

## Investor Release

### LUMAX INDUSTRIES LIMITED

#### Q2 and H1 FY19 Results

##### H1 FY19 Consolidated Performance

- Total Revenue (Net) up by 41% YoY to Rs. 1,014 Cr
- EBITDA excluding forex items grew by 64% YoY to Rs. 90 Cr; Margin at 8.9%
- Reported PBT grew by 51% YoY to Rs. 49 Cr; Margin at 4.8%
- Reported PAT grew by 47% YoY to Rs. 35 Cr; Margin at 3.4%
- Reported PAT (after Share of Associate) grew by 14% YoY to Rs. 41 Cr; margin at 4.0%

New Delhi – October 22<sup>nd</sup>, 2018 – Lumax Industries Limited, the leader in automotive Lighting and illumination products, announced its Un-audited Financial Results for the Quarter and Half Year ended September 30<sup>th</sup>, 2018.

Lumax Industries Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q2 FY18	Q2 FY19	YoY%	H1 FY18	H1 FY19	YoY%
Total Revenue (Net of Excise duty)	379	518	36%	720	1,014	41%
EBITDA (including other income) *	30	46	51%	55	90	64%
Margin (%)	8.0%	8.9%		7.7%	8.9%	
PBT (reported)	18	24	32%	32	49	51%
Margin (%)	4.8%	4.7%		4.5%	4.8%	
PAT (reported)	14	17	21%	24	35	47%
PAT {reported} (after share of associate)	21	21	1%	36	41	14%
Margin (%)	5.5%	4.0%		5.0%	4.0%	
EPS	22.21	22.33	1%	38.42	43.77	14%

\*excludes foreign exchange impact

The total revenue stood at Rs. 518 Cr for Q2 FY19 as against Rs. 379 Cr in Q2 FY18 up by 36% YoY led by increase in volumes and value addition of new technology lighting components. The same is up by 41% YoY from Rs. 720 cr (net of excise duty) in H1 FY18 to Rs. 1,014 cr in H1 FY19.

EBITDA margin excluding forex fluctuations stands at 8.9% for Q2 FY19 as against 8.0% for Q2 FY18. Current quarter witnessed a foreign exchange loss of Rs. 4.30 cr as against gain of Rs. 0.50 cr in Q2 FY18.

Similarly, the EBDITA margin excluding forex fluctuations stands at 8.9% for H1 FY19 as against 7.7% in H1 FY18. H1 FY19 witnessed a foreign exchange loss of Rs. 7.8 cr as against Gain of Rs. 2 cr in H1 FY18.

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The Reported Profit after Tax (after share of associate) stood at Rs. 41 Cr in H1 FY19 as against Rs. 36 Cr in H1 FY18

PAT margin stood at 4.0% in H1 FY19 as against 5.0% in H1 FY18 which is due to extra-ordinary customer price increase impact in the Associate Company in the Q1 FY18.

EPS stands at Rs. 43.77 per share for H1 FY19 compared to Rs. 38.42 for H1 FY18

### **Business & Customer Update**

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

Category	Customer Name	Model	Product
Passenger Vehicle	Force Motors Ltd	Gurkha	Front Direction Indicator (FDI)
2-Wheeler	Hero MotoCorp Ltd	Destini 125	Tail Lamp & Front Turn Signal (FTS)
Commercial Vehicle	Piaggio Vehicles Pvt. Ltd.	Ape	Tail Lamp

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

“The continued momentum in the auto industry and growing adoption of technologically advanced lighting products has helped us post strong numbers for H1 FY19. We have continued to outperform the industry benchmarks.

We are continuously strategizing and focusing on new product development to cater to the increasing demand for technologically superior and aesthetically appealing products. The demand for such products is expected to be 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 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](http://www.lumaxindustries.com)

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### 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.

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