



LIL:CS:PR:2018-19

28-05-2018

The General Manager
Department of Corporate Services,
The Bombay Stock Exchange Ltd.,
1st Floor, Rotunda Building,
P.J. Towers, Dalal Street, Fort,
Mumbai – 400 001.

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

Company Code: 517206

Company Code: LUMAXIND

Sub: Investor Release

Dear Sir/Ma'am,

Please find enclosed herewith Investor Release being issued by the Company, Lumax Industries Limited.

The above is for your information and record.

Thanking You,

Yours faithfully

For Lumax Industries Limited

Ankita Gupta
Company Secretary

Encl: As above

Lumax Industries Limited
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Haryana, India

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Ref. : Company Code – 517206 (BSE), LUMAXIND (NSE)

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LUMAX INDUSTRIES LIMITED

Q4 & 12M FY18 Results

FY18 Standalone Performance

- Revenue (Net) up by 30% YoY to Rs. 1650 Cr
- EBITDA grew by 34% YoY to Rs. 144 Cr; Margin at 8.7%
- PBT grew by 61% YoY to Rs. 88 Cr; Margin at 5.3%
- PAT grew by 37% YoY to Rs. 63 Cr; Margin at 3.8%

FY18 Consolidated Performance

- Revenue (Net) up by 30% YoY to Rs. 1650 Cr
- PAT (after Share of Associate) grew by 31% YoY to Rs. 71 Cr; margin at 4.3%

The Board of Directors proposed equity dividend of 230% (i.e. Rs. 23 per equity share of FV of Rs. 10 each)

New Delhi – May 28th, 2018 – Lumax Industries Limited, the leader in automotive Lighting and illumination products, announced its Audited Financial Results for the Quarter and Year ended March 31, 2018.

Investor Release

Lumax Industries Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q4 FY18	Q4 FY17	YoY%	FY18	FY17	YoY%
Revenue (Net of Excise duty)	559	385	45%	1650	1271	30%
EBITDA	48	28	71%	140	106	31%
Margin (%)	8.5%	7.2%		8.5%	8.4%	
PBT	30	16	94%	84	54	55%
Margin (%)	5.4%	4.0%		5.1%	4.3%	
PAT (after share of associate)	18	8	122%	71	54	31%
Margin (%)	3.2%	2.1%		4.3%	4.3%	
EPS	18.97	8.55	122%	76.34	58.17	31%

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 year ended 31st March 2018 have been restated to make them comparable.

The revenue stood at Rs. 1650 Cr for FY18 as against Rs. 1271 Cr (net of excise duty) in FY17 up by 30% YOY led by increase in volumes and value addition of new technology lighting components.

The company reported consolidated EBITDA of Rs. 140 Cr for FY18, a growth of 31% YoY.

EBITDA margin stands at 8.5% for FY18 as against 8.4% for FY17. 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. 71 Cr in FY18 as against Rs. 54 Cr in FY17

PAT margin stood at 4.3% in FY18 same as in FY17 due to increased Tax expense in FY18 on account of Sanand Capitalization and no benefit of investment allowance.

EPS stands at Rs. 76.34 per share for FY18 compared to Rs. 58.17 for FY17

Awards

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 on May 4, 2018: -

- 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).

Investor Release

Business & Customer Update

The Company inaugurated "LED Lamp Zone" in its Dharuhera and Bengaluru facilities in order to cater needs of upcoming LED models of the customers.

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

Category	Customer Name	Model	Product
PV	Toyota	Yaris	LED Tail Lamp & Fog Lamp
2W	HMSI	Activa 5G	LED Head Lamp
	HMSI	X Blade	LED Head Lamp
CV	Isuzu Motors	DMAX	Rear Combination Lamp
	TAFE	Magna	Head Lamp
	SML Isuzu	Commercial Vehicle	Head Lamp & Front Turn Lamp

The Company has also added a new customer "TVS Motor Company Limited" for new upcoming models with LED.

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

"We have been able to surpass our growth targets set for FY18, which has been due to unwavering efforts put in by the organisation as a whole. The growth momentum was well supported by strong volume growth delivered by the OEM's across Passenger Vehicles, 2-wheelers and Commercial Vehicles segment.

In the coming financial year, we are looking forward to maintain this momentum and believe the shift from conventional lighting to technologically advance lighting products will be faster and be a key growth driver for the business."

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 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, HMSI, Hero Motocorp and others.

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

Investor Release

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
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