



Lumax Auto Technologies Limited

Investor Presentation - February 2018

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Lumax Auto Technologies 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.

Seven Decade Strong

Leader in Automotive Lighting &
Gear Shifters

14 Entities in 8 States

27 Manufacturing Facilities

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

Over 8,000 Employees

Two Listed Entities

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

Lumax Industries Limited

Products & Services

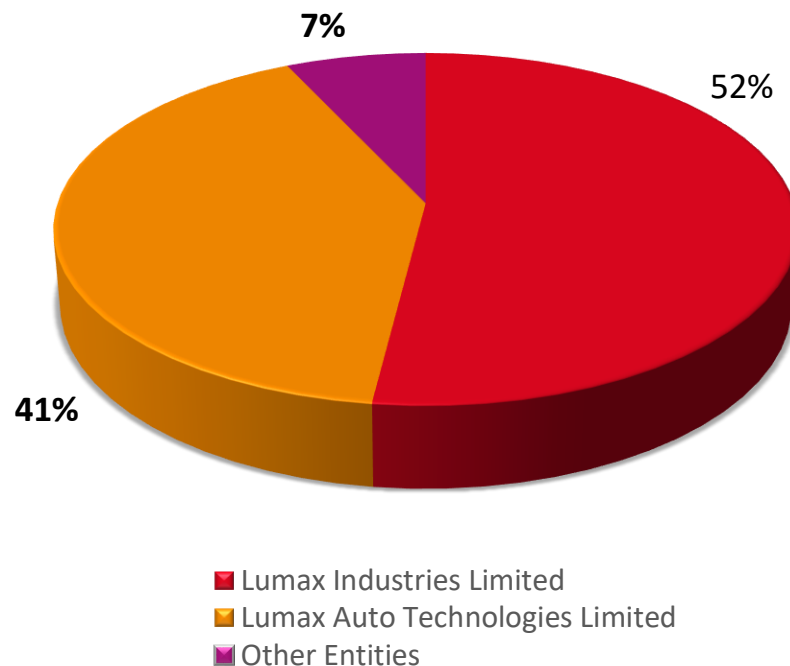
End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)

FY 17 Revenue of Rs. 2,500 Cr





GROUP PURPOSE

We deliver pride and progress with positivity



VISION

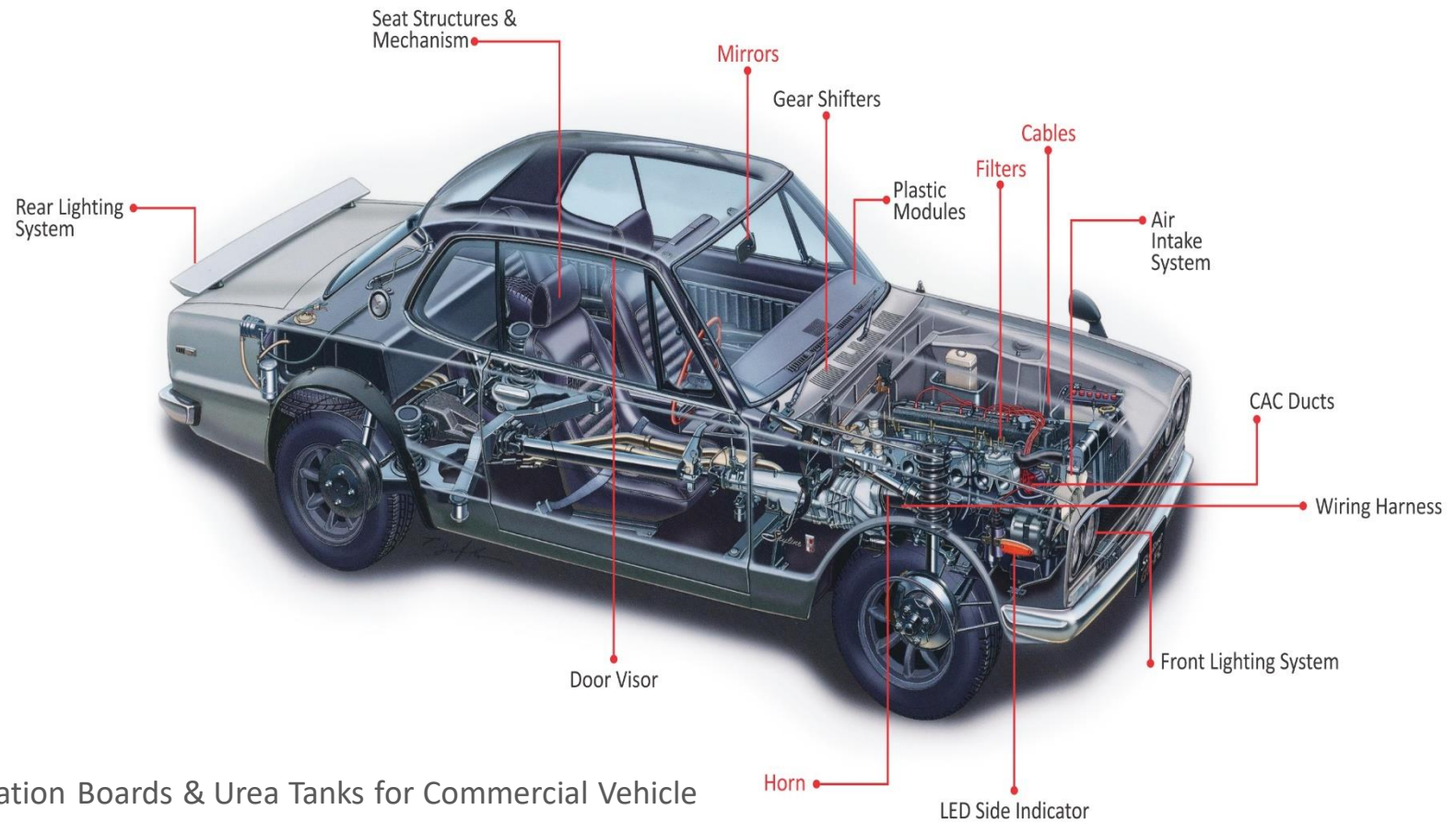
Building an admired high performance global organisation in whom all stakeholders have absolute trust



VALUES

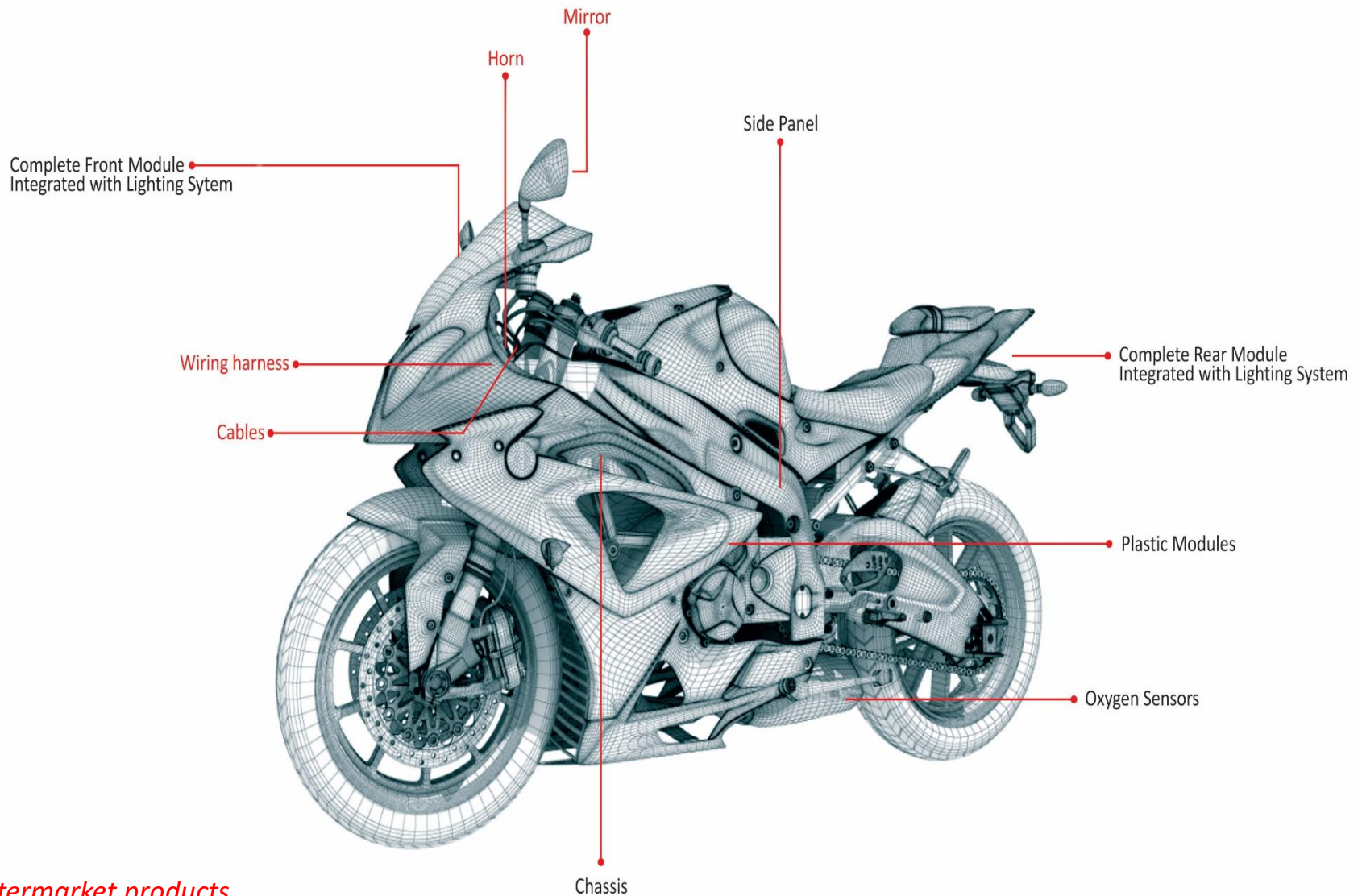
Respect | Integrity | Passion | Excellence

Diversified Product Range – 4-wheelers & CV



- 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



Italy

JV for Integrated Logistic Support Engineering

Relationship Since 2015

49% in Lumax SIPAL Engineering Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



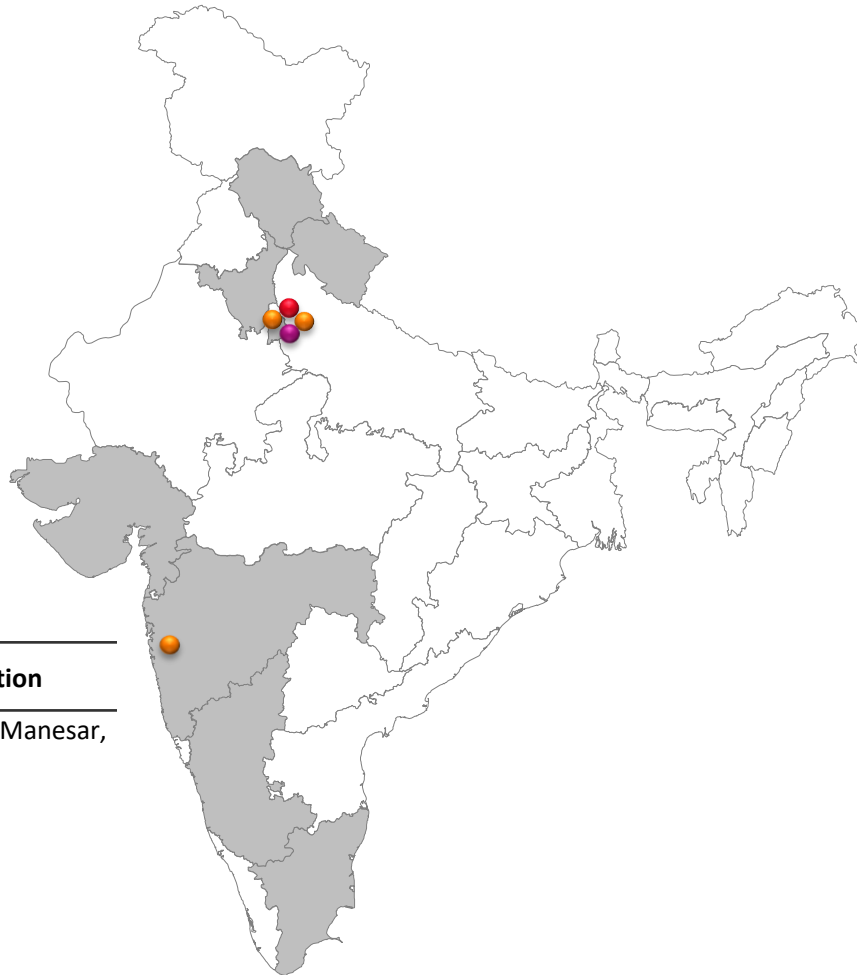
Israel

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
Total		27

27 Plants in 7 States

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

Understand the Customer

- A real understanding of varying customer needs & the capability to deliver outstanding results

Environmental Conscious

- Environment-conscious work practices

Research & Development

- Government approved 3 R&D facilities & 1 Overseas Design Centre in Taiwan



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



Four Wheeler



Commercial Vehicle



Tier 1



Tractor/FES

Mahindra
Rise.



Defence & Aero Space



Export



Case New Holland

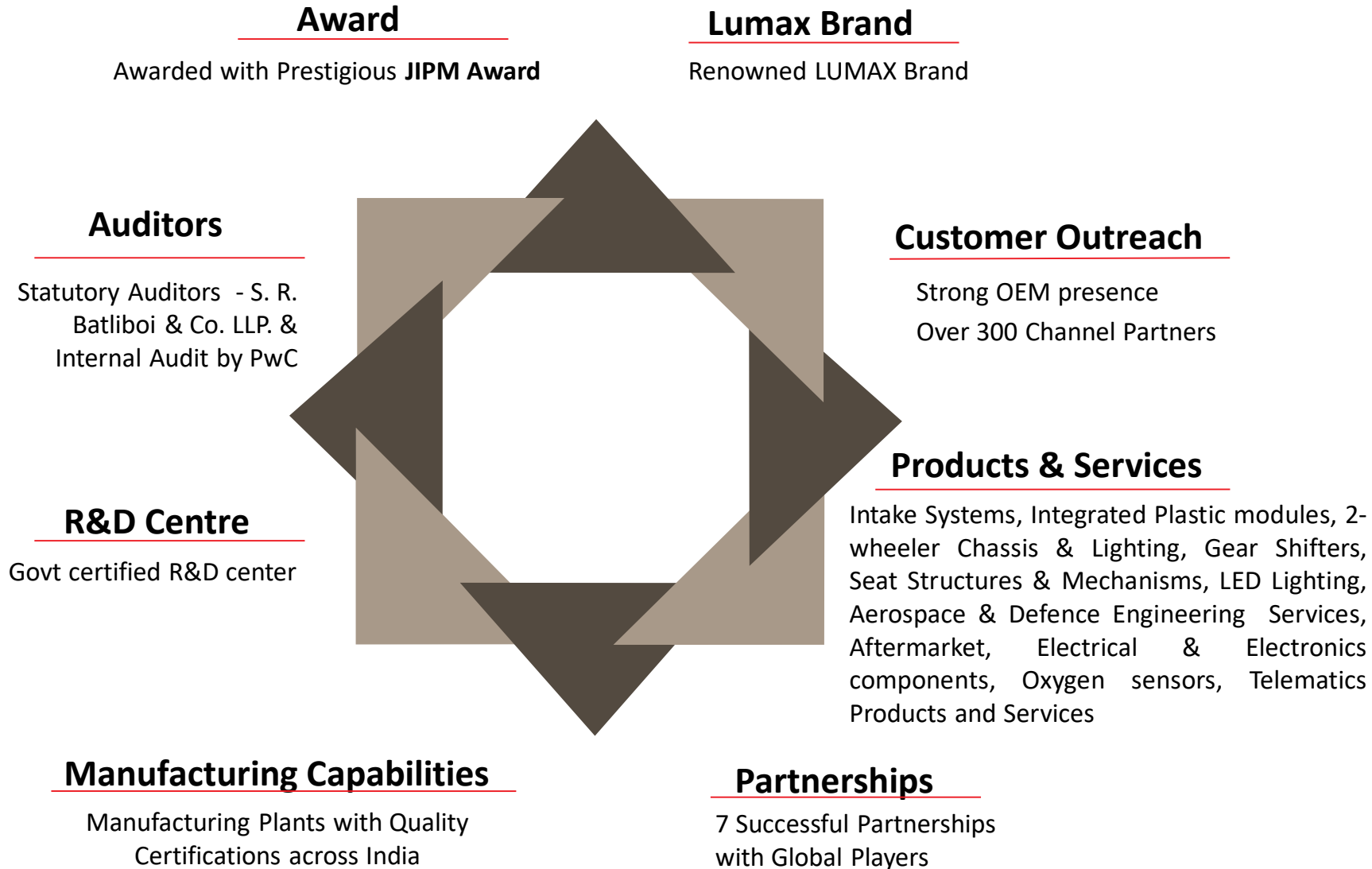


... Strong After Market Exports Presence

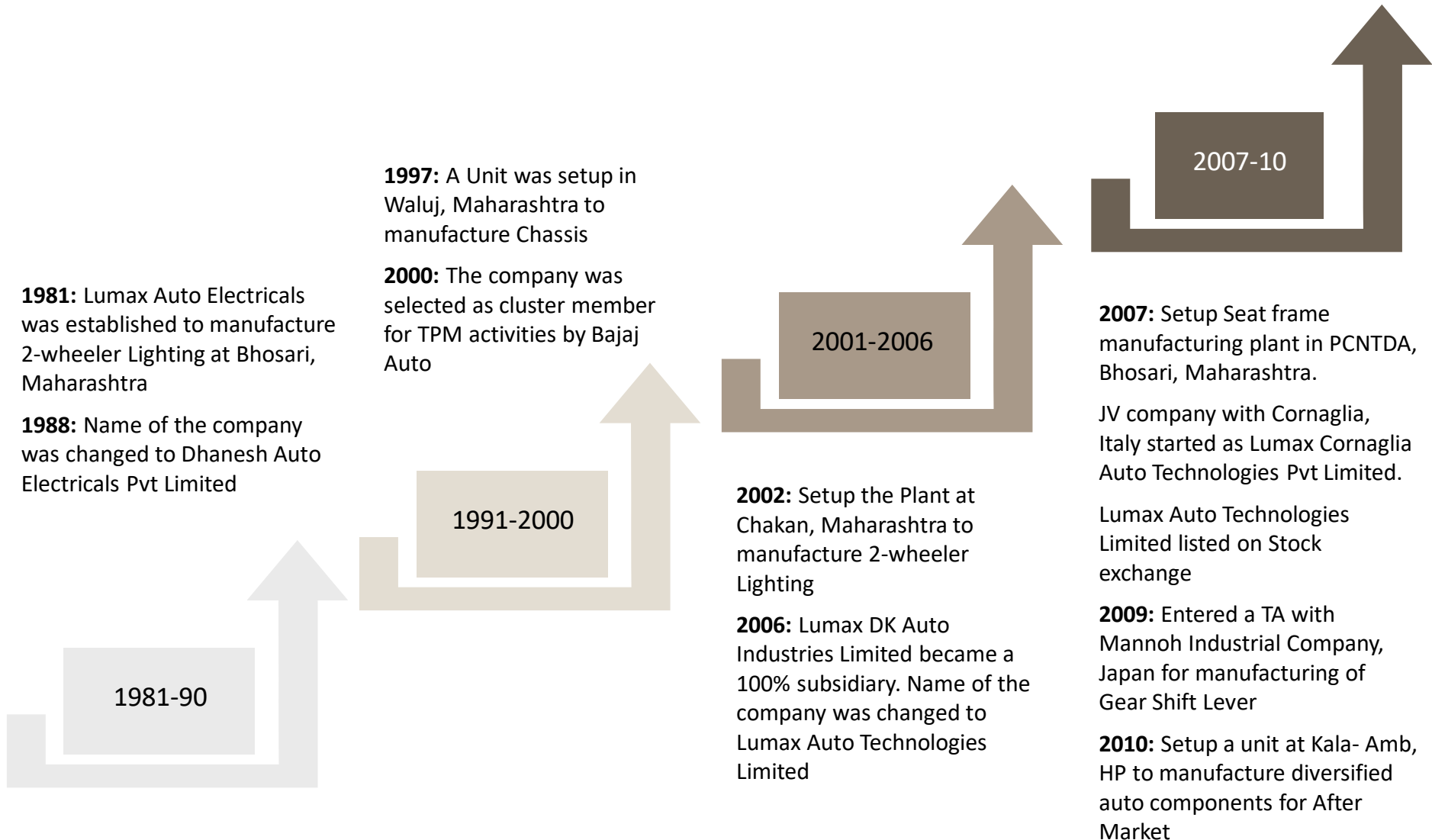


Lumax Auto Technologies Limited

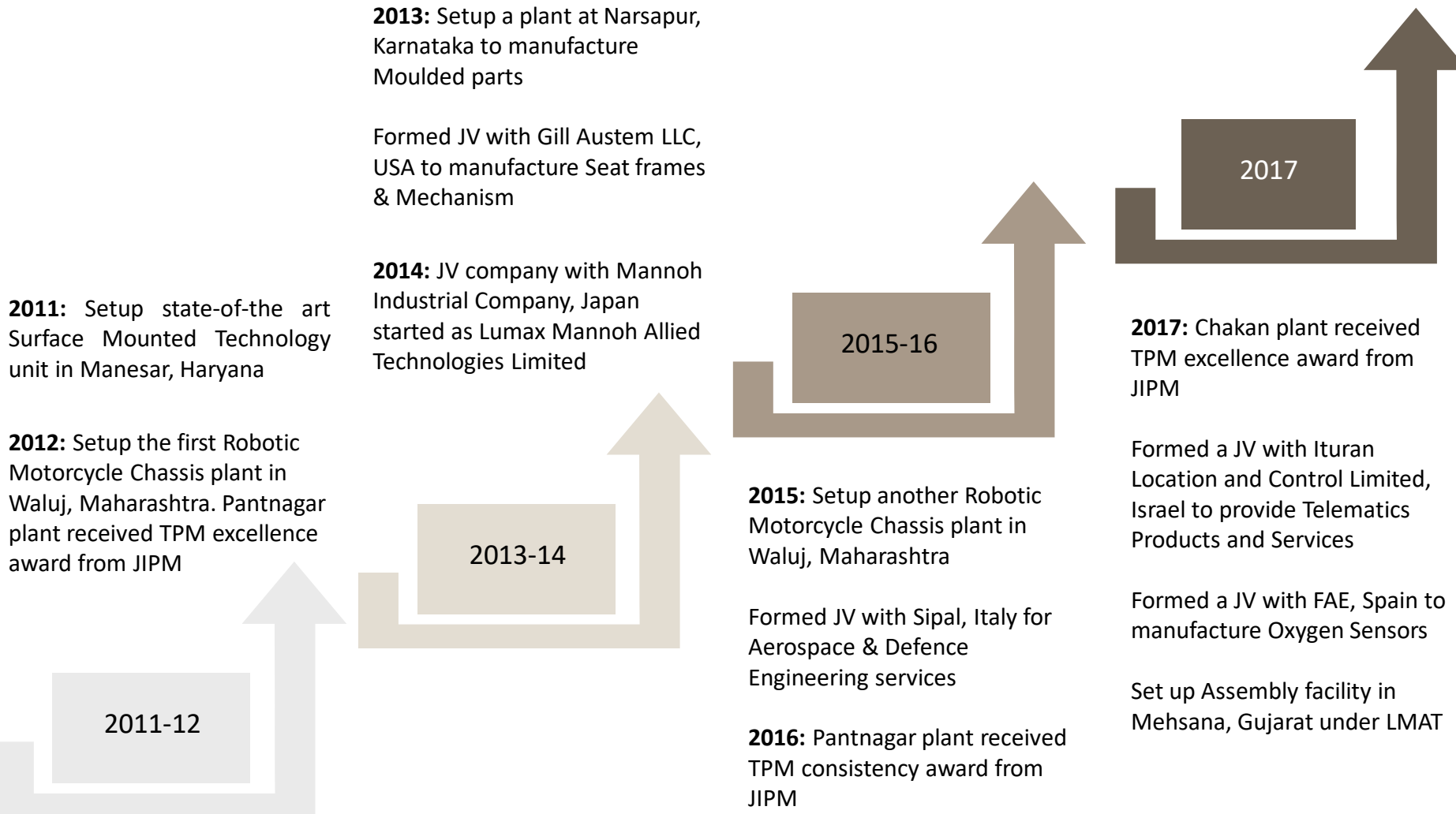
Driving Growth through Diversified Products



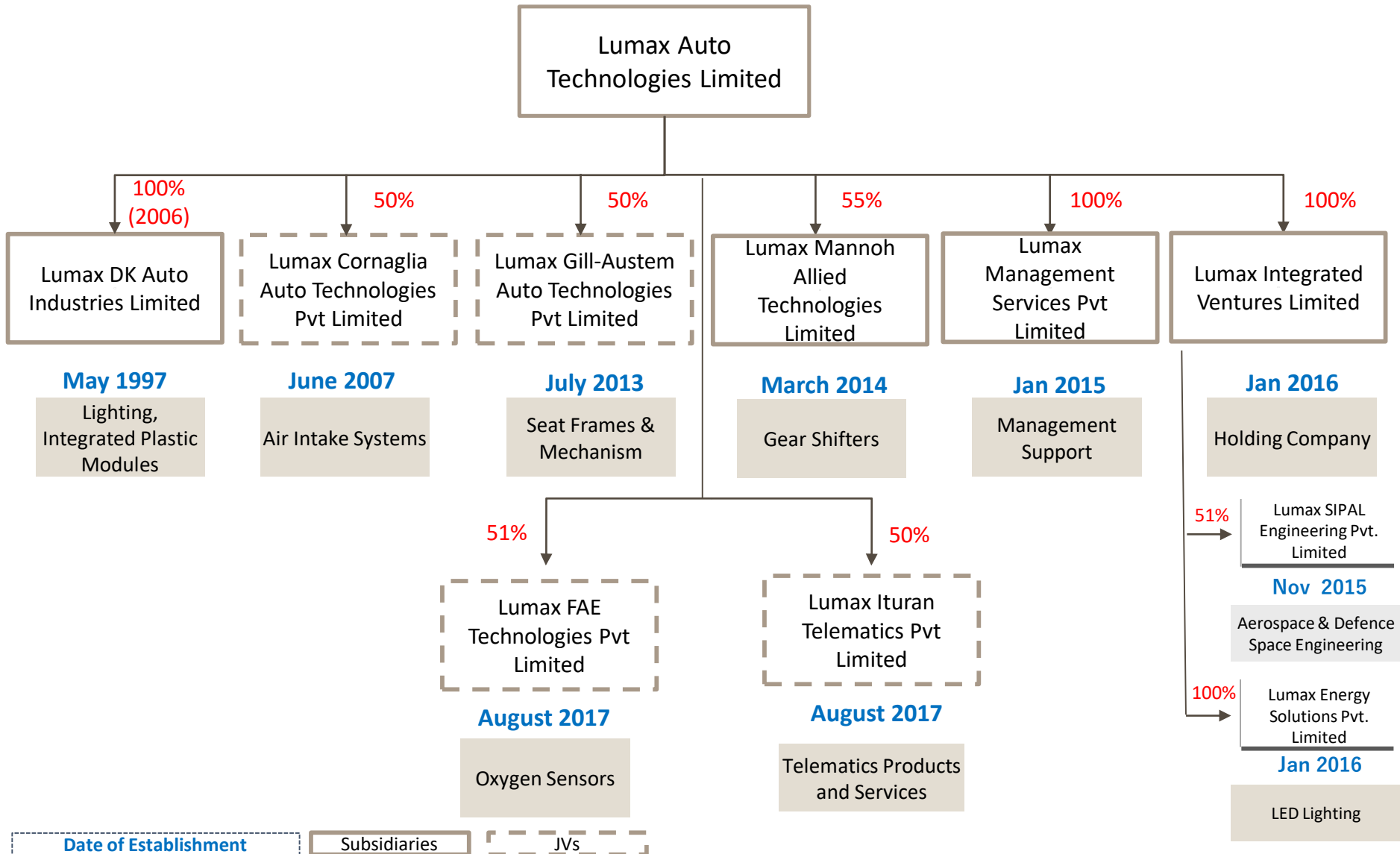
Milestones



Milestones



Well defined Corporate Structure



Fostering Partnerships to Deliver Excellence



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



Italy

JV for Integrated Logistic Support Engineering

Relationship since 2015

49% in Lumax SIPAL Engineering Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

Cater to Diversified Segments



- ✓ Lighting Module(incl. HT/TL/Indicators & Others)
- ✓ Chassis for 2-wheelers
- ✓ Integrated Plastic Modules
- ✓ Oxygen Sensors
- ✓ Telematics Products and Services



- ✓ Gear Shift Lever
- ✓ Intake Systems
- ✓ Seat Frames & Mechanism
- ✓ Integrated Plastic Modules
- ✓ Telematics Products and Services



- ✓ Integrated Plastic Modules
- ✓ Gear Shift Lever
- ✓ Seat Frames & Mechanism
- ✓ Telematics Products and Services

After Market Presence in all Segments

Key Customer Relationships

Four Wheeler

MARUTI SUZUKI

Way of Life!

Mahindra
Rise.

HONDA
The Power of Dreams

TATA



TOYOTA

ŠKODA



GM

Tier 1

LEAR
CORPORATION

ADIENT

Continental

Commercial Vehicle

TATA

Mahindra
Rise.

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

DAIMLER

Two Wheeler

BAJAJ
Distinctly Ahead

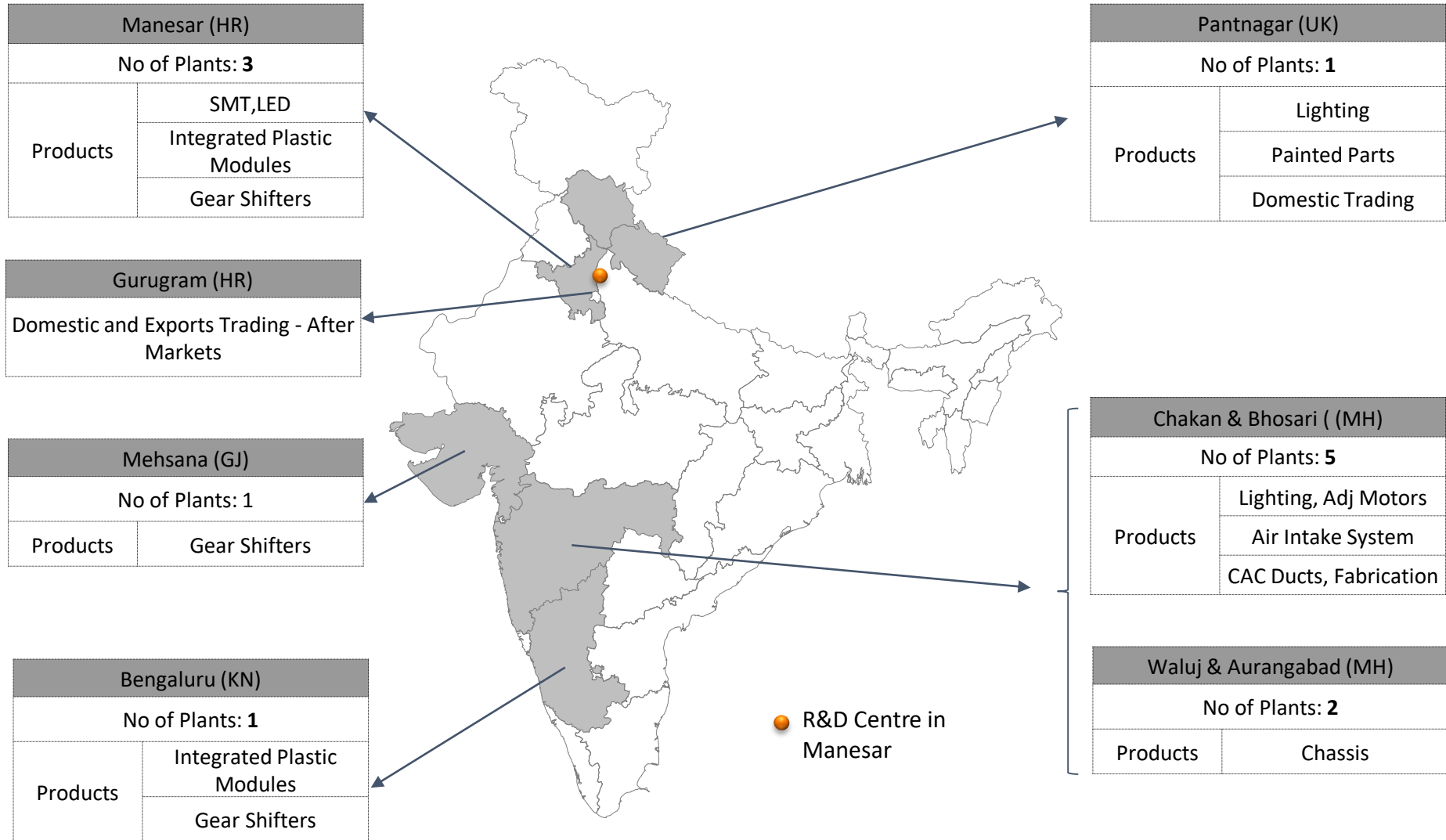
HONDA

Export

MOT
PTMAT

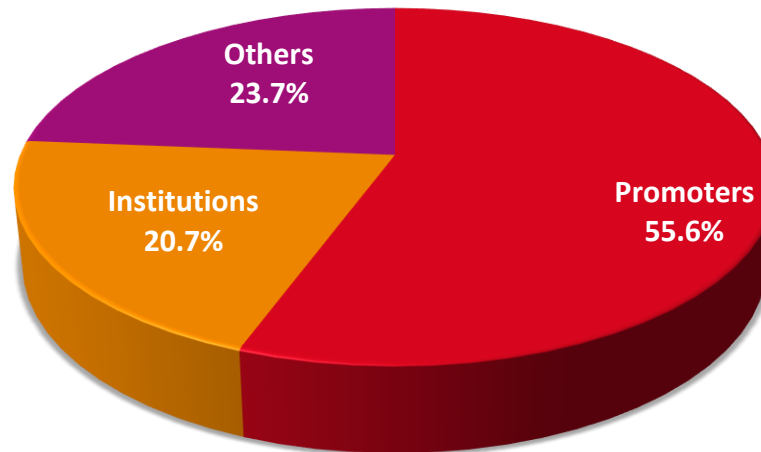
TVS AUTOSERV

Strategic Locations Close to Customers



13 Plants in 5 States

Shareholding breakup





Mr. Dhanesh Kumar Jain
Chairman

- 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. Anmol Jain
Managing Director

- He is 38 years of age & holds Bachelors in Business Administration in Finance & Supply Chain Management (Double major) from Michigan State University, U.S.A.
- He worked as a Management Trainee with GHSP, U.S.A. & subsequently, joined Lumax Group, in 2000 & has over 17 years of experience
- He has held various positions in Industry associations. He was the National Coordinator of ACMA- YBLF from 2014-16. He was also the Chairman CII Haryana State Council in 2012-13
- He is currently the EC member of Honda Cars India Supplier's Club & Bajaj Auto Vendor Association MC member



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

Supported by Strong Independent Directors

Mr. Sandeep Dinodia



- He is 55 years of age & is a B.Com, LLB, FCA
- He is a practicing Chartered Accountant & designated Partner in SR Dinodia & Co. LLP. He has over 25 years of rich experience in the fields of Assurance, Regulatory & Financial Consulting & has been instrumental in setting up of various enterprises in India with collaboration from International Associations & Companies

Mr. Roop Salotra



- He is 67 years of age & is a Mechanical Engineer, followed by various Management Development programs
- He retired from SRF Group, after spending 24 years, as CEO & President, is now an advisor to the Managing Director of SRF Limited. He has been actively involved in CII – Climate Change & Environment councils. He is former Chairman of Indian Chemical Council-Northern Region

Mr. Dhiraj Dhar Gupta



- He is 67 years of age & 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. Milap Jain



- He is 66 years of age & holds B.A. (Pol.Sc. Hons.) from Ravenshaw College, Cuttack
- He is a retired Indian Revenue Service Officer with 38 years of service. He retired as Chief Commissioner of Delhi, Income Tax Department, Govt. of India. Currently he is a Director of Mahavir International, a NGO

New Directors on the Board

Ms. Diviya Chanana



- She is 44 years of age and she is a Graduate & holds Diploma in Travel and Tourism. She has over 15 years of rich experience in the said field
- She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting and auxiliary transport activities; activities of travel agencies

Mr. Sanjay Mehta

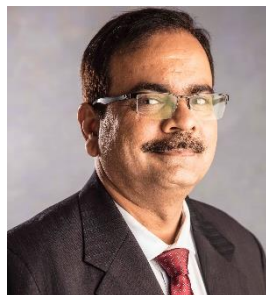


- He is 50 years of age & is a Chartered Accountant and Company Secretary by qualification. He is associated with the DK Jain Group since last 10 Year and has rich experience of 27 Years in Corporate Finance and Accounts
- He has an excellent background of handling Corporate strategy planning, developing and implementing plans within time and budget goals—creating and funding sustainable, profitable growth

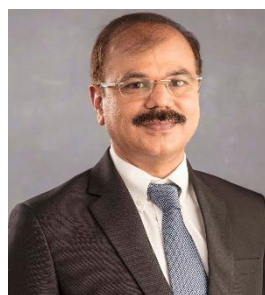
Professional & Experienced Team



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



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



Mr. Ashish Dubey
Chief Financial Officer
Age: 50 Years
Experience: 27 Years



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



Ms. Swapnal Patane
Company Secretary
Age: 29 years
Experience: 6 years



Mr. Sumeet Tandon
Corporate Strategy &
Business Development
Age: 54 Years
Experience: 33 Years



Mr. Sandeep Balooja
Advisor
Age: 60 Years
Experience: 38 Years



Ms. Ibha Lal
Corporate Head - HR
Age: 50 Years
Experience: 25 Years



Ms. Priyanka Sharma
Corporate
Communication & CSR
Age: 48 Years
Experience: 22 Years



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

Professional & Experienced Team



Mr. Sanjay Bhagat
Head After Market
Age: 52 years
Experience: 28 years



Mr. Rajesh Dubbewar
Head Metallic
Age: 50 years
Experience: 30 years



Mr. Vivek Jakhmola
Head Body & Trim
Age: 41 years
Experience: 20 years



Mr. Gautam Desai
Head Emission
Age: 48 years
Experience: 24 years



Mr. Girish Diwan
Head Lumax Sipal
Age: 45 years
Experience: 21 years

Clear focus on Improving Performance

1

Achieve Leadership in India & Set Sight on the Global Market

2

The Only Gear Shifter Manufacturer in India to have Localised R&D Capability and Gearing to Access the Global Markets

3

Air Intake Systems – Increase Presence in Domestic Market & Enhance Customer Outreach

4

Seat Frames & 2-Wheeler Chassis – Increase Presence in Domestic Market & Enhance Customer Outreach

5

Diversification – All Diversifications Planned in Future to be under LATL

6

Ramping-up “After Market Business” to see Accelerated Growth

7

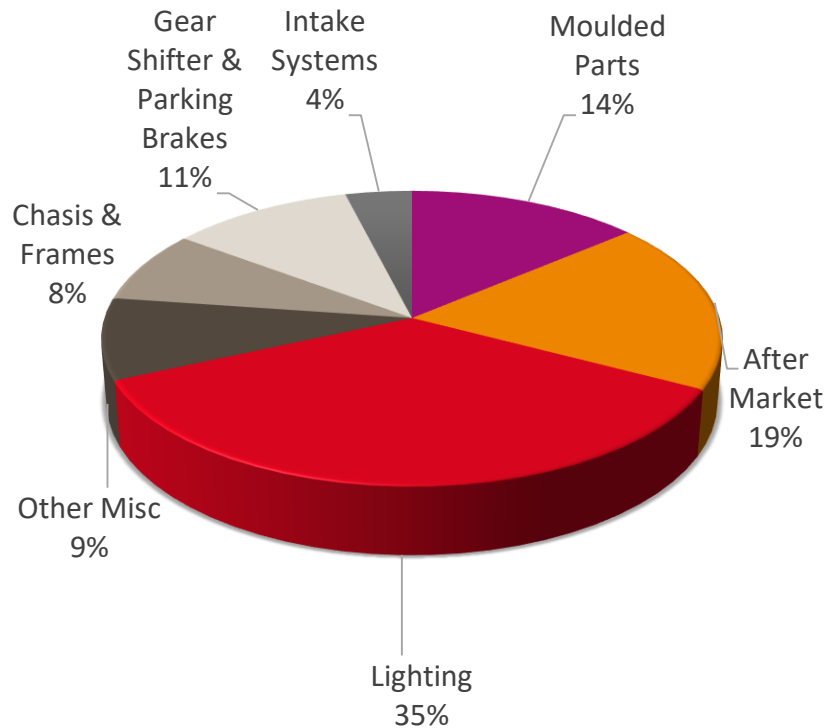
Benefits from BS VI



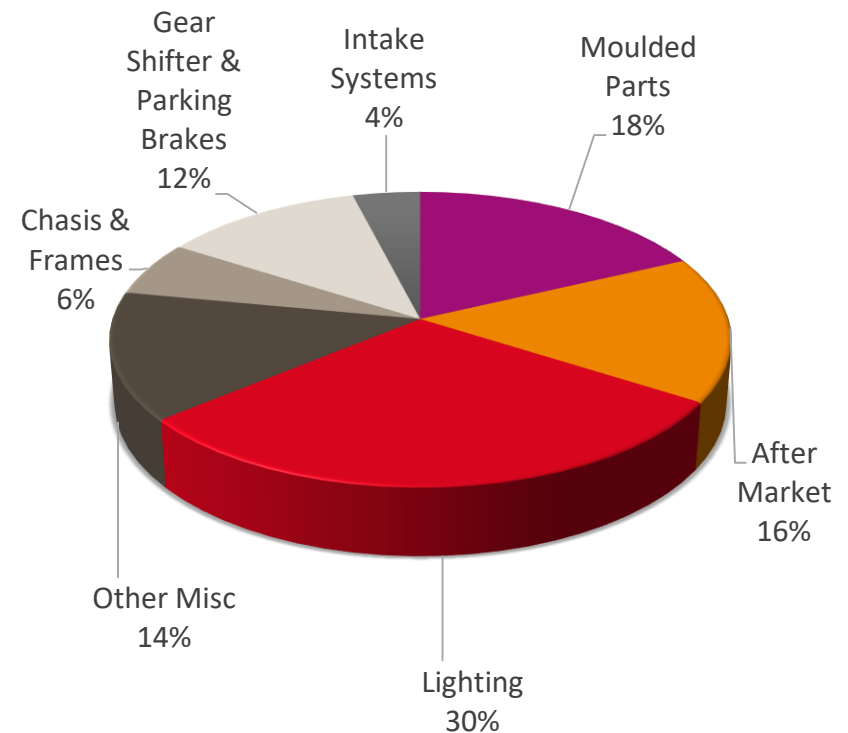
Financial Performance

Product-wise Revenue FY17 & 9MFY18

Product-wise Revenue mix FY17 (%)



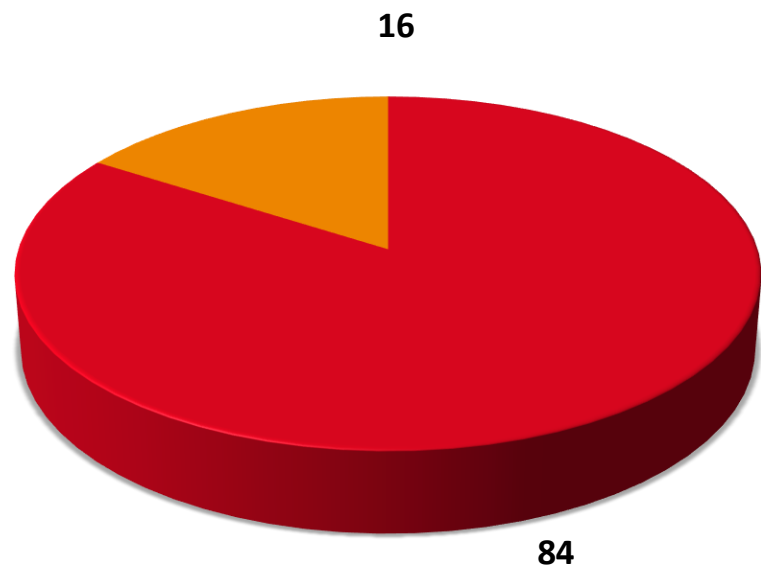
Product-wise Revenue mix 9MFY18 (%)



Seat frames and seat mechanisms (in LGAT) are not part of consolidated sales as per IND AS

Segmental Revenue Break-Up 9MFY18

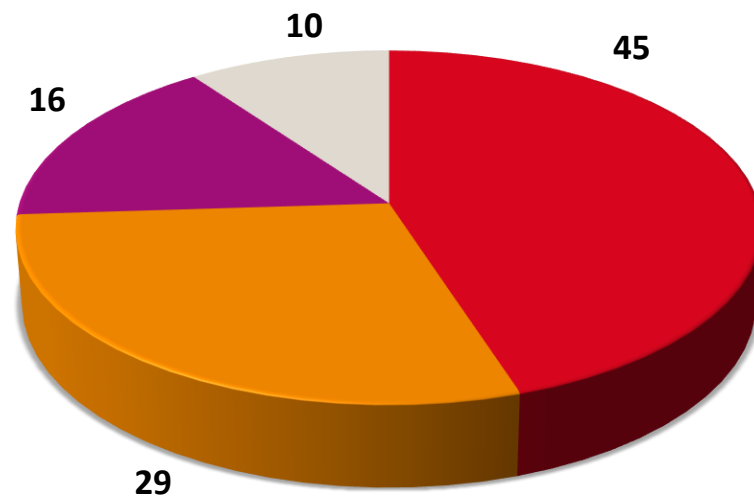
Sales Channel (%)



■ OEM

■ After Market

Category (%)



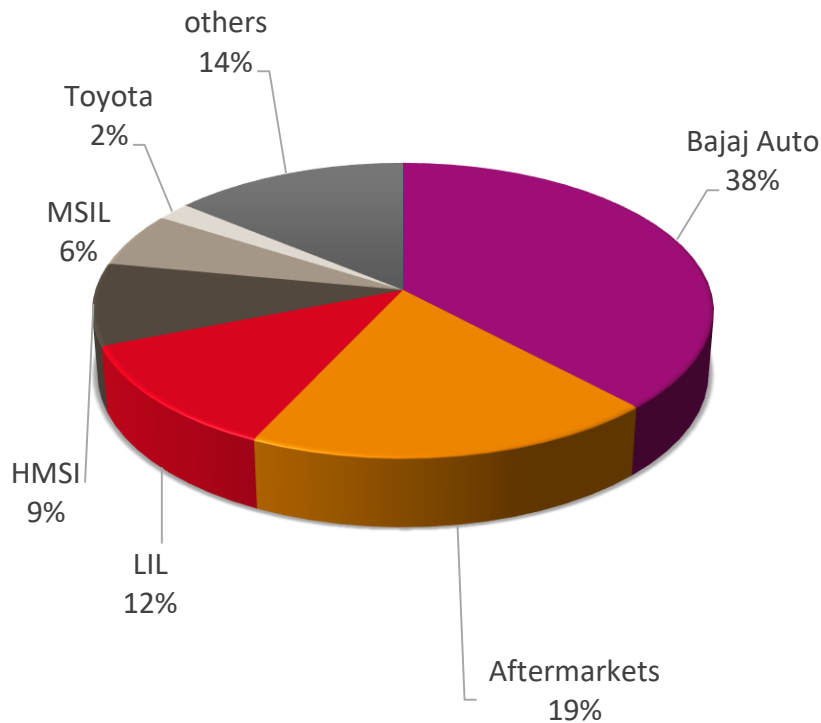
■ 2/3 Wheeler

■ Passenger Car

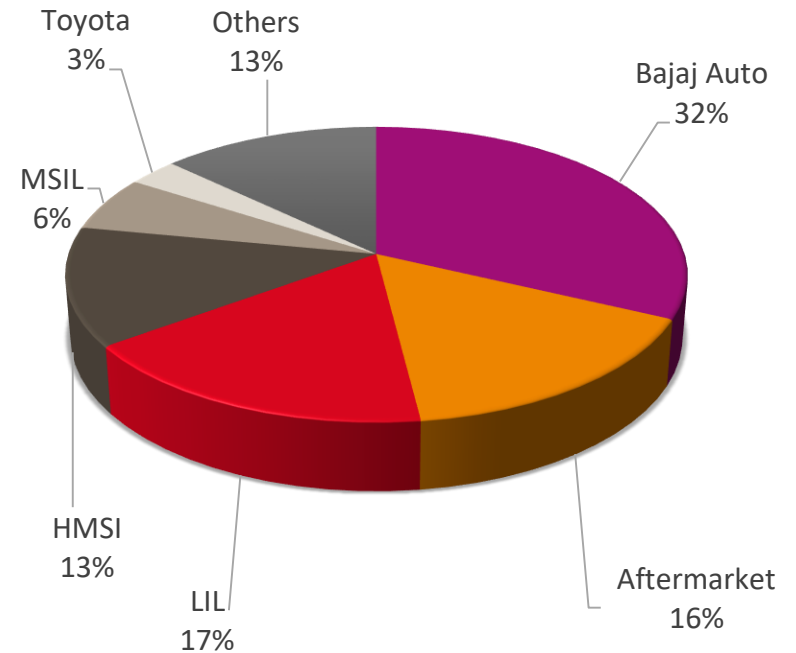
■ After Market

■ Others

Client-wise Revenue mix FY17 (%)

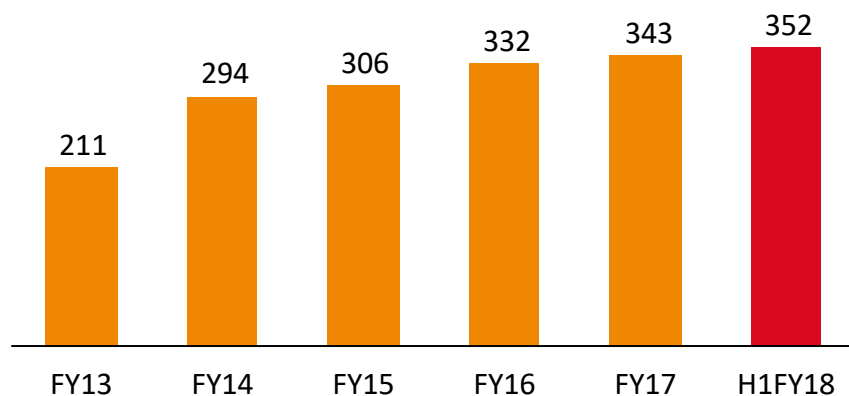


Client-wise Revenue mix 9MFY18 (%)

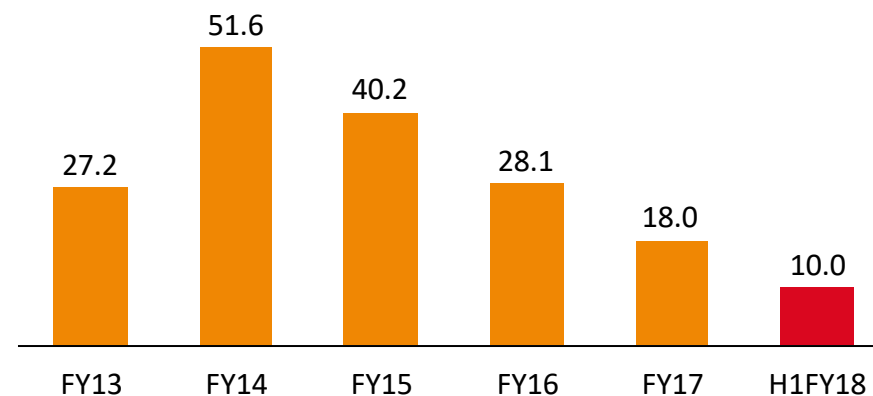


Expansion funded through Internal Accruals

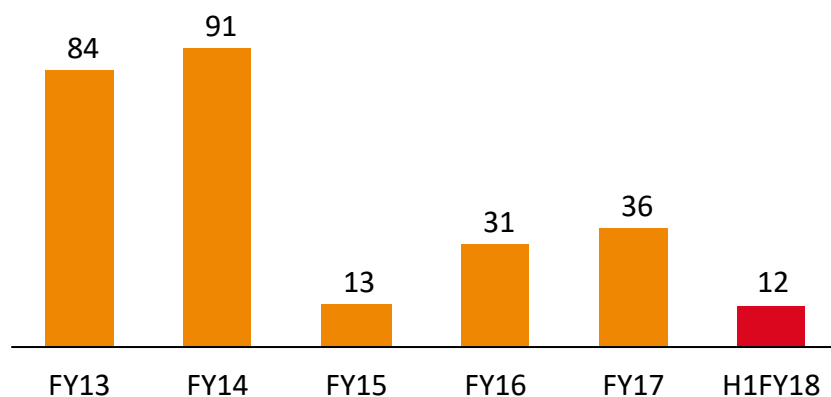
Gross Block*



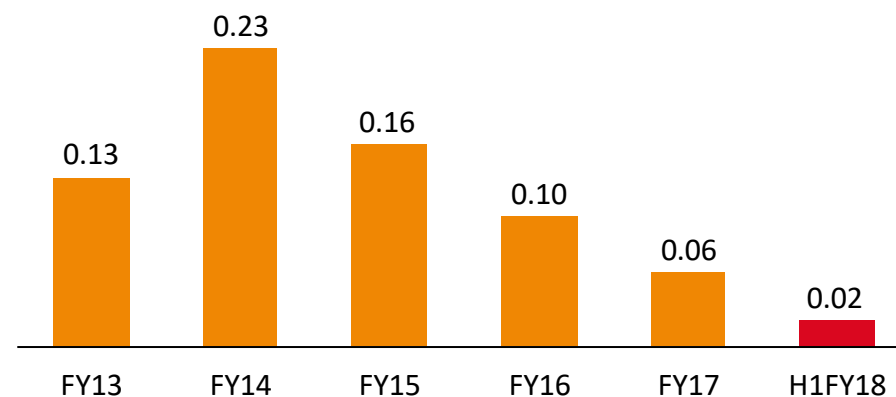
Long Term Loan*



Capex*



Long Term Debt / Equity



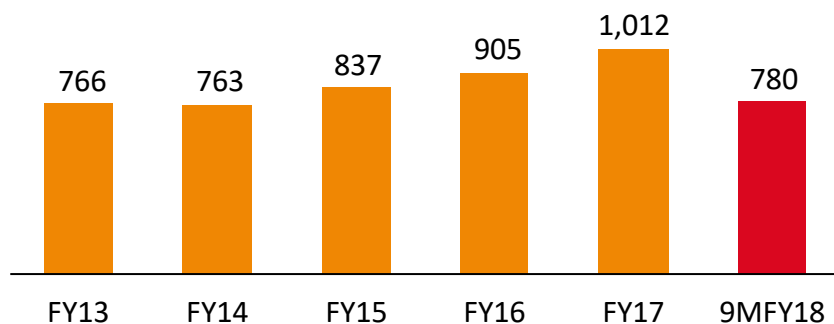
Consolidated Results

*Rs. Crores

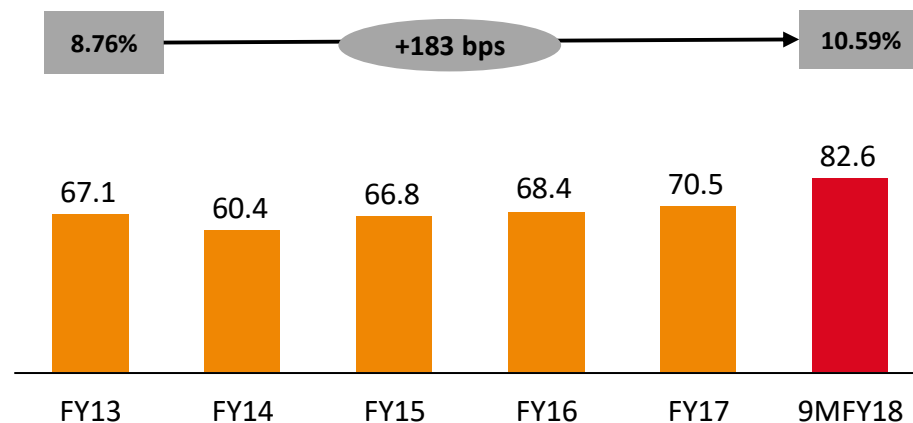
* Financials as per Indian Gaap

Revenue & Return Ratios

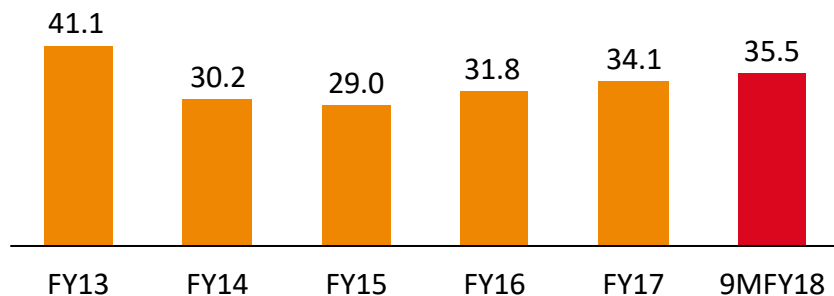
Revenue *



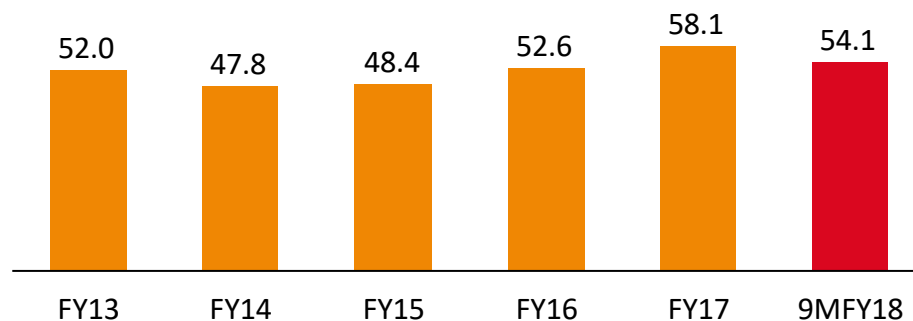
EBITDA *



PAT *



Cash PAT *

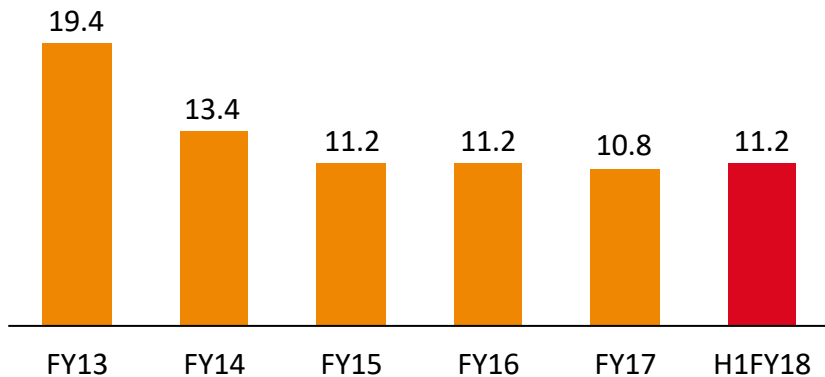


Consolidated Results

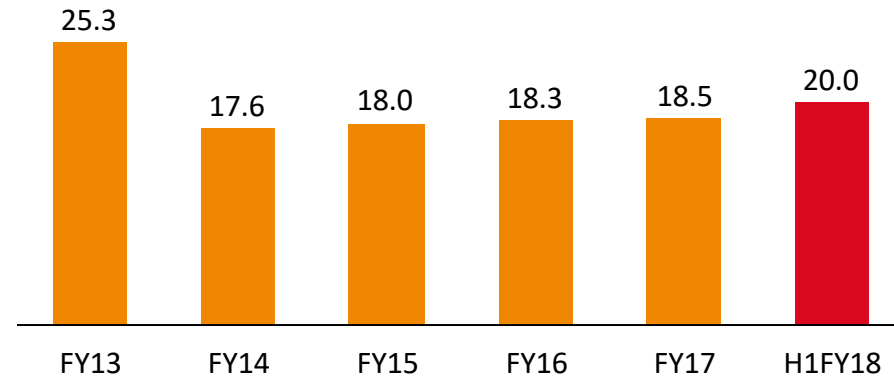
Margins

Return Ratios

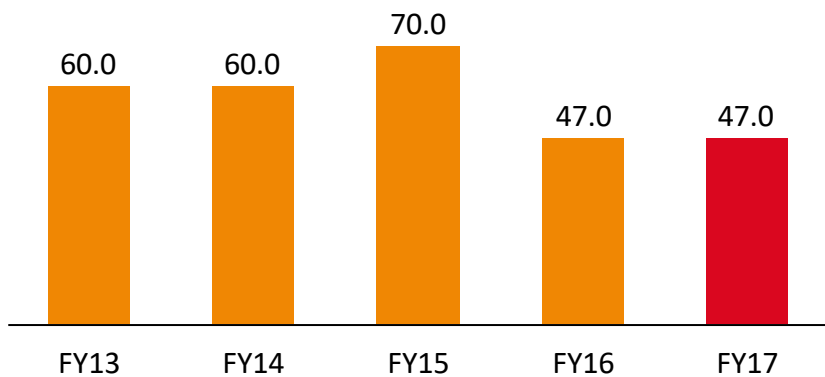
ROE (%)



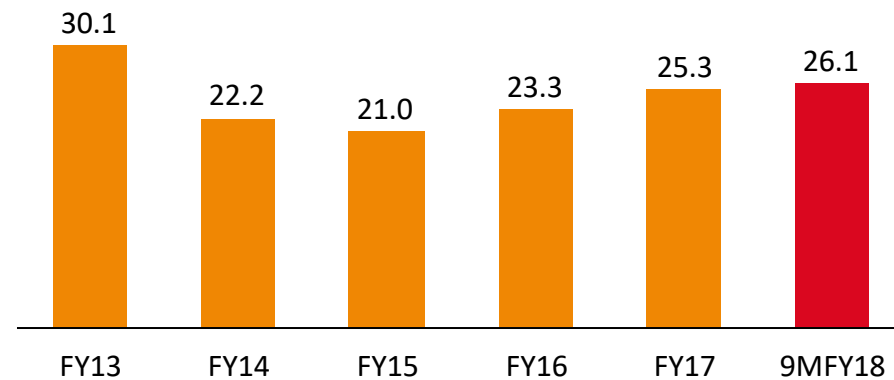
ROCE (%)



Dividend (% of Face Value)

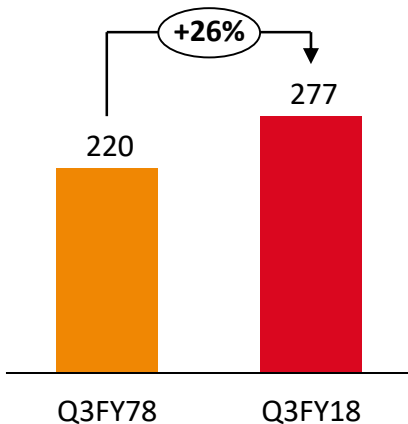


EPS (in Rs.)

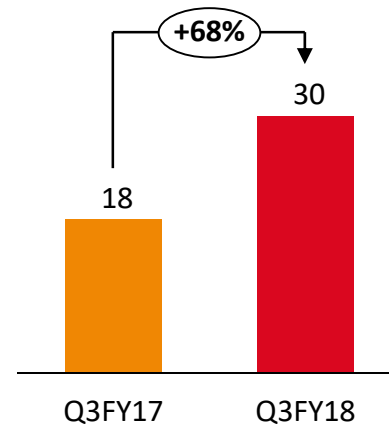


Quarterly Performance Highlights^

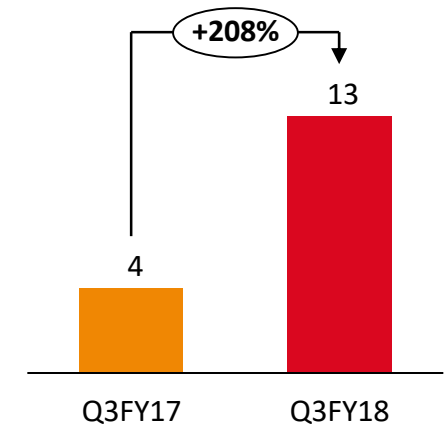
Revenue



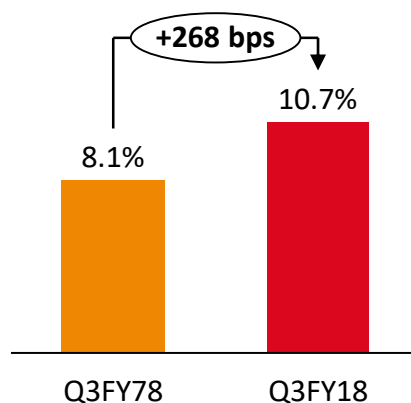
EBIDTA *



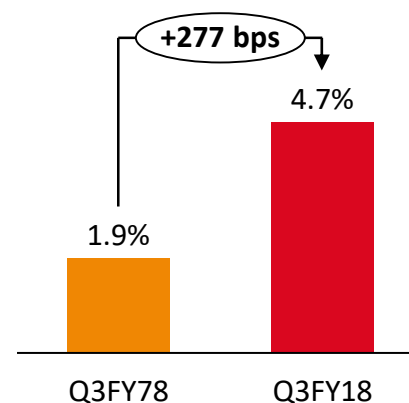
PAT after MI



EBIDTA Margin (%)



PAT after MI Margin (%)



In Rs. Crores

*EBITDA Includes Other Income & share of profits from Jv's ^As per Ind AS

Consolidated P&L Statement*



Particulars (Rs. in crores)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
Net Revenue from Operations	277.22	220.12	25.9%	779.89	741.98	5.1%
Raw Material Consumption	191.49	157.13		543.16	530.51	
Employee Expenses	28.47	24.44		81.52	72.72	
Other Expenses	29.32	22.25		81.83	80.09	
Profit of JV	-0.96	0.63		0.65	2.13	
EBITDA (Including other Income)	29.76	17.73	67.9%	82.63	67.65	22.1%
EBITDA (%)	10.7%	8.1%		10.6%	9.1%	
Depreciation	6.38	6.07		18.57	17.59	
Finance Cost	0.60	0.92		1.95	2.79	
Exceptional Item Gain / (Loss)	0.00	-3.22		0.00	-3.22	
Profit before Tax	22.78	7.51	203.3%	62.11	44.04	41.0%
Tax	7.89	1.80		20.54	12.06	
PAT (Before MI)	14.89	5.71	160.6%	41.57	31.97	30.0%
Minority Interest	1.87	1.48		6.05	4.22	
PAT (After MI)	13.02	4.23	207.8%	35.52	27.75	28.0%
PAT (%)	4.7%	1.9%		4.6%	3.7%	
Earning Per share (EPS)	9.55	3.10		26.05	20.36	

* Financials as per Ind AS

Consolidated Balance Sheet*

Equity & Liabilities (Rs. in crores)	Sep-17	Mar-17
Equity	403.50	393.36
Equity share capital	13.63	13.63
other equity	363.20	355.95
Non Controlling Interest	26.67	23.78
Non-current liabilities	27.97	26.12
Financial Liabilities		
Borrowing	3.01	1.41
Net employee defined benefit liabilities	7.46	6.72
Deferred tax Liabilities (tax)	17.50	17.99
Current liabilities	273.80	206.65
Financial liabilities		
Borrowing	12.57	19.99
Trade payable	206.53	140.92
other current financial liabilities	13.49	19.83
other current Liabilities	31.23	19.69
provisions	0.08	0.00
Current tax Liabilities (Net)	4.59	1.64
Net employee defined benefit liabilities	5.32	4.58
Total Liabilities	705.27	626.14

Assets (Rs. in crores)	Sep-17	Mar-17
Non-current assets	361.66	360.12
Property, Plant & Equipment	224.59	225.27
Capital Work in progress	17.70	14.04
Intangible assets	2.51	2.89
Investment property	19.59	20.03
Investment In Joint Venture	8.94	7.34
Financial Assets		
Investments	70.38	77.60
Loans	0.03	0.21
Others	3.28	3.11
Other non current assets	13.28	8.49
Deferred tax assets(Net)	1.36	1.15
Current assets	343.61	266.02
Inventories	62.90	55.37
Financial Assets		
Loans	0.85	0.54
Trade receivables	225.40	156.13
cash & cash Equivalent	9.52	21.04
other bank balance	27.37	19.21
Other financial assets	1.03	0.38
Assets classified as held for distribution	0.02	0.09
Other current assets	16.53	13.27
Total Assets	705.27	626.14



Awards & Recognitions



Award – LATL Chakan Plant, Received JIPM Award for TPM Excellence, Category B on 23rd March 2017



Award –Supplier Convention

Received from HMSI on 17th February 2017



Award –Lumax Mannoh awarded for efforts made for VA-VE from Maruti Suzuki on 8th May 2017



Lumax DK Received "2nd Runner-up Award" at 3rd BAL/BAVA KAIZEN competition, Pantnagar on 23rd Feb 2017



Award for Excellence in Consistent TPM
Commitment

State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities





Health



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.



Education



For further information, please contact:

Company:

Lumax Auto Technologies Limited
CIN: L31909MH1981PLC025519

Ms. Priyanka Sharma
priyanka.sharma@lumaxmail.com

www.lumaxautotech.com
www.lumaxworld.in

Investor Relations Advisors:

Strategic Growth Advisors Pvt. Limited
CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal / Mr. Shrikant Sangani
rahul.agarwal@sgapl.net / shrikant.sangani@sgapl.net

Tel: 98214 38864 / 96195 95686
www.sgapl.net