

Investor Release

LUMAX INDUSTRIES LIMITED

Q1 FY19 Results

Q1FY19 Consolidated Performance

- Revenue (Net) up by 46 % YoY to Rs. 496 Cr
- EBITDA grew by 56 % YoY to Rs.41 Cr; Margin at 8.3 %
- PBT grew by 76 % YoY to Rs. 25 Cr; Margin at 4.9 %
- PAT grew by 87 % YoY to Rs. 17 Cr; Margin at 3.5%
- PAT (after Share of Associate) grew by 32 % YoY to Rs. 20 Cr; margin at 4.5 %

New Delhi – July 28th, 2018 – Lumax Industries Limited, the leader in automotive Lighting and illumination products, announced its Un-audited Financial Results for the Quarter ended June 30th, 2018.

Lumax Industries Limited (Consolidated Results)			
Particulars (Rs. Crs)	Q1 FY19	Q1 FY18	YoY%
Revenue (Net of Excise duty)	496	340	46%
EBITDA	41	26	56%
Margin (%)	8.3%	7.8%	
PBT	25	14	76%
Margin (%)	4.9%	4.1%	
PAT (after share of associate)	20	15	32%
Margin (%)	4.5%	4.0%	
EPS	21.44	16.21	32%

The revenue stood at Rs. 496 Cr for Q1 FY19 as against Rs. 340 Cr (net of excise duty) in Q1 FY18 up by 46% YoY led by increase in volumes and value addition of new technology lighting components

The company reported consolidated EBITDA of Rs. 41 Cr for Q1 FY19, a growth of 56 % YoY

EBITDA margin stands at 8.3% for Q1 FY19 as against 7.8% for Q1 FY18. The expansion in margins is on account of optimization of fixed overheads due to increased sales

Profit after Tax (after share of associate) stood at Rs. 20 Cr in Q1 FY19 as against Rs. 15 Cr in Q1 FY18

PAT margin stood at 4.5% in Q1 FY19 as against 4.0% in Q1 FY18.

EPS stands at Rs. 21.44 per share for Q1 FY19 compared to Rs. 16.21 for Q1 FY18

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Awards

During the quarter, the Company received following awards under various categories from one of its esteemed customer Maruti Suzuki India Limited in their Vendor Conference held at Abu Dhabi: -

- Localization support in Gujarat
- Tier 2 upgradation
- Overall Performance shield

The Company also received award for “Best supplier for New Development” from Honda Motor Cycle & Scooter India, Pvt Ltd (HMSI).

The 2nd International Convention on Quality Control Circles Competition was held in June, 2018, 2 teams from Pantnagar & Dharuhera plants got selected to represent the Company in Singapore, where the finals will be held in October, 2018.

Business & Customer Update

The Company has made following new launches during the quarter: -

Category	Customer Name	Model	Product
PV	TOYOTA	YARIS	Rear Combination Lamp (RCL), LID Lamp & Rear Fog Lamp
2W	HONDA	Aviator	Head Lamp

Commenting on the performance Mr. Deepak Jain, Chairman & Managing Director, Lumax Industries Limited said

“Our revenue growth has continued to outperform the industry benchmarks. We have grown our capabilities & capacities to capture future demand of the Indian Auto Industry. On the operational front, we continue to strategize on reducing costs and focus on new product development with help of our in-house R&D teams.

The Indian automotive industry is at the cusp of a major shift towards energy efficient, technologically superior and high on aesthetic appeal auto components, which will be further boosted by shift to BSVI norms and introduction of Electric Vehicles.”

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 3 decades of strong partnership with Stanley Electric

Investor Release

Co. Limited, Japan, a world leader in Vehicle Lighting and illumination products. Lumax has nine ultra-modern manufacturing plants in India, strategically located near manufacturing locations of major OEMs.

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

For more information about the Group and its businesses, please visit website at www.lumaxindustries.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.

Company	Investor Relations Advisors
Lumax Industries Limited CIN No: L74899DL1981PLC012804 Priyanka Sharma Email id: priyanka.sharma@lumaxmail.com Tel No: +91 98102 66637	Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Rahul Agarwal / Shrikant Sangani Email id: rahul.agarwal@sgapl.net shrikant.sangani@sgapl.net Tel No: +91 79770 90416 / +91 96195 9566