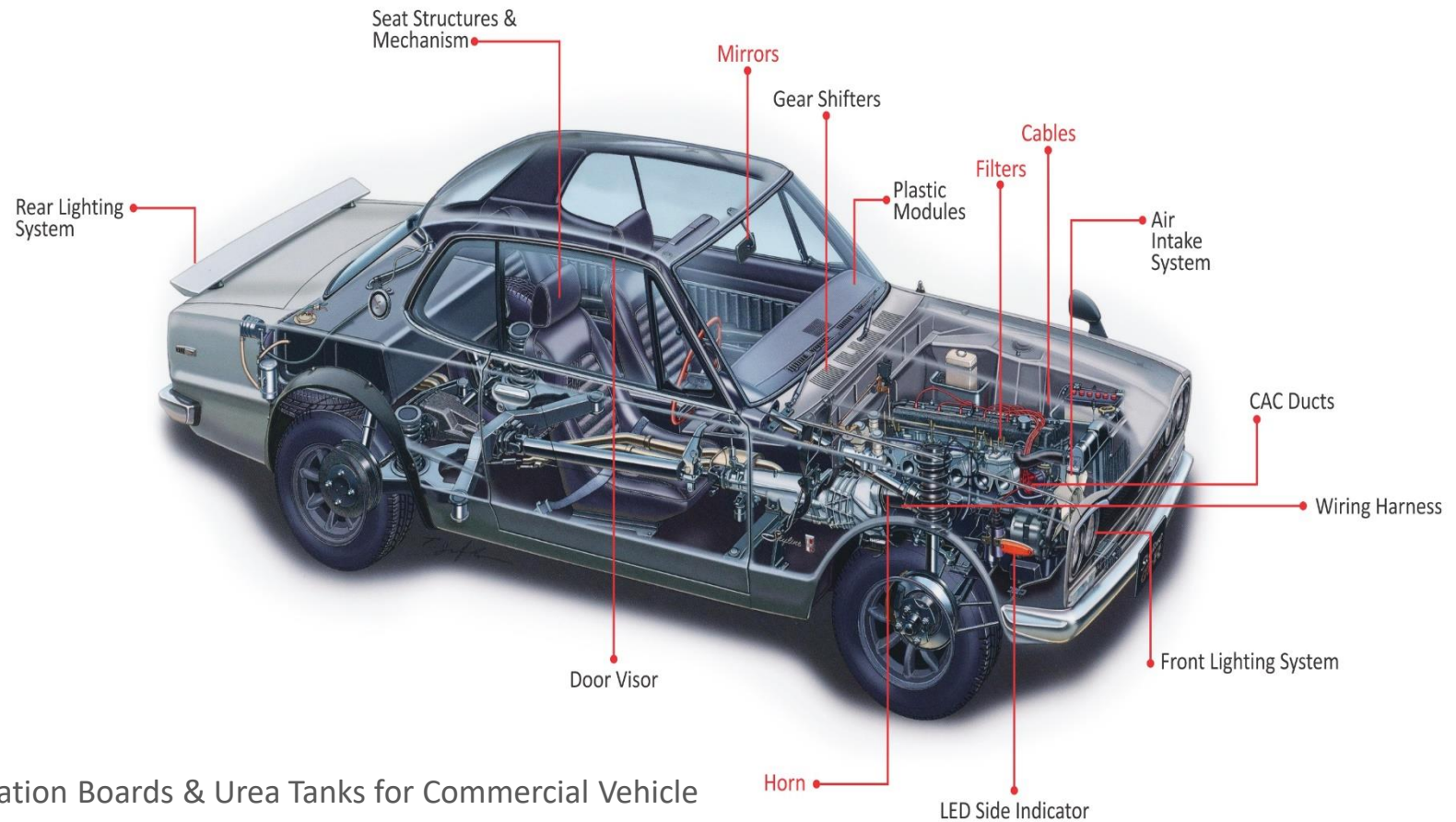
VISION

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



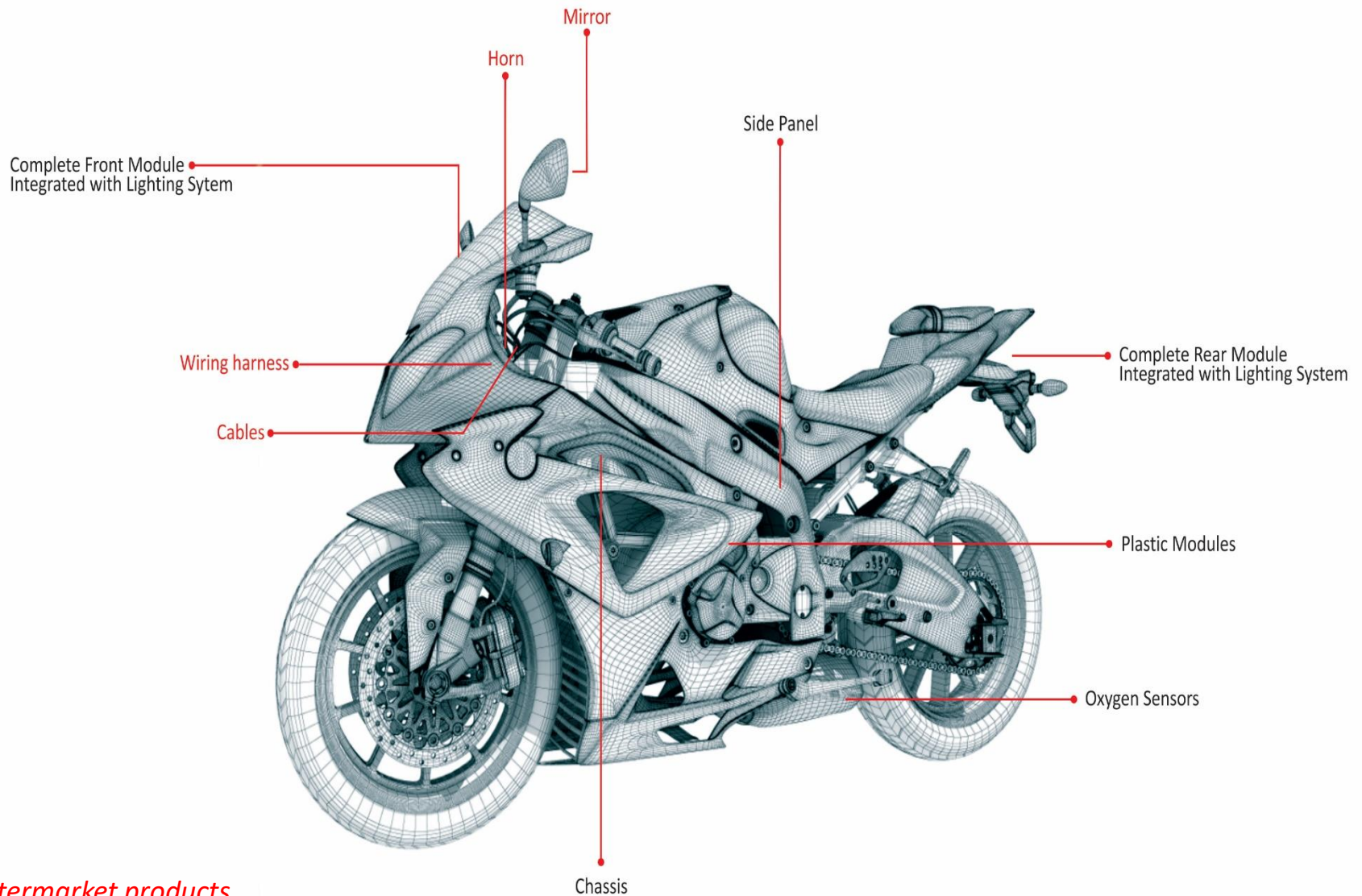
VALUES

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



Italy

JV for Integrated Logistic Support Engineering

Relationship Since 2015

49% in Lumax SIPAL Engineering Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



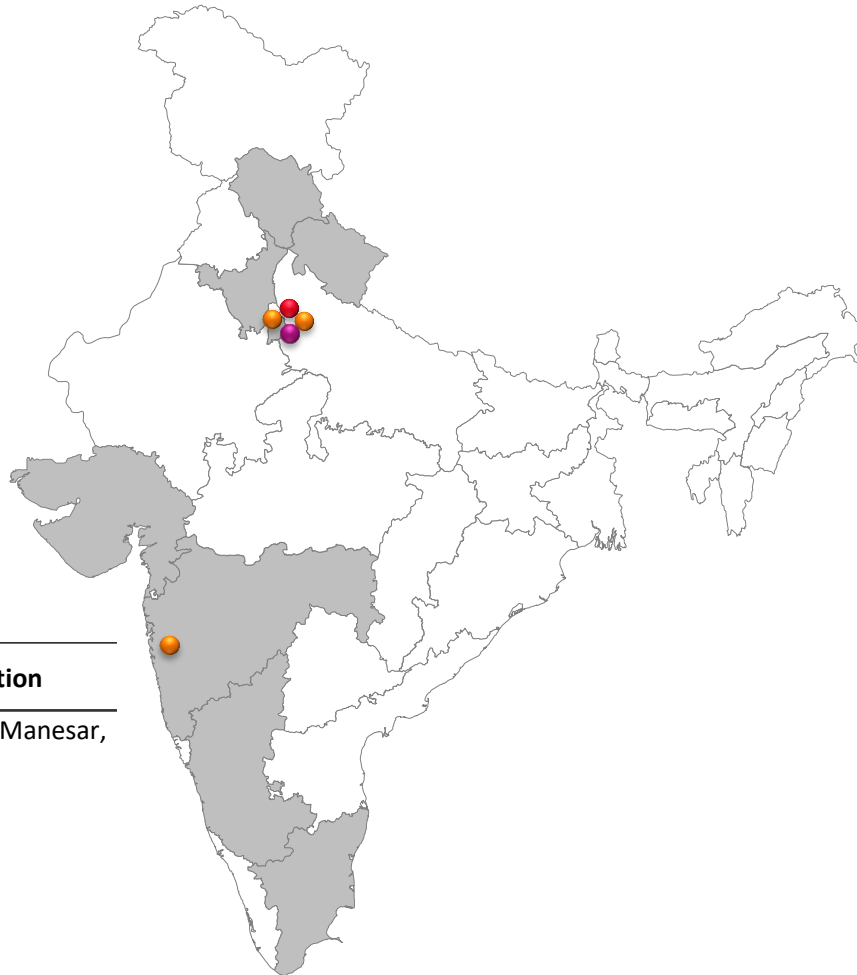
Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

27 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	8
	Waluj	2
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
Total		27

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

27 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



Mahindra Rise.



Commercial Vehicle



DAIMLER



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

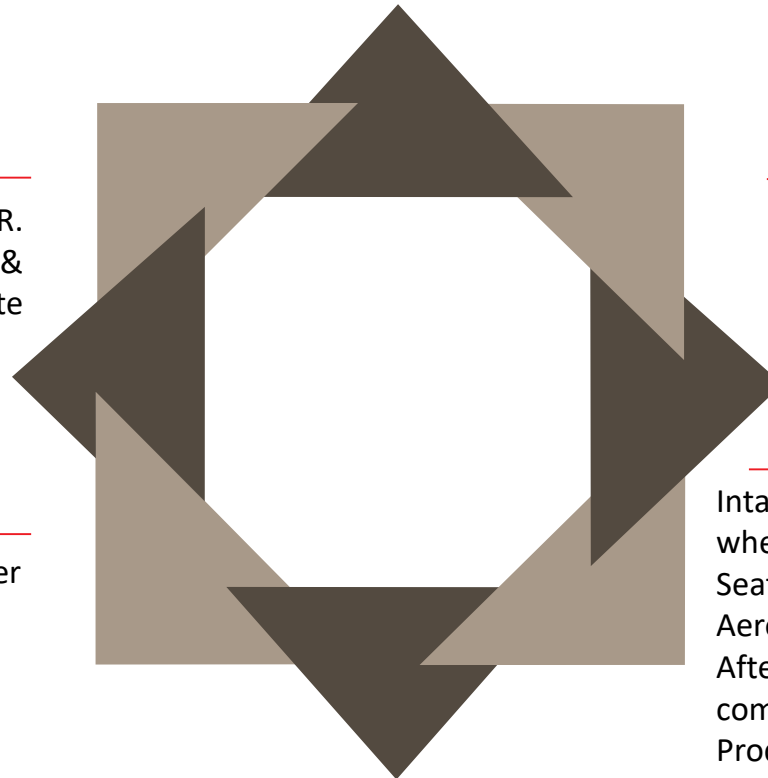
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Oxygen sensors, Telematics Products and Services

Manufacturing Capabilities

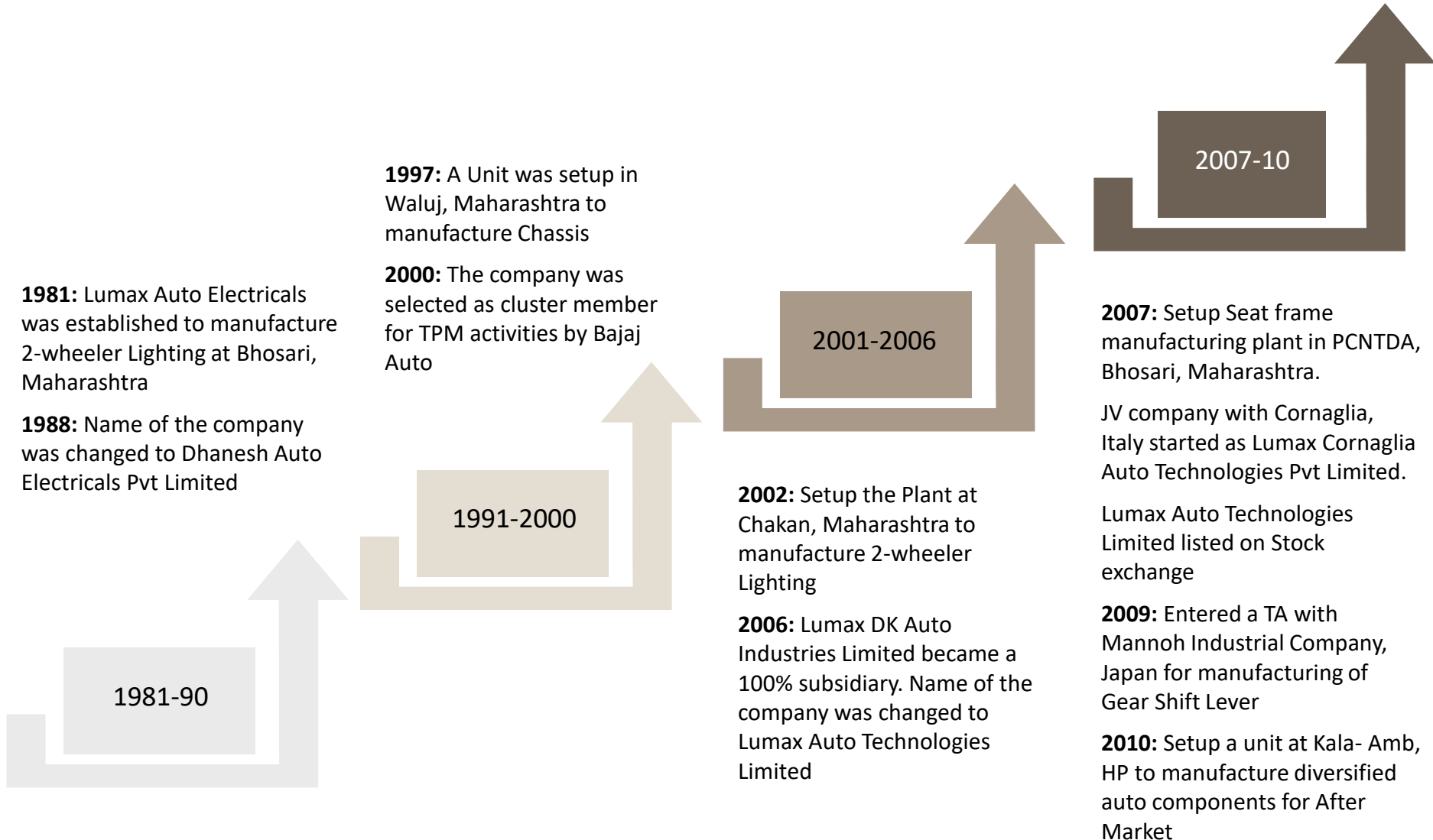
Manufacturing Plants with Quality
Certifications across India

Partnerships

7 Successful Partnerships
with Global Players



Milestones



Milestones

2013: Setup a plant at Narsapur, Karnataka to manufacture Moulded parts

Formed JV with Gill Austem LLC, USA to manufacture Seat frames & Mechanism

2014: JV company with Mannoh Industrial Company, Japan started as Lumax Mannoh Allied Technologies Limited

2011: Setup state-of-the art Surface Mounted Technology unit in Manesar, Haryana

2012: Setup the first Robotic Motorcycle Chassis plant in Waluj, Maharashtra. Pantnagar plant received TPM excellence award from JIPM

2011-12

2013-14

2015-16

2015: Setup another Robotic Motorcycle Chassis plant in Waluj, Maharashtra

Formed JV with Sipal, Italy for Aerospace & Defence Engineering services

2016: Pantnagar plant received TPM consistency award from JIPM

2017

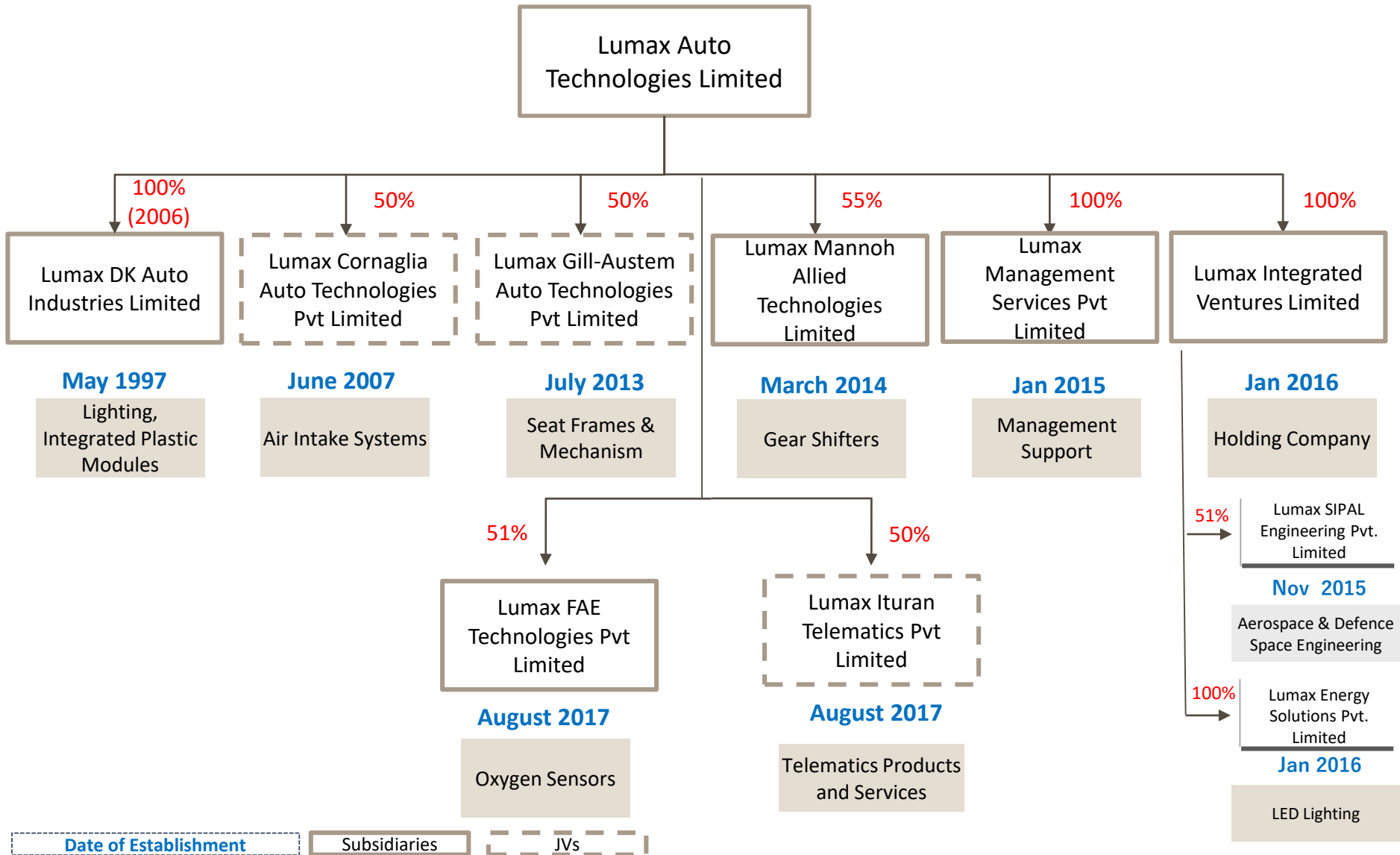
2017: Chakan plant received TPM excellence award from JIPM

Formed a JV with Ituran Location and Control Limited, Israel to provide Telematics Products and Services

Formed a JV with FAE, Spain to manufacture Oxygen Sensors

Set up Assembly facility in Mehsana, Gujarat under LMAT

Well defined Corporate Structure



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

Relationship since 2013

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Italy

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Relationship since 2015

49% in Lumax SIPAL Engineering 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

Cater to Diversified Segments



- ✓ Lighting Module (incl. HT/TL/Indicators & Others)
- ✓ Chassis for 2-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 & Mechanism
- ✓ 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

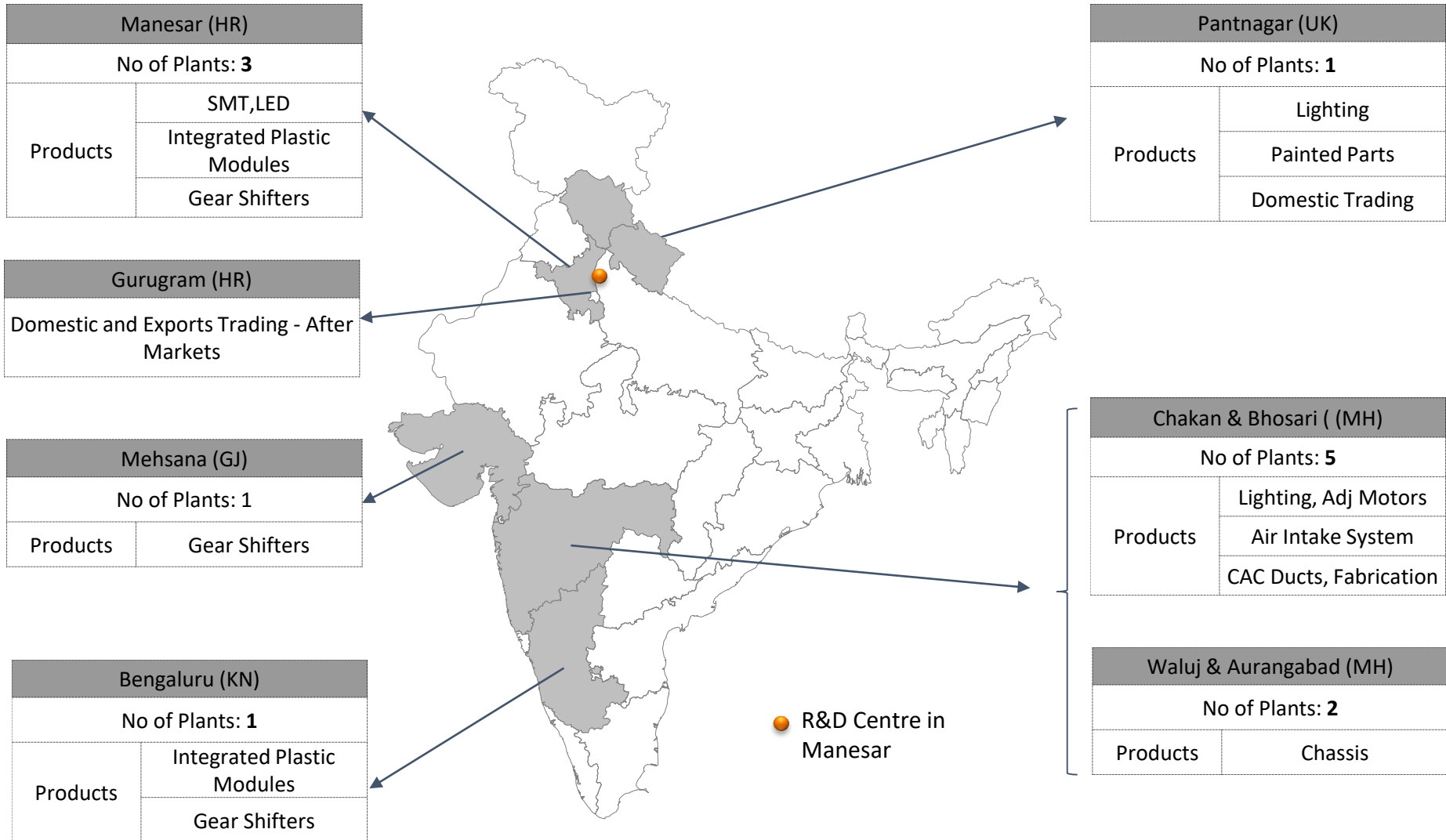
Two Wheeler



Export



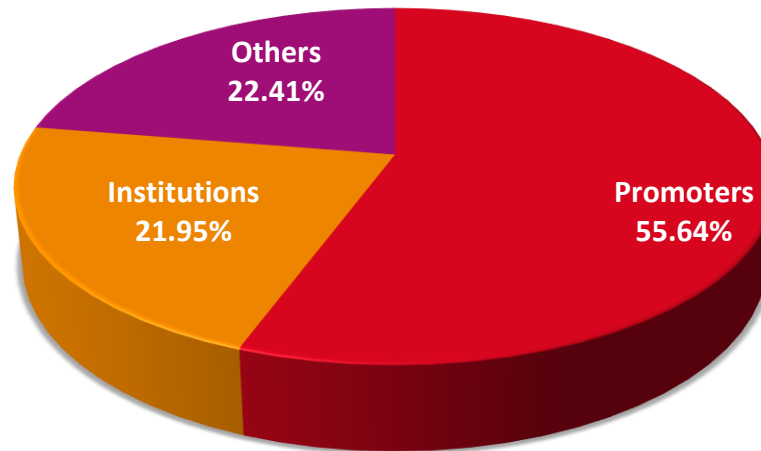
Strategic Locations Close to Customers



13 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 75 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. Dhiraj Dhar Gupta



- He is 67 years of age & holds B Com honours from SRCC, Delhi University
- He is an industrialist; Director & Promoter of KSS Abhishek Auto Pvt. Limited, having over 3 decades of experience in auto component manufacturing

Mr. Roop Salotra



- He is 67 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

Professional & Experienced Team



Mr. Naval Khanna
Corporate Head – Taxation
Age: 59 years
Experience: 40 years



Mr. Sanjay Mehta
Director & Group CFO
Age: 50 years
Experience: 27 Years



Mr. Ashish Dubey
Chief Financial Officer
Age: 50 Years
Experience: 27 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. Sumeet Tandon
Corporate Strategy &
Business Development
Age: 54 Years
Experience: 33 Years



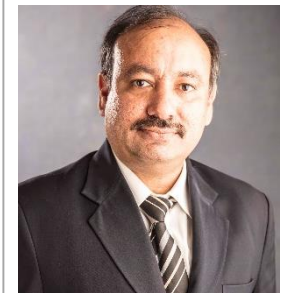
Mr. Sandeep Balooja
Advisor
Age: 60 Years
Experience: 38 Years



Ms. Ibha Lal
Corporate Head - HR
Age: 50 Years
Experience: 25 Years



Ms. Priyanka Sharma
Corporate
Communication & CSR
Age: 48 Years
Experience: 22 Years



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

Professional & Experienced Team



Mr. Vikas Marwah
Chief Strategy Officer
Age: 50 Years
Experience: 28 Years



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



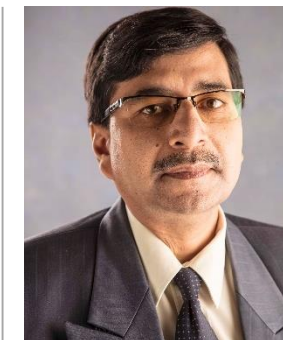
Mr. Rajesh Dubbewar
Head Metallic
Age: 50 years
Experience: 30 years



Mr. Vivek Jakhmola
Head Body & Trim
Age: 41 years
Experience: 20 years



Mr. Gautam Desai
Head Emission
Age: 48 years
Experience: 24 years



Mr. Girish Diwan
Head Lumax Sibal
Age: 45 years
Experience: 21 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

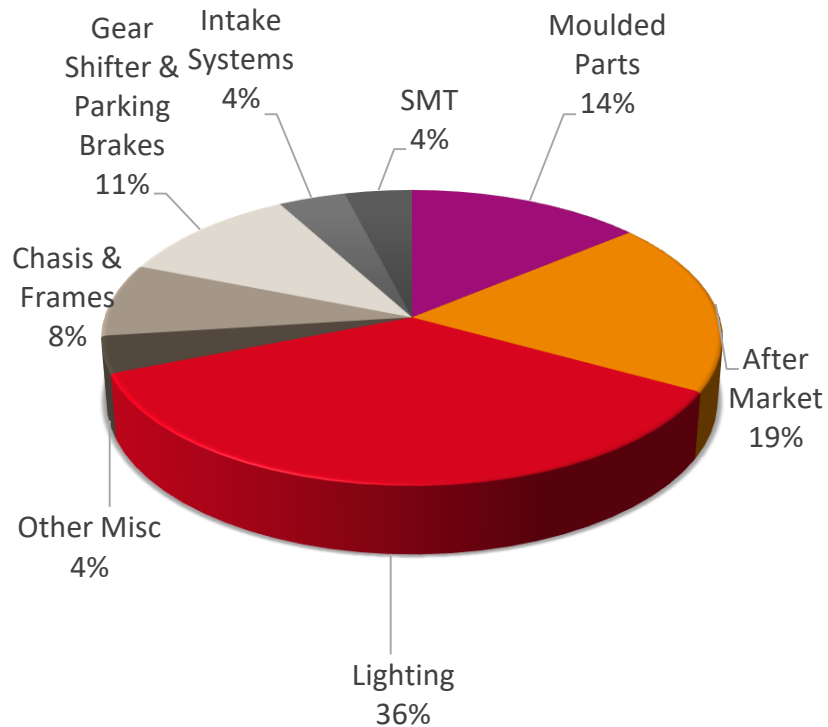


Financial Performance

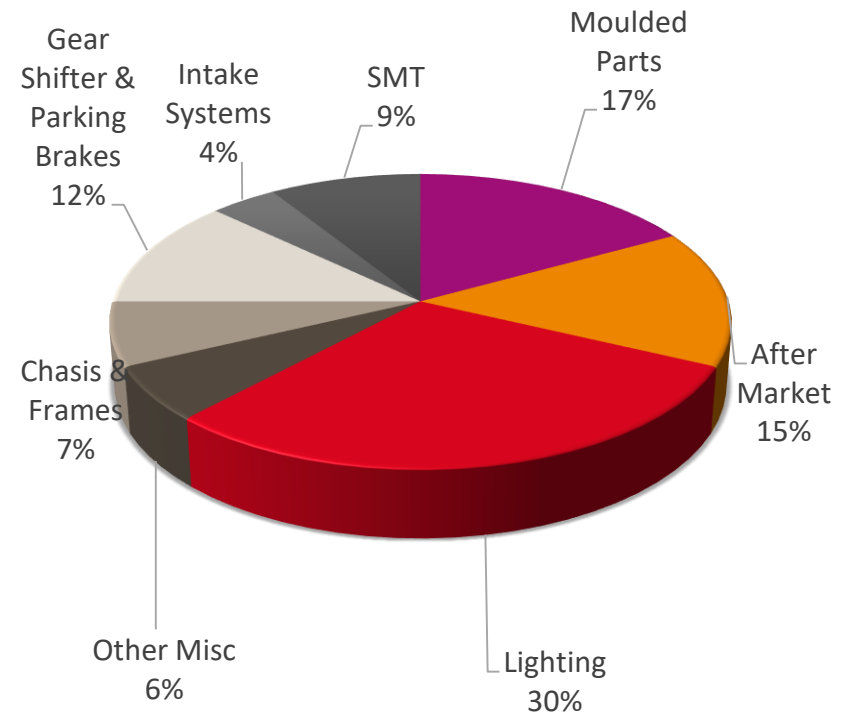
Product-wise Revenue FY17 & FY18



Product-wise Revenue mix FY17 (%)



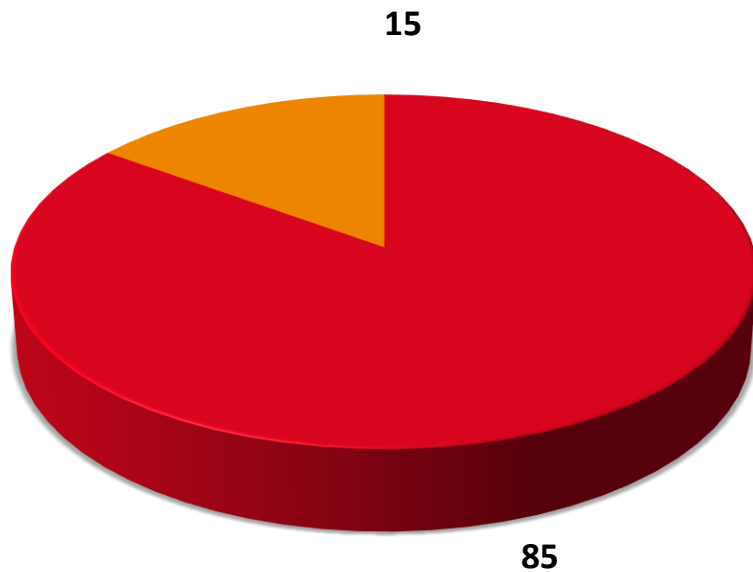
Product-wise Revenue mix FY18 (%)



Seat frames and seat mechanisms (in LGAT) are not part of consolidated sales as per IND AS

Segmental Revenue Break-Up FY18

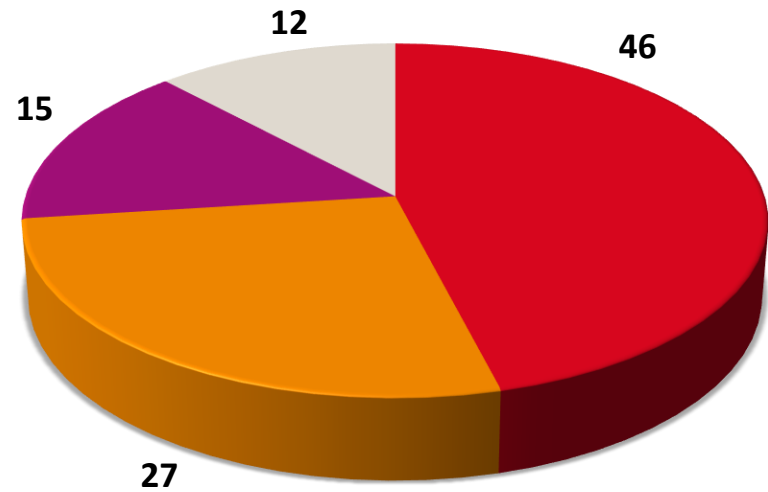
Sales Channel (%)



■ OEM

■ After Market

Category (%)



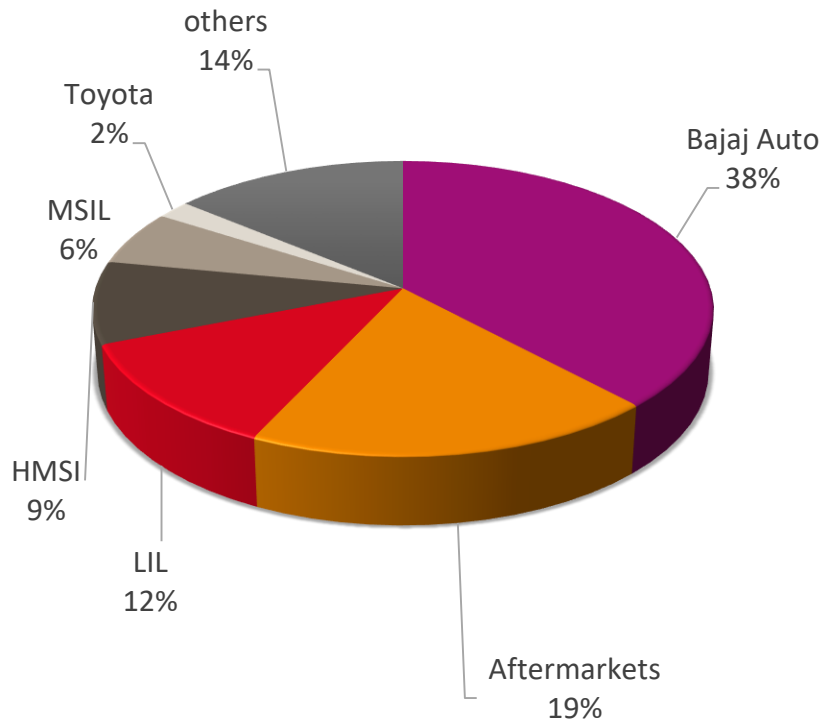
■ 2/3 Wheeler

■ Passenger Car

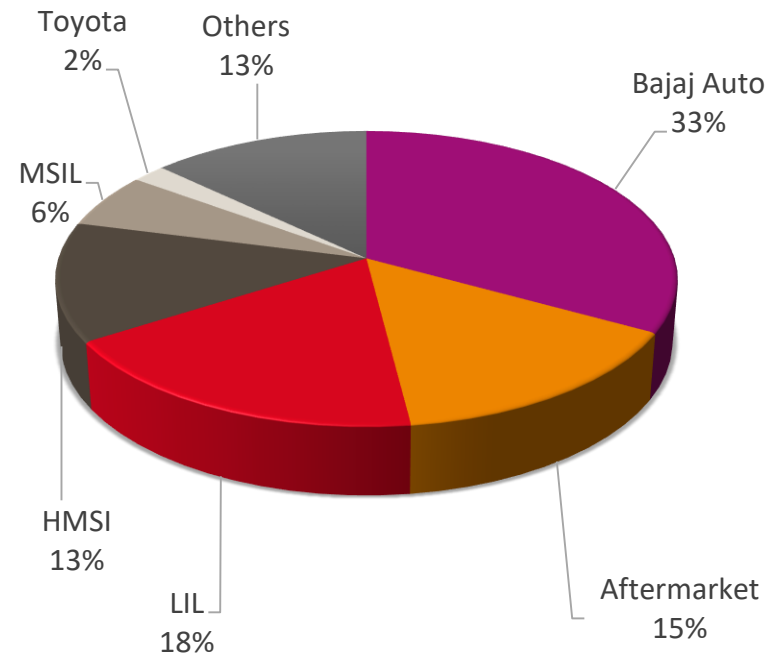
■ After Market

■ Others

Client-wise Revenue mix FY17 (%)



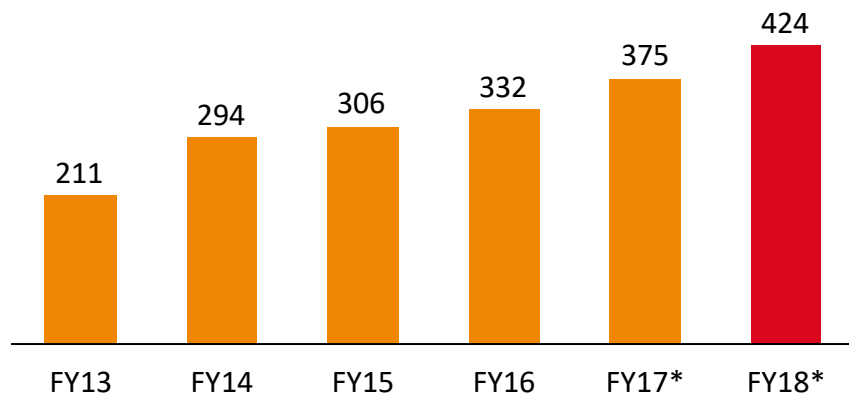
Client-wise Revenue mix FY18 (%)



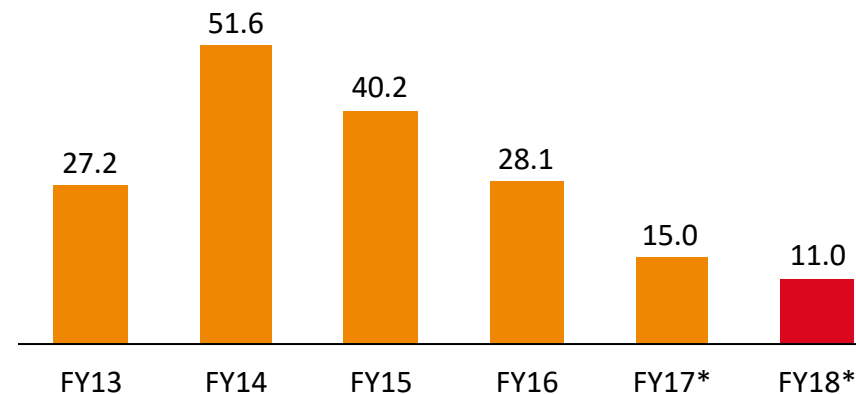
Expansion funded through Internal Accruals



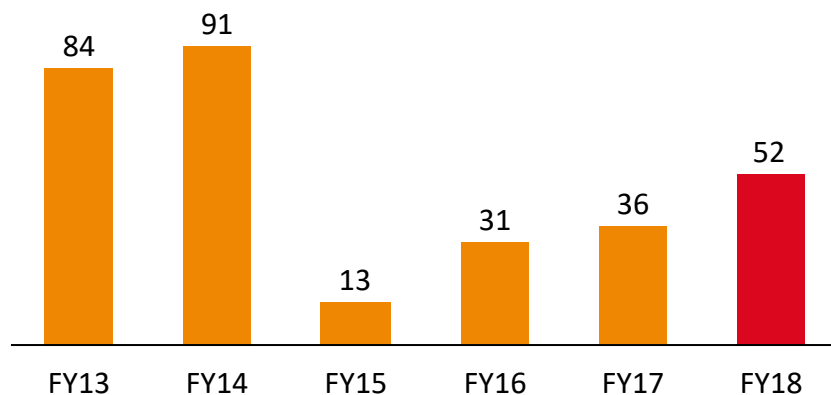
Gross Block



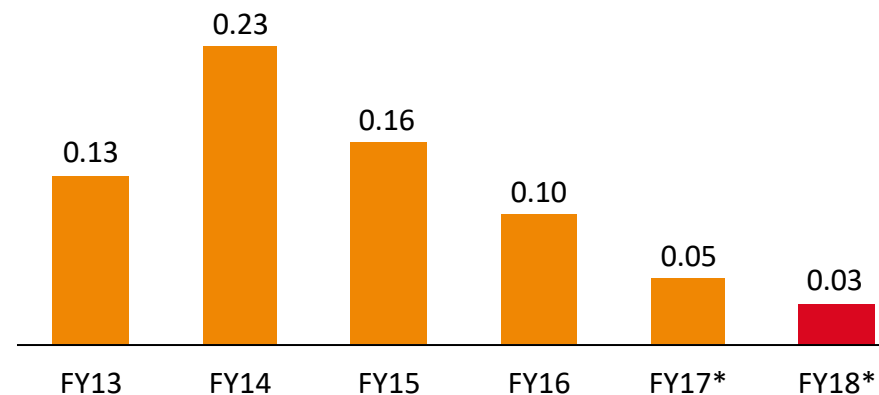
Long Term Loan



Capex



Long Term Debt / Equity



Consolidated Results

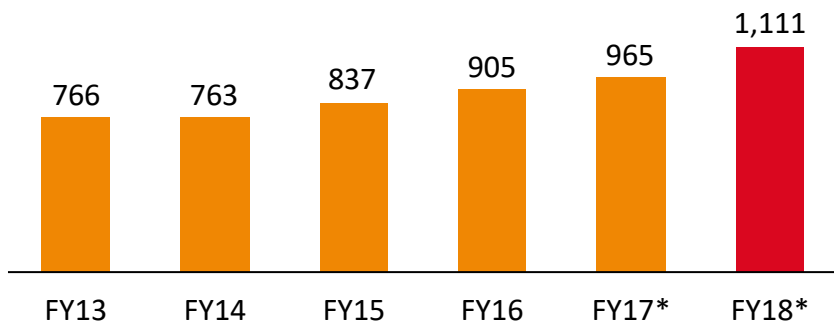
*Rs. Crores

* Financials as per IND AS

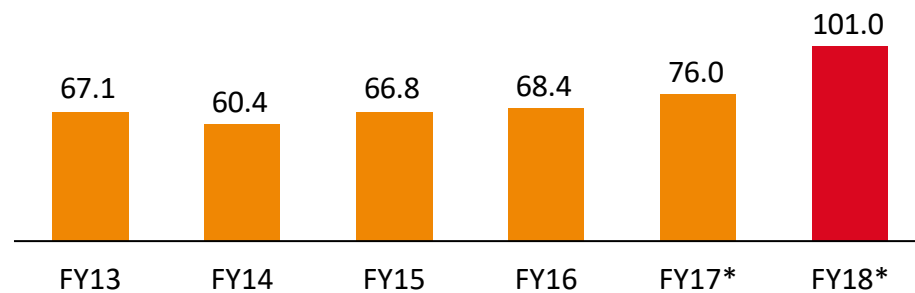
Revenue & Return Ratios



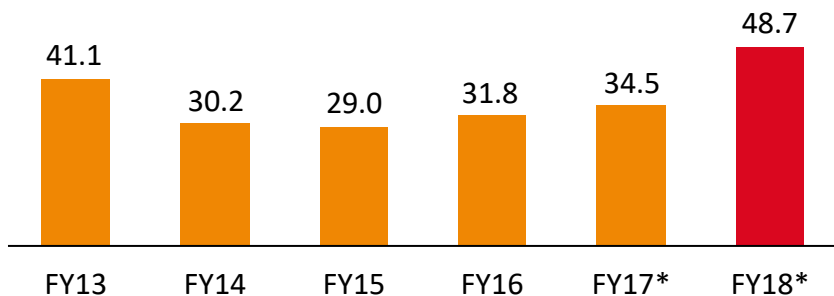
Revenue *



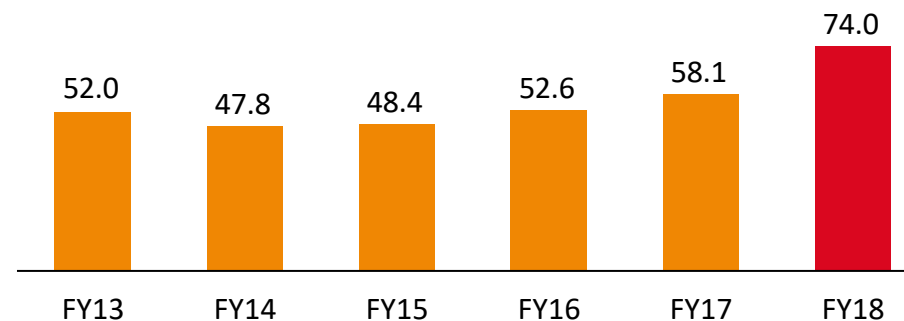
EBITDA *



PAT After MI*



Cash PAT *



Consolidated Results

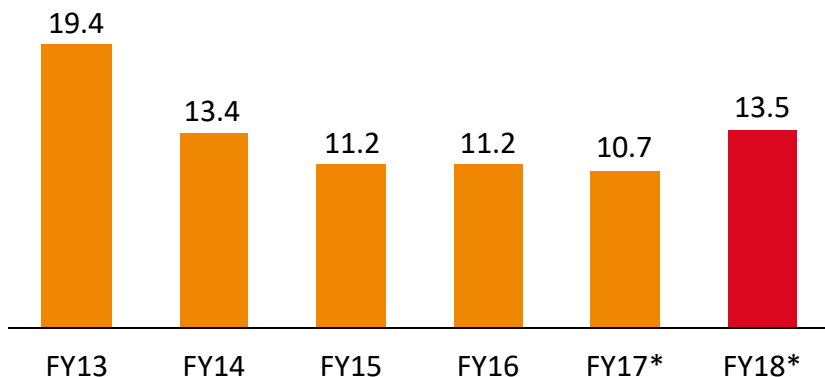
* Financials as per IND AS

*Rs. Crores

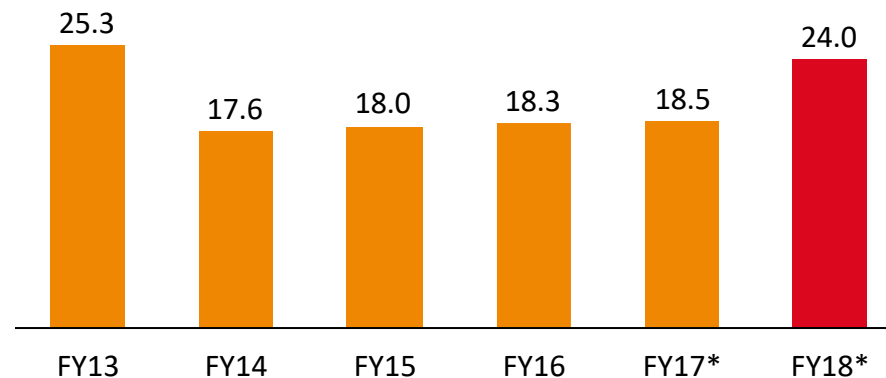
Return Ratios



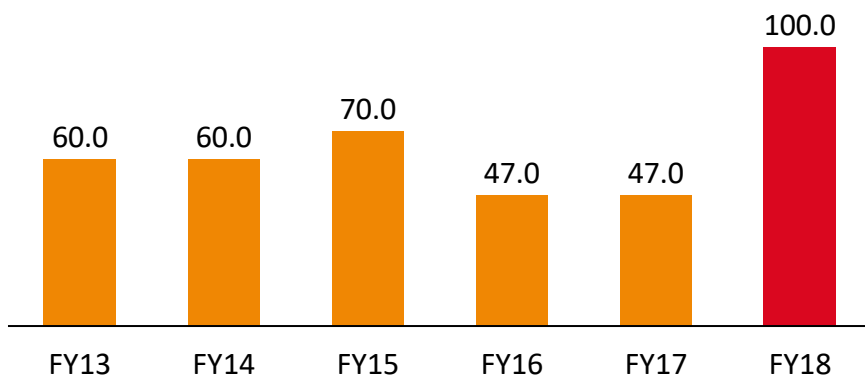
ROE (%)



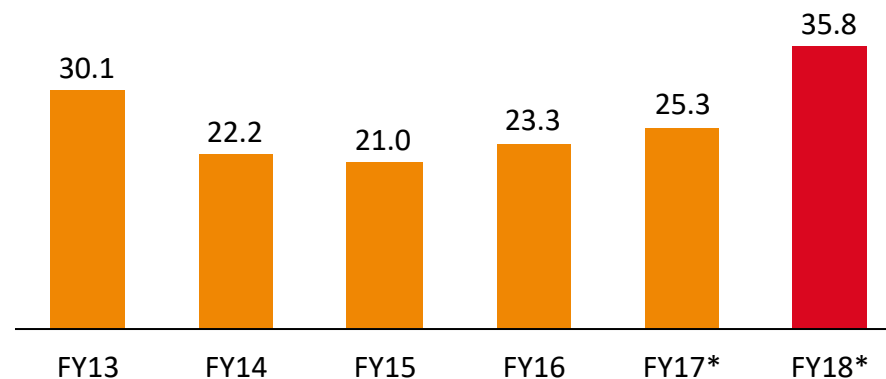
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)



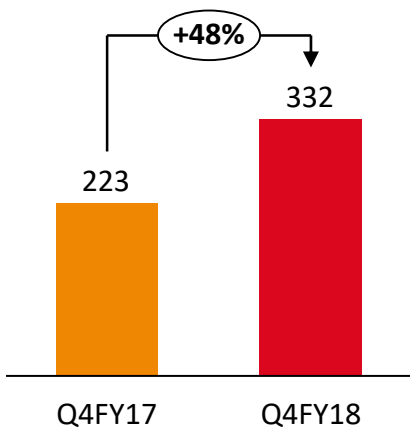
Consolidated Results

* Financials as per IND AS

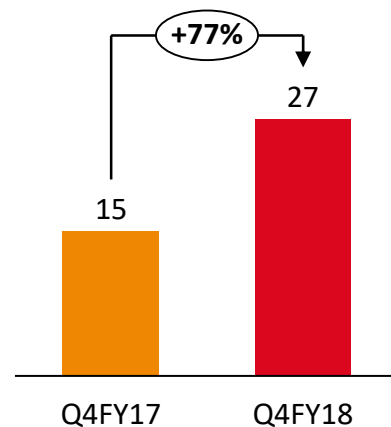
Quarterly Performance Highlights[^]



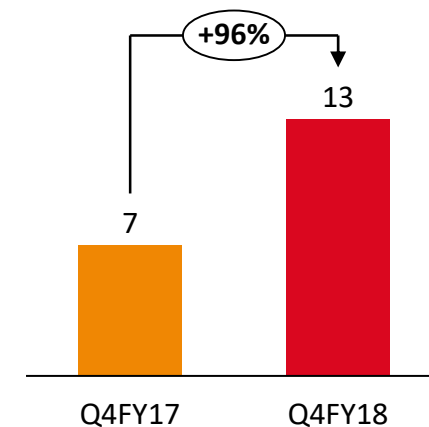
Revenue



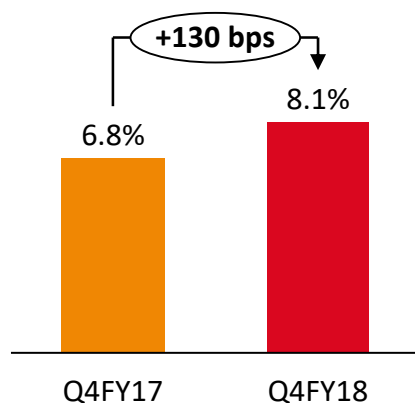
EBIDTA *



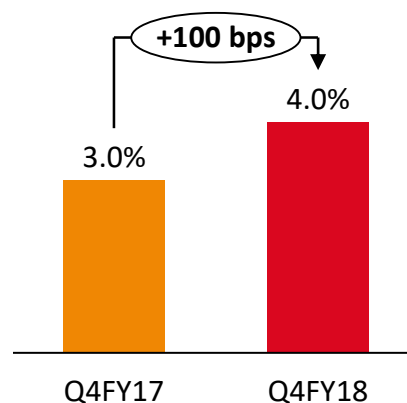
PAT after MI



EBIDTA Margin (%)



PAT after MI Margin (%)

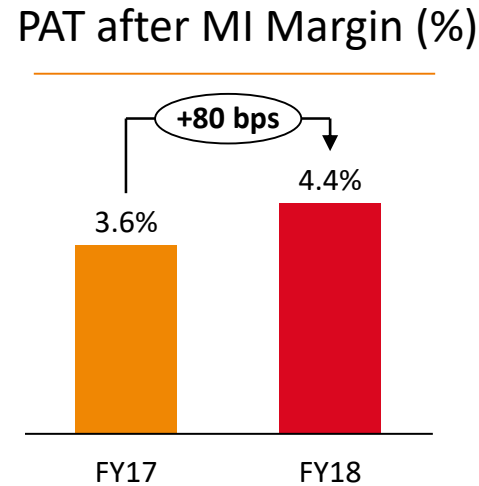
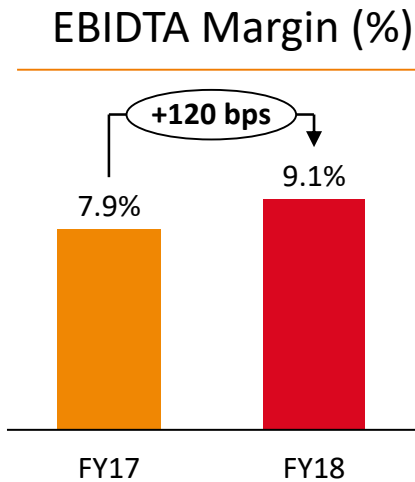
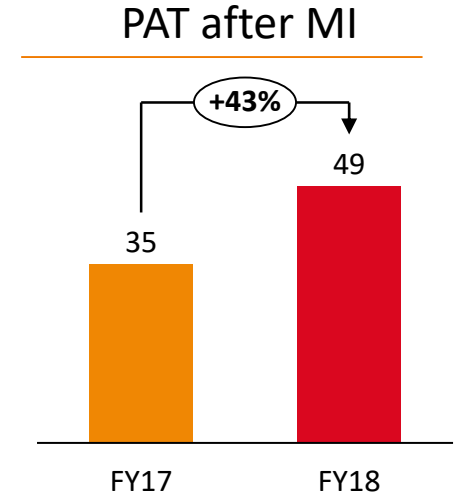
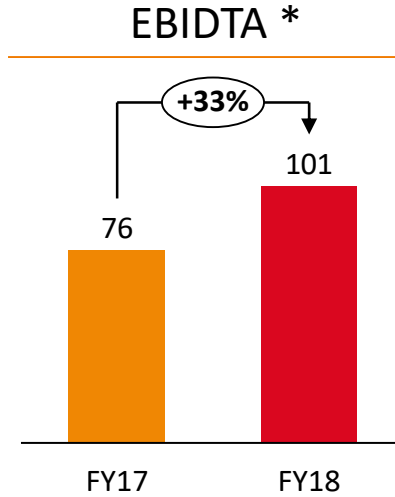
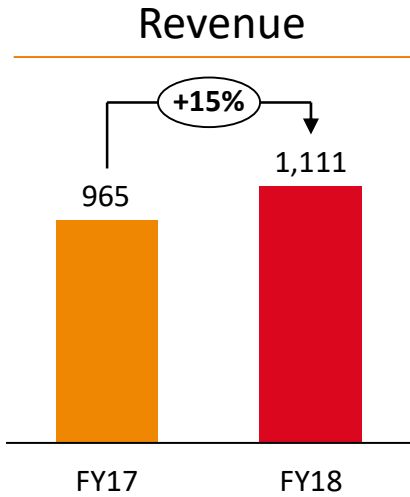


In Rs. Crores

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

[^]Financials as per IND AS

Annual Performance Highlights[^]



In Rs. Crores

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

[^]Financials as per IND AS

Consolidated P&L Statement*



Particulars (Rs. in crores)	Q4 FY18	Q4 FY17	Y-o-Y	Q3FY18	Q-o-Q	FY18	FY17	Y-o-Y
Net Revenue from Operations	331.59	223.44	48.4%	277.22	19.6%	1,111.47	965.42	15.1%
Raw Material Consumption	234.98	159.07		191.49		778.14	689.59	
Employee Expenses	29.49	22.79		28.47		111.00	95.51	
Other Expenses	38.92	27.16		29.32		120.75	107.25	
Profit of JV	-1.26	0.79		-0.96		-0.62	2.92	
EBITDA	26.94	15.21	77.2%	26.99	-0.2%	100.96	75.99	32.9%
EBITDA (%)	8.1%	6.8%		9.7%		9.1%	7.9%	
Other Income	6.64	3.63		2.77		15.24	10.50	
Depreciation	6.69	5.94		6.38		25.26	23.53	
Finance Cost	0.87	1.04		0.60		2.81	3.83	
Exceptional Item Gain / (Loss)	-2.28	0.03				-2.28	-3.19	
Profit before Tax	23.75	11.90	99.5%	22.78	4.3%	85.86	55.94	53.5%
Tax	8.20	3.80		7.89		28.75	15.86	
PAT (Before MI)	15.54	8.11	91.8%	14.89	4.4%	57.11	40.08	42.5%
Minority Interest	2.32	1.36		1.87		8.37	5.58	
PAT (After MI)	13.23	6.75	96.1%	13.02	1.6%	48.74	34.50	41.3%
PAT (%)	4.0%	3.0%		4.7%		4.4%	3.6%	
Earning Per share (EPS)	9.70	4.95		9.55		35.76	25.31	

Consolidated Balance Sheet*



Assets (Rs. in crores)	Mar-18	Mar-17	Equity & Liabilities (Rs. in crores)	Mar-18	Mar-17
Non-current assets			Equity		
Property, plant and equipment	251.51	225.27	Equity Share capital	13.63	13.63
Capital work-in-progress	11.98	14.04	Non Controlling Interest	30.28	21.88
Investment Property	19.31	20.03	Other equity	437.55	357.86
Intangible Assets	2.33	2.72	Sub-total - Shareholders' funds	481.47	393.37
Goodwill	0.17	0.17	LIABILITIES		
Investment in jointly controlled entities	7.24	7.34	Non-current liabilities		
Financial assets			Financial liabilities		
Investments	120.07	77.60	Borrowings	7.90	1.41
Other financial assets	3.39	2.48	Provisions	7.24	7.07
Income Tax Assets (net)	3.12	-	Deferred tax liabilities (net)	21.18	17.99
Other non-current assets	10.52	9.10	Sub-total - Non-current liabilities	36.32	26.47
Deferred tax assets	1.37	1.15	Current liabilities		
Sub-total - Non-Current Assets	431.02	359.89	Financial liabilities		
Current assets			Borrowings	-	20.0
Inventories	78.02	55.37	Trade payables	270.30	141.33
Financial assets			Other financial liabilities	33.51	24.11
Loans	0.62	0.57	Provisions	5.57	4.42
Investments	14.77	-	Current Tax Liabilities	1.73	1.64
Trade receivables	280.57	155.46	Other current liabilities	30.15	14.14
Cash and cash equivalents	22.34	21.04	Sub-total - Current liabilities	341.26	205.64
Bank balances other than Cash	16.38	19.21	TOTAL - EQUITY AND LIABILITIES	859.04	625.48
Other financial assets	0.99	0.49			
Other current assets	14.32	13.45			
Sub-total - Current Assets	428.02	265.59			
TOTAL – ASSETS	859.04	625.48			

* Financials as per Ind AS



Awards & Recognitions



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



Award –Supplier Convention

Received from HMSI on 17th February 2017



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



Lumax DK Received “2nd Runner-up Award” at 3rd BAL/BAVA KAIZEN competition, Pantnagar on 23rd Feb 2017



Award for Excellence in Consistent TPM Commitment

State-of-the-Art Manufacturing Facilities

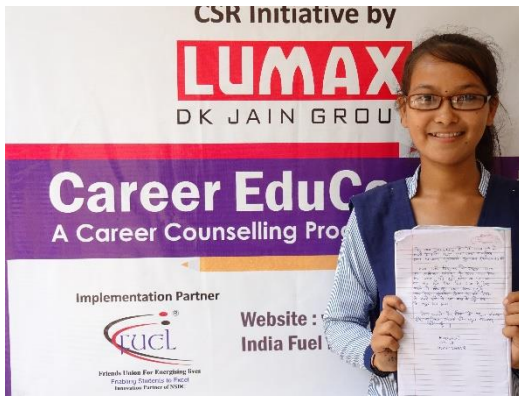


State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities





Health

Towards its endeavour to give back to society, the group has taken various initiatives towards Education of the underprivileged. Four schools in the NCR region, close to its facilities have been adopted, starting with improving its infrastructure, to facilitating the annual fee so as to ensure a conducive environment for learning and continuity in education.

Also provide support towards maintaining good health of the community around its facilities

Education



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