



Lumax Industries Limited

Investor Presentation – November 2017

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Seven Decade
Strong

27
Manufacturing
Facilities

Leader in
Automotive
Lighting & Gear
Shifters



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

14 Entities in 8
States

Over 8,000
Employees

Lumax Industries Limited

Products & Services

End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Lumax Auto Technologies Limited

Products & Services

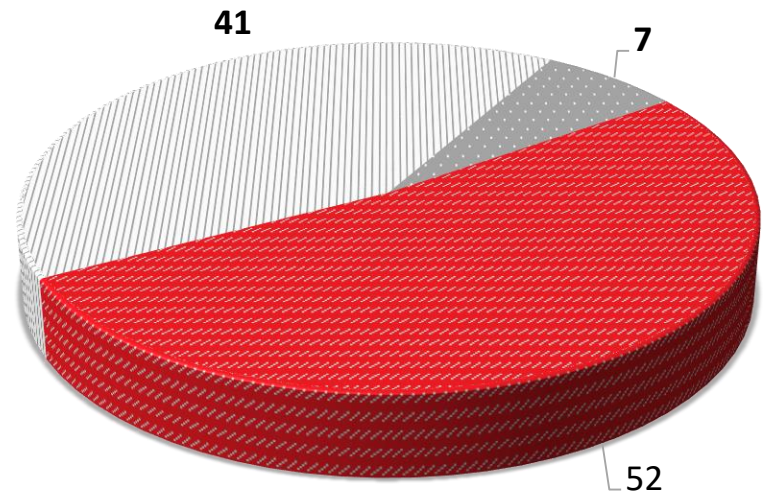
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

Partnerships

- | | |
|---|---------------------|
| • Cornaglia SPA - Italy | • Sipal SPA – Italy |
| • Mannoh Industrial Co. Limited – Japan | • Alpine – Japan |
| • Gill Industries Inc. – USA | • Ituran – Israel |
| • Austem Co. Limited – Korea | • FAE - Spain |

Group Revenue Break Up (%)

FY 17 Revenue of Rs. 2,500 Cr



- Lumax Industries Limited
- Lumax Auto Technologies Limited
- Other Entities

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

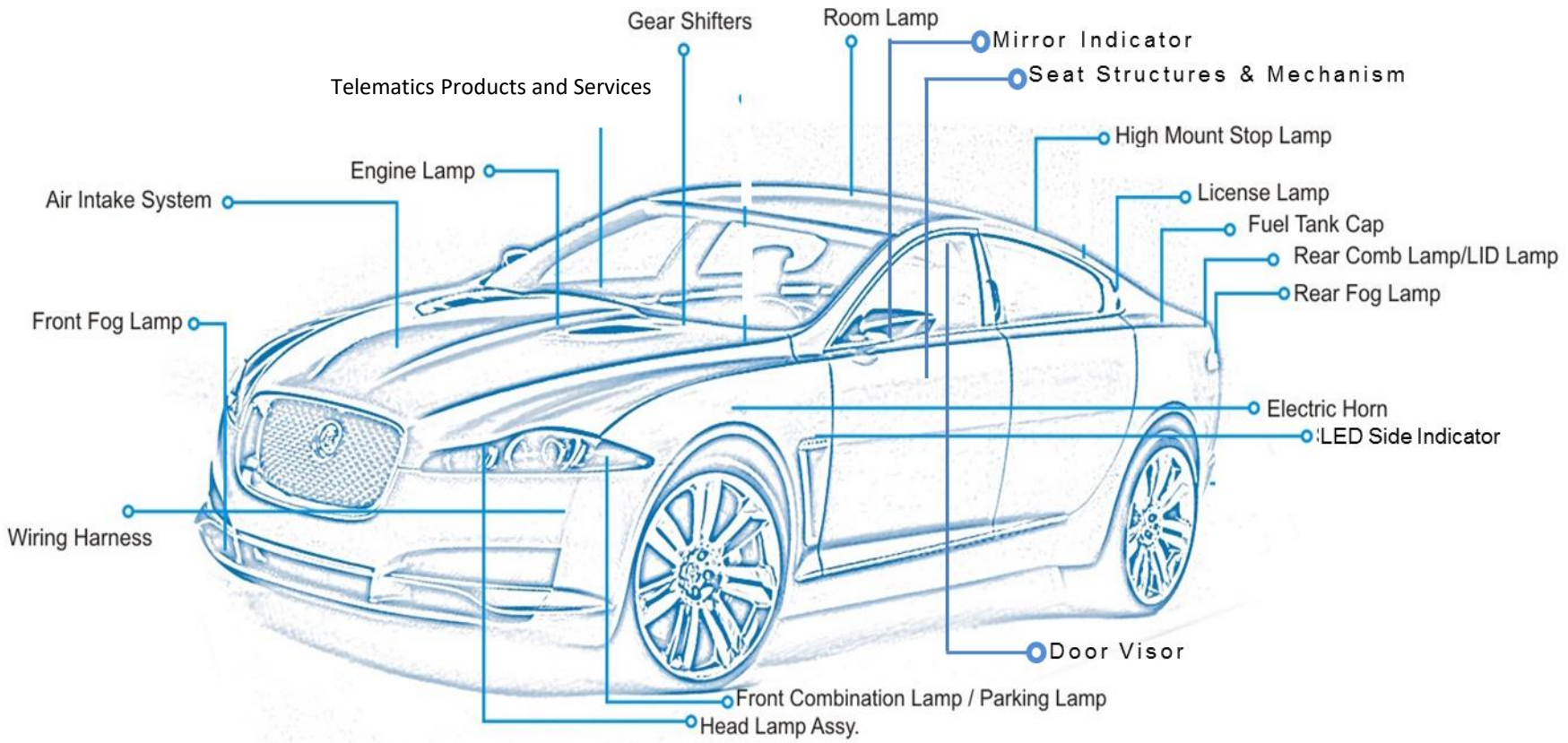


To be a Lean, Profitable, Diversified & Learning Organization that is highly responsive, energetic & innovative by involving people as partners & attaining highest levels of quality, excellence & technology across our domains



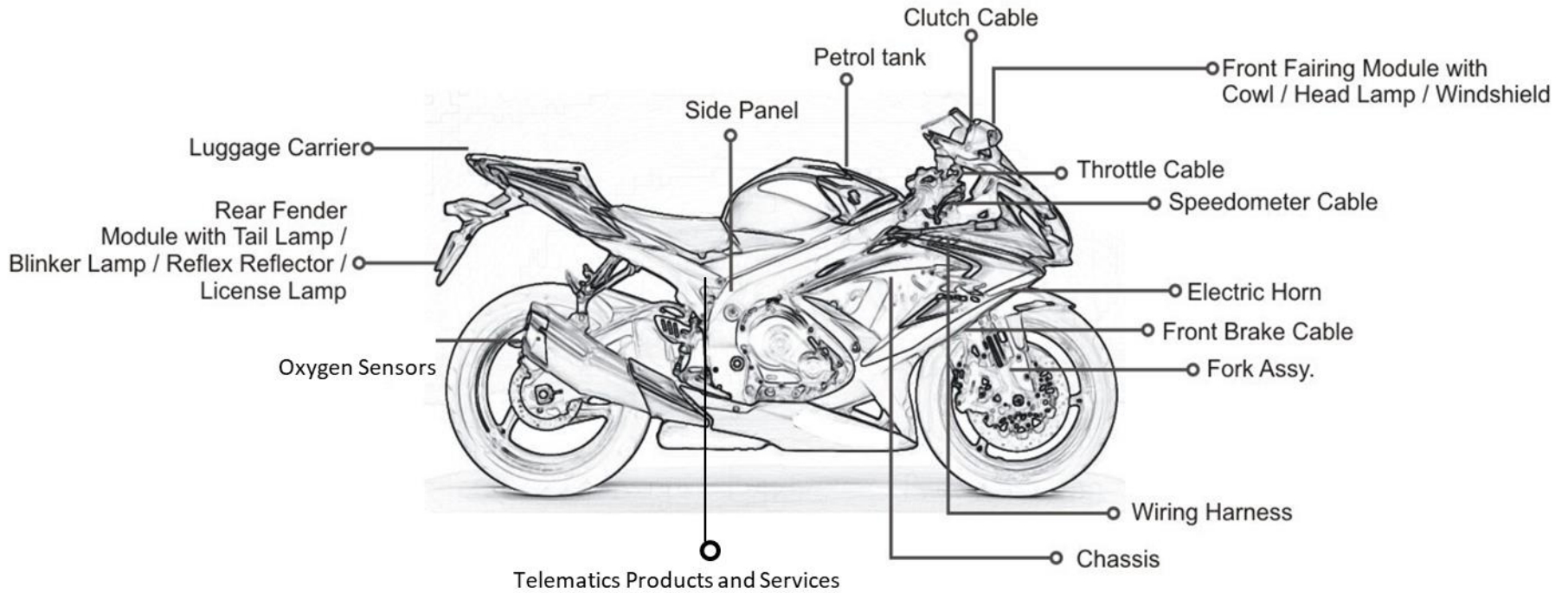
To create a Happy, Safe, Participative, Proud & Admirable Place to Work that inspires individuals to consistently deliver total customer satisfaction

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

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

51% in Lumax FAE Technologies Pvt Limited

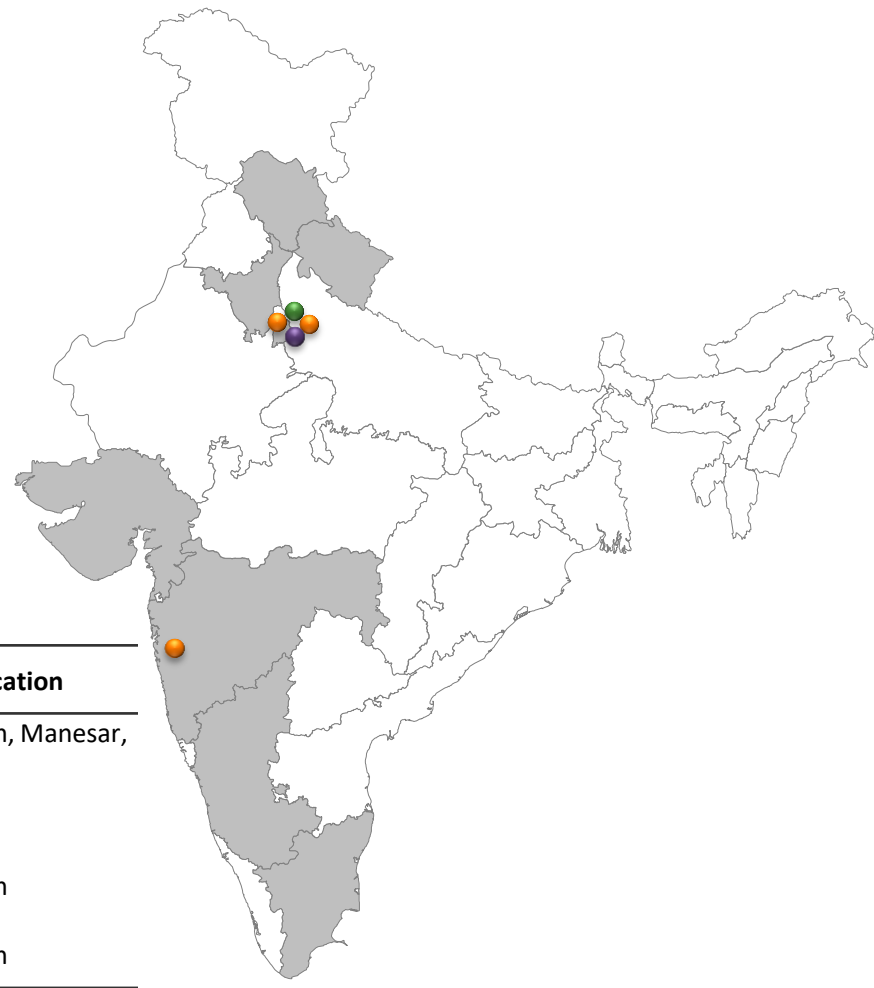
Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

27 Locations close to Customers



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

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

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

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

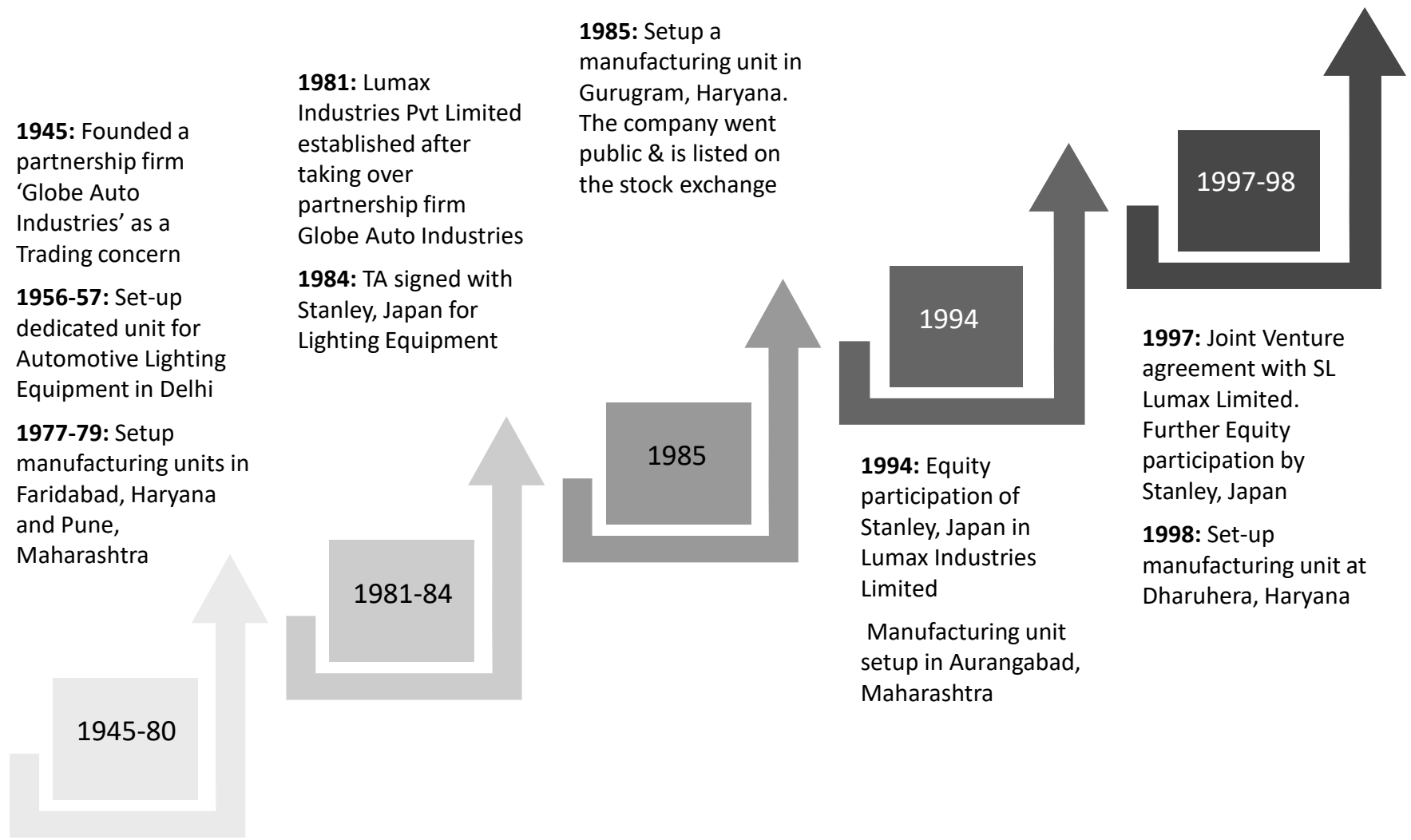
A horizontal line with a gradient from dark purple to grey, featuring a small square with a purple-to-black gradient at its center.

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

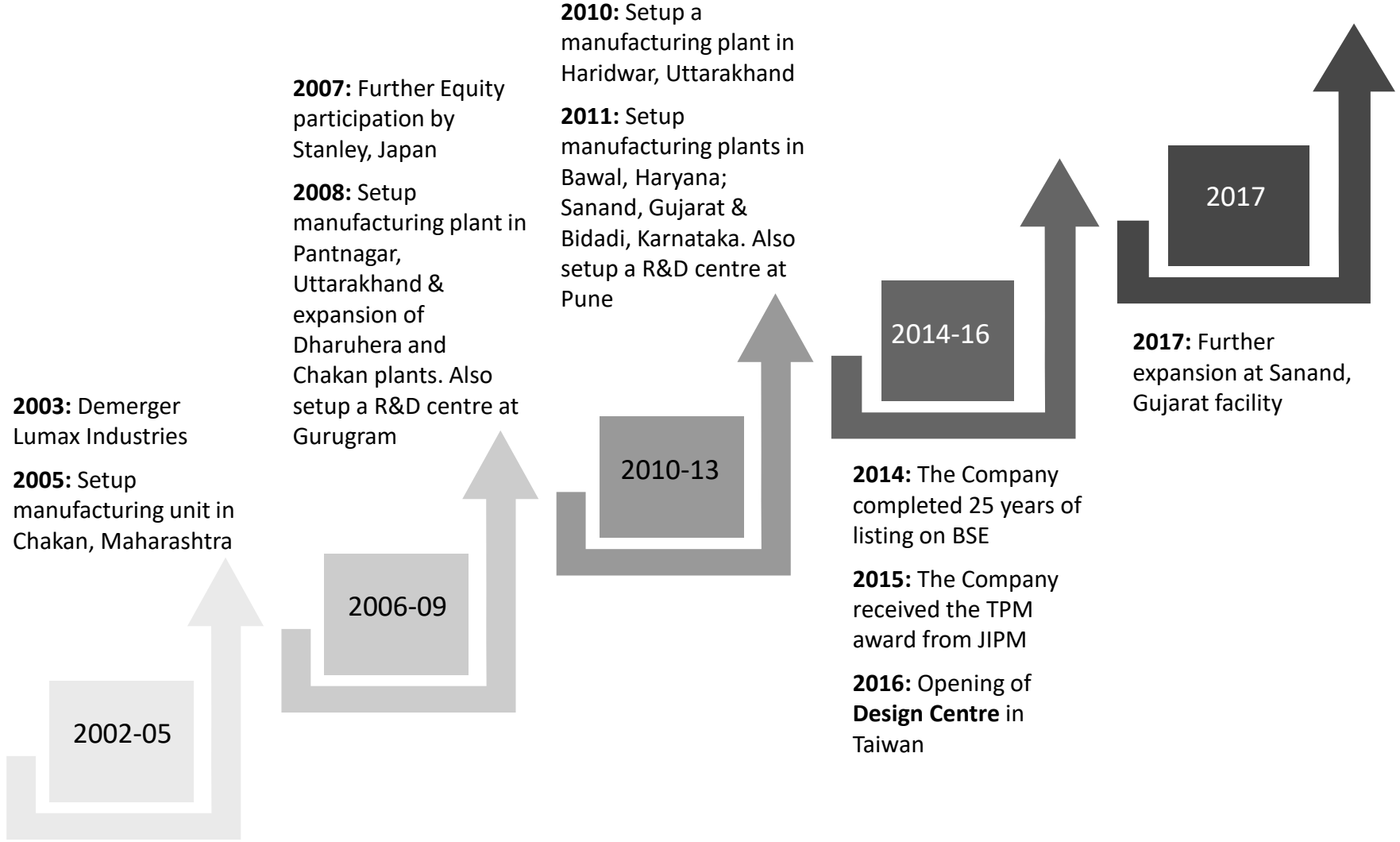
Manufacturing unit setup in Aurangabad, Maharashtra

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

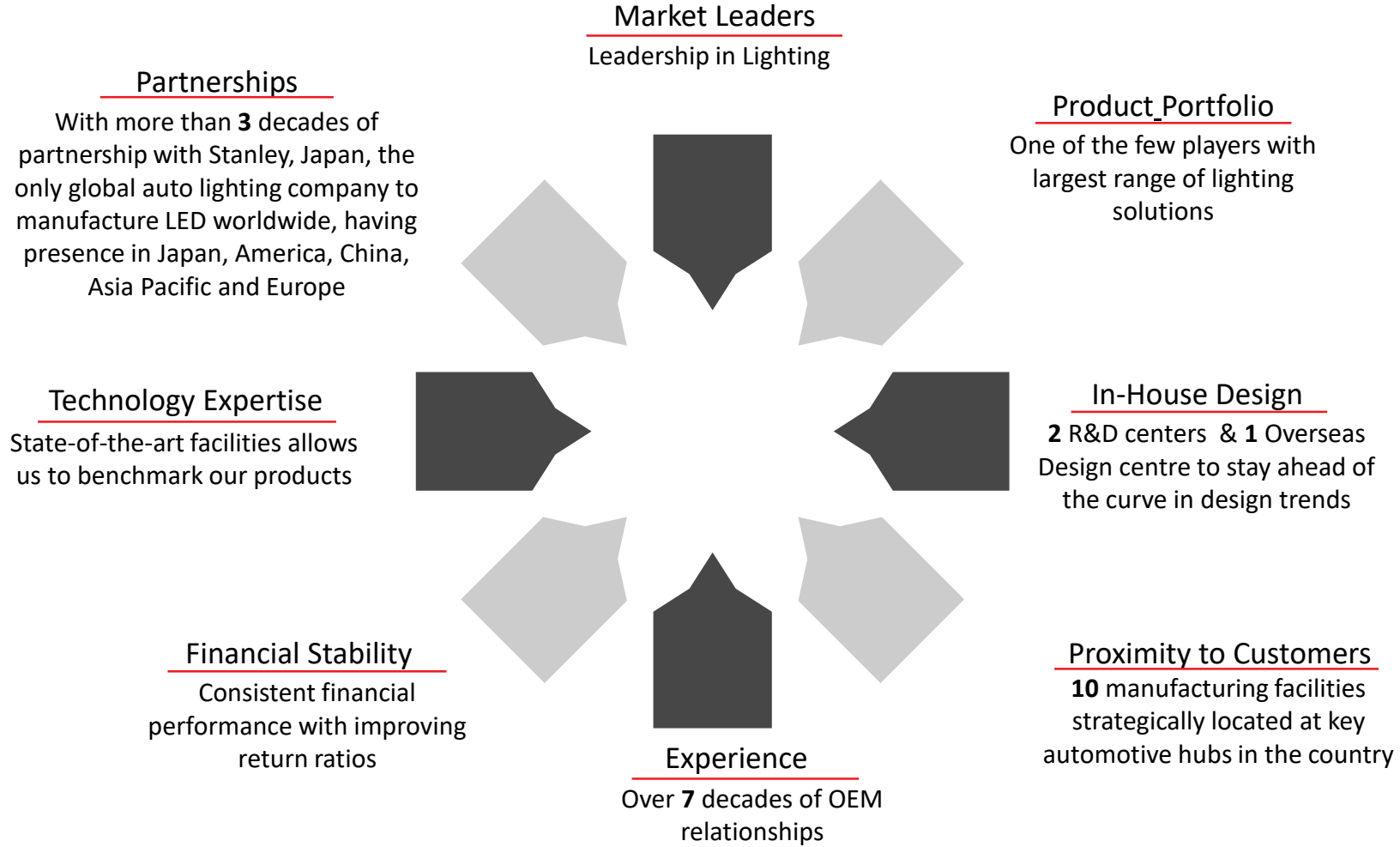
1998: Set-up manufacturing unit at Dharuhera, Haryana

Milestones

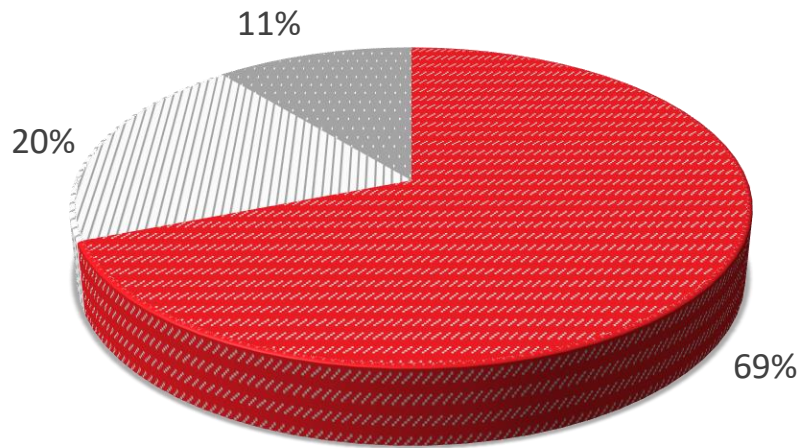
...2005 -2017 a period of strategic expansion



Competitive Advantages

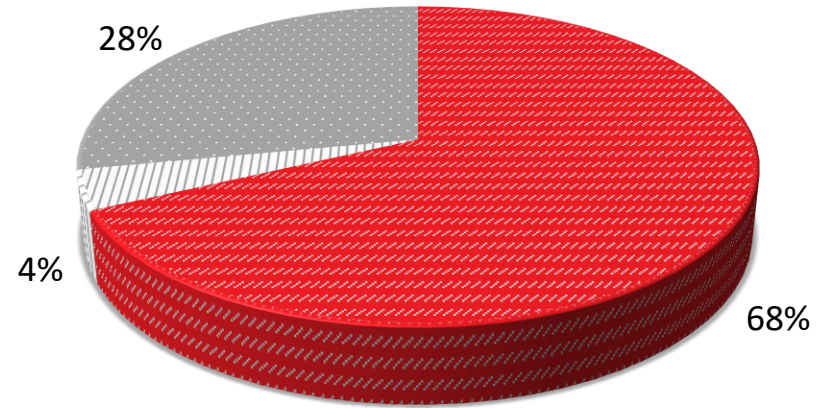


Product wise Sales H1 FY18 (Rs. 720 Crores)



■ Front Lighting
 ■ Rear Lighting
 ■ Others

Segment Wise Sales H1 FY18 (Rs. 720 Crores)

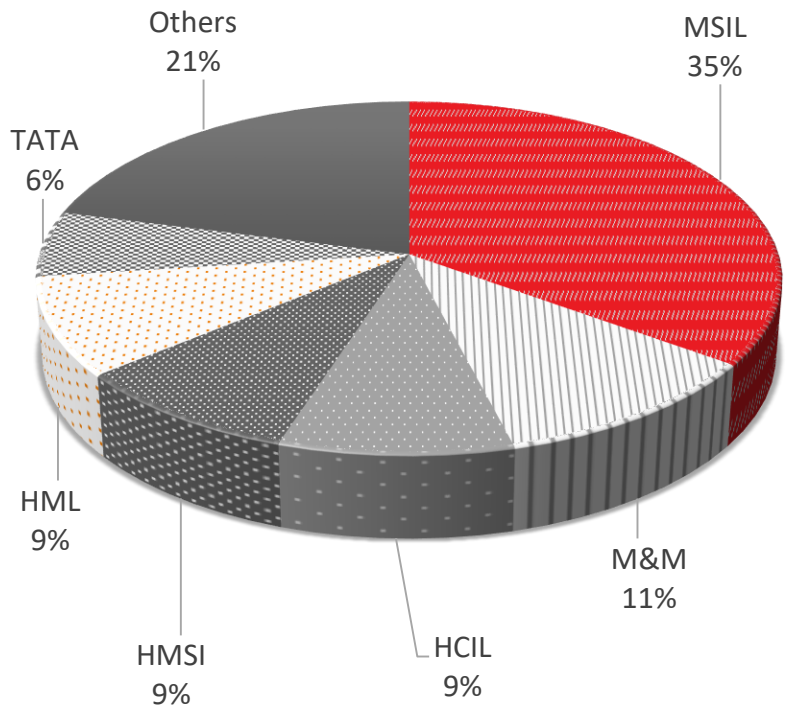


■ Passenger Vehicles
 ■ Commercial vehicles
 ■ 2-Wheelers

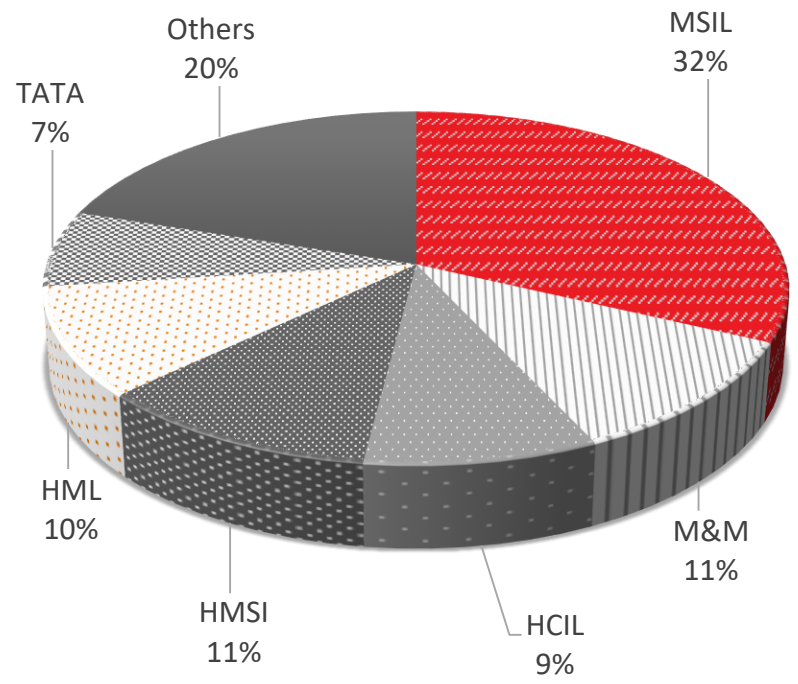
Front Lighting – Head Lamp & Fog Lamp
 Rear Lighting – Tail Lamp & High Mount Stop Lamp
 Others – Auxiliary Lamps, Indicators

Customer Mix

Customer wise sales FY17 (Rs. 1,271 Crores)



Customer wise sales H1 FY18 (Rs. 720 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

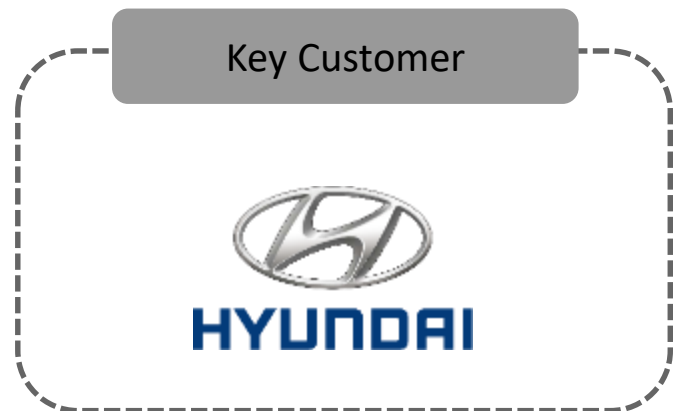
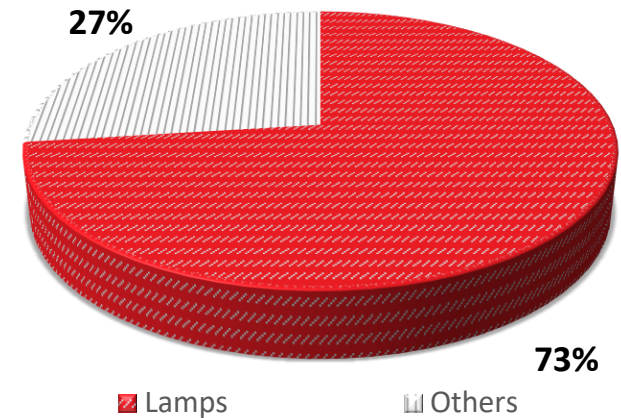
Products**Lamps**

Head Lamp, Rear Combination Lamp, Fog Lamp

Others

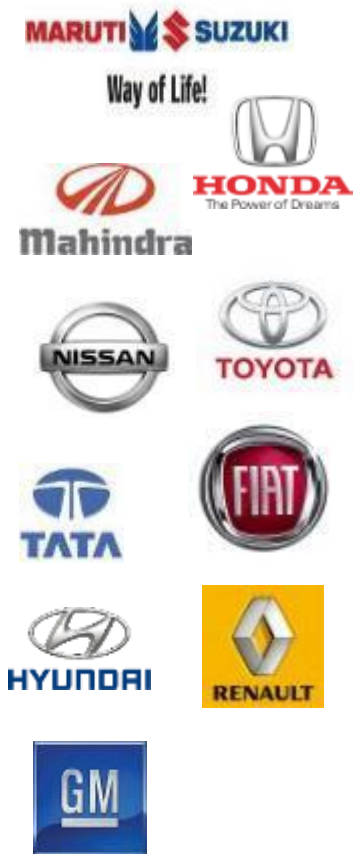
Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

Sales Breakup
FY17 – Rs. 956 Crores

Strong Customer Base ...

Four Wheeler



Two Wheeler



Commercial Vehicle

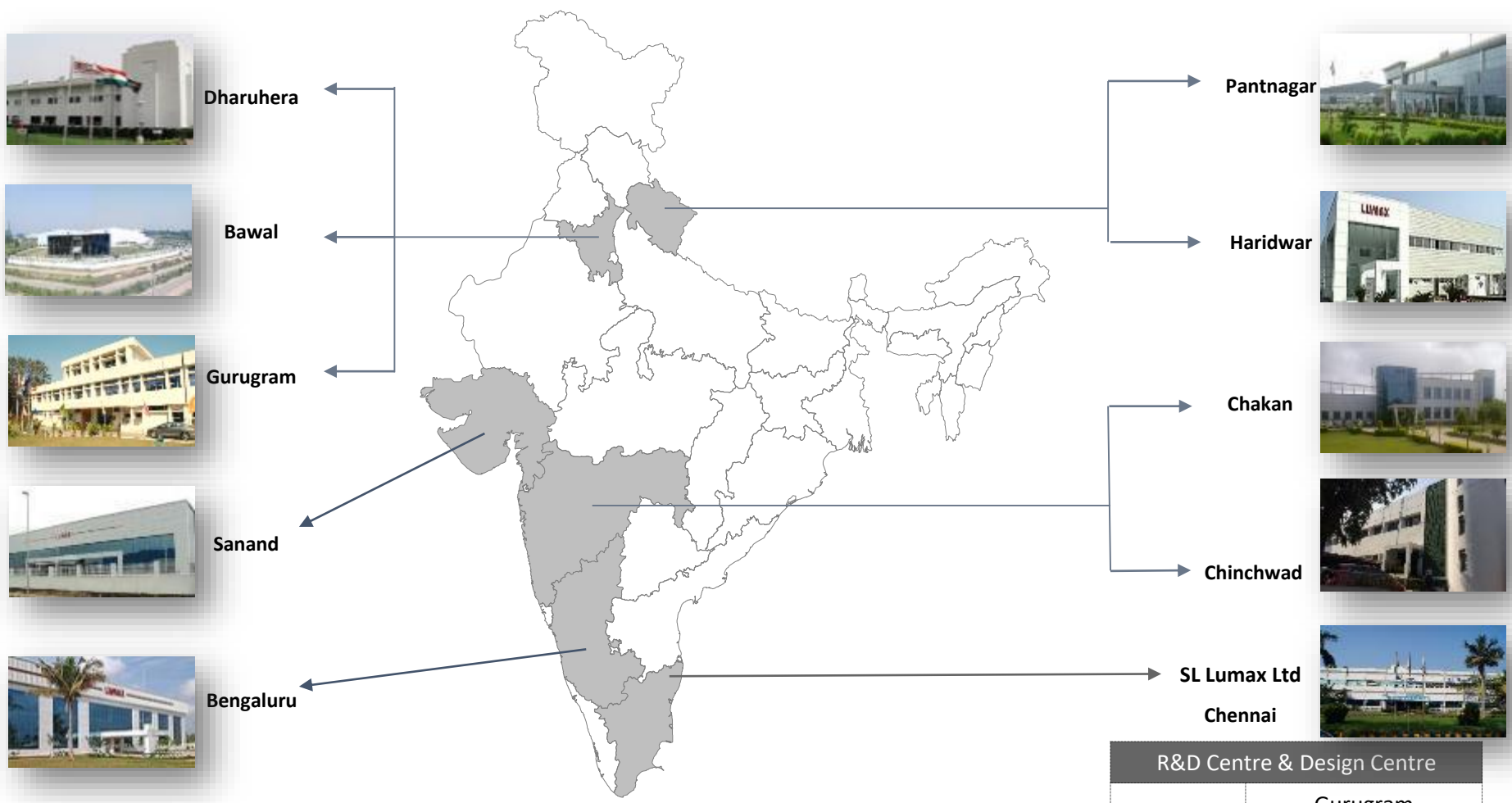


Export



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

... From Strategic Locations ...



... in Key Auto Belts of India

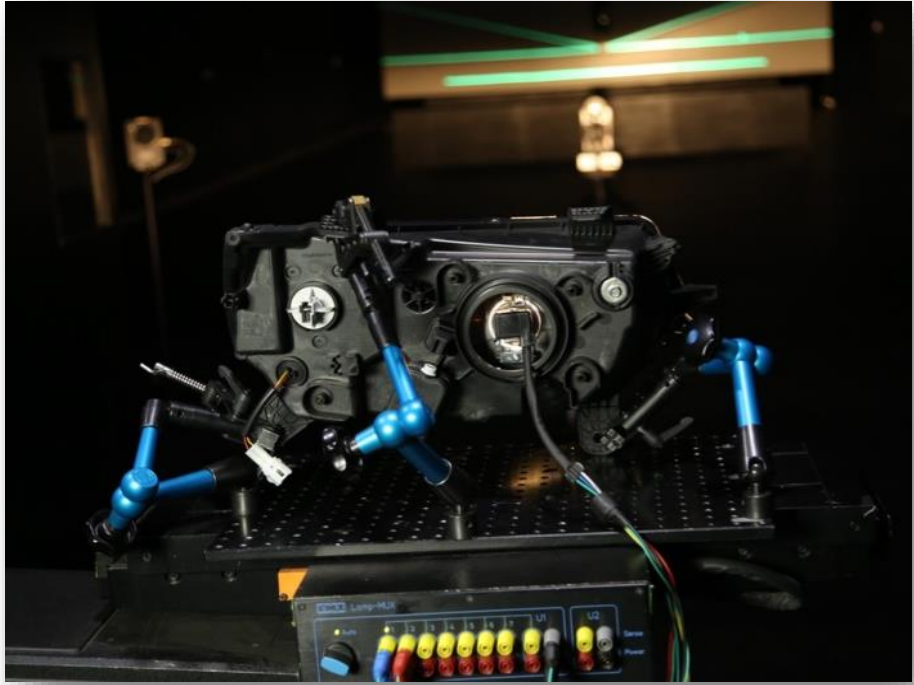
R&D Centre & Design Centre	
R&D Centre	Gurugram
	Pune
Design Centre	Taiwan



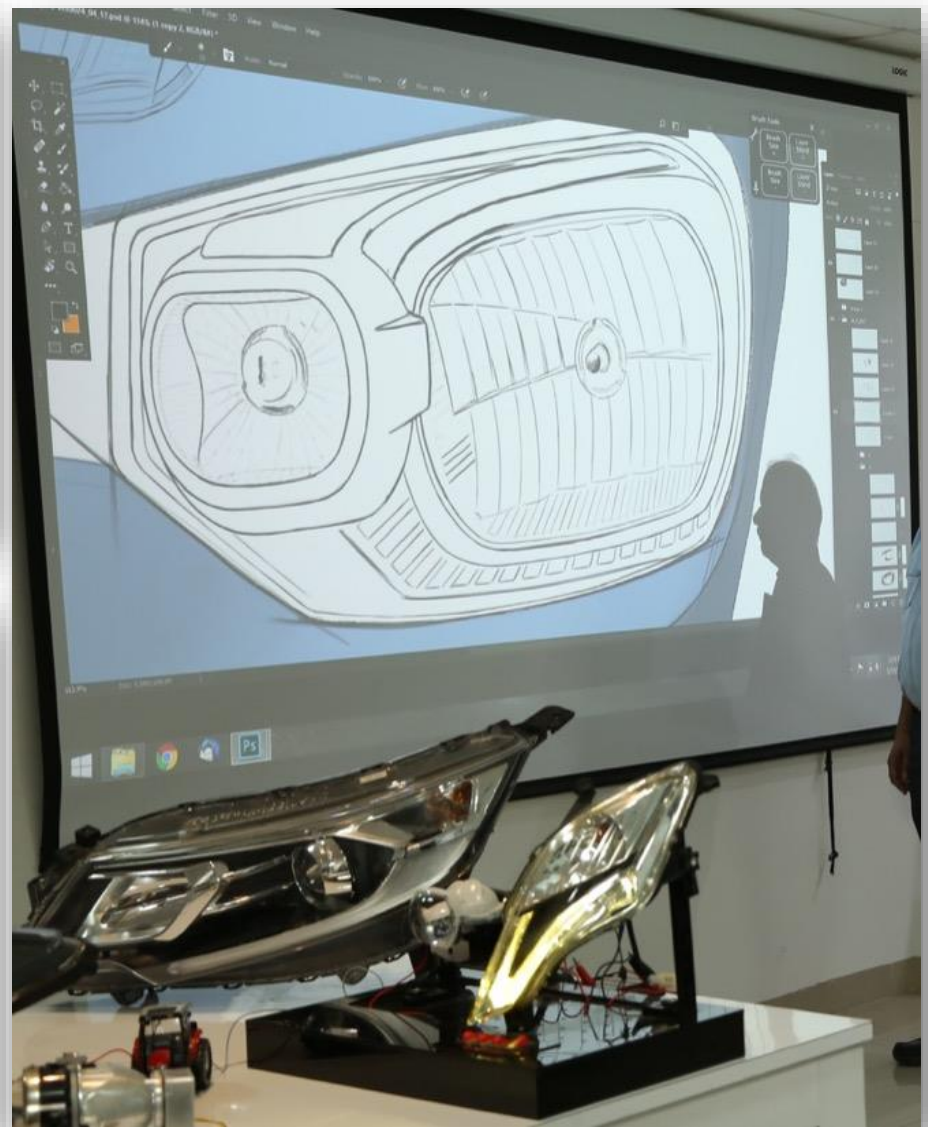




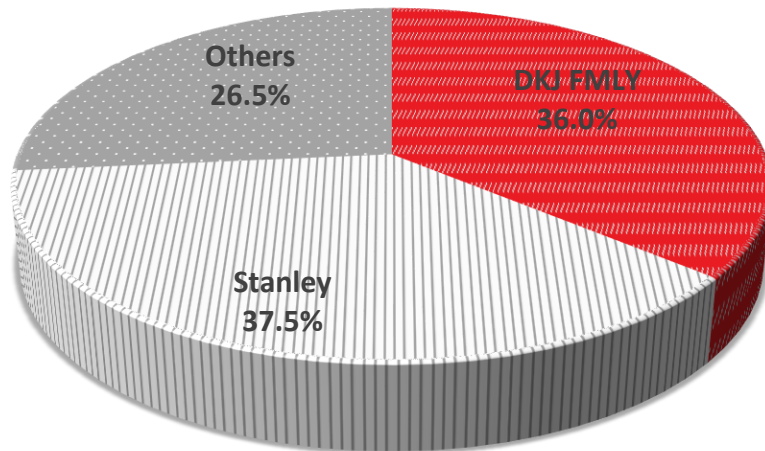
...In-house R&D & Validation Facility



...In-house Design Studio



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 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 Organization and Entrepreneurs' Organization. He also holds the position of Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association



Mr. Anmol Jain
Jt. Managing Director

- He is 38 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 59 year old & is a Masters in Business Administration (Finance)
- He is a Nominee Director of M/s Stanley Electric Co. Limited, Japan & possesses around 33 years of rich experience in Auto Lighting sales in USA
- He is with Lumax since 2011



Mr. Koji Swada
Executive Director



- He is 54 years old & graduated from Osaka Institute of Technology
- He is a Nominee Director of M/s Stanley Electric Co. Limited, Japan and possesses over 31 years of rich experience in Quality Control & Lamp Assembly
- He is with Lumax since 2008



Mr. Toru Tanabe
Non-Executive Director



- He is 58 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



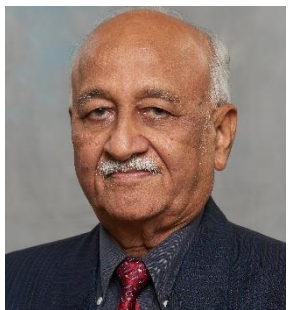
Mr. A P Gandhi

- He is 79 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. Rajeev Kapoor

- He is 65 years old and mechanical engineer (hons) from NIT, Kurukshetra
- He was MD for Copart Inc. and has served as independent director on the board of RICO industries, Co-Chair of Economic Committees SIAM, Served on board of ARAI, Pune and on board of Indo Italian chamber of Commerce
- Listed on the power list of 2012, alongside Mr. Ratan Tata, Mr. Rahul Bajaj, Mr. Anand Mahindra etc.
- Entrepreneurial by nature and experience in excess of 40 years



Mr. M.C. Gupta

- He is 79 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 67 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

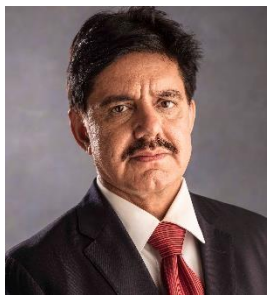
- He is 60 years old & is a B.Com Graduate from Delhi University
- He is an Industrialist & possesses more than 33 years of experience in Auto Component Industry
- He was the President of ACMA & Chairman of Haryana State Council of CII



Ms. Pallavi Dinodia Gupta

- She is 37 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: 52 Years
Experience: 30 Years



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



Mr. Sanjay Mehta
Group – Chief Financial Officer
Age: 50 years
Experience: 27 Years



Mr. Shrutikant Rustagi
Chief Financial Officer
Age: 47 Years
Experience: 22 Years



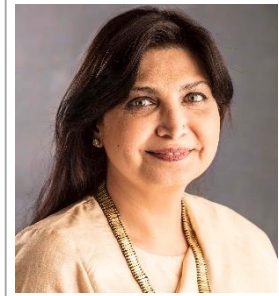
Mr. B S Bhadauriya
Group – Company Secretary
Age: 53 Years
Experience: 27 Years



Mr. Shwetank Tiwari
Company Secretary
Age: 39 Years
Experience: 12 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



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 is one of the 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)

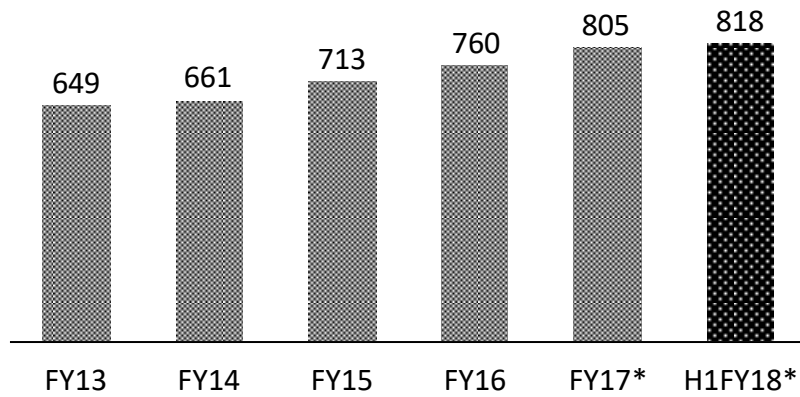
To gain from Bharat Stage VI

Creating The

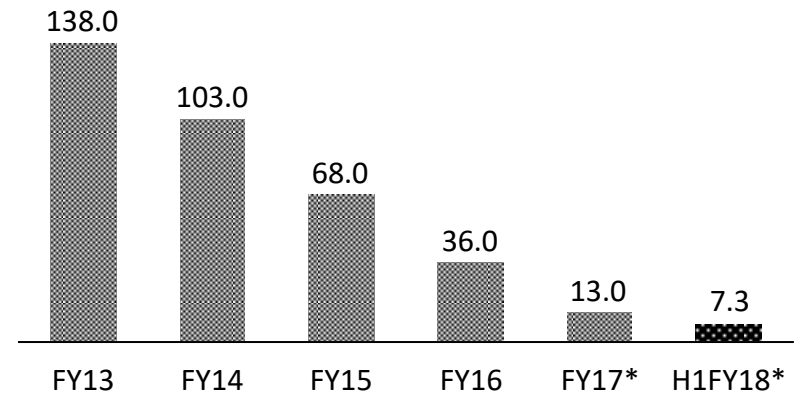
LUMAX Advantage

Financials

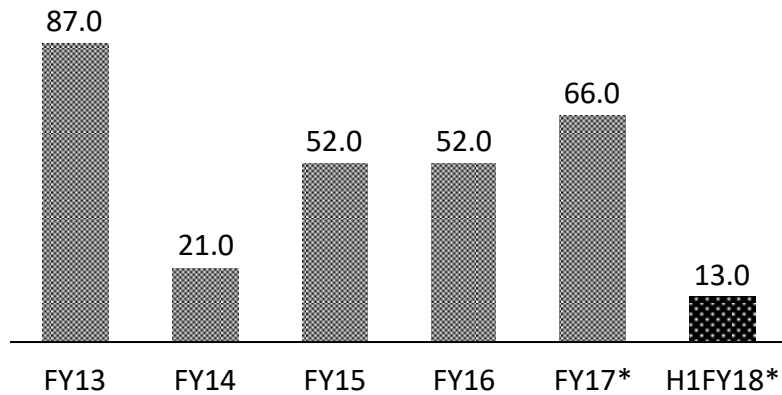
Gross Block



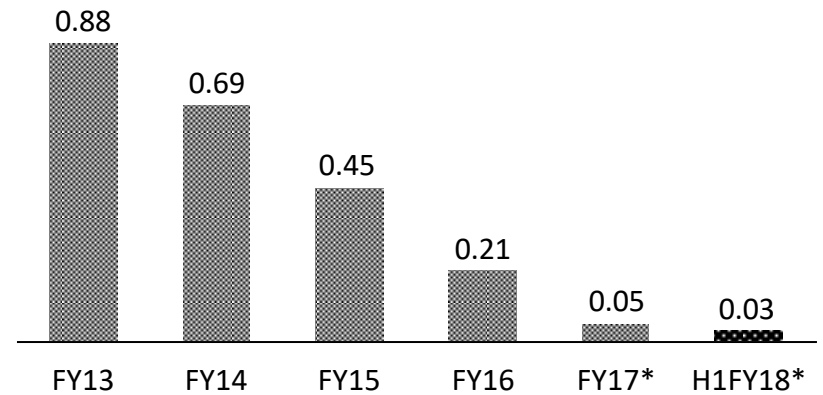
Long Term Loan



Capex



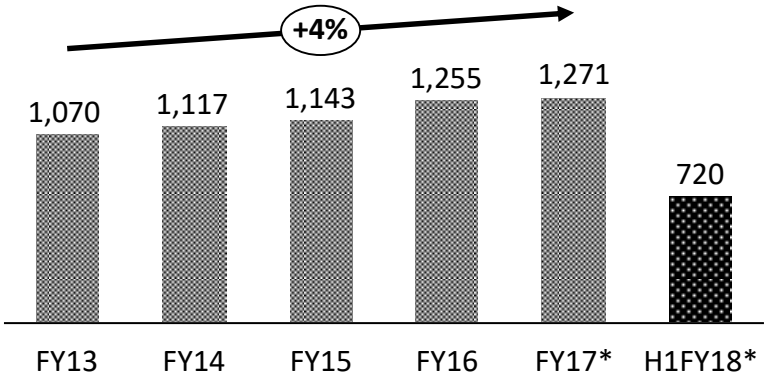
Reducing Long Term Debt / Equity



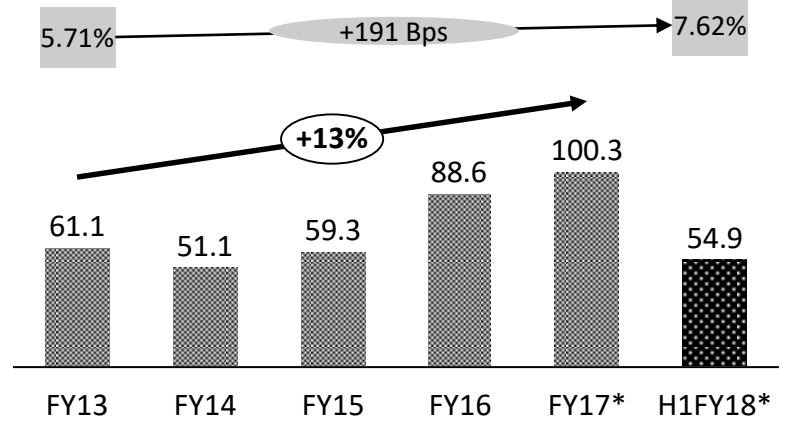
Standalone Results

Revenue & Healthy Margins

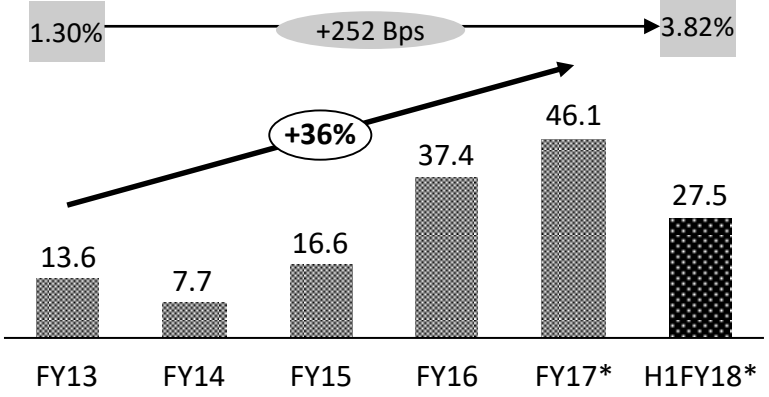
Revenue



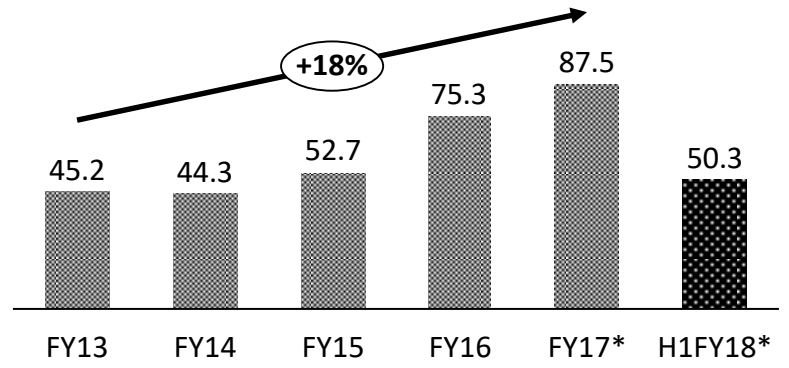
EBITDA



PAT



Cash PAT



Standalone Results

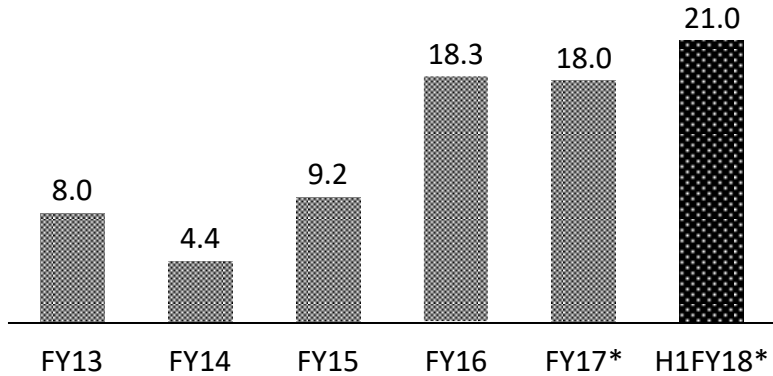
Margins

Rs. Crores

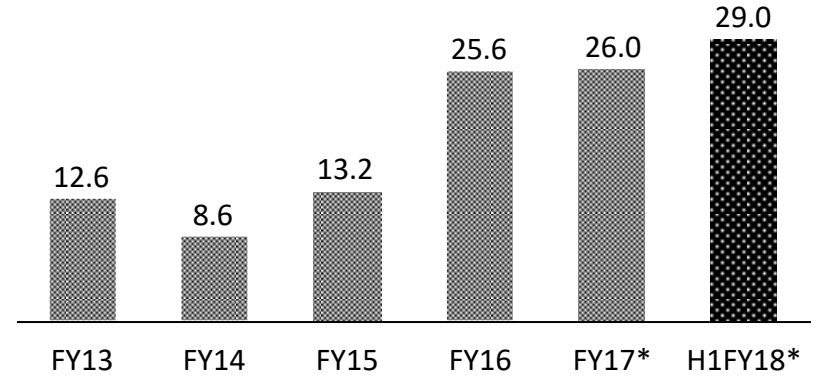
* Numbers updated as per IND-AS

Healthy Return Ratios

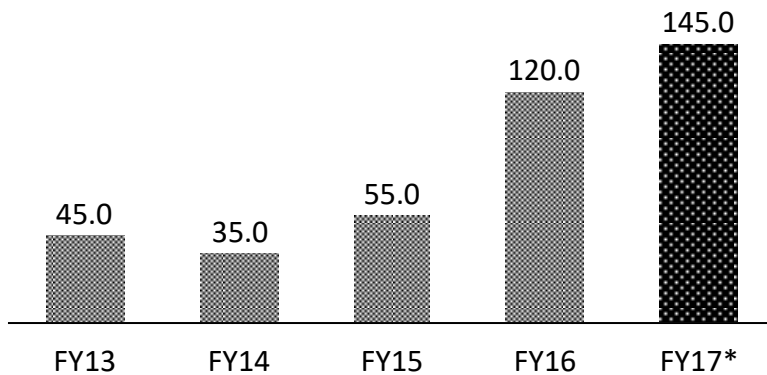
ROE (%)



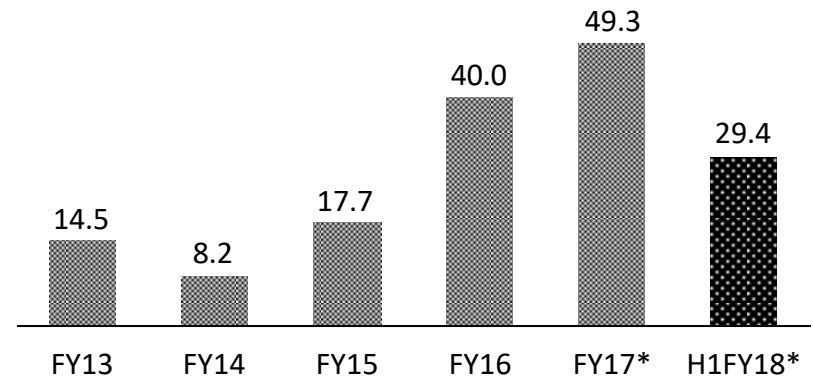
ROCE (%)



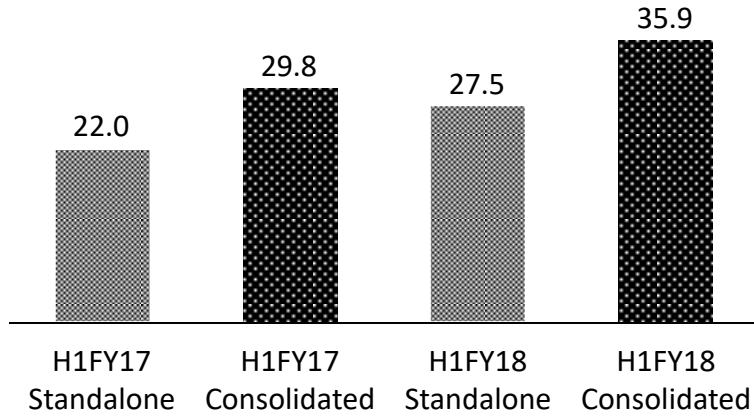
Dividend (% of Face Value)



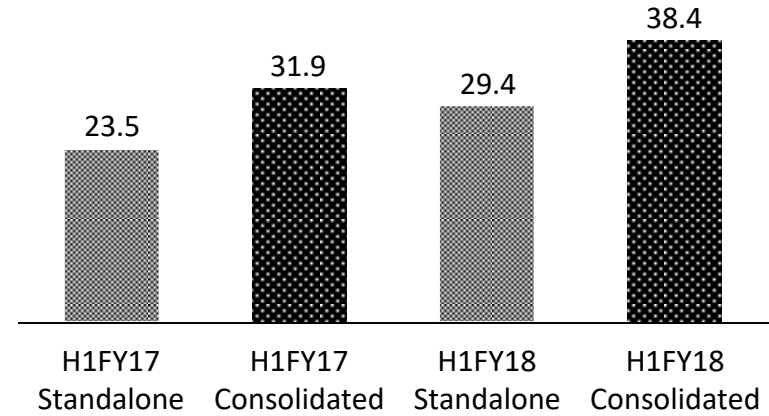
EPS (in Rs.)



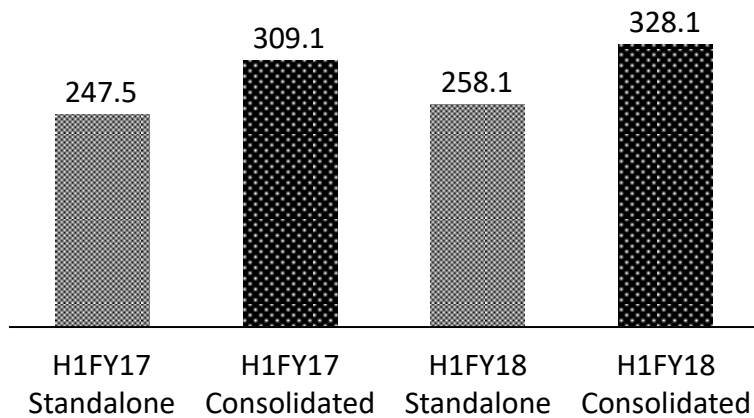
PAT*



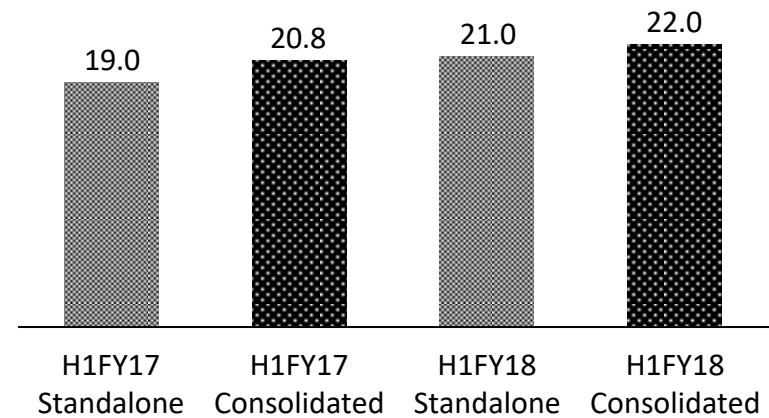
EPS (in Rs.)



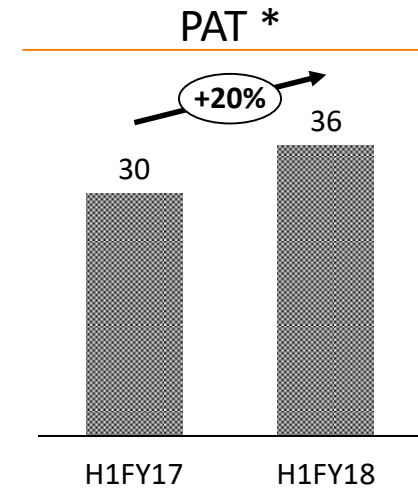
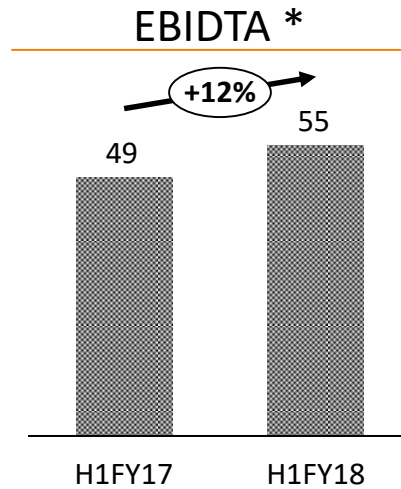
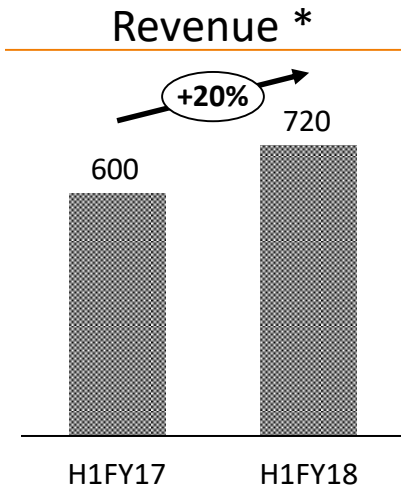
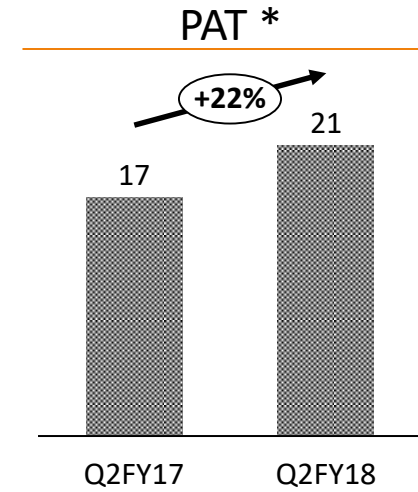
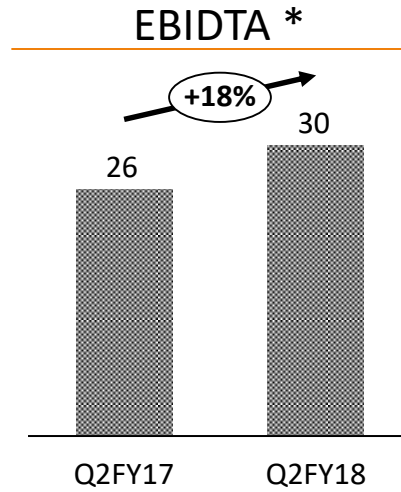
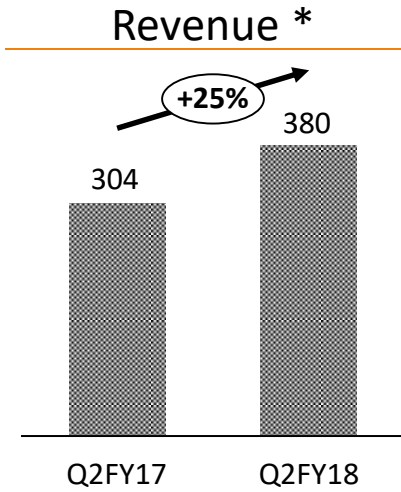
Net Worth*



ROE (%)



YTD Highlights - Consolidated



Particulars (Rs. in Crores.)	Q2FY18	Q2FY17	Y-o-Y	H1FY18	H1FY17	Y-o-Y	FY17
Total Revenue (Net of Excise duty)	379.65	304.20	24.8%	720.07	599.66	20.1%	1,270.92
Raw Material	245.82	188.78		468.96	374.20		817.82
Employee Expenses	45.23	40.21		88.59	78.30		159.85
Other Expenses	58.40	49.65		107.65	98.17		192.94
EBITDA (Inc Other income)	30.98	26.68	16.1%	57.40	51.32	11.8%	106.31
EBITDA Margin	8.2%	8.8%		8.0%	8.6%		8.4%
Depreciation	11.62	10.41		22.80	20.60		41.39
Finance Cost	1.15	2.87		2.42	5.91		10.66
PBT	18.21	13.41	35.9%	32.17	24.81	29.7%	54.26
Profit from Associates	6.72	6.44		13.78	10.10		10.53
Tax	4.18	2.87		10.04	5.06		10.42
PAT	20.76	16.98	22.2%	35.91	29.85	20.3%	54.37
PAT margin	5.5%	5.6%		5.0%	5.0%		4.3%
EPS	22.21	18.17	22.2%	38.42	31.93	20.3%	58.17

Particulars (Rs. in Crores.)	Sep-17	Mar-17
Shareholder's Fund	328.13	309.12
Share Capital	9.35	9.35
Reserves & Surplus	318.78	299.77
Non-current Liabilities	39.94	35.25
Long-term Borrowings	4.18	3.64
Deferred Tax Liabilities (net)	9.79	6.46
Other Long Term Liabilities	8.63	8.90
Long Term Provisions	17.34	16.25
Current Liabilities	682.70	535.25
Short-term Borrowings	80.20	79.02
Trade Payables	407.41	326.84
Other Current Liabilities	160.50	98.95
Short Term Provisions	34.59	30.44
Total Liabilities	1050.77	879.62

Particulars (Rs. in Crores.)	Sep-17	Mar-17
Non-current Assets	590.67	530.90
Fixed Assets	494.57	439.05
Long-term Loans and Advances	2.62	2.38
Non-current Investments	88.72	78.73
Other Non-current Assets	4.76	10.74
Current Assets	459.44	348.07
Current Investments	0.21	0.23
Inventories	162.90	116.05
Trade Receivables	230.31	190.94
Cash and Bank Balances	2.42	1.37
Derivatives	-	0.57
Other Current Assets	63.60	38.91
Asset Held for Sale	0.66	0.66
Total Assets	1050.77	879.62

Awards & Recognitions



Gujarat Plant Inauguration on 2nd November 2017 by Mr K Ayukawa, Managing Director, MSIL and Mr N Aizawa, Managing Director, SMG



ICQC Phillipines – Gold Award- Received on 26th October 2017 by both Bawal and Haridwar plant teams



Award received for Quality Improvements from Maruti Suzuki on 8th May 2017



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



- 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



Education



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.



For further information, please contact:

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