

LATL:CS:IP:2021-22

Date : 13.06.2021

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

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

Symbol : LUMAXTECH

Subject: Investor Presentation for the 4th Quarter and Financial Year ended on 31st March, 2021

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4th Quarter and Financial Year ended on 31st March, 2021.

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

This is for your information and records.

Thanking you,

Yours faithfully,
For **Lumax Auto Technologies Limited**



Anil Tyagi
Company Secretary
M.No. A-16825



Encl.: as above



Lumax Auto Technologies Limited

Investor Presentation – Q4 & FY 2021

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75 Glorious Years of Lumax DK Jain Group



RESPECT
INTEGRITY
PASSION
EXCELLENCE

**GLOBAL STANDARDS
...INDIAN ROOTS**



Passion
Energy

Warmth
Positivity

Heritage
Tradition
Stability



**WE COME TOGETHER
TO FORM
WINTEGREAT**



**WE COME TOGETHER
TO FORM
WINTEGREAT**

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



RESPECT
INTEGRITY
PASSION
EXCELLENCE



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 Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas

Partnerships

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

Lumax Industries Limited

Products & Services

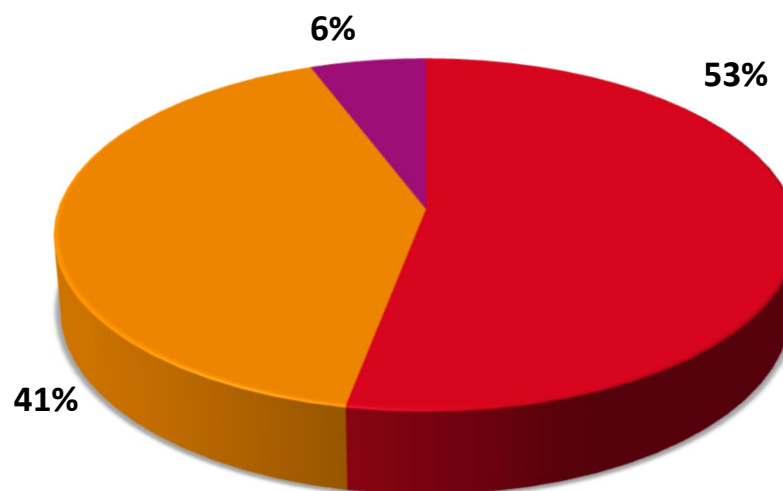
End-to-end Automotive Lighting Solutions
HVAC Panels and other electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)

FY21 Revenue of Rs. 2,700 Cr



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

Purpose, Vision & Values



DK JAIN GROUP

OUR GROUP PURPOSE

We deliver
pride
and
progress
with
positivity

LUMAX

LUMAX

OUR VALUES

Respect
Integrity
Passion
Excellence

DK JAIN GROUP

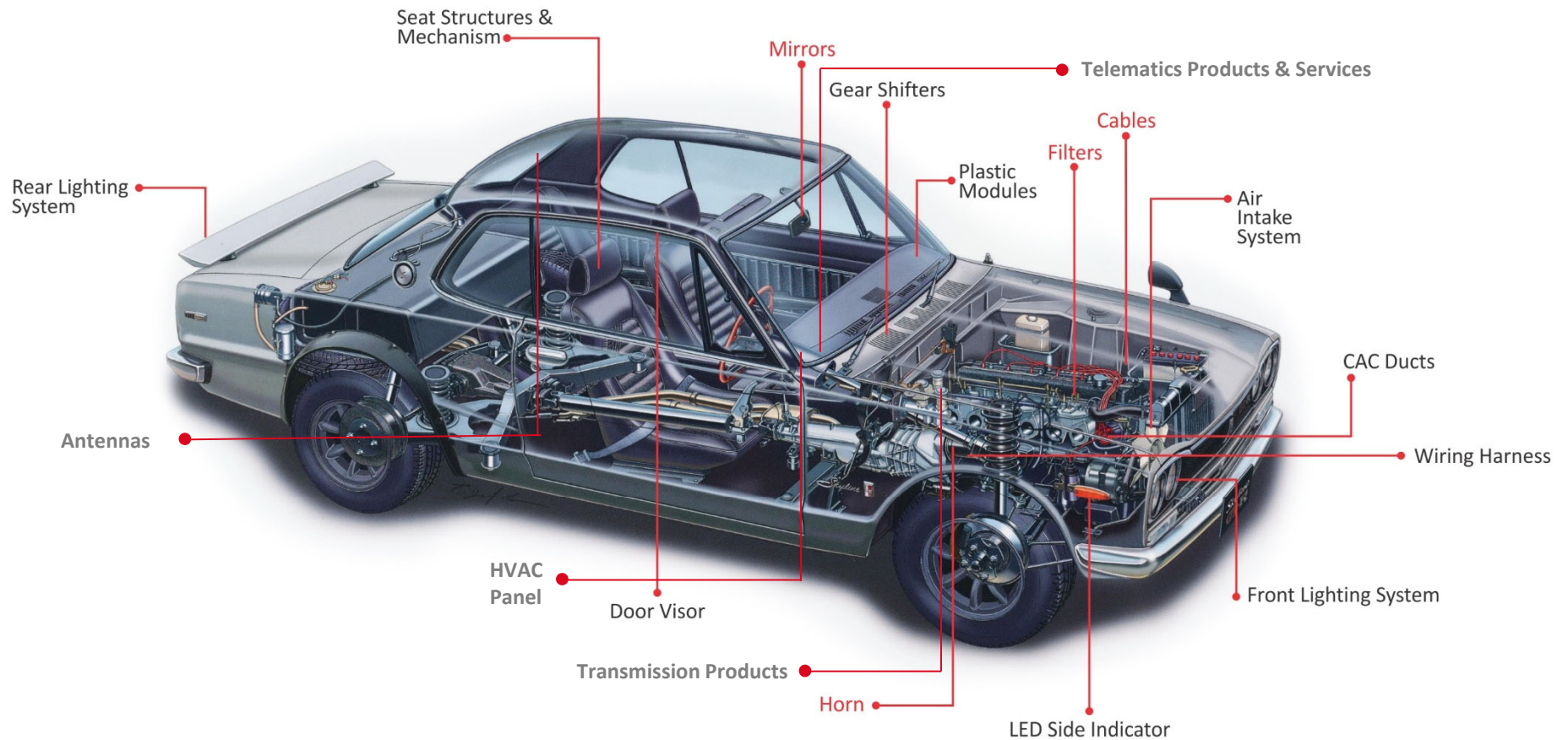
LUMAX

OUR VISION

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

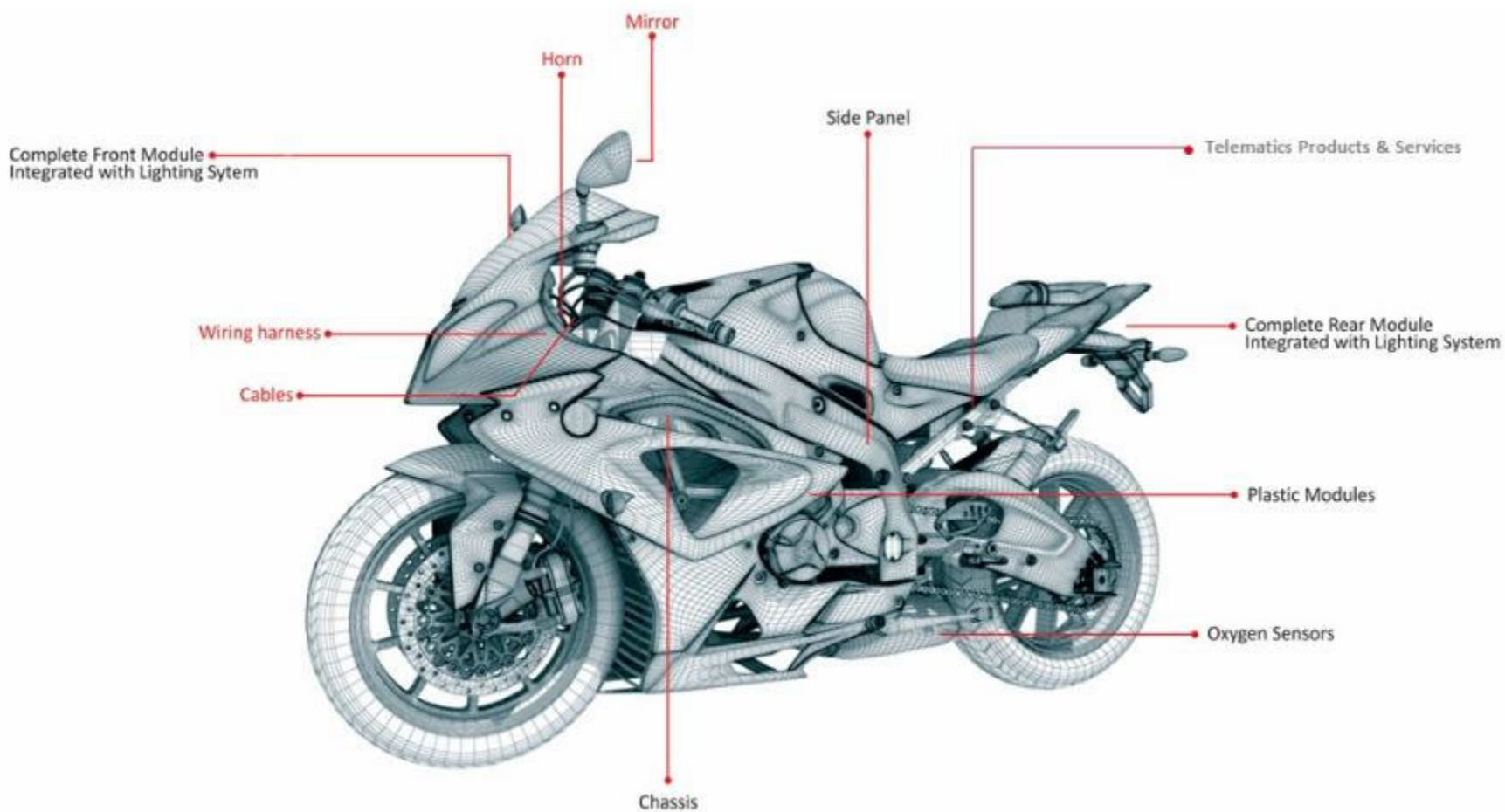
DK JAIN GROUP

Diversified Product Range – 4-wheelers & CV



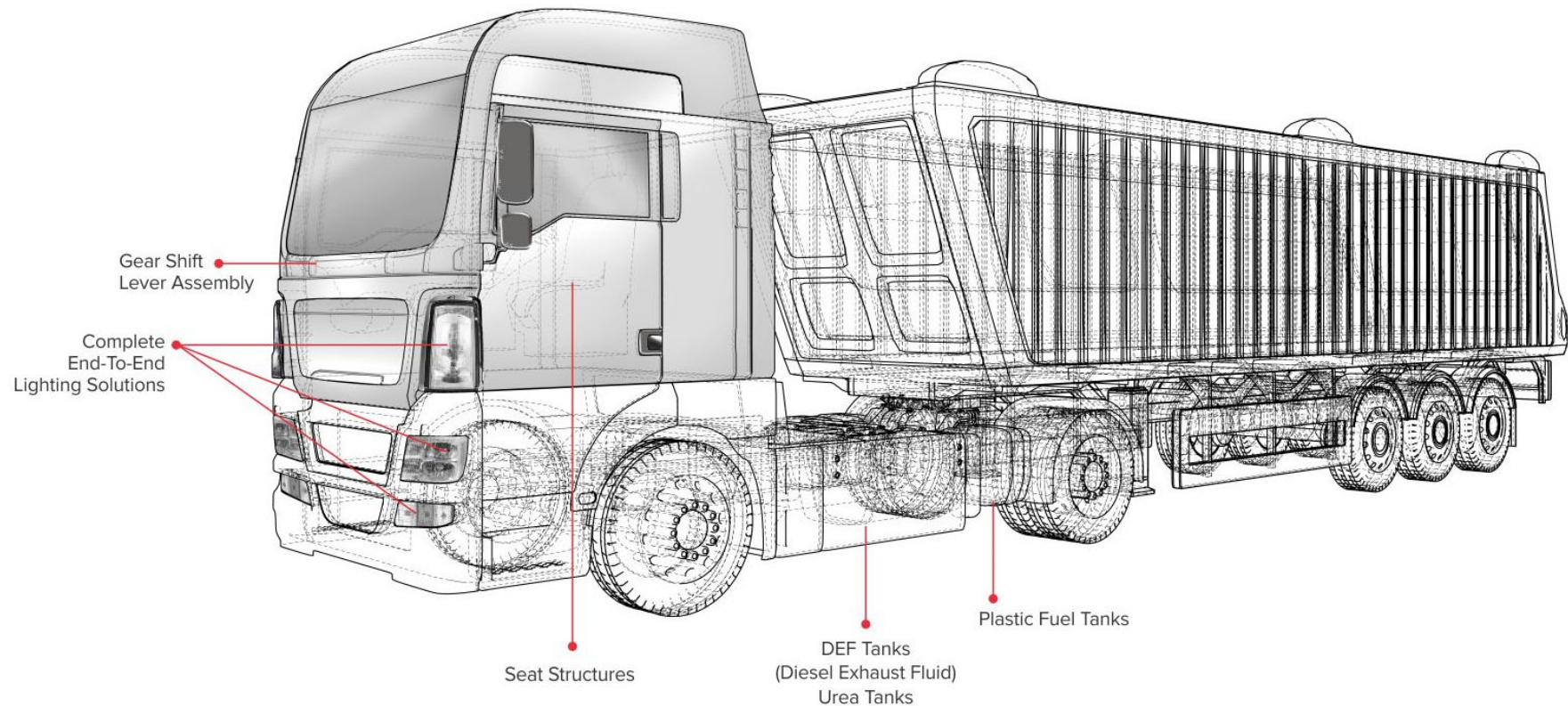
- Destination Boards & Urea Tanks for Commercial Vehicle
- Aftermarket products*

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



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

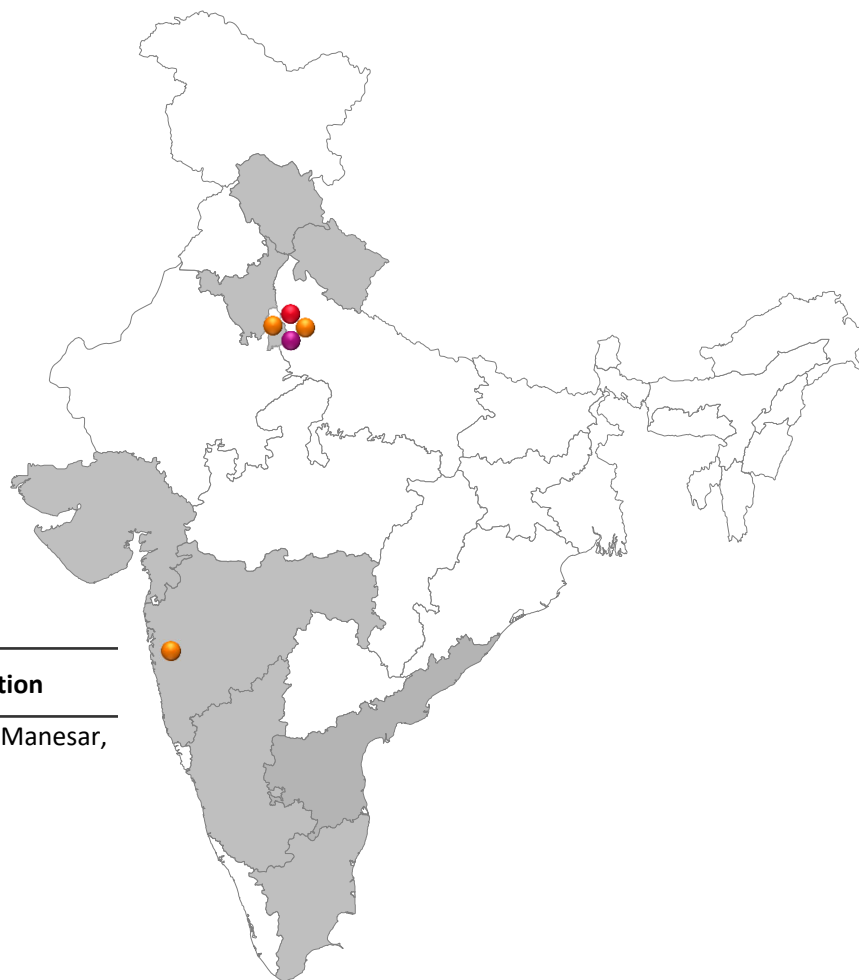


JAPAN

JV FOR MANUFACTURE AND SUPPLY
ANTENNAS & OTHER VEHICLE
COMMUNICATION PRODUCTS

Relationship Since 2020

33 Locations close to Customers



33 Plants in 8 States

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

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

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



Commercial Vehicle



Relationships with Diversified Customers



Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence

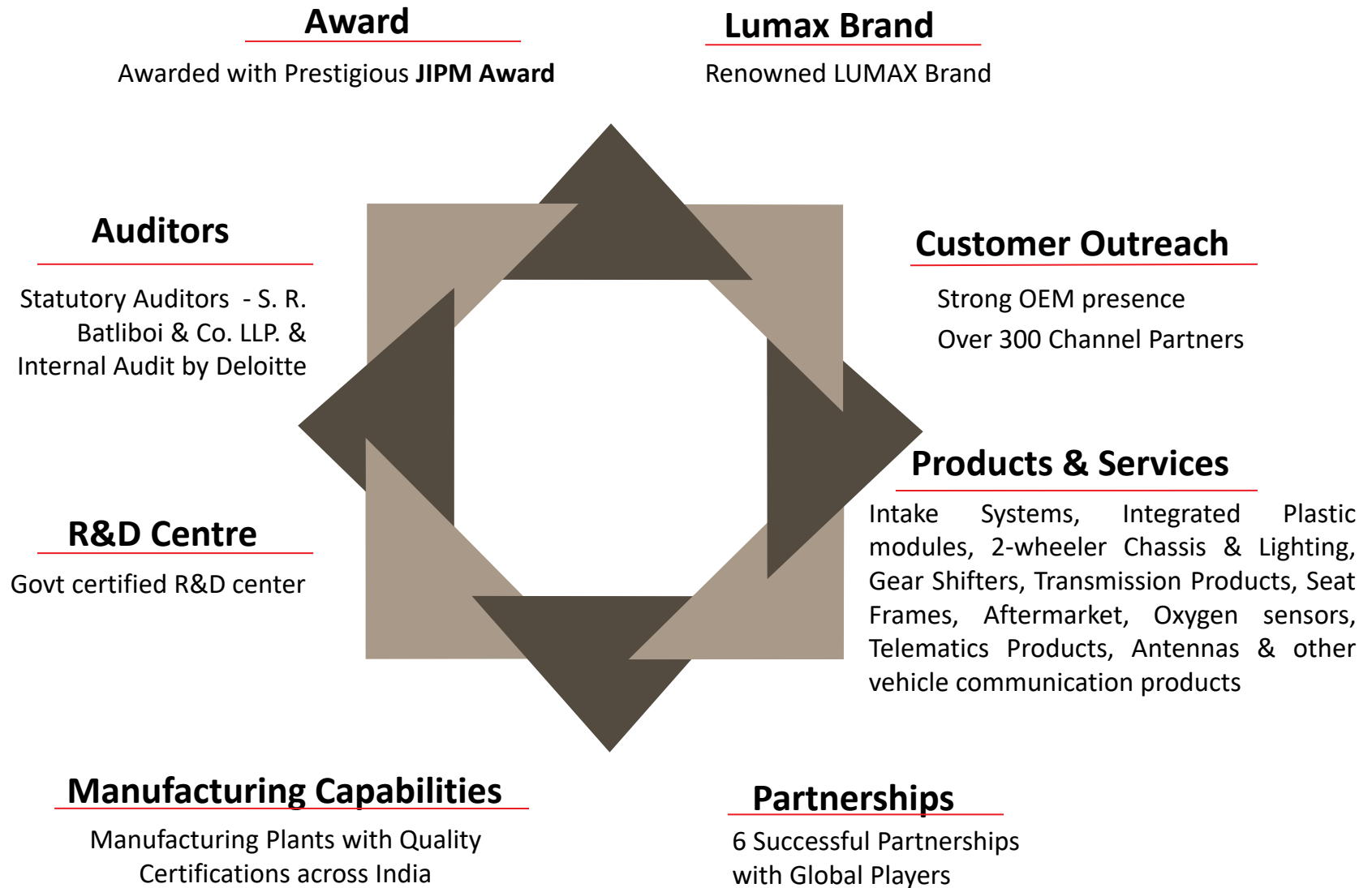


Lumax Auto Technologies Limited

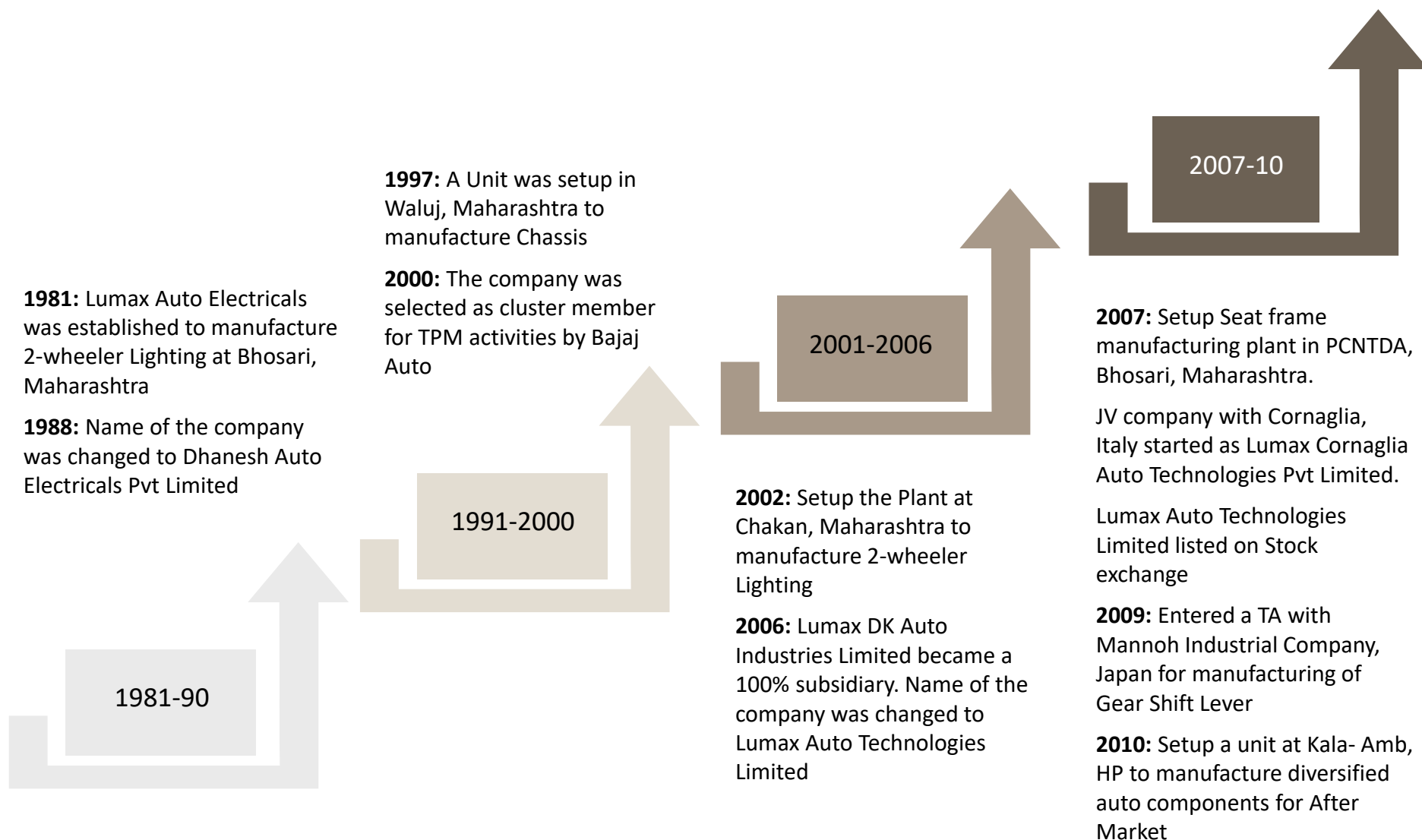
Driving Growth through Diversified Products



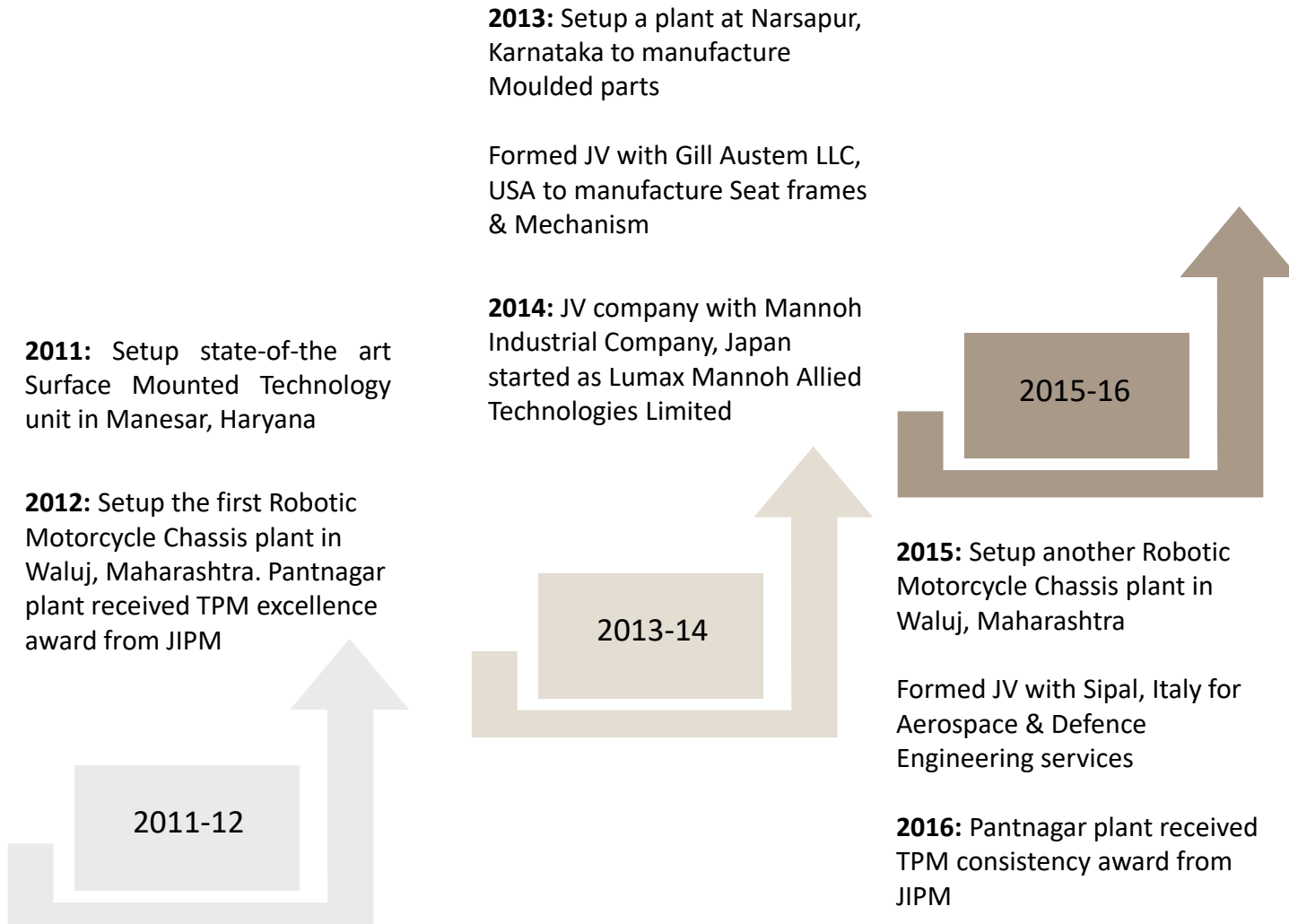
Competitive Strengths



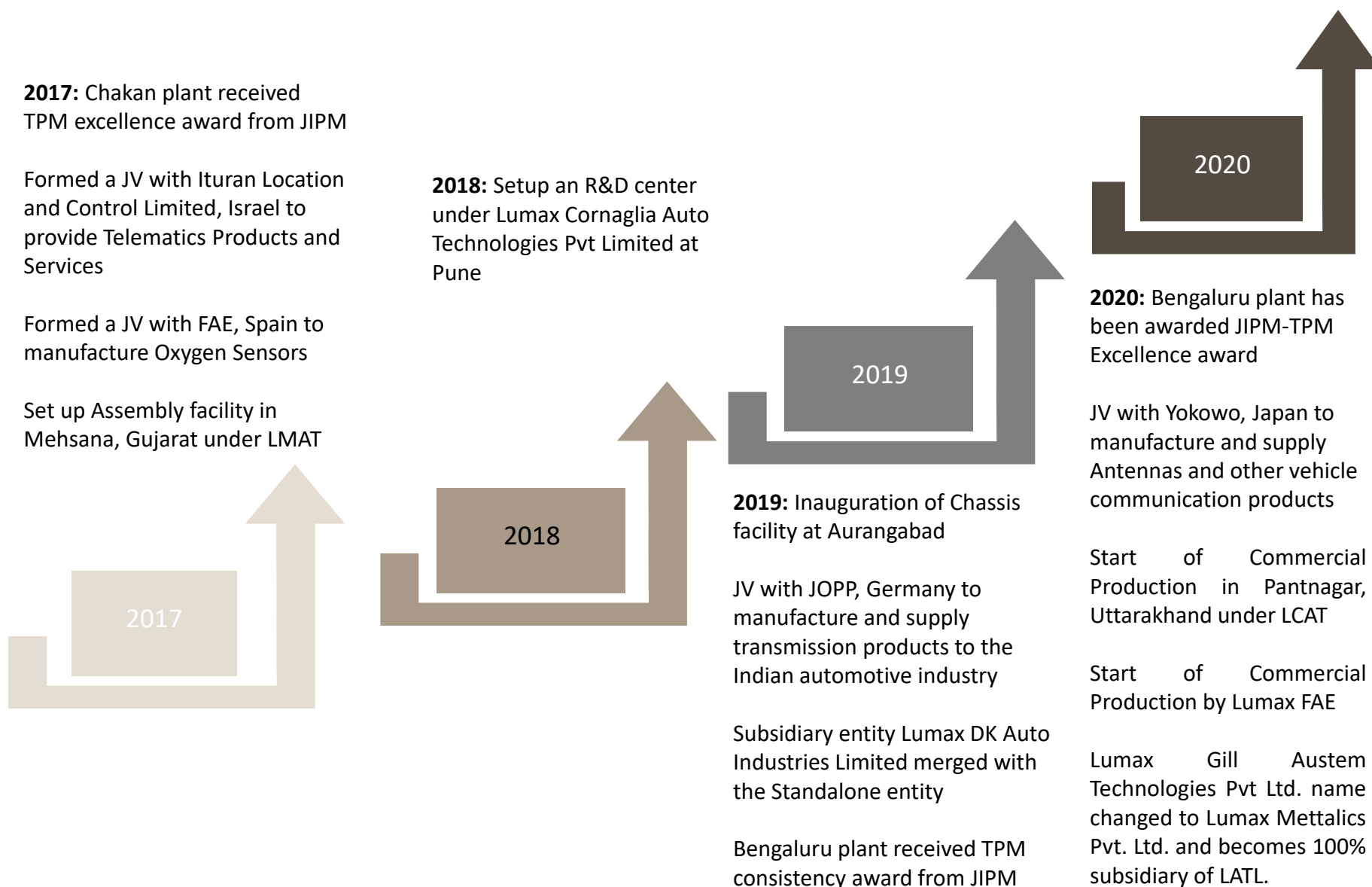
Milestones



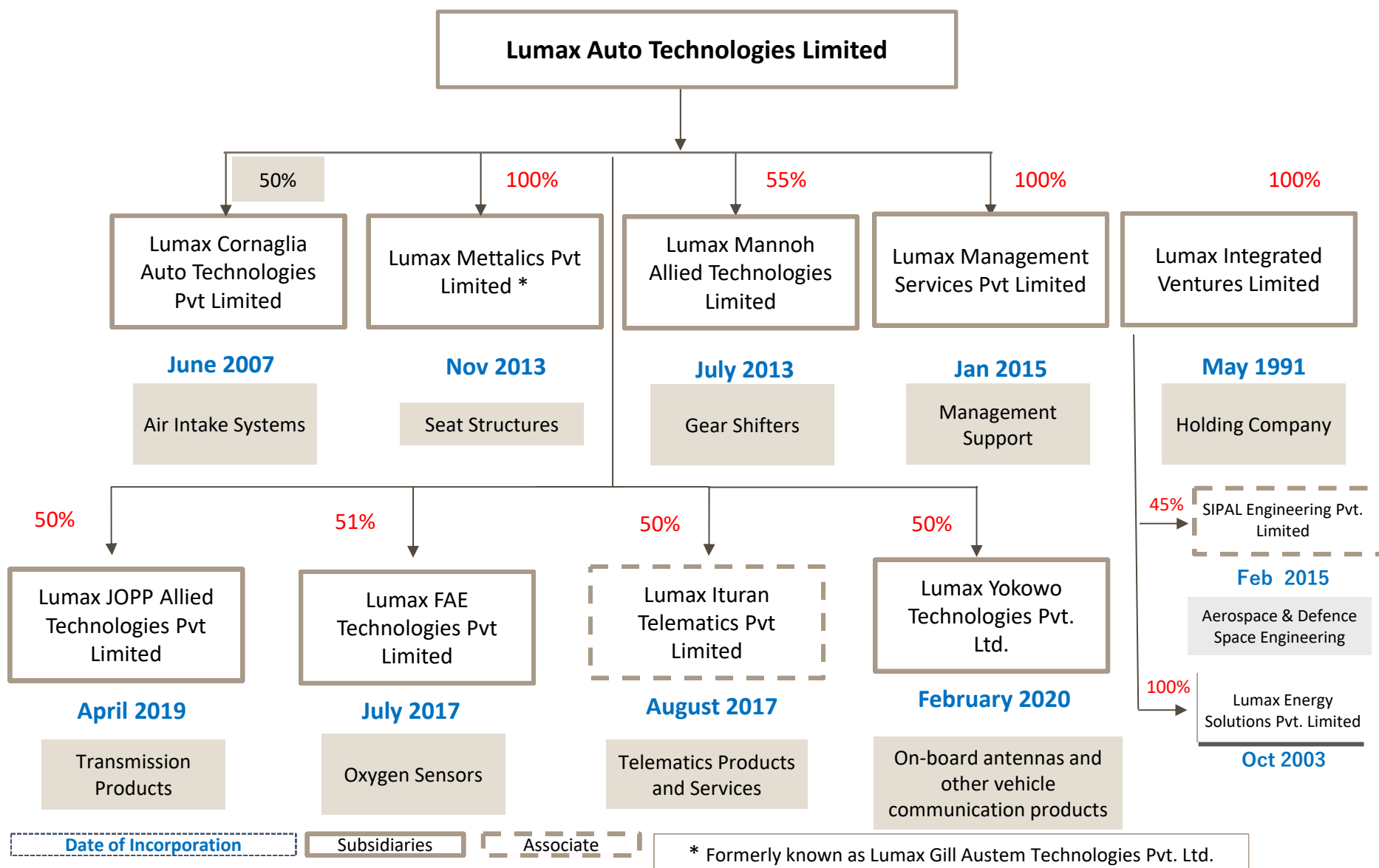
Milestones



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



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

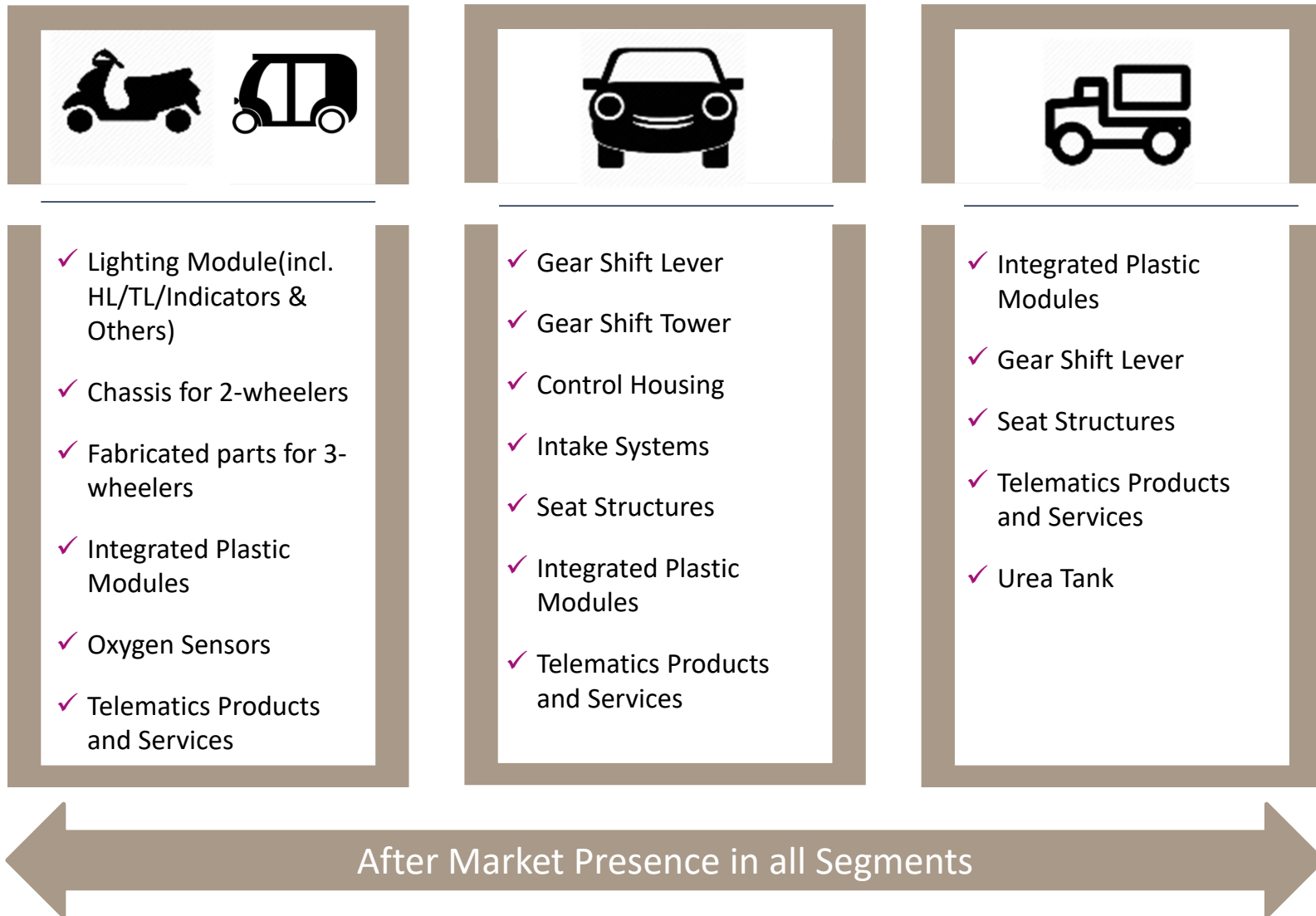


Japan

JV for Antennas & other Vehicle Communication Products

2020

Cater to Diversified Segments



Key Customer Relationships



Four Wheeler



ŠKODA



Tier 1



Commercial Vehicle



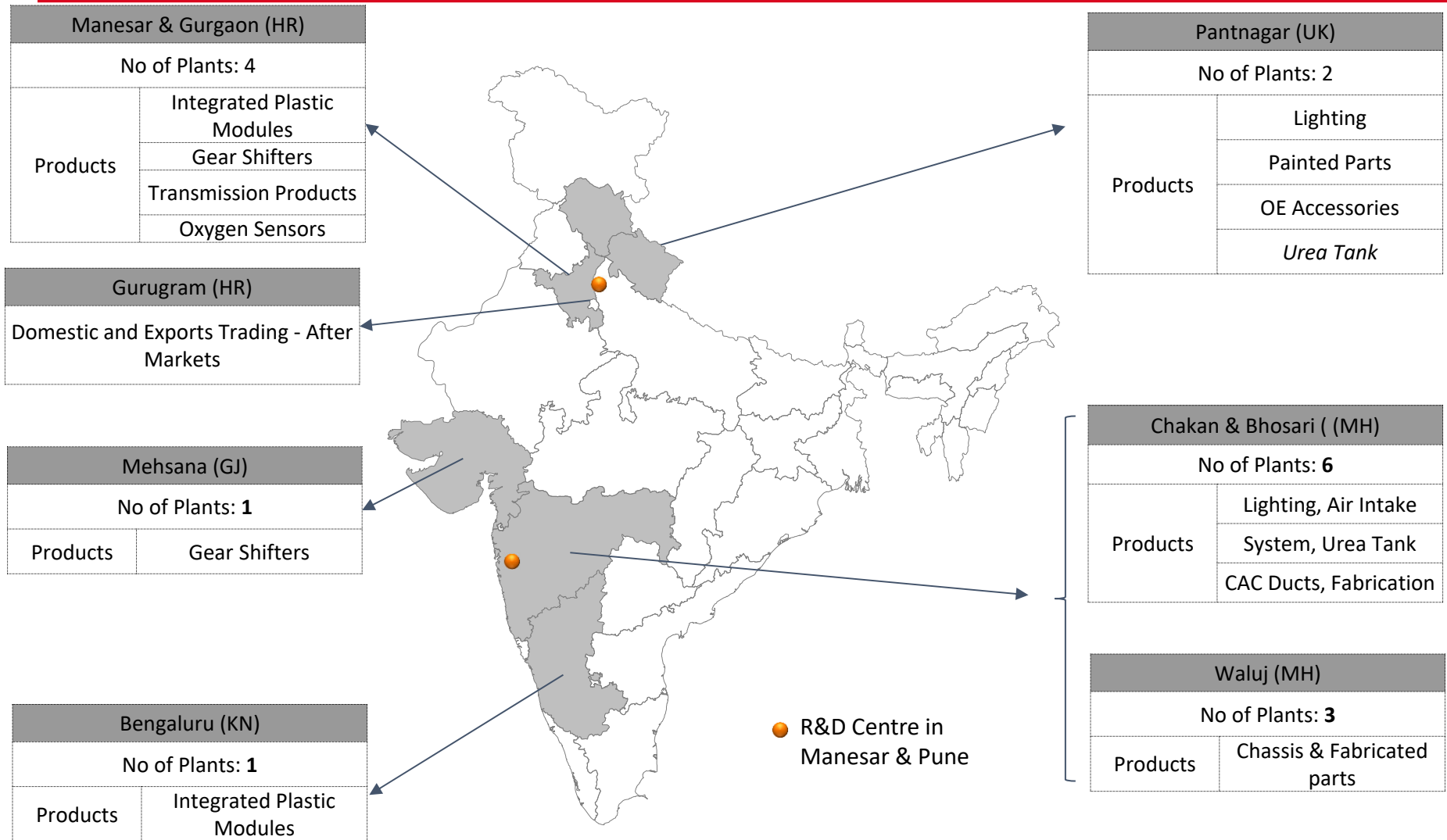
Two Wheeler



Export

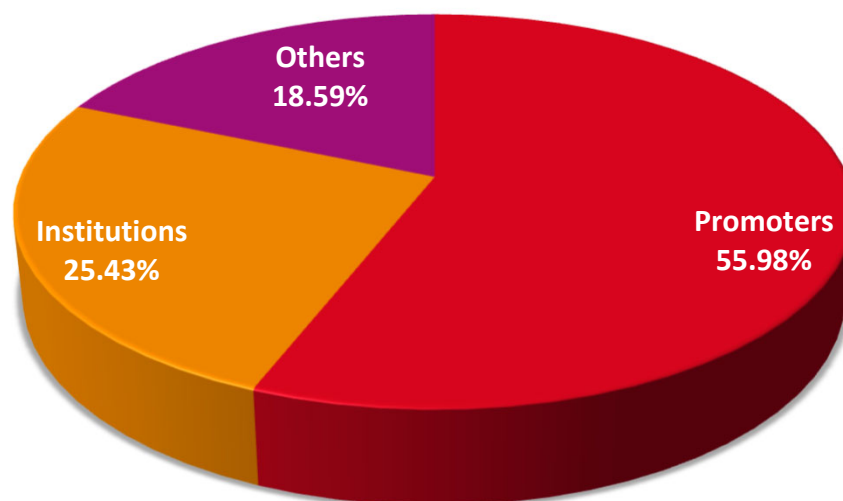


Strategic Locations Close to Customers



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

Emission 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

Experienced Promoters



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 42 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 46 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 71 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



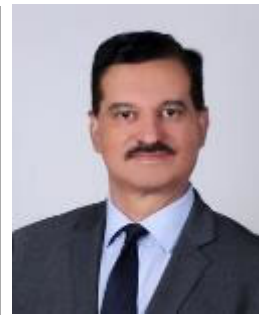
Mr. Milap Jain

- He is 70 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 51 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 63 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 83 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: 54 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



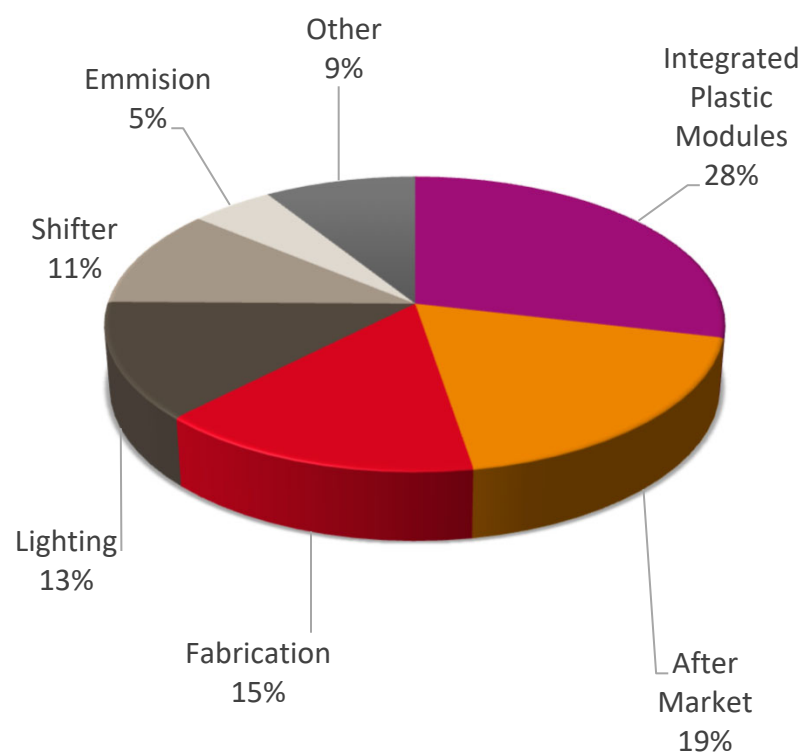
Financial Performance



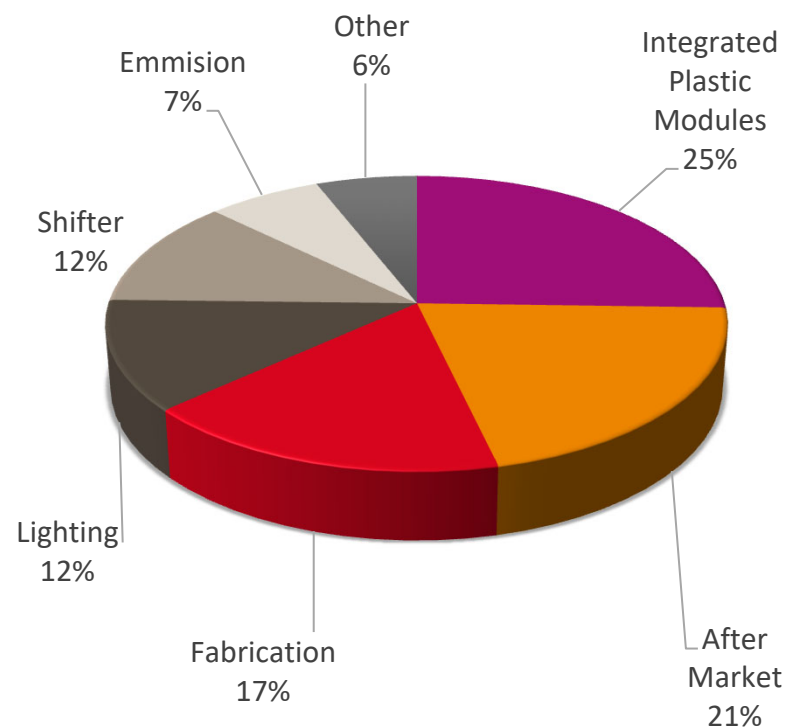
Product-wise Revenue Q4 FY21



Product-wise Revenue mix Q4 FY20
(Rs. 273 Crores)



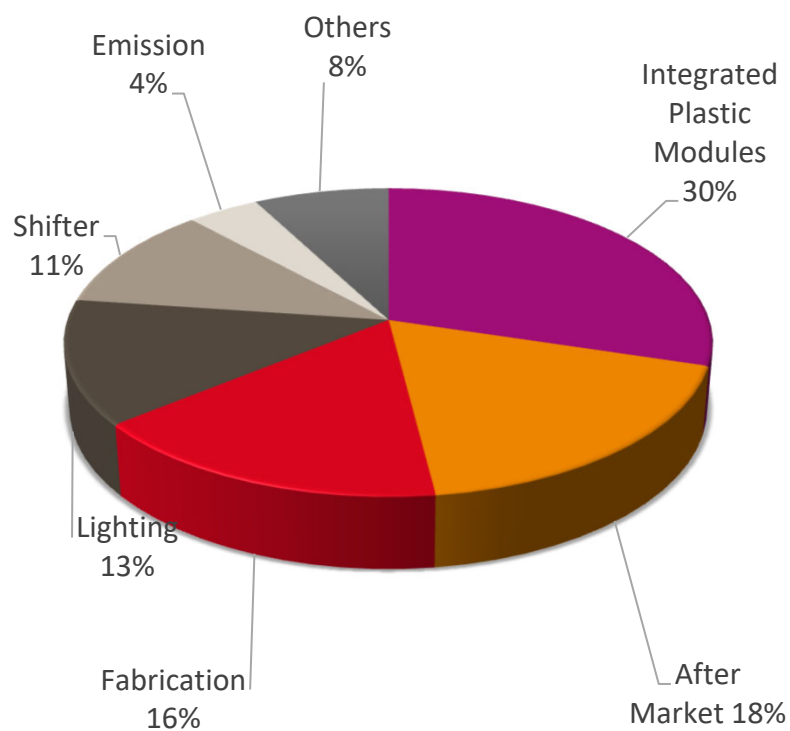
Product-wise Revenue mix Q4 FY21
(Rs. 388 Crores)



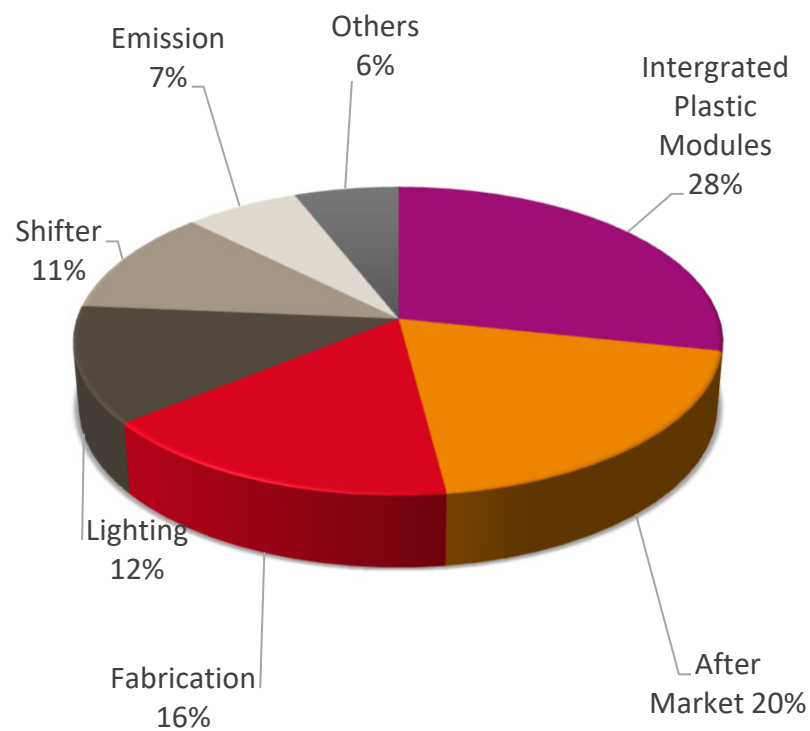
Product-wise Revenue FY21



Product-wise Revenue mix FY20
(Rs. 1,141 Crores)



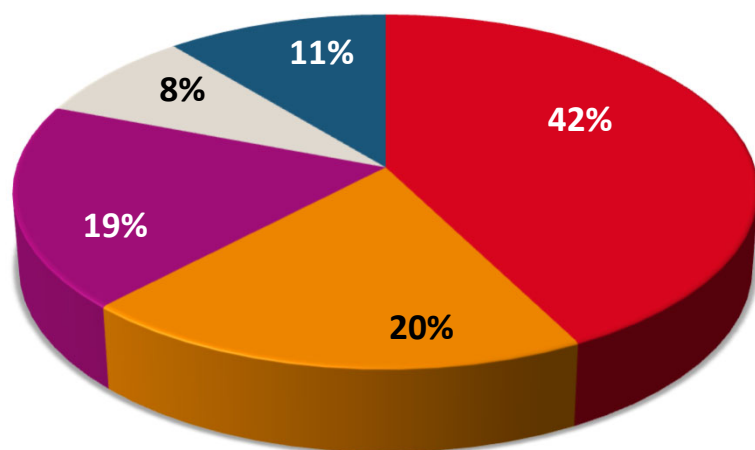
Product-wise Revenue mix FY21
(Rs. 1,108 Crores)



Segmental Revenue Break-Up Q4 FY21: Category

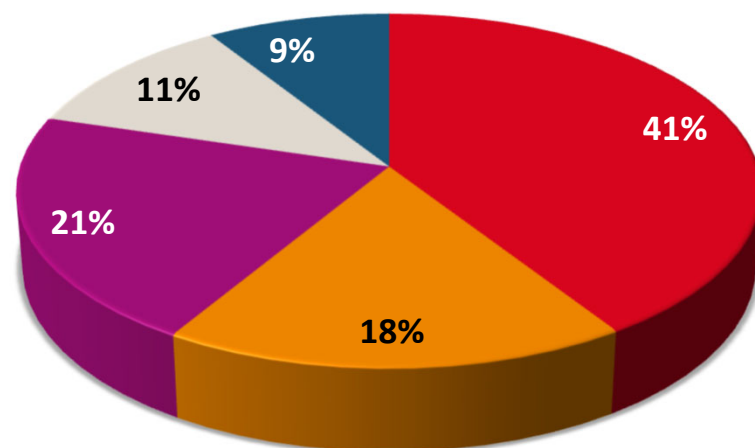


Category Q4 FY20
(Rs. 273 Crores)



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

Category Q4 FY21
(Rs. 388 Crores)

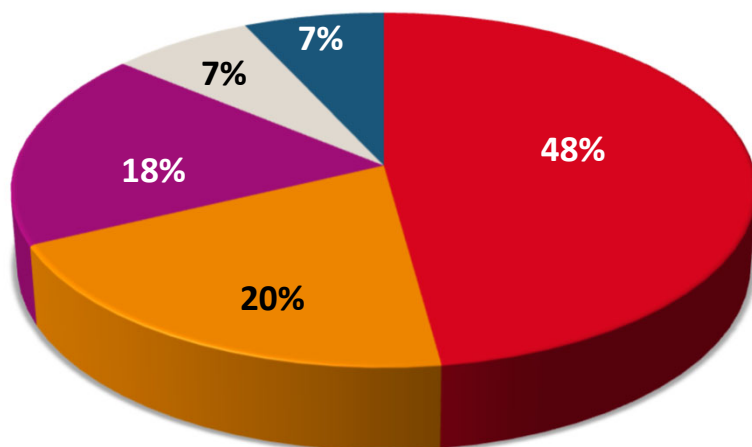


■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

Segmental Revenue Break-Up FY21: Category

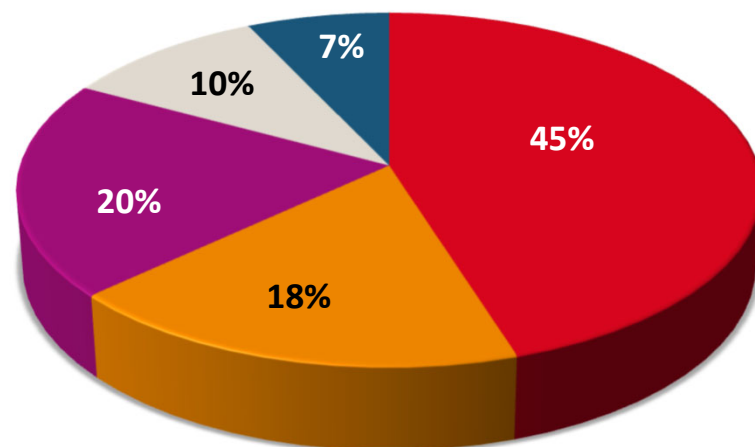


Category FY20
(Rs. 1,141 Crores)



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

Category FY21
(Rs. 1,108 Crores)

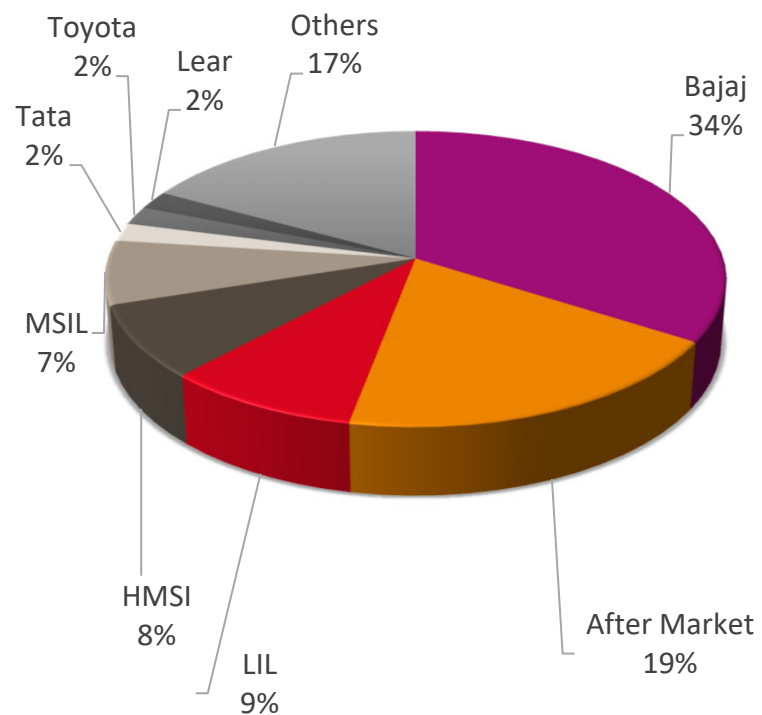


■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

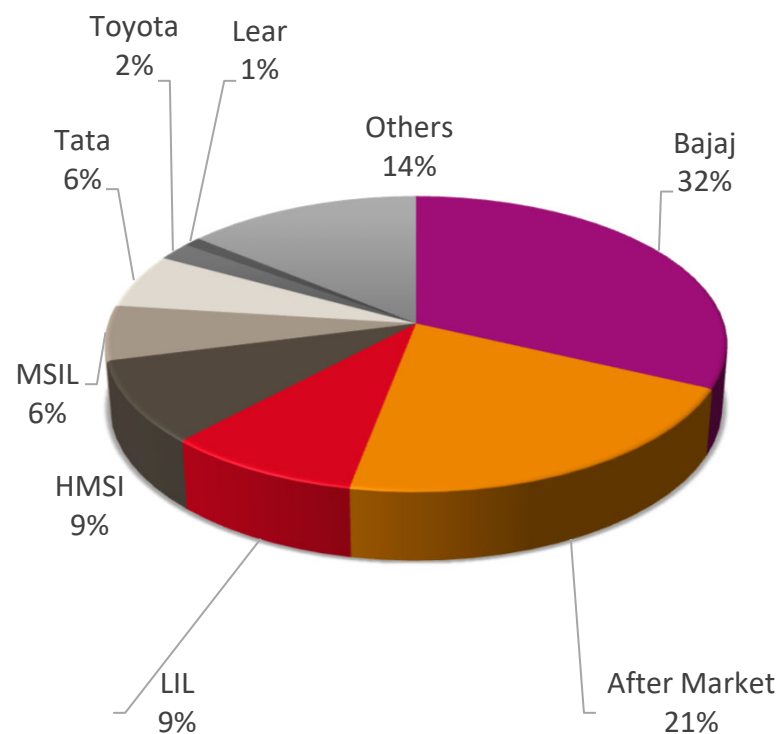
Customer wise – Revenue Q4 FY21



Customer wise Q4 FY20
(Rs. 273 Crores)



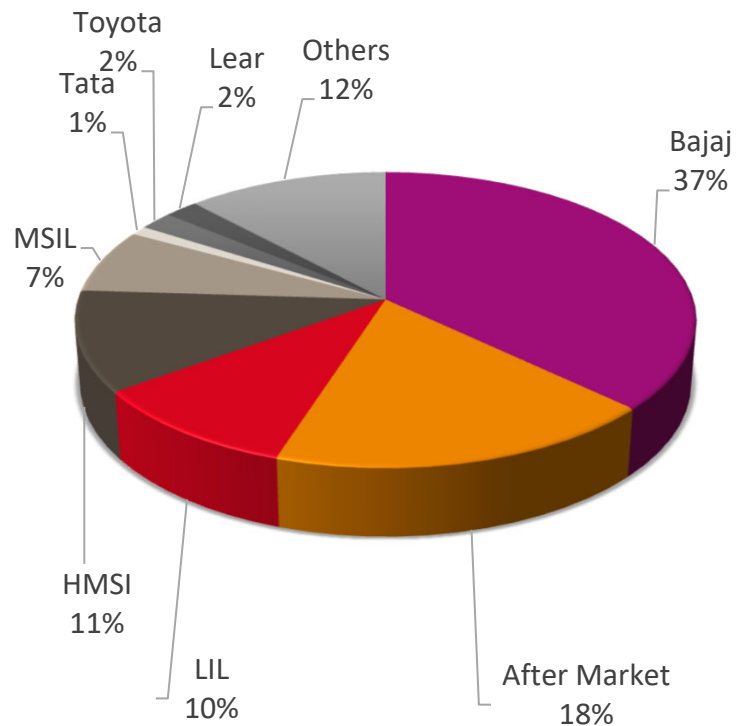
Customer wise Q4 FY21
(Rs. 388 Crores)



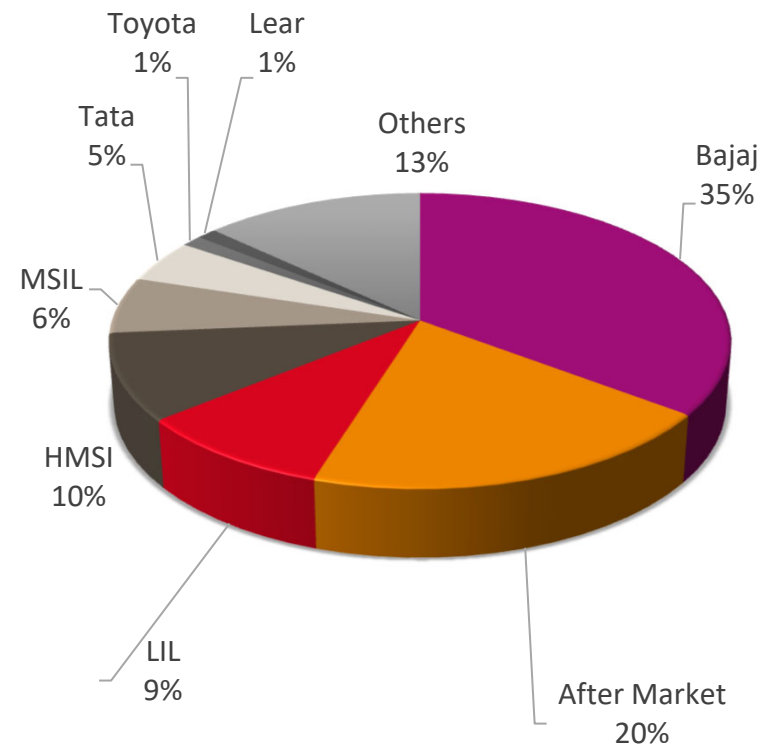
Customer wise – Revenue FY21



Customer wise FY20
(Rs. 1,141 Crores)



Customer wise FY21
(Rs. 1,108 Crores)

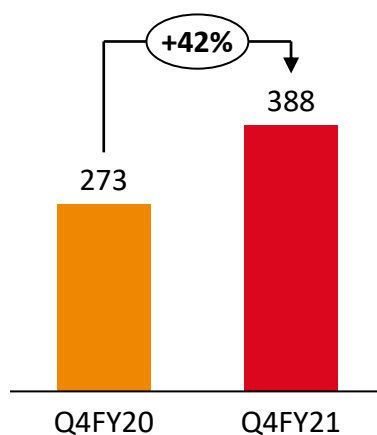


Consolidated Quarterly Performance Highlights

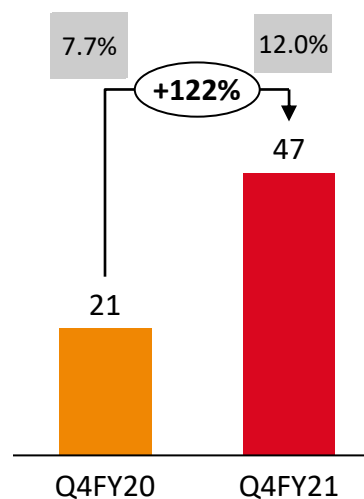


Y-o-Y Performance

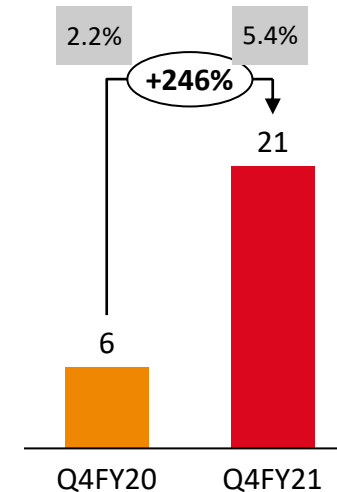
Revenue



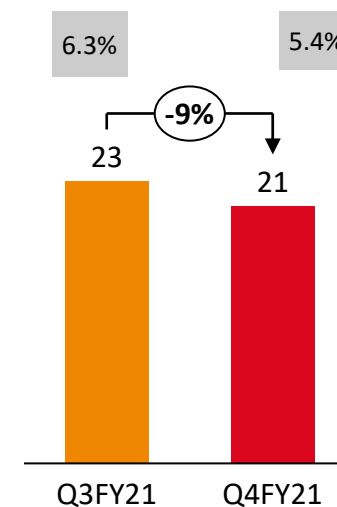
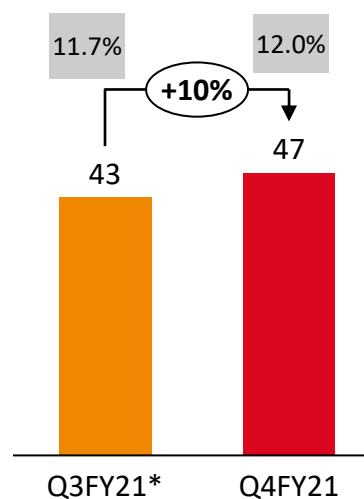
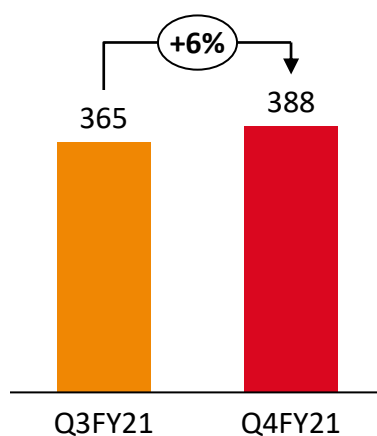
EBIDTA



PAT



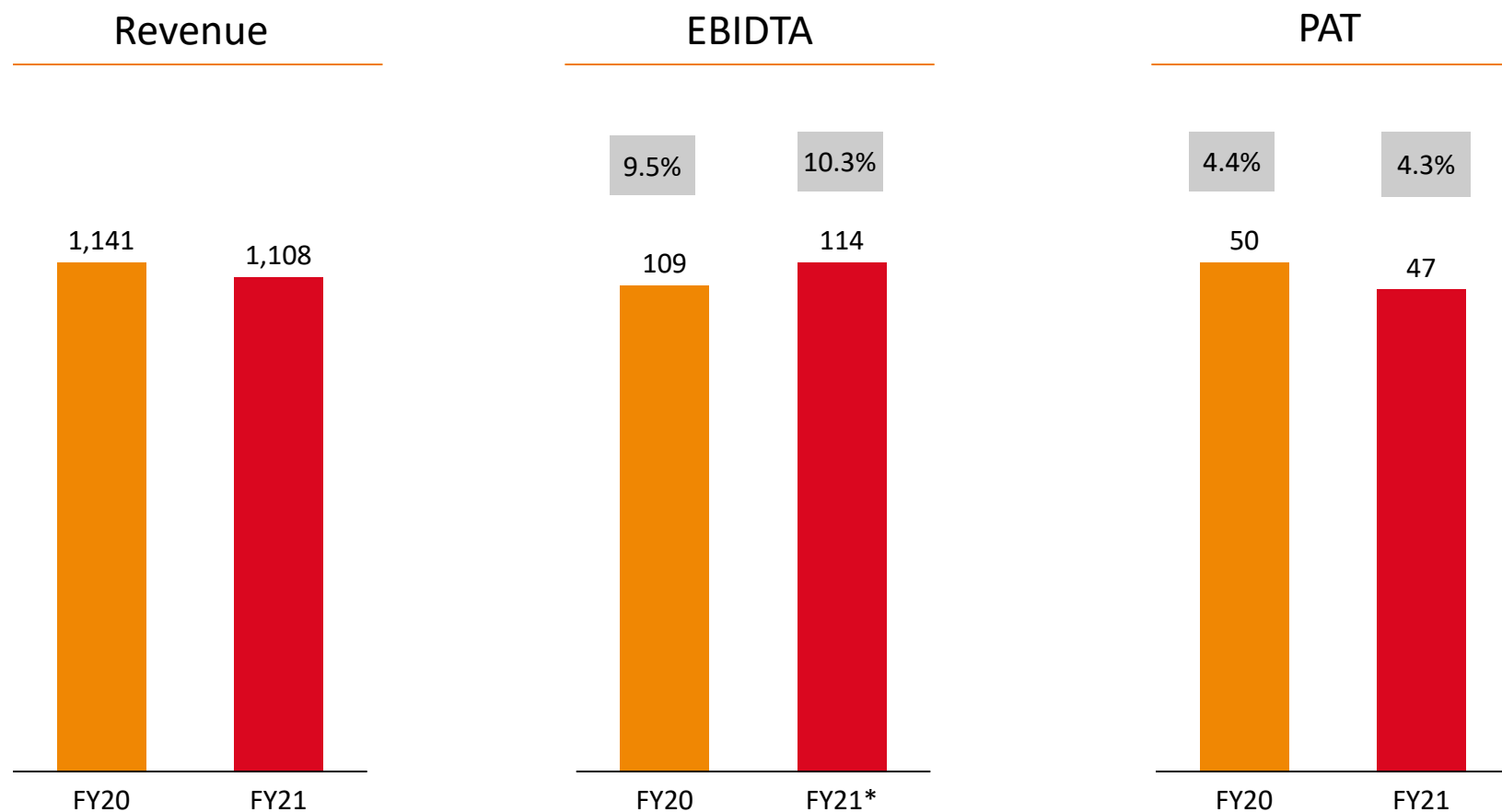
Q-o-Q Performance



Rs. Crores

*Q3FY21 EBITDA: Excluding gain on sale of property – Rs. 2.22 crores excluded from Other Income

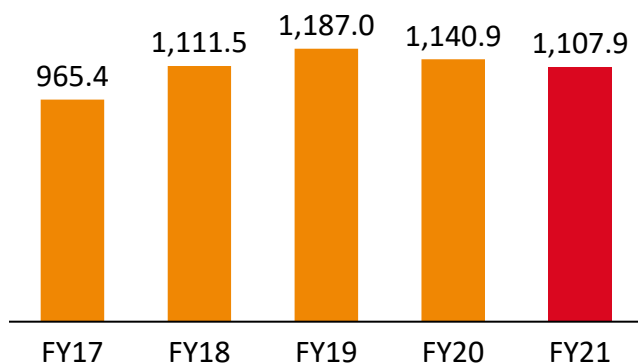
FY21 Highlights - Consolidated



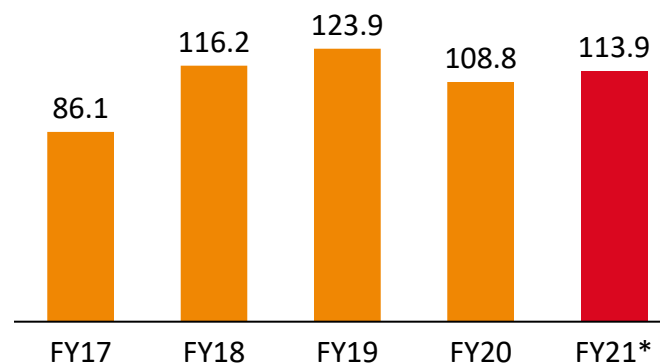
Strong historical financial performance



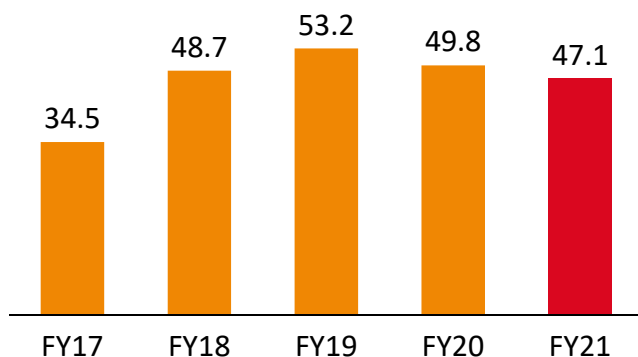
Revenue



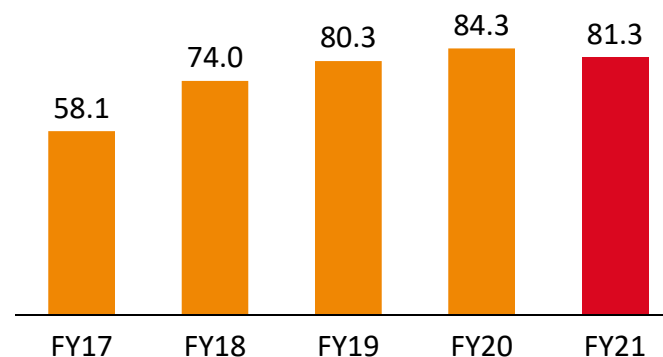
EBITDA[^]



PAT After MI



Cash PAT



Financials as per IND AS

Consolidated

Rs. Crores

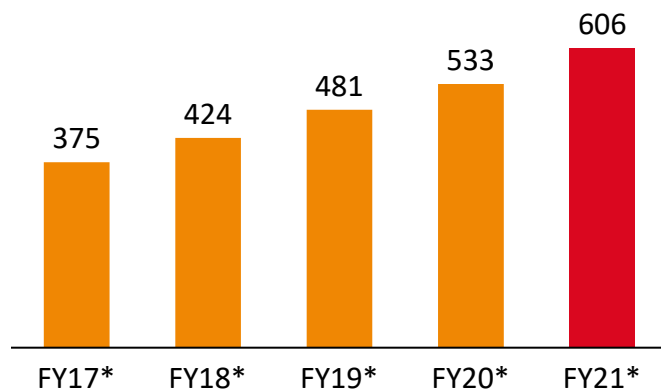
[^]EBITDA includes share of profits from JV's & other income

* FY21 EBITDA: Excluding gain on sale of property – Rs. 2.22 crores excluded from Other Income

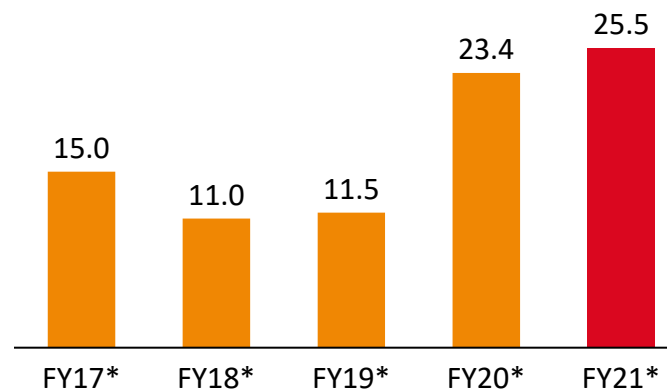
Expansion funded through Internal Accruals



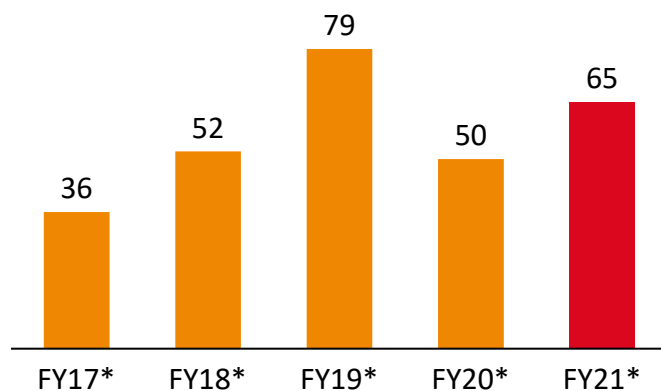
Gross Block



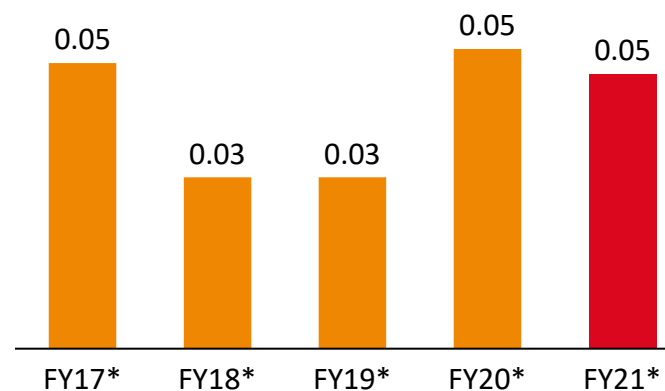
Long Term Loan



Capex



Long Term Debt / Equity



Consolidated

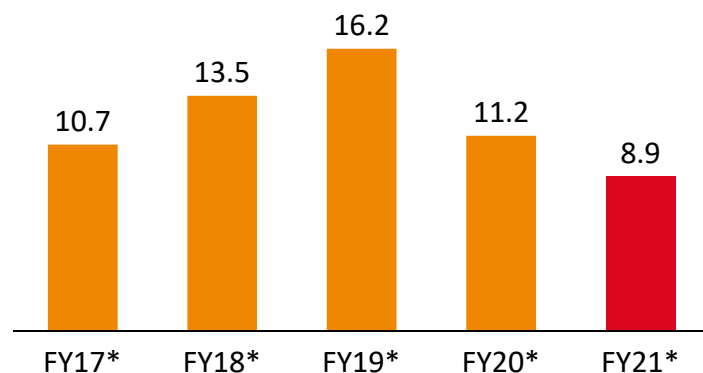
Rs. Crores

* Financials as per IND AS

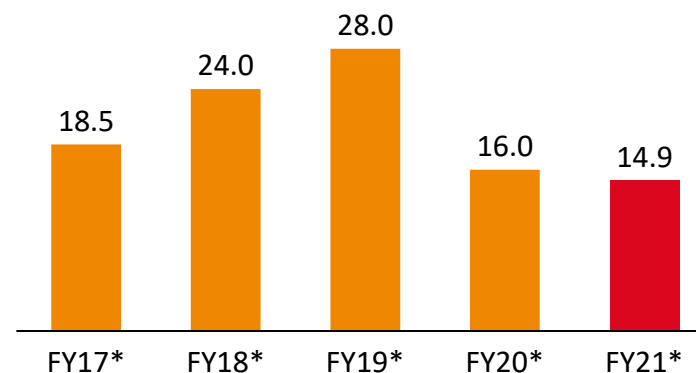
Return Ratios



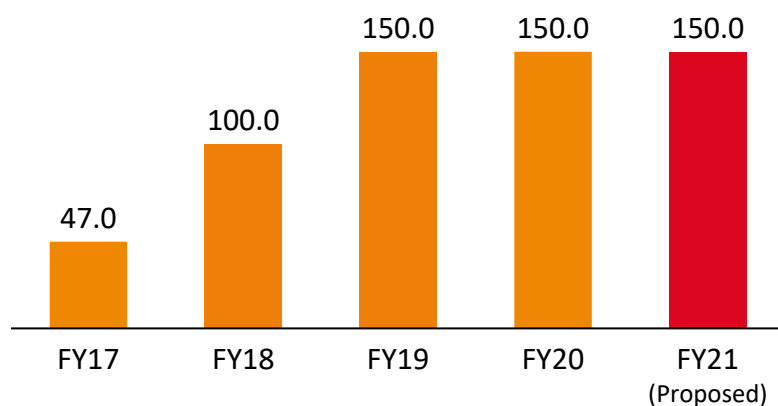
ROE (%)



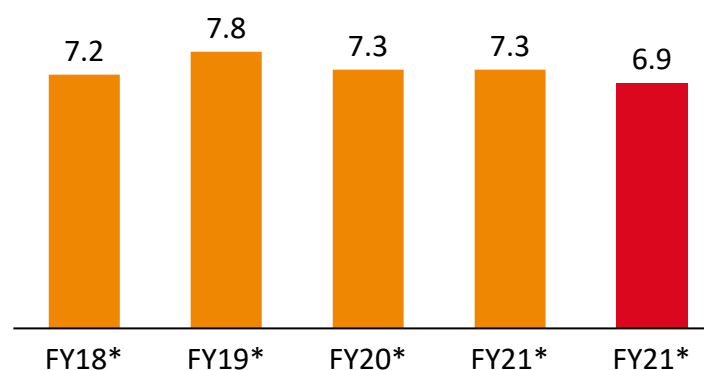
ROCE (%)



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 P&L Statement



Particulars (Rs. in Crores.)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue	388.0	272.7	42%	1,107.9	1,140.9	-3%
Raw Material Consumption	264.1	184.4		750.7	772.4	
Employee Expenses	40.3	32.0		132.4	134.8	
Other Expenses	40.8	41.7		126.8	142.8	
Other Income	4.0	6.5		18.2*	18.1	
Profit of JV	-0.1	-0.2		-0.1	-0.3	
EBITDA	46.6	21.0	122%	116.1	108.8	7%
EBITDA %	12.0%	7.7%		10.5%	9.5%	
Depreciation	9.2	8.3		34.2	34.5	
Finance Cost	2.0	2.4		9.8	9.6	
Profit Before Tax Before Excpetional Items	35.5	10.3	245%	72.1	64.7	12%
Exceptional Item Gain/(Loss)	-0.6	0.0		-0.6	0.0	
Profit Before Tax	34.8	10.3	239%	71.5	64.7	11%
Tax	9.9	4.1		20.3	13.7	
Profit After Tax (Before Minority Interest)	24.9	6.2	299%	51.2	51.0	0%
Minority Interest	3.9	0.2		4.0	1.2	
Adjusted Profit After Tax	21.0	6.1	246%	47.1	49.8	-5%
PAT Margin%	5.4%	2.2%		4.3%	4.4%	
EPS	3.08	0.89		6.91	7.30	

*FY21 EBITDA includes gain on sale of property – Rs. 2.22 crores (part of Other income)

Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-21	Mar-20
Non-current assets		
Property, plant and equipment	331.54	307.42
Capital work-in-progress	9.33	20.74
Investment Property	17.59	18.16
Right-to-use asset	28.10	27.34
Goodwill	0.17	0.17
Other Intangible assets	3.33	1.95
Investment in Jointly controlled Entities	1.02	0.75
Financial assets		
Investments	89.40	50.14
Loans	6.23	5.81
Others	-	1.50
Income Tax Assets	0.46	3.22
Other non-current assets	15.67	16.60
Deferred Tax Assets (net)	0.09	1.00
Assets held for Sale	0.00	0.00
Sub-total - Non-Current Assets	502.93	454.80
Current assets		
Inventories	83.59	64.43
Financial assets		
Loans	0.60	0.81
Investments	40.35	11.31
Trade receivables	222.98	192.77
Cash and cash equivalents	16.66	36.96
Bank balances other than Cash	81.30	66.66
Other Financial Assets	12.68	1.95
Other current assets	28.57	27.94
Assets held for Sale	-	3.66
Sub-total - Current Assets	486.73	406.49
TOTAL - ASSETS	989.66	861.29

EQUITY & LIABILITIES	Mar-21	Mar-20
Equity		
Equity Share capital	13.63	13.63
Non Controlling Interest	40.37	42.14
Other equity	517.09	432.53
Sub-total - Shareholders' funds	571.09	488.30
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	5.52	16.76
Provisions	6.31	5.46
Other Non Current Liabilities	18.68	21.35
Deferred tax liabilities (net)	14.06	13.72
Sub-total - Non-current liabilities	44.57	57.30
Current liabilities		
Financial liabilities		
Borrowings	46.84	71.52
Trade payables	204.79	157.39
Other financial liabilities	52.57	39.16
Provisions	15.44	11.88
Other current liabilities	51.69	35.74
Current tax liabilities	2.67	0.00
Sub-total - Current liabilities	374.00	315.70
TOTAL - EQUITY AND LIABILITIES	989.66	861.29

Consolidated Cash Flow Statement



Particulars (Rs in Cr)	FY21	FY20
Proftt before tax from continuing opetations	71.5	64.7
Profit before tax from discontinued operations	0.0	9.5
Adjustments	31.2	36.0
Operating profit before working capital changes	102.7	110.2
Changes in working capital	10.0	-14.1
Cash generated from operations	112.7	96.1
Direct taxes paid (net of refund)	-14.5	-19.9
Net Cash from Operating Activities	98.2	76.2
Net Cash from Investing Activities	-75.8	-31.9
Net Cash from Financing Activities	-42.6	-33.3
Net Change in cash and cash equivalentents	-20.3	10.9
Opening Cash Balance	37.0	26.0
Closing Cash Balance	16.7	37.0



Awards & Recognitions



Awards & Recognition



Lumax Metallic Private Limited, Pune won the Gold Award in the category Excellence in HSE – Small at the ACMA Excellence Awards 2020 in February 2021.



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.

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



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.



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

Awards & Recognition

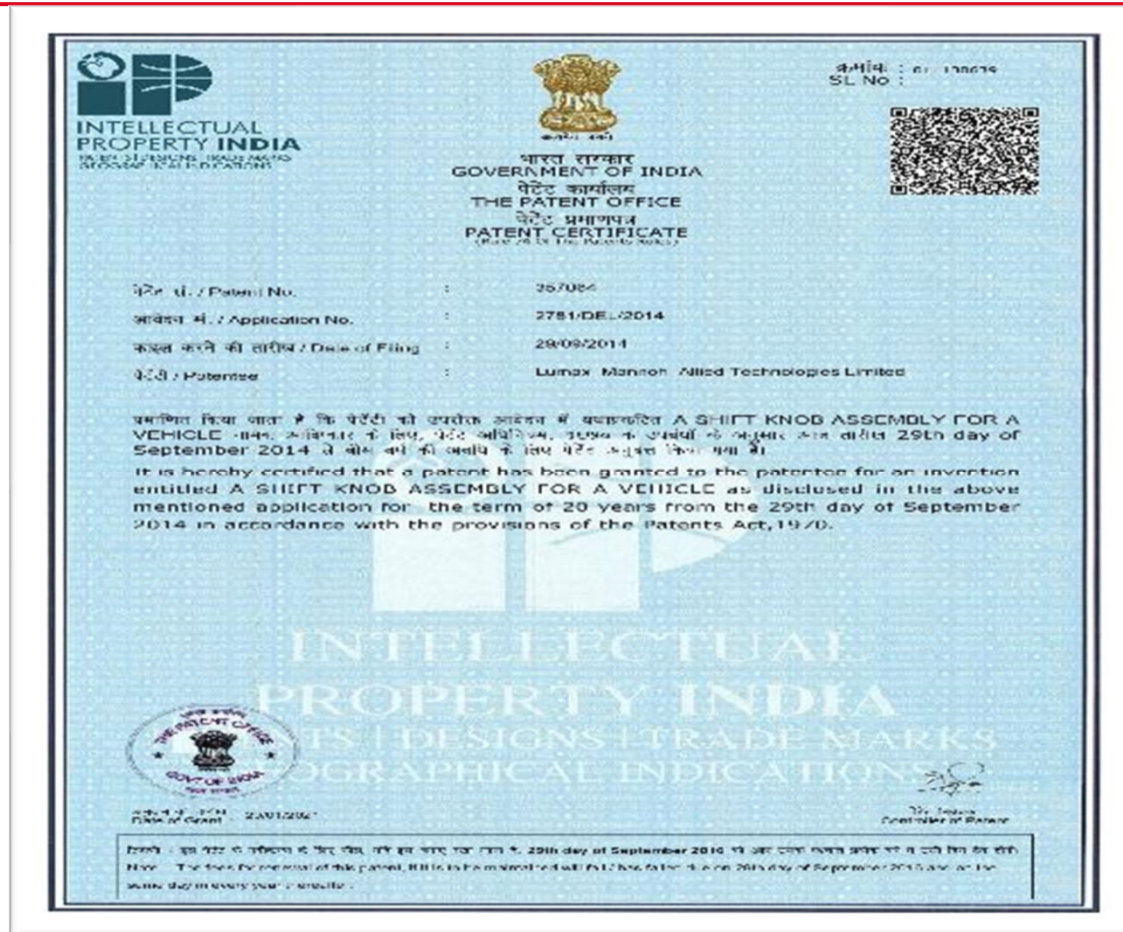


Won the prestigious Gold award for Top 100 best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2018-19



Won the prestigious Platinum award for best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2019-20

Awards & Recognition



Lumax Mannoh Allied Technologies 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



CSR Initiatives



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:

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