

LUMAX



Lumax Industries Limited

Investor Presentation – February 2017

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Lumax Industries Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Seven Decade
Strong

26
Manufacturing
Facilities

Leader in
Automotive
Lighting & Gear
Shifters



3 R&D Centres
(India)
& 1 Design
Centre (Taiwan)

12 Entities in 8
States

Over 7,000
Employees

Two Listed Entities

Lumax Industries Limited

Products & Services

End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Lumax Auto Technologies Limited

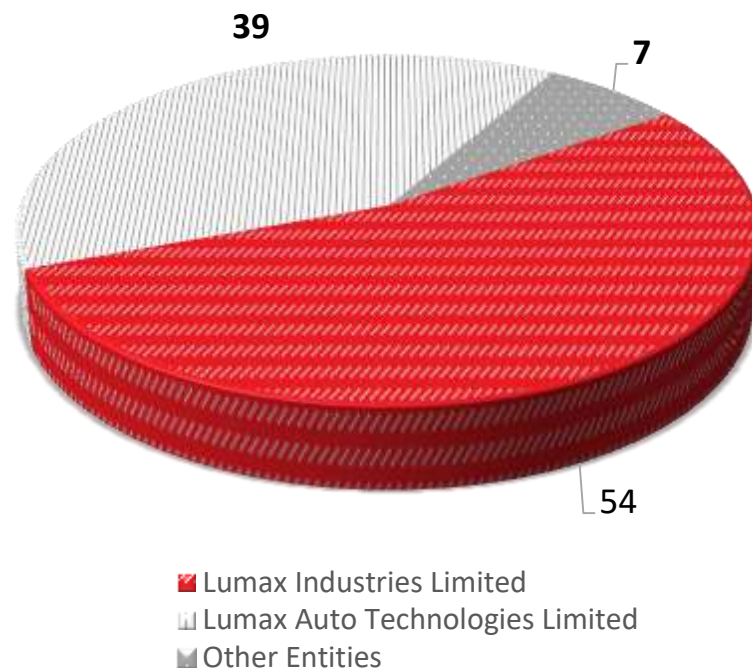
Products & Services

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

Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co. Limited – Japan
- Gill Industries Inc. – USA
- Austem Co. Limited – Korea
- Sipal SPA – Italy
- Alpine - Japan

Group Revenue Break Up (%)
FY 16 Revenue of Rs. 2,300 Cr



Vision, Mission, Purpose



To be a Sustainable, Respected & Profitable Brand with a Global Presence, that continues to enhance stakeholder value & exceed customer expectations as the preferred supplier

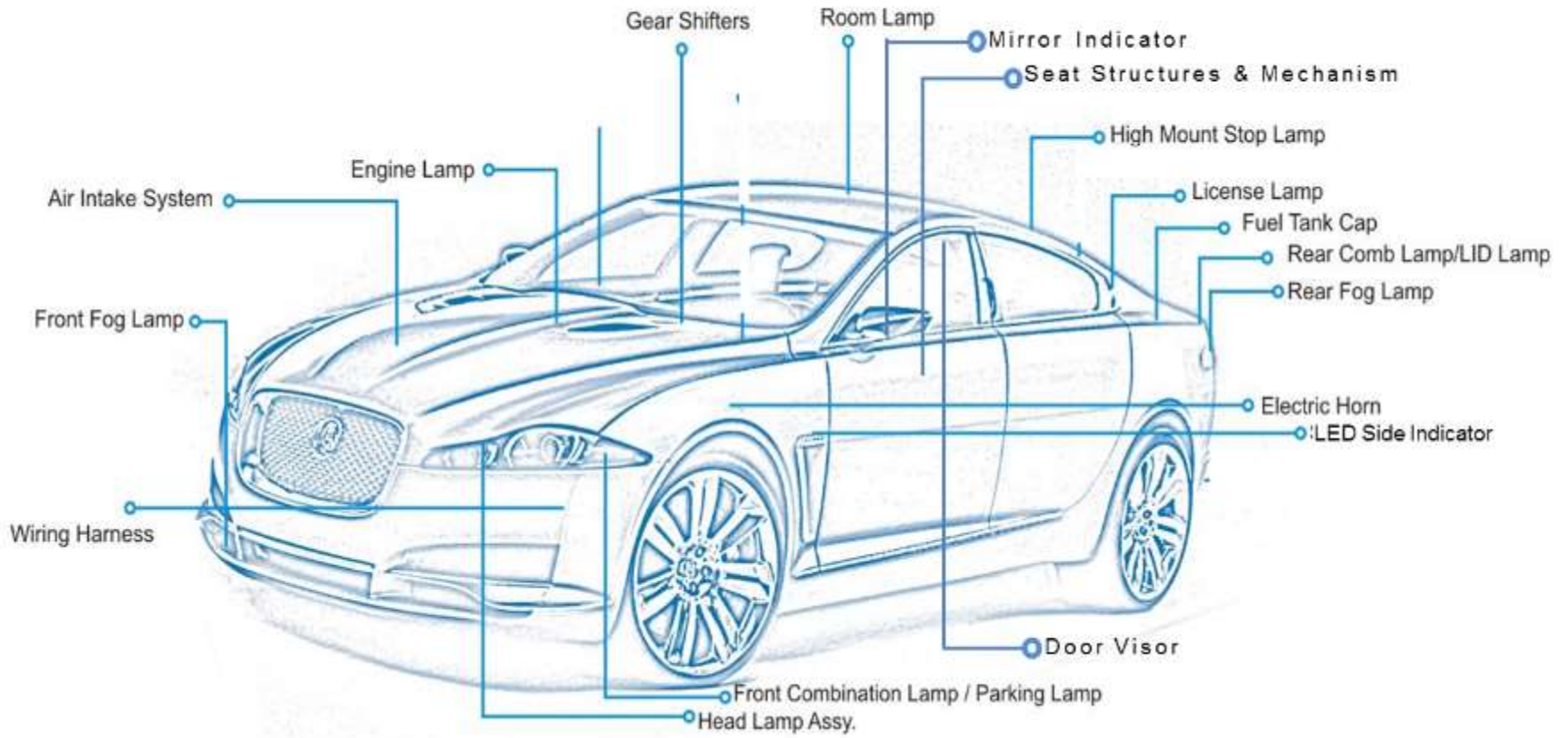


To be a Lean, Profitable, Diversified & Learning Organization that is highly responsive, energetic & innovative by involving people as partners & attaining highest levels of quality, excellence & technology across our domains



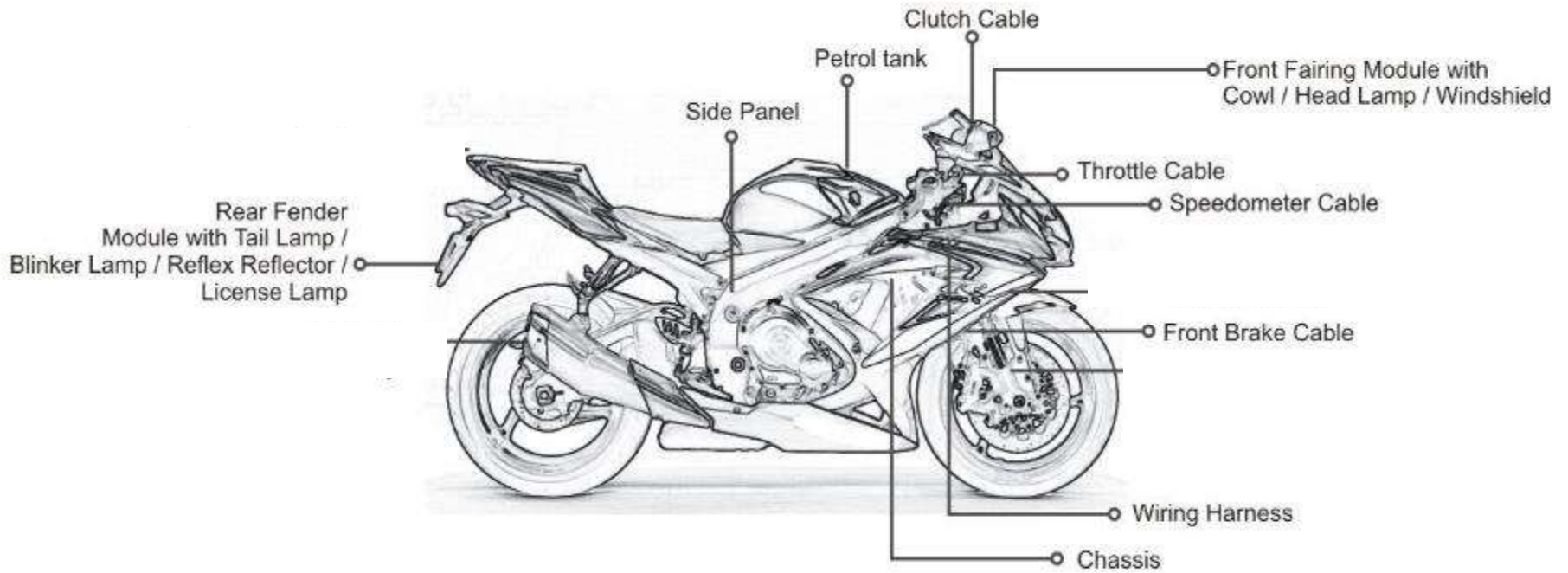
To create a Happy, Safe, Participative, Proud & Admirable Place to Work that inspires individuals to consistently deliver total customer satisfaction

Diversified Product Range – 4-wheelers & CV



Destination Boards for Commercial Vehicle

Diversified Product Range – 2-wheelers



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

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

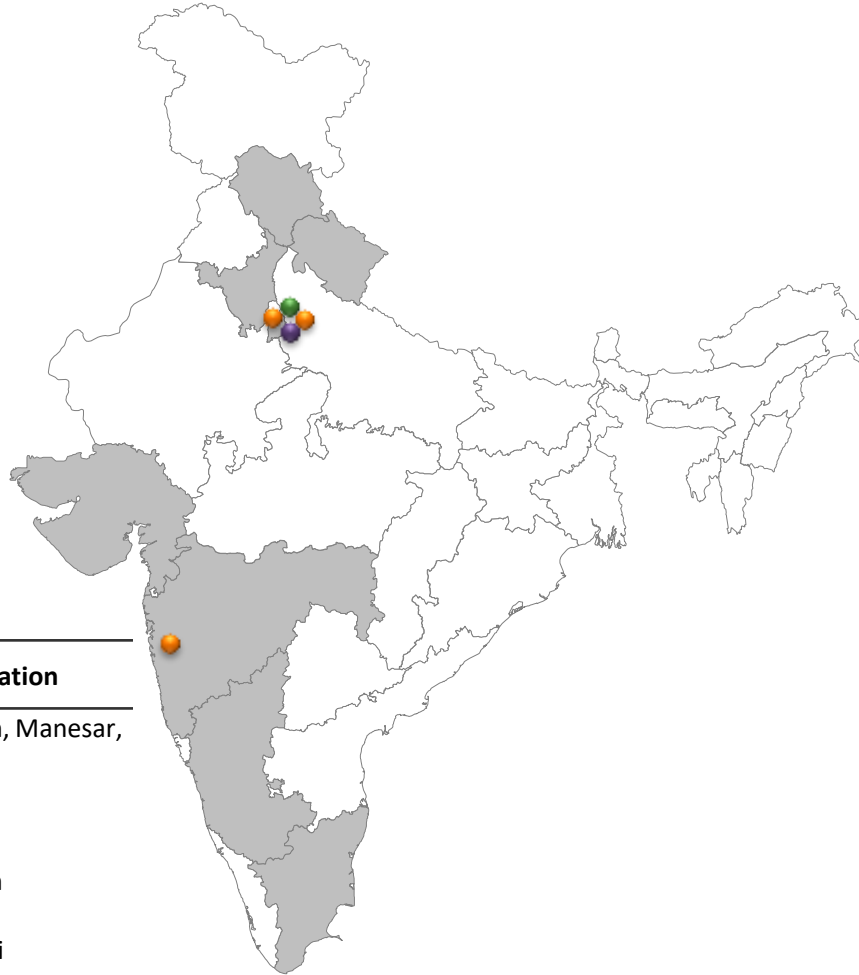
49% in Lumax SIPAL Engineering Pvt Limited

Japan

Exclusive Distributorship Agreement

Relationship since 2014

26 Locations close to Customers



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

State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	8
	Waluj	2
Karnataka	Bengaluru	2
Gujarat	Sanand	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
Total		26

26 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

Global Footprints

- Global footprint through exports

Faster Turnaround

- Lightning-fast turnaround time & impressive speed to market

Experienced Team

- Highly Qualified & Experienced workforce of dedicated professionals

Technology Leadership

- Partnerships with global players provides competitive edge
- Avant-garde technology at par with the best players worldwide



Relationships with Diversified Customers

Two Wheeler



Four Wheeler



Commercial Vehicle



Relationships with Diversified Customers...

Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence

A horizontal line with a gradient from dark purple to grey, featuring a small square with a purple-to-black gradient at its center.

Lumax Industries Limited

Leadership in Automotive Lighting

A horizontal line with a gradient from dark purple to grey, featuring a small square with a purple-to-black gradient at its center.

Milestones

1945: Founded a partnership firm 'Globe Auto Industries' as a Trading concern

1956-57: Set-up dedicated unit for Automotive Lighting Equipment in Delhi

1977-79: Setup manufacturing units in Faridabad, Haryana and Pune, Maharashtra

1981: Lumax Industries Pvt Limited established after taking over partnership firm Globe Auto Industries

1984: TA signed with Stanley, Japan for Lighting Equipment

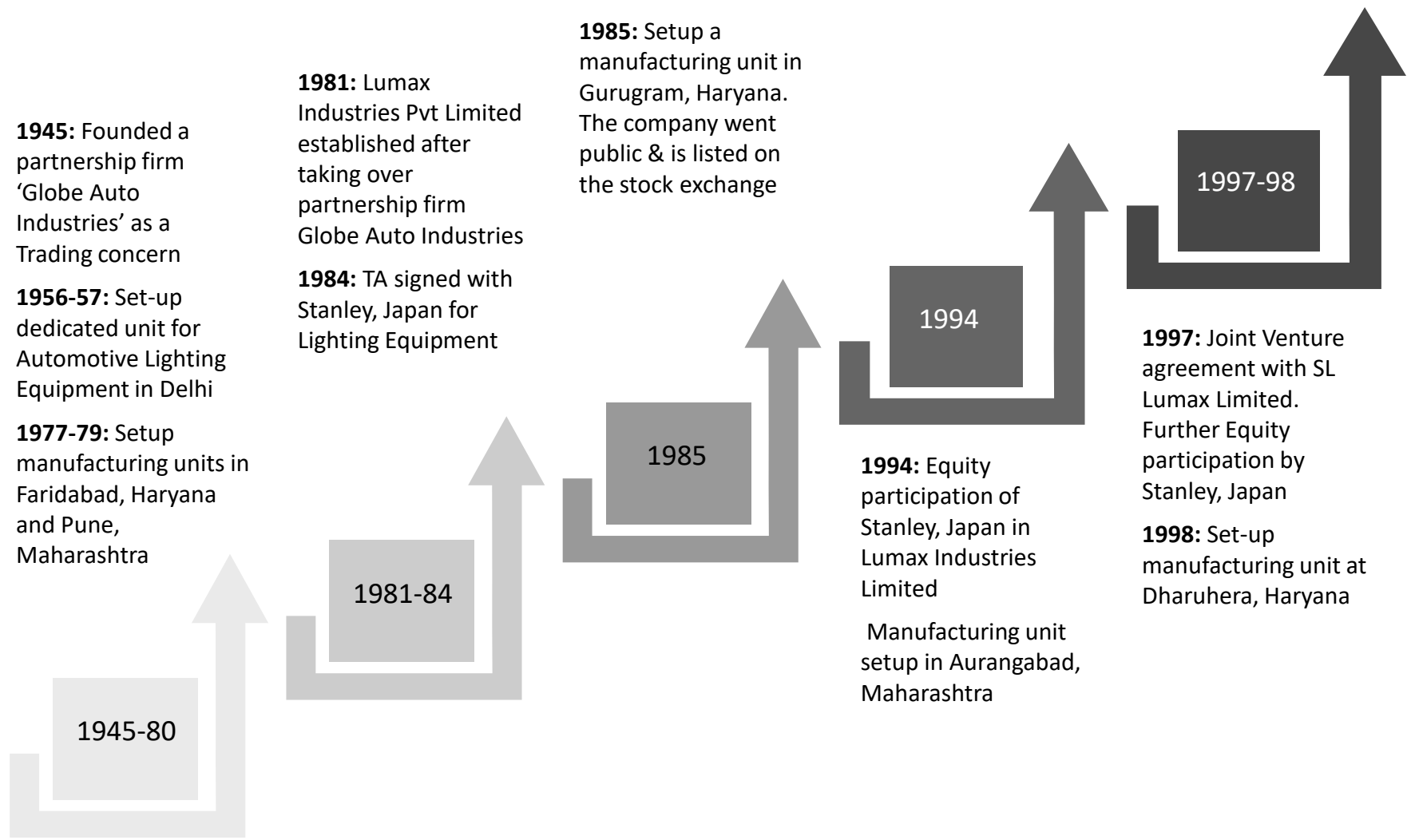
1985: Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

1994: Equity participation of Stanley, Japan in Lumax Industries Limited

Manufacturing unit setup in Aurangabad, Maharashtra

1997: Joint Venture agreement with SL Lumax Limited. Further Equity participation by Stanley, Japan

1998: Set-up manufacturing unit at Dharuhera, Haryana



Milestones

...2005 -2017 a period of strategic expansion

2003: Demerger Lumax Industries

2005: Setup manufacturing unit in Chakan, Maharashtra

2007: Further Equity participation by Stanley, Japan

2008: Setup manufacturing plant in Pantnagar, Uttarakhand & expansion of Dharuhera and Chakan plants. Also setup a R&D centre at Gurugram

2010: Setup a manufacturing plant in Haridwar, Uttarakhand

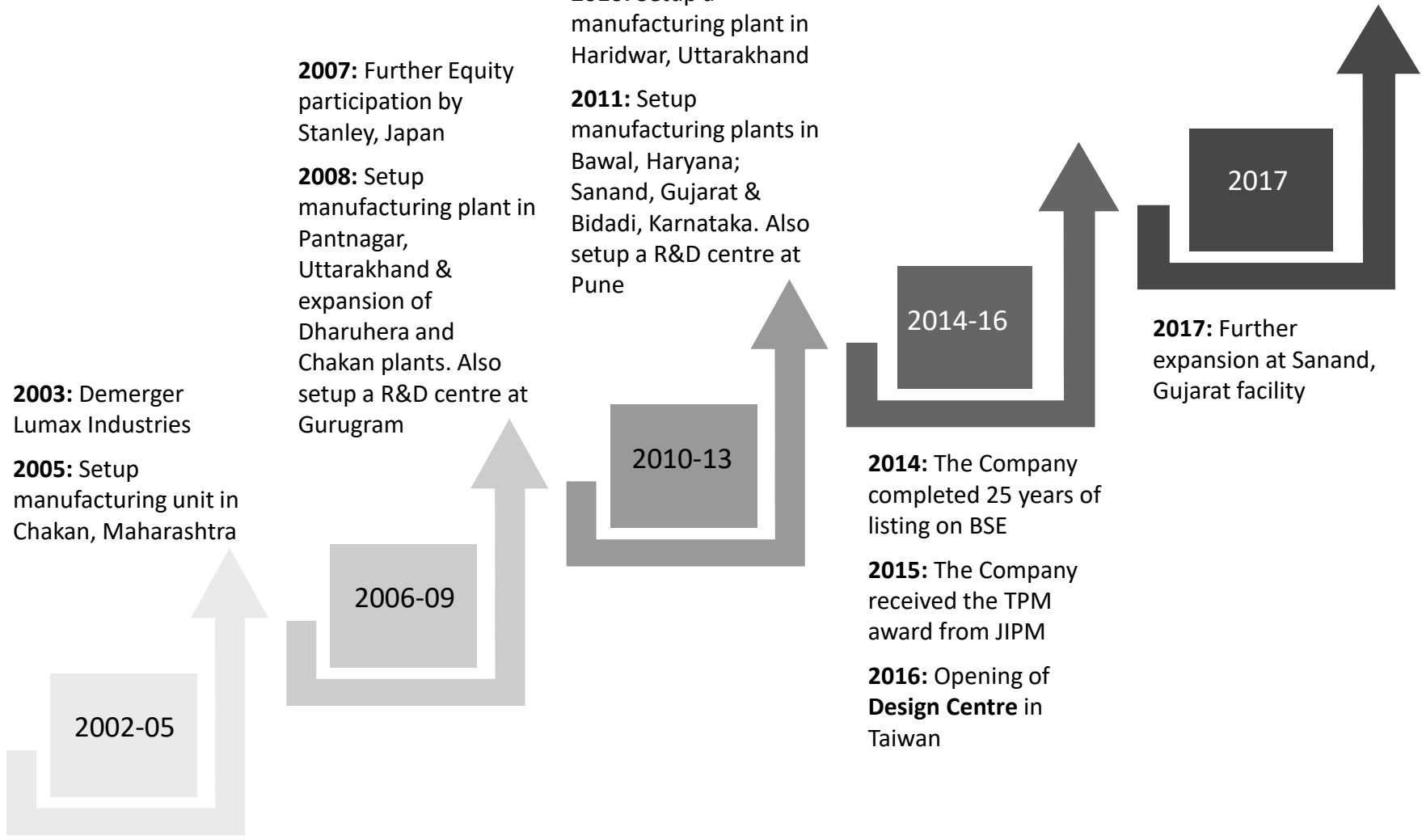
2011: Setup manufacturing plants in Bawal, Haryana; Sanand, Gujarat & Bidadi, Karnataka. Also setup a R&D centre at Pune

2014: The Company completed 25 years of listing on BSE

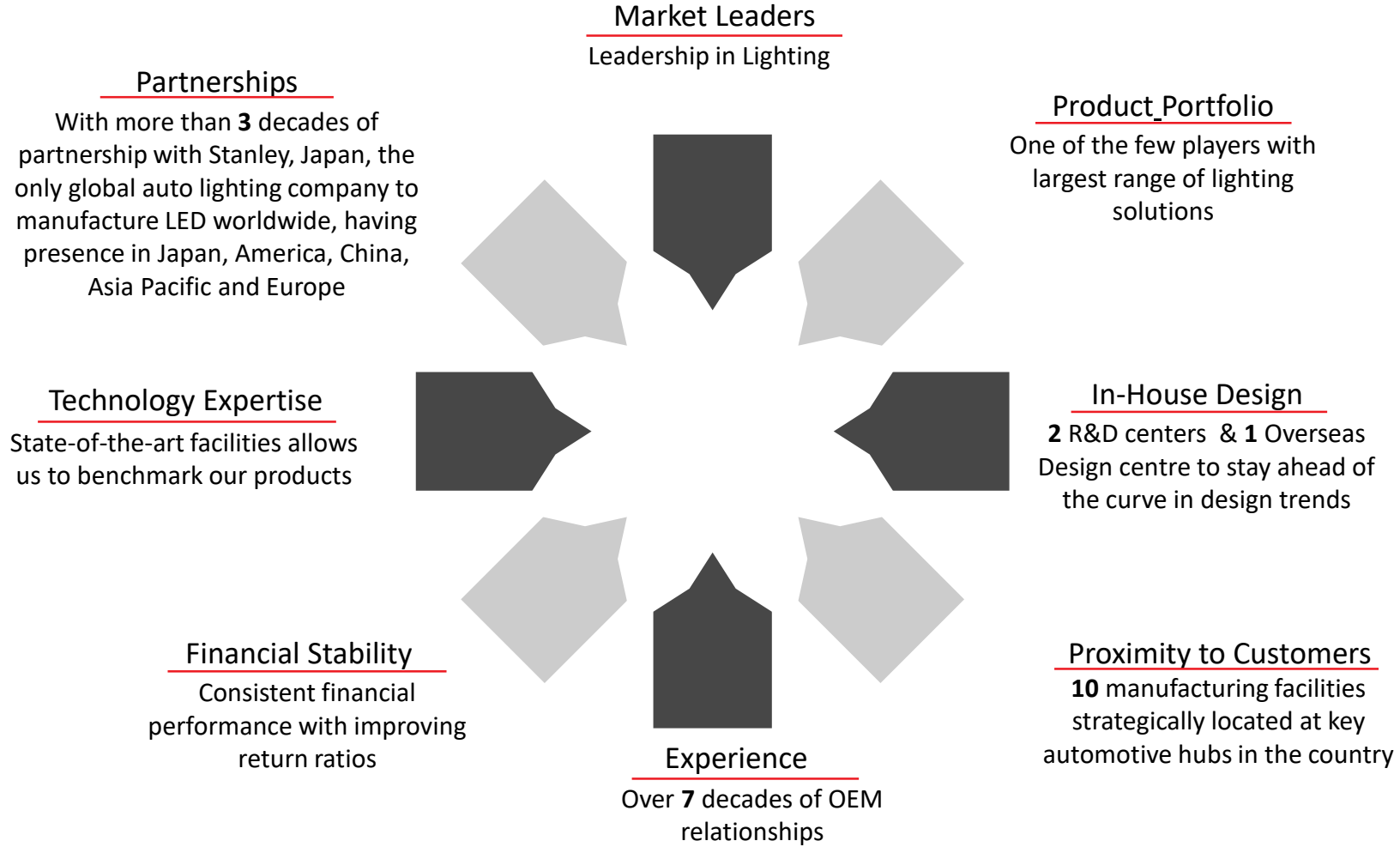
2015: The Company received the TPM award from JIPM

2016: Opening of **Design Centre** in Taiwan

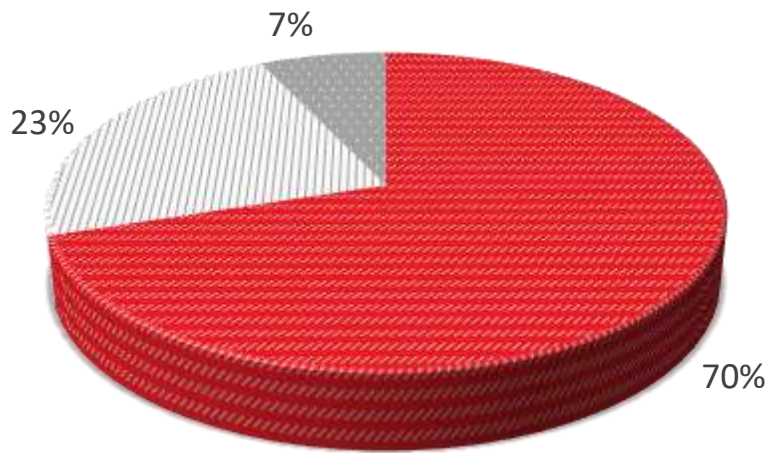
2017: Further expansion at Sanand, Gujarat facility



Competitive Advantages

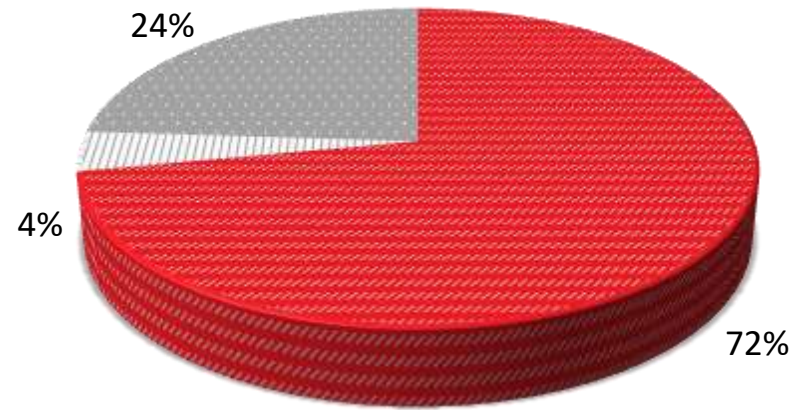


Product wise Sales 9MFY17 (Rs. 907 Crores)



■ Front Lighting
 ■ Rear Lighting
 ■ Others

Segment Wise Sales 9MFY17 (Rs. 907 Crores)

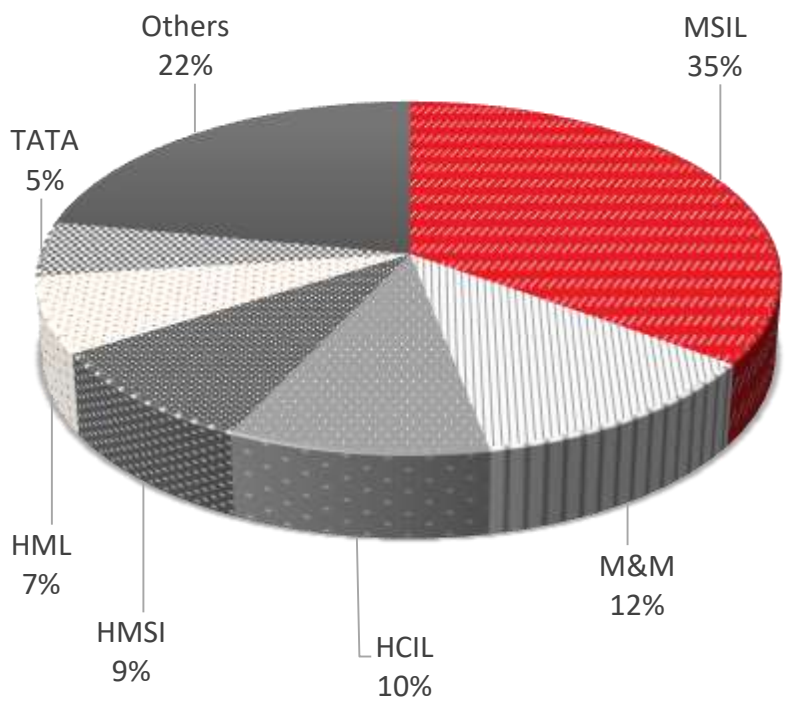


■ Passenger Vehicles
 ■ Commercial vehicles
 ■ 2-Wheelers

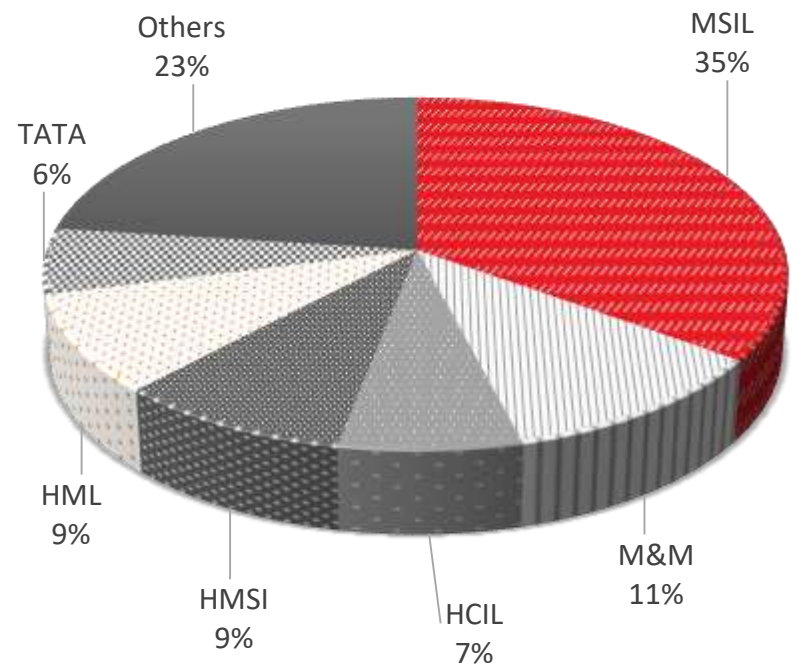
Front Lighting – Head Lamp & Fog Lamp
 Rear Lighting – Tail Lamp & High Mount Stop Lamp
 Others – Auxiliary Lamps, Indicators

Customer Mix

Customer wise sales FY16 (Rs. 1,245 Crores)



Customer wise sales 9MFY17 (Rs. 907 Crores)



SL Lumax Limited

Associate Company with 21.28% holding

Plant in Sriperumbudur (Chennai)

In partnership with SL Corporation, Korea, a multinational automotive player with presence in Asia-Pacific, Europe & US

Products**Lamps**

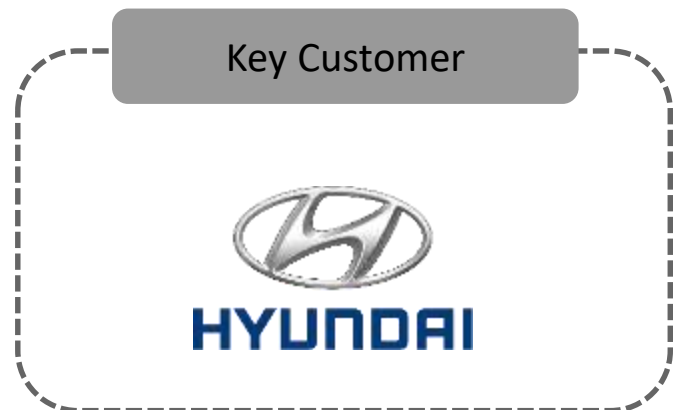
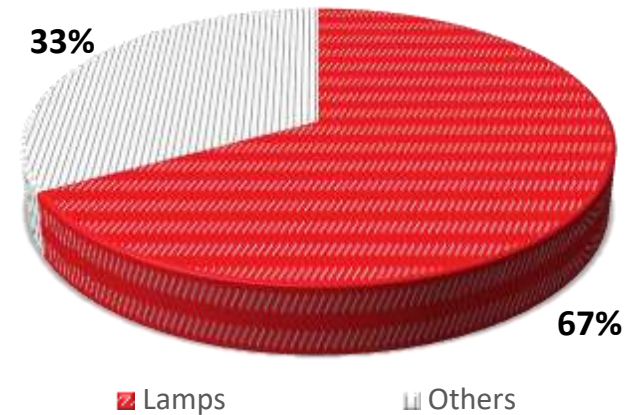
Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

Sales Breakup
FY16 – Rs. 900 Crores



Strong Customer Base ...

Four Wheeler



Two Wheeler



Commercial Vehicle

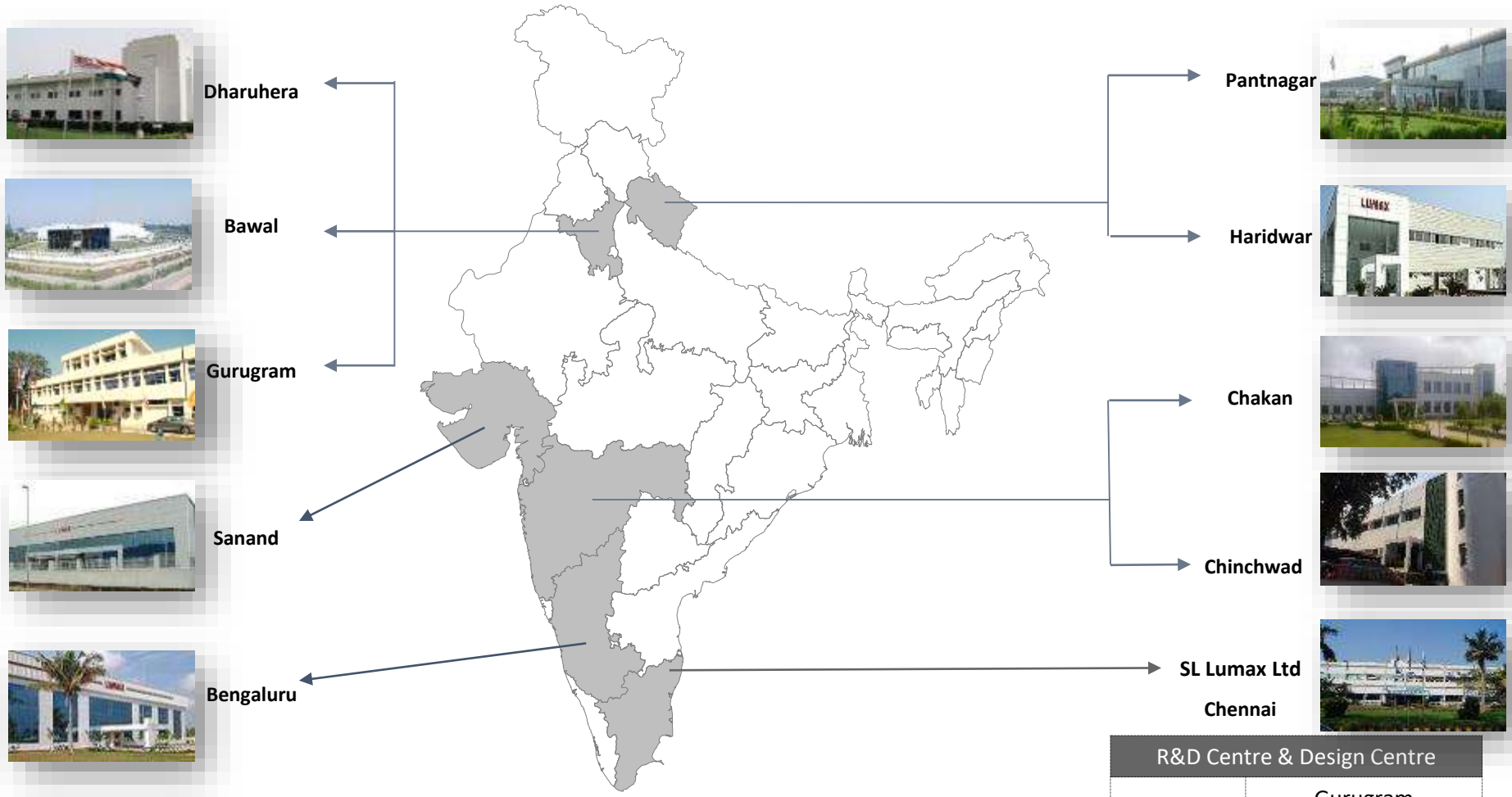


Export



... Servicing almost 90% of OE Customers in India ...

... From Strategic Locations ...



... in Key Auto Belts of India

R&D Centre & Design Centre	
R&D Centre	Gurugram
	Pune
Design Centre	Taiwan

State of Art Manufacturing Facilities



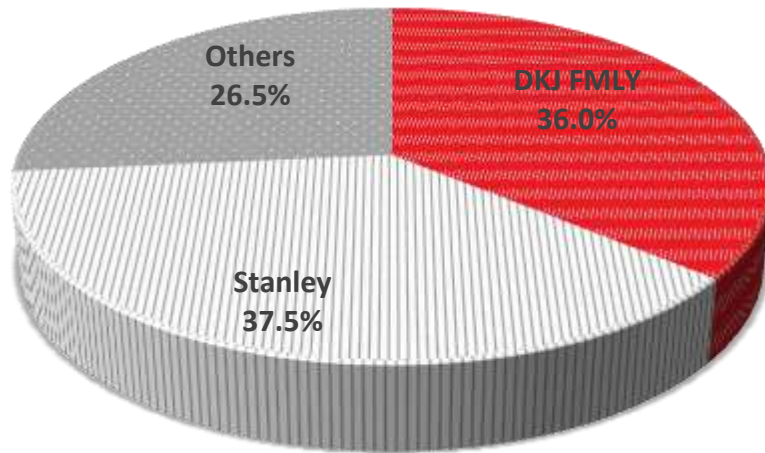








Shareholding breakup



Stanley Electric Company Ltd

Over three decades of strong technical & financial collaboration with Stanley Electric Company Ltd, Japan

A world leader in Vehicle Lighting & Illumination products for Automobiles

The only Global Auto Lighting company to manufacture LED worldwide

Promoter Group



Mr. Dhanesh Kumar Jain
Chairman

- He is 74 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. Deepak Jain
Managing Director

- He is 41 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 20 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 Co-Learning Chair of Young Presidents' Organization & Member of Entrepreneurs' Organization. He also holds the position of Co-Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association



Mr. Anmol Jain
Jt. Managing Director

- He is 37 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

Promoter Group



Mr. Eiichi Hirooka
Senior Executive Director

- He is 58 year old & is a Masters in Business Administration (Finance)
- He is a Nominee Director of M/s Stanley Electric Co. Limited, Japan & possesses around 32 years of rich experience in Auto Lighting sales in USA
- He is with Lumax since 2011



Mr. Koji Swada
Executive Director

- He is 53 years old & graduated from Osaka Institute of Technology
- He is a Nominee Director of M/s Stanley Electric Co. Limited, Japan and possesses over 30 years of rich experience in Quality Control & Lamp Assembly
- He is with Lumax since 2008



Mr. Toru Tanabe
Non-Executive Director

- He is 57 years old & is a graduate from Hosei university, japan
- He has over 25 years of rich experience in R&D of Electrical components & advanced Illumination systems for automotive equipment
- He also has about 10 years of experience in automotive electronics
- He joined Stanley, Japan in 1981

...Supported by Strong Independent Directors



Mr. A P Gandhi

- He is 78 years old & is a mechanical engineer
- He has held top leadership positions in prestigious organisations having over 40 years of experience
- His last assignment was as President at Hyundai Motors India Limited. Prior to that he was Chief Executive –R&D at Escorts Limited & at Telco before that, holding various senior positions in the area of manufacturing operations



Mr. Gursaran Singh

- He is 81 years old and is an intermediate
- He is an Industrialist & possesses more than 60 years of experience in Auto Component Industry



Mr. M.C. Gupta

- He is 78 years old and is MA in English Literature from Agra University
- He is a Retd. IAS officer & has served the Union & State Governments in various capacities including Deputy Secretary, Min of Finance-Dept. of economic Affairs, Advisor – UNIDO (United Nations Industrial Development Organisation)



Mr. Dhiraj Dhar Gupta

- He is 66 years old and 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. Ratan Kapur

- He is 59 years old & is a B.Com Graduate from Delhi University
- He is an Industrialist & possesses more than 32 years of experience in Auto Component Industry
- He is the current President of ACMA & Chairman of Haryana State Council of CII



Ms. Pallavi Dinodia Gupta

- She is 36 years old and holds B.Com honours & is a Law Graduate from Delhi University
- She is a Chartered Accountant by profession & is a partner in SR Dinodia & Co. LLP, Chartered Accountants.
- She specializes in international taxation & also actively involved in the domestic taxation

Professional & Experienced Team



Mr. Vineet Sahni
Chief Executive Officer
Age: 51 Years
Experience: 30 Years



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



Mr. Sanjay Mehta
Group – Chief Financial Officer
Age: 49 years
Experience: 26 Years



Mr. Shrutikant Rustagi
Chief Financial Officer
Age: 46 Years
Experience: 21 Years



Mr. B S Bhadauriya
Group – Company Secretary
Age: 52 Years
Experience: 26 Years



Mr. Shwetank Tiwari
Company Secretary
Age: 38 Years
Experience: 11 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: 47 Years
Experience: 24 Years



The Path Ahead

Head Lamp – Technology Evolution



Head Lamp with Bulb



Projector Head Lamp



All LED Head Lamp



Head Lamp with bulb + Led DRL



Head Lamp with LED Projector and LED DRL

2011-13

- Head Lamps with Halogen Bulbs with Clear PC Lens with Multi Focal Reflector (MFR) for Light Distribution were introduced in the passenger vehicle segment
- Indian OEM's introduced Projector Lamps with Halogen Lamps and some features with LED like the DRL (Daytime Running Lights). But Projector Lamps were offered as an option in top variants of the vehicles and not as a standard feature

2014-15

- Introduction of Projector Lamps with Halogen Bulbs for new vehicles launched in India by more number of OEM's as standard feature
- In the later half of 2014 and start of 2015 more number of OEM's shifted focus to introduction of LED's for feature of DRL's and / or signature Lighting
- Also in 2015 more number of Head Lamps were introduced with LED's for DRL feature with usage of HID (High Intensity Discharge) Bulbs for Projector

2016-17

- Almost all the models were introduced either with LED DRL feature or Projector Head Lamp (either with Halogen Bulb or HID Bulb) or with both LED DRL and Projector Head Lamp
- Headlamps with Signature DRL's or Lighting become a styling feature and were introduced in the vehicles launched in 2016
- Later half of 2016 also witnessed the introduction of LED Projector Head Lamps thus leading to more penetration of Electronics and LED into Head Lamps
- Year 2017 will witness the transition to manufacturing of Localized LED Head Lamp with Signature DRL and Position

2017-18

- The future models which are replacing the existing models are now either with Projector Head Lamp (Bulb) whose predecessor were with Halogen Bulbs and with Projector Head Lamp (with LED) whose predecessors were with Projector with Halogen Bulbs

LED to drive the future growth

Rear Lamp – Technology Evolution



Split type Tail Lamp



Tail Lamp with LED Signature and Tail function



All LED Tail Lamp



3D Led Tail lamp



Adaptive rear Lighting

2011-12

- Tail lamps were introduced with Clear Lenses with adoption of Multi Color Molding technique for giving a Homogenous appearance to the tail lamp

2013-mid of 2014

- New Styling adopted in Tail Lamps with introduction of Split Tail Lamp design

End of 2014 - 2015

- Penetration of LED's into Tail Lamps with introduction of one or more feature with LED.
- LED's adopted for giving Signature shape in the Tail Lamps

2016

- Almost all the new models launched were having presence of LED's either for one of the functions or for Signature Lighting

2017 onwards

- All the new models to be introduced are with LED's for having better Aesthetic Appearance and Signature Appearance

LED to drive the future growth

Leveraging on our Strengths for LED Market

The Market Scenario

Increased styling demands by OEMs to individualise & differentiate

Influencing the cost of lighting cluster

Creating revenue opportunities for Tier I suppliers

Partnership with Stanley Electric -
Stanley the only Auto Lighting company globally to manufacture LEDs

Lumax is supplying to almost 90% of OE customers

Higher need for Localization of Engineering & Cost Reduction

Strategically located Manufacturing Infrastructure

Consistent Investment in R&D

Backward integration with PCBMT (Surface Mounting Technology)

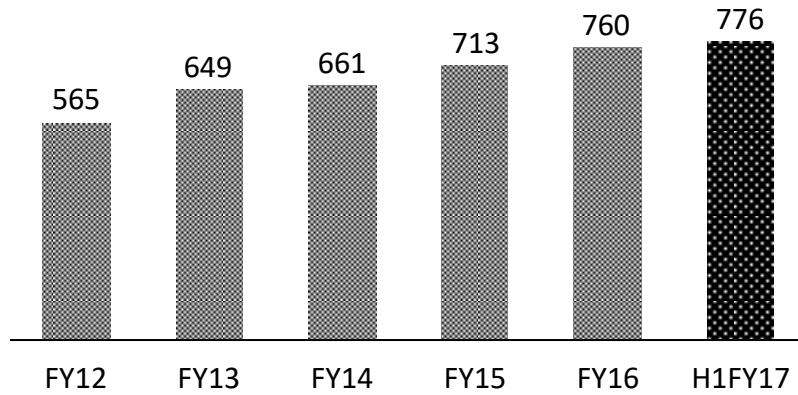
To gain from Bharat Stage VI

Creating The

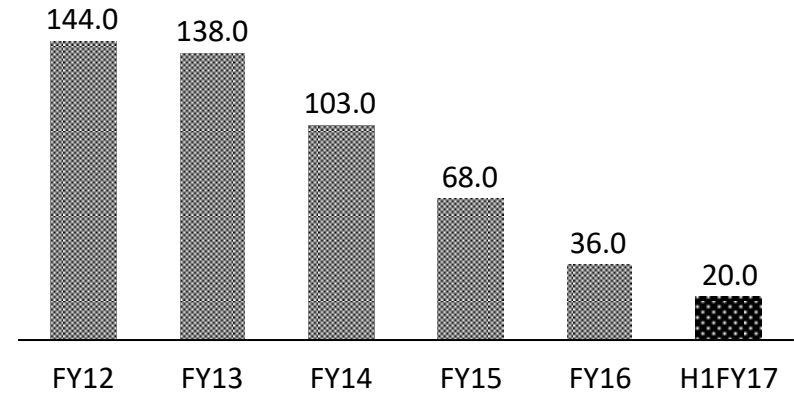
LUMAX Advantage

Financials

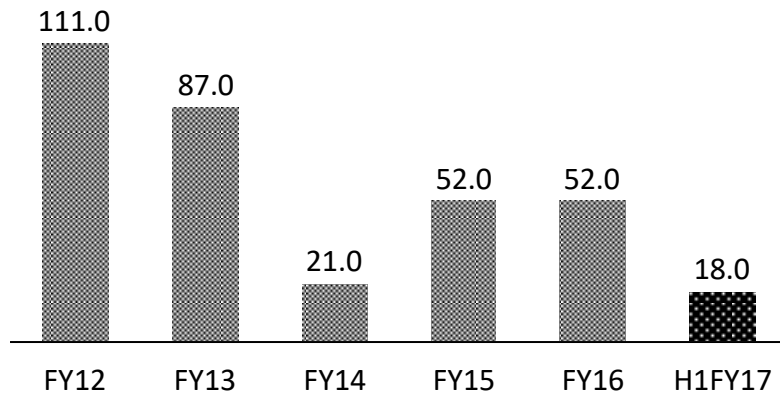
Gross Block*



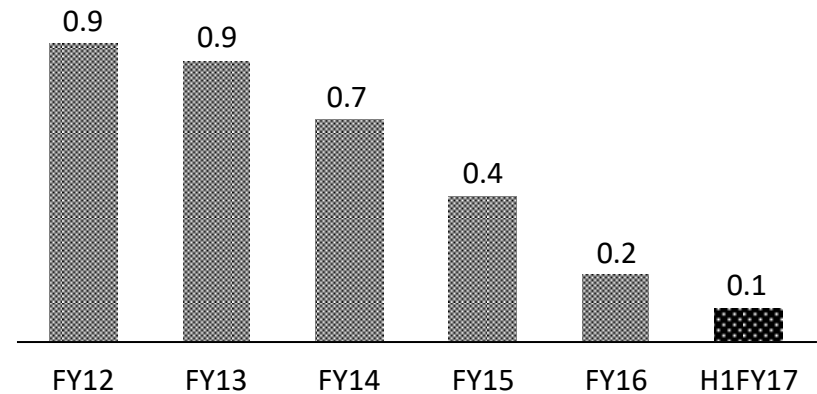
Long Term Loan*



Capex*



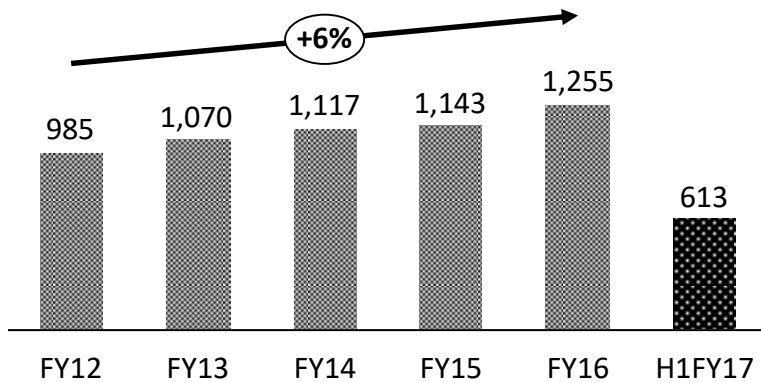
Reducing Long Term Debt / Equity



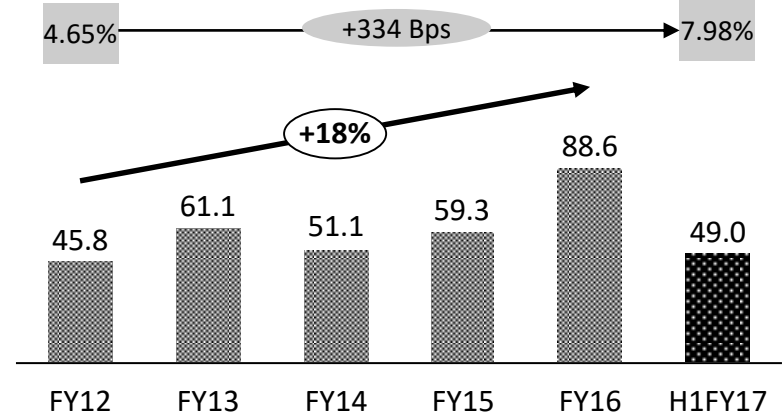
Standalone Results

*Rs. Crores

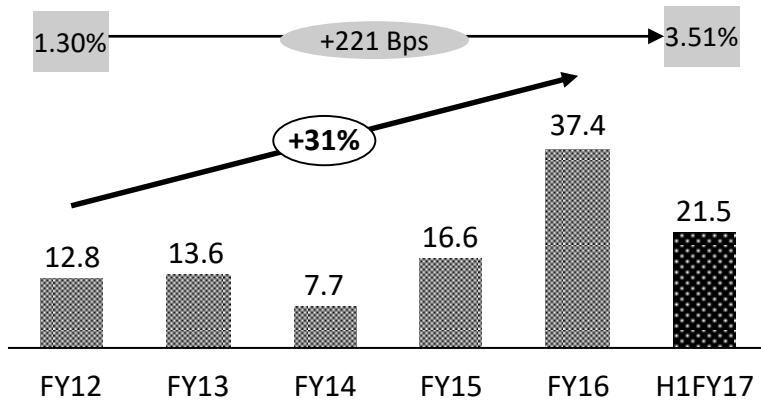
Revenue *



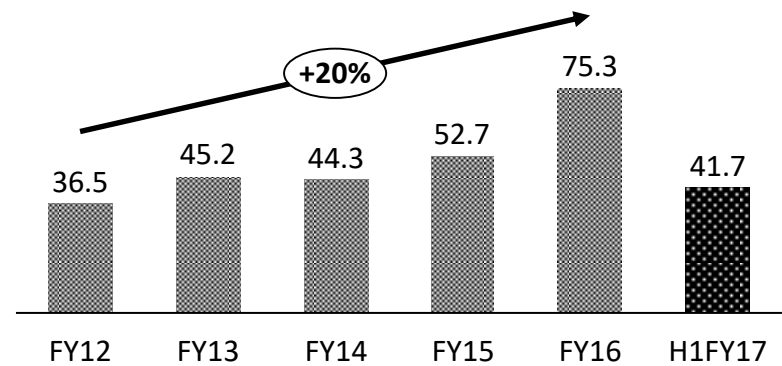
EBITDA *



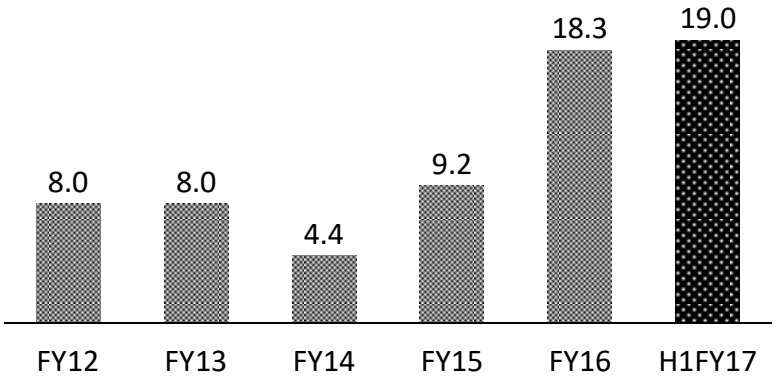
PAT *



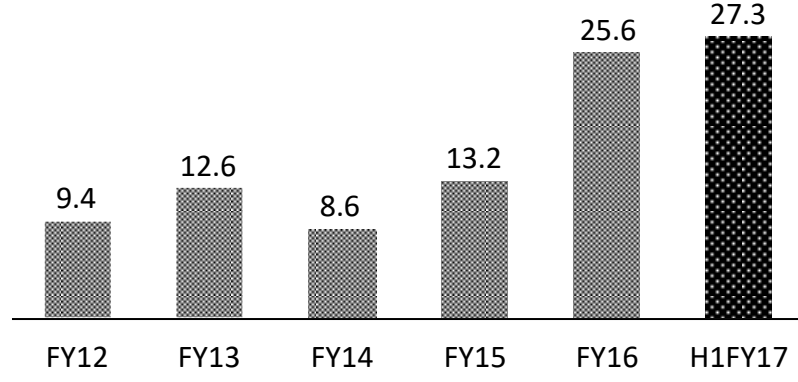
Cash PAT *



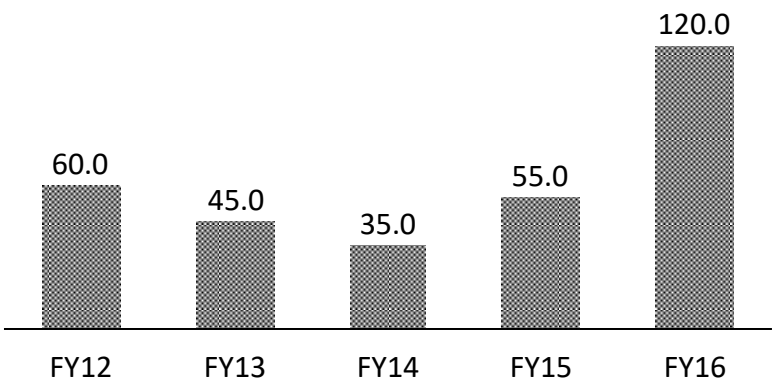
ROE (%)



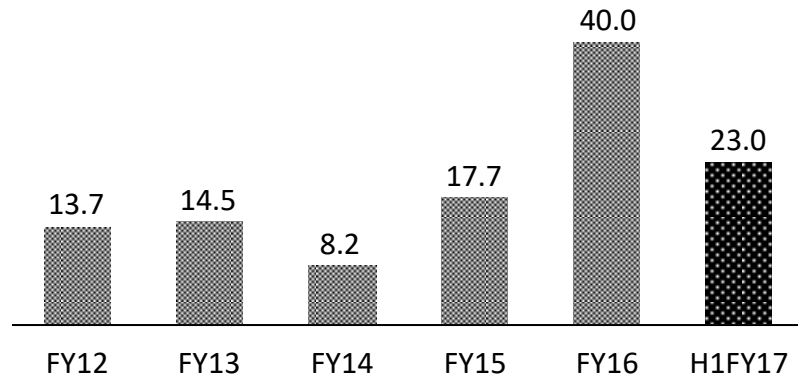
ROCE (%)



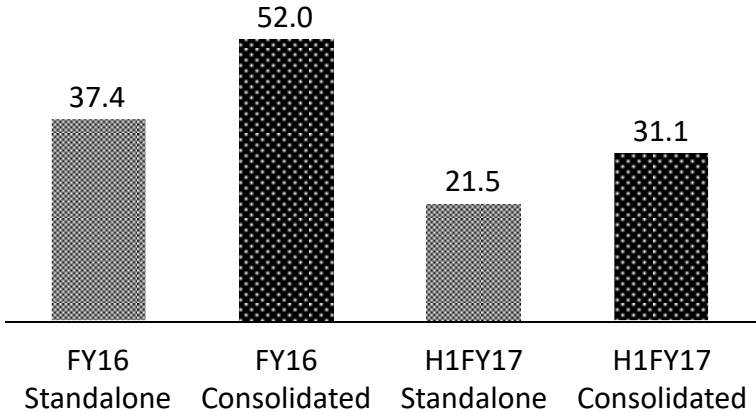
Dividend (% of Face Value)



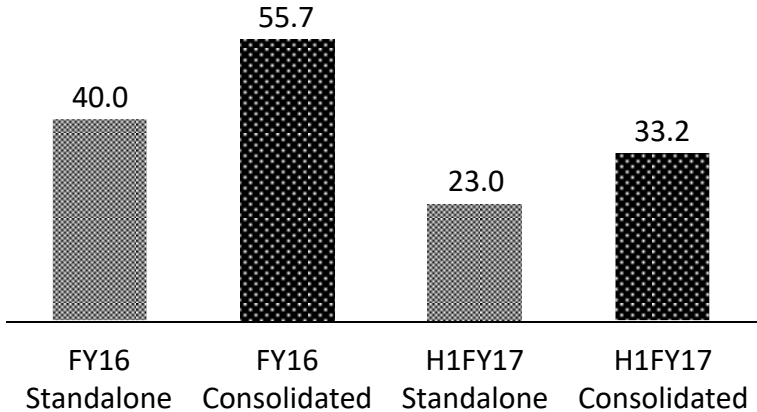
EPS (in Rs.)



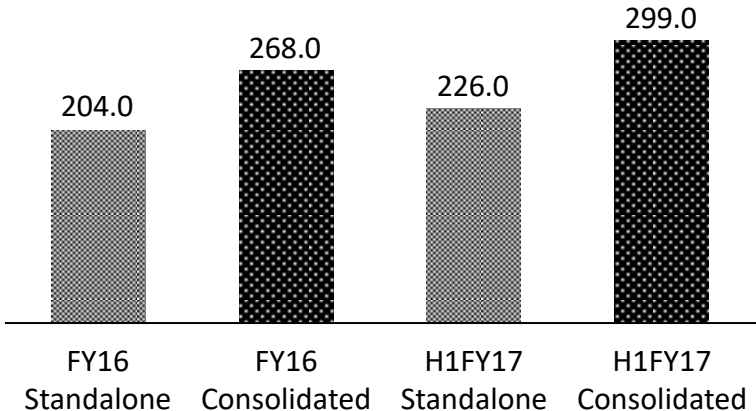
PAT*



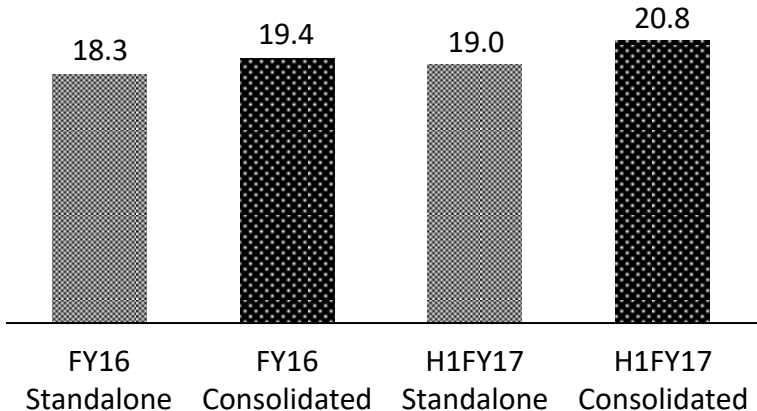
EPS (in Rs.)



Net Worth*

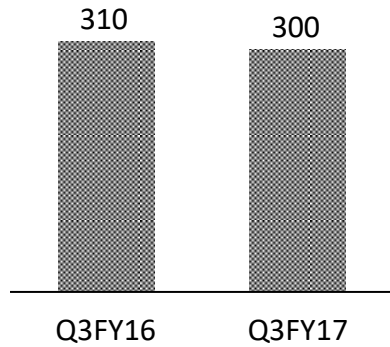


ROE (%)

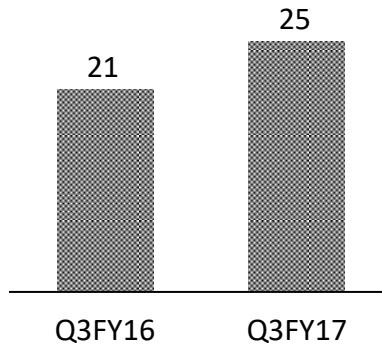


*Rs. Crores

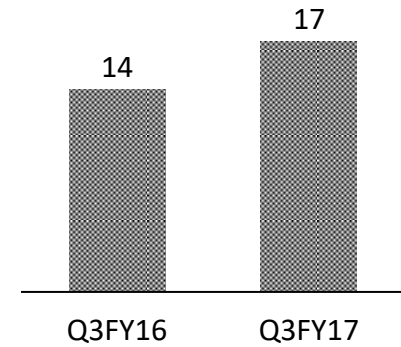
Revenue *



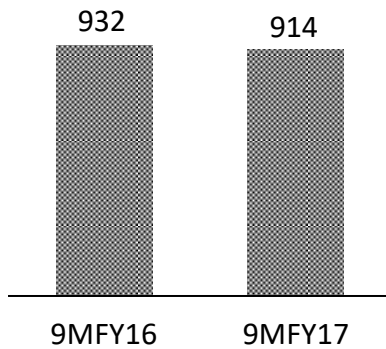
EBIDTA *



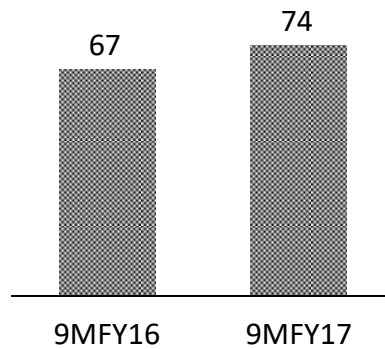
PAT *



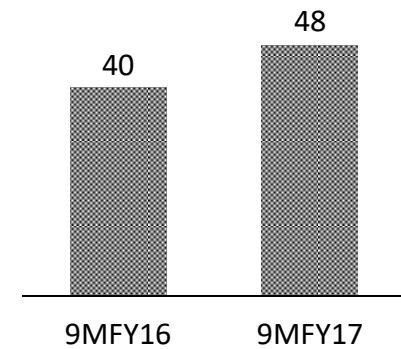
Revenue *



EBIDTA *



PAT *



Particulars (Rs. in Crores.)	Q3FY17	Q3FY16	Y-o-Y	9MFY17	9MFY16	Y-o-Y	FY16
Net Revenue	300.48	309.86	-3.03%	913.83	931.96	-1.95	1,255.18
Raw Material	190.22	206.66		576.87	624.32		839.72
Employee Expenses	40.53	36.77		119.42	105.70		142.67
Other Expenses	44.31	45.94		143.16	134.87		184.24
EBITDA (Inc Other income)	25.42	20.50	24.00%	74.39	67.07	10.92%	88.55
EBITDA Margin	8.5%	6.6%		8.1%	7.2%		7.05%
Depreciation	10.35	9.54		30.56	28.23		37.90
Finance Cost	2.68	3.06		9.09	9.86		13.44
PBT	13.88	8.65	60.53%	38.45	31.60	21.68%	41.10
Tax	0.85	0.47		4.44	5.06		4.22
PAT (before Associates)	13.03	8.18		34.01	26.54		36.88
Profit from Associates	4.01	5.64		14.10	13.37		15.15
PAT	17.04	13.81	23.39%	48.11	39.91	20.56%	52.03
PAT margin	5.67%	4.46%		5.27%	4.28%		2.94%
EPS	18.23	14.78	23.34%	51.47	42.69	20.57%	55.66

Particulars (Rs. in Crores.)	Sept-16	Mar-16
Shareholder's Fund	299.4	268.4
Share Capital	9.3	9.3
Reserves & Surplus	290.1	259.0
Non-current Liabilities	61.7	64.2
Long-term Borrowings	4.3	10.6
Deferred Tax Liabilities (net)	23.0	19.4
Other Long Term Liabilities	34.4	34.1
Current Liabilities	548.6	526.0
Short-term Borrowings	115.0	84.8
Trade Payables	285.8	307.2
Other Current Liabilities	147.8	134.0
Total Liabilities	909.7	858.6

Particulars (Rs. in Crores.)	Sept-16	Mar-16
Non-current Assets	541.2	525.5
Fixed Assets	428.7	425.0
Long-term Loans and Advances	33.8	30.6
Non-current Investments	78.3	68.7
Other Non-current Assets	0.5	1.2
Current Assets	368.5	333.0
Current Investments	0.1	0.1
Inventories	116.3	104.6
Trade Receivables	174.2	181.2
Cash and Bank Balances	23.8	3.5
Short-term Loans and Advances	50.8	36.6
Other Current Assets	3.3	7.1
Total Assets	909.7	858.6

Awards & Recognitions



Overseas Supplier Association-‘Special Recognition Award’ from Toyota Motor Corporation, award being given by Mr. Takeshi Uchiyamada, Chairman, Toyota Motor Corporation

Awards & Recognition



Supplier Business Capability Building Award from Mahindra & Mahindra, being given by Mr. Hemant Sikka, Chief Purchasing Officer, in presence of Mr. Lalit Verma, Sr. VP CDMM & Mr. Rajnish Vashisht, VP CDMM, Mahindra & Mahindra



Best Supplier Award from TAFE September 2016, being given by Mrs. Mallika Srinivasan , Chairperson TAFE

Awards & Recognition



ACMA Award 2016 –Bronze -Excellence in Technology -Large Category, being given by Mr. Anant Geete, Hon’ble Union Minister for Heavy Industries & Public Enterprises in presence of Heavy Industries and Public Enterprises, in presence of Mr. Guenter Butschek , Chief Executive & Managing Director, Tata Motors

ACMA Award 2015 –Silver –Excellence in Technology -Large Category, being given by Mr. Anant Geete, Hon’ble Union Minister for Heavy Industries & Public Enterprises in presence of Heavy Industries and Public Enterprises, in presence of Mr. Vikram Kirloskar, Vice Chairman, Toyota Kirloskar Motor





JIPM-TPM EXCELLENCE AWARD PANTNAGAR PLANT, MARCH 2014

Future Ready: New Design Centre in Taiwan



Mr. C K Tao, Director, TAITRA-Taiwan Office, Mr. David Ho, Ex-President, TYC Group, Taiwan, along with Mr. D K Jain, Chairman and Mr. Vineet Sahni, CEO, Lumax Industries Limited

Celebrated 25 years of Listing



- Special bell ringing ceremony to celebrate 25 years of Listing on BSE on 28th November'2014
- Attended by Mr. DK Jain, Chairman, Lumax Industries Limited & Mr. T Kitano, President Stanley, Japan at BSE, Mumbai

CSR Initiatives



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



For further information, please contact:

Company :

Lumax Industries Limited

CIN: L74899DL1981PLC012804

Ms. Priyanka Sharma

priyanka.sharma@lumaxmail.com

www.lumaxindustries.com

www.lumaxworld.in

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Limited

CIN: U74140MH2010PTC204285

Mr. Jigar Kavaiya / Mr. Rahul Agarwal

jigar.Kavaiya@sgapl.net / rahul.agarwal@sgapl.net

www.sgapl.net