

Lumax Auto Technologies Limited

Investor Presentation – May 2019



Safe Harbor



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DK Jain Group



Seven Decade Strong

Leader in Automotive Lighting & Gear Shifters

14 Entities in 8 States

29 Manufacturing Facilities

4 R&D Centres (India)

& 1 Design Centre (Taiwan)

Over 9,100 Employees

Two Listed Entities



Lumax Auto Technologies Limited

Products & Services

Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Shift Towers, Seat Structures & Mechanisms, LED Lighting, 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

- Alpine Japan
- Ituran Israel
- FAE Spain
- JOPP Germany

Lumax Industries Limited

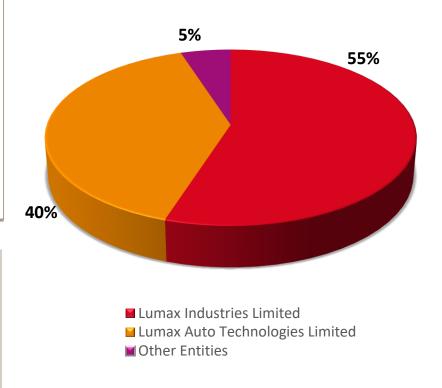
Products & Services

End-to-end Automotive Lighting Solutions

Partnerships

- Stanley Japan
- SL Corporation Korea

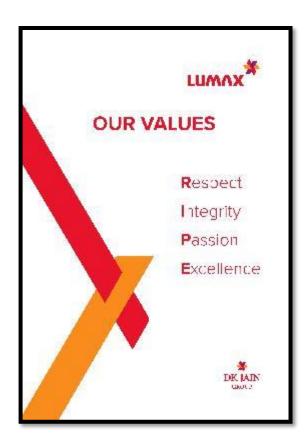
Group Revenue Break Up (%) FY19 Revenue of Rs. 3,370 Cr



Purpose, Vision & Values



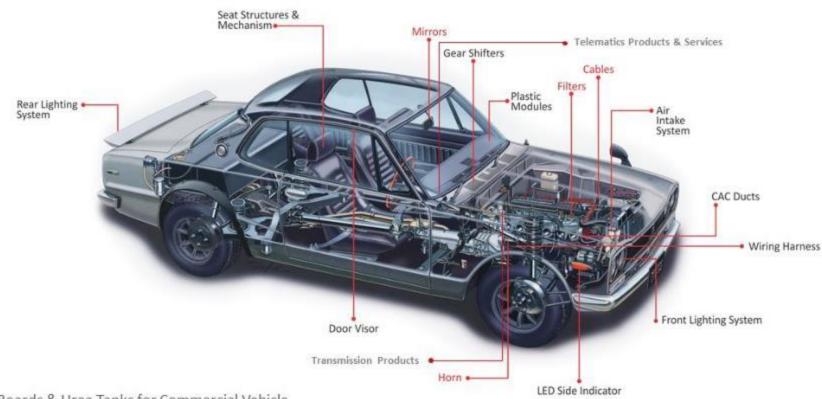






Diversified Product Range – 4-wheelers & CV

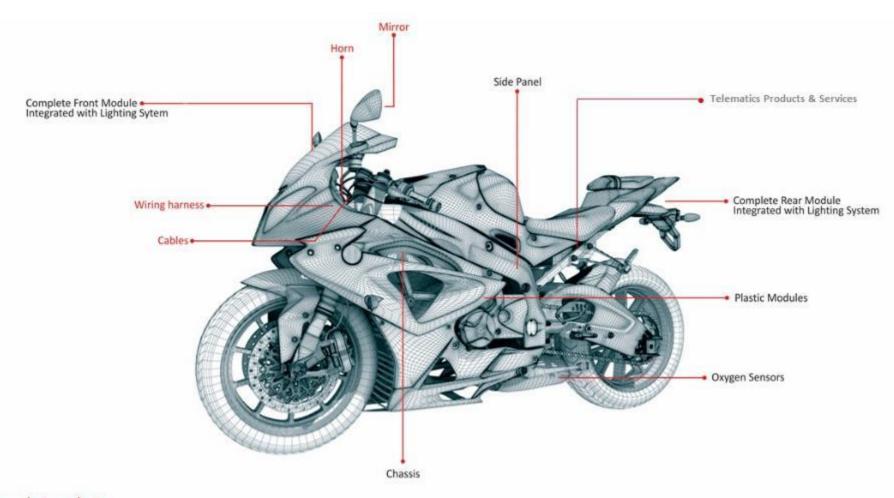




- Destination Boards & Urea Tanks for Commercial Vehicle
- Aftermarket products

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









Fostering Partnerships to Deliver Excellence





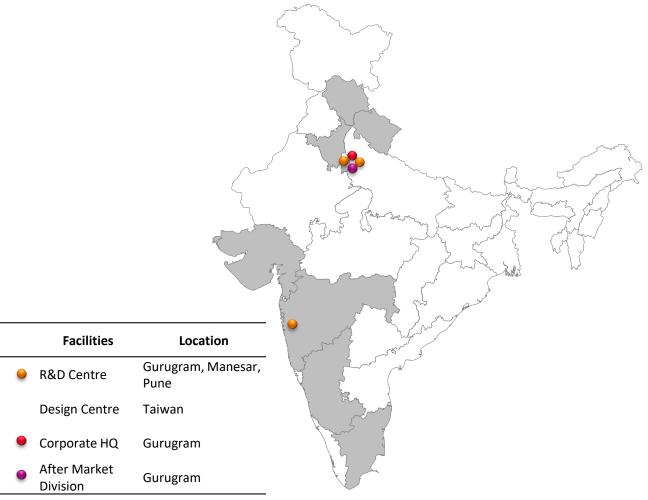






29 Locations close to Customers





	Haryana	Bawal	1
		Dharuhera	1
		Gurugram	2
}		Manesar	3
	Maharashtra	Pune	9
		Waluj	3
	Karnataka	Bengaluru	2
	Gujarat	Sanand	1
		Mehsana	1
	Tamil Nadu	Sriperumbudur	1
	Uttarakhand	Haridwar	1
		Pantnagar	3
	Himachal Pradesh	Kale Amb	1
	Total		29

Mfg Locations

State

29 Plants in 7 States

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

Enhanced 360°Customer View



Understand the Customer

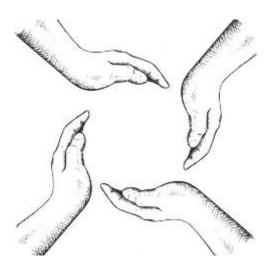
 A real understanding of varying customer needs & the capability to deliver outstanding results

Environmental Conscious

Environment-conscious work practices



 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

























Commercial Vehicle



















Relationships with Diversified Customers



Tractor/FES

MahindraRise.











Defence & Aero Space



Export



















... Strong After Market Exports Presence





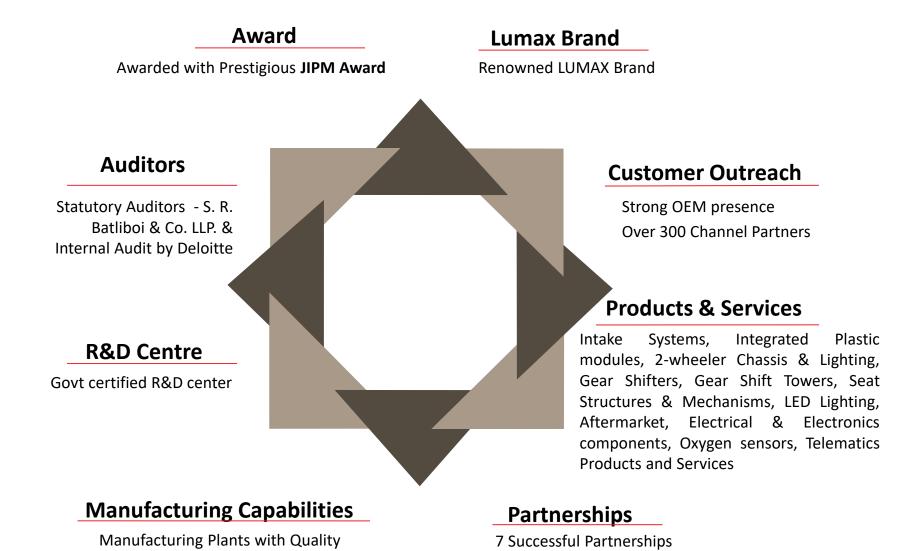
Driving Growth through Diversified Products



Competitive Strengths

Certifications across India





with Global Players

Milestones



1981: Lumax Auto Electricals was established to manufacture 2-wheeler Lighting at Bhosari, Maharashtra

1988: Name of the company was changed to Dhanesh Auto Electricals Pvt Limited

1981-90

1997: A Unit was setup in Waluj, Maharashtra to manufacture Chassis

2000: The company was selected as cluster member for TPM activities by Bajaj Auto

1991-2000

2001-2006

2002: Setup the Plant at Chakan, Maharashtra to manufacture 2-wheeler Lighting

2006: Lumax DK Auto Industries Limited became a 100% subsidiary. Name of the company was changed to Lumax Auto Technologies Limited **2007:** Setup Seat frame manufacturing plant in PCNTDA, Bhosari. Maharashtra.

2007-10

JV company with Cornaglia, Italy started as Lumax Cornaglia Auto Technologies Pvt Limited.

Lumax Auto Technologies Limited listed on Stock exchange

2009: Entered a TA with Mannoh Industrial Company, Japan for manufacturing of Gear Shift Lever

2010: Setup a unit at Kala- Amb, HP to manufacture diversified auto components for After Market

Milestones



Karnataka to manufacture Moulded parts

2013: Setup a plant at Narsapur,

Formed JV with Gill Austem LLC, USA to manufacture Seat frames & Mechanism

2014: JV company with Mannoh Industrial Company, Japan started as Lumax Mannoh Allied Technologies Limited

2015-16
2015: Setup another Robotic

2013-14

2015: Setup another Robotic Motorcycle Chassis plant in Waluj, Maharashtra

Formed JV with Sipal, Italy for Aerospace & Defence Engineering services

2016: Pantnagar plant received TPM consistency award from JIPM

2011: Setup state-of-the art Surface Mounted Technology unit in Manesar, Haryana

2012: Setup the first Robotic Motorcycle Chassis plant in Waluj, Maharashtra. Pantnagar plant received TPM excellence award from JIPM

2011-12

Milestones



2017: Chakan plant received TPM excellence award from JIPM

Formed a JV with Ituran Location and Control Limited, Israel to provide Telematics Products and Services

Formed a JV with FAE, Spain to manufacture Oxygen Sensors

Set up Assembly facility in Mehsana, Gujarat under LMAT

2018: Setup an R&D center under Lumax Cornaglia Auto Technologies Pvt Limited at Pune

2019: Inauguration of Chassis facility at Aurangabad

Registered office shifted from Pune, Maharashtra to New Delhi

Formed JV with JOPP, Germany to manufacture and supply transmission products to the Indian automotive industry

2019

2017

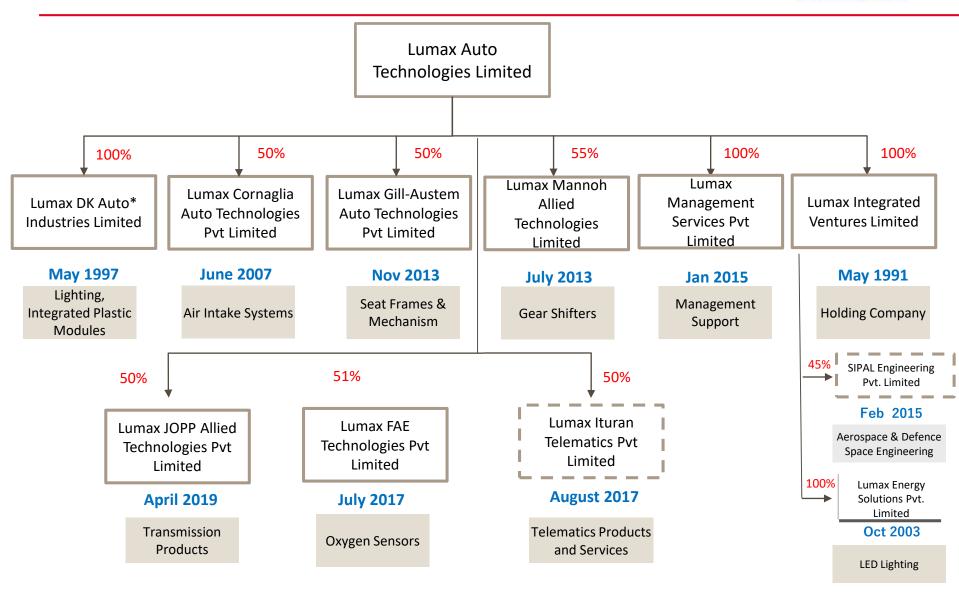
Well defined Corporate Structure

Subsidiaries

Associate

Date of Incorporation





* In process of merging with standalone entity

Fostering Partnerships to Deliver Excellence





Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



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



JV for Transmission Products

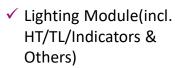
2019

50%

Cater to Diversified Segments







- ✓ Chassis for 2-wheelers
- ✓ Fabricated parts for 3wheelers
- ✓ Integrated Plastic Modules
- ✓ Oxygen Sensors
- ✓ Telematics Products and Services



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



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

After Market Presence in all Segments

Key Customer Relationships



Four Wheeler

























Tier 1









Commercial Vehicle









Two Wheeler





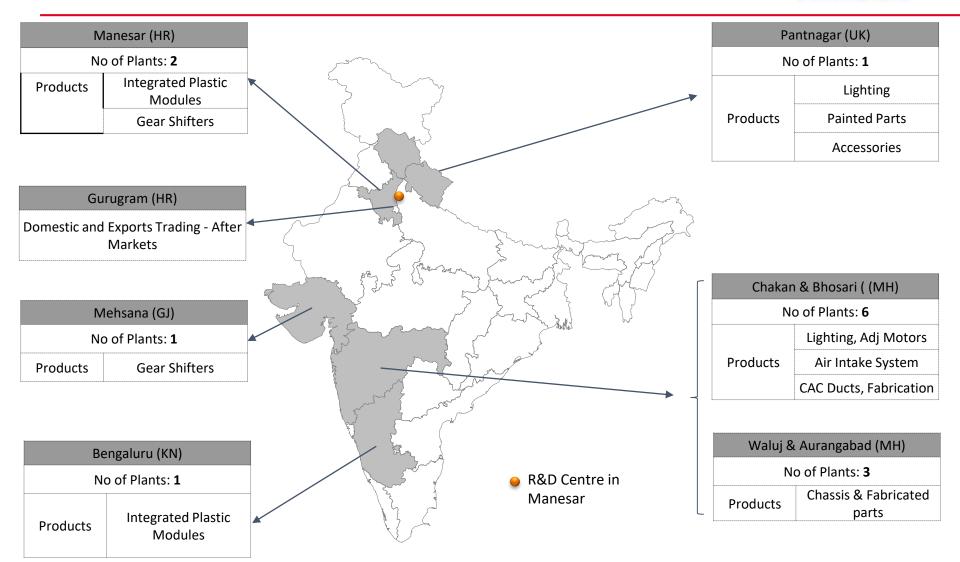
Export





Strategic Locations Close to Customers

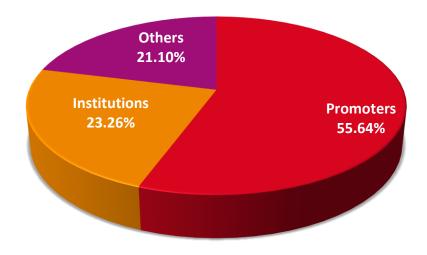




14 Plants in 5 States



Shareholding breakup



Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- He is 76 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, Cochairman of Regional Committee on Membership of Northern Region CII, Past Chairman of CSR subcommittee of the Northern Region of CII



Mr. Anmol Jain Managing Director

- He is 40 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 President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association



Mr. Deepak Jain Director

- He is 44 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 Vice President of ACMA & Vice President of Toyota Kirloskar Supplier's Association

Supported by Strong Independent Directors





Mr. Roop Salotra

- He is 68 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 CouncilNorthern Region



Mr. Milap Jain

- He is 67 years of age & holds B.A. (Pol.Sc. Hons.) from Revenshaw 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 45 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 60 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. K K Gandhi

- He is 73 years of age & holds B.E Mechanical from BITs
- He is associated with SIAM for the last 18 years and is currently Principal Advisor
- He is a Member of various Government Policy Committees including Expert Committee on Auto Fuel Vision and Policy 2025, Air Quality Monitoring, Emission inventory and preparing policy documents for issues confronting the Indian Automobile Industry



Mr. A P Gandhi

- He is 80 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. Naval Khanna Corporate Head – Taxation Age: 62 years Experience: 42 years



Mr. Sanjay Mehta Director & Group CFO Age: 52 years Experience: 28 Years



Mr. Ashish Dubey Chief Financial Officer Age: 52 years Experience: 28 Years



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



Ms. Ibha Lal Corporate Head - HR Age: 52 years Experience: 26 Years



Ms. Priyanka Sharma Corporate Communication & CSR Age: 50 years Experience: 24 Years



Mr. Sanjay Sachdev Corporate Head - Legal Age: 50 Years Experience: 27 Years



Mr Anil Tyagi Company Secretary Age: 48 Years Experience: 20 Years

Professional & Experienced Team





Mr. Sanjay Bhagat Head After Market Age: 53 years Experience: 28 years



Mr. Rajesh Dubbewar Head Metallic Age: 52 years Experience: 31 years



Mr. Vivek Jakhmola
Head Body & Trim and Emission
Age: 44 years
Experience: 22 years



Mr. Atul Jain Corporate Head - Materials Age: 49 years Experience: 26 Years

Clear focus on Improving Performance



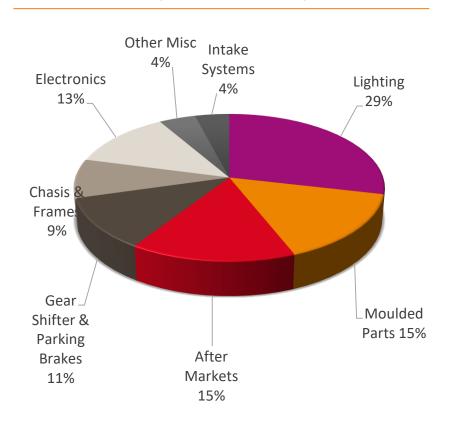
Achieve Leadership in India & Set Sight on the Global Market The Only Gear Shifter Manufacturer in India to have Localised R&D Capability and 2 Gearing to Access the Global Markets Air Intake Systems – Increase Presence in Domestic Market & Enhance Customer 3 Outreach Seat Frames & 2-Wheeler Chassis – Increase Presence in Domestic Market & 4 **Enhance Customer Outreach** Diversification – All Diversifications Planned in Future to be under LATL 5 6 Ramping-up "After Market Business" to see Accelerated Growth Benefits from BS VI



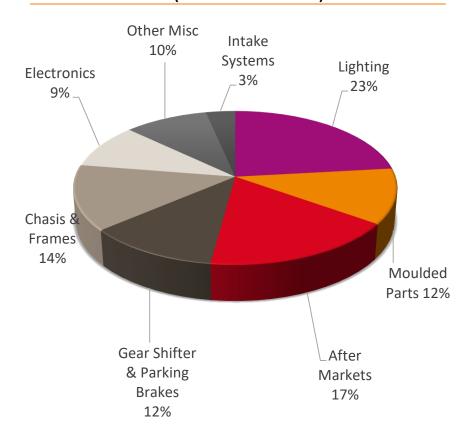
Product-wise Revenue Q4 FY19



Product-wise Revenue mix Q4 FY18 (Rs. 332 Crores)



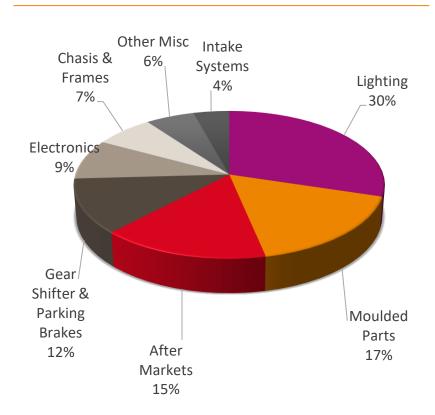
Product-wise Revenue mix Q4 FY19 (Rs. 333 Crores)



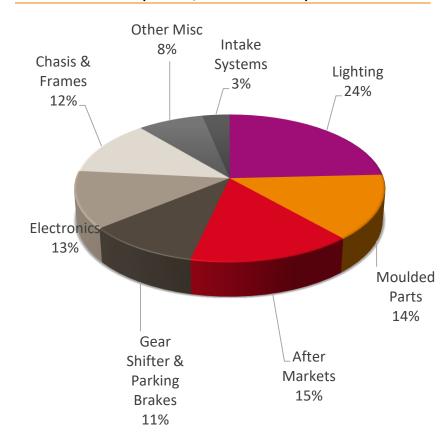
Product-wise Revenue FY19



Product-wise Revenue mix FY18 (Rs. 1,111 Crores)

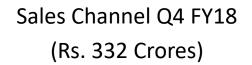


Product-wise Revenue mix FY19 (Rs. 1,358 Crores)

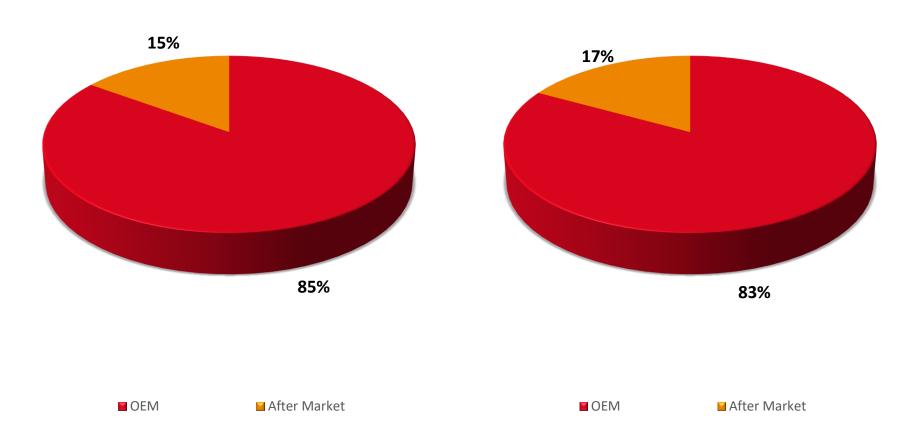


Segmental Revenue Break-Up Q4 FY19: Sales Channel



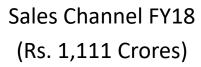


Sales Channel Q4 FY19 (Rs. 333 Crores)

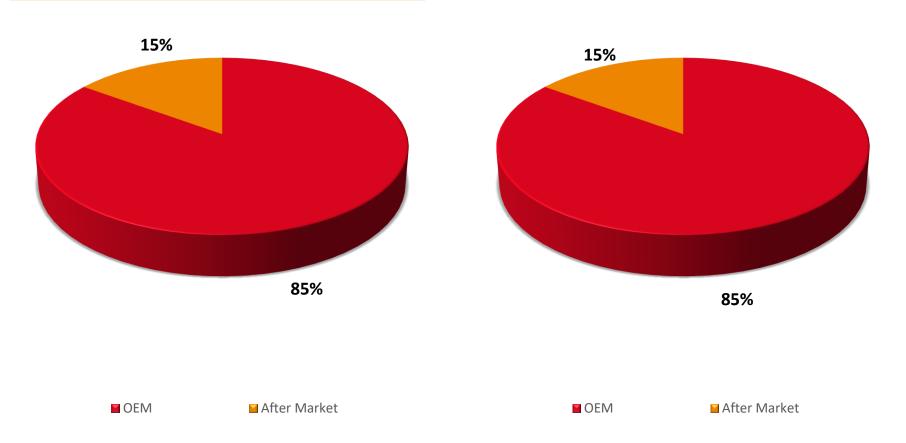


Segmental Revenue Break-Up FY19: Sales Channel



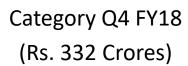


Sales Channel FY19 (Rs. 1,358 Crores)

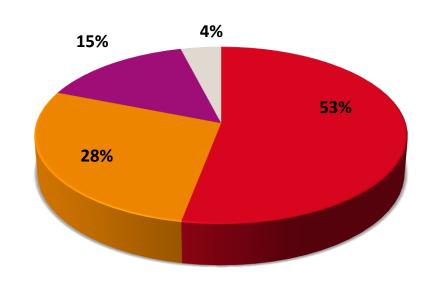


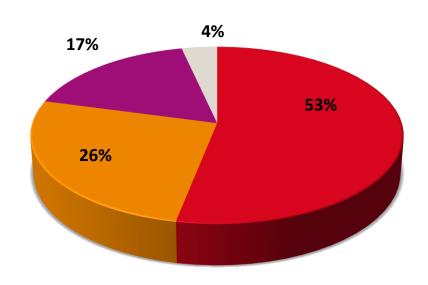
Segmental Revenue Break-Up Q4 FY19: Category





Category Q4 FY19 (Rs. 333 Crores)



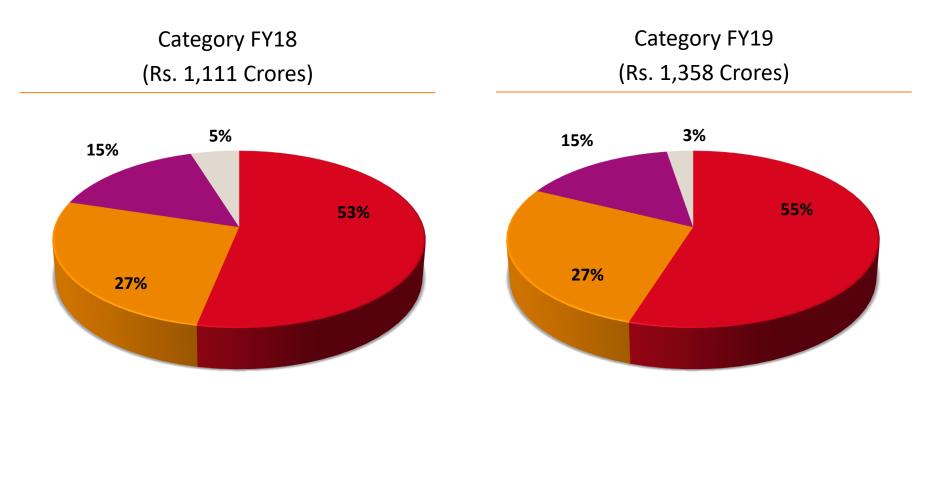


■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

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

Segmental Revenue Break-Up FY19: Category





■2/3 Wheeler

■ Passenger Car ■ After Market ■ Others

■2/3 Wheeler

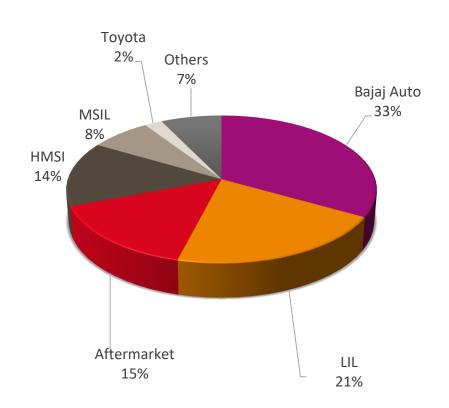
■ Passenger Car ■ After Market ■ Others

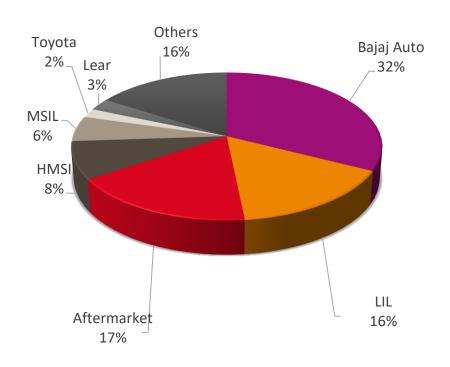
Client wise- Revenue Q4 FY19



Client-wise Revenue mix Q4 FY18 (Rs. 332 Crores)

Client-wise Revenue mix Q4 FY19 (Rs. 333 Crores)



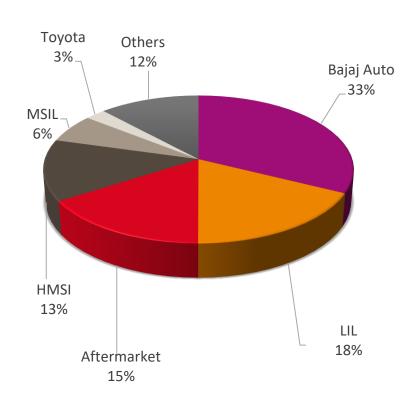


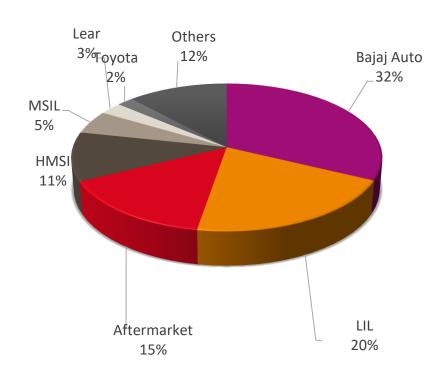
Client wise- Revenue FY19



Client-wise Revenue mix FY18 (Rs. 1,111 Crores)

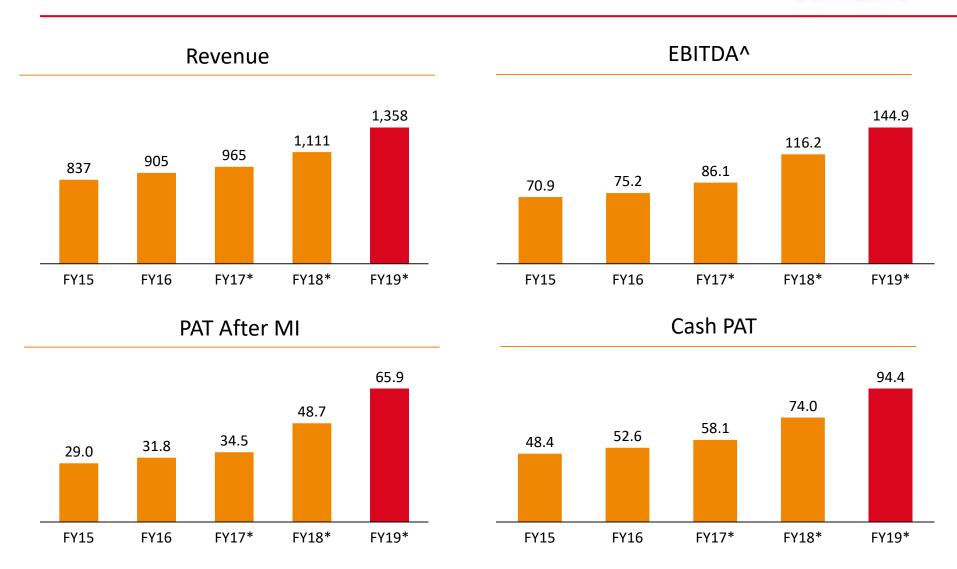
Client-wise Revenue mix FY19 (Rs. 1,358 Crores)





Revenue & Return Ratios



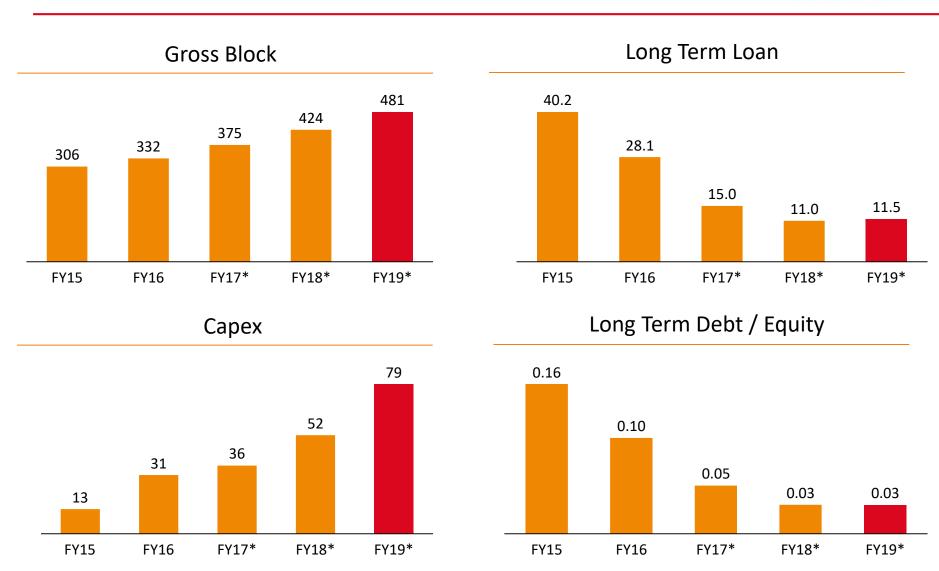


Consolidated Results including Continued and Discontinued Financials

Expansion funded through Internal Accruals



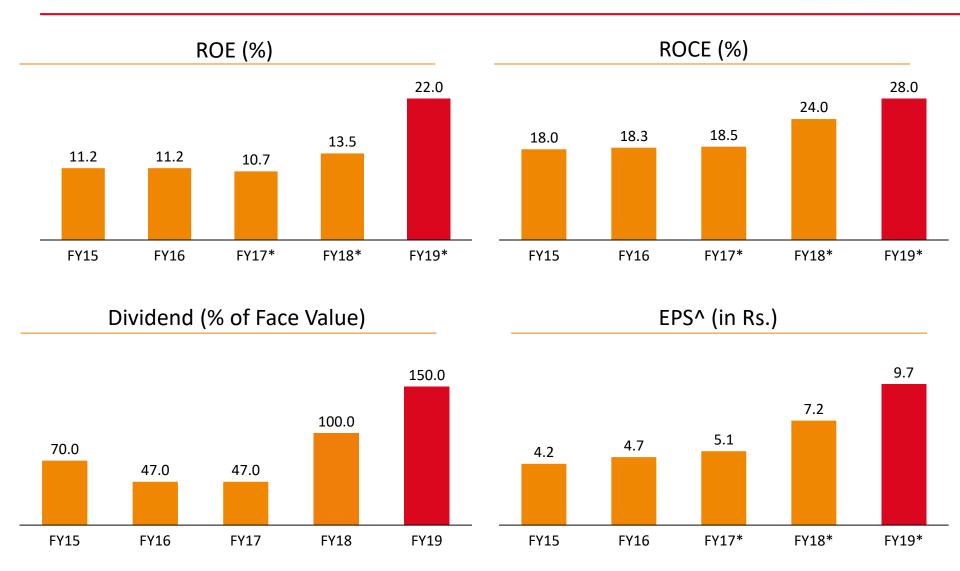
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Consolidated Results including Continued and Discontinued Financials

Return Ratios





Consolidated Results including Continued and Discontinued Financials

* Financials as per IND AS

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long Term Debt including Current Maturity

Networth = Shareholder's Equity - OCI Reserve1

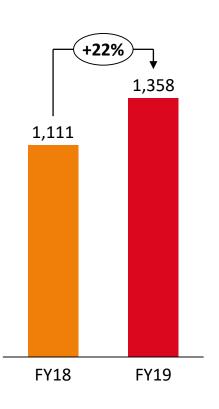
FY19 Performance Highlights*

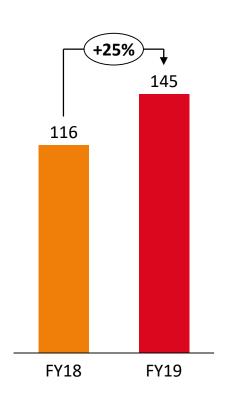


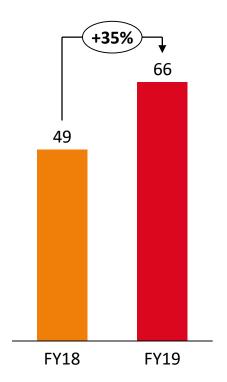
Revenue

EBIDTA^

PAT after MI







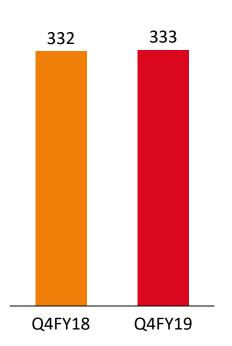
Quarterly Performance Highlights*



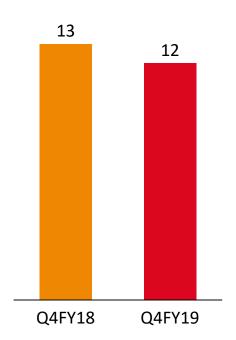


EBIDTA^

PAT after MI







Consolidated P&L Statement*



Particulars (Rs. in Crores.)	Q4 FY19	Q4 FY18	YoY	FY19	FY18	YoY
Revenue	333.24	331.59	1%	1,358.29	1,111.47	22.2%
Raw Material Consumption	226.22	234.98		926.85	778.14	
Employee Expenses	31.84	29.49		140.21	111.00	
Other Expenses	45.81	38.92		160.30	120.75	
Other Income	2.47	6.64		14.25	15.24	
Profit of JV	(0.05)	(1.26)		(0.25)	(0.62)	
EBITDA	31.79	33.58	-5%	144.93	116.21	24.7%
EBITDA %	9.5%	10.1%		10.7%	10.5%	
Depreciation	8.29	6.69		28.52	25.26	
Finance Cost	1.83	0.87		5.21	2.81	
Profit Before Tax	21.67	26.02	-17%	111.20	88.14	26.2%
Exceptional Item Gain/(Loss)	(0.74)	(2.28)		(6.03)	(2.28)	
Tax	7.64	8.20		36.28	28.75	
Profit After Tax (Before Minority Interest)	13.29	15.54	-15%	68.89	57.11	20.6%
Minority Interest	1.07	2.32		3.00	8.37	
Profit After Tax (After Minority Interest)	12.22	13.22	-8%	65.89	48.74	35.2%
PAT Margin%	3.7%	4.0%		4.9%	4.4%	
EPS	1.79	1.94		9.67	7.15	

^{*} Financials as per Ind AS ^

Consolidated Balance Sheet*



ASSETS (Rs. in Crores.)	Mar-19	Mar-18
Non-current assets		
Property, plant and equipment	287.20	251.51
Capital work-in-progress	22.25	11.98
Investment Property	18.73	19.31
Intangible Assets	1.36	2.33
Goodwill	0.17	0.17
Investment in Jointly controlled Entities	0.46	7.24
Financial assets		
Investments	101.28	120.07
Loans	4.87	-
Others	0.05	3.39
Other tax Assets	2.74	3.12
Other non-current assets	11.20	10.52
Deferred Tax Assets (net)	1.69	1.37
Assets held for Sale	3.66	-
Sub-total - Non-Current Assets	455.66	431.02
Current assets		
Inventories	59.51	78.02
Financial assets		
Loans	0.95	0.62
Investments	18.51	14.77
Trade receivables	277.55	280.57
Cash and cash equivalents	26.01	22.34
Bank balances other than Cash	30.48	16.38
Others	1.25	0.99
Other current assets	20.41	14.32
Assets held for Sale	39.99	-
Sub-total - Current Assets	474.66	428.02
TOTAL - ASSETS	930.32	859.04

EQUITY & LIABILITIES	Mar-19	Mar-18	
Equity			
Equity Share capital	13.63	13.63	
Non Controlling Interest	42.31	30.28	
Other equity	466.51	437.55	
Sub-total - Shareholders' funds	522.46	481.47	
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Borrowings	8.23	7.90	
Provisions	8.06	7.24	
Deferred tax liabilities (net)	20.68	21.18	
Sub-total - Non-current liabilities	36.97	36.32	
Current liabilities			
Financial liabilities			
Borrowings	58.20	-	
Trade payables	238.93	270.30	
Other financial liabilities	40.37	33.51	
Provisions	6.31	5.57	
Current tax liabilities	0.22	1.73	
Other current liabilities	26.87	30.15	
Sub-total - Current liabilities	370.89	341.26	
TOTAL - EQUITY AND LIABILITIES	930.32	859.04	

^{*} Financials as per Ind AS











Lumax Mannoh Allied Technologies Limited won the Part Design & Development (Supplier Design Category) Award from Maruti Suzuki India Limited in May, 2019.





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





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





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





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







CSR Initiatives









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:

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