

LATL:CS:IP:2020-21

Date : 12.02.2021

BSE Limited
Listing Compliance Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

The National Stock Exchange of India Limited
Listing Compliance Department
Exchange Plaza, C-1 Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Scrip Code : 532796

Scrip Code: LUMAXTECH

Subject: Investor Presentation for the 3rd Quarter and Nine Months ended 31st December,2020

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter and Nine Months ended 31st December,2020.

The same shall also be made available on the website of the Company at www.lumaxworld.in/lumaxautotech.

You are requested to take the above information in your records.

Thanking you,

Yours faithfully,

For **LUMAX AUTO TECHNOLOGIES LIMITED**



**ANIL TYAGI
COMPANY SECRETARY
M. NO. A16825**



Encl: As stated above



Lumax Auto Technologies Limited

Investor Presentation – February 2021

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75 Glorious Years of Lumax DK Jain Group



**GLOBAL STANDARDS
...INDIAN ROOTS**



**WE COME TOGETHER
TO FORM
WINTEGREAT**



**WE COME TOGETHER
TO FORM
WINTEGREAT**

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



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 Auto Technologies Limited

Products & Services

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

Partnerships

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

Lumax Industries Limited

Products & Services

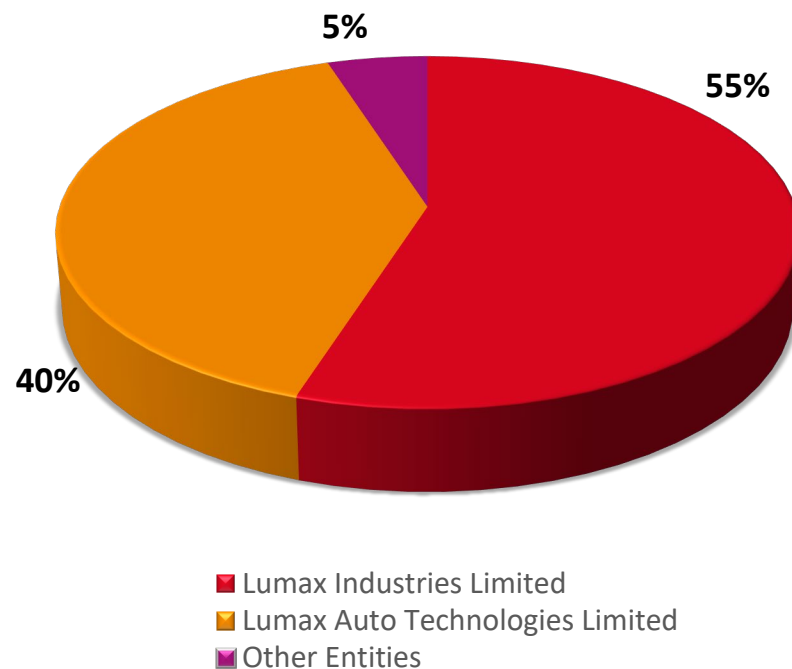
End-to-end Automotive Lighting Solutions
HVAC Panels and other electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)


FY20 Revenue of Rs. 2,900 Cr






OUR GROUP PURPOSE

We deliver
pride
and
progress
with
positivity



OUR VALUES

Respect
Integrity
Passion
Excellence

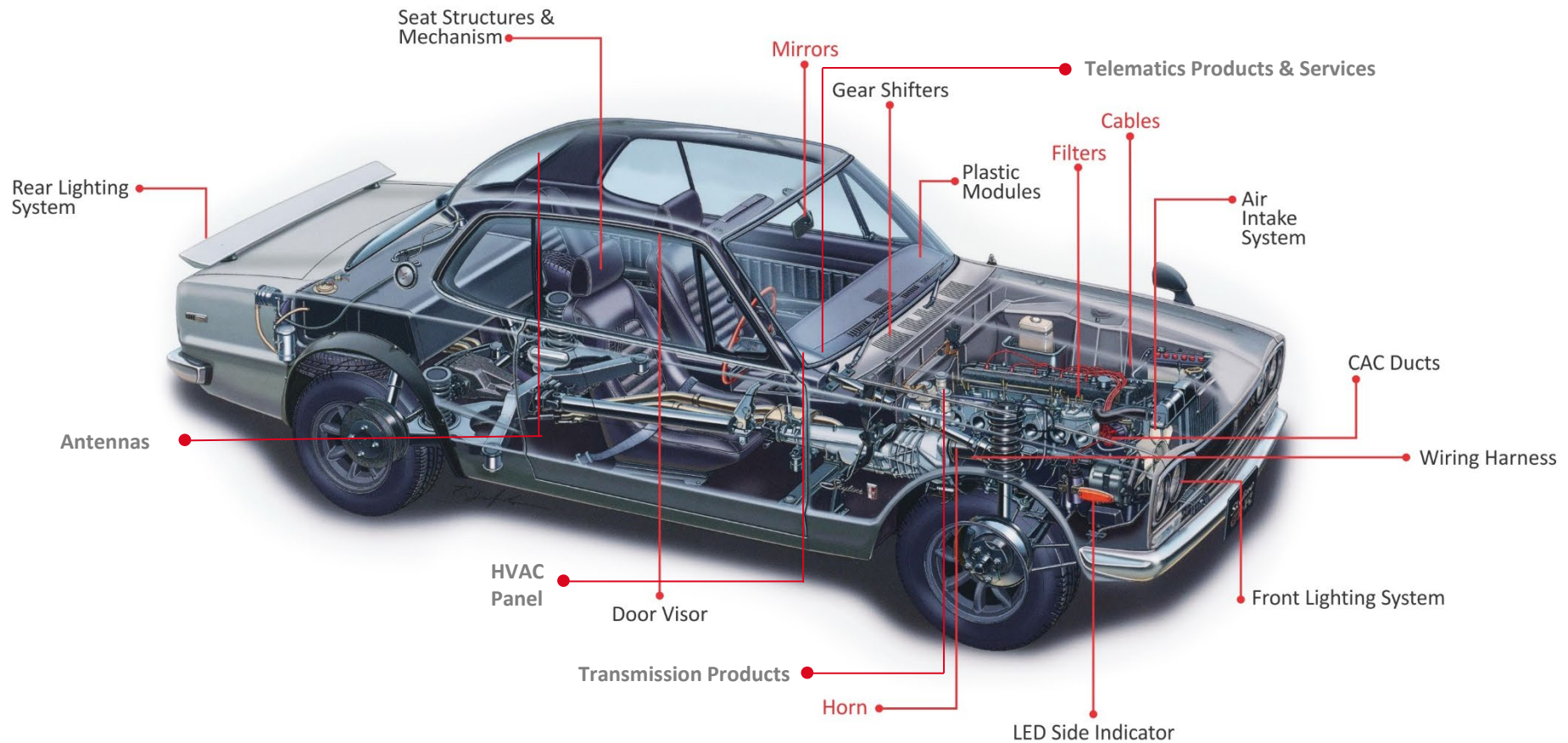


OUR VISION

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

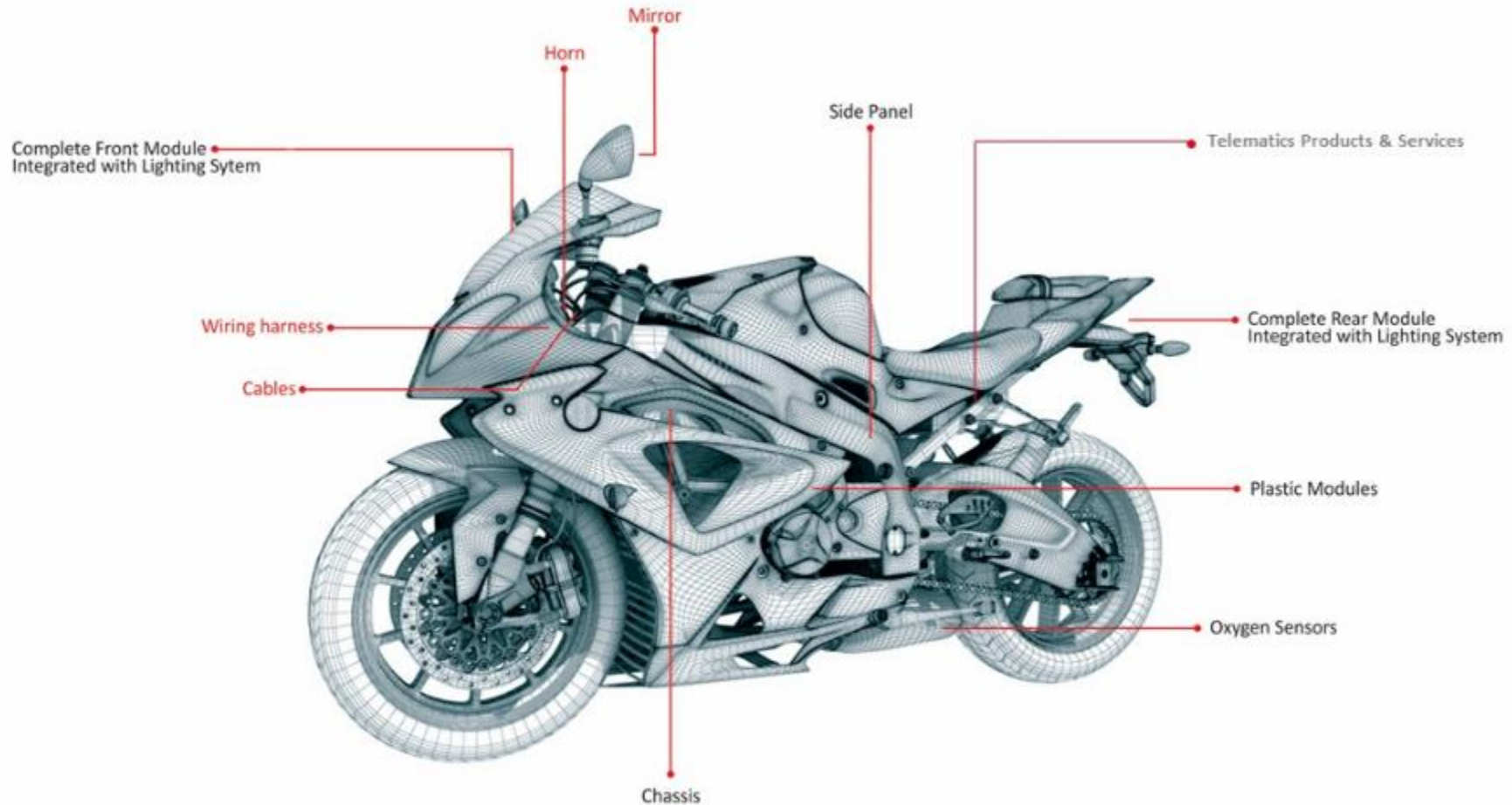


Diversified Product Range – 4-wheelers & CV



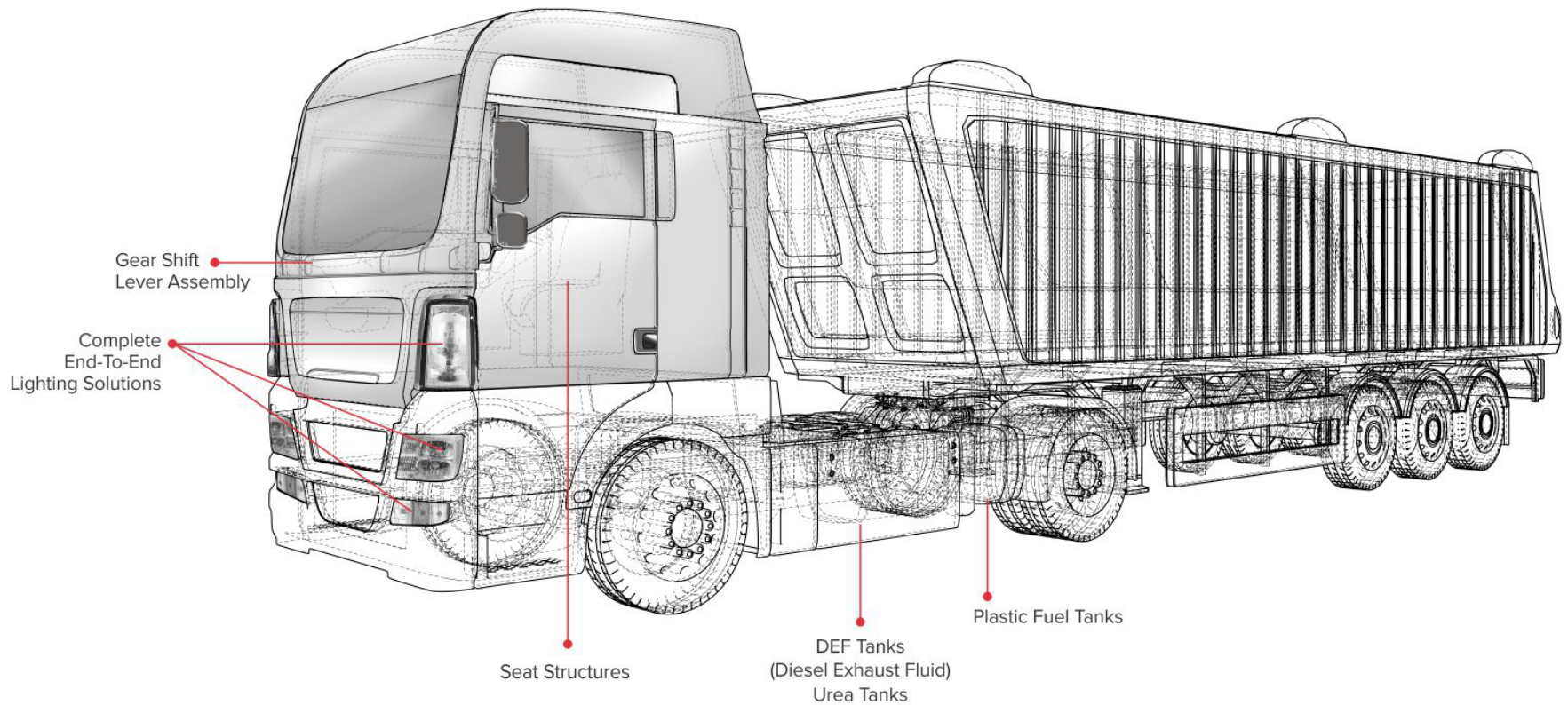
- Destination Boards & Urea Tanks for Commercial Vehicle
- Aftermarket products*

Diversified Product Range – 2-wheelers

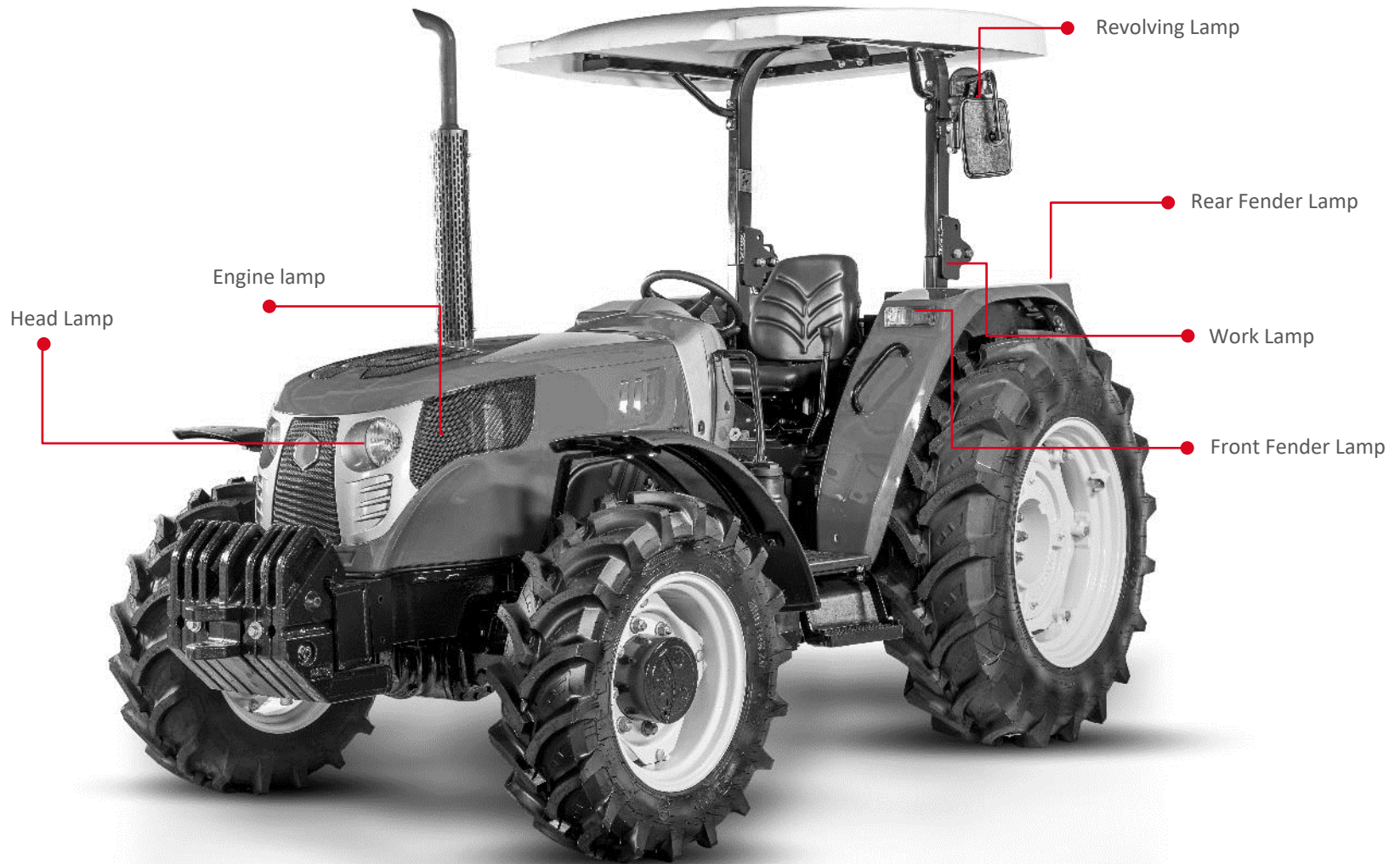


■ *Aftermarket products*

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



JAPAN

EXCLUSIVE DISTRIBUTORSHIP
AGREEMENT

Relationship Since 2014



ISRAEL

JV FOR SALE OF TELEMATICS
PRODUCTS AND SERVICES

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



SPAIN

JV FOR OXYGEN SENSORS

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



GERMANY

JV FOR MANUFACTURE AND
SUPPLY TRANSMISSION PRODUCTS

Relationship Since 2019
50% in Lumax Jopp Allied Technologies Ltd

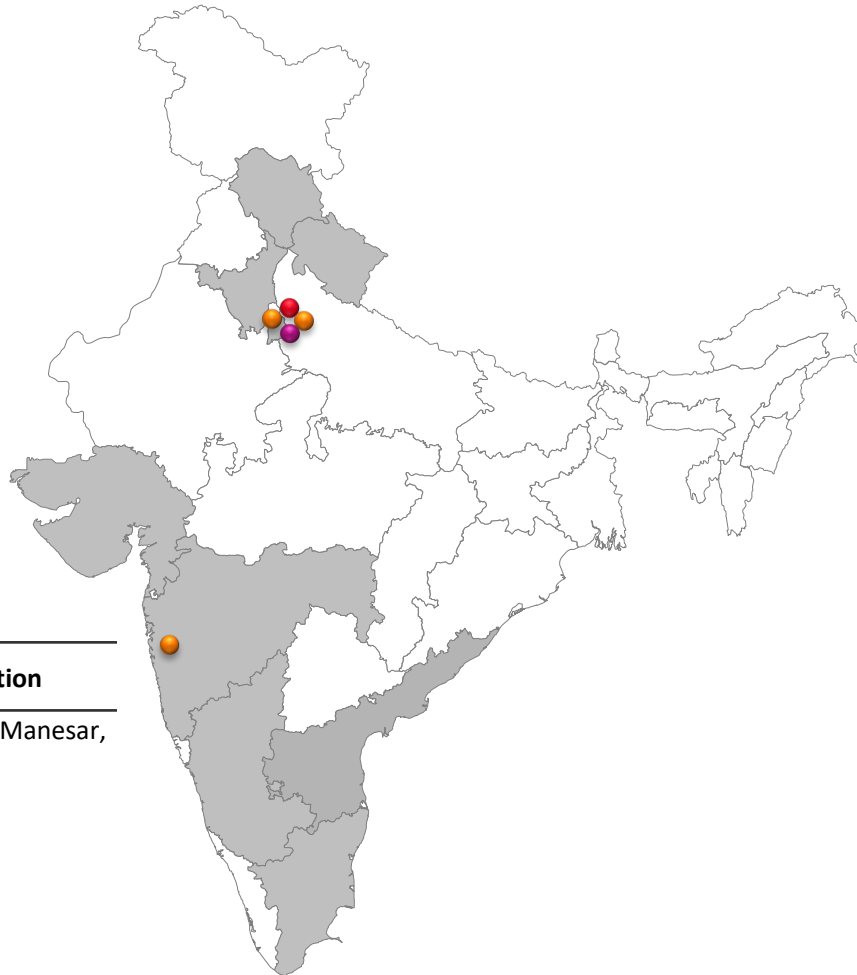


JAPAN

JV FOR MANUFACTURE AND SUPPLY
ANTENNAS & OTHER VEHICLE
COMMUNICATION PRODUCTS

Relationship Since 2020

33 Locations close to Customers



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
Total		33

33 Plants in 8 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



Defence & Aero Space



Export



... Strong After Market Exports Presence



Lumax Auto Technologies Limited

Driving Growth through Diversified Products



Award

Awarded with Prestigious **JIPM Award**

Lumax Brand

Renowned LUMAX Brand

Auditors

Statutory Auditors - S. R.
Batliboi & Co. LLP. &
Internal Audit by Deloitte

Customer Outreach

Strong OEM presence
Over 300 Channel Partners

R&D Centre

Govt certified R&D center

Products & Services

Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Seat Structures, Aftermarket, Oxygen sensors, Telematics Products, Antennas & other vehicle communication products

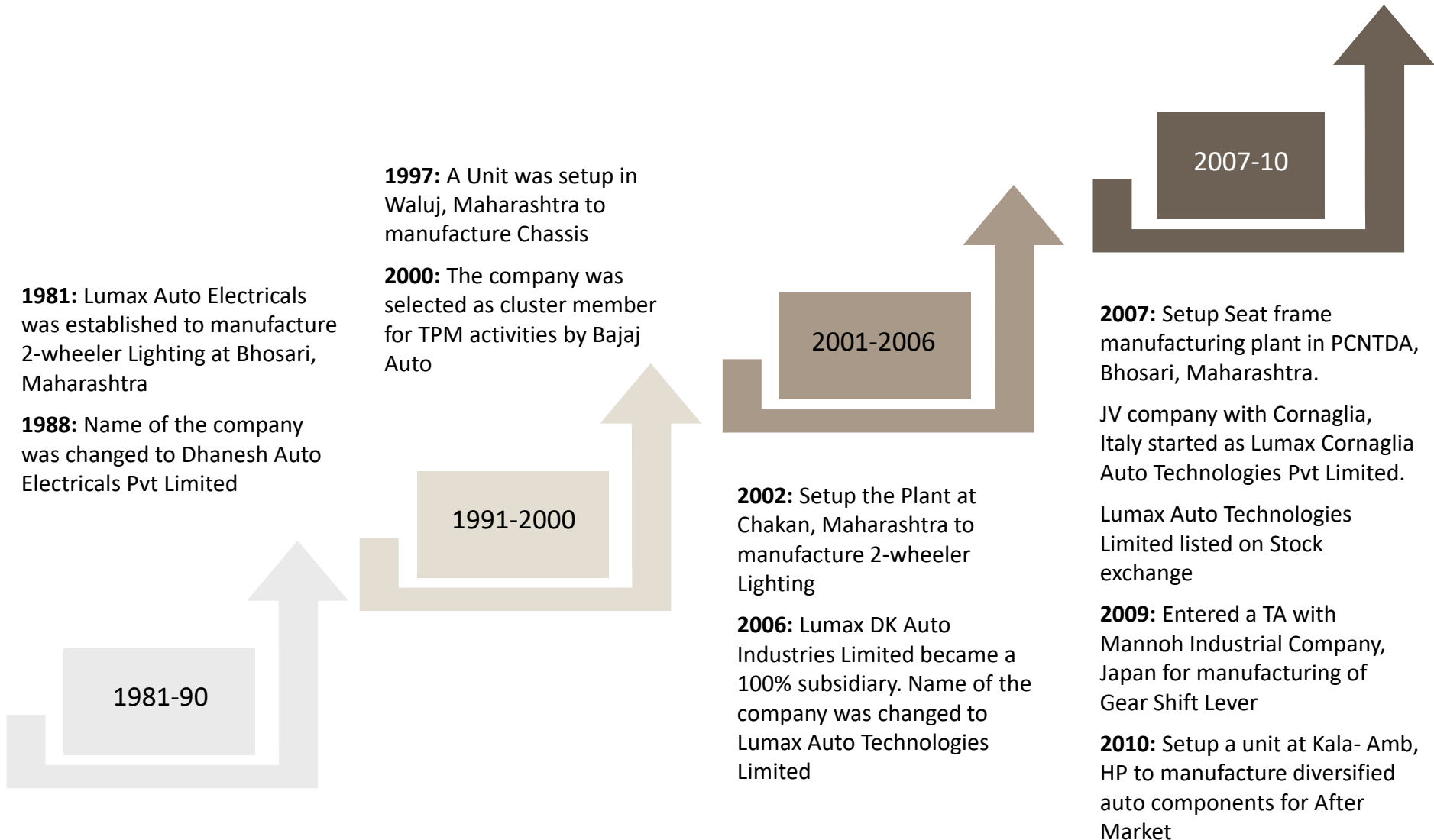
Manufacturing Capabilities

Manufacturing Plants with Quality
Certifications across India

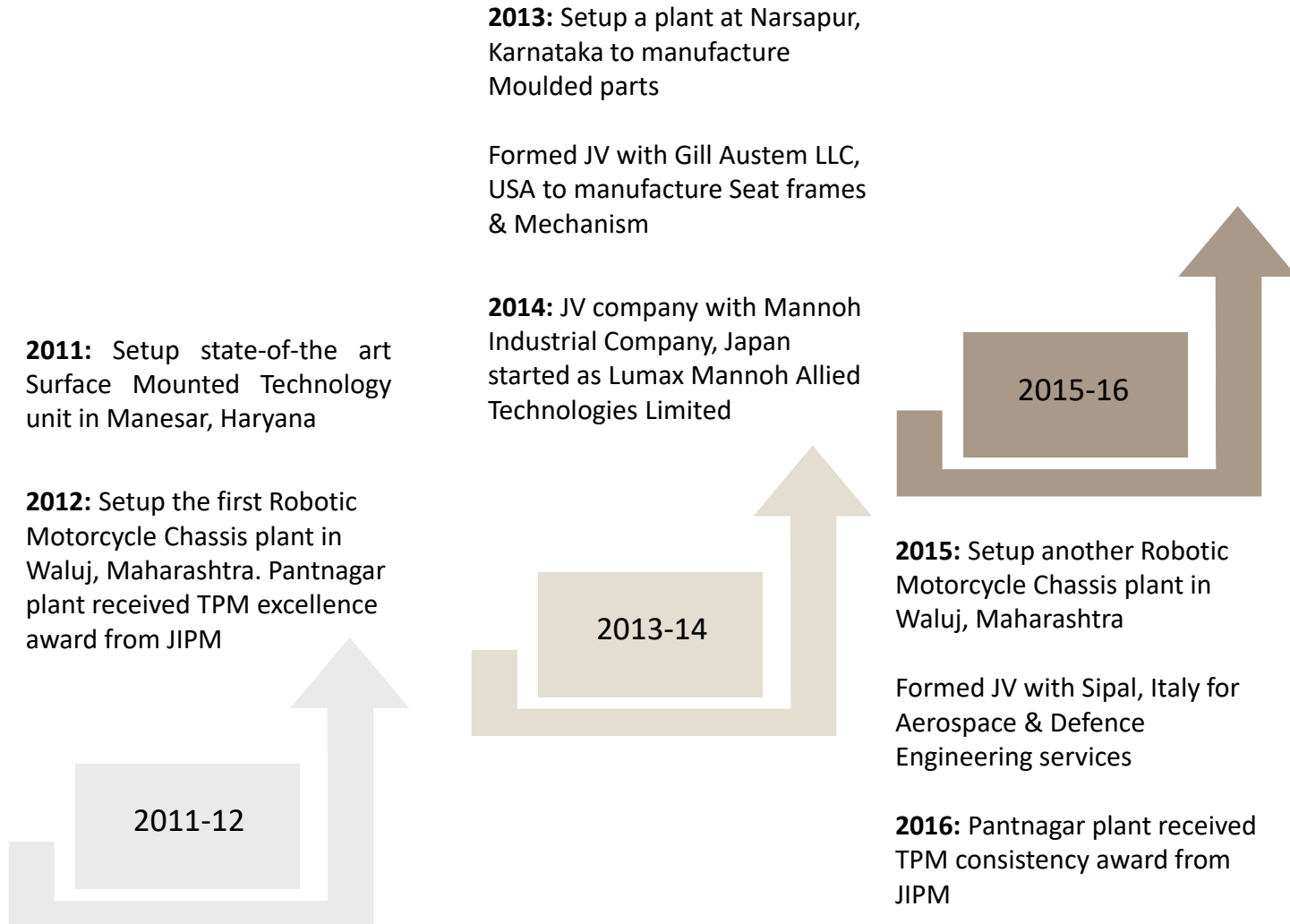
Partnerships

7 Successful Partnerships
with Global Players

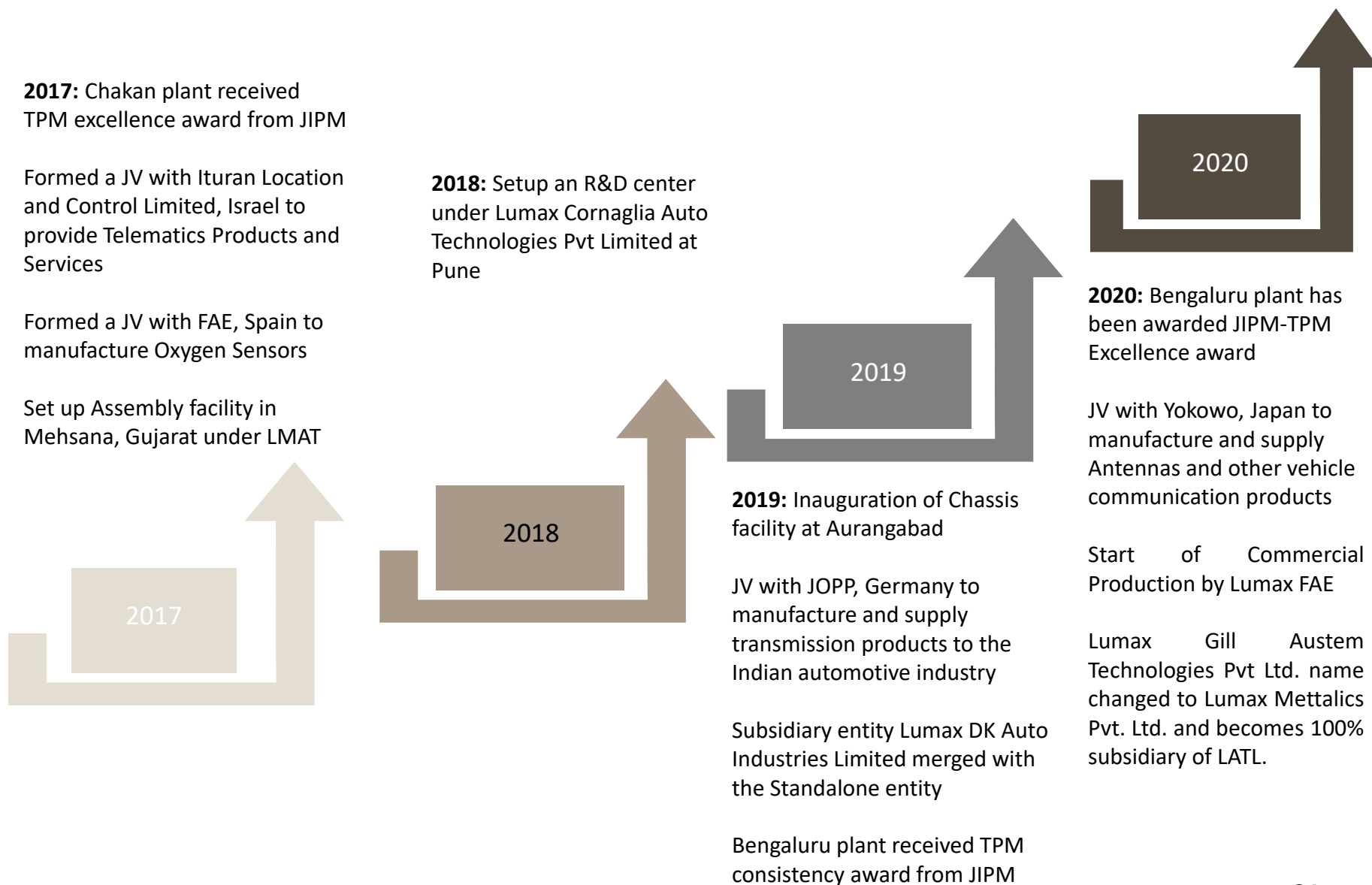
Milestones



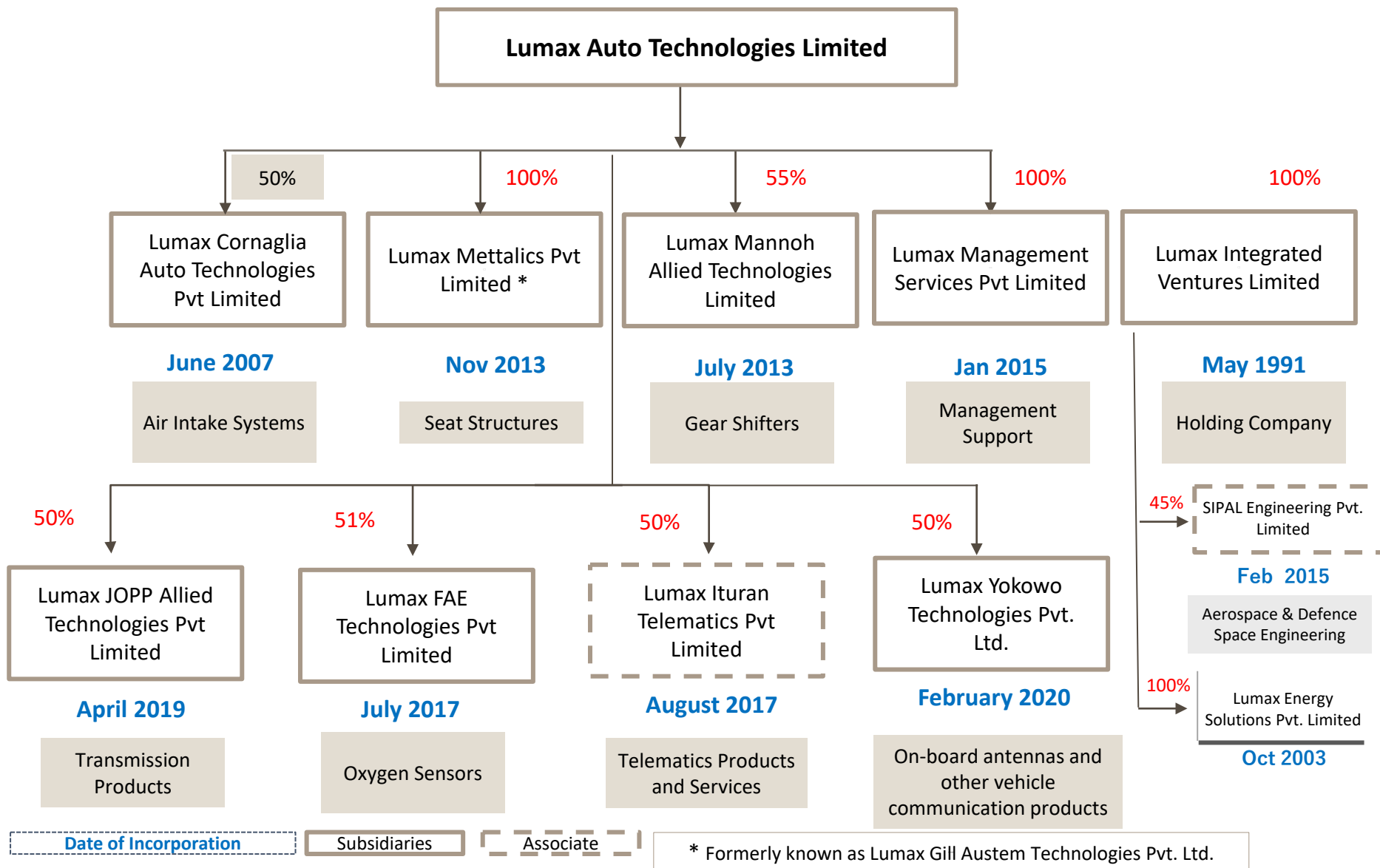
Milestones



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



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



Germany

JV for Gear Shift Towers, AMT Kits & AGS

2019

50% in Lumax JOPP Allied Technologies



Japan

JV for Antennas & other Vehicle Communication Products

2020

Cater to Diversified Segments



- ✓ Lighting Module(incl. HT/TL/Indicators & Others)
- ✓ Chassis for 2-wheelers
- ✓ Fabricated parts for 3-wheelers
- ✓ Integrated Plastic Modules
- ✓ Oxygen Sensors
- ✓ Telematics Products and Services



- ✓ Gear Shift Lever
- ✓ Gear Shift Tower
- ✓ Control Housing
- ✓ Intake Systems
- ✓ Seat Structures
- ✓ Integrated Plastic Modules
- ✓ Telematics Products and Services



- ✓ Integrated Plastic Modules
- ✓ Gear Shift Lever
- ✓ Seat Structures
- ✓ Telematics Products and Services
- ✓ Urea Tank

After Market Presence in all Segments

Key Customer Relationships

Four Wheeler



Tier 1



Commercial Vehicle



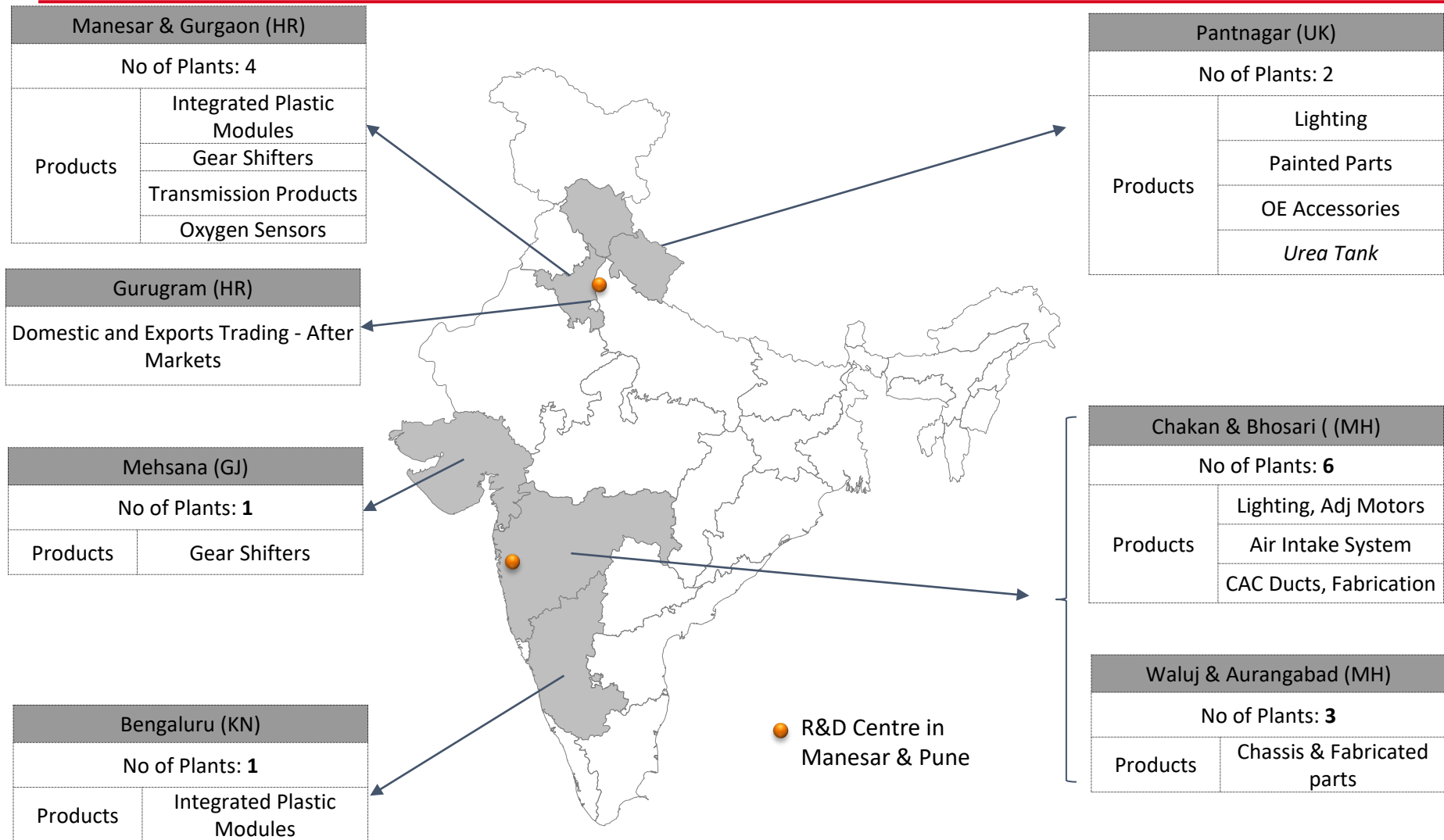
Two Wheeler



Export

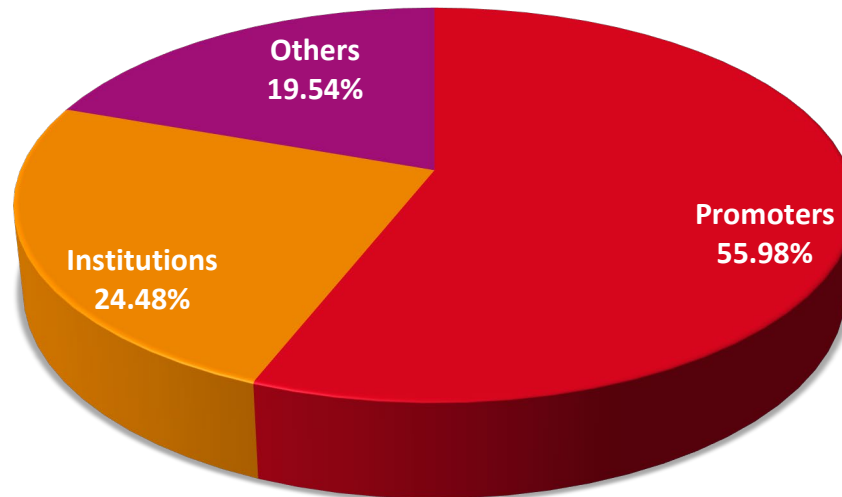


Strategic Locations Close to Customers



17 Plants in 5 States

Shareholding breakup



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



Mr. Dhanesh Kumar Jain
Chairman

- 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. Anmol Jain
Managing Director

- He is 41 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 Association



Mr. Deepak Jain
Director

- He is 45 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 25 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 President of ACMA & Vice President of Toyota Kirloskar Supplier's Association

Supported by Strong Independent Directors



Mr. Roop Salotra

- He is 70 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. Milap Jain

- He is 69 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



Ms. Diviya Chanana

- She is 50 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. Arun Malhotra

- He is 62 years of age & holds B.E Mechanical & MBA from IIM, Kolkata
- He is an Indian automotive sector veteran, his last assignment was as the Managing Director of Nissan India and thereafter as Senior Corporate Advisor at Nissan India
- He has over 30 years of experience with organization like Escorts, Bajaj Auto Ltd, and Maruti Suzuki India Ltd



Mr. A P Gandhi

- He is 82 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

Professional & Experienced Team



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



Mr. Vikas Marwah
Chief Executive Officer
Age: 53 years
Experience: 30 Years



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



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



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



Mr. Lalitendu Samanta
Corporate Head – HR,
IR & CSR
Age: 54 Years
Experience: 30+ Years



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



Mr. Ashish Dubey
Chief Financial Officer
Age: 53 years
Experience: 29 Years

Professional & Experienced Team



Mr. Rajesh Dubbewar
Head Metallic
Age: 53 years
Experience: 30+ years



Mr. Sanjay Bhagat
Head After Market
Age: 54 years
Experience: 29 years



Mr Ashish Popli
Head Mechatronics
Age: 43 years
Experience: 21 years



Mr Anil Tyagi
Company Secretary
Age: 49 years
Experience: 22 years



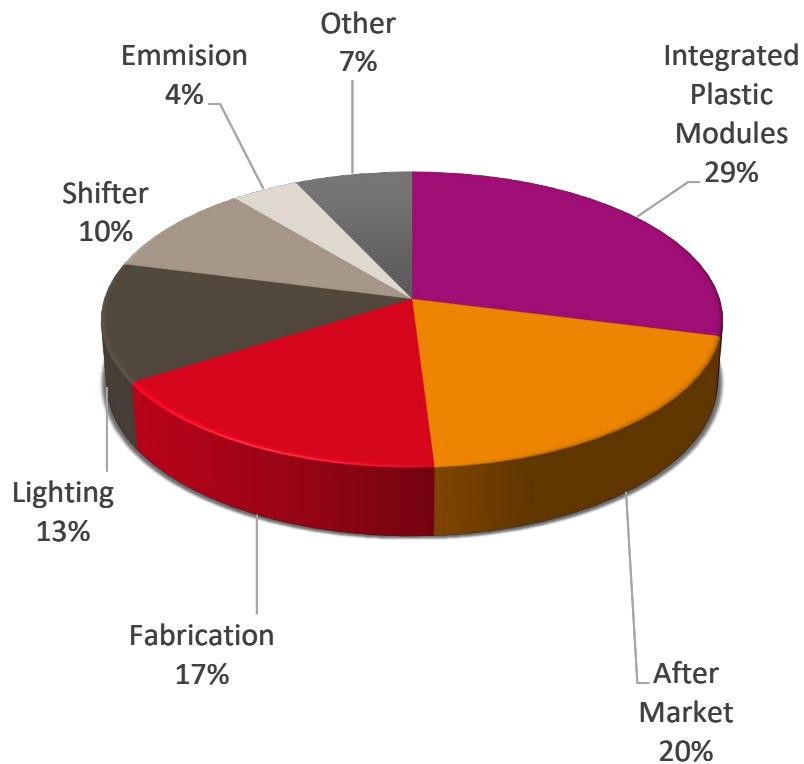
Financial Performance



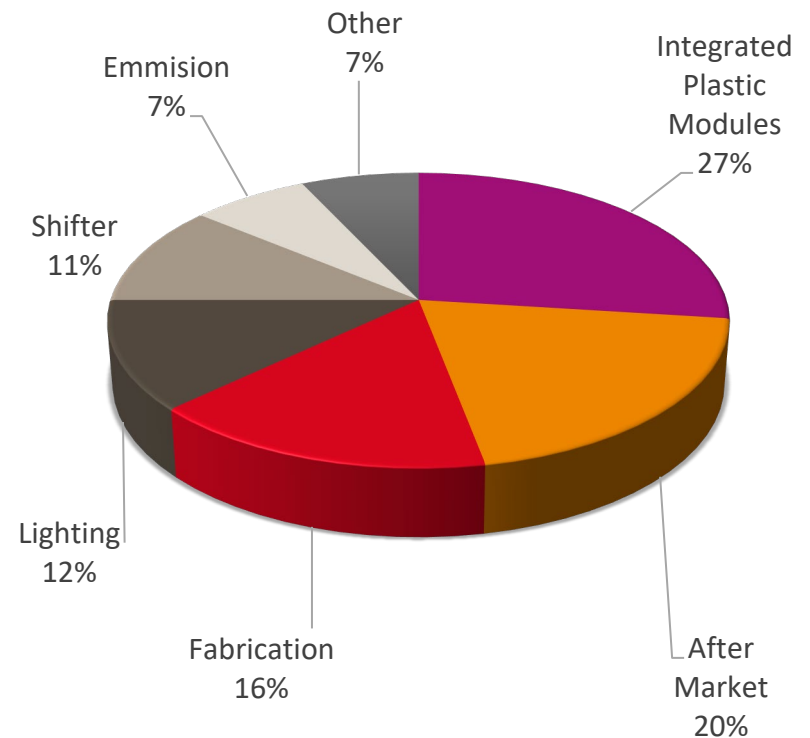
Product-wise Revenue Q3 FY21



Product-wise Revenue mix Q3 FY20
(Rs. 287 Crores)



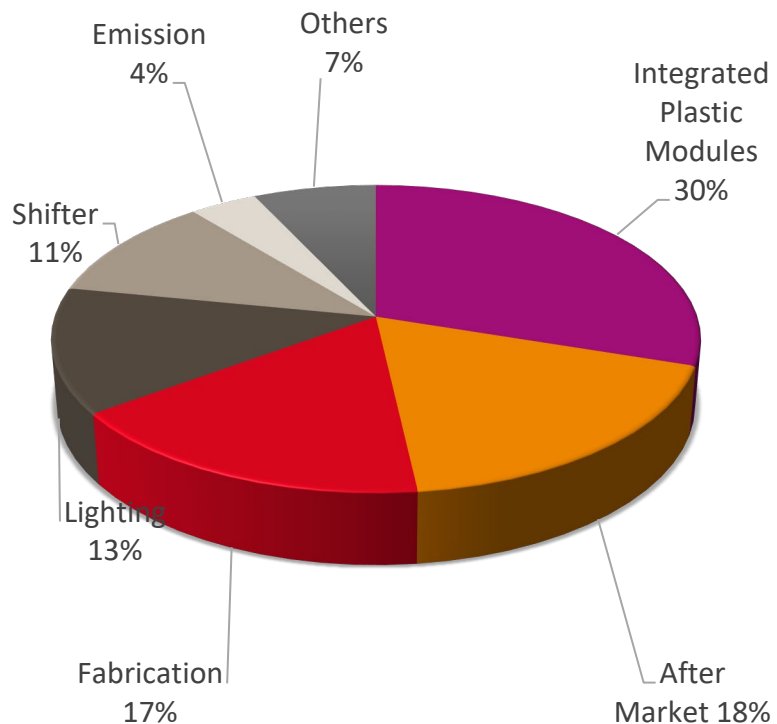
Product-wise Revenue mix Q3 FY21
(Rs. 365 Crores)



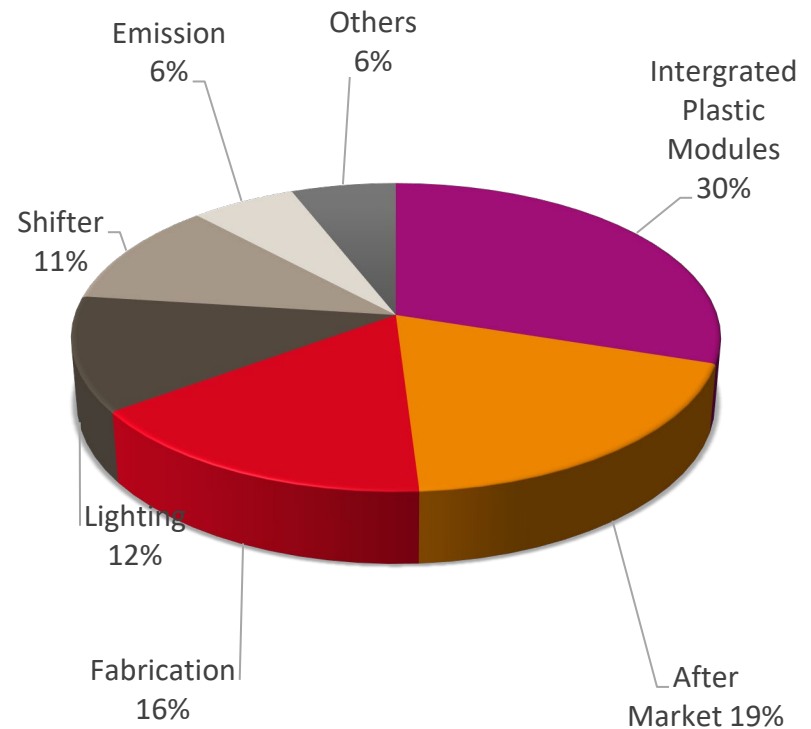
Product-wise Revenue 9M FY21



Product-wise Revenue mix 9M FY20
(Rs. 868 Crores)

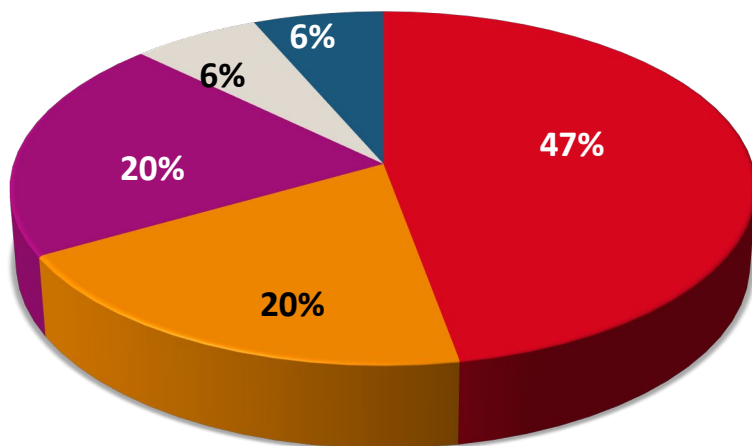


Product-wise Revenue mix 9M FY21
(Rs. 720 Crores)



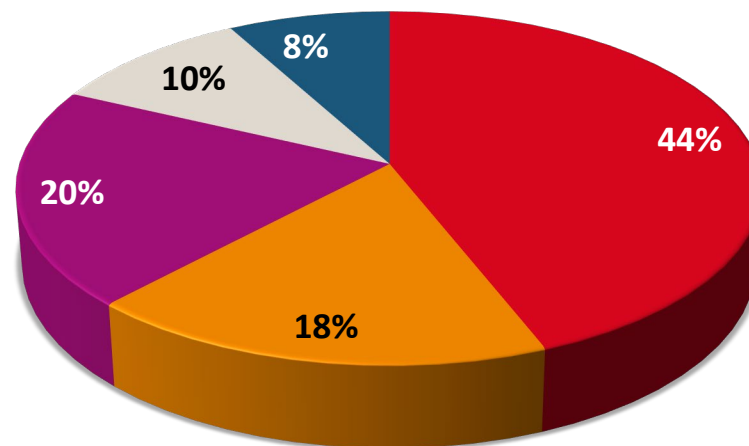
Segmental Revenue Break-Up Q3 FY21: Category

Category Q3 FY20
(Rs. 287 Crores)



■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

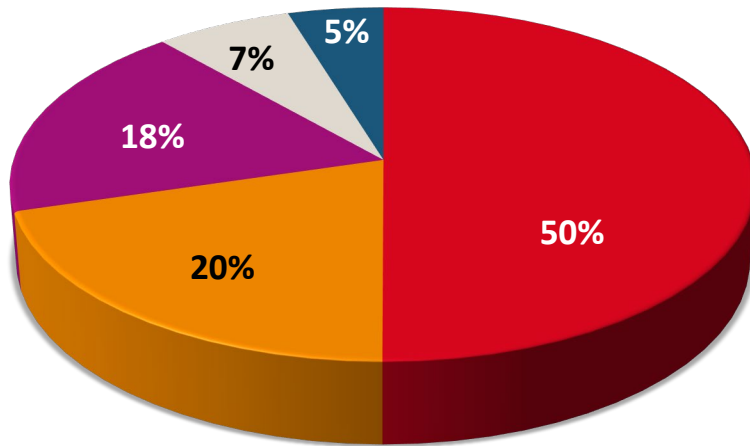
Category Q3 FY21
(Rs. 365 Crores)



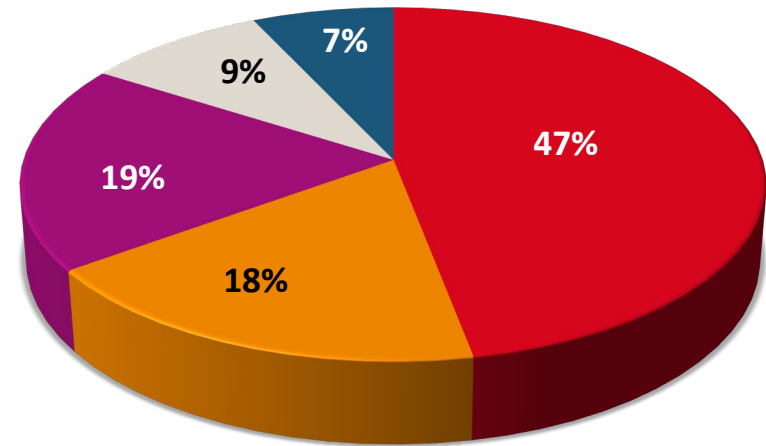
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

Segmental Revenue Break-Up 9M FY21: Category

Category 9M FY20
(Rs. 868 Crores)



Category 9M FY21
(Rs. 720 Crores)

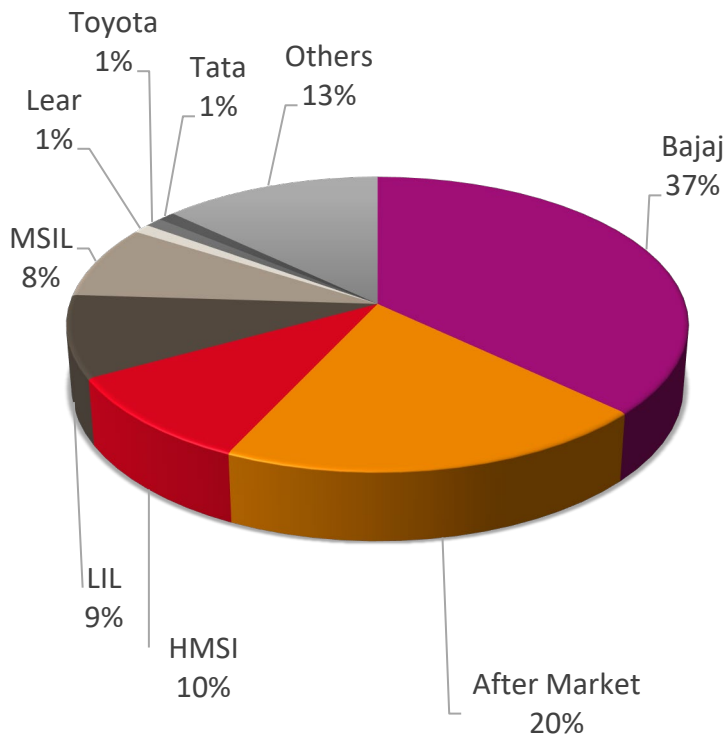


■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

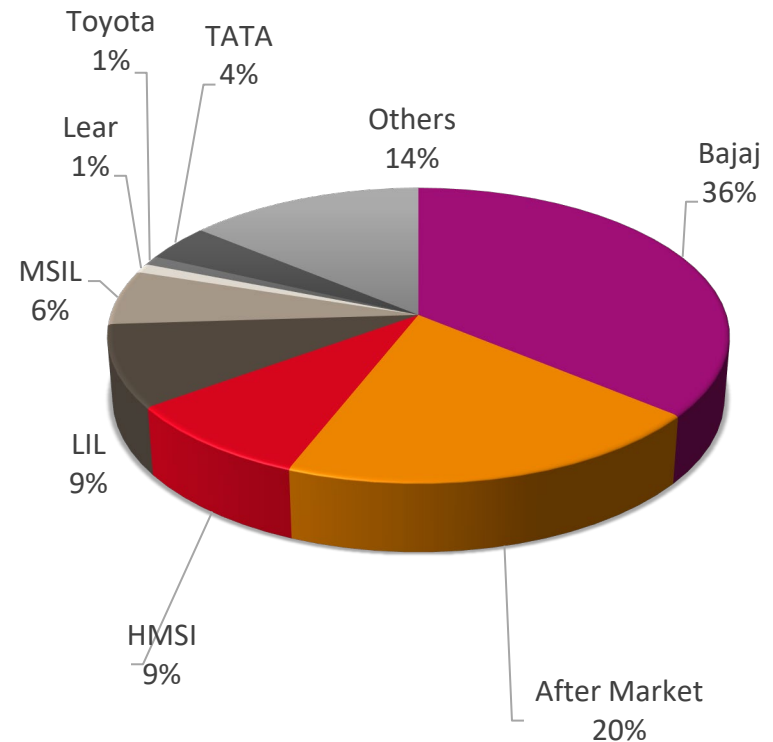
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

Customer wise – Revenue Q3 FY21

Customer wise Q3 FY20
(Rs. 287 Crores)

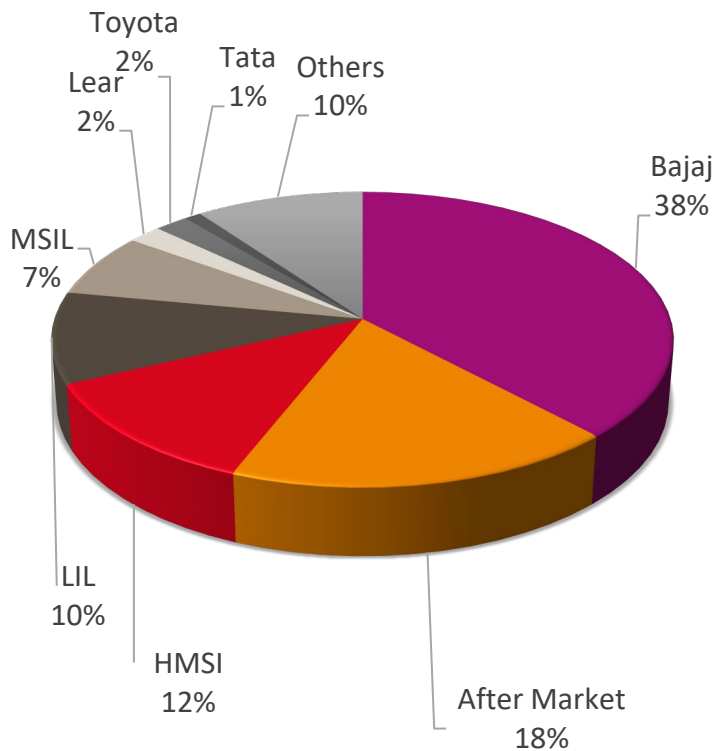


Customer wise Q3 FY21
(Rs. 365 Crores)

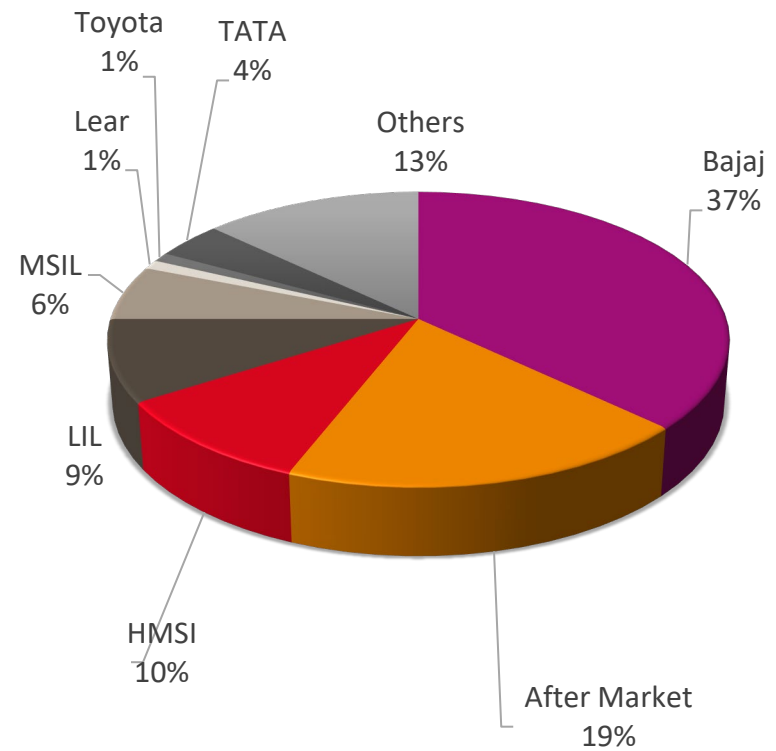


Customer wise – Revenue 9M FY21

Customer wise 9M FY20
(Rs. 868 Crores)



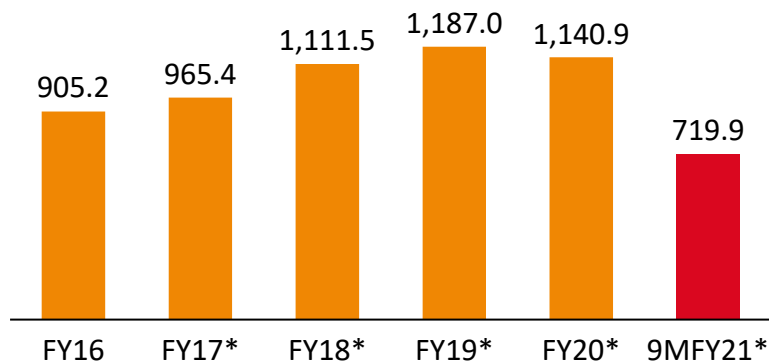
Customer wise 9M FY21
(Rs. 720 Crores)



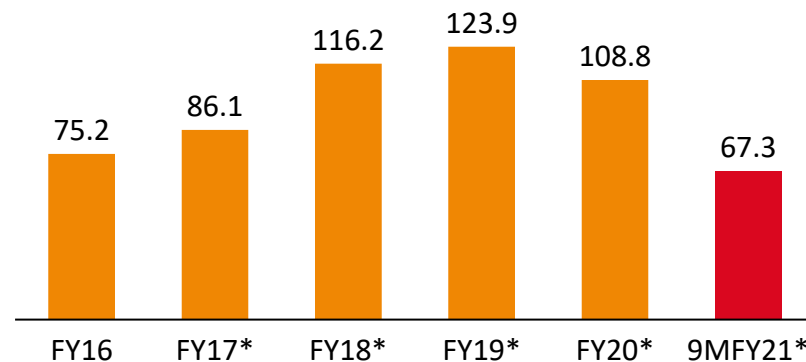
Strong historical financial performance



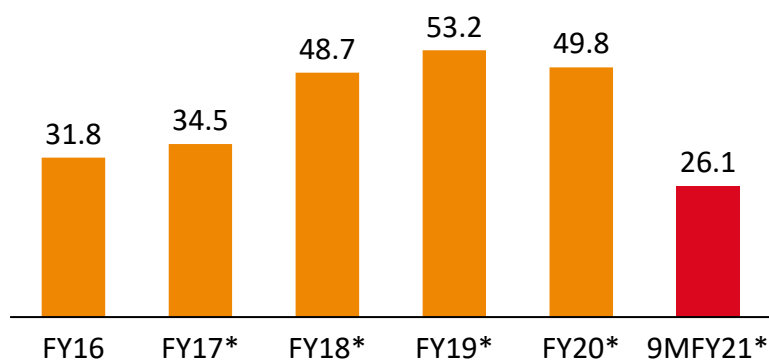
Revenue



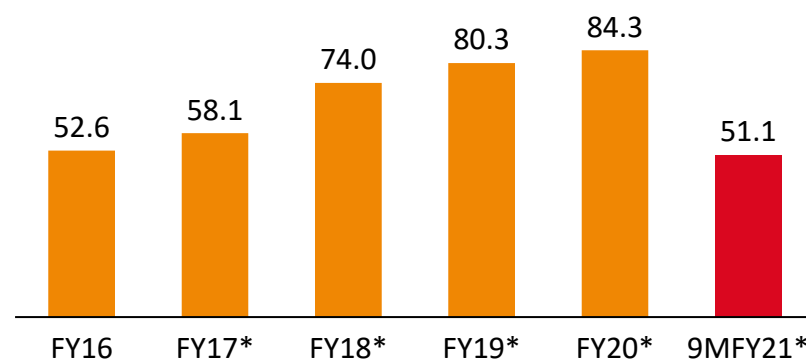
EBITDA[^]



PAT After MI



Cash PAT



Consolidated
Rs. Crores

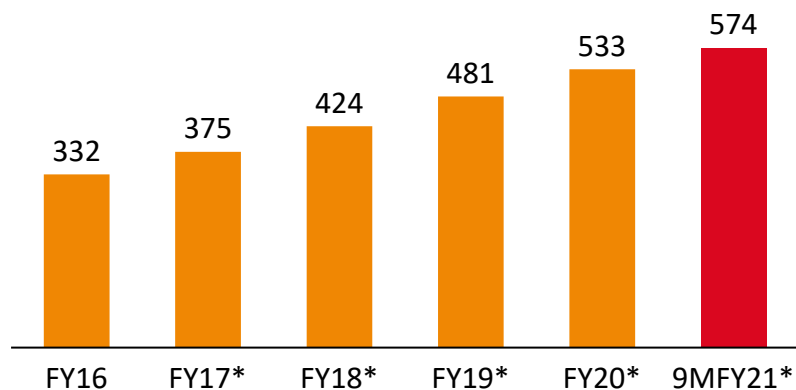
[^]EBITDA includes share of profits from JV's & other income
9MFY21 EBITDA excludes gain on sale of property – Rs. 2.22 crores

* Financials as per IND AS

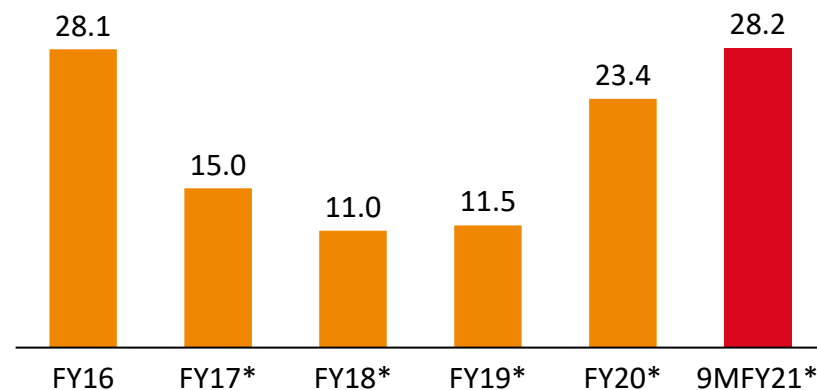
Expansion funded through Internal Accruals



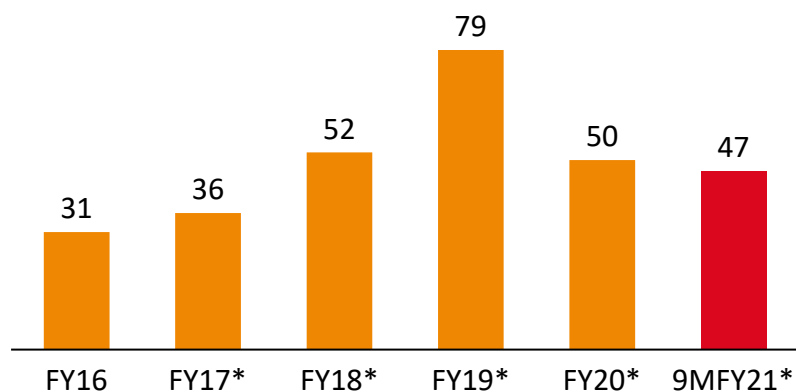
Gross Block



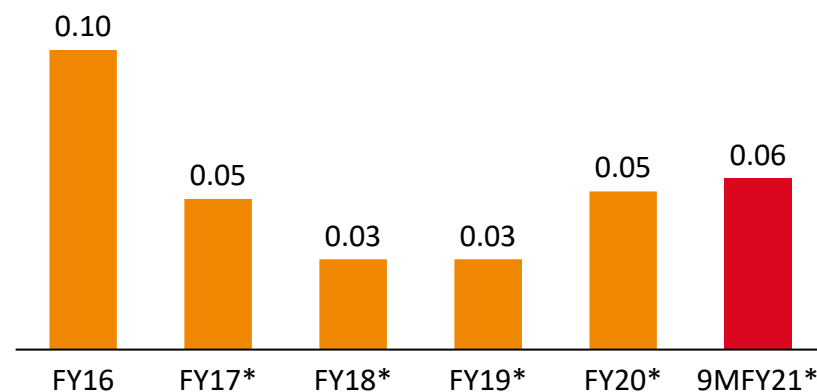
Long Term Loan



Capex



Long Term Debt / Equity



Consolidated

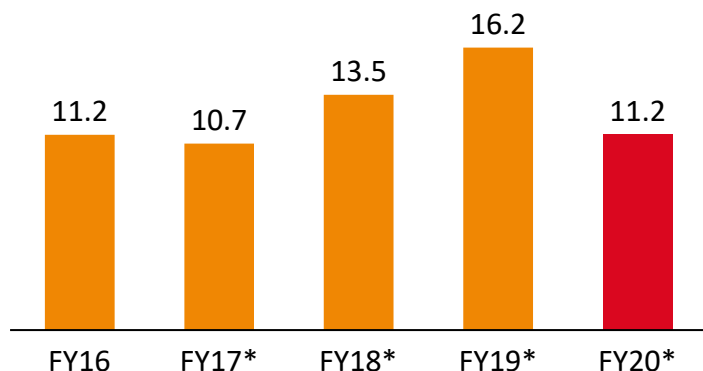
Rs. Crores

* Financials as per IND AS

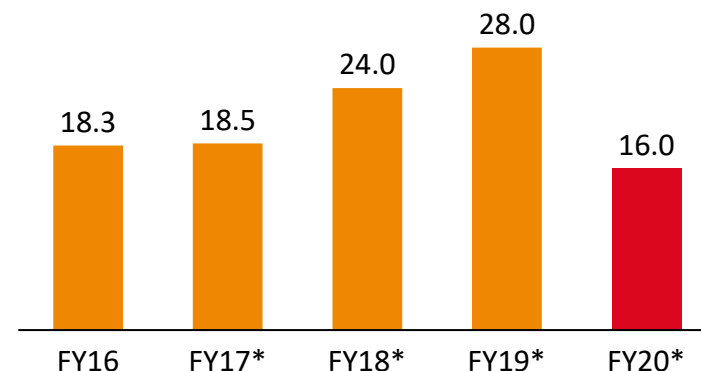
Return Ratios



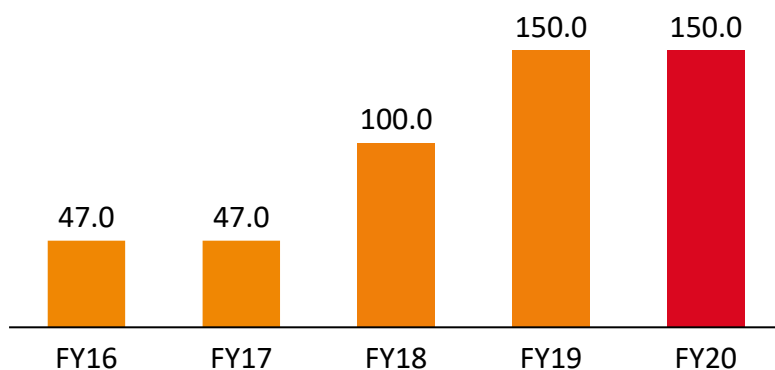
ROE (%)



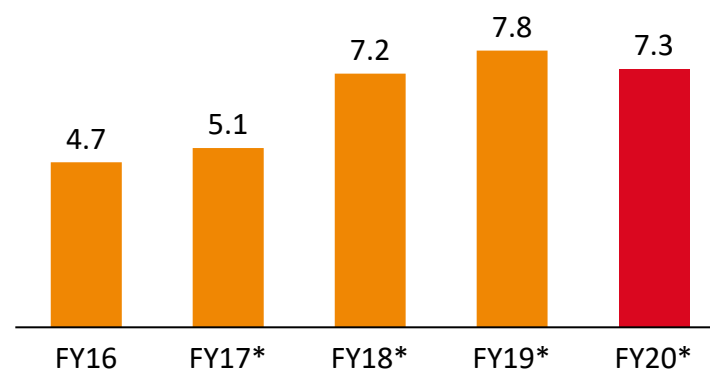
ROCE (%)



Dividend (% of Face Value)



EPS^ (in Rs.)



Consolidated

^ EPS on FV of Rs. 2 per share

* Financials as per IND AS

ROCE = EBIT / Capital Employed

Capital Employed = Network + Long Term Debt including Current Maturity

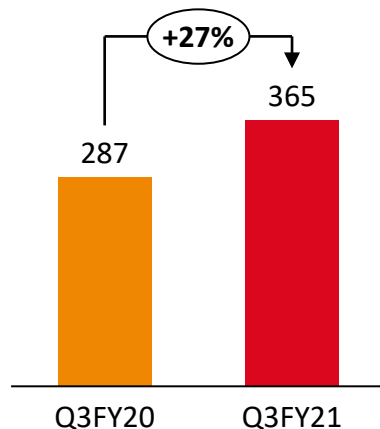
Network = Shareholder's Equity – OCI Reserve

Consolidated Quarterly Performance Highlights

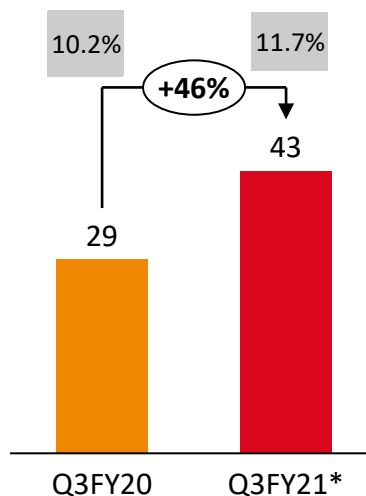


Y-o-Y Performance

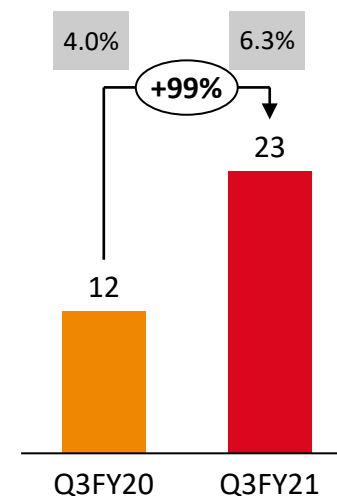
Revenue



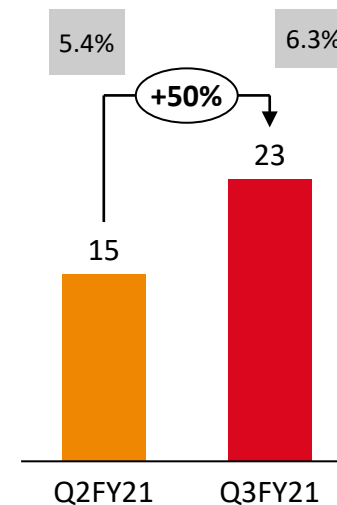
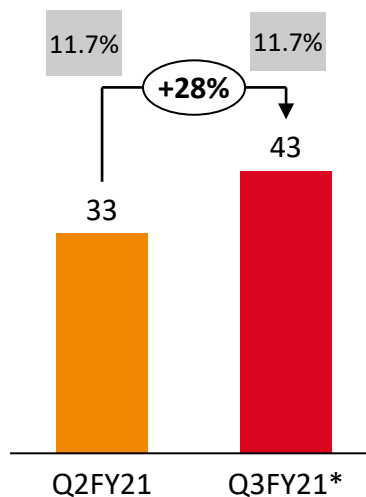
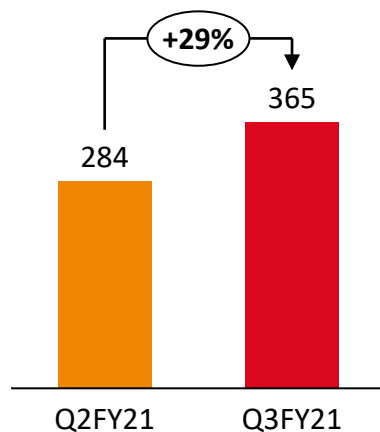
EBIDTA*



PAT



Q-o-Q Performance



Consolidated P&L Statement (from Continued operations)



Particulars (Rs. in Crores.)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y	FY20
Revenue	365.2	287.0	27%	719.9	868.2	-17%	1,140.9
Raw Material Consumption	248.1	194.5		486.6	588.0		772.4
Employee Expenses	38.4	34.7		92.1	102.8		134.8
Other Expenses	40.8	33.9		85.9	101.0		142.8
Other Income	4.6	5.4		12.0	11.6		18.1
Profit of JV	(0.03)	(0.08)		0.05	(0.14)		(0.30)
EBITDA	42.6	29.2	46%	67.3	87.8	-23%	108.8
EBITDA %	11.7%	10.2%		9.3%	10.1%		9.5%
Depreciation	9.0	8.7		25.0	26.2		34.5
Finance Cost	2.2	2.6		7.8	7.1		9.6
Profit Before Tax	31.3	17.9	75%	34.5	54.4	-37%	64.7
Reported Profit Before Tax (after gain on sale of property)	33.5	17.9	87%	36.7	54.4	-33%	64.7
Tax	8.2	4.6		10.4	9.6		13.7
Profit After Tax (Before Minority Interest)	25.3	13.3		26.3	44.8		51.0
Minority Interest	2.3	1.7		0.2	1.1		1.2
Profit After Tax (After Minority Interest)	23.1	11.6	99%	26.1	43.7	-40%	49.8
PAT Margin%	6.3%	4.0%		3.6%	5.0%		4.4%
EPS	3.39	1.70		3.83	6.41		7.3



Awards & Recognitions



Awards & Recognition



Lumax Auto Technologies Limited, Bengaluru won JIPM-TPM award for excellence in Category A for the year 2019



Lumax Auto Technologies Limited, Pantnagar won the Silver Award in Excellence in HSE (Health, Safety and Environment) - Very Large Category at ACMA Technology Summit & Awards in November, 2019.



Lumax Gill-Austem Auto Technologies Pvt Ltd won the Gold Award in Excellence in HSE (Health, Safety & Environment) - Small Category at the ACMA Technology Summit & Awards in November, 2019.

Awards & Recognition



Lumax Mannoh Allied Technologies Limited, Manesar won the Bronze Award in Excellence in HR at the ACMA Technology Summit & Awards in November, 2019.



Lumax Mannoh Allied Technologies Limited, Manesar bagged Silver Award at ICQCC 2019 held at Tokyo, Japan in September, 2019. A total of 368 teams from 13 countries participated in the global Quality Control Circles competition.



Lumax Mannoh Allied Technologies Limited awarded for Improvement in Quality Performance by Maruti Suzuki India Limited in May, 2019

Awards & Recognition



Lumax Cornaglia Auto Technologies Pvt. Ltd. was awarded the Silver Award in Manufacturing Excellence (Medium Category) and Lumax Auto Technologies Limited, Pantnagar was awarded the Silver Award in Manufacturing Excellence (Large Category) by ACMA in 2019

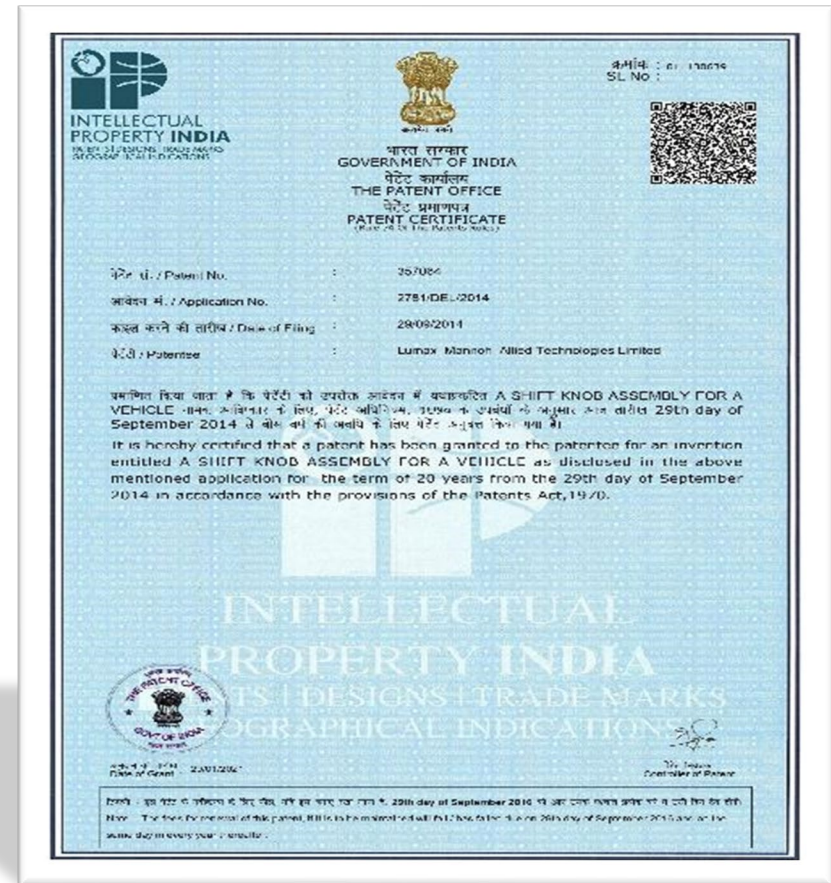


LATL Chakan Plant, Received JIPM Award for TPM Excellence, Category B on 23rd March 2017



LDK Pantnagar, received award for Excellence in Consistent TPM Commitment in 2016

Awards & Recognition



Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for the past fiscal year.

Lumax Mannoh Allied Technologies Pvt. Ltd. received first ever Patent registration from the Government of India for invention in “Shift Knob Assembly” in January 21

State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities





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:



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