

<b>BSE Limited</b> Listing & Compliance Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001	<b>The National Stock Exchange of India Limited</b> Listing & Compliance Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400051
<b>Security Code : 517206</b>	<b>Symbol: LUMAXIND</b>

**Subject: Investor Presentation for the 4<sup>th</sup> Quarter and Financial Year ended 31<sup>st</sup> March, 2021.**

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4<sup>th</sup> Quarter and Financial Year ended 31<sup>st</sup> March, 2021.

The same shall also be made available on the website of the Company [www.lumaxworld.in/lumaxindustries](http://www.lumaxworld.in/lumaxindustries).

This is for your information and records.

Thanking you,

Yours faithfully,

**For LUMAX INDUSTRIES LIMITED**



**PANKAJ MAHENDRU**  
**COMPANY SECRETARY**  
**M. NO. A 28161**



Encl: As Stated above



# Lumax Industries Limited



Investor Presentation – Q4 & FY 2021

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.

# 75 Glorious Years of Lumax DK Jain Group

RESPECT  
INTEGRITY  
PASSION  
EXCELLENCE

**GLOBAL STANDARDS  
...INDIAN ROOTS**


**WE COME TOGETHER  
TO FORM  
WINGREAT**



**WE COME TOGETHER  
TO FORM  
WINGREAT**

**We play TOGETHER  
We play RIGHT  
We play to WIN**



RESPECT  
INTEGRITY  
PASSION  
EXCELLENCE



Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

15 Entities in 8 States

33 Manufacturing Facilities

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

Over 9,000 Employees

## Two Listed Entities



### Lumax Industries Limited

#### Products & Services

End-to-end Automotive Lighting Solutions  
HVAC Panels and other electronic components

#### Partnerships

- Stanley – Japan
- SL Corporation - Korea

### Lumax Auto Technologies Limited

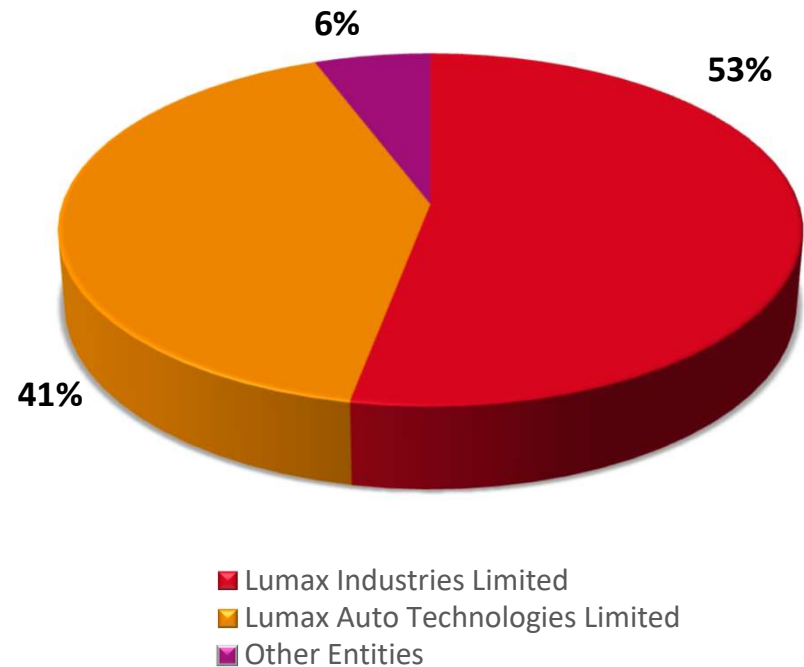
#### Products & Services

Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas

#### Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co. Limited – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan

**Group Revenue Break Up (%)**  
**FY21 Revenue of Rs. 2,700 Cr**






**OUR GROUP PURPOSE**

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




**OUR VALUES**

**Respect**  
**Integrity**  
**Passion**  
**Excellence**

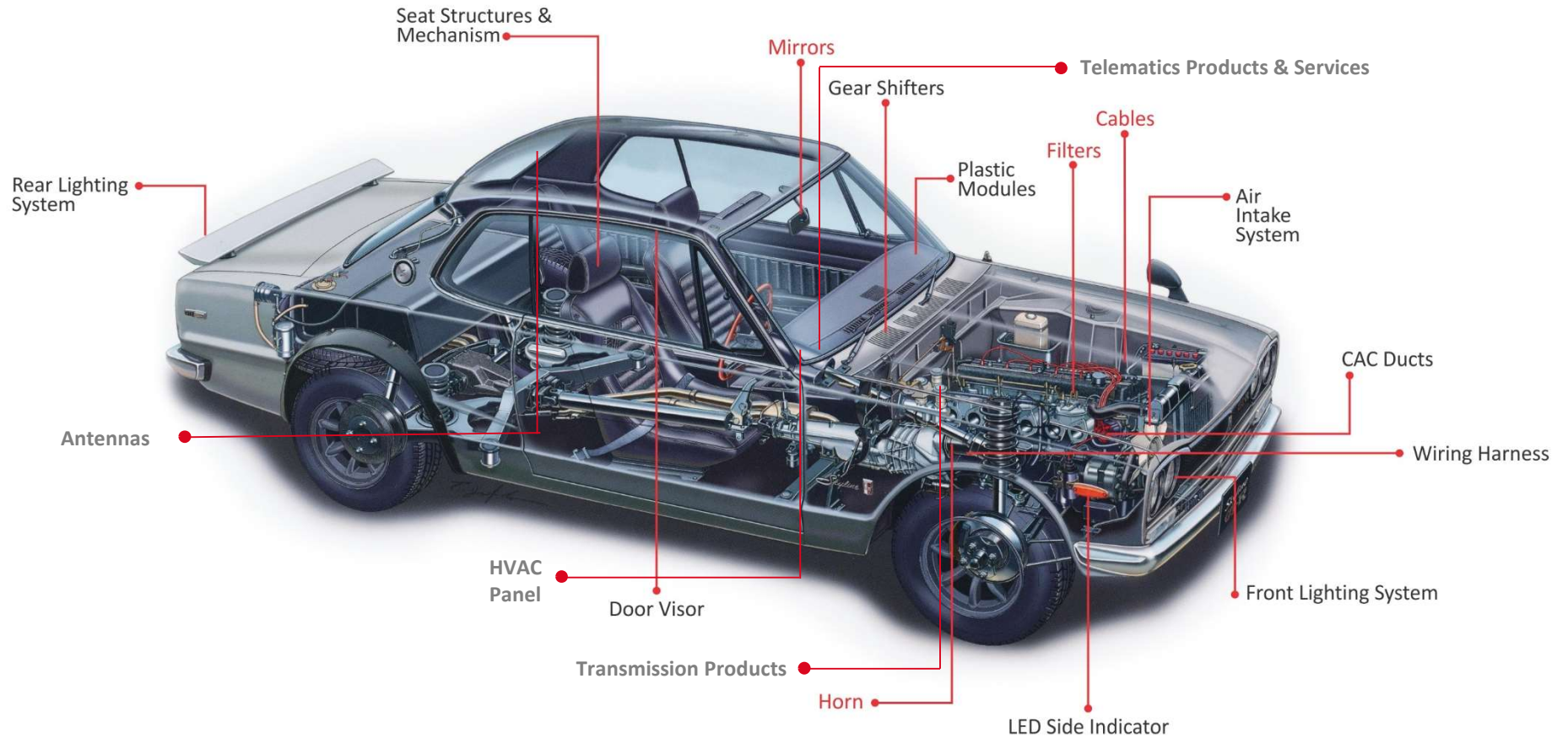


**OUR VISION**

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



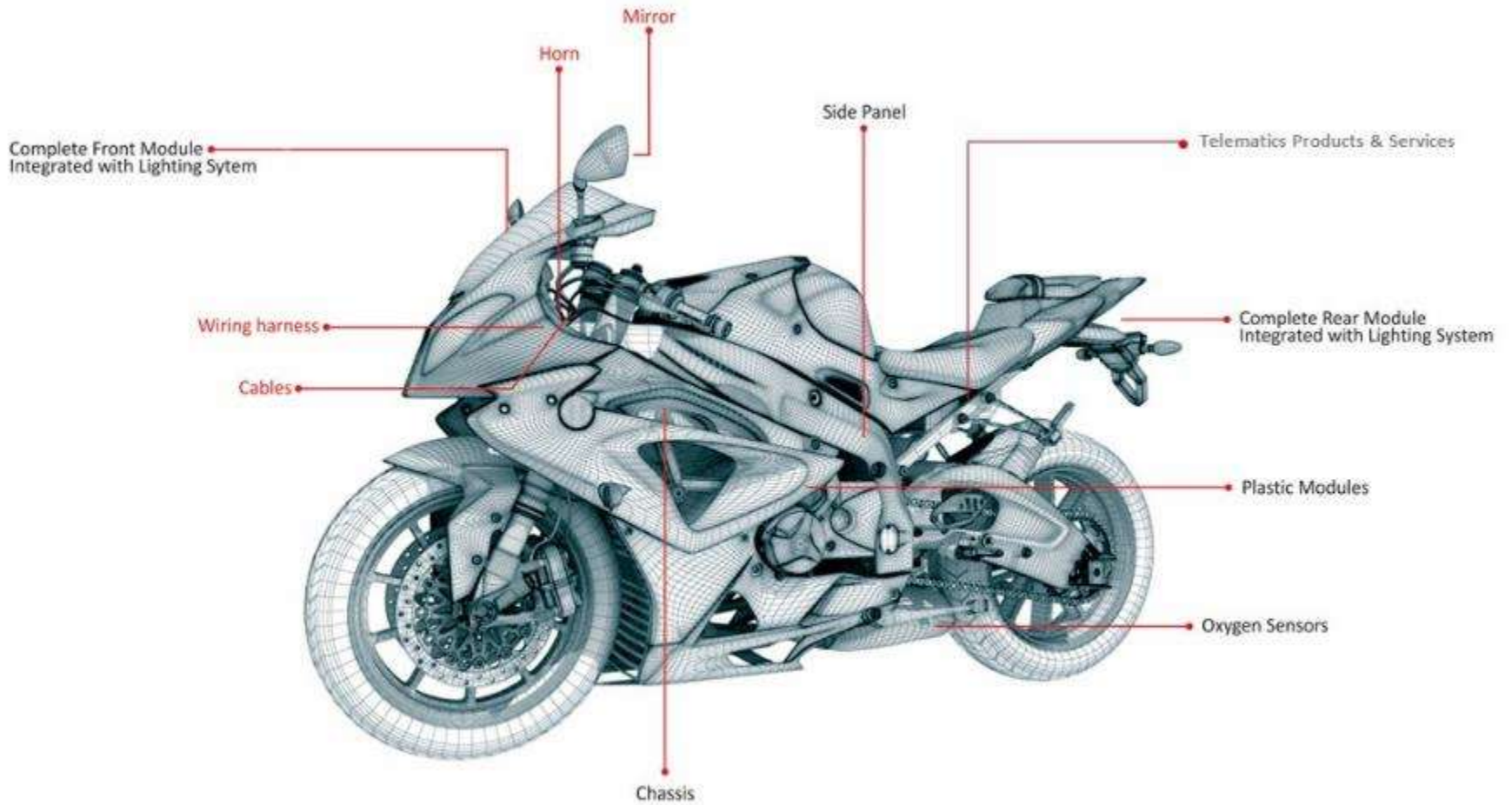
# Diversified Product Range – 4-wheelers & CV



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

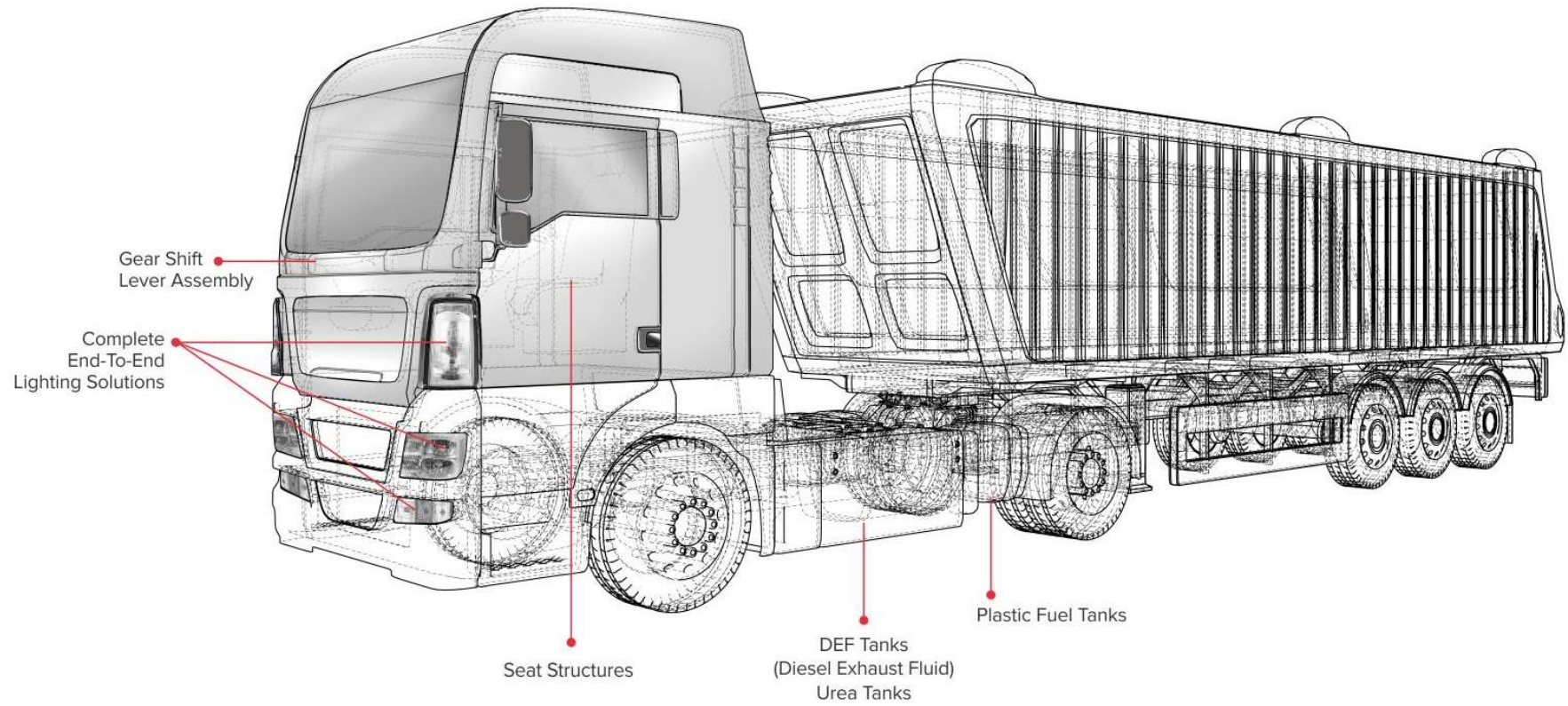


# Diversified Product Range – 2-wheelers



■ *Aftermarket products*

# Diversified Product Range – Commercial Vehicles



# Diversified Product Range – Farm Equipment Sector (FES)



## Fostering Partnerships to Deliver Excellence



Japan

JV FOR LIGHTING, HVAC PANELS  
AND OTHER ELECTRONICS

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

# Fostering Partnerships to Deliver Excellence



**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  
50% in Lumax Jopp Allied Technologies Ltd

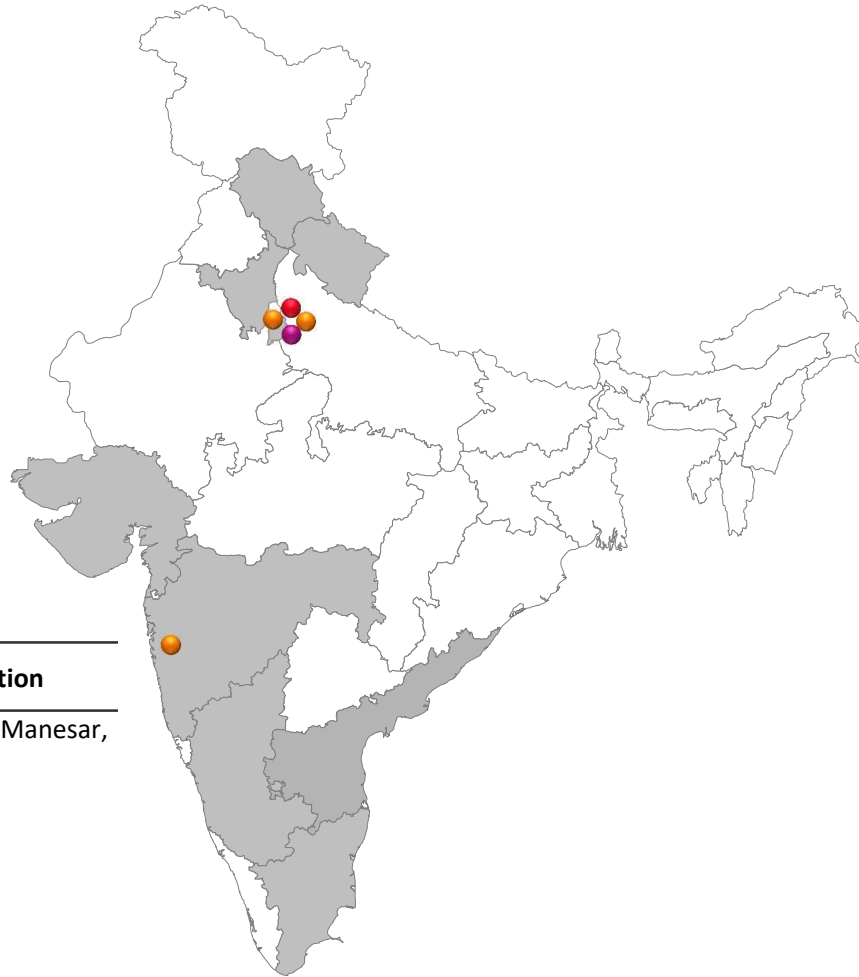


**JAPAN**

JV FOR MANUFACTURE AND SUPPLY ANTENNAS & OTHER VEHICLE COMMUNICATION PRODUCTS

Relationship Since 2020

# 33 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	3
	Manesar	4
Maharashtra	Pune	9
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Andhra Pradesh	Anantpur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Himachal Pradesh	Kale Amb	1
<b>Total</b>		<b>33</b>

## 33 Plants in 8 States

Lumax Industries Limited & Lumax Auto Technologies Limited, along with its subsidiaries, JVs & Associates

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

## 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



### Mahindra Rise.



## Commercial Vehicle



### DAIMLER





## Tractor/FES



## Defence & Aero Space



## Export



... Strong After Market Exports Presence

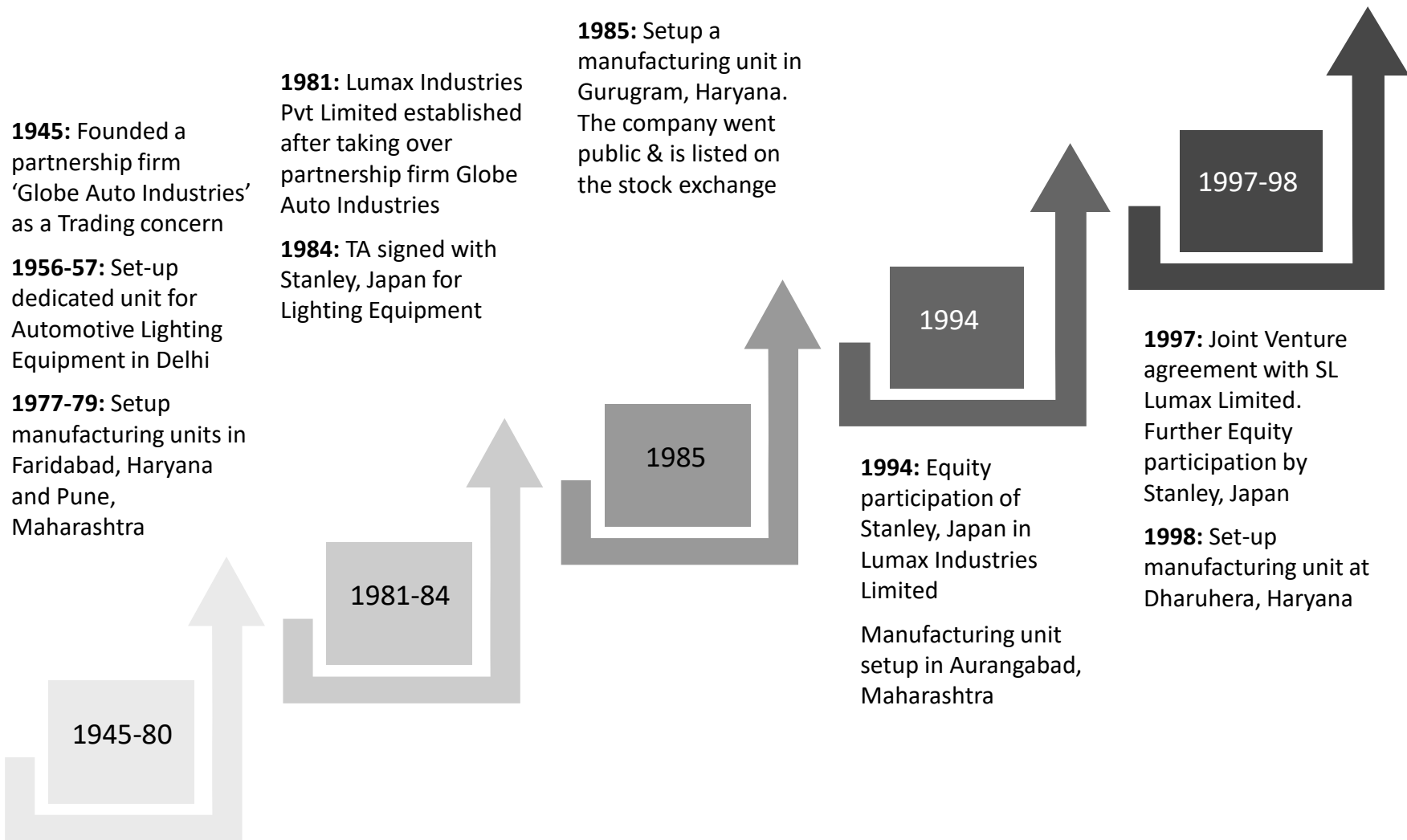


# Lumax Industries Limited

Driving Leadership in Automotive Lighting



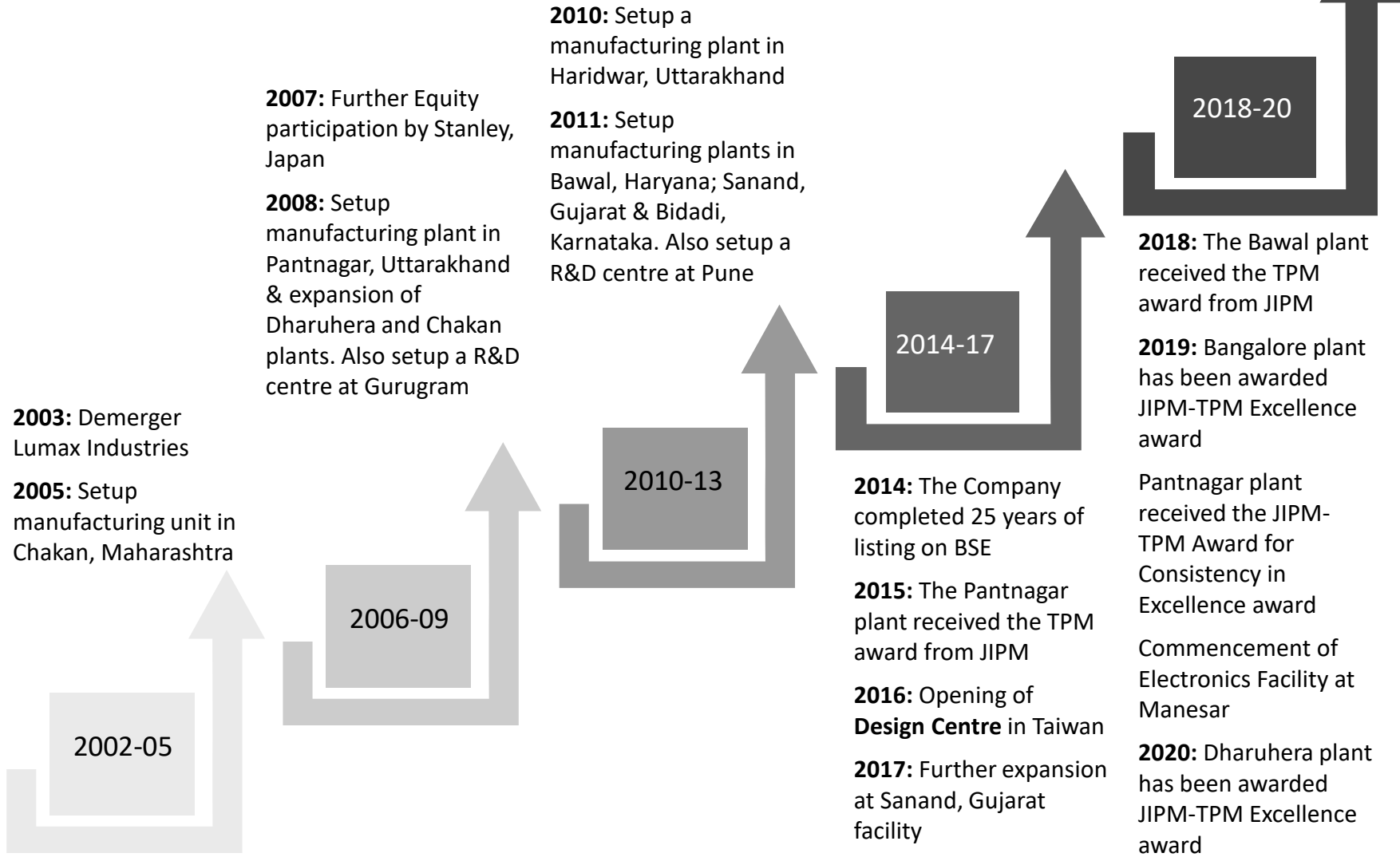
# Milestone



# Milestone



## ...2005 -2020 a period of strategic expansion



# Competitive Advantages



## Market Leaders

Leadership in Lighting

## Partnerships

With more than three & half 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

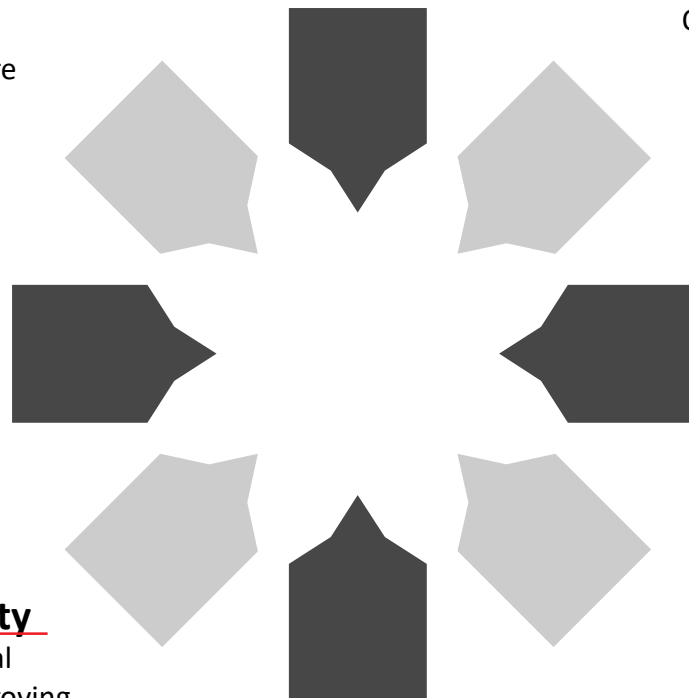
Consistent financial performance with improving return ratios

## Experience

Over 7 decades of OEM relationships

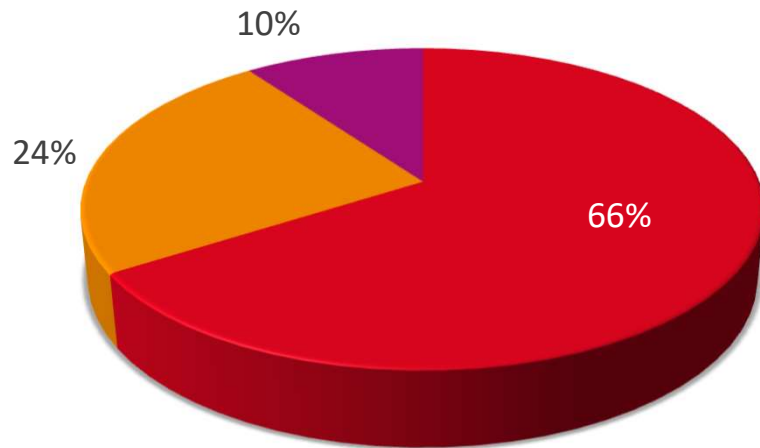
## Proximity to Customers

12 manufacturing facilities strategically located at key automotive hubs in the country



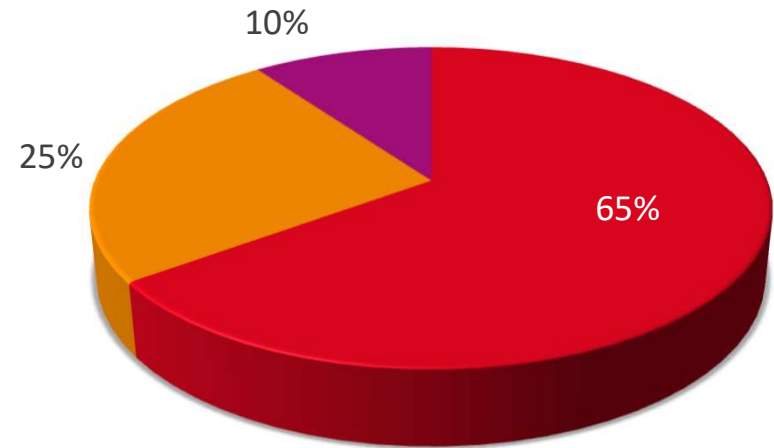
# Product Mix Q4FY21

**Product wise Sales Q4FY20 (Rs. 334 Crores)\***



■ Front Lighting    
 ■ Rear Lighting    
 ■ Others

**Product wise Sales Q4FY21 (Rs. 490 Crores)\***



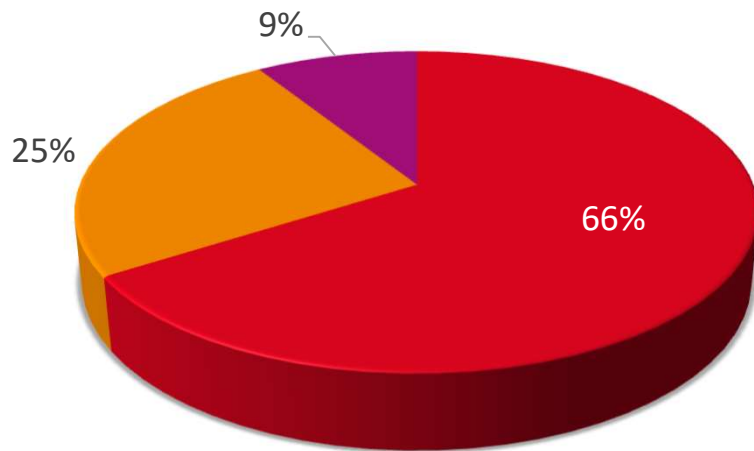
■ Front Lighting    
 ■ Rear Lighting    
 ■ Others

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

\* Excludes Mould Sales

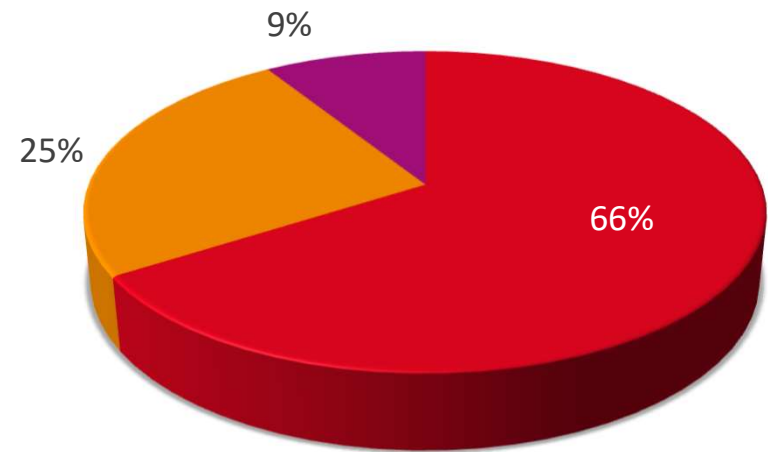
# Product Mix FY21

**Product wise Sales FY20 (Rs. 1,471 Crores)\***



■ Front Lighting    
 ■ Rear Lighting    
 ■ Others

**Product wise Sales FY21 (Rs. 1,375 Crores)\***



■ Front Lighting    
 ■ Rear Lighting    
 ■ Others

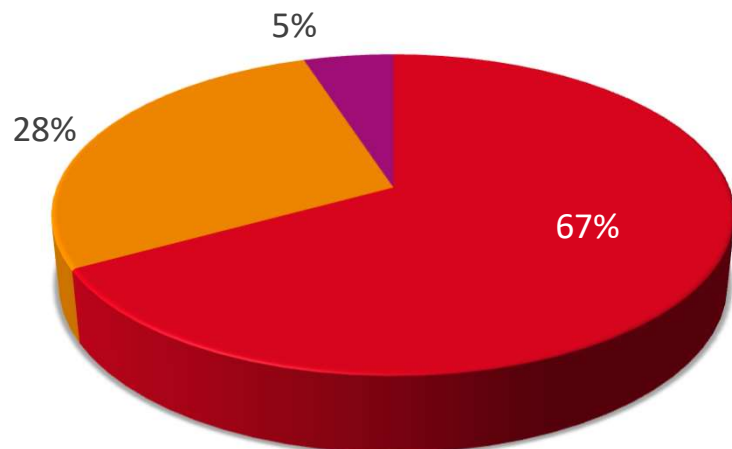
Front Lighting – Head Lamp & Fog Lamp  
 Rear Lighting – Tail Lamp & High Mount Stop Lamp  
 Others – Auxiliary Lamps, Indicators

\* Excludes Mould Sales

# Segment Mix Q4FY21

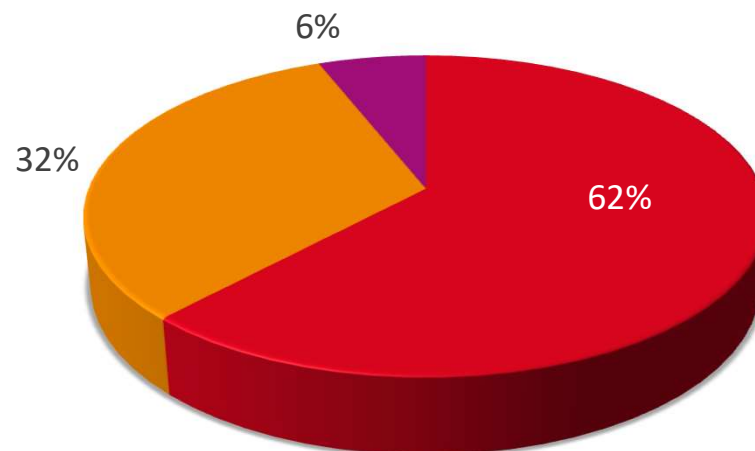


**Segment wise Sales Q4FY20 (Rs. 334 Crores)\***



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

**Segment wise Sales Q4FY21 (Rs. 490 Crores)\***



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

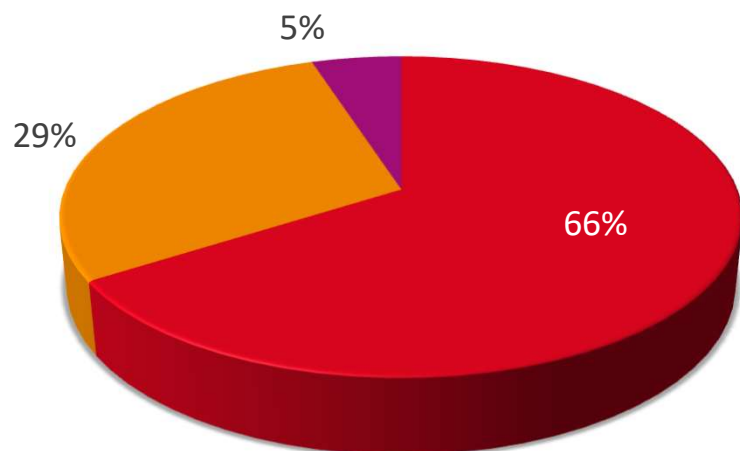
\* Excludes Mould Sales



# Segment Mix FY21

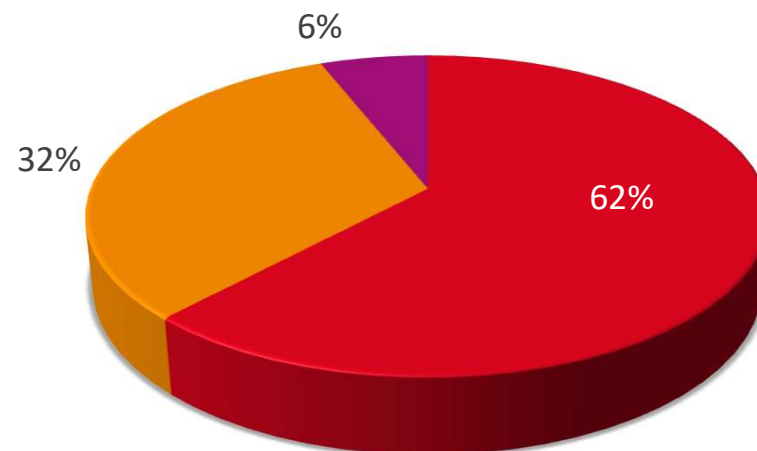


**Segment wise Sales FY20 (Rs. 1,471 Crores)\***



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

**Segment wise Sales FY21 (Rs. 1,375 Crores)\***



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

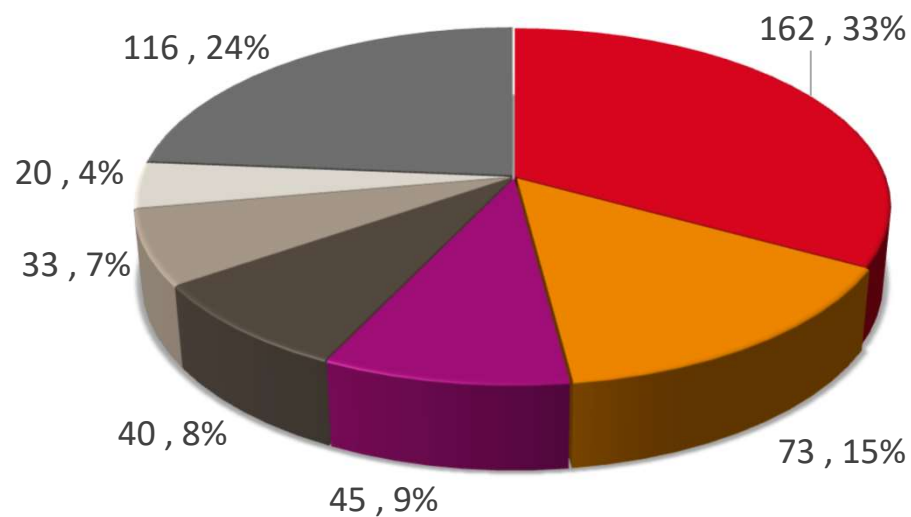
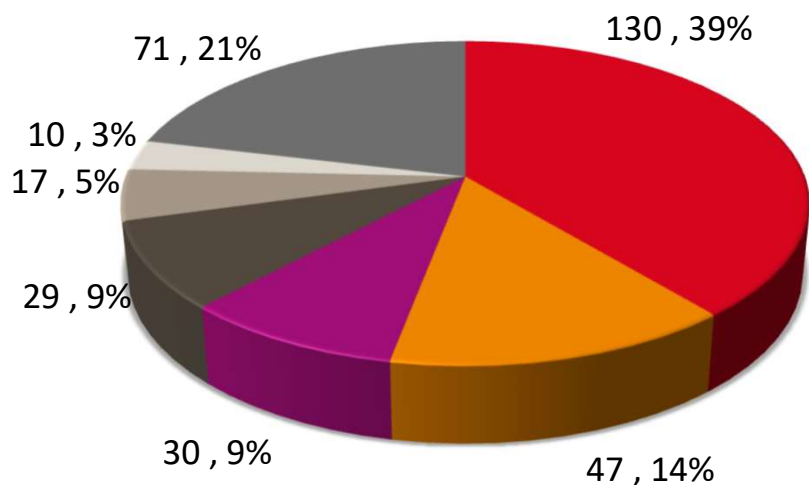
\* Excludes Mould Sales

# Customer Mix Q4FY21



**Customer wise Sales Q4FY20 (Rs. 334 Crores)\***

**Customer wise Sales Q4FY21 (Rs. 490 Crores)\***



Figures in Rs. Crores

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

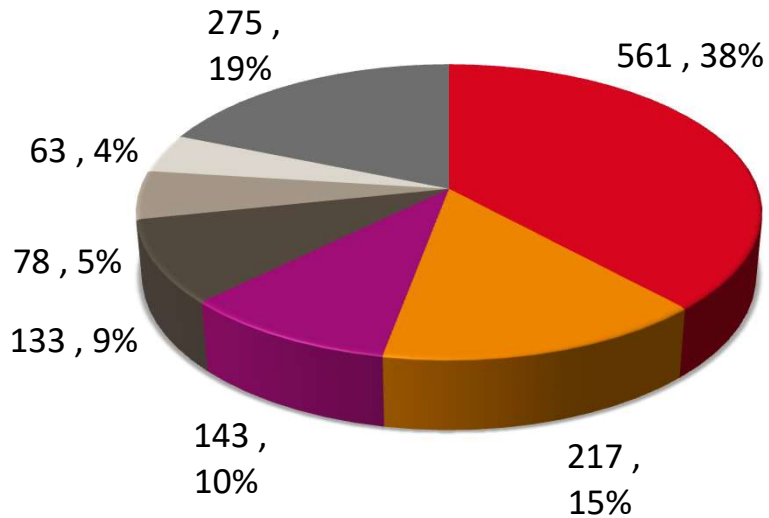
■ MSIL/SMG ■ HMSI ■ HML ■ M&M ■ TATA ■ HCIL ■ Others

\* Excludes Mould Sales

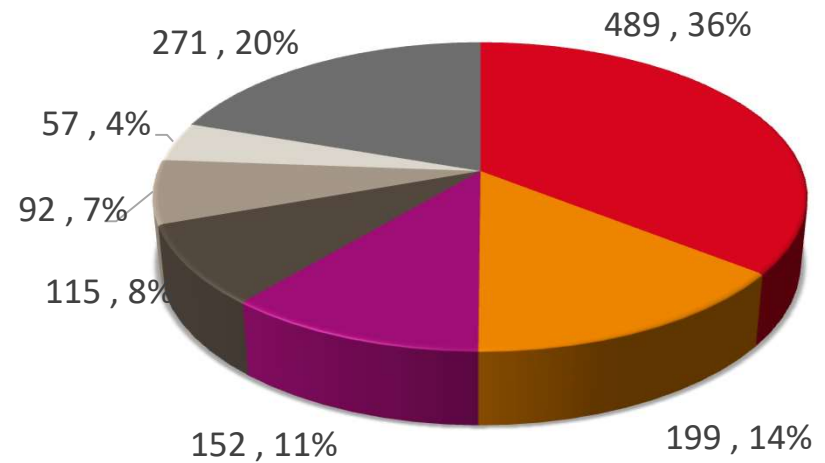
# Customer Mix FY21



**Customer wise Sales FY20 (Rs. 1,471 Crores)\***



**Customer wise Sales FY21 (Rs. 1,375 Crores)\***



Figures in Rs. Crores

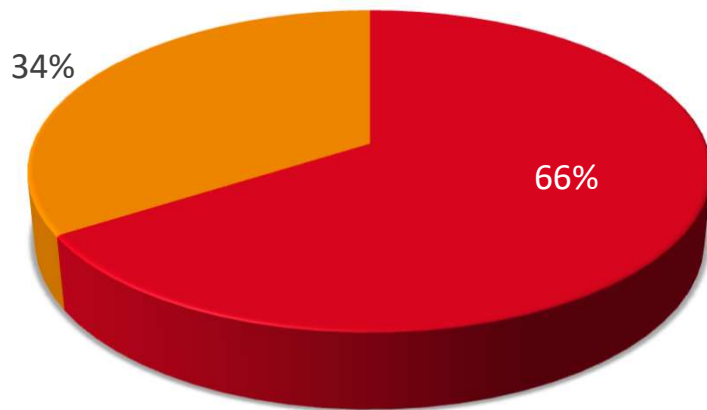
■ MSIL/SMG 
 ■ HMSI 
 ■ HML 
 ■ M&M 
 ■ TATA 
 ■ HCIL 
 ■ Others 
 ■ MSIL/SMG 
 ■ HMSI 
 ■ HML 
 ■ M&M 
 ■ TATA 
 ■ HCIL 
 ■ Others

\* Excludes Mould Sales

# LED Lighting vs Conventional Lighting



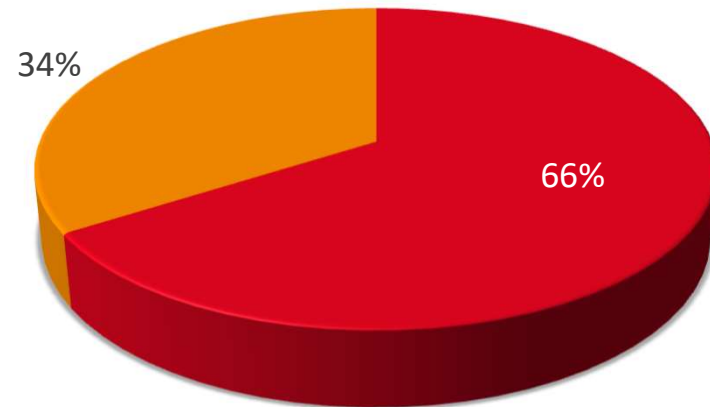
**Product wise Sales FY20 (Rs. 1,471 Crores)\***



■ Conventional Lighting

■ LED Lighting

**Product wise Sales FY21 (Rs. 1,375 Crores)\***



■ Conventional Lighting

■ LED Lighting

\* Excludes Mould Sales

## SL Lumax Limited

Associate Company with 21.28% holding

Plants in Sriperumbudur near Chennai and Anantapur in Andhra Pradesh

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**  
**FY21 – Rs. 1,477 Crores**

Key Customer



# Strong Customer Base ...



## Four Wheeler



## Two Wheeler



## Commercial Vehicle



## Export

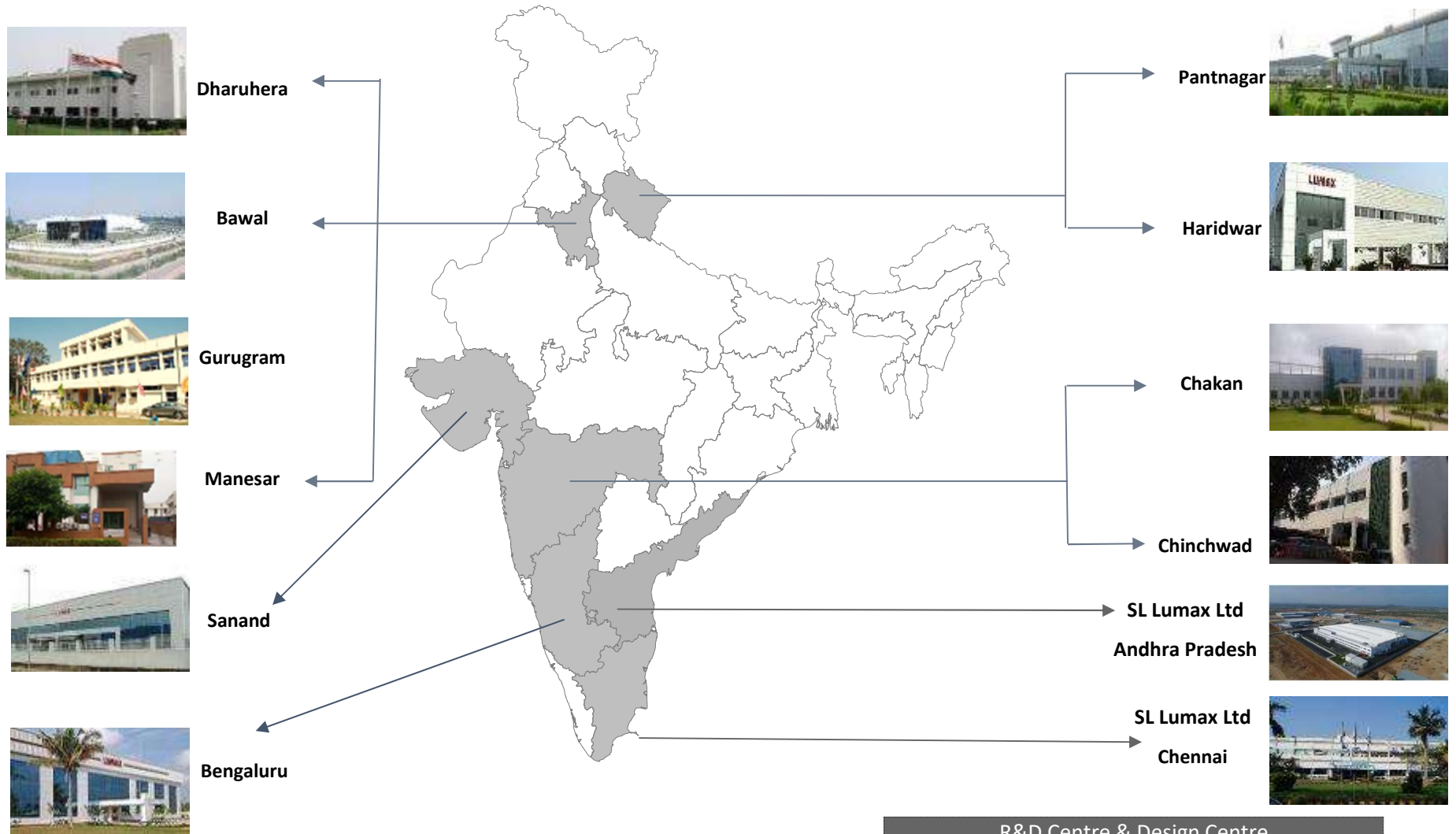


## Tractor /FES



... 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





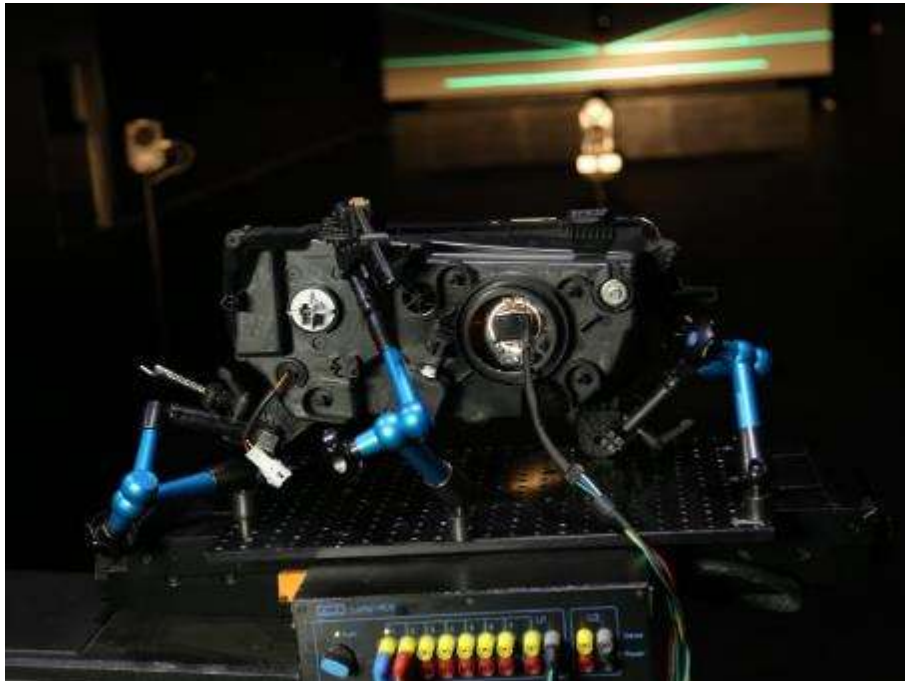
# State of Art Manufacturing Facilities



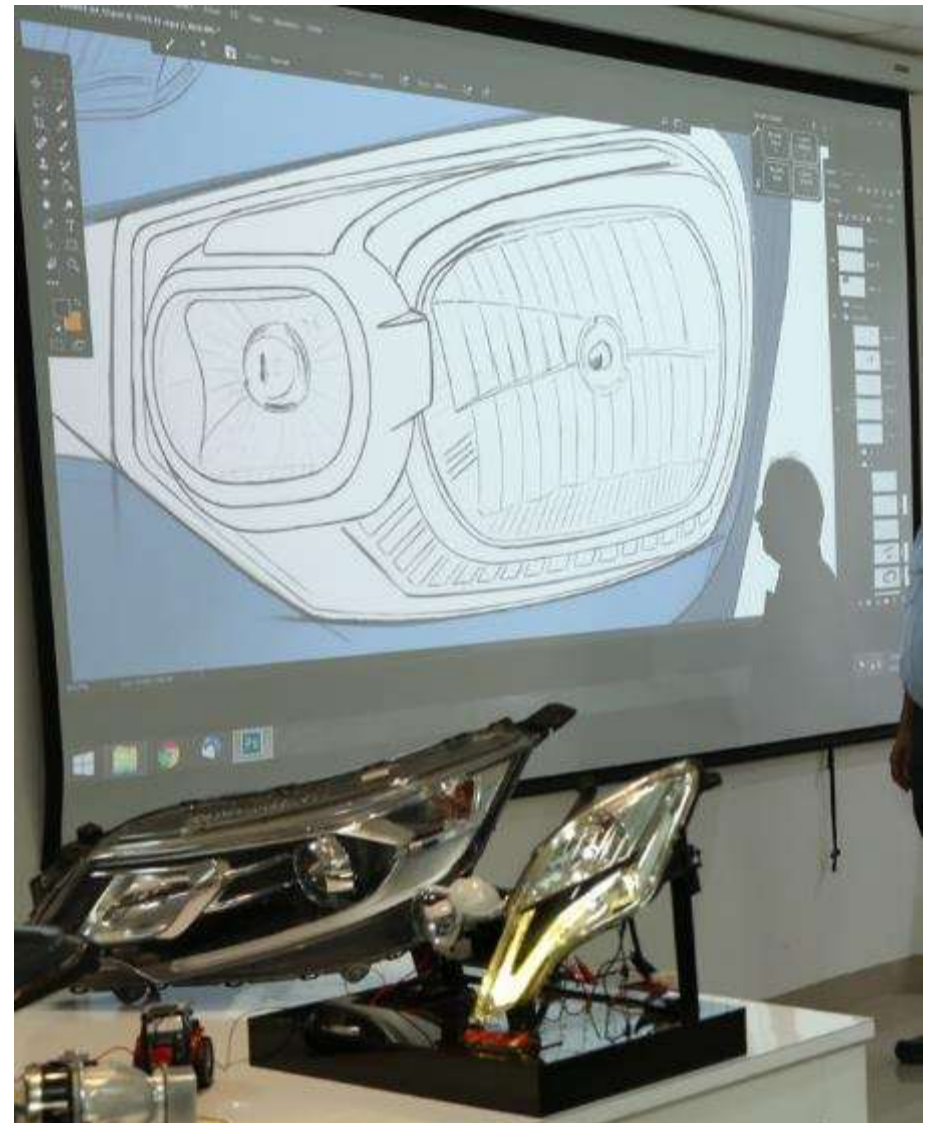
# State of Art Manufacturing Facilities



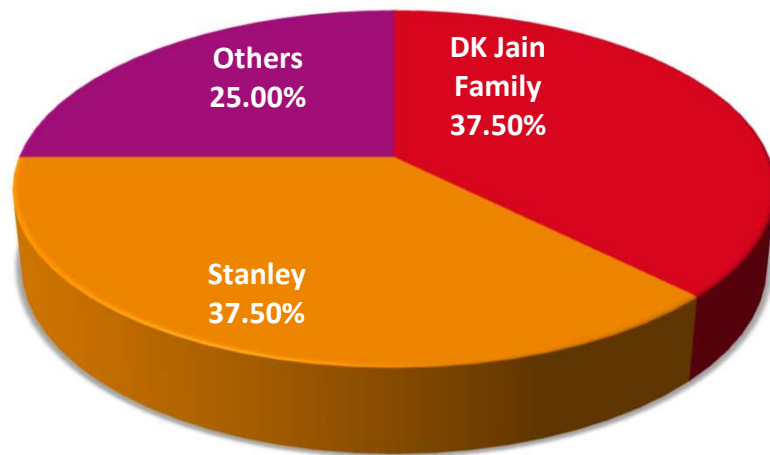
## ...In-house R&D & Validation Facility



## ...In-house Design Studio



## Shareholding breakup



### Stanley Electric Company Ltd

Over three and a half 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 78 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 46 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 President of ACMA & Vice President of Toyota Kirloskar Supplier's Association



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

- He is 42 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 20 years of experience
- He has held various positions in Industry associations like 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 Associations

# Promoter Group



**Mr. Tadayoshi Aoki**  
Senior Executive Director

- He is 55 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. Toru Tanabe**  
Non-Executive Director

- He is 62 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



**Mr. Kenjiro Nakazono**  
Executive Director

- He is 51 years old & is a graduate from graduate from Hamamatsu Commercial High School
- He has over 30 years of rich experience in Procurement, Planning, Audit and NPD

## ...Supported by Strong Independent Directors



**Mr. A P Gandhi**

- He is 83 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 69 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. Dhiraj Dhar Gupta**

- He is 71 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 64 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 Past President of ACMA & Chairman of Haryana State Council of CII



**Ms. Ritika Modi**

- She is 55 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

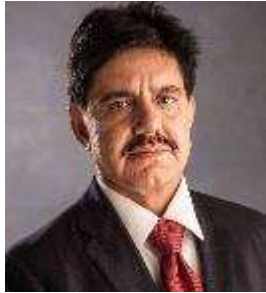


**Mr Vikrampati Singhania**

- He is 56 years old & he is MBA from Fuqua School of Business, Duke University, USA
- He is currently MD of JK Fenner (India) & JK Agri Genetics having an experience of over 27 years in industry
- He is a 4<sup>th</sup> generation industrialist from the industrial group- JK Organisation
- He is also deeply involved in the Motors Sports activity of the Organisation.



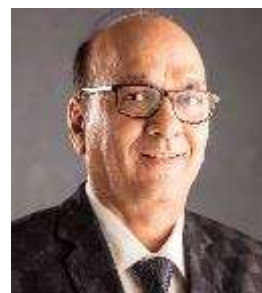
# Professional & Experienced Team



Mr. Vineet Sahni  
CEO & Sr Executive Director  
Age: 56 years  
Experience: over 30 Years



Mr. Sanjay Mehta  
Group CFO  
Age: 53 years  
Experience: 29 Years



Mr. Naval Khanna  
Corporate Head – Taxation  
Age: 63 years  
Experience: 43 years



Mr. Todd Morgan  
Chief Technology &  
Innovation Officer  
Age: 54 Years  
Experience: 27 Years



Mr. Shrutikant Rustagi  
Chief Financial Officer  
Age: 50 Years  
Experience: 25 Years



Mr. Atul Jain  
Corporate Head - Materials  
Age: 50 Years  
Experience: 27 Years



Mr. Lalitentu Samanta  
Corporate Head - HR  
Age: 54 Years  
Experience: 30+ Years



Ms. Priyanka Sharma  
Corporate  
Communication  
Age: 52 Years  
Experience: 26 Years



Mr. Raajesh Kumar Gupta  
Group Company Secretary  
Age: 51 Years  
Experience: 28 Years



Mr. Pankaj Mahendru  
Company Secretary  
Age: 34 Years  
Experience: 9 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



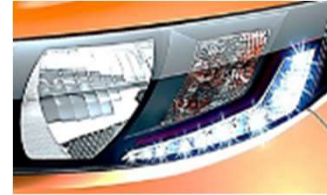
Head Lamp with Bulb



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 onwards

- 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

# 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 Advantage



# Financials

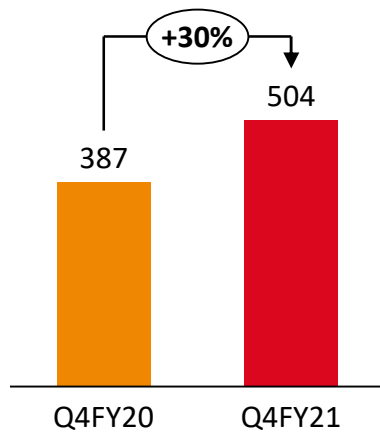


# Q4FY21 Highlights – Consolidated

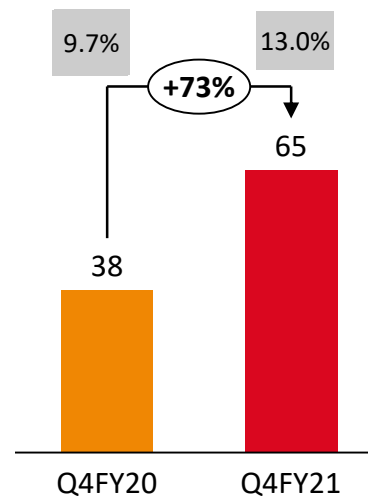


Y-o-Y Performance

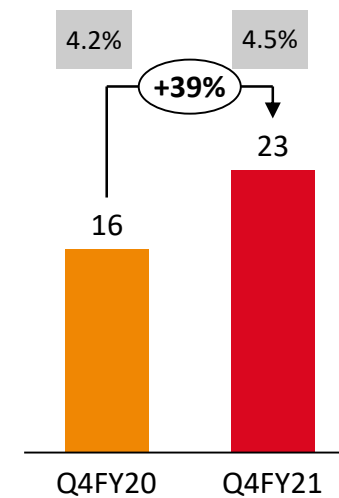
## Revenue



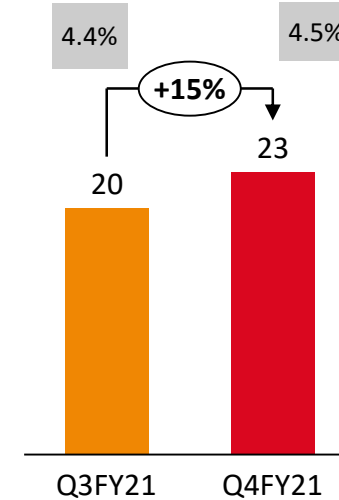
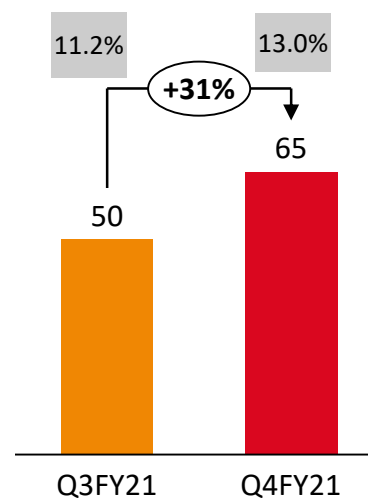
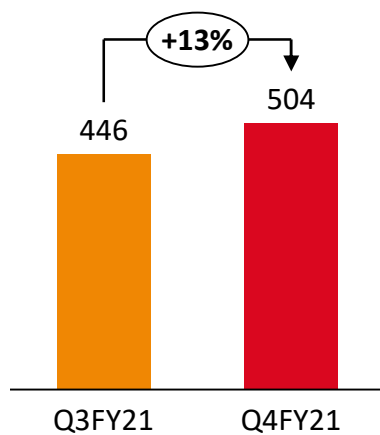
## EBIDTA\*



## PAT



Q-o-Q Performance



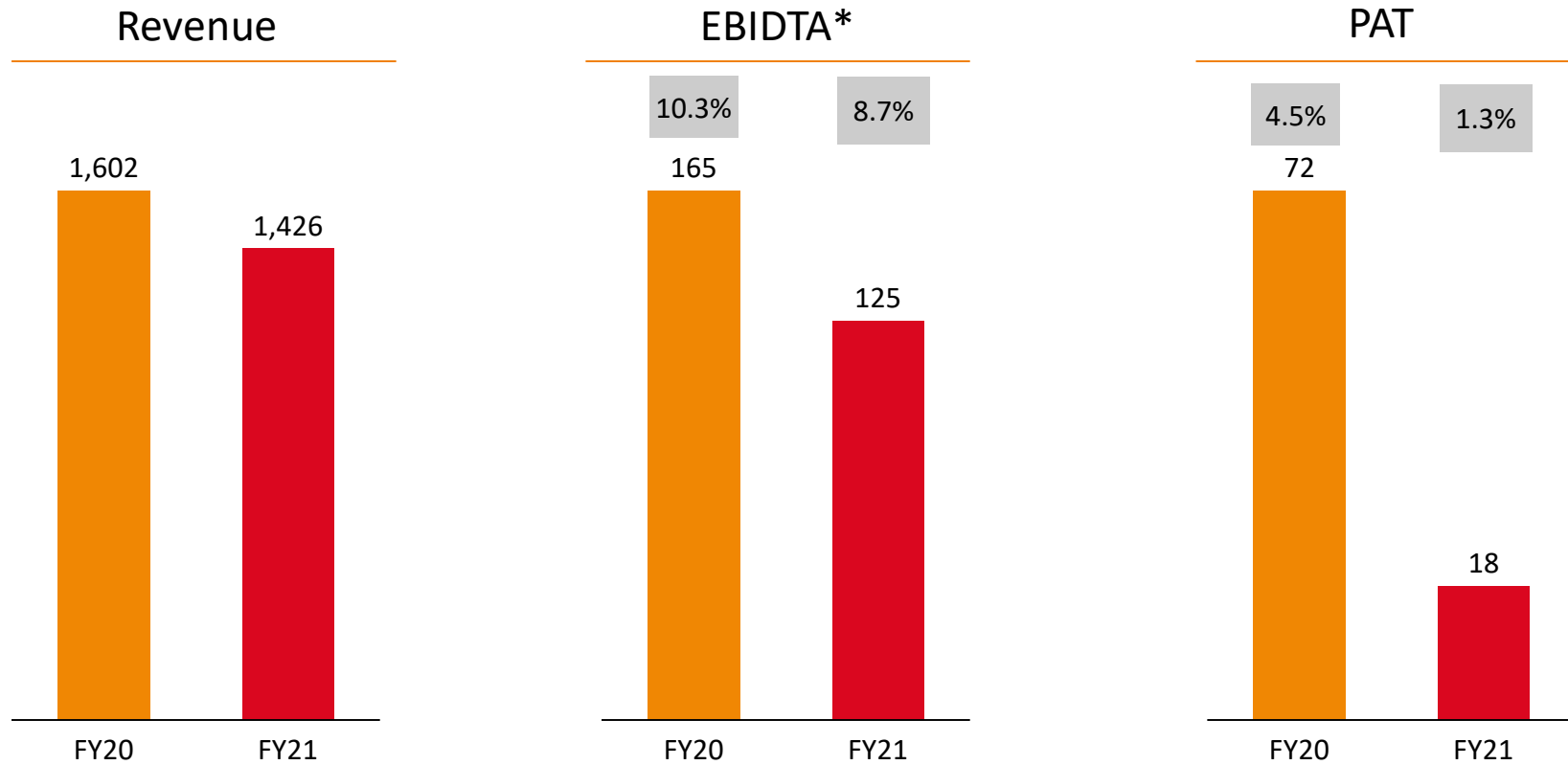
Rs. Crores

\* Including other income

Margins

Q4FY21 EBITDA includes Rs. 12 cr. subsidy income

# FY21 Highlights - Consolidated



# Numbers updated as per IND-AS

Rs. Crores

\* Including other income

FY21 EBITDA includes Rs. 12 cr. subsidy income

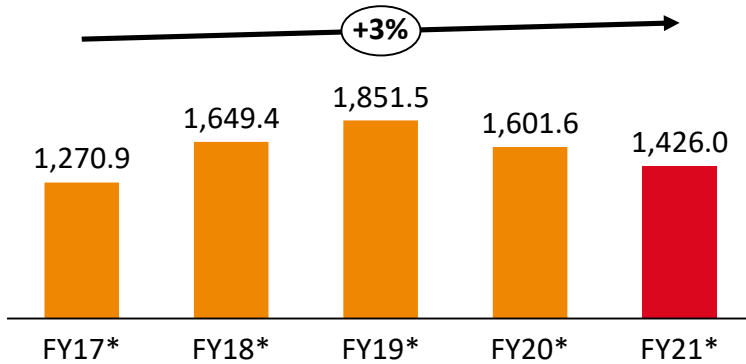


# Strong Growth in Total Income with Healthy Margins

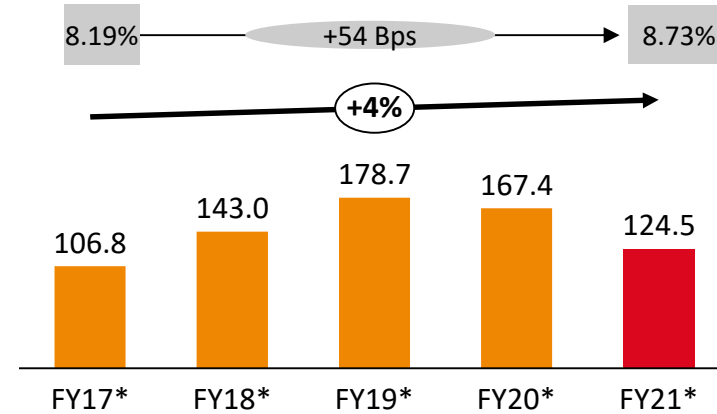


## Standalone Results

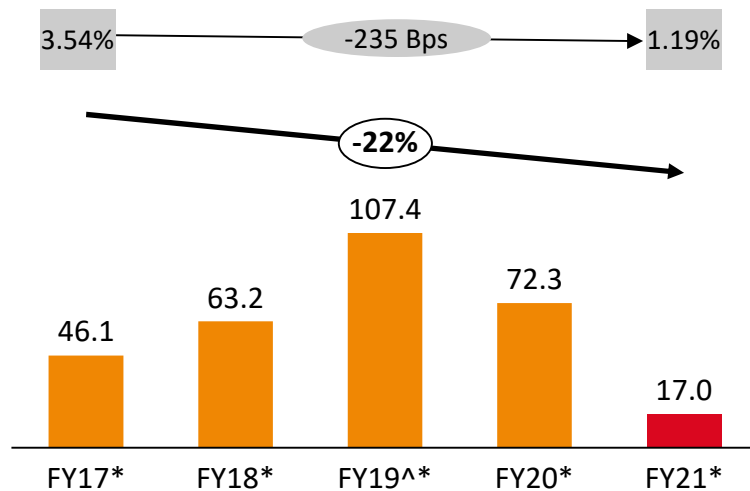
### Revenue



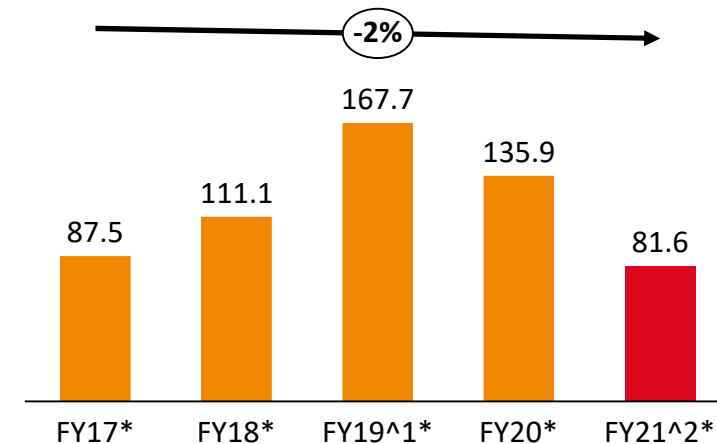
### Reported EBITDA#



### PAT



### Cash PAT



Rs. Crores

\* Numbers updated as per IND-AS  
# Including Other Income

Margins

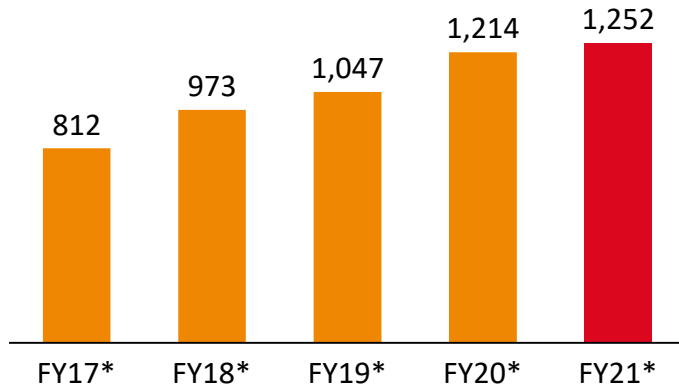
^1 - Includes one-time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

^2 - FY21 EBITDA includes Rs. 12 cr. subsidy income

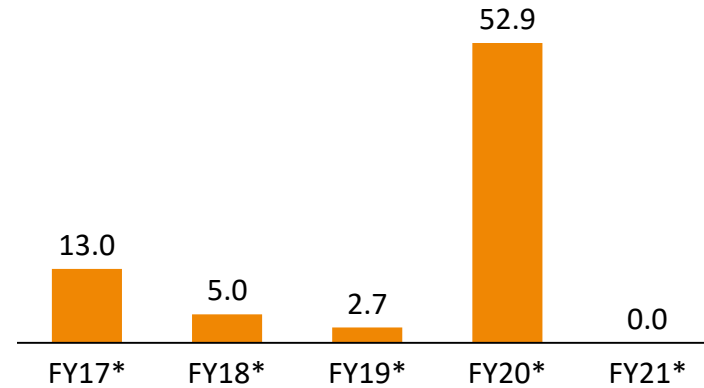
# Expansion funded through Internal Accruals



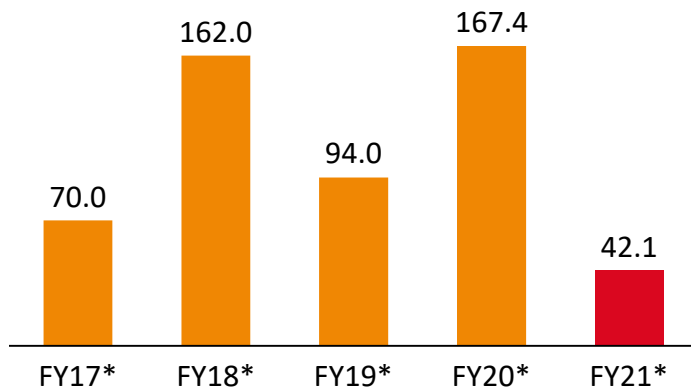
### Gross Block



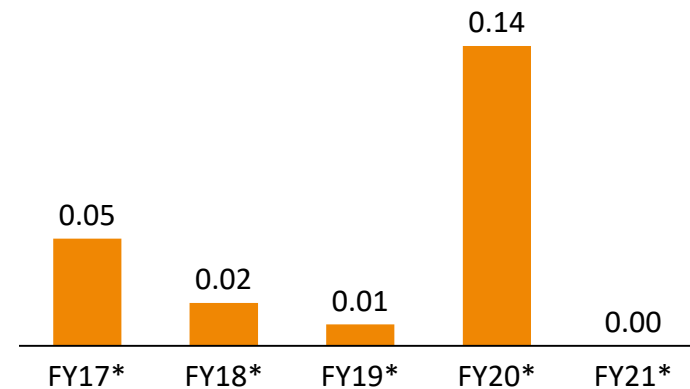
### Long Term Loan



### Capex



### Long Term Debt / Equity



Standalone Results

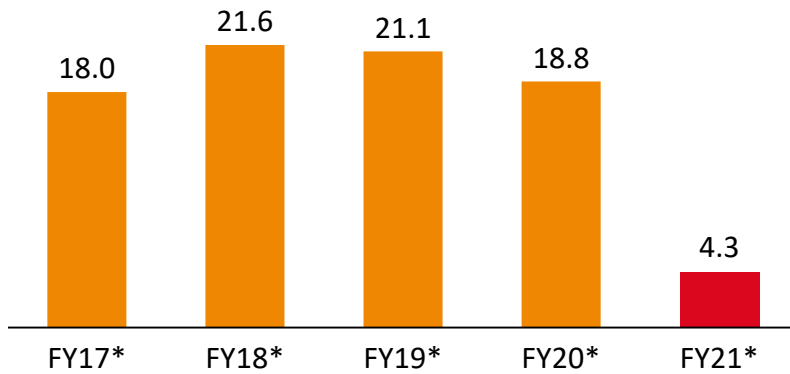
Rs. Crores

\* Numbers updated as per IND-AS

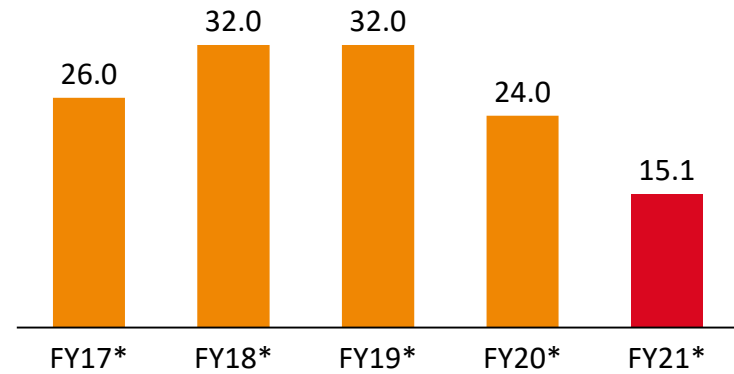
# Healthy Return Ratios



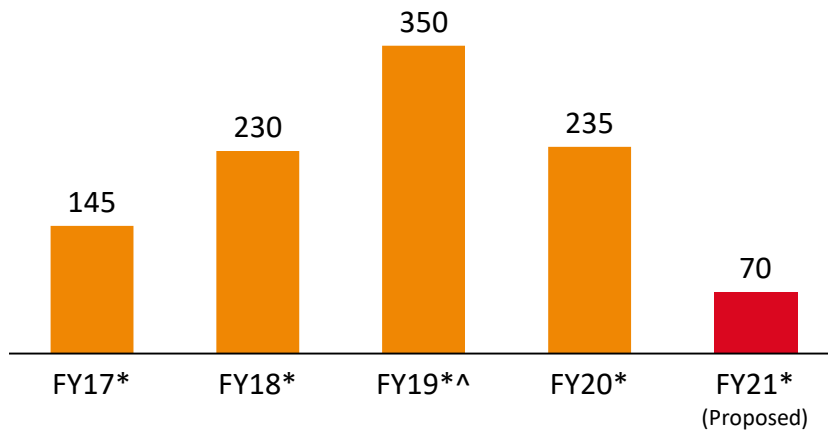
ROE (%)



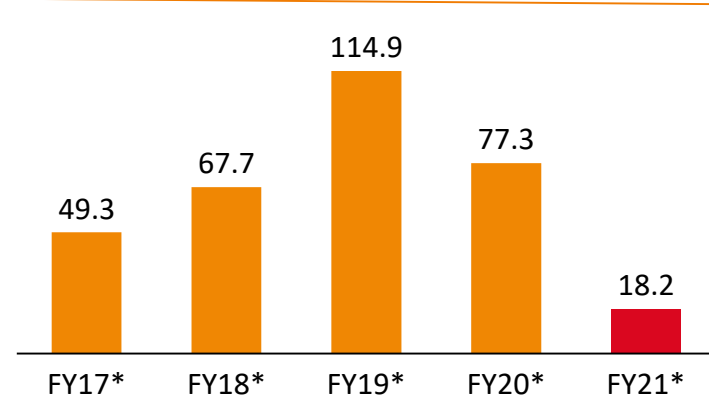
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)



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

Standalone Results

\* Numbers updated as per IND-AS

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

# Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
<b>Manufacturing Revenue</b>	<b>490.0</b>	<b>333.9</b>	<b>46.7%</b>	<b>1,374.6</b>	<b>1,471.0</b>	<b>-6.5%</b>
<b>Molds Revenue</b>	<b>14.4</b>	<b>53.4</b>		<b>51.3</b>	<b>130.6</b>	
<b>Total Operating Revenue</b>	<b>504.4</b>	<b>387.3</b>	<b>30.2%</b>	<b>1,426.0</b>	<b>1,601.6</b>	<b>-11.0%</b>
Other Income	15.9	4.1		25.2	7.4	
<b>Total Income</b>	<b>520.3</b>	<b>391.4</b>	<b>32.9%</b>	<b>1,451.2</b>	<b>1,608.9</b>	<b>-9.8%</b>
Raw Material	317.8	239.6		902.6	983.9	
Employee Expenses	63.9	49.9		206.8	209.9	
Other Expenses	73.0	64.1		217.3	250.0	
<b>EBITDA</b>	<b>65.5</b>	<b>37.8</b>	<b>73.5%</b>	<b>124.5</b>	<b>165.1</b>	<b>-24.6%</b>
<b>EBITDA Margin</b>	<b>13.0%</b>	<b>9.7%</b>		<b>8.7%</b>	<b>10.3%</b>	
Depreciation	17.0	16.3		64.5	63.5	
Finance Cost	5.6	6.3		28.5	21.9	
<b>PBT before Tax &amp; Exceptional items &amp; share of profit/ (loss) of associate</b>	<b>42.9</b>	<b>15.1</b>	<b>183.4%</b>	<b>31.5</b>	<b>79.6</b>	<b>-60.4%</b>
Profit from Associates	-1.0	2.3		1.5	12.1	
<b>Profit before Tax</b>	<b>41.9</b>	<b>17.4</b>	<b>140.8%</b>	<b>33.1</b>	<b>91.7</b>	<b>-64.0%</b>
Tax	19.2	1.0		14.9	19.8	
<b>Reported PAT</b>	<b>22.7</b>	<b>16.4</b>	<b>38.8%</b>	<b>18.2</b>	<b>71.9</b>	<b>-74.8%</b>
<b>Reported PAT Margin</b>	<b>4.5%</b>	<b>4.2%</b>		<b>1.3%</b>	<b>4.5%</b>	
<b>EPS</b>	<b>24.29</b>	<b>17.50</b>		<b>19.42</b>	<b>76.91</b>	

# Consolidated Balance Sheet



ASSETS (Rs. in Crores)	Mar-21	Mar-20
<b>Non-current assets</b>		
Property, plant and equipment	581.2	612.6
Capital work-in-progress	47.0	32.2
Right of use assets	30.7	23.8
Investment property	0.7	0.7
Goodwill	9.8	9.8
Intangible assets	4.7	5.8
Intangible assets under development	0.0	0.0
Investments accounted using the equity method	90.3	88.6
<b>Financial assets</b>		
Investments	1.6	1.6
Loans	7.2	6.9
Others	1.4	1.6
Other tax Assets	5.0	7.5
Other non-current assets	72.0	63.3
<b>Sub-total - Non-Current Assets</b>	<b>851.7</b>	<b>854.4</b>
<b>Current assets</b>		
Inventories	222.3	179.2
<b>Financial assets</b>		
Investments	0.2	0.1
Trade receivables	216.3	173.2
Cash and cash equivalents	2.8	8.0
Bank balances other than Cash	0.3	30.0
Loans	0.9	1.0
Derivatives	0.0	2.4
Others	32.4	10.3
Other current assets	35.3	24.7
<b>Sub-total - Current Assets</b>	<b>510.6</b>	<b>428.8</b>
<b>TOTAL - ASSETS</b>	<b>1,362.4</b>	<b>1,283.2</b>

EQUITY & LIABILITIES	Mar-21	Mar-20
<b>Equity</b>		
Equity Share capital	9.3	9.3
Other equity	451.1	437.1
<b>Sub-total - Shareholders' funds</b>	<b>460.4</b>	<b>446.5</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	0.0	26.4
Lease liability	36.2	28.0
Provisions	32.0	28.4
Deferred tax liabilities (net)	32.8	22.9
<b>Sub-total - Non-current liabilities</b>	<b>101.0</b>	<b>105.7</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	300.8	265.6
Lease liability	1.0	0.7
Trade payables	374.4	315.2
Other financial liabilities	74.5	105.4
Other current liabilities	41.4	37.3
Provisions	8.7	6.9
<b>Sub-total - Current liabilities</b>	<b>800.9</b>	<b>731.1</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,362.4</b>	<b>1,283.2</b>

## Consolidated Cash Flow Statement



Particulars (Rs in Cr)	FY21	FY20
<b>PBT</b>	<b>33.1</b>	<b>91.7</b>
Adjustments	85.9	79.3
<b>Operating profit before working capital changes</b>	<b>118.9</b>	<b>171.0</b>
Changes in working capital	-46.6	-52.0
<b>Cash generated from operations</b>	<b>72.4</b>	<b>119.0</b>
Direct taxes paid (net of refund)	-3.8	15.7
<b>Net Cash from Operating Activities</b>	<b>76.2</b>	<b>103.3</b>
<b>Net Cash from Investing Activities</b>	<b>-30.7</b>	<b>-193.8</b>
<b>Net Cash from Financing Activities</b>	<b>-50.6</b>	<b>96.5</b>
<b>Net Change in cash and cash equivalents</b>	<b>-5.1</b>	<b>5.9</b>
Opening Cash Balance	8.0	2.0
<b>Closing Cash Balance</b>	<b>2.8</b>	<b>7.9</b>

## Standalone P&L Statement



Particulars (Rs. in Crores.)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
<b>Manufacturing Revenue</b>	<b>490.0</b>	<b>333.9</b>	<b>46.7%</b>	<b>1,374.6</b>	<b>1,471.0</b>	<b>-6.5%</b>
<b>Molds Revenue</b>	<b>14.4</b>	<b>53.4</b>		<b>51.3</b>	<b>130.6</b>	
<b>Total Operating Revenue</b>	<b>504.4</b>	<b>387.3</b>	<b>30.2%</b>	<b>1,426.0</b>	<b>1,601.6</b>	<b>-11.0%</b>
Other Income	15.9	4.1		25.2	9.7	
<b>Total Income</b>	<b>520.3</b>	<b>391.4</b>	<b>32.9%</b>	<b>1,451.2</b>	<b>1,611.2</b>	<b>-9.9%</b>
Raw Material	317.8	239.6		902.6	983.9	
Employee Expenses	63.9	49.9		206.8	209.9	
Other Expenses	73.0	64.1		217.3	250.0	
<b>EBITDA</b>	<b>65.5</b>	<b>37.8</b>	<b>73.5%</b>	<b>124.5</b>	<b>167.4</b>	<b>-25.6%</b>
<b>EBITDA Margin</b>	<b>13.0%</b>	<b>9.7%</b>		<b>8.7%</b>	<b>10.5%</b>	
Depreciation	17.0	16.3		64.5	63.5	
Finance Cost	5.6	6.3		28.5	21.9	
<b>PBT before Tax</b>	<b>42.9</b>	<b>15.1</b>	<b>183.4%</b>	<b>31.5</b>	<b>82.0</b>	<b>-61.5%</b>
Tax	19.6	-8.0		14.5	9.6	
<b>Reported PAT</b>	<b>23.2</b>	<b>23.1</b>	<b>0.3%</b>	<b>17.0</b>	<b>72.3</b>	<b>-76.4%</b>
<b>Reported PAT Margin</b>	<b>4.6%</b>	<b>6.0%</b>		<b>1.2%</b>	<b>4.5%</b>	
<b>EPS</b>	<b>24.84</b>	<b>24.75</b>		<b>18.23</b>	<b>77.35</b>	

# Standalone Balance Sheet



ASSETS (Rs. in Crores)	Mar-21	Mar-20	EQUITY & LIABILITIES	Mar-21	Mar-20
<b>Non-current assets</b>			<b>Equity</b>		
Property, Plant and Equipment	581.2	612.6	Equity Share capital	9.3	9.3
Capital work-in-progress	47.0	32.2	Other equity	387.8	375.1
Right of use assets	30.7	23.8	<b>Sub-total - Shareholders' funds</b>	<b>397.1</b>	<b>384.4</b>
Investment property	0.7	0.7	<b>LIABILITIES</b>		
Goodwill	9.8	9.8	<b>Non-current liabilities</b>		
Intangible assets	4.7	5.8	<b>Financial liabilities</b>		
Intangible assets under development	0.0	0.0	Borrowings	0.0	26.4
<b>Financial assets</b>			Lease liabilities	36.2	28.0
Investments	5.1	5.1	Provisions	32.0	28.4
Loans	7.2	6.9	Deferred tax liabilities (net)	9.3	0.0
Others	1.4	1.6	<b>Sub-total - Non-current liabilities</b>	<b>77.5</b>	<b>82.7</b>
Other tax Assets	5.0	7.5	<b>Current liabilities</b>		
Deferred tax assets (net)	0.0	0.1	<b>Financial liabilities</b>		
Other non-current assets	72.0	63.3	Borrowings	300.8	265.6
<b>Sub-total - Non-Current Assets</b>	<b>764.9</b>	<b>769.5</b>	Lease liabilities	1.0	0.7
<b>Current assets</b>			Trade payables	374.4	315.2
Inventories	222.3	179.2	Other financial liabilities	74.5	105.4
<b>Financial assets</b>			Other current liabilities	41.4	37.3
Investments	0.2	0.1	Provisions	8.7	6.9
Trade receivables	216.3	173.2	<b>Sub-total - Current liabilities</b>	<b>800.9</b>	<b>731.1</b>
Cash and cash equivalents	2.8	8.0	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,275.6</b>	<b>1,198.2</b>
Bank balances other than Cash	0.3	30.0			
Loans	0.9	1.0			
Derivatives	0.0	2.4			
Others	32.4	10.3			
Other current assets	35.3	24.7			
<b>Sub-total - Current Assets</b>	<b>510.6</b>	<b>428.8</b>			
<b>TOTAL - ASSETS</b>	<b>1,275.6</b>	<b>1,198.2</b>			



## Standalone Cash Flow Statement



Particulars (Rs in Crores)	FY21	FY20
<b>PBT</b>	<b>31.5</b>	<b>82.0</b>
Adjustments	87.4	89.1
<b>Operating profit before working capital changes</b>	<b>118.9</b>	<b>171.0</b>
Changes in working capital	-46.6	-52.0
<b>Cash generated from operations</b>	<b>72.4</b>	<b>119.0</b>
Direct taxes paid (net of refund)	-3.8	15.7
<b>Net Cash from Operating Activities</b>	<b>76.2</b>	<b>103.3</b>
<b>Net Cash from Investing Activities</b>	<b>-30.7</b>	<b>-193.8</b>
<b>Net Cash from Financing Activities</b>	<b>-50.6</b>	<b>96.5</b>
<b>Net Change in cash and cash equivalents</b>	<b>-5.1</b>	<b>5.9</b>
Opening Cash Balance	8.0	2.0
<b>Closing Cash Balance</b>	<b>2.8</b>	<b>8.0</b>



## Awards & Recognitions



## Awards & Recognition



Lumax Industries Limited, Dharuhera won JIPM-TPM award for excellence in Category A for year 2019



Lumax Industries Limited, Dharuhera won the Gold Award in Excellence in Inclusive Growth - A Make in India Drive - Very Large Category at the ACMA Technology Summit & Awards held in November, 2019.



Lumax Industries Limited, Dharuhera won the Bronze Award in Excellence in Manufacturing - Very Large Category at the ACMA Technology Summit & Awards in November, 2019.

## Awards & Recognition



Lumax Industries Limited, Chakan won the Silver Award in Excellence in New Product Design & Development at the ACMA Technology Summit & Awards in November, 2019.



Lumax Industries Limited, Pantnagar won the Gold Award in Excellence in Supplier Development - Very Large Category at the ACMA Technology Summit & Awards held in November, 2019.



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

# Awards & Recognition



Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for FY 2018-19 & 2019-20



Lumax Industries Limited bagged The Gold Award at ICQCC for the third year in a row in FY20.

Each of our plants located at Haridwar, Bawal & Bengaluru have been accorded with this prestigious award.

# TPM Award



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

# CSR Initiatives



## 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:**

**Company:**

**Investor Relations Advisors:**



**Lumax Industries Limited**  
CIN: L74899DL1981PLC012804

Ms. Priyanka Sharma  
[priyanka.sharma@lumaxmail.com](mailto:priyanka.sharma@lumaxmail.com)

[www.lumaxindustries.com](http://www.lumaxindustries.com)  
[www.lumaxworld.in/lumaxindustries](http://www.lumaxworld.in/lumaxindustries)



**Strategic Growth Advisors Pvt. Limited**  
CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Akashi Modi  
[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [akashi.modi@sgapl.net](mailto:akashi.modi@sgapl.net)

Tel: +91 77383 77756 / +91 96198 96128  
[www.sgapl.net](http://www.sgapl.net)