



# Lumax Industries Limited

Investor Presentation - May 2019

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Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

14 Entities in 8 States

29 Manufacturing Facilities

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

Over 9,100 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

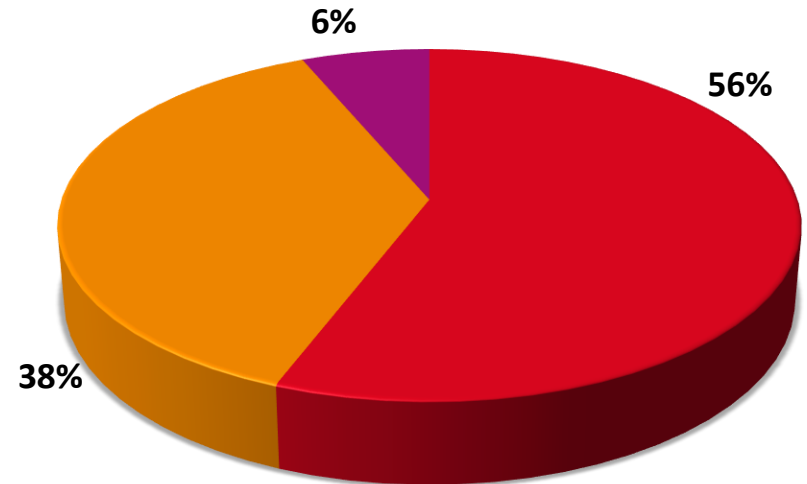
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Shift Tower, Seat Structures, LED Lighting, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

### Partnerships

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

## Group Revenue Break Up (%)

FY18 Revenue of Rs. 2,950 Cr




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




**OUR GROUP PURPOSE**

We deliver  
**pride**  
and  
**progress**  
with  
**positivity**




**OUR VALUES**

**R**espect  
**I**ntegrity  
**P**assion  
**E**xcellence

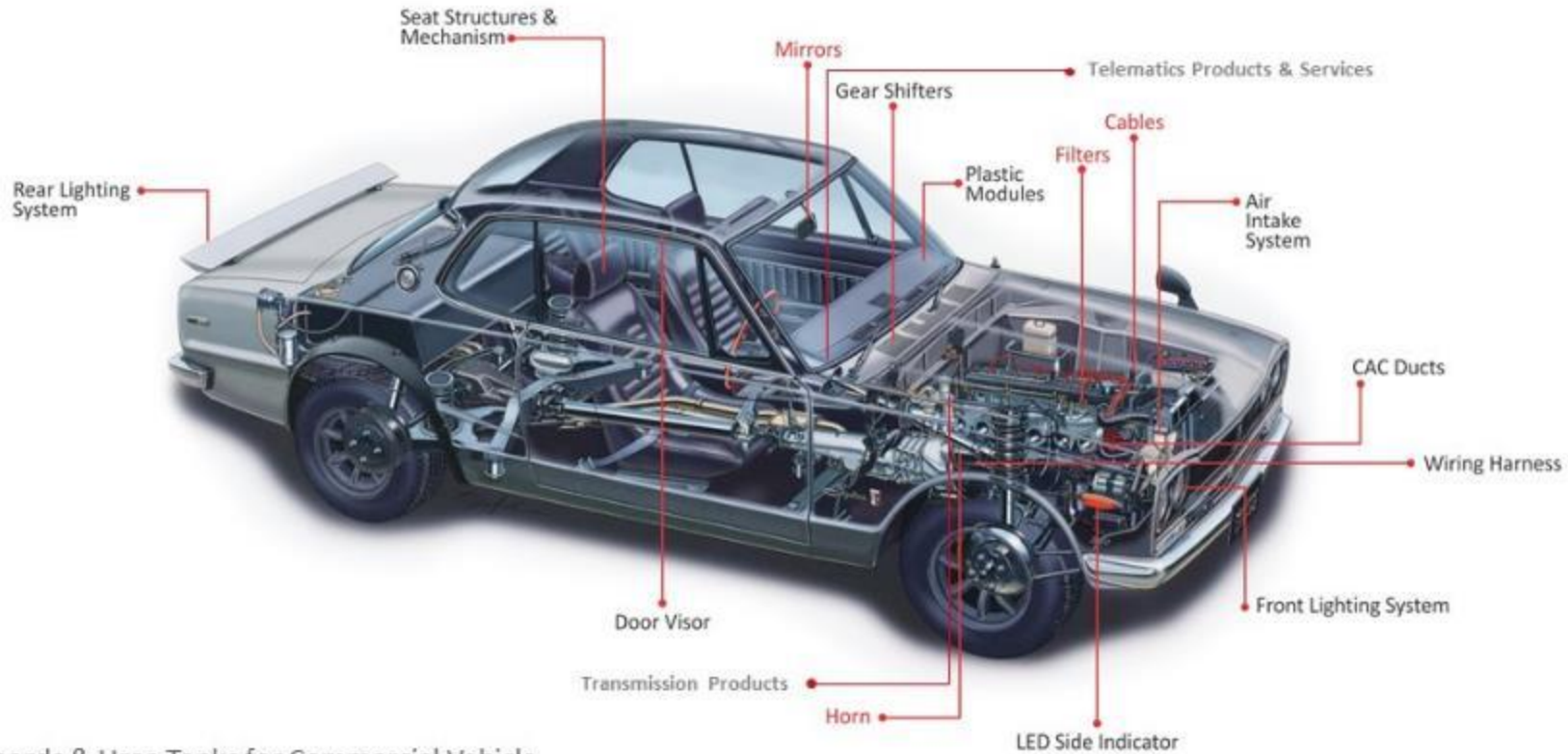


**OUR VISION**

Building an **admired**  
**high performance**  
global organisation in  
whom all stakeholders  
have **absolute trust.**

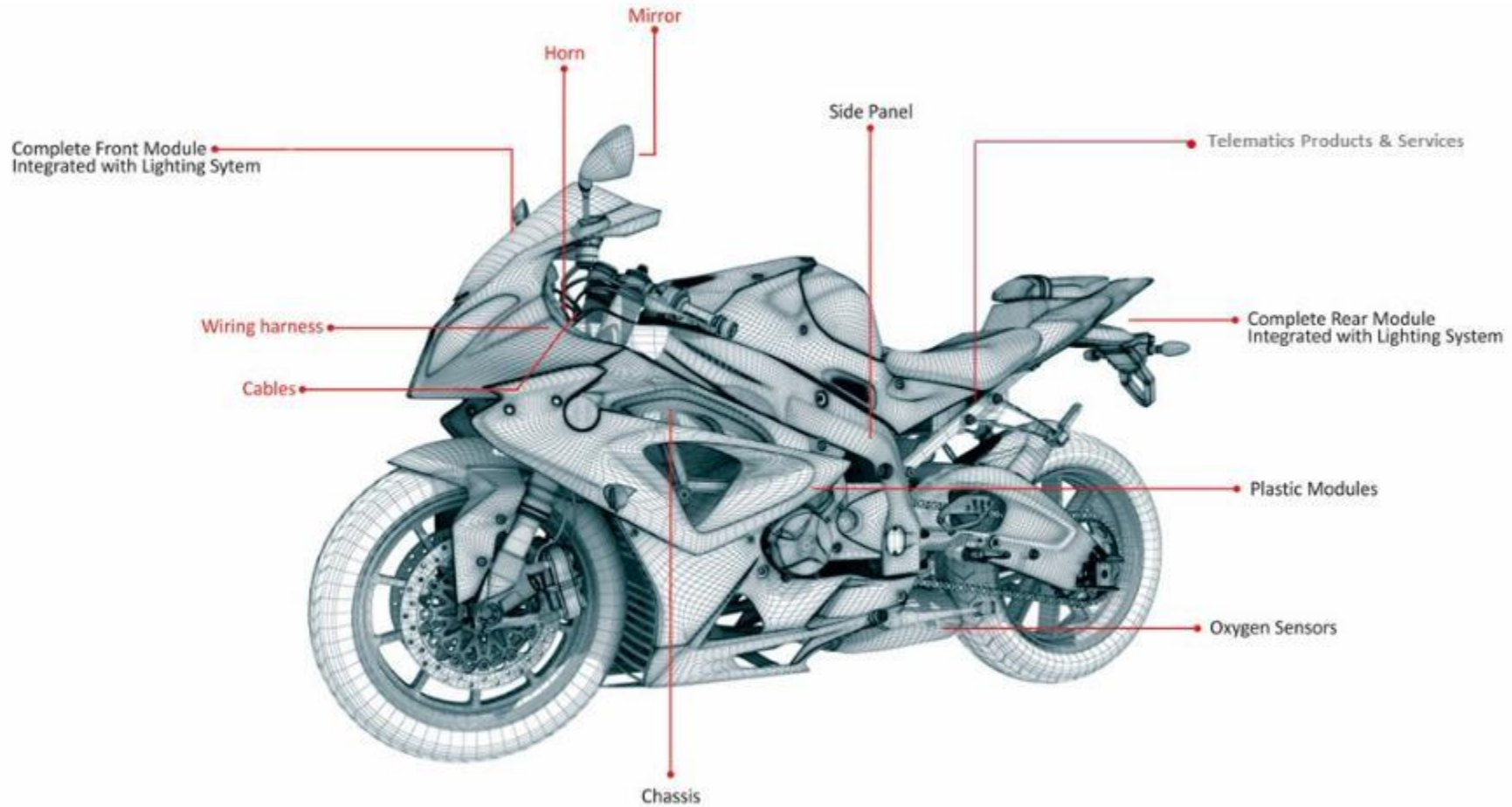


# Diversified Product Range – 4-wheelers & CV



- Destination Boards & Urea Tanks for Commercial Vehicle
- *Aftermarket products*

# Diversified Product Range – 2-wheelers



■ *Aftermarket products*

# Fostering Partnerships to Deliver Excellence



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 1984 45%  
in Lumax Mannoh Allied  
Technologies Limited



JV FOR SEAT FRAMES,  
STRUCTURES AND MECHANISMS

Relationship Since 2013 50%  
in Lumax Gill-Austem Auto  
Technologies Pvt. Ltd.



# Fostering Partnerships to Deliver Excellence



JAPAN

EXCLUSIVE DISTRIBUTORSHIP  
AGREEMENT

Relationship Since 2014



ISRAEL

JV FOR SALE OF TELEMATICS  
PRODUCTS AND SERVICES

Relationship Since 2017 50% in  
Lumax Ituran Telematics Pvt. Ltd.



SPAIN

JV FOR OXYGEN SENSORS

Relationship Since 2017 49% in Lumax  
FAE Technologies Pvt. Ltd.

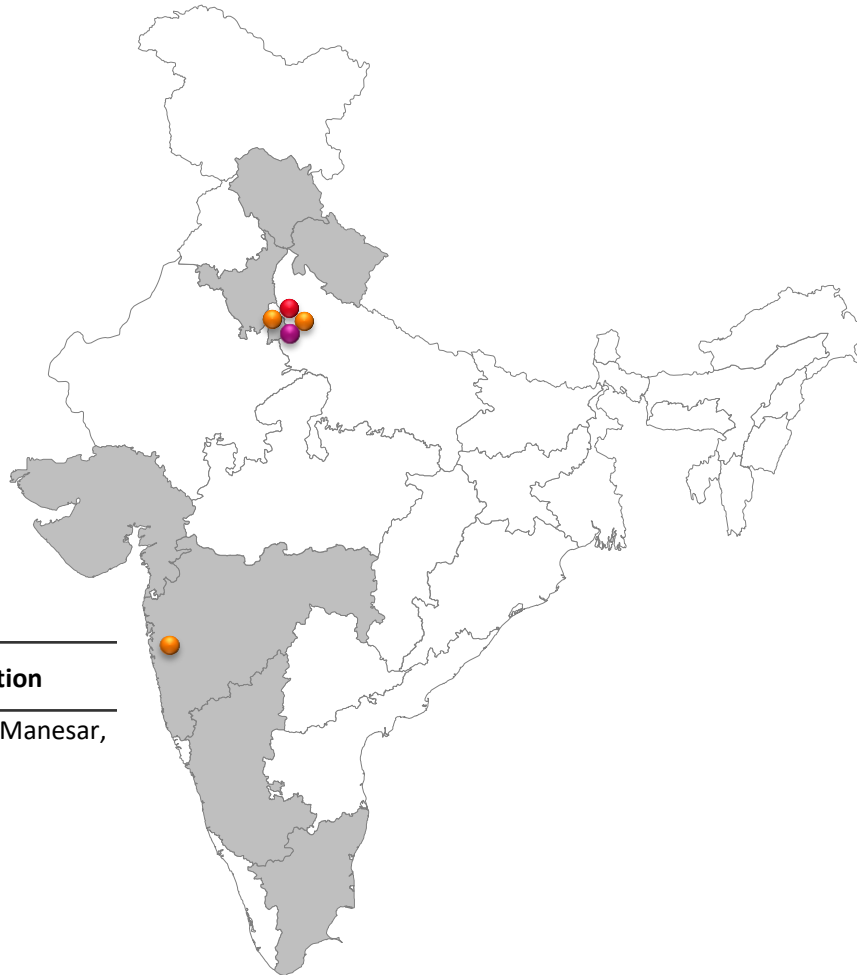


GERMANY

JV FOR MANUFACTURE AND  
SUPPLY TRANSMISSION PRODUCTS

Relationship Since 2019

# 29 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	9
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
<b>Total</b>		<b>29</b>

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

## 29 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



## Experienced Team

- Highly Qualified & Experienced workforce of dedicated professionals

## Technology Leadership

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

## Global Footprints

- Global footprint through exports

## Faster Turnaround

- Lightning-fast turnaround time & impressive speed to market

# Relationships with Diversified Customers

## Two Wheeler



### Tier 1



## Four Wheeler



## Commercial Vehicle



## Tractor/FES



## Defence & Aero Space



## Export



... Strong After Market Exports Presence



# Lumax Industries Limited

Driving Leadership in Automotive Lighting



# Milestone

**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

1981-84

1985

1994

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

Manufacturing unit setup in Aurangabad, Maharashtra

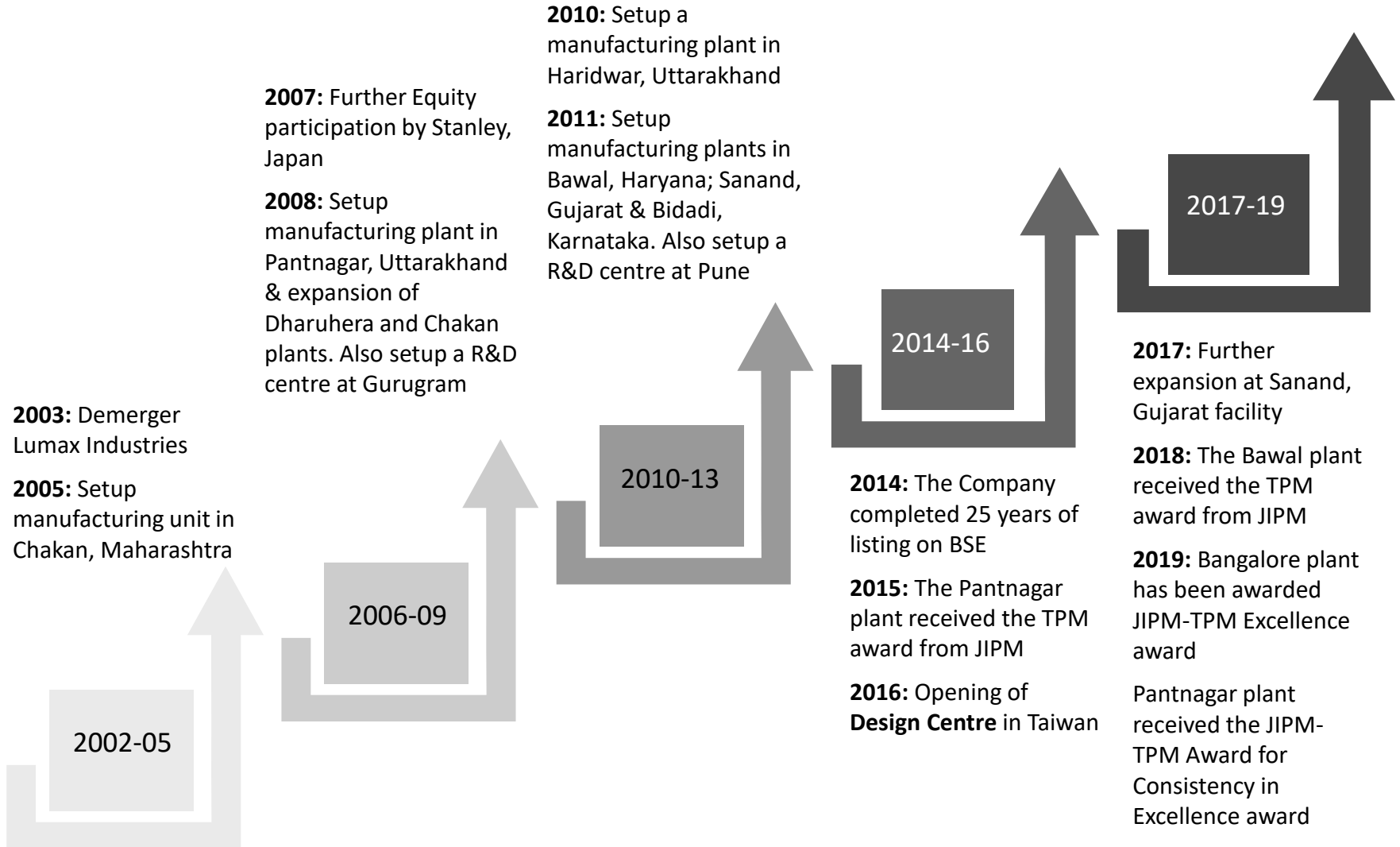
1997-98

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

**1998:** Set-up manufacturing unit at Dharuhera, Haryana

1945-80

## ...2005 -2019 a period of strategic expansion





## Market Leaders

Leadership in Lighting

## Partnerships

With more than **3** decades of partnership with Stanley, Japan, the only global auto lighting company to manufacture LED worldwide, having presence in Japan, America, China, Asia Pacific and Europe

## Product Portfolio

One of the few players with largest range of lighting solutions & Electronics

## Technology Expertise

State-of-the-art facilities allows us to benchmark our products

## In-House Design

**2** R&D centers & **1** Overseas Design centre to stay ahead of the curve in design trends

## Financial Stability

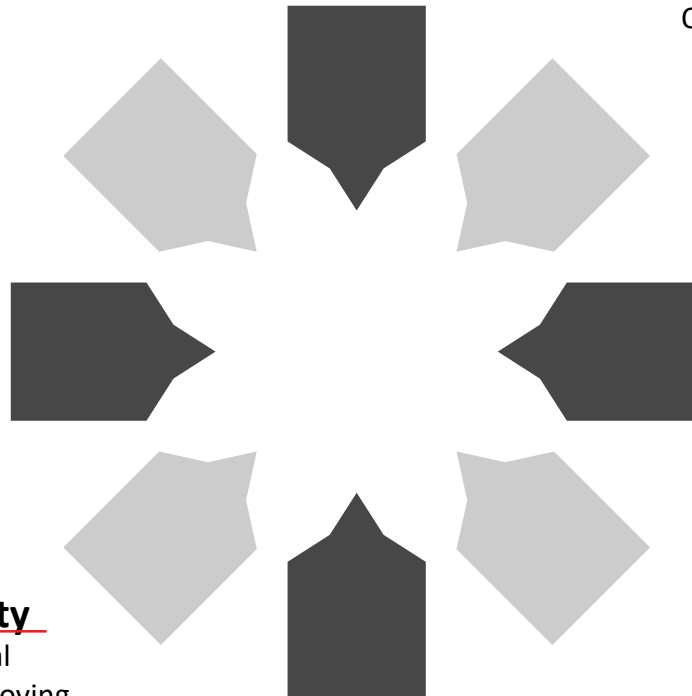
Consistent financial performance with improving return ratios

## Experience

Over **7** decades of OEM relationships

## Proximity to Customers

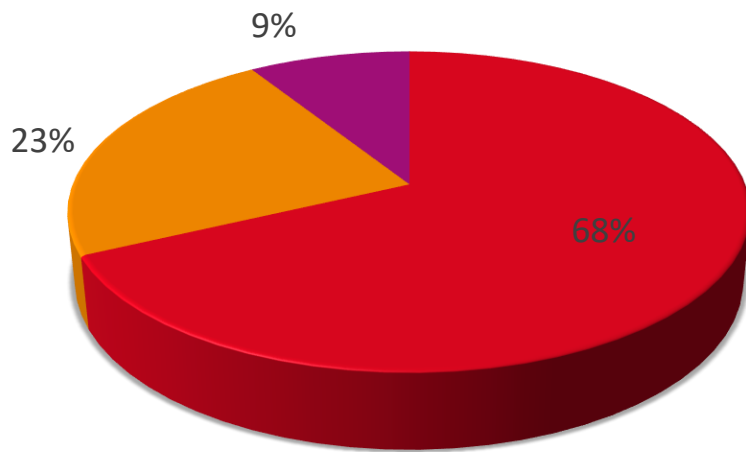
**11** manufacturing facilities strategically located at key automotive hubs in the country



# FY19: Product Mix

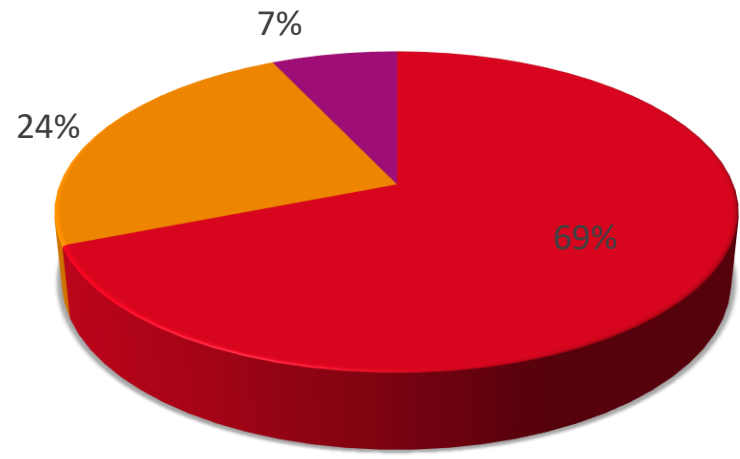


**Product wise Sales FY18 (Rs. 1,507 Crores)\***



■ Front Lighting    ■ Rear Lighting    ■ Others

**Product wise Sales FY19 (Rs. 1,802 Crores)\***



■ Front Lighting    ■ Rear Lighting    ■ Others

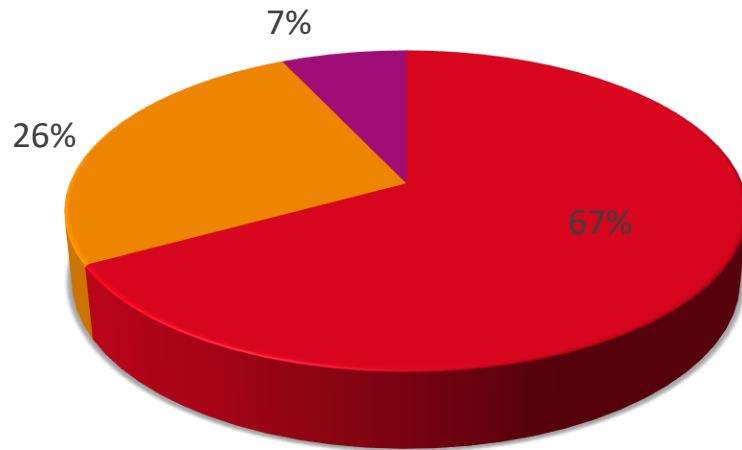
Front Lighting – Head Lamp & Fog Lamp  
Rear Lighting – Tail Lamp & High Mount Stop Lamp  
Others – Auxiliary Lamps, Indicators

\* Excludes Mould Sales

# Q4FY19: Segment Mix

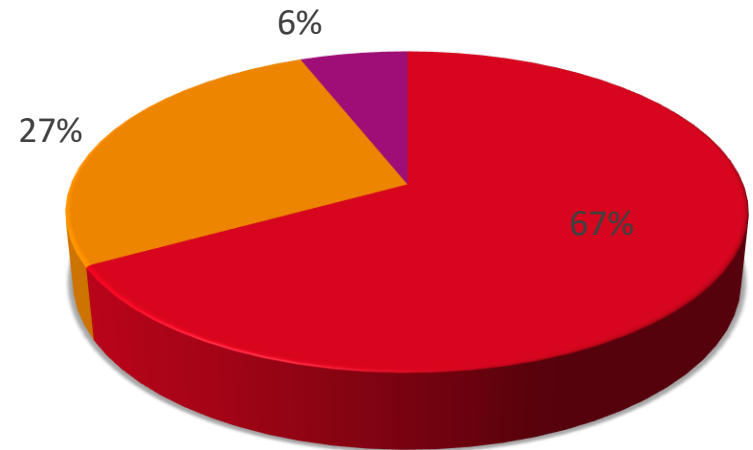


**Segment Wise Sales Q4FY18 (Rs. 450 Crores)\***



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

**Segment Wise Sales Q4FY19 (Rs. 418 Crores)\***



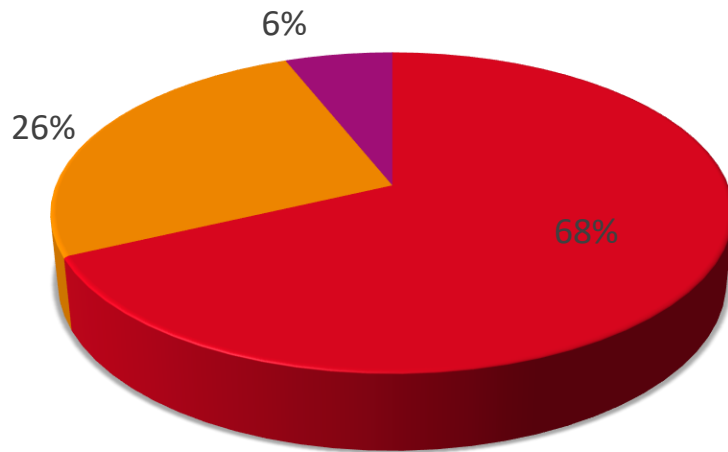
■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

\* Excludes Mould Sales

# FY19: Segment Mix

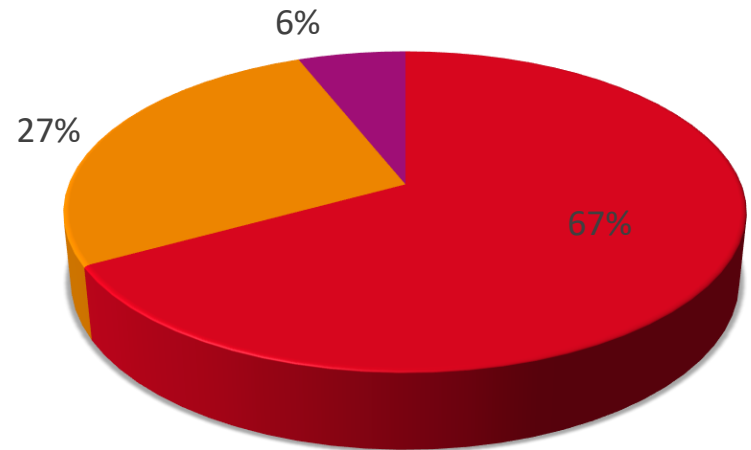


**Segment Wise Sales FY18 (Rs. 1,507 Crores)\***



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

**Segment Wise Sales FY19 (Rs. 1,802 Crores)\***



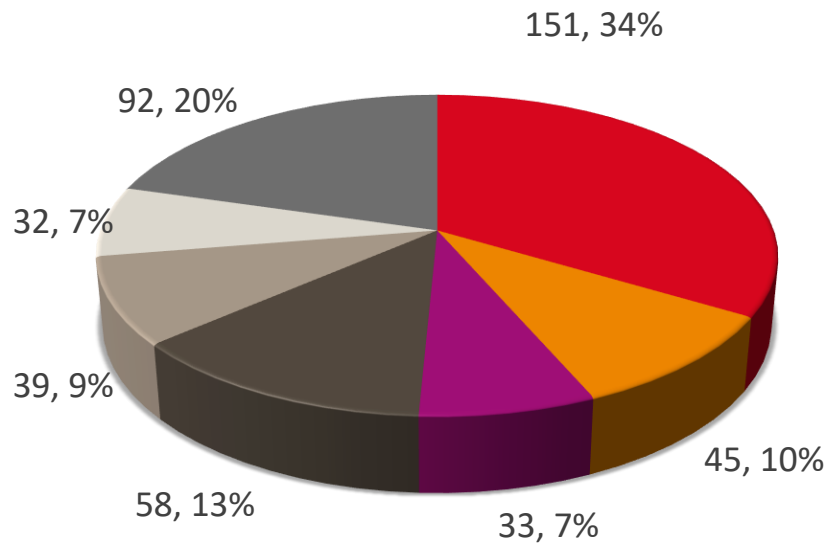
■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

\* Excludes Mould Sales

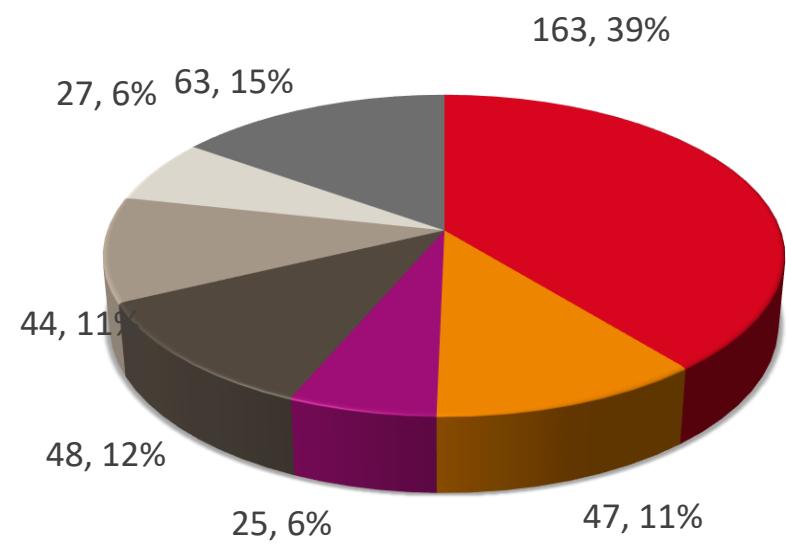
# Q4FY19: Customer Mix



**Customer wise sales Q4FY18 (Rs. 450 Crores)\***



**Customer wise sales Q4FY19 (Rs. 418 Crores)\***



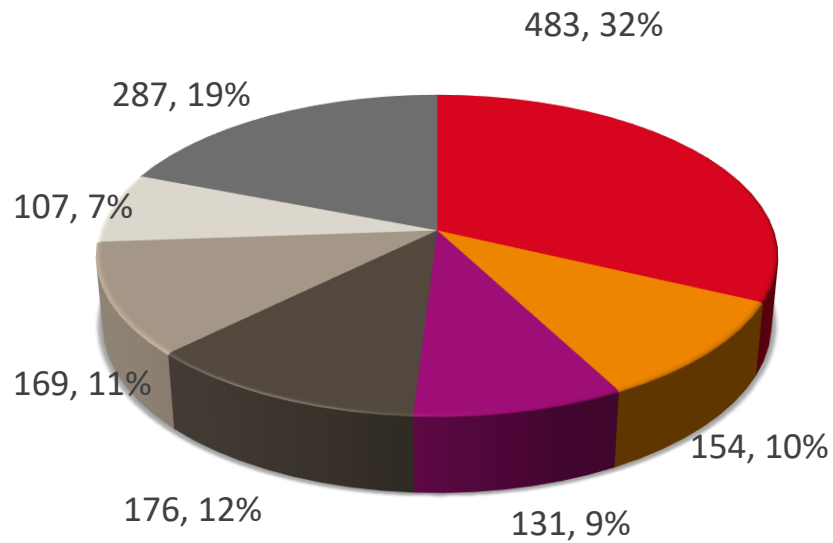
Figures in Rs. Crores

■ MSIL ■ M&M ■ HCIL ■ HMSI ■ HML ■ TATA ■ Others

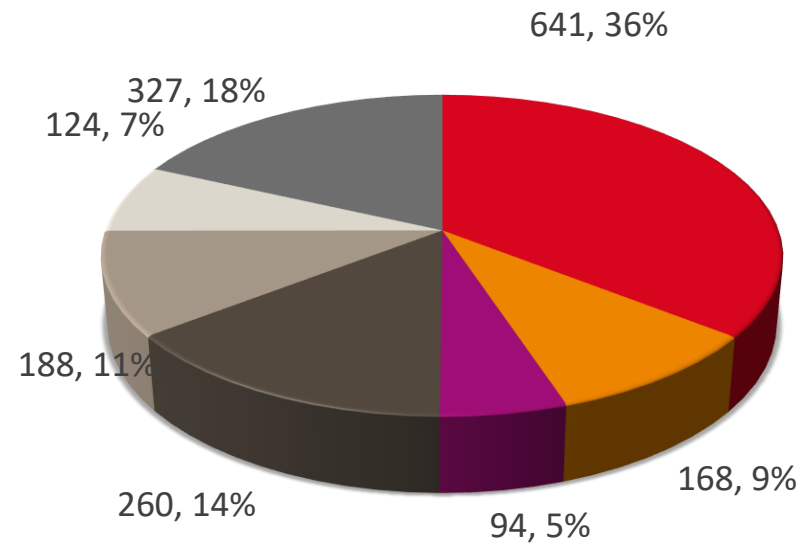
■ MSIL ■ M&M ■ HCIL ■ HMSI ■ HML ■ TATA ■ Others

\* Excludes Mould Sales

**Customer wise sales FY18 (Rs. 1,507 Crores)\***



**Customer wise sales FY19 (Rs. 1,802 Crores)\***



Figures in Rs. Crores

■ MSIL ■ M&M ■ HCIL ■ HMSI ■ HML ■ TATA ■ Others

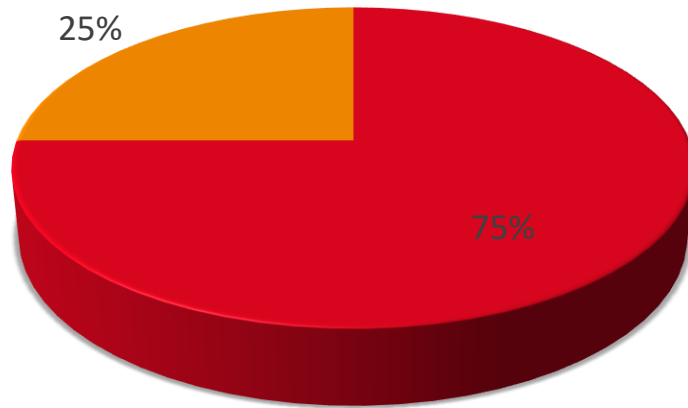
■ MSIL ■ M&M ■ HCIL ■ HMSI ■ HML ■ TATA ■ Others

\* Excludes Mould Sales

# FY19: LED Lighting vs Conventional Lighting

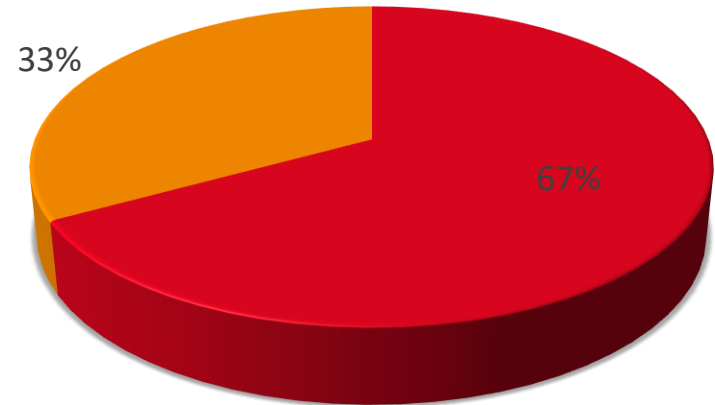


Product wise Sales FY18 (Rs. 1,507 Crores)\*



■ Conventional Lighting      ■ LED Lighting

Product wise Sales FY19 (Rs. 1,802 Crores)\*



■ Conventional Lighting      ■ LED Lighting

\* Excludes Mould Sales

## 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

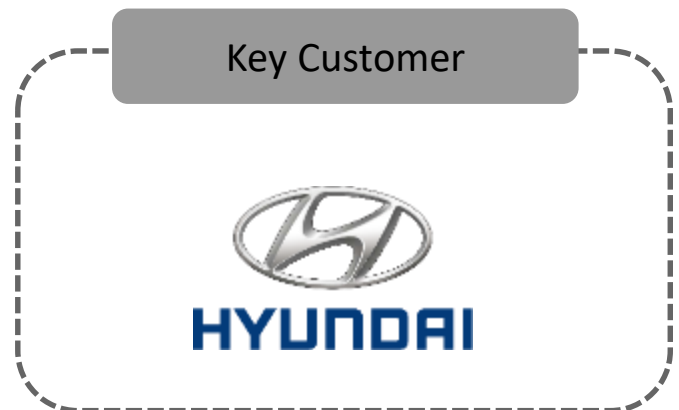
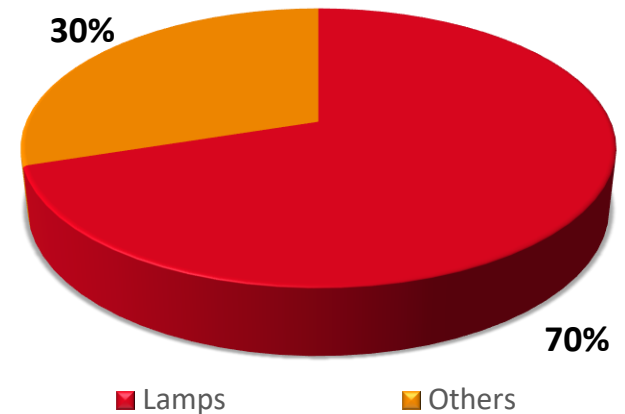
Head Lamp, Rear Combination Lamp, Fog Lamp

### Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

## Sales Breakup FY19 – Rs. 1,255 Crores





# Strong Customer Base ...



## Four Wheeler



## Two Wheeler



PIAGGIO\*



## Commercial Vehicle



DAIMLER



## Export

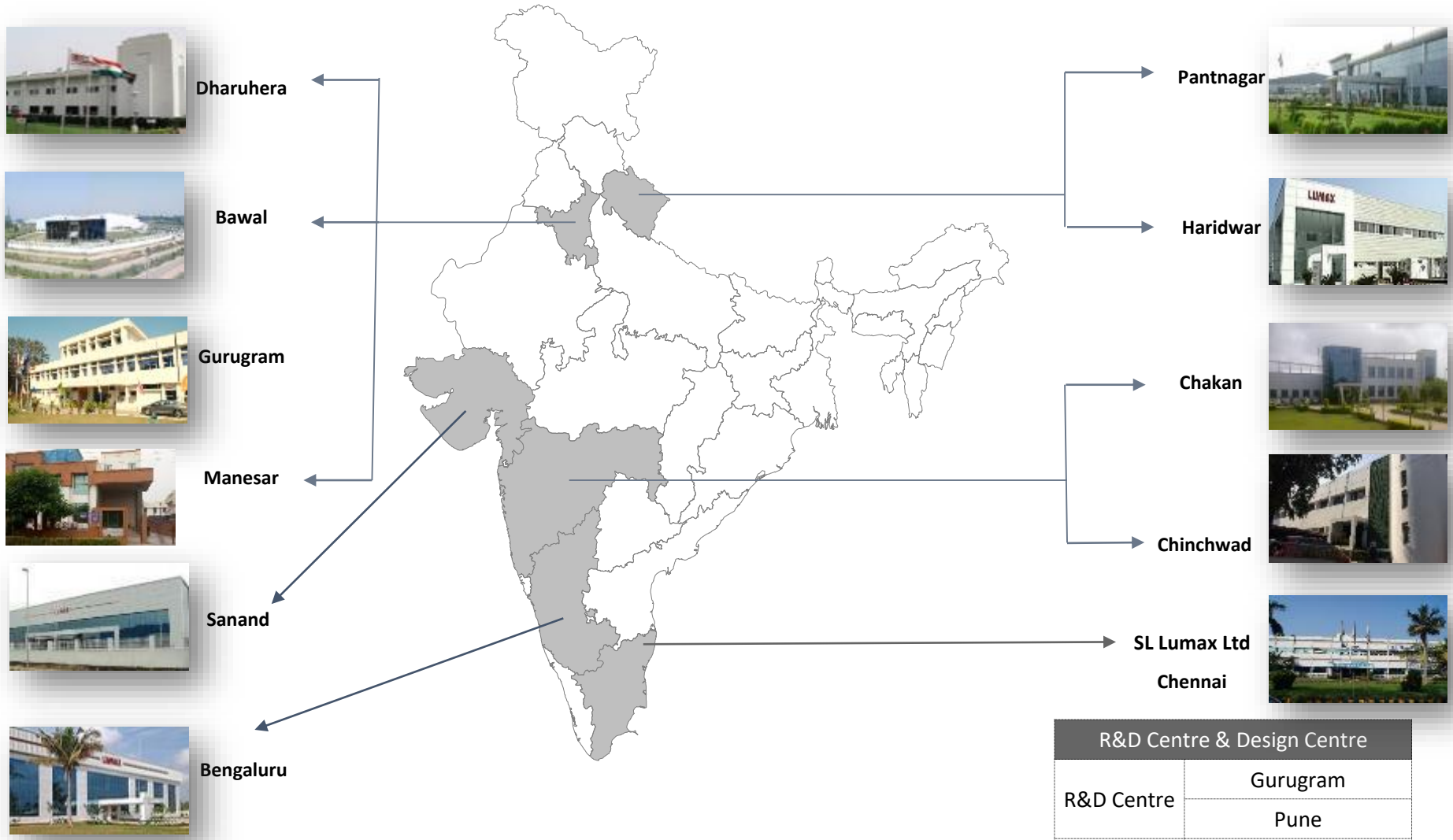


## Tractor /FES



... 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

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

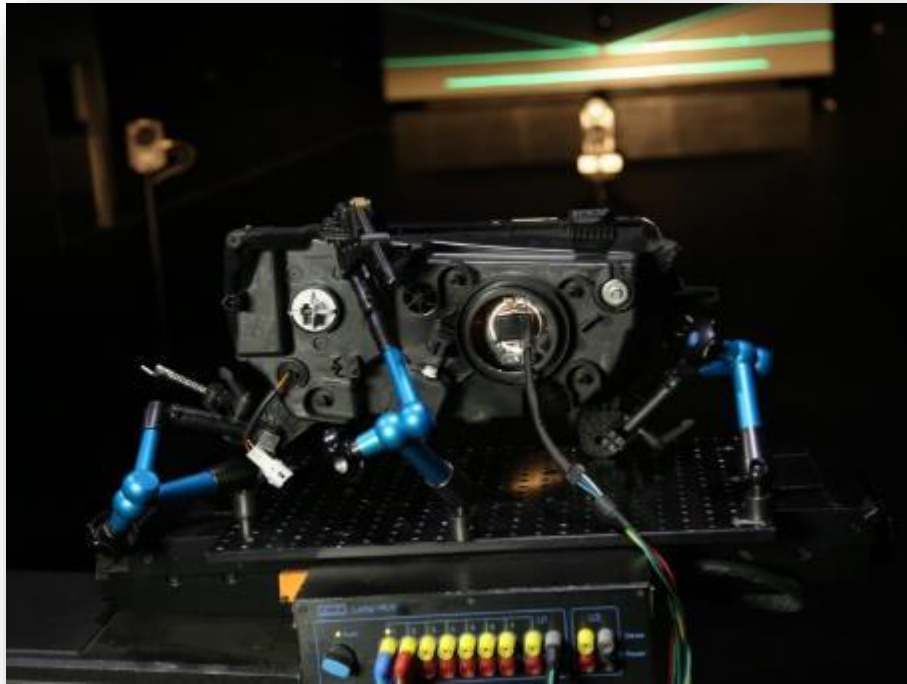


# State of Art Manufacturing Facilities

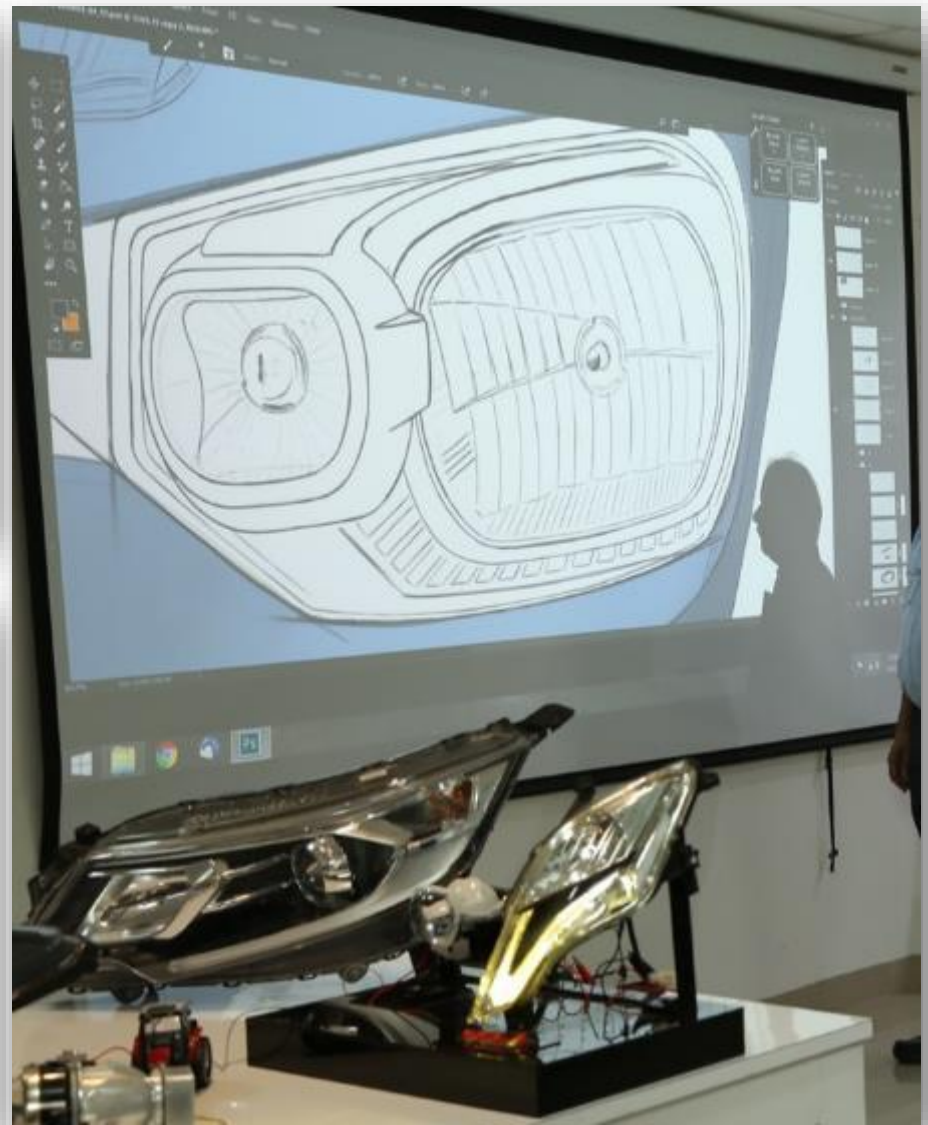


# State of Art Manufacturing Facilities

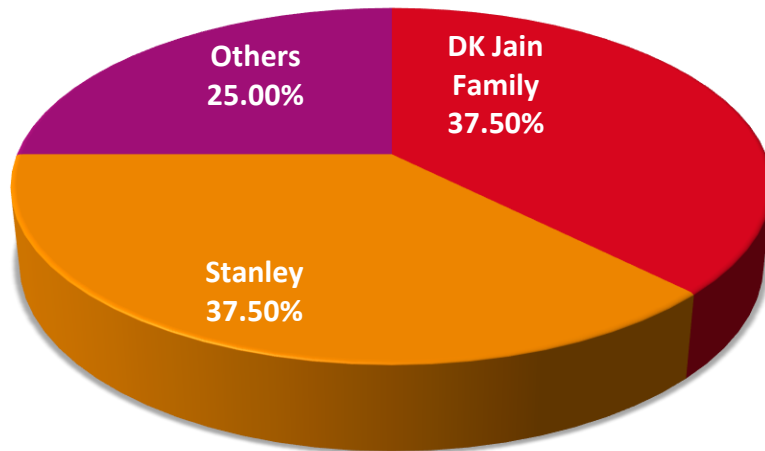




## ...In-house Design Studio



## 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





**Mr. Dhanesh Kumar Jain**  
Chairman Emeritus

- He is 76 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**  
Chairman & Managing Director

- He is 44 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 Vice President of ACMA & Vice President of Toyota Kirloskar Supplier's Association



**Mr. Anmol Jain**  
Jt. Managing Director

- He is 40 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 President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association



**Mr. Tadayoshi Aoki**  
Senior Executive Director

- He is 52 years old & is a Mechanical Engineering from Tokoyo Denki University Japan
- He is Nominee Director of M/s Stanley Electric Co. Limited, Japan and possesses over 28 years of rich experience in the field of Car Electronics, Engineering, Sales of car electronic parts and Sales Planning Division
- He is with Lumax since 2017



**Mr. Koji Swada**  
Executive Director

- He is 55 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 80 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 66 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 80 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 68 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**

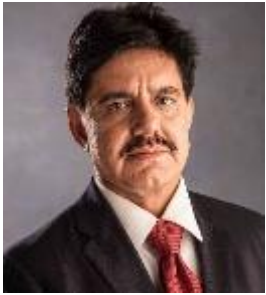
- He is 61 years old & is a B.Com Graduate from Delhi University
- He is an Industrialist & possesses more than 32 years of experience in Auto Component Industry
- He is the current President of ACMA & Chairman of Haryana State Council of CII



**Ms. Ritika Modi**

- She is 38 years old and has an industry experience of over 25 years in the travel and airline industry
- She is currently Regional President of UNIGLOBE Travel South Asia, heading the largest single brand travel franchise network in South Asia region

# Professional & Experienced Team



Mr. Vineet Sahni  
CEO & Senior Executive Director  
Age: 54 years  
Experience: 30 Years



Mr. Sanjay Mehta  
Group – Chief Financial Officer  
Age: 52 years  
Experience: 29 Years



Mr. Naval Khanna  
Corporate Head – Taxation  
Age: 61 years  
Experience: 40 years



Mr. Vikas Marwah  
Chief Strategy Officer  
Age: 51 Years  
Experience: 28 Years



Mr. Shrutikant Rustagi  
Chief Financial Officer  
Age: 49 Years  
Experience: 24 Years



Ms. Ibha Lal  
Corporate Head - HR  
Age: 52 Years  
Experience: 26 Years



Ms. Priyanka Sharma  
Corporate  
Communication & CSR  
Age: 50 Years  
Experience: 24 Years



Mr. Atul Jain  
Corporate Head - Materials  
Age: 49 Years  
Experience: 26 Years



Mr. Sanjay Sachdev  
Corporate Head - Legal  
Age: 48 Years  
Experience: 27 Years



# The Path Ahead



# 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

# 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 witnessed the transition to manufacturing of Localized LED Head Lamp with Signature DRL and Position

## 2017-19

- 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**

## 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 Advantage





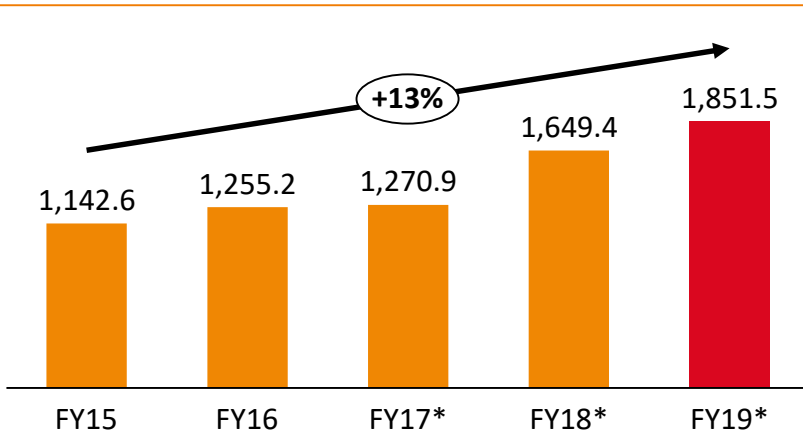
# Financials



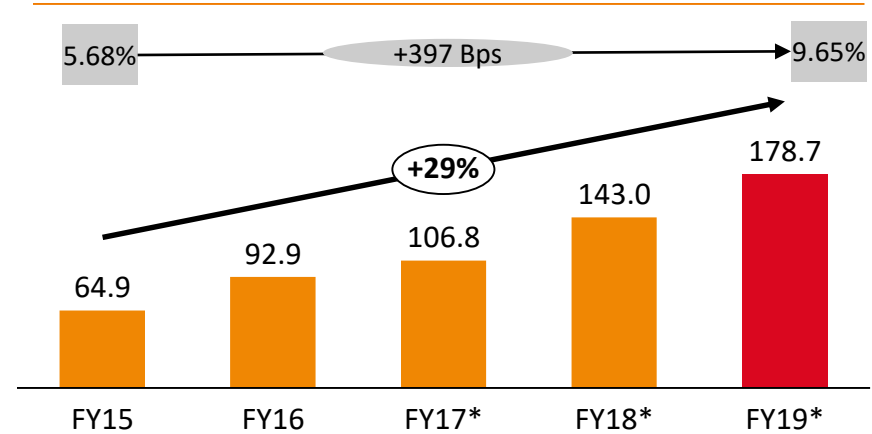
# Strong Growth in Total Income with Healthy Margins



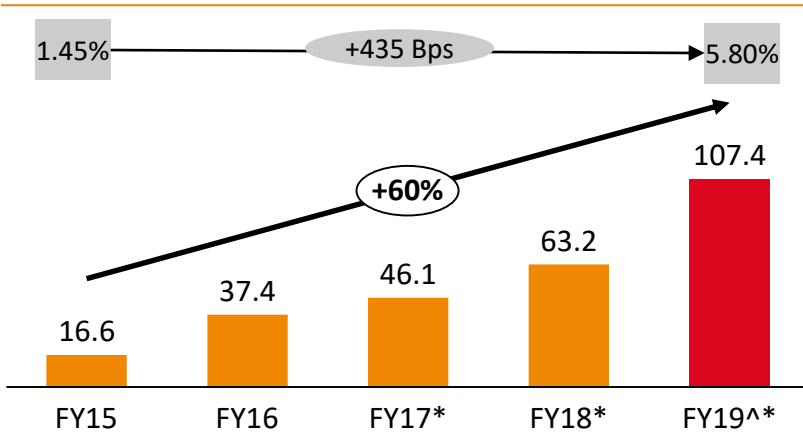
## Revenue



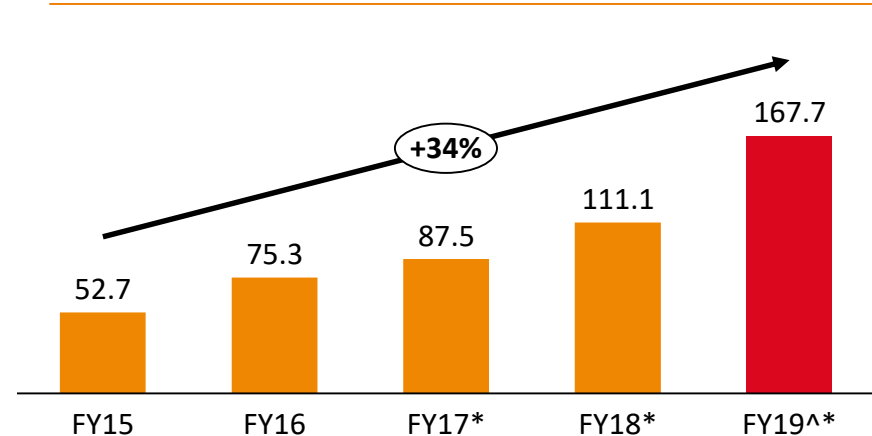
## Reported EBITDA#



## PAT



## Cash PAT



Standalone Results

Margins

Rs. Crores

\* Numbers updated as per IND-AS

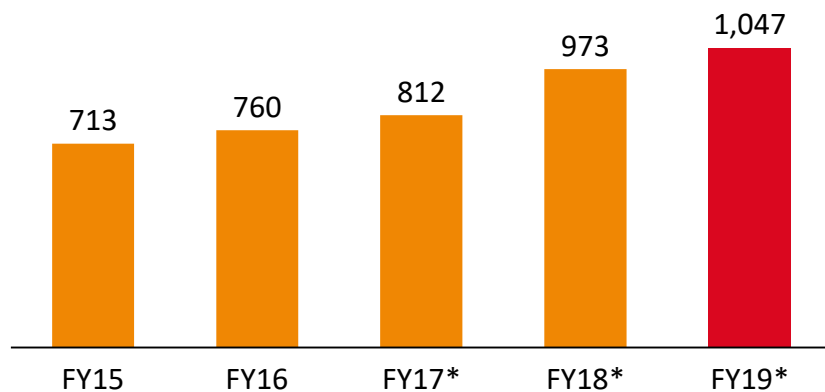
# Including other income

^Includes one time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

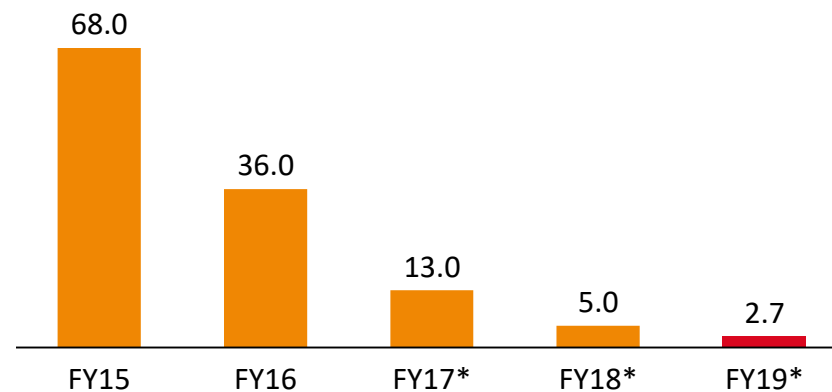
# Expansion funded through Internal Accruals



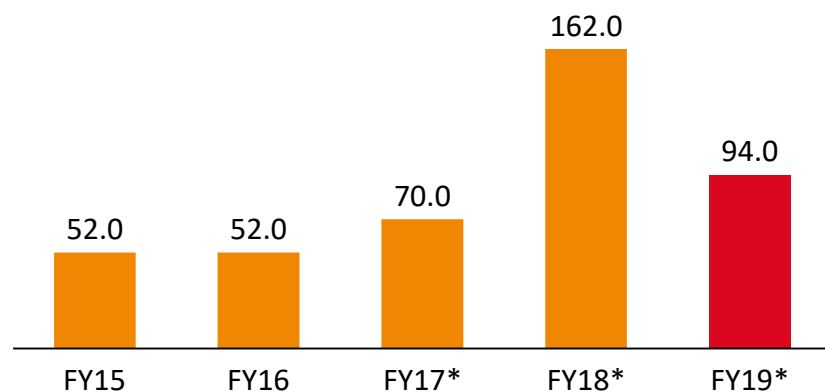
## Gross Block



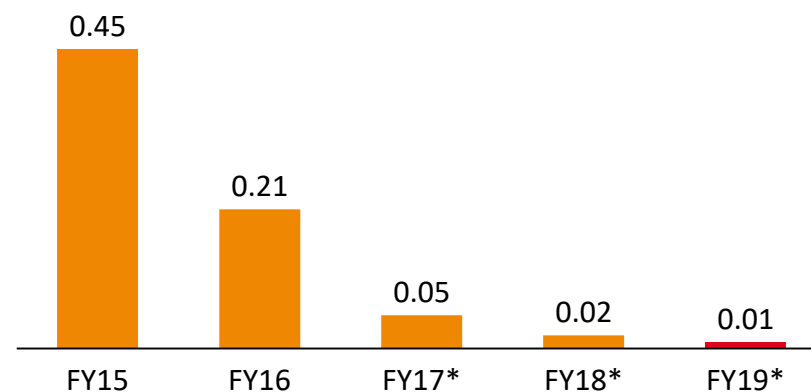
## Long Term Loan



## Capex



## Reducing Long Term Debt / Equity



Standalone Results

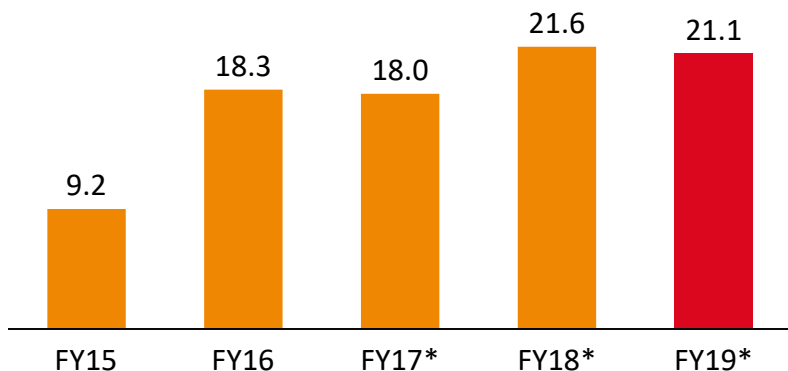
Rs. Crores

\* Numbers updated as per IND-AS

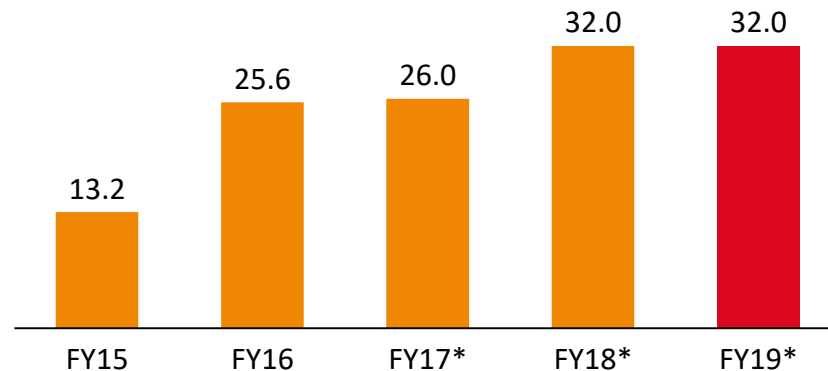
# Healthy Return Ratios



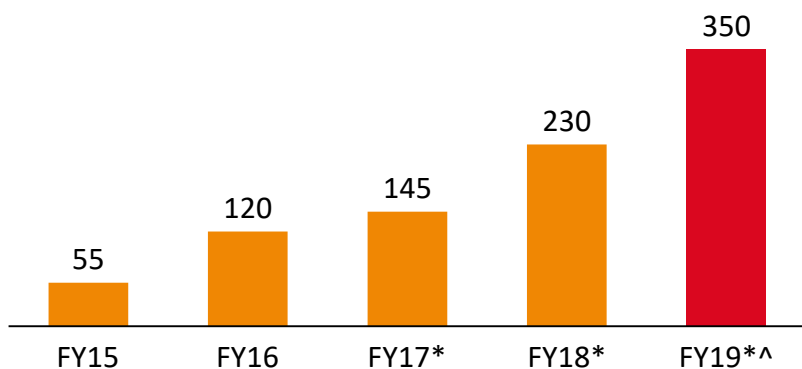
### ROE (%)



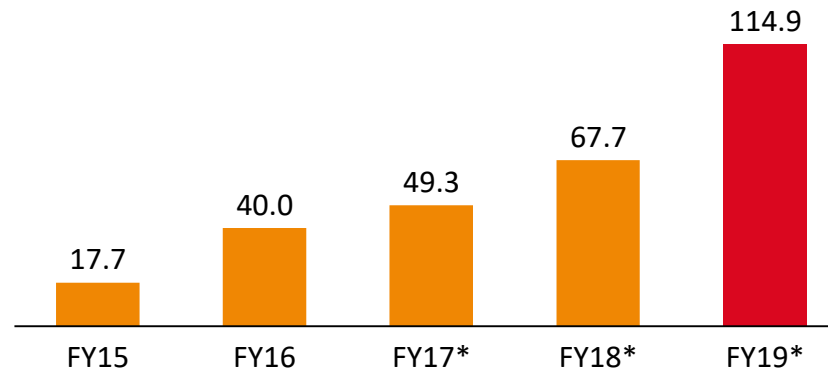
### ROCE (%)



### Dividend (% of Face Value)



### EPS (in Rs.)



<sup>^</sup> Total Dividend includes special dividend of Rs. 10/share on account of income on sale of land and building in FY19

ROCE = EBIT / Capital Employed

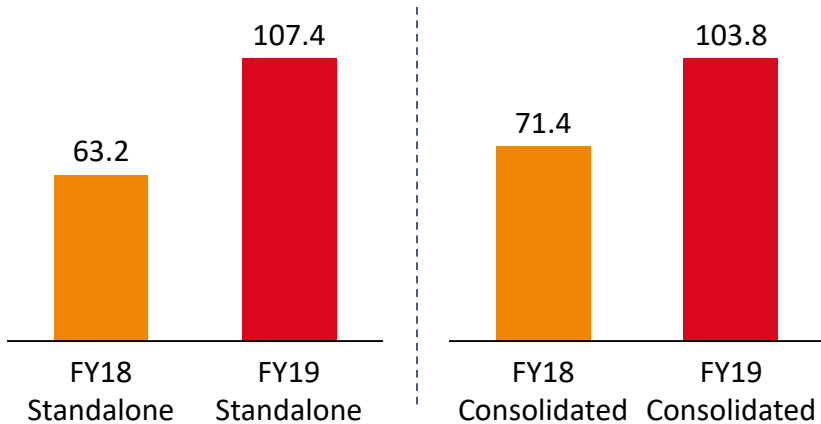
Capital Employed = Networth + Long term debt including Current Maturity

Standalone Results  
\* Numbers updated as per IND-AS

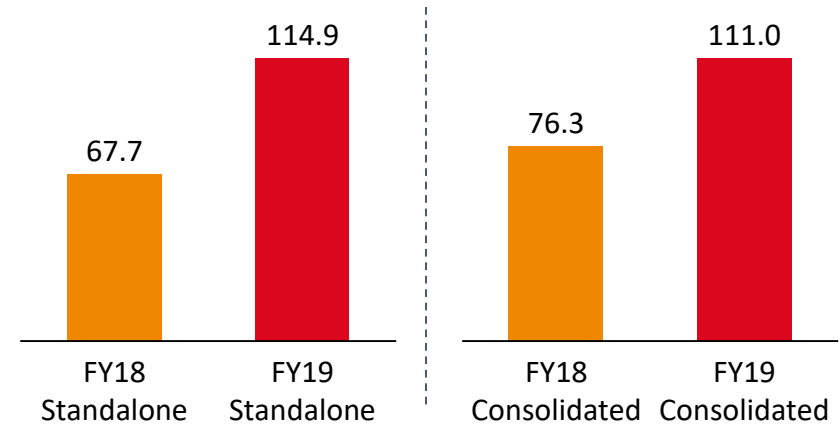
# Consolidated Performance



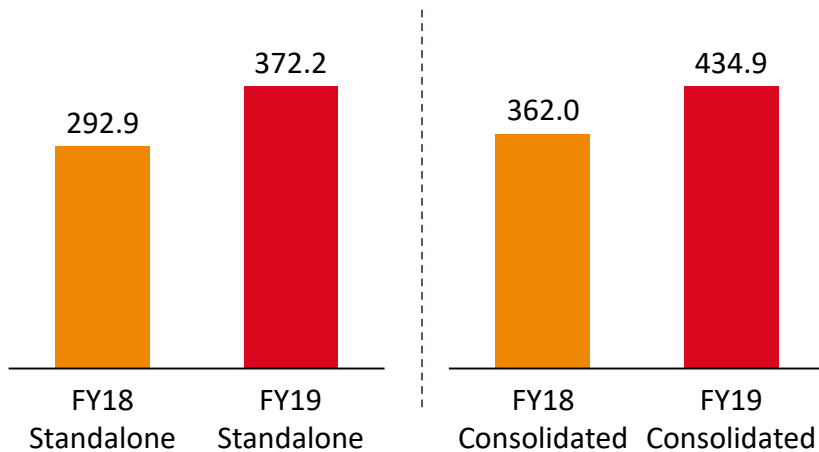
### PAT#



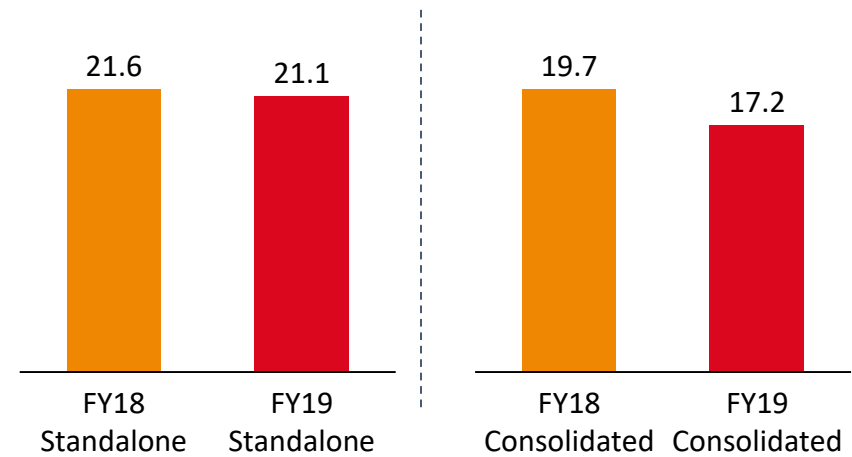
### EPS (in Rs.)



### Net Worth\*



### ROE (%)

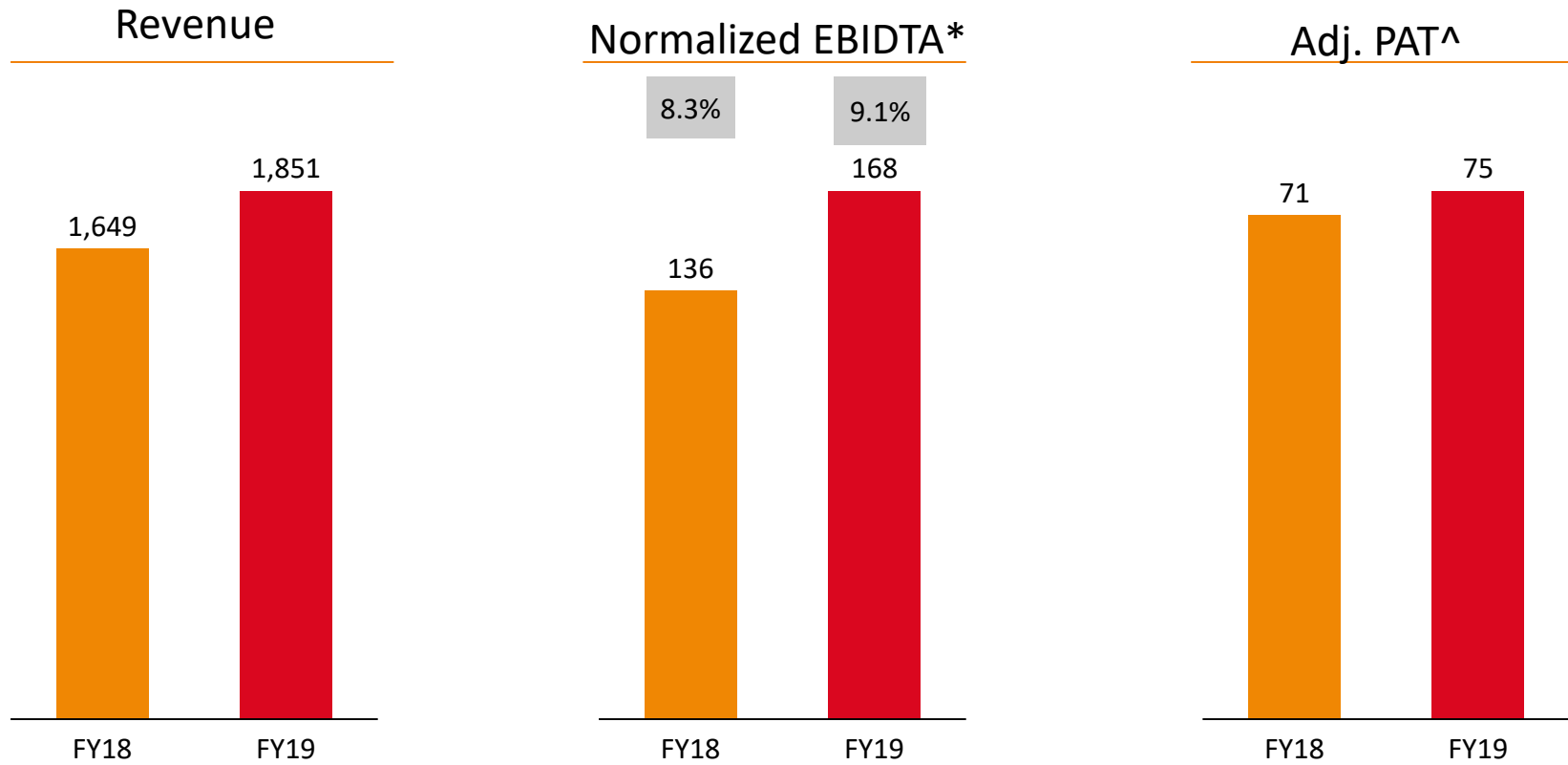


\*Rs. Crores

Numbers updated as per IND-AS

# Includes one time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

# Full Year Highlights - Consolidated



# Numbers updated as per IND-AS

Rs. Crores

\*excludes forex items and including other income

^excludes one time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

# Standalone P&L Statement



Particulars (Rs. in Crores.)	Q4 FY19	Q4 FY18	YoY	FY19	FY18	YoY
<b>Manufacturing Revenue</b>	<b>417.99</b>	<b>450.00</b>	<b>-7.1%</b>	<b>1,802.41</b>	<b>1,506.87</b>	<b>19.6%</b>
<b>Moulds Revenue</b>	<b>14.66</b>	<b>108.88</b>	<b>-86.5%</b>	<b>49.04</b>	<b>142.48</b>	<b>-65.6%</b>
<b>Total Operating Revenue (Net of Excise duty)</b>	<b>432.65</b>	<b>558.88</b>	<b>-22.6%</b>	<b>1,851.45</b>	<b>1,649.35</b>	<b>12.3%</b>
Other Income	7.58	1.04		25.52	6.48	
<b>Total Income</b>	<b>440.23</b>	<b>559.92</b>	<b>-21.4%</b>	<b>1,876.97</b>	<b>1,655.83</b>	<b>13.4%</b>
Raw Material	283.46	387.29		1,213.18	1,090.14	
Employee Expenses	53.44	52.86		218.00	188.93	
Other Expenses	65.03	71.73		263.57	236.55	
<b>EBITDA</b>	<b>38.31</b>	<b>48.04</b>	<b>-20.3%</b>	<b>182.22</b>	<b>140.21</b>	<b>30.0%</b>
<b>EBITDA Margin</b>	<b>8.9%</b>	<b>8.6%</b>		<b>9.8%</b>	<b>8.5%</b>	
Forex Loss / (Gain)*	-1.18	0.68		3.53	-2.77	
Depreciation	18.97	13.70		60.29	47.87	
Finance Cost	4.58	3.64		15.52	7.19	
<b>Profit Before Tax &amp; Exceptional items</b>	<b>15.94</b>	<b>30.02</b>	<b>-46.9%</b>	<b>102.88</b>	<b>87.92</b>	<b>17.0%</b>
Exceptional items	<b>0.00</b>	<b>0.00</b>		<b>36.20</b>	<b>0</b>	
<b>PBT</b>	<b>15.94</b>	<b>30.02</b>	<b>-46.9%</b>	<b>139.08</b>	<b>87.92</b>	
Tax	3.80	11.32		31.68	24.69	
<b>PAT</b>	<b>12.14</b>	<b>18.70</b>	<b>-35.1%</b>	<b>107.40</b>	<b>63.24</b>	<b>69.8%</b>
<b>PAT margin</b>	<b>2.8%</b>	<b>3.3%</b>		<b>5.8%</b>	<b>3.8%</b>	
<b>EPS</b>	<b>12.99</b>	<b>20.01</b>		<b>114.89</b>	<b>67.65</b>	

# Consolidated P&L Statement



Particulars (Rs. in Crores)	Q4 FY19	Q4 FY18	YoY	FY19	FY18	YoY
<b>Manufacturing Revenue</b>	<b>417.99</b>	<b>450.00</b>	<b>-7.1%</b>	<b>1,802.41</b>	<b>1,506.87</b>	<b>19.6%</b>
<b>Moulds Revenue</b>	<b>14.66</b>	<b>108.88</b>	<b>-86.5%</b>	<b>49.04</b>	<b>142.48</b>	<b>-65.6%</b>
<b>Total Operating Revenue (Net of Excise duty)</b>	<b>432.65</b>	<b>558.88</b>	<b>-22.6%</b>	<b>1,851.45</b>	<b>1,649.35</b>	<b>12.3%</b>
Other Income	7.58	1.04		11.53	2.69	
<b>Total Income</b>	<b>440.23</b>	<b>559.92</b>	<b>-21.4%</b>	<b>1,862.98</b>	<b>1,652.04</b>	<b>12.8%</b>
Raw Material	283.46	387.29		1,213.18	1,090.14	
Employee Expenses	53.44	52.86		218.00	188.93	
Other Expenses	65.03	71.73		263.57	236.55	
<b>EBITDA</b>	<b>38.31</b>	<b>48.04</b>	<b>-20.3%</b>	<b>168.23</b>	<b>136.42</b>	<b>23.3%</b>
<b>EBITDA Margin</b>	<b>8.9%</b>	<b>8.6%</b>		<b>9.1%</b>	<b>8.3%</b>	
Forex Loss / (Gain)*	-1.18	0.68		3.53	-2.77	
Depreciation	18.97	13.70		60.29	47.87	
Finance Cost	4.58	3.64		15.52	7.19	
<b>PBT before Exceptional items &amp; share of profit/ (loss) of associate</b>	<b>15.94</b>	<b>30.02</b>	<b>-46.9%</b>	<b>88.89</b>	<b>84.13</b>	<b>5.7%</b>
Exceptional items	0.00	0.00		36.20	0.00	
Profit from Associates	2.54	-1.17		9.19	13.42	
<b>Profit before Tax</b>	<b>18.49</b>	<b>28.85</b>	<b>-35.9%</b>	<b>134.28</b>	<b>97.55</b>	<b>37.7%</b>
Tax	4.24	11.12		30.49	26.19	
<b>PAT</b>	<b>14.25</b>	<b>17.73</b>	<b>-19.6%</b>	<b>103.79</b>	<b>71.36</b>	<b>45.4%</b>
<b>PAT margin</b>	<b>3.3%</b>	<b>3.2%</b>		<b>5.6%</b>	<b>4.3%</b>	
<b>EPS</b>	<b>15.25</b>	<b>18.97</b>		<b>111.04</b>	<b>76.34</b>	



# Standalone Balance Sheet



ASSETS (Rs. in Crores.)	Mar-19	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	544.12	514.02
Capital work-in-progress	49.00	33.83
Investment property	0.72	0.00
Intangible assets	4.61	4.35
Intangible assets under development	0.79	0.00
<b>Financial assets</b>		
Investments	5.15	4.51
Loans	5.38	3.92
Others	2.27	2.31
Other tax Assets	5.17	0.81
Deferred tax assets (net)	0.00	0.27
Other non-current assets	31.99	8.08
<b>Sub-total - Non-Current Assets</b>	<b>649.20</b>	<b>572.10</b>
<b>Current assets</b>		
Inventories	204.15	168.79
<b>Financial assets</b>		
Investments	0.14	0.15
Trade receivables	221.01	318.23
Cash and cash equivalents	2.01	1.24
Bank balances other than Cash	0.23	0.47
Loans	0.99	0.95
Others	10.62	32.55
Other current assets	25.75	39.92
<b>Sub-total - Current Assets</b>	<b>464.91</b>	<b>562.29</b>
Assets Classified as held for Sale	0.00	0.02
<b>TOTAL - ASSETS</b>	<b>1,114.11</b>	<b>1,134.41</b>

EQUITY & LIABILITIES	Mar-19	Mar-18
<b>Equity</b>		
Equity Share capital	9.35	9.35
Non Controlling Interest	0.00	0.00
Other equity	362.90	283.52
<b>Sub-total - Shareholders' funds</b>	<b>372.24</b>	<b>292.86</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	0.94	2.28
Provisions	25.25	20.03
Deferred tax liabilities (net)	4.34	0.00
Other non-current liabilities	0.00	0.00
<b>Sub-total - Non-current liabilities</b>	<b>30.53</b>	<b>22.31</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	136.96	99.21
Trade payables	380.09	536.36
Other financial liabilities	101.63	117.95
Provisions	12.34	11.27
Other current liabilities	80.31	54.44
<b>Sub-total - Current liabilities</b>	<b>711.34</b>	<b>819.24</b>
<b>TOTAL - EQUITY &amp; LIABILITIES</b>	<b>1,114.11</b>	<b>1,134.41</b>

# Numbers updated as per IND-AS

# Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-19	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	544.12	514.02
Capital work-in-progress	49.00	33.83
Investment property	0.72	0.00
Intangible assets	4.61	4.35
Intangible assets under development	0.79	0.00
Investments accounted Using Equity Method	79.08	86.76
<b>Financial assets</b>		
Investments	1.60	0.96
Loans	5.38	3.92
Others	2.27	2.31
Other tax Assets	5.17	0.81
Other non-current assets	31.99	8.08
<b>Sub-total - Non-Current Assets</b>	<b>724.74</b>	<b>655.04</b>
<b>Current assets</b>		
Inventories	204.15	168.79
<b>Financial assets</b>		
Investments	0.14	0.15
Trade receivables	221.01	318.23
Cash and cash equivalents	2.01	1.24
Bank balances other than Cash	0.23	0.47
Loans	0.99	0.95
Others	10.62	32.55
Other current assets	25.75	39.92
<b>Sub-total - Current Assets</b>	<b>464.91</b>	<b>562.29</b>
Assets Classified as held for Sale	0.00	0.02
<b>TOTAL - ASSETS</b>	<b>1,189.64</b>	<b>1,217.35</b>

EQUITY & LIABILITIES	Mar-19	Mar-18
<b>Equity</b>		
Equity Share capital	9.35	9.35
Other equity	425.55	352.65
<b>Sub-total - Shareholders' funds</b>	<b>434.90</b>	<b>362</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	0.94	2.28
Provisions	25.25	20.03
Deferred tax liabilities (net)	17.22	13.81
<b>Sub-total - Non-current liabilities</b>	<b>43.41</b>	<b>36.12</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	136.96	99.21
Trade payables	380.09	536.36
Other financial liabilities	101.63	117.95
Provisions	12.34	11.27
Other current liabilities	80.31	54.44
<b>Sub-total - Current liabilities</b>	<b>711.34</b>	<b>819.24</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,189.64</b>	<b>1,217.35</b>

# Numbers updated as per IND-AS



# Awards & Recognitions





Lumax Industries Limited won the Overall Performance (Shield) Award from Maruti Suzuki India Limited in May, 2019.

## Awards & Recognition



Lumax Industries bagged four prestigious awards from ACMA for Manufacturing Excellence, Excellence in Technology - Product Innovation and Excellence in Supplier Development in 2019.

# Awards & Recognition



For Tier 2 Upgradation



For Gujarat Localization



For Overall Vendor Performance



HMSI Awards for New Product Development



SML Isuzu Award for Design and Development



## Awards & Recognition



Team Sankalp from Lumax Industries Limited, Bawal won the 'Best Overall Project' Award at the ICQCC, Singapore, 2018. It was the highest award of the competition. Team Sankalp also bagged the 'Star Award'. While both Team Sankalp and Team Jagriti from Lumax Industries Limited, Dharuhera won the 'Gold Award' at the competition



JIPM Award for Excellence in Consistent TPM Commitment  
Pantnagar Plant, 2019



JIPM-TPM Excellence Award Bengaluru Plant, 2019



JIPM-TPM Excellence Award Pantnagar Plant, March 2014



JIPM-TPM Excellence Award Bawal Plant, November 2017



## 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

## Health



**For further information, please contact:**

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**Investor Relations Advisors:**

**Lumax Industries Limited**

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