



# Lumax Industries Limited

Investor Presentation - October 2018

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Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

13 Entities in 8 States

28 Manufacturing Facilities

3 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

### Partnerships

- Stanley – Japan
- SL Corporation - Korea

## Lumax Auto Technologies Limited

### Products & Services

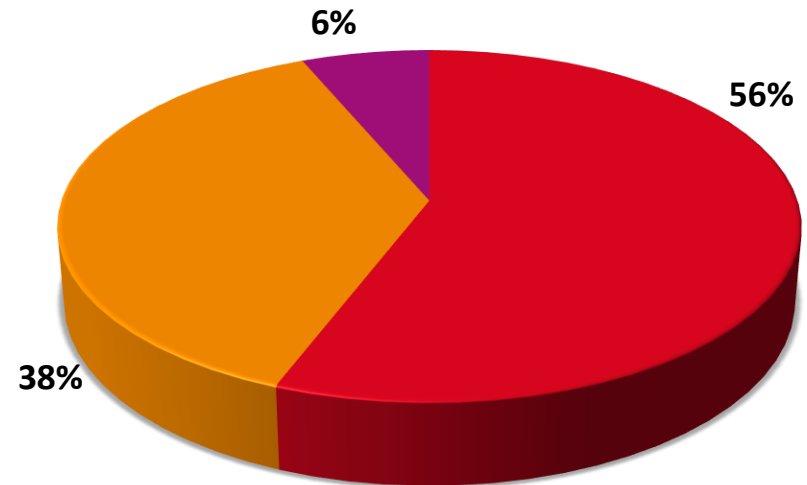
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

### Partnerships

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

## Group Revenue Break Up (%)

FY18 Revenue of Rs. 2,950 Cr



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



## GROUP PURPOSE

We deliver pride and progress with positivity



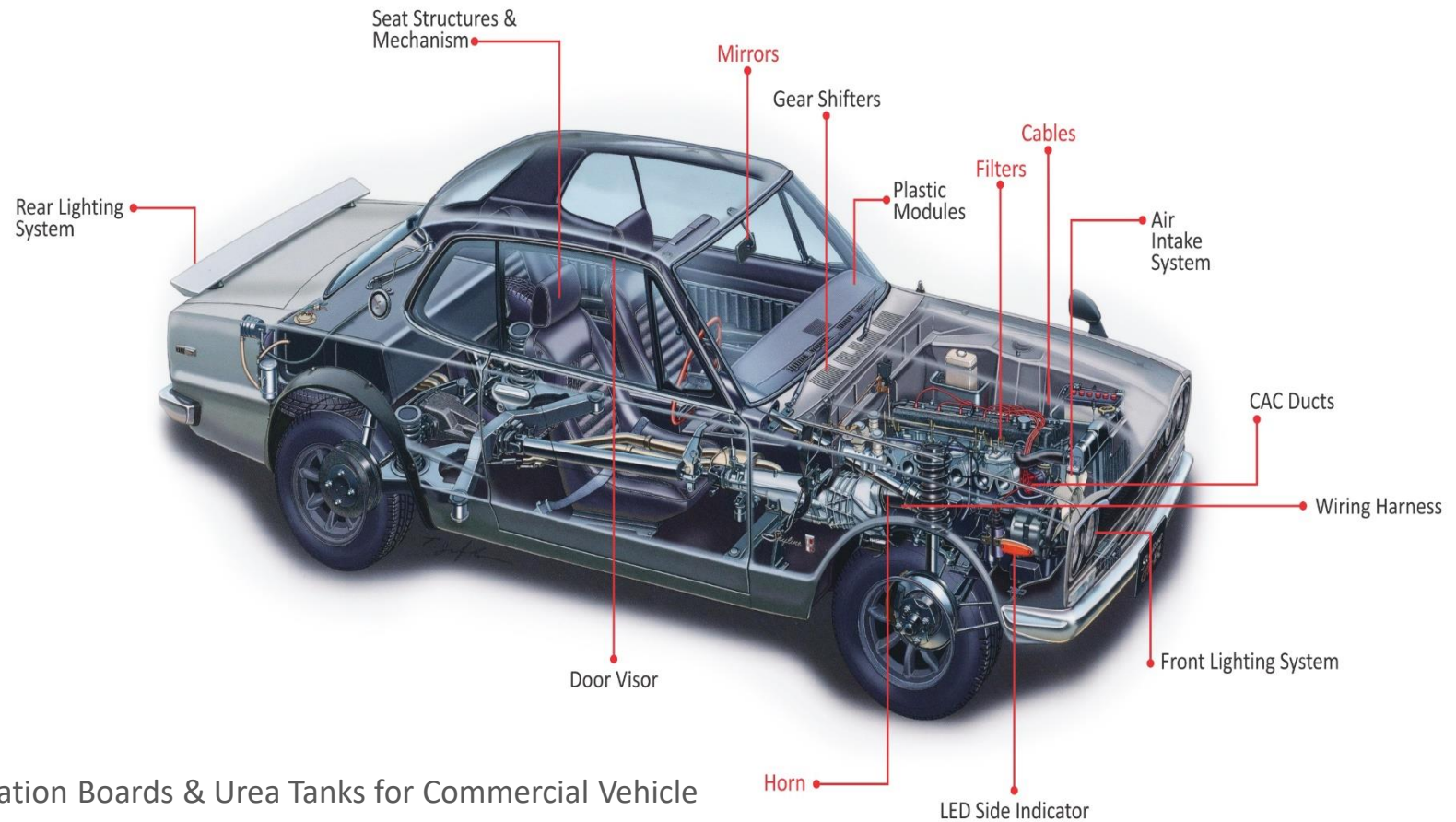
## VISION

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



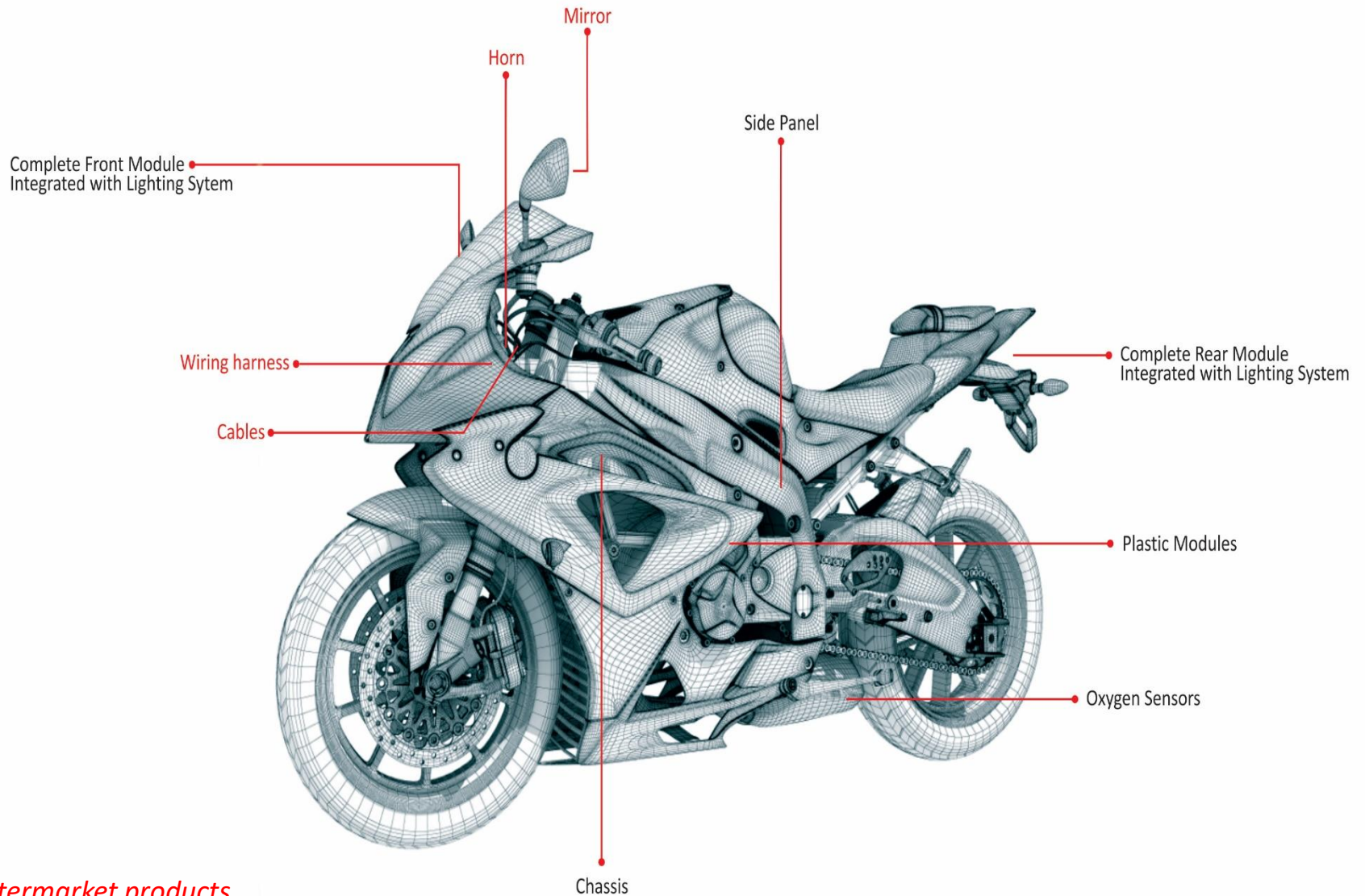
## VALUES

Respect | Integrity | Passion | Excellence



- Destination Boards & Urea Tanks for Commercial Vehicle
- Telematics Products & Services
- *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 2008

45% in Lumax Mannoh Allied Technologies Limited



JV for Seat Frames, Structures and Mechanism

Relationship Since 2013

50% in Lumax Gill-Austem Auto Technologies Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



Israel

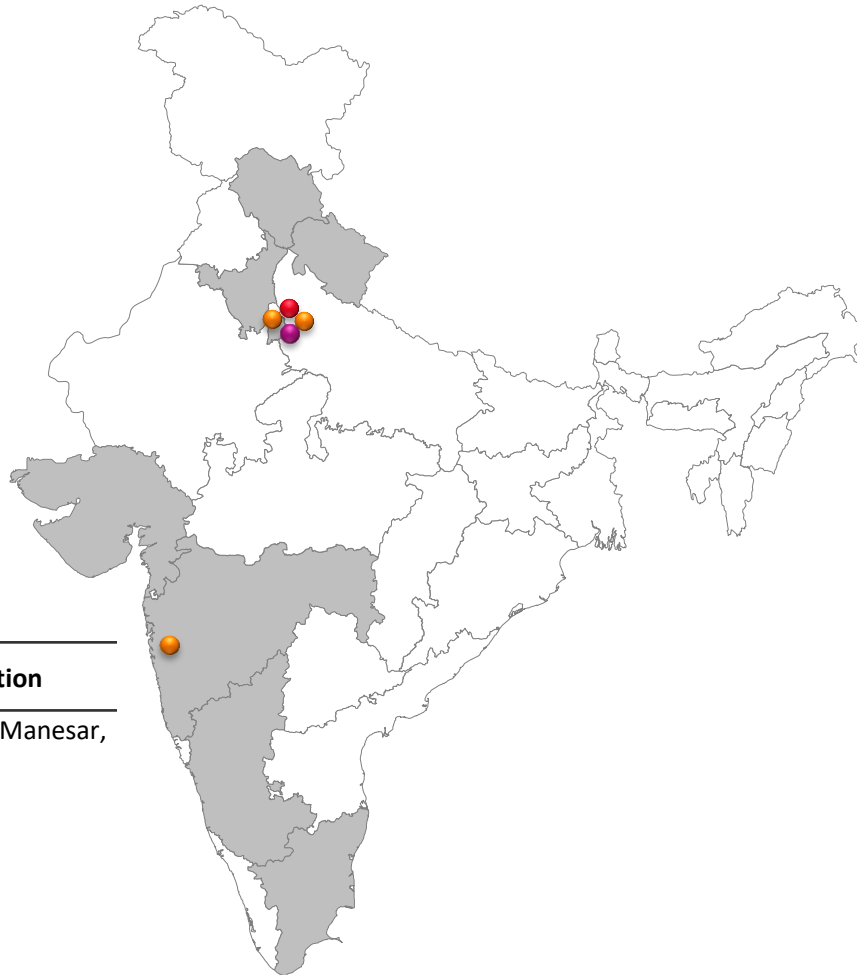
JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited



# 27 Locations close to Customers



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
<b>Total</b>		<b>27</b>

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

## 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



## 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



Way of Life!



ŠKODA



## Commercial Vehicle



DAIMLER



## Tractor/FES

**Mahindra**  
Rise.



## Defence & Aero Space



## Export



... Strong After Market Exports Presence



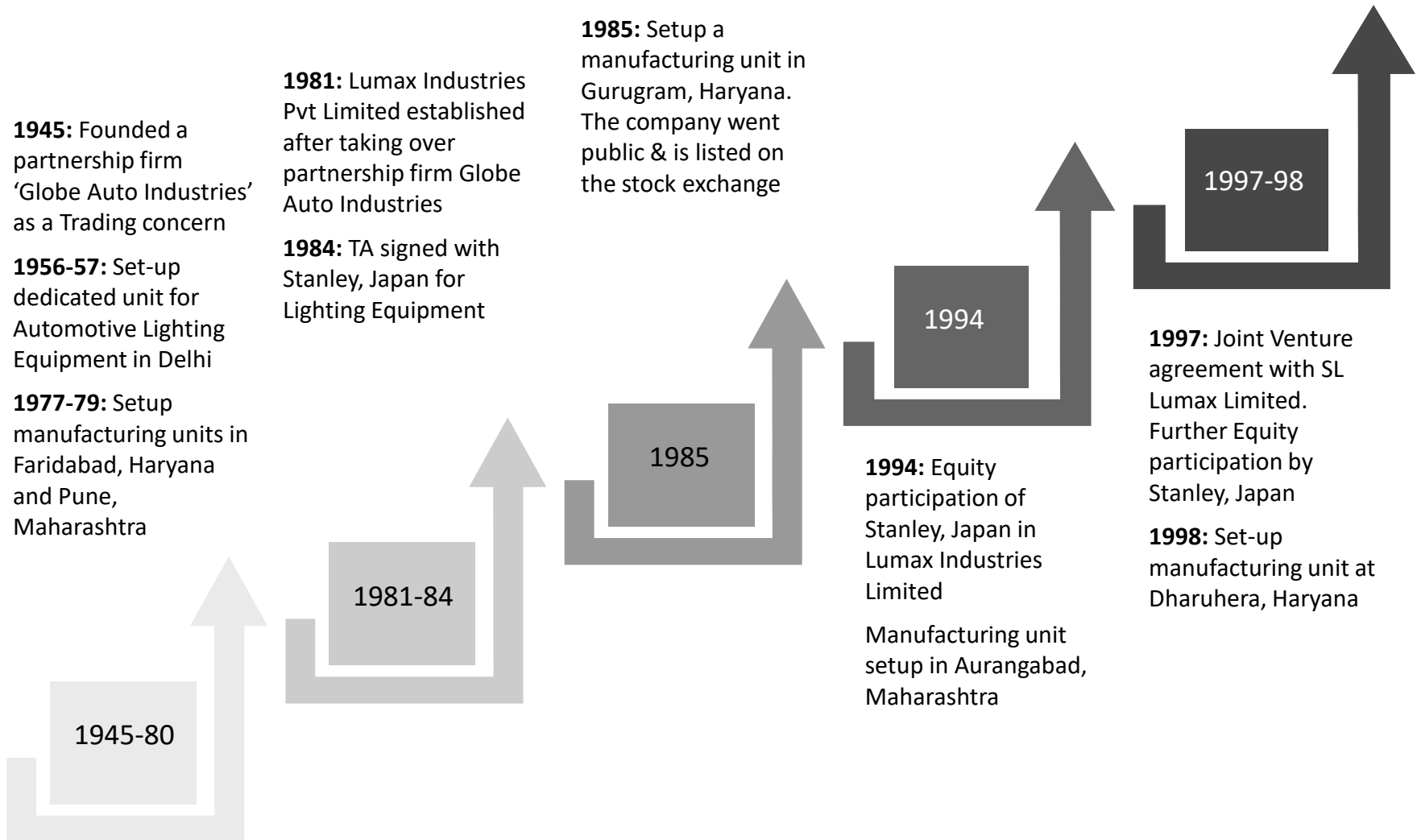
# Lumax Industries Limited

Driving Leadership in Automotive Lighting

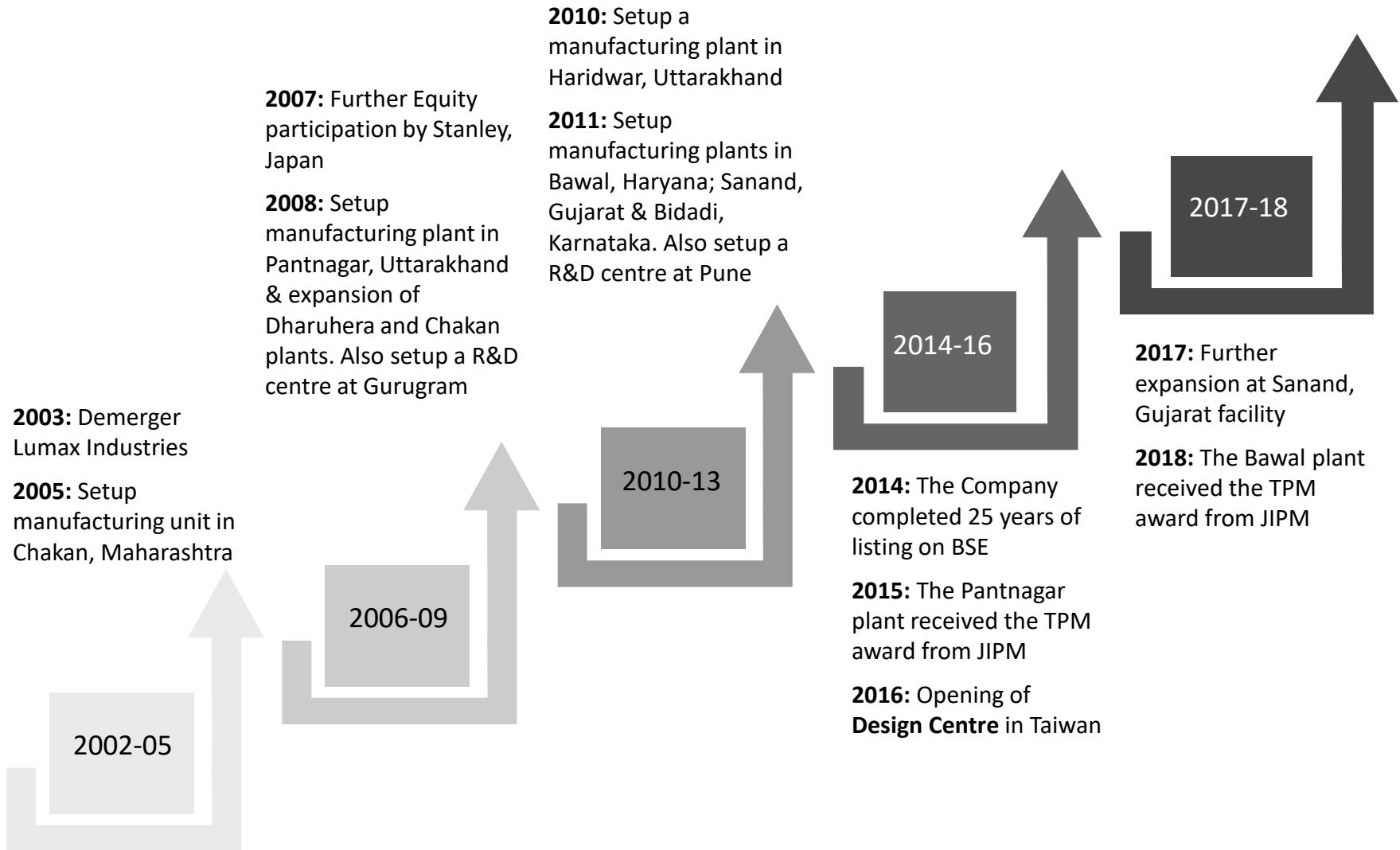


**DK JAIN**  
GROUP

# Milestone



## ...2005 -2017 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

## 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

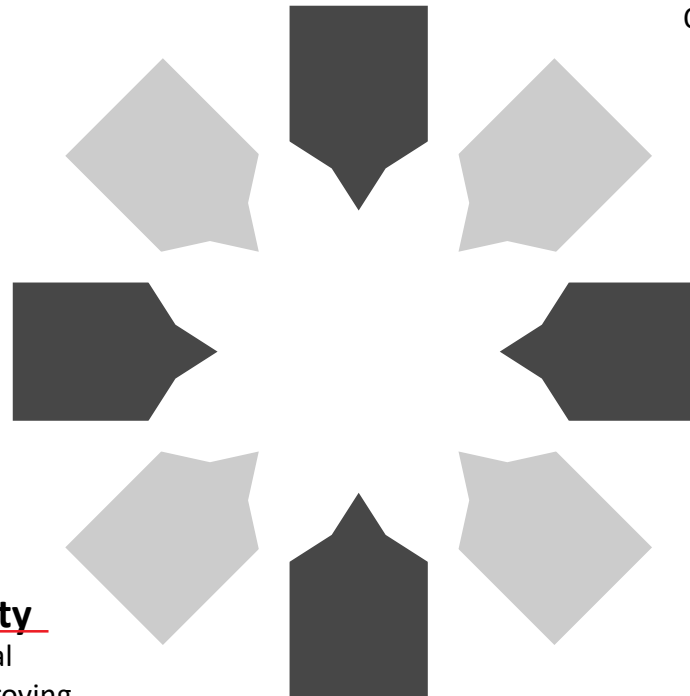
Consistent financial performance with improving return ratios

## Experience

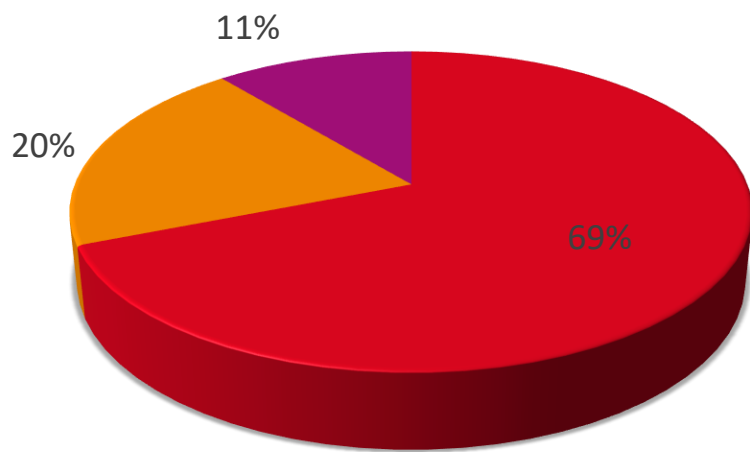
Over **7** decades of OEM relationships

## Proximity to Customers

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

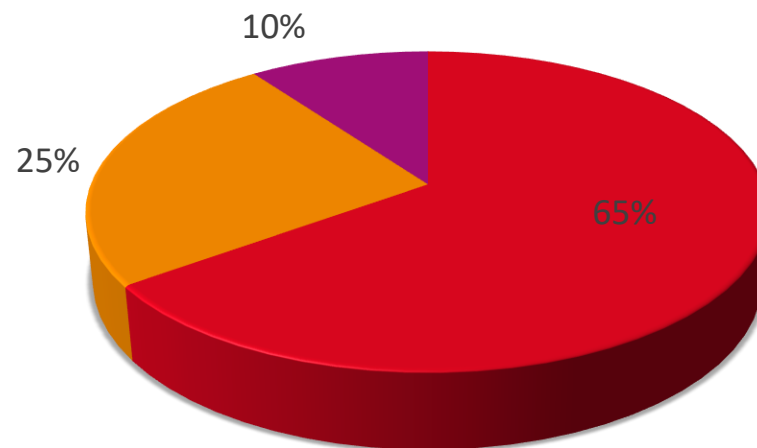


**Product wise Sales H1FY18 (Rs. 694 Crores)\***



■ Front Lighting    ■ Rear Lighting    ■ Others

**Product wise Sales H1FY19 (Rs. 995 Crores)\***

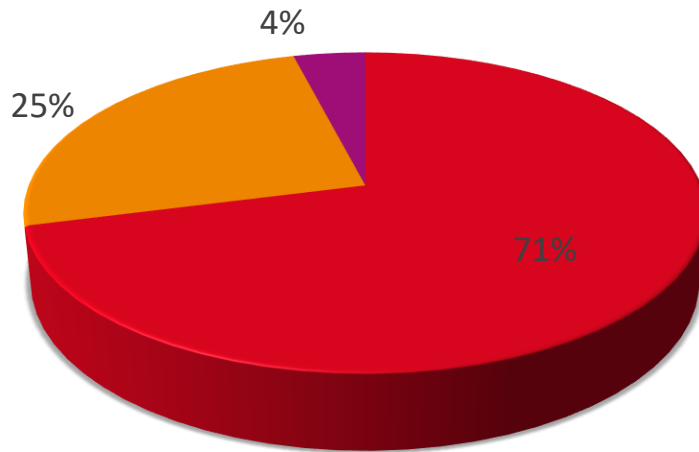


■ Front Lighting    ■ Rear Lighting    ■ Others

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

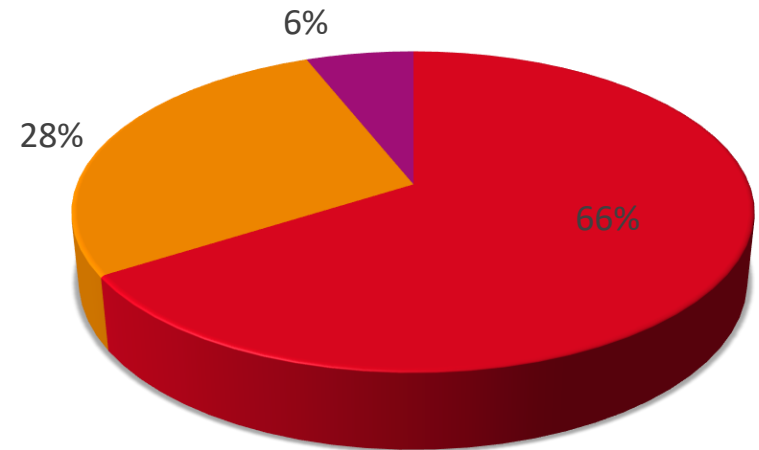
\* Excludes Mould Sales

Segment Wise Sales Q2FY18 (Rs. 372 Crores)\*



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

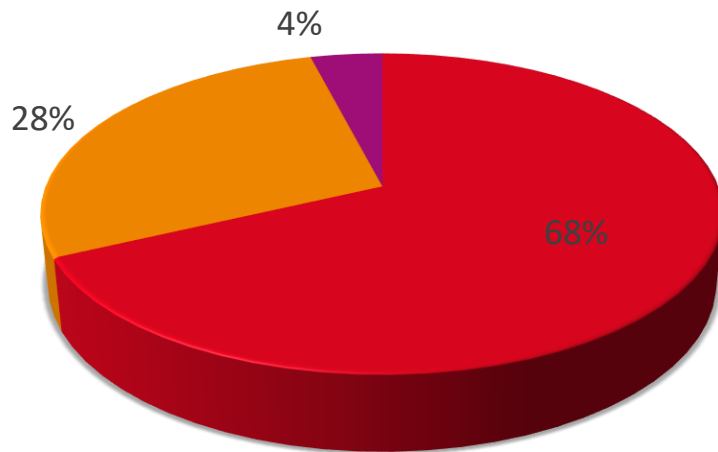
Segment Wise Sales Q2FY19 (Rs. 513 Crores)\*



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

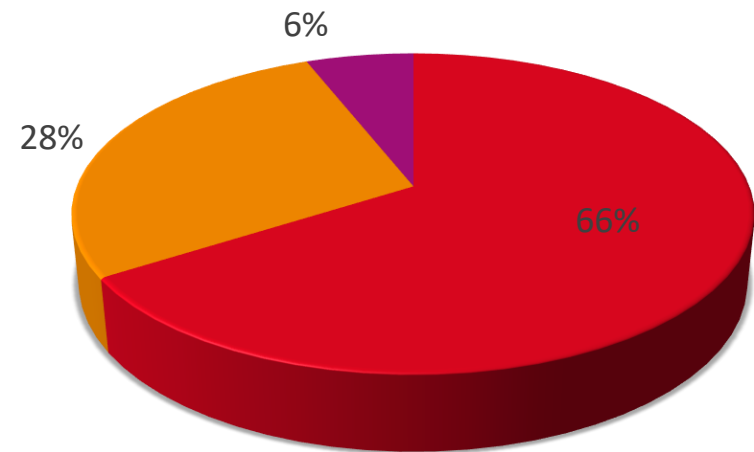
\* Excludes Mould Sales

Segment Wise Sales H1FY18 (Rs. 694 Crores)\*



■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

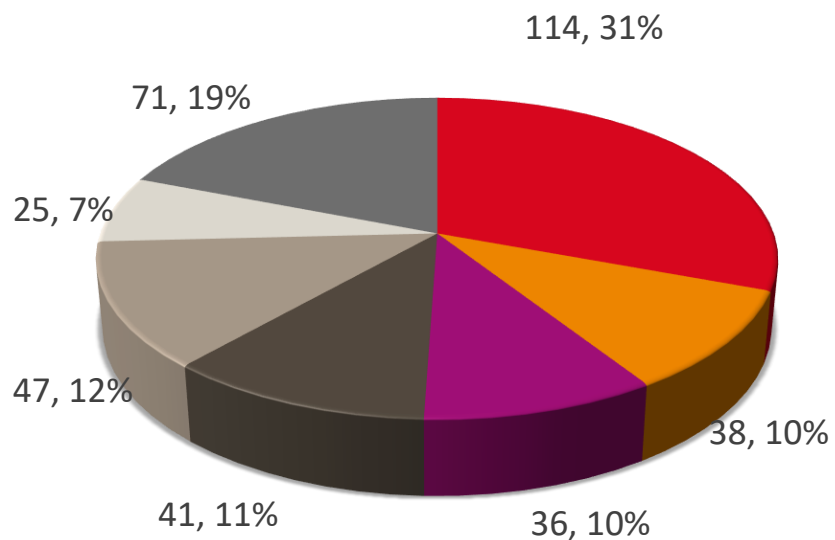
Segment Wise Sales H1FY19 (Rs. 995 Crores)\*



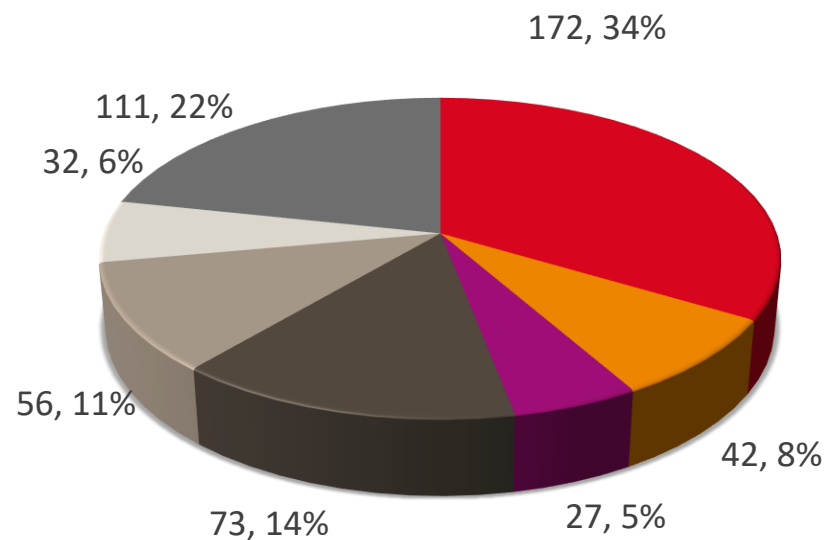
■ Passenger Vehicles   ■ 2-Wheelers   ■ Commercial Vehicles

\* Excludes Mould Sales

**Customer wise sales Q2FY18 (Rs. 372 Crores)\***



**Customer wise sales Q2FY19 (Rs. 513 Crores)\***



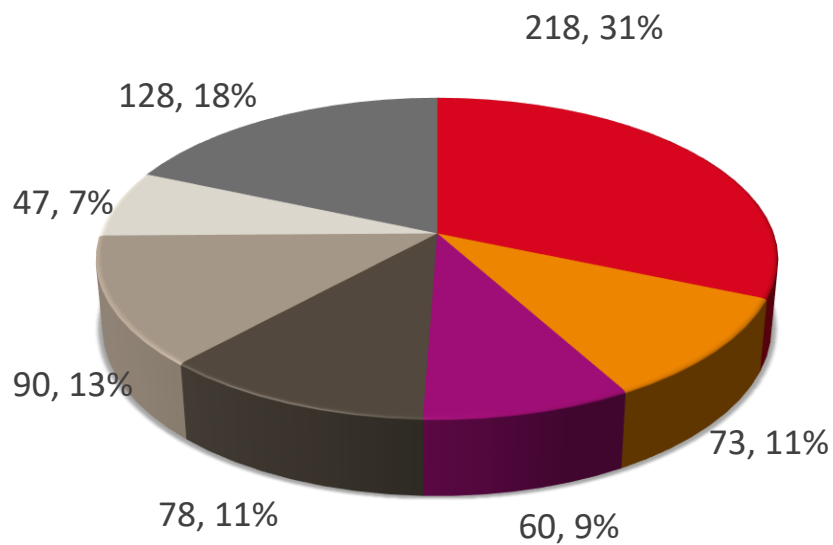
Figures in Rs. Crores

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

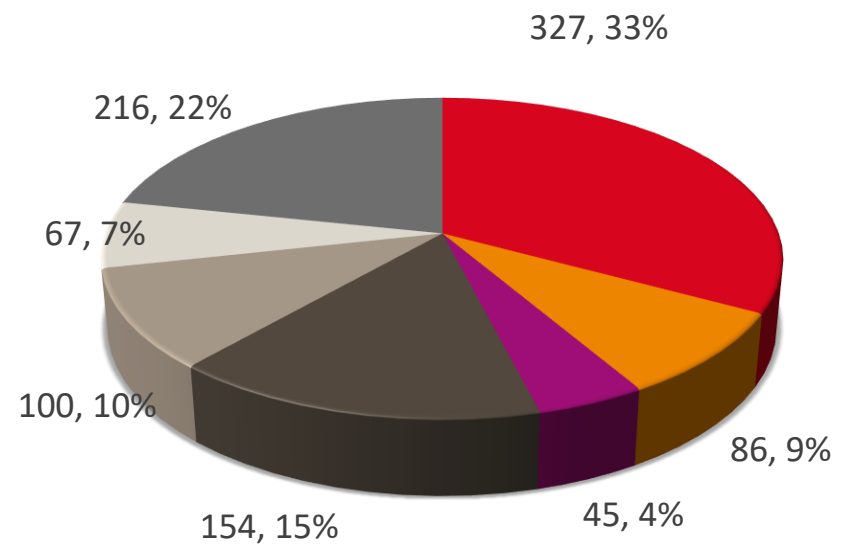
■ MSIL ■ M&M ■ HCIL ■ HMSI ■ HML ■ TATA ■ Others

\* Excludes Mould Sales

**Customer wise sales H1FY18 (Rs. 694Crores)\***



**Customer wise sales H1FY19 (Rs. 995 Crores)\***



Figures in Rs. Crores

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

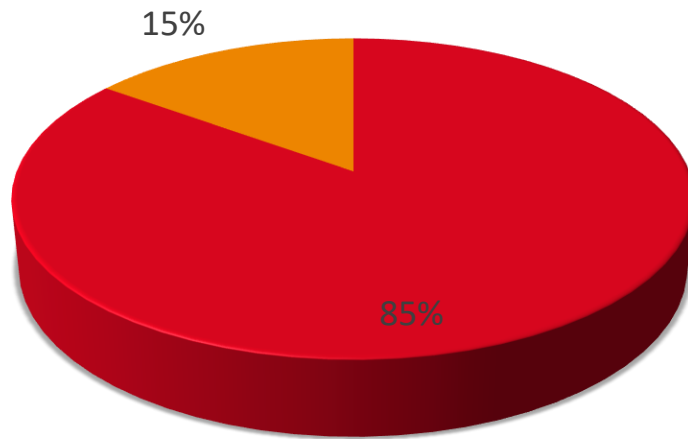
■ MSIL ■ M&M ■ HCIL ■ HMSI ■ HML ■ TATA ■ Others

\* Excludes Mould Sales

# H1FY19: LED Lighting vs Conventional Lighting

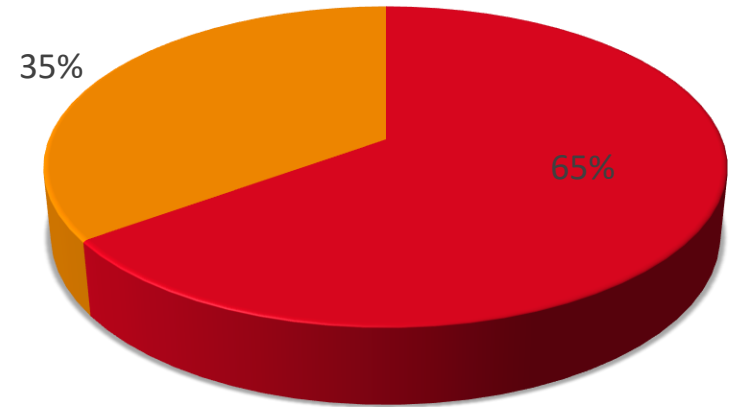


Product wise Sales H1FY18 (Rs. 694 Crores)\*



■ Conventional Lighting      ■ LED Lighting

Product wise Sales H1FY19 (Rs. 995 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

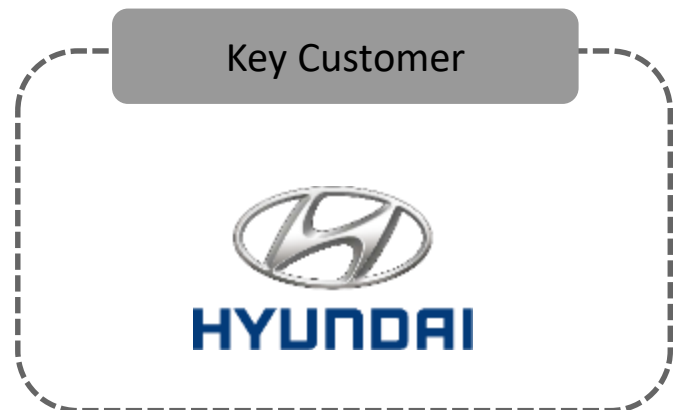
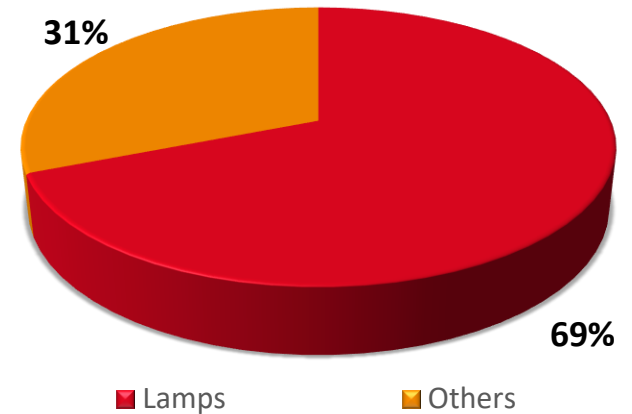
Head Lamp, Rear Combination Lamp, Fog Lamp

### Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

## Sales Breakup FY18 – Rs. 1,084 Crores



# Strong Customer Base ...



## Four Wheeler



## Two Wheeler



PIAGGIO\*



## Commercial Vehicle



DAIMLER



## Export

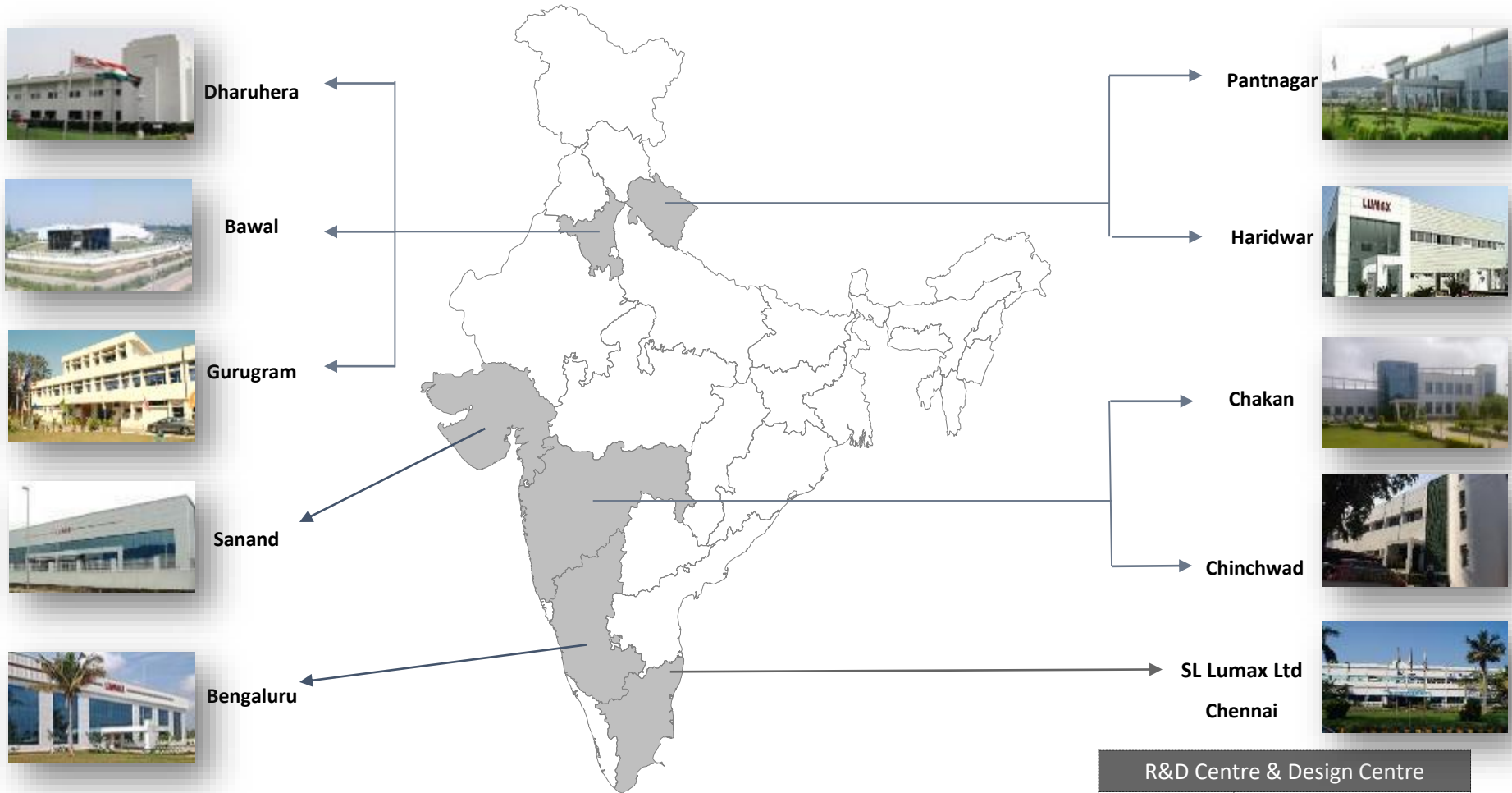


## Tractor /FES



... 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

# State of Art Manufacturing Facilities



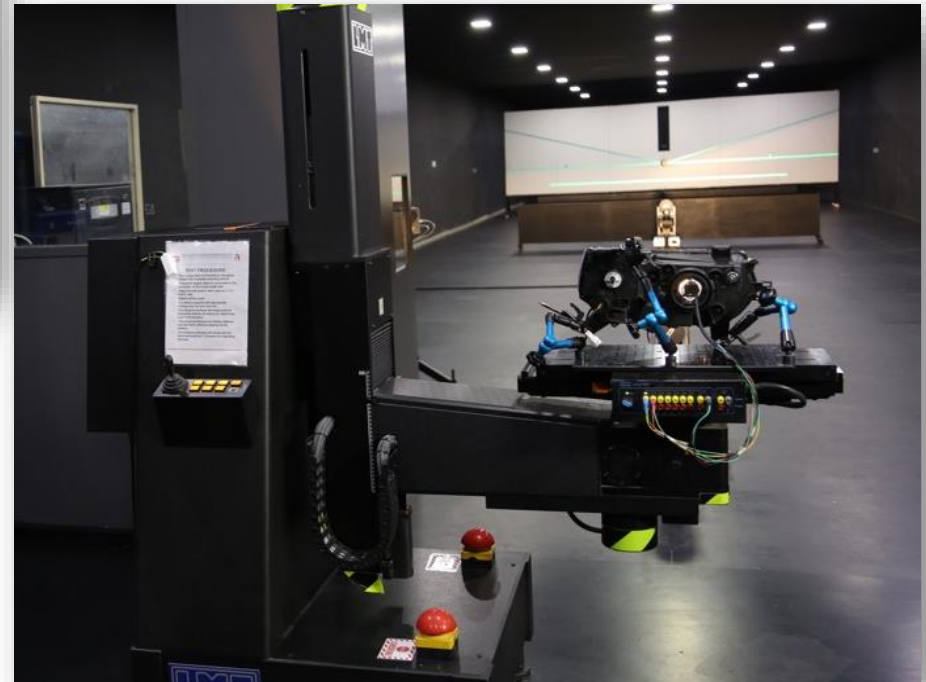
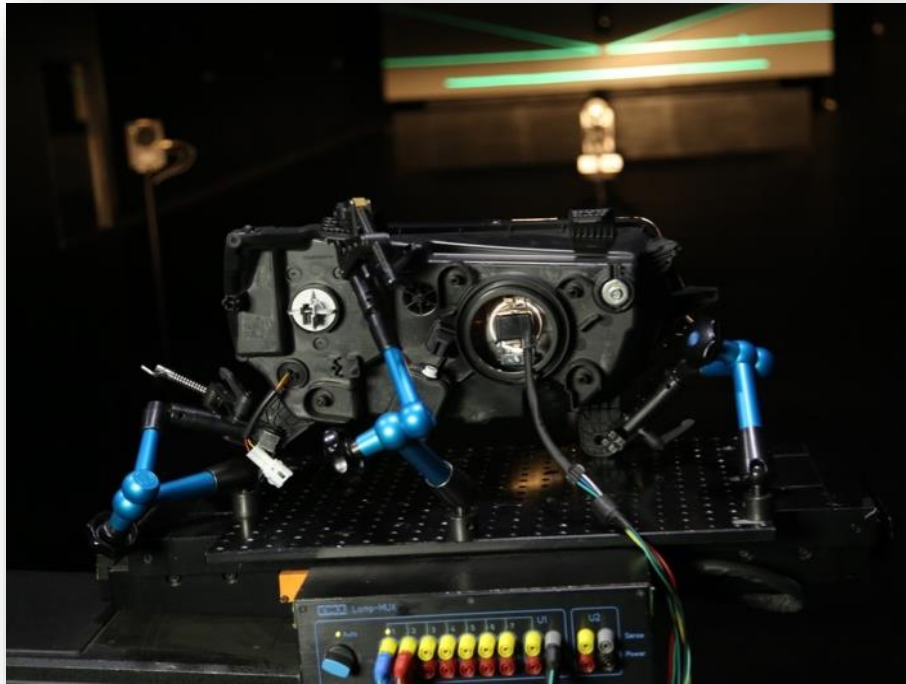


# State of Art Manufacturing Facilities

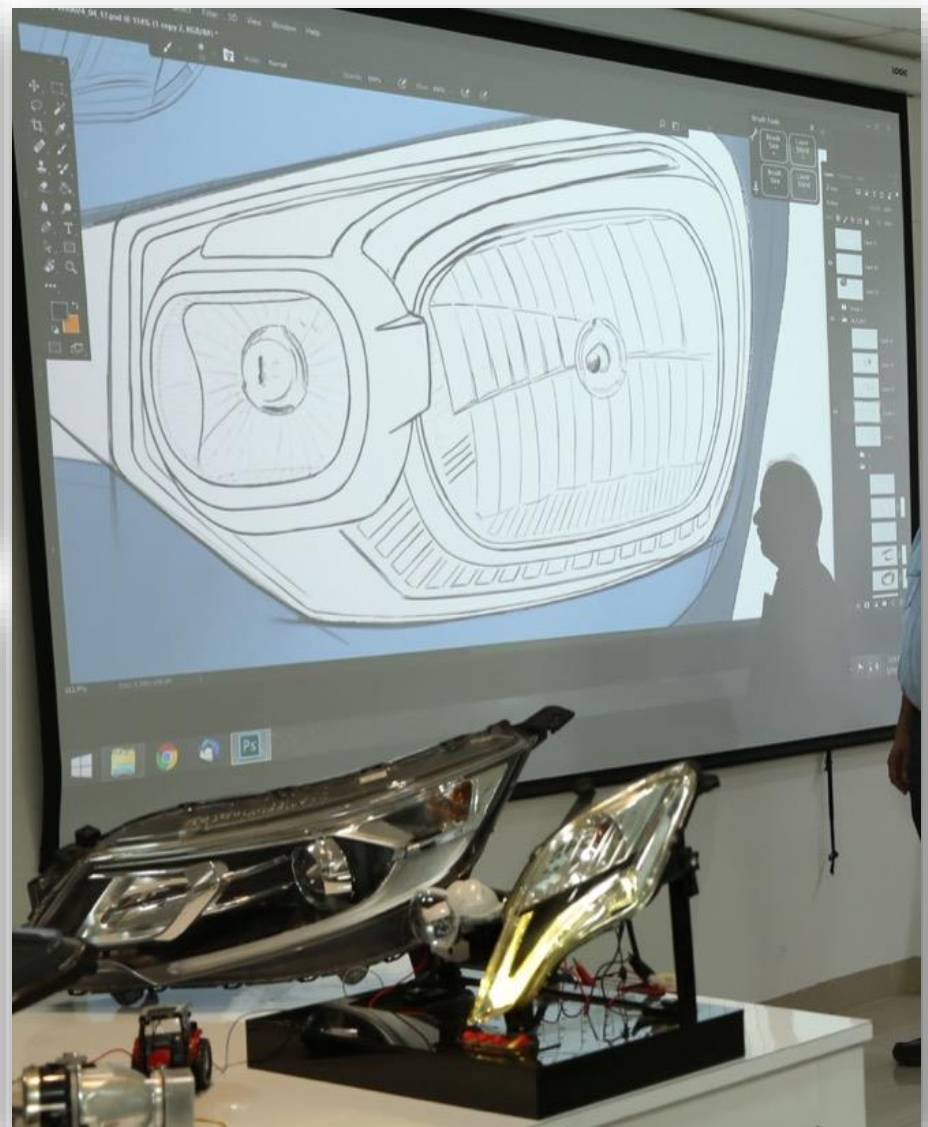


# State of Art Manufacturing Facilities

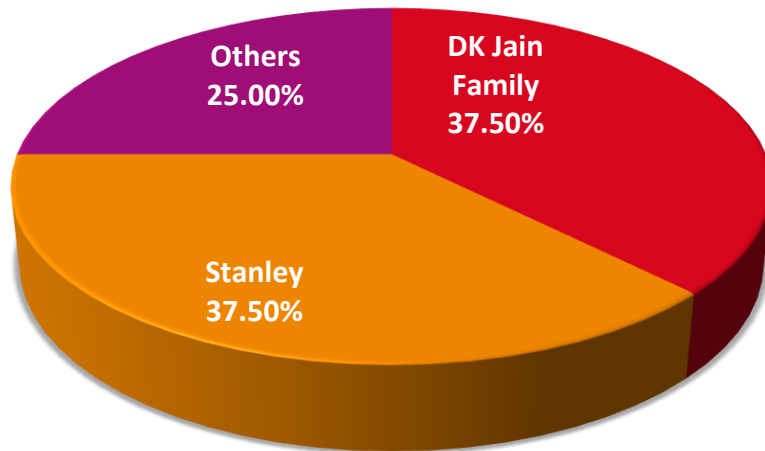








## Shareholding breakup



### Stanley Electric Company Ltd

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

A world leader in Vehicle Lighting & Illumination products for Automobiles

The only Global Auto Lighting company to manufacture LED worldwide



**Mr. Dhanesh Kumar Jain**  
Chairman Emeritus

- He is 75 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 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 39 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



**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



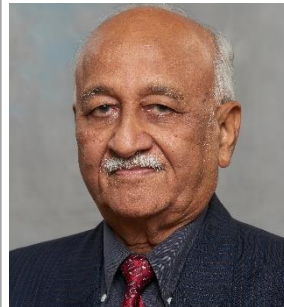
**Mr. A P Gandhi**

- He is 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 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**

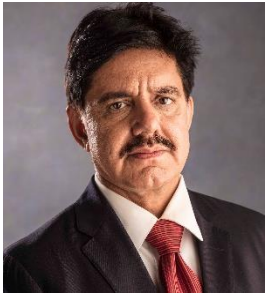
- He is 60 years old & is a B.Com Graduate from Delhi University
- He is an Industrialist & possesses more than 32 years of experience in Auto Component Industry
- He is the current President of ACMA & Chairman of Haryana State Council of CII



**Ms. Ritika Modi**

- She 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: 53 years  
Experience: 30 Years



Mr. Sanjay Mehta  
Group – Chief Financial Officer  
Age: 51 years  
Experience: 27 Years



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



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



Mr. Shrutikant Rustagi  
Chief Financial Officer  
Age: 48 Years  
Experience: 23 Years



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



Ms. Ibha Lal  
Corporate Head - HR  
Age: 51 Years  
Experience: 25 Years



Ms. Priyanka Sharma  
Corporate  
Communication & CSR  
Age: 49 Years  
Experience: 22 Years



Mr. Atul Jain  
Corporate Head - Materials  
Age: 48 Years  
Experience: 25 Years



# The Path Ahead



**DK JAIN**  
GROUP



# 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 became 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**

## 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

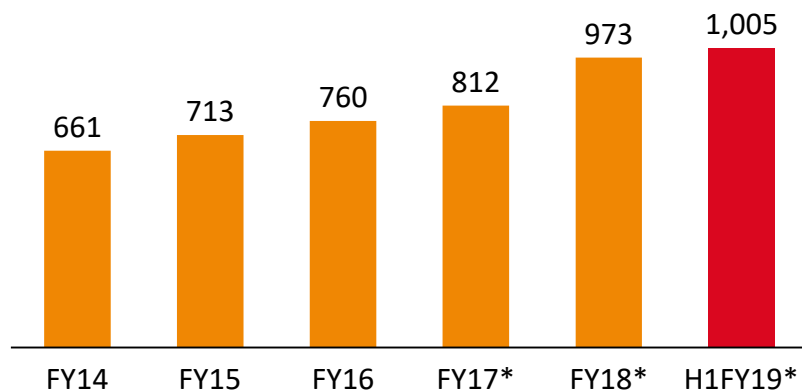


**DK JAIN**  
GROUP

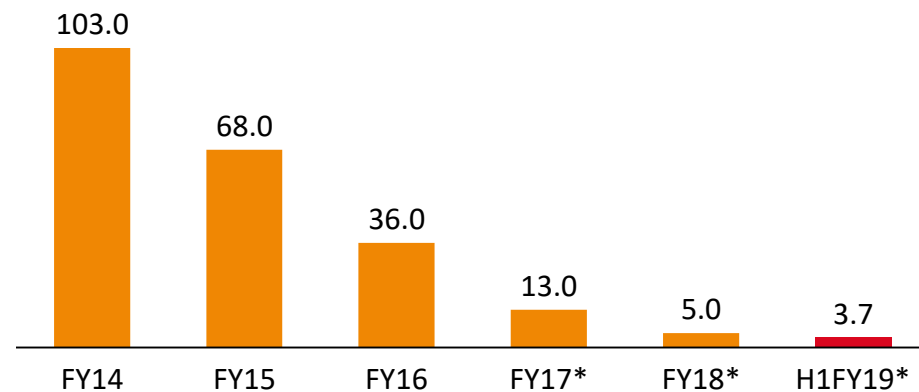
# Expansion funded through Internal Accruals



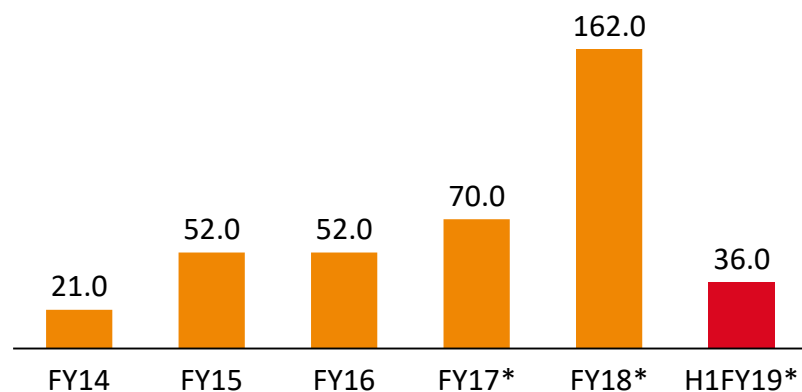
## Gross Block



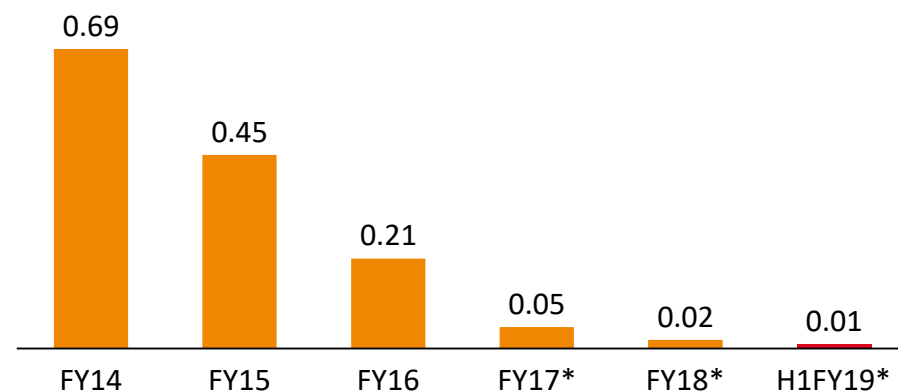
## Long Term Loan



## Capex



## Reducing Long Term Debt / Equity



Standalone Results

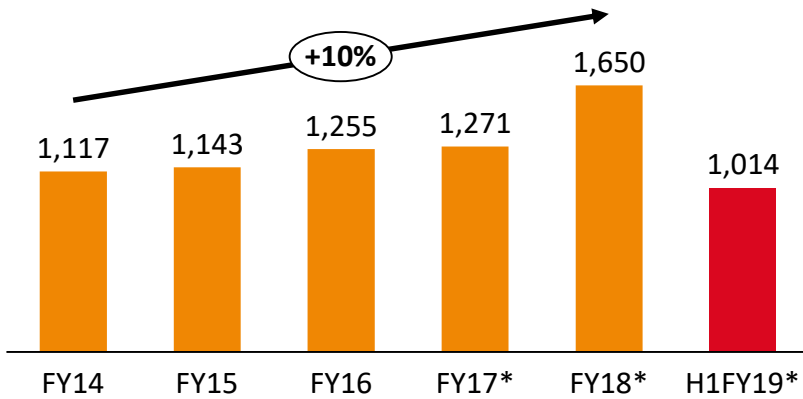
Rs. Crores

\* Numbers updated as per IND-AS

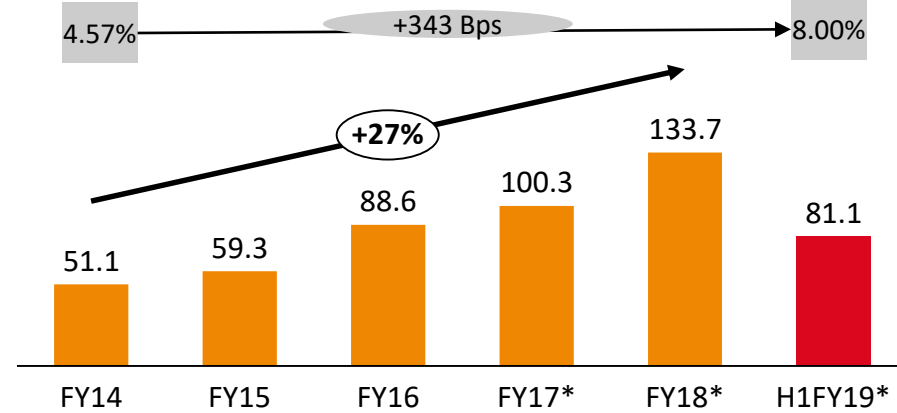
# Revenue & Healthy Margins



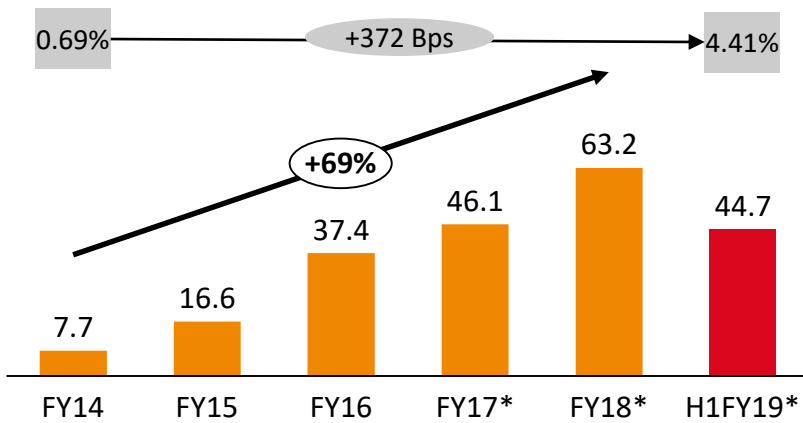
## Revenue



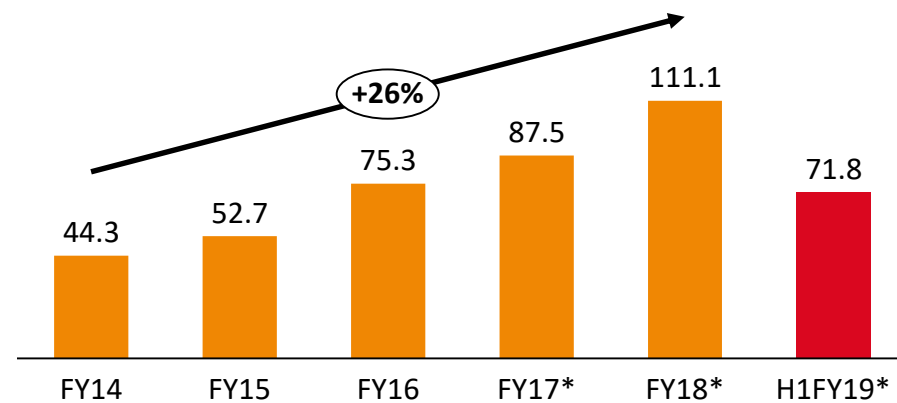
## EBITDA



## PAT



## Cash PAT



Standalone Results

Margins

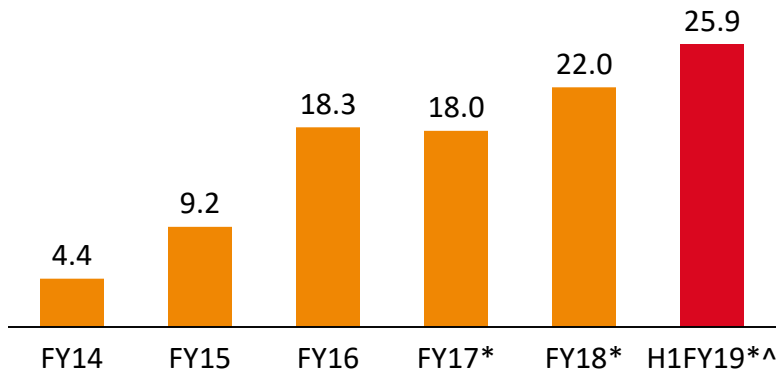
Rs. Crores

\* Numbers updated as per IND-AS

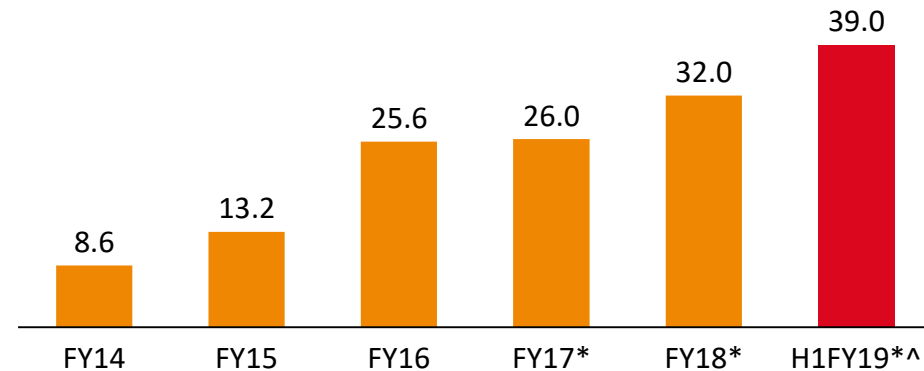
# Healthy Return Ratios



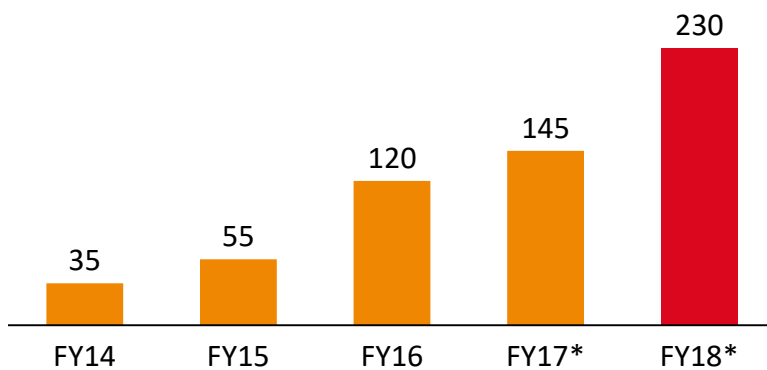
### ROE (%)



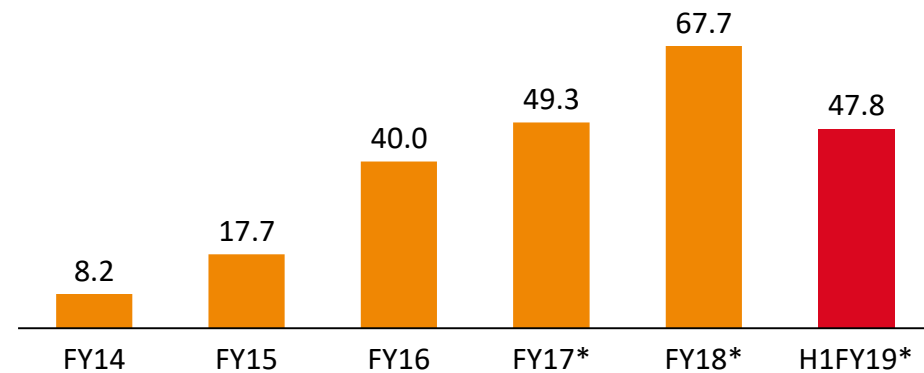
### ROCE (%)



### Dividend (% of Face Value)



### EPS (in Rs.)



Standalone Results

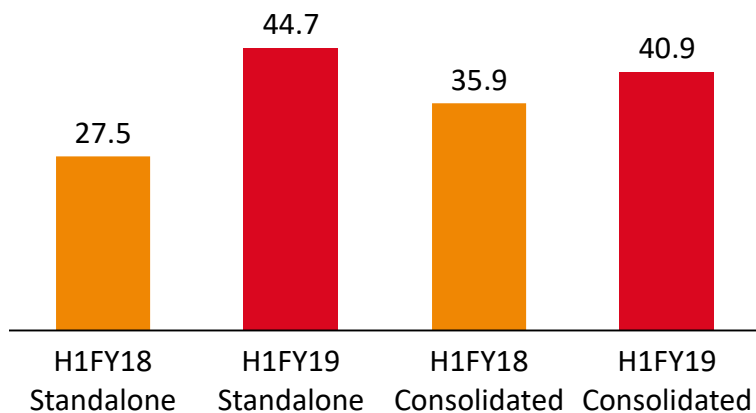
\* Numbers updated as per IND-AS

^TTM basis

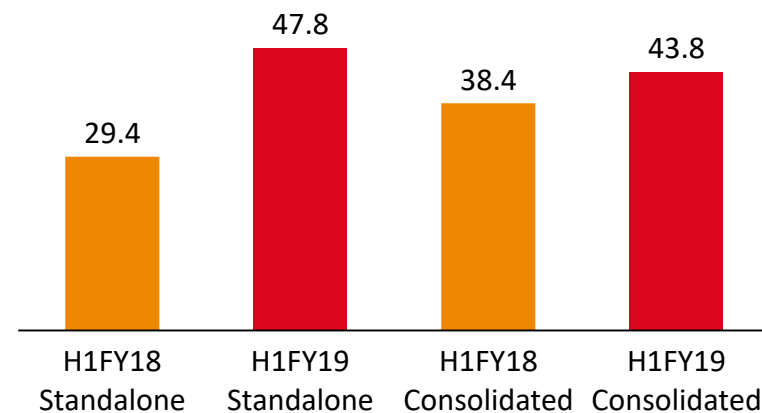
ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

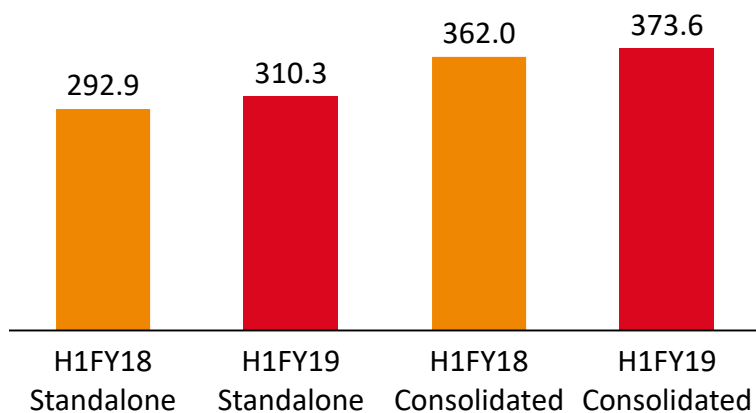
## PAT\*



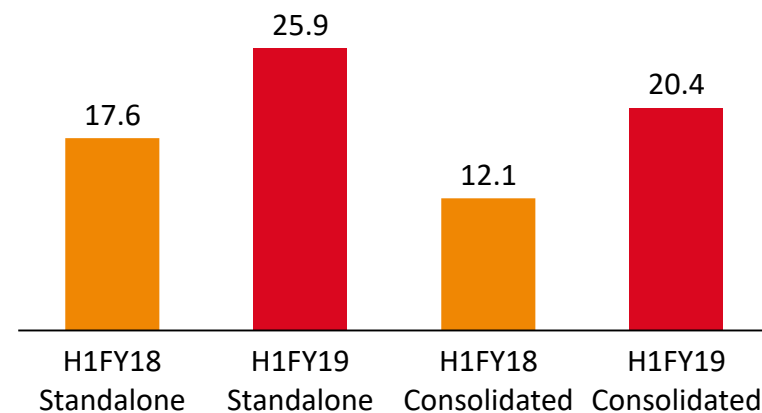
## EPS (in Rs.)



## Net Worth\*



## ROE^ (%)

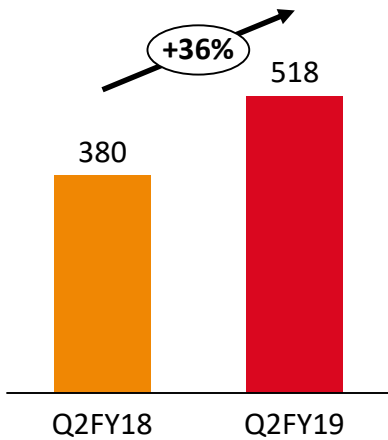




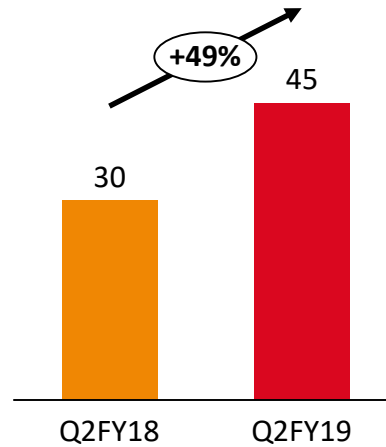
# YTD Highlights - Consolidated



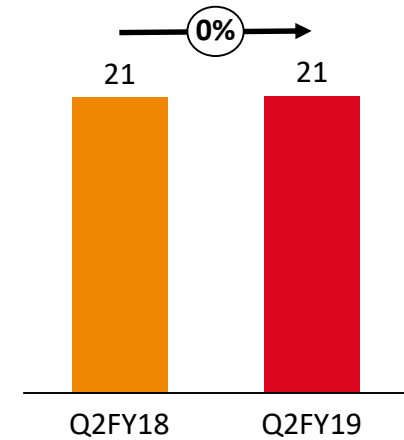
### Revenue



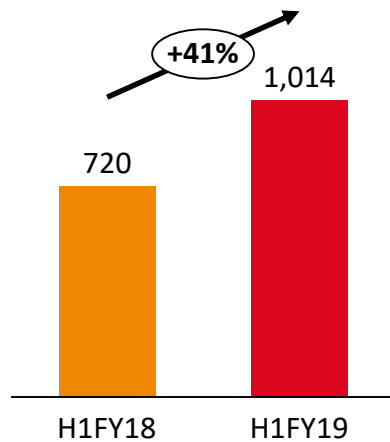
### Normalized EBIDTA \*



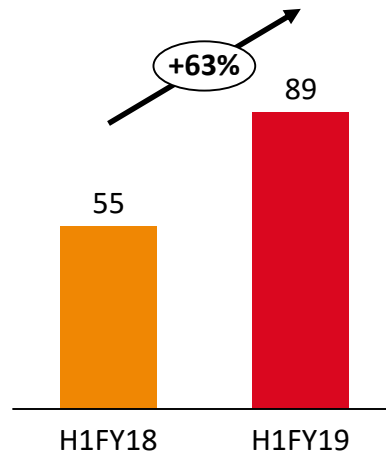
### PAT



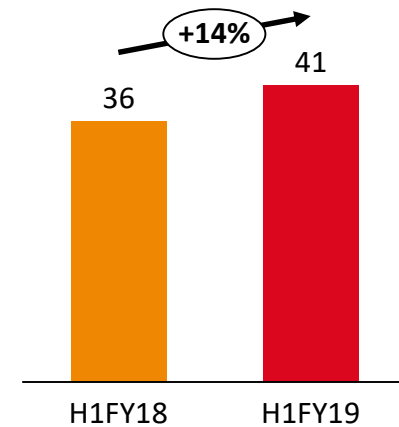
### Revenue



### Normalized EBIDTA \*



### PAT



# Standalone P&L Statement



Particulars (Rs. in Crores.)	Q2 FY19	Q2 FY18	YoY	H1 FY19	H1 FY18	YoY	FY18
<b>Total Revenue (Net of Excise duty)</b>	<b>517.78</b>	<b>379.50</b>	<b>36.4%</b>	<b>1,013.73</b>	<b>719.78</b>	<b>40.8%</b>	<b>1,649.35</b>
Raw Material	348.17	245.82		680.90	468.96		1,090.14
Employee Expenses	55.40	45.23		109.17	88.59		188.93
Other Expenses	69.37	58.40		134.81	107.65		236.55
<b>EBITDA</b>	<b>44.84</b>	<b>30.05</b>	<b>49.2%</b>	<b>88.85</b>	<b>54.58</b>	<b>62.8%</b>	<b>133.72</b>
<b>EBITDA Margin</b>	<b>8.7%</b>	<b>7.9%</b>		<b>8.8%</b>	<b>7.6%</b>		<b>8.1%</b>
Forex Loss / (Gain)*	4.30	-0.50		7.80	-2.00		-2.50
Other Income	10.95	4.08		11.33	4.33		6.75
Depreciation	13.81	11.47		27.11	22.51		47.87
Finance Cost	3.68	1.15		6.76	2.42		7.19
<b>PBT</b>	<b>33.99</b>	<b>22.01</b>	<b>54.5%</b>	<b>58.52</b>	<b>35.97</b>	<b>62.7%</b>	<b>87.92</b>
Tax	6.69	3.81		13.85	8.48		24.69
<b>PAT</b>	<b>27.30</b>	<b>18.20</b>	<b>50.0%</b>	<b>44.66</b>	<b>27.49</b>	<b>62.5%</b>	<b>63.24</b>
<b>PAT margin</b>	<b>5.3%</b>	<b>4.8%</b>		<b>4.4%</b>	<b>3.8%</b>		<b>3.8%</b>
<b>EPS</b>	<b>29.2</b>	<b>19.47</b>		<b>47.78</b>	<b>29.4</b>		<b>67.65</b>

# Standalone Balance Sheet



ASSETS (Rs. in Crores.)	Sept-18	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	521.68	514.02
Capital work-in-progress	46.91	33.83
Other intangible assets	3.97	4.35
<b>Financial assets</b>		
Investments	4.51	4.51
Loans	4.63	3.92
Others	2.53	2.31
Other tax Assets	0.59	0.81
Deferred tax assets (net)		0.27
Other non-current assets	18.30	8.08
<b>Sub-total - Non-Current Assets</b>	<b>603.13</b>	<b>572.10</b>
<b>Current assets</b>		
Inventories	208.12	168.79
Financial assets		
Investments	0.12	0.15
Trade receivables	321.32	318.23
Cash and cash equivalents	2.01	1.24
Bank balances other than Cash	0.01	0.47
Loans	0.90	0.95
Derivatives	0.00	0.00
Others	25.53	32.55
Other current assets	71.49	39.92
<b>Sub-total - Current Assets</b>	<b>629.49</b>	<b>562.30</b>
Assets Classified as held for Sale	1.25	0.02
<b>TOTAL - ASSETS</b>	<b>1,233.86</b>	<b>1,134.41</b>

EQUITY & LIABILITIES	Sept-18	Mar-18
<b>Equity</b>		
Equity Share capital	9.35	9.35
Non Controlling Interest	0.00	0.00
Other equity	300.92	283.52
<b>Sub-total - Shareholders' funds</b>	<b>310.26</b>	<b>292.86</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Financial liabilities		
Borrowings	1.66	2.28
Provisions	21.62	20.03
Deferred tax liabilities (net)	3.41	0.00
Other non-current liabilities	0.00	0.00
<b>Sub-total - Non-current liabilities</b>	<b>26.69</b>	<b>22.31</b>
<b>Current liabilities</b>		
Financial liabilities		
Borrowings	116.14	99.21
Trade payables	577.39	536.36
Other financial liabilities	87.29	117.95
Provisions	14.37	11.27
Other current liabilities	101.71	54.44
<b>Sub-total - Current liabilities</b>	<b>896.91</b>	<b>819.24</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,233.86</b>	<b>1,134.41</b>

# Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q2 FY19	Q2 FY18	YoY	H1 FY19	H1 FY18	YoY	FY18
<b>Total Revenue (Net of Excise duty)</b>	<b>517.78</b>	<b>379.50</b>	<b>36.4%</b>	<b>1,013.73</b>	<b>719.78</b>	<b>40.8%</b>	<b>1,649.35</b>
Raw Material	348.17	245.82		680.90	468.96		1,090.14
Employee Expenses	55.40	45.23		109.17	88.59		188.93
Other Expenses	69.37	58.40		134.81	107.65		236.55
<b>EBITDA</b>	<b>44.84</b>	<b>30.05</b>	<b>49.2%</b>	<b>88.85</b>	<b>54.58</b>	<b>62.8%</b>	<b>133.72</b>
<b>EBITDA Margin</b>	<b>8.7%</b>	<b>7.9%</b>		<b>8.8%</b>	<b>7.6%</b>		<b>8.1%</b>
Forex Loss / (Gain)*	4.30	-0.50		7.80	-2.00		-2.50
Other Income	1.08	0.28		1.47	0.53		2.96
Depreciation	13.81	11.47		27.11	22.51		47.87
Finance Cost	3.68	1.15		6.76	2.42		7.19
<b>PBT</b>	<b>24.13</b>	<b>18.21</b>	<b>32.5%</b>	<b>48.65</b>	<b>32.17</b>	<b>51.2%</b>	<b>84.13</b>
<b>Profit from Associates</b>	<b>1.83</b>	<b>6.72</b>		<b>5.07</b>	<b>13.78</b>		<b>13.42</b>
Tax	5.09	4.18		12.80	10.04		26.19
<b>PAT</b>	<b>20.87</b>	<b>20.76</b>	<b>0.5%</b>	<b>40.91</b>	<b>35.91</b>	<b>13.9%</b>	<b>71.36</b>
<b>PAT margin</b>	<b>4.0%</b>	<b>5.5%</b>		<b>4.0%</b>	<b>5.0%</b>		<b>4.3%</b>
<b>EPS</b>	<b>22.33</b>	<b>22.21</b>		<b>43.77</b>	<b>38.42</b>		<b>76.34</b>

# Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Sept-18	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	521.68	514.02
Capital work-in-progress	46.91	33.83
Other intangible assets	3.97	4.35
Investments accounted Using Equity Method	79.93	86.76
<b>Financial assets</b>		
Investments	0.96	0.96
Loans	4.63	3.92
Others	2.53	2.31
Other tax Assets	0.59	0.81
Other non-current assets	18.30	8.08
<b>Sub-total - Non-Current Assets</b>	<b>679.51</b>	<b>655.04</b>
<b>Current assets</b>		
Inventories	208.12	168.79
<b>Financial assets</b>		
Investments	0.12	0.15
Trade receivables	321.32	318.23
Cash and cash equivalents	2.01	1.24
Bank balances other than Cash	0.01	0.47
Loans	0.90	0.95
Derivatives	0.00	0.00
Others	25.53	32.55
Other current assets	71.49	39.92
<b>Sub-total - Current Assets</b>	<b>629.49</b>	<b>562.30</b>
Assets Classified as held for Sale	1.25	0.02
<b>TOTAL - ASSETS</b>	<b>1,310.25</b>	<b>1,217.35</b>

EQUITY & LIABILITIES	Sept-18	Mar-18
<b>Equity</b>		
Equity Share capital	9.35	9.35
Non Controlling Interest	0.00	0.00
Other equity	364.27	352.65
<b>Sub-total - Shareholders' funds</b>	<b>373.62</b>	<b>362.00</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	1.66	2.28
Provisions	21.62	20.03
Deferred tax liabilities (net)	16.43	13.81
Other non-current liabilities	0.00	0.00
<b>Sub-total - Non-current liabilities</b>	<b>39.72</b>	<b>36.12</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	116.14	99.21
Trade payables	577.39	536.36
Other financial liabilities	87.29	117.95
Provisions	14.37	11.27
Other current liabilities	101.71	54.44
<b>Sub-total - Current liabilities</b>	<b>896.91</b>	<b>819.24</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,310.25</b>	<b>1,217.35</b>



## Awards & Recognitions



**DK JAIN**  
GROUP

# Awards & Recognition



Award received from Maruti Suzuki India Ltd - May 2018

For Tier 2 Upgradation

For Gujarat Localization

For Overall Vendor Performance





HMSI Awards for New Product Development





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



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



JIPM-TPM Excellence Award Pantnagar Plant, March 2014



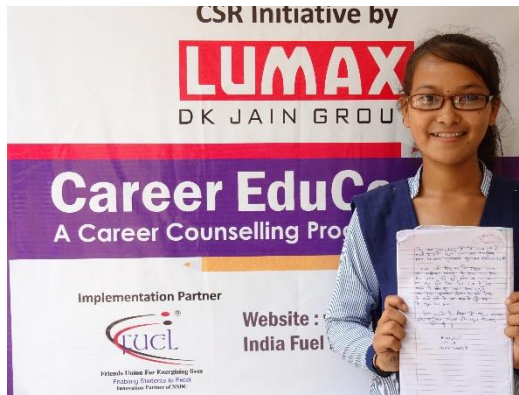
JIPM-TPM Excellence Award Bawal Plant, November 2017



## 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



## 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](http://www.lumaxworld.in)

**Strategic Growth Advisors Pvt. Limited**

CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal / Mr. Shrikant Sangani

[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net) / [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net)

Tel: 98214 38864 / 96195 95686

[www.sgapl.net](http://www.sgapl.net)