

Investor Release

LUMAX AUTO TECHNOLOGIES LIMITED

FY19 Consolidated Results

Gurugram – 18th May 2019: Lumax Auto Technologies Ltd., a leading full-service provider in Automotive Components Industry, announced its audited Financial Results for the Quarter and year ended March 31st, 2019. The Financial Results has been prepared as per Ind-AS.

FY19 Consolidated Performance (including discontinuing business)

- Revenue (Net of taxes) up by 22% YoY to Rs. 1,358 Cr
- EBITDA grew by 25% YoY to Rs. 145 Cr; Margin at 10.7%
- PBT (before exceptional items) grew by 26% YoY to Rs. 111 Cr; Margin at 8.2%
- PAT (after MI) grew by 35% YoY to Rs. 66 Cr; Margin at 4.9%

The Company's Board of Directors in their meeting held on March 16, 2019 has decided to discontinue its PCB Business wef April 1, 2019 & accordingly the previous year/ period figures have been bifurcated into Continuing & discontinuing operations in accordance with Ind-AS 105. **However, in order to maintain the continuity of disclosures throughout the year & better understanding to the investors, all figures are shown inclusive of discontinuing operations.**

Key Consolidated Financial Highlights are as follows:

Consolidated Results – Continuing + Discontinuing operations						
Particulars (Rs. Crs)	Q4 FY18	Q4 FY19	YoY%	FY18	FY19	YoY%
Revenue (Net of Taxes)	332	333	1%	1,111	1,358	22%
EBITDA*	34	32	-5%	116	145	25%
Margin (%)	10.1%	9.5%		10.5%	10.7%	
PBT (before exceptional items)	26	22	-17%	88	111	26%
Margin (%)	7.8%	6.5%		7.9%	8.2%	
PBT (after exceptional items)	24	21	-12%	86	105	22%
Margin (%)	7.2%	6.3%		7.7%	7.7%	
PAT (after MI)	13	12	-8%	49	66	35%
Margin (%)	4.0%	3.7%		4.4%	4.9%	
EPS	1.94	1.79	-8%	7.15	9.67	35%

Consolidated Results – Continuing operations						
Particulars (Rs. Crs)	Q4 FY18	Q4 FY19	YoY%	FY18	FY19	YoY%
Revenue (Net of Taxes)	290	301	4%	1,013	1,187	17%
EBITDA*	28	29	4%	103	124	21%
Margin (%)	9.5%	9.5%		10.1%	10.4%	

* includes other Income and share of profit or loss from the JV's.

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- The consolidated revenue stood at Rs. 1,358 Cr for FY19 as against Rs. 1,111 Cr in FY18 up by 22% YOY led by strong volume growth from the OEM's and supported by growth in aftermarket.
- EBITDA margin for FY19 stands at 10.7% as against 10.5% in FY18.
- EBITDA margin for Q4FY19 is at 9.5% whereas it was at 10.1% in Q4FY18. The decline in margin was mainly on account of lower profitability in discontinuing operations.
- The Profit after Tax and Minority Interest stood at Rs. 66 Cr in FY19 as against Rs. 49 Cr in FY18
- EPS stands at Rs. 9.67 per share for FY19 as compared to Rs. 7.15 in FY18
- The capex during the year was Rs. 79 cr
- The company has declared a final dividend of Rs. 3 per equity share having face value of Rs. 2. This is subject to shareholder approval at the Annual General Meeting.

Business & Customer Update:

Aurangabad Unit:

During Q4FY19, company commenced commercial production at the newly set-up Unit situated at Aurangabad. This Unit has been set-up to manufacture and supply Chassis Frames to our esteemed customer Bajaj Auto Limited. The Unit has been setup with a capacity of about 700,000 units annually.

New JV:

The company has entered into a 50:50 joint venture with JOPP, Germany. This JV will engage in design, development and production of Gear Shift Towers, AMT Kits, Control Housings, AGS-Sensors, etc. The Commercial production is expected to commence from Q4FY20 from an existing Lumax facility in Manesar, Haryana.

The Company has made following new launches during the quarter: -

Category	Customer Name	Model	Product
Passenger Vehicle	Maruti Suzuki India Ltd. (MSIL)	Ciaz	Gear Shift Lever
		Ertiga	Gear Shift Lever

Awards:

- The subsidiary Company Lumax Mannoh Allied Technologies Ltd. received two awards namely "Improvement in quality performance" & "Part Design & Development award" from its esteemed customer Maruti Suzuki India Limited in its Vendor Conference held in Macau on May 1st & 2nd, 2019.

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Commenting on the results Mr. Anmol Jain, MD, Lumax Auto Technologies said “The Auto industry has been facing a challenging time since the second half of FY19. OEMs undertook various measures to induce demand & the slowdown seems to be a temporary phenomenon. It is expected that the growth in demand will bounce back from second half of FY20 with expectation of improved liquidity, stable Government and strong fundamentals of Indian Economy.

We are happy to report that even in this difficult scenario LATL delivered robust performance. Having diverse product portfolio allows us to deeply engage with our clients and increase our content per vehicle. During the year our focus remained on improving the operational efficiencies, JV with leading technology players to offer localized solutions to our OEMs, the results of which are clearly visible in our financial performance.

The Indian Automotive industry is moving towards energy efficiency, E-Vehicles, BS VI and Aesthetic beautification of vehicles. We believe that our expertise and capabilities will help us drive this change and further cement our position as market leaders.”

About Lumax Auto Technologies Limited:

Lumax Auto Technologies Ltd. through its wholly owned subsidiaries and joint ventures, has been a manufacturer of wide range of products (Lighting Module, Frame Chassis, Integrated Plastic Modules, Gear Shift Lever, Emission systems, Seat Frames, etc). We are market leaders in Design, Testing and Manufacturing Gear Shift levers in India. The Company has a robust pan-India distribution network with 14 manufacturing plants across India in all major Auto clusters.

Our key customers include Bajaj Auto, Honda Motorcycles and Scooters, Maruti Suzuki, Toyota, Daimler, V.E Commercial Vehicles, Tata Motors & Lear. For more information about the Group and its businesses, please visit our website <http://www.lumaxautotech.com/>

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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