

LATL:CS:IP:2022-23

May 12, 2022

BSE Limited	The National Stock Exchange of India Limited
Listing & Compliance Department	Listing & Compliance Department
Phiroze Jeejeebhoy Towers,	Exchange Plaza, C-1 Block G,
Dalal Street, Mumbai - 400001	Bandra Kurla Complex,
	Bandra (E), Mumbai – 400051
Security Code : 532796	Symbol: LUMAXTECH

Subject: Investor Presentation for the 4th Quarter and Year ended March 31, 2022

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4th Quarter and Year ended March 31, 2022.

The same shall also be made available on the website of the Company 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 Stated above



Haryana, India





Lumax Auto Technologies Limited

Investor Presentation – Q4 FY21-22



Safe Harbor



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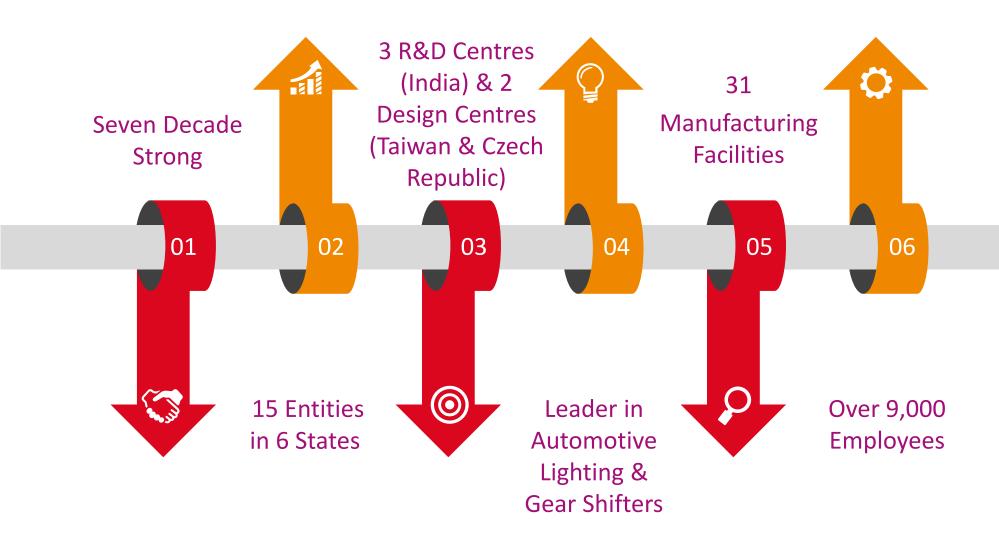


Lumax-DK Jain Group



Lumax-DK Jain Group







Two Listed Entities



Lumax Industries Limited

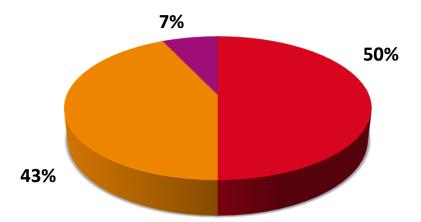
Products & Services

End-to-end Automotive Lighting Solutions

HVAC Panels and other electronic components

Partnerships

- Stanley Japan
- SL Corporation Korea



Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis, 2/3-wheeler Lighting, Gear Shifters, Emission systems, Transmission Products, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas, Electric devices and components including software related to automotive industry

Partnerships

- Cornaglia Italy
- Mannoh Japan
- Ituran Israel
- FAE Spain

- Jopp Germany
- Yokowo Japan
- Alps Alpine Japan

Lumax Industries Limited

■ Lumax Auto Technologies Limited

■ Other Entities



Purpose, Vision & Values



We deliver PRIDE and PROGRESS with POSITIVITY



Our Group Purpose

Respect

Integrity

Passion

Excellence



Our Values

HIGH PERFORMANCE
Global Organisation in whom all stakeholders have ABSOLUTE TRUST

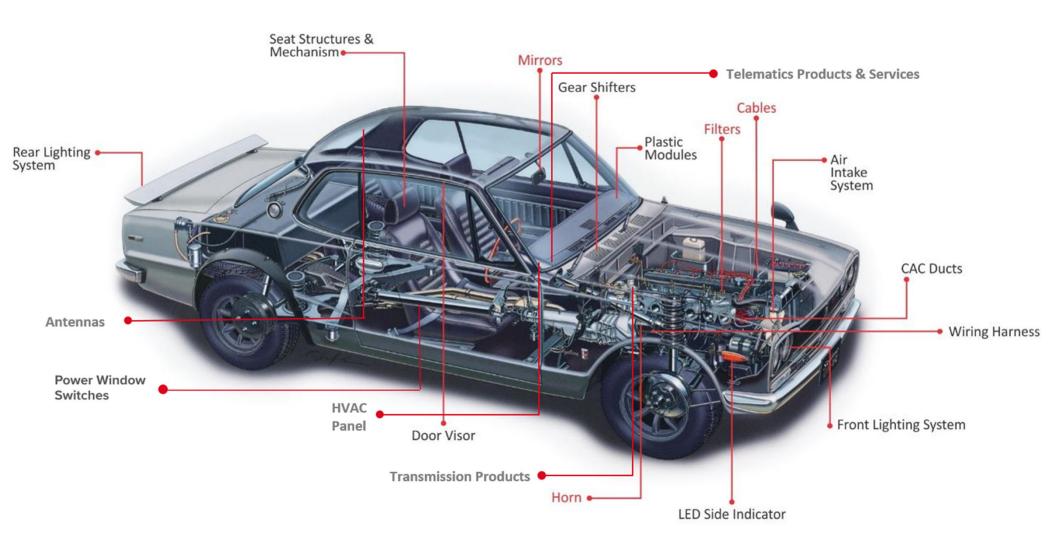


Our Vision



Diversified Product Range – 4-wheelers



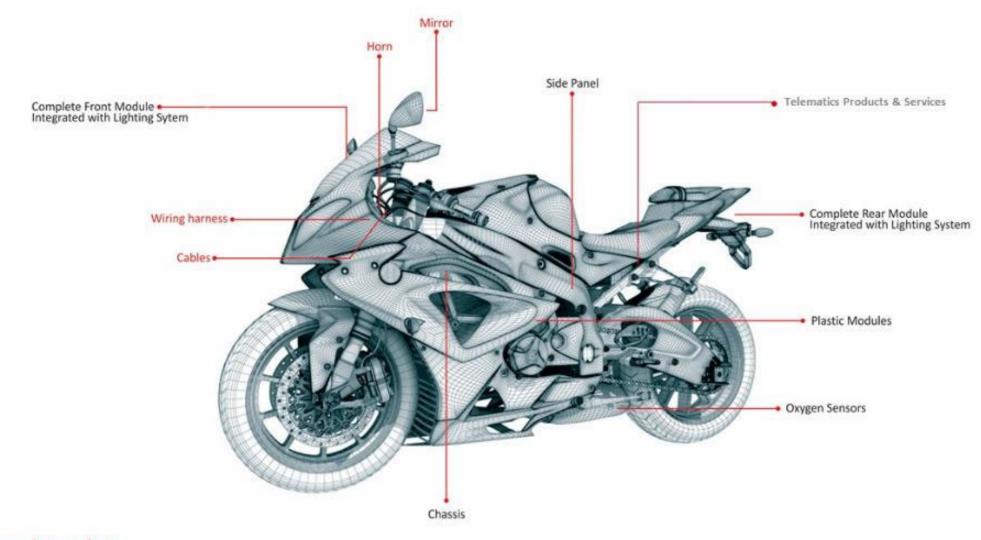


Destination Boards & Urea Tanks for Commercial Vehicle
 Aftermarket products



Diversified Product Range – 2-wheelers



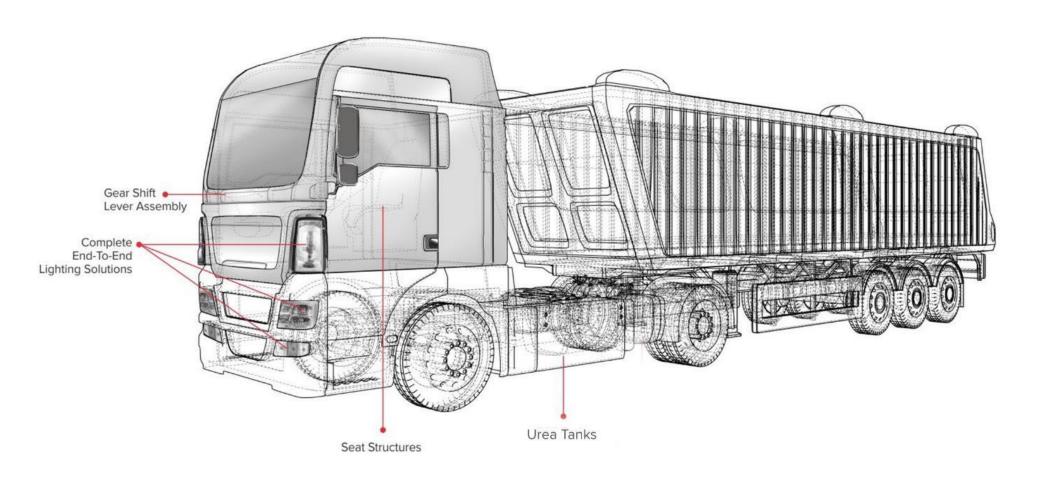


Aftermarket products



Diversified Product Range – Commercial Vehicles







Diversified Product Range – Farm Equipment Sector (FES)

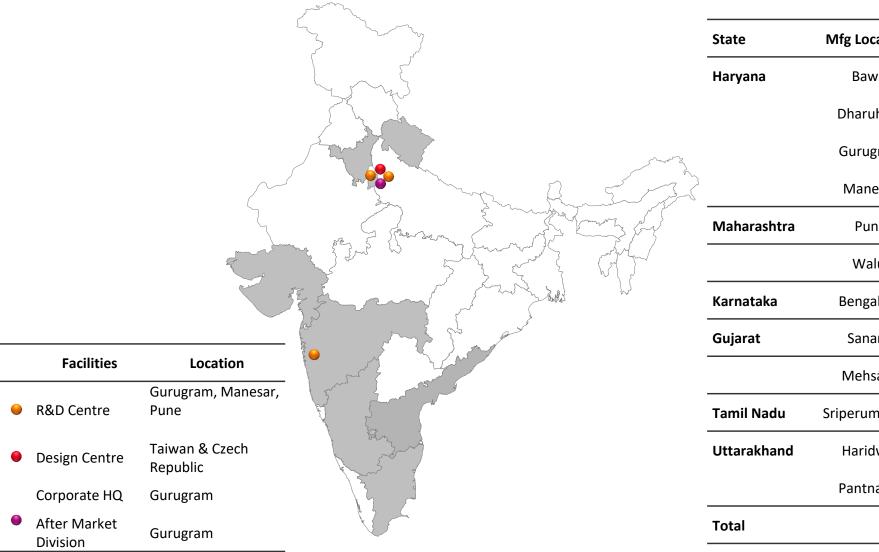






31 Locations close to Customers





State	Mfg Locations	#
Haryana	Bawal	2
	Dharuhera	1
	Gurugram	4
	Manesar	3
Maharashtra	Pune	8
	Waluj	2
Karnataka	Bengaluru	2
Gujarat	Sanand	2
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Total		31

31 Plants in 6 States

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



Fostering Partnerships to Deliver Excellence



TANLEY

Japan

Relationship Since 1984

JV for lighting, HVAC panels and other electronics

37.5% in Lumax Industries Ltd.



Korea

Relationship Since 1997

JV for lighting and other automotive parts

78.72% in SL Lumax Ltd.



Italy

Relationship Since 2007

JV for emission systems

50% in Lumax Cornaglia Auto **Technologies Pvt. Ltd.**



Japan

Relationship Since 2008

JV for gear shifters

45% in Lumax Mannoh Allied **Technologies Ltd.**



Israel

Relationship Since 2017

JV for sale of telematics products and services

50% in Lumax Ituran **Telematics Pvt. Ltd.**



Spain

Relationship Since 2017

JV for oxygen sensors

16% in Lumax FAE

Technologies Pvt. Ltd.



Germany

Relationship Since 2019

JV for manufacture and supply of transmission products

50% in Lumax Jopp Allied **Technologies Ltd.**



Japan

Relationship Since 2020

JV for manufacture and supply of antennas & other vehicle communication products

50% in Lumax Yokowo Technologies Pvt. Ltd.



Japan

September 2021

JV for manufacture and supply of electric devices and components 50% in Lumax Alps Alpine India Pvt. Ltd.



Relationships with Diversified Customers



Two Wheeler



















Tier 1









Four Wheeler











ŠKODA













Commercial Vehicle





















Relationships with Diversified Customers



Tractor/FES

MahindraRise.













Export



















... Strong After Market Exports Presence







Driving Growth through Diversified Products





Competitive Strengths



Evolving with Our Partners

Lumax Brand

Customer Outreach

Partnered with international automotive

Credible LUMAX Brand

Strong OEM presence
Over 300 Channel Partners

leaders to reinforce









R&D Centre





Manufacturing

Capabilities

- Company's plants are certified under ISO 14001 Standards for Environment Management Systems (EMS)
- Plants equipped with Energy Conservation Equipment
- Plants of the Company have received awards for Quality initiatives in various forums

Award

- Several awards from different customers for meeting and exceeding their targets
- Govt certified R&D center
- Frontrunner in the R&D, technology, and innovation space

Diversified Product Portfolio

Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Emission Systems, Seat Frames, Aftermarket, Oxygen sensors, Telematics Products, Antennas & other vehicle communication products, Electric devices & components



Milestone



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

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

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

2006: Name of the company was changed to Lumax Auto Technologies Limited

2013: Setup a plant at Narsapur, Karnataka to manufacture Moulded parts; 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: Setup another Robotic Motorcycle Chassis plant in Waluj, Maharashtra; Formed JV with Sipal, Italy for Aerospace & Defence Engineering services

2020: JV with Yokowo, Japan to manufacture and supply Antennas and other vehicle communication products. Start of Commercial Production in Pantnagar, Uttarakhand under LCAT.

Start of Commercial Production by Lumax FAE

Lumax Gill Austem Technologies Pvt Ltd. name changed to Lumax Mettalics Pvt. Ltd. and becomes 100% subsidiary of LATL

2021: Start of commercial production of JV with Alps Alpine to manufacture and sell electric devices and components including software related to the automotive industry





2007: Setup Seat frame manufacturing plant in PCNTDA, Bhosari, Maharashtra.

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

Listed on Stock Exchange

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

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

2012: Setup the first Robotic Motorcycle Chassis plant in Waluj, Maharashtra



2017: 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

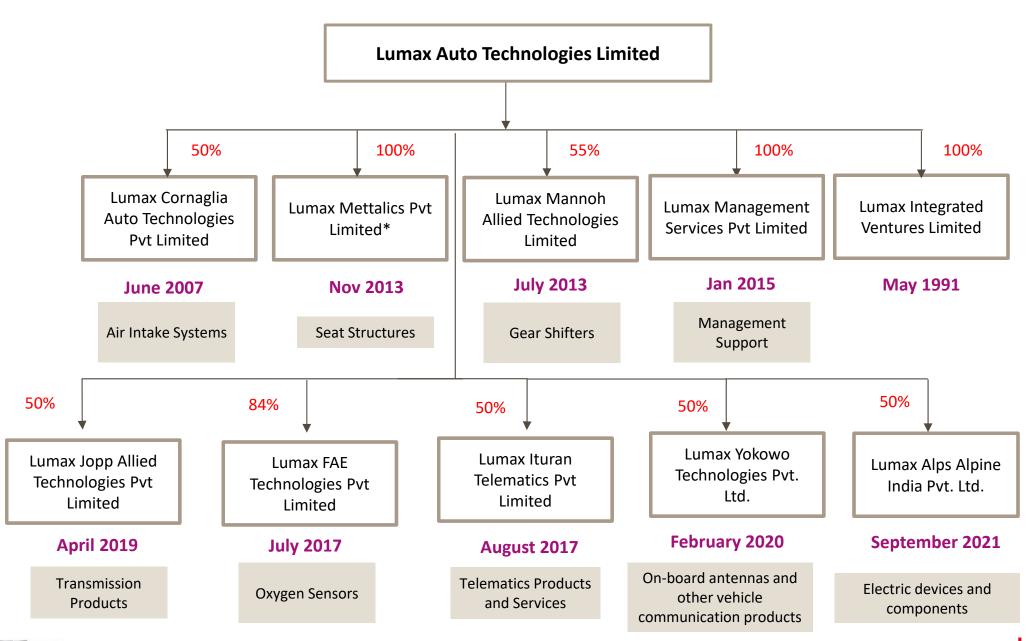
JV with JOPP, Germany to manufacture and supply transmission products





Well defined Corporate Structure





Fostering Partnerships to Deliver Excellence





Italy

Relationship Since 2007 JV for emission systems 50% in Lumax Cornaglia Auto **Technologies Pvt. Ltd.**



Israel

Relationship Since 2017

JV for sale of telematics products and services

50% in Lumax Ituran Telematics Pvt. Ltd.

MANNOH

Japan

Relationship Since 2008 JV for gear shifters 45% in Lumax Mannoh Allied **Technologies Ltd.**



Spain

Relationship Since 2017

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16% in Lumax FAE Technologies Pvt. Ltd.



yokowo

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ALPS/ILPINE

Japan

September 2021

Ltd.

JV for manufacture and supply of electric devices and components 50% in Lumax Alps Alpine India Pvt.



Cater to Diversified Segments



After Market Presence in all Segments



- Lighting Module(incl. HL/TL/Indicators & Others)
- Chassis for 2wheelers
- 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
- Antenna
- Electronic devices & components



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



Key Customer Relationships



Four Wheeler















ŠKODA







Commercial Vehicle















Export

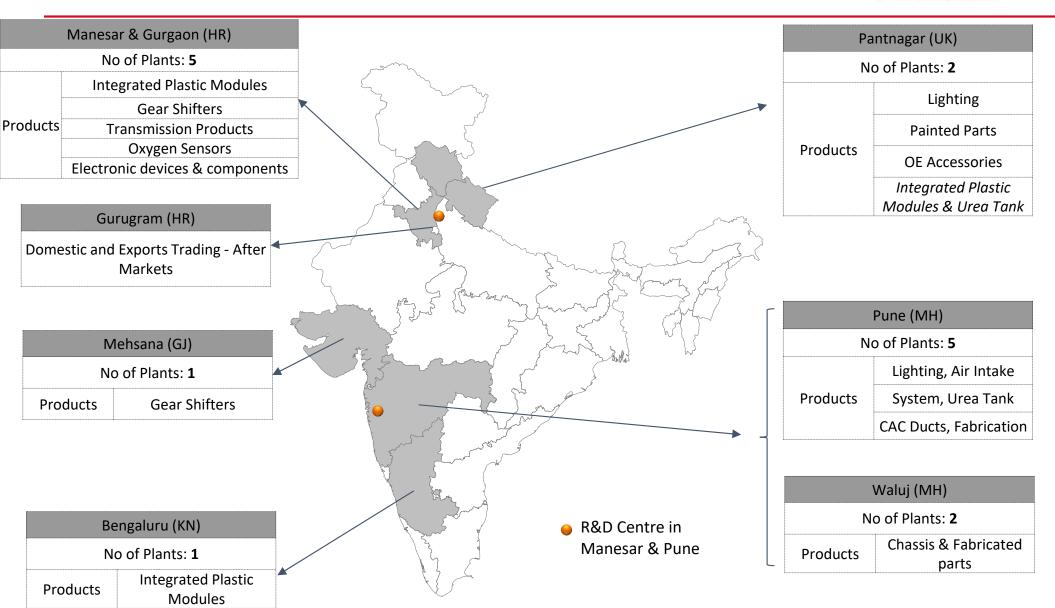






Strategic Locations Close to Customers



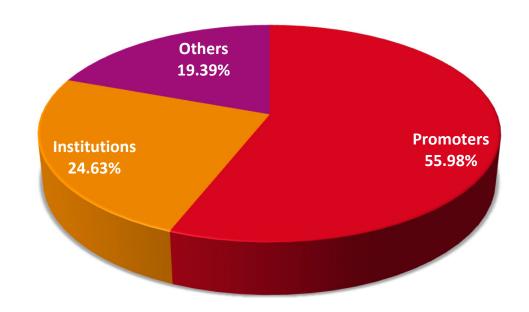


16 Plants in 5 States





Shareholding breakup





Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- He is 80 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 43 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 - 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 and Executive Council member of ACMA



Mr. Deepak Jain
Director

- He is 47 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 is the immediate Past President of ACMA, 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 also Chairman CII Northern Region -Regional Committee on Advanced
 Manufacturing and is member of Young
 President's organization and Entrepreneurs
 organization. He also holds the position of Vice
 President of Toyota Kirloskar Supplier's
 Association



Supported by Strong Independent Directors





Mr. Roop Salotra

Age: 72 years

Mechanical Engineer

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. Arun Malhotra

Age: 64 years

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. Milap Jain

Age: 71 years

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



Mr. A P Gandhi

Age: 84 years
Mechanical Engineer

He has held top leadership positions in prestigious organisations such as President at Hyundai Motors India Limited , Chief Executive – R&D at Escorts Limited & at Telco and having over 40 years of experience.



Professional & Experienced Team





Mr. Sanjay Mehta
Director & Group CFO
Age: 54 years
Experience: 30 Years



Mr. Vikas Marwah Chief Executive Officer Age: 55 years Experience: 31 Years



Mr. Naval Khanna
Corporate Head –
Taxation
Age: 64 years
Experience: 44 years



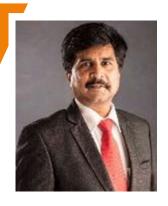
Mr. Raajesh Gupta
Group Company Secretary
Age: 52 Years
Experience: 29 Years



Mr. Sanjay Bhagat Head After Market Age: 55 years Experience: 30 years



Mr. Atul Jain Corporate Head -Materials Age: 53 years Experience: 30 Years



Mr. Rajesh Dubbewar Head Metallic Age: 54 years Experience: 30+ years



Ms. Priyanka Sharma
Corporate
Communication
Age: 54 Years
Experience: 27 Years



Mr. Ashish Dubey Chief Financial Officer Age: 54 years Experience: 30 Years





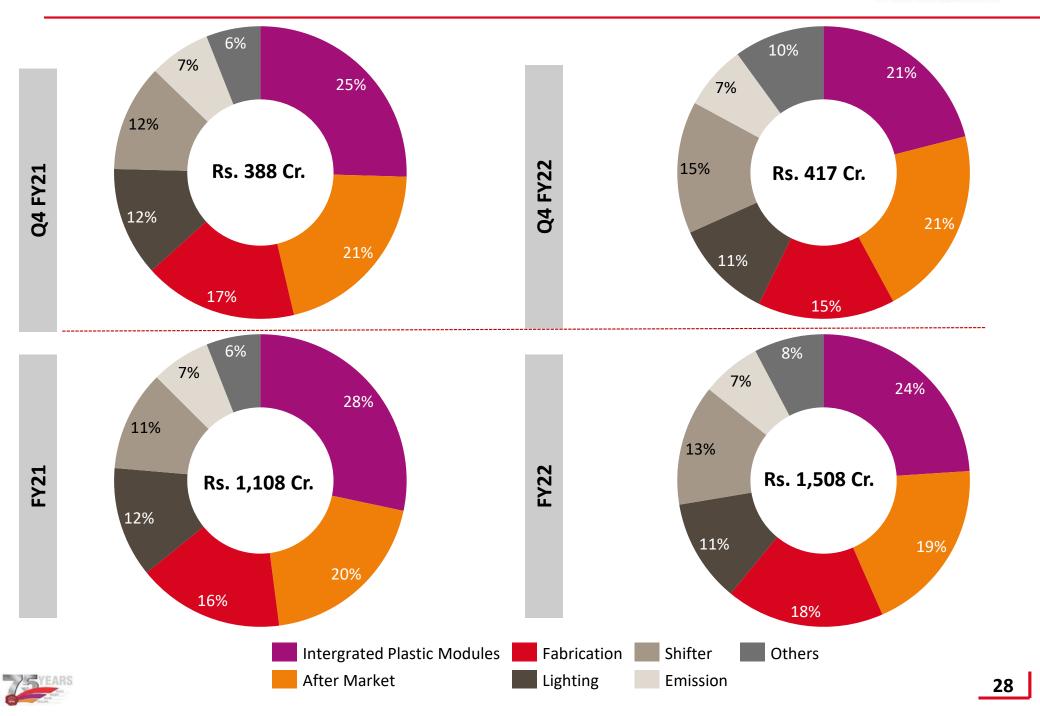






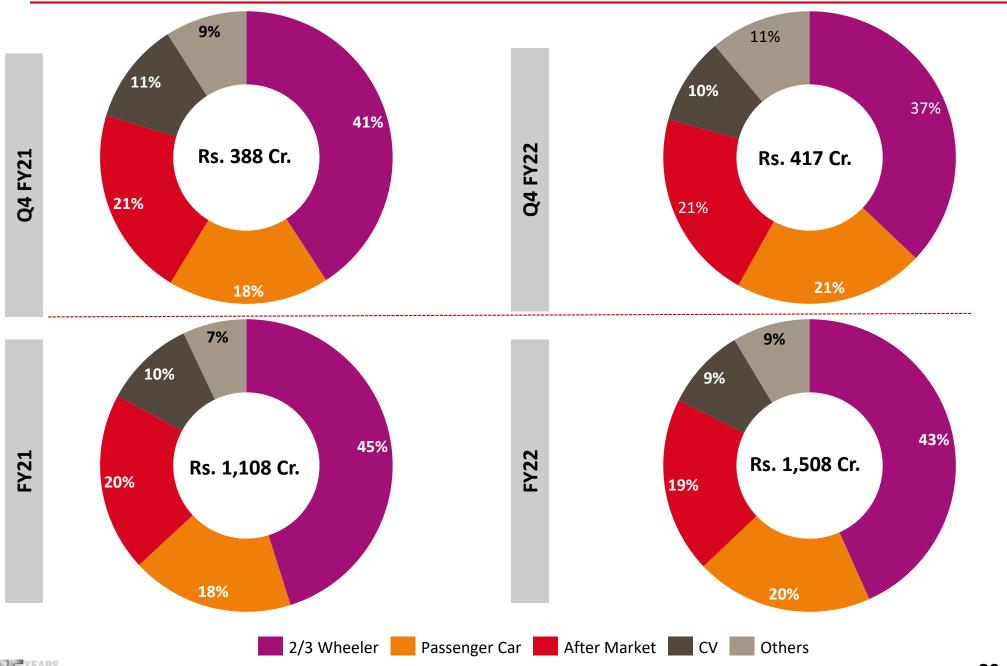
Product-wise Revenue Break-Up





Segmental Revenue Break-Up: Category

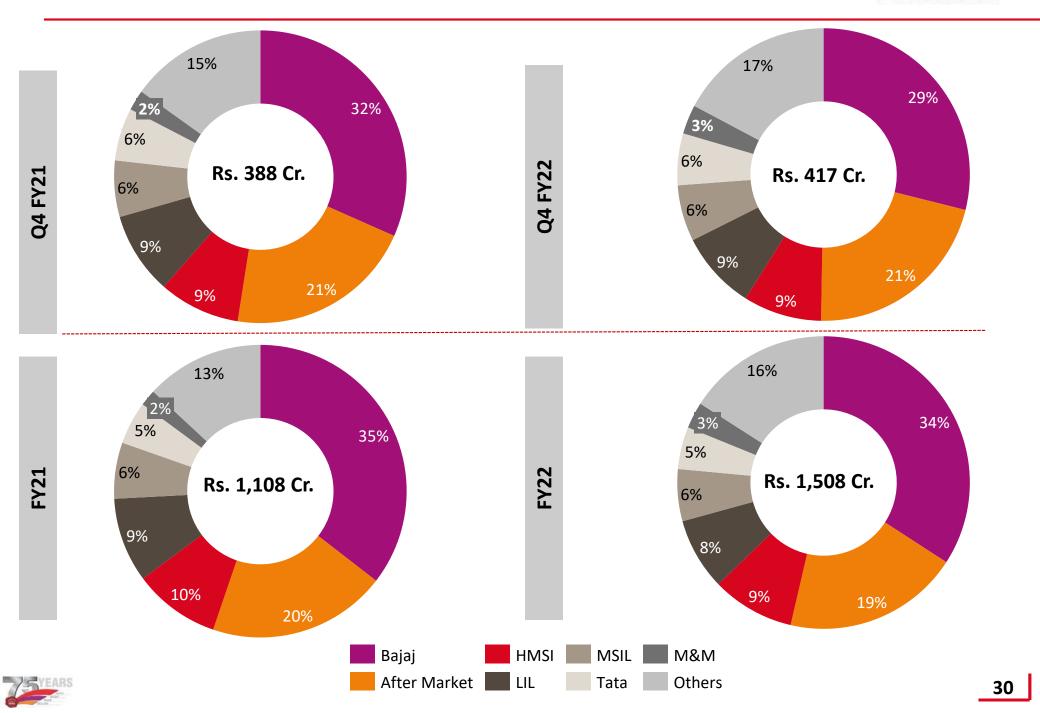






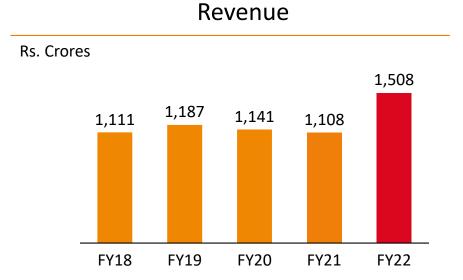
Customer wise – Revenue Break-Up



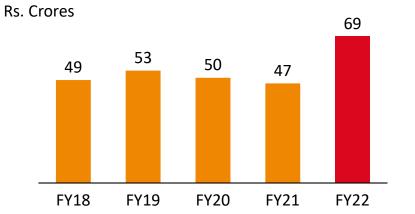


Strong historical financial performance





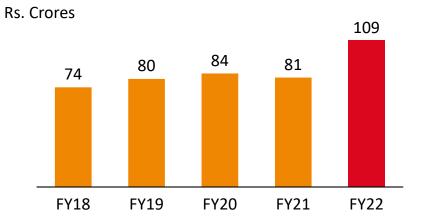
PAT After MI



EBITDA^



Cash PAT



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



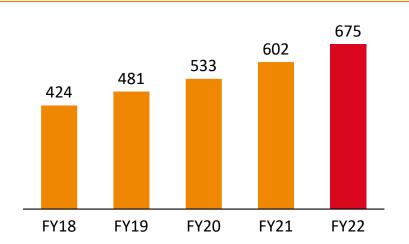
Consolidated

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

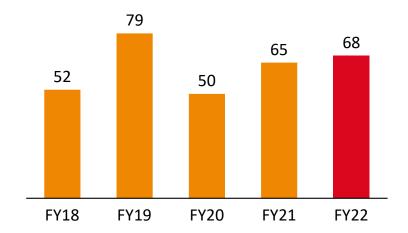
Expansion funded through Internal Accruals



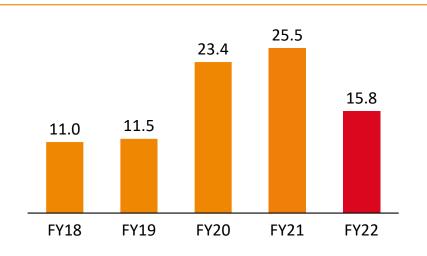




Capex



Long Term Loan



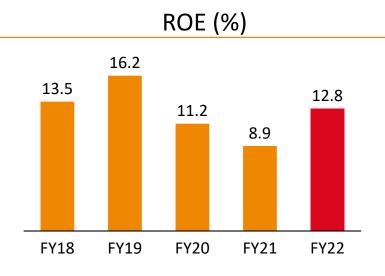
Long Term Debt / Equity

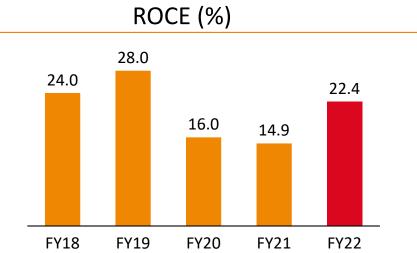




Return Ratios

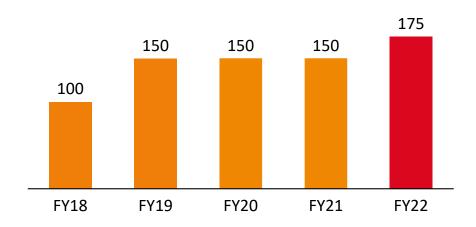


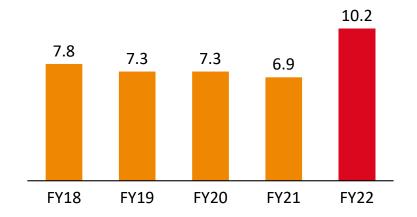


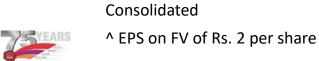


Dividend (% of Face Value)

EPS^ (in Rs.)







 $\label{eq:ROCE} ROCE = EBIT / Capital Employed$ $\label{eq:Capital Employed Employ$

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q4 FY22	Q4 FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenue	416.9	388.0	7%	1,507.9	1,107.9	36%
Raw Material Consumption	284.6	264.1		1,027.9	750.7	
Employee Expenses	40.7	40.3		162.8	132.4	
Other Expenses	46.3	40.8		166.0	126.8	
Other Income	3.9	4.0		12.8	18.2	
Profit of JV	0.0	-0.1		-0.6	-0.1	
EBITDA	49.2	46.6	6%	163.5	116.1	41%
EBITDA %	11.8%	12.0%		10.8%	10.5%	
Depreciation	11.4	9.2		39.5	34.2	
Finance Cost	2.7	2.0		9.3	9.8	
Profit Before Tax (Before Exceptional Items)	35.2	35.5	-1%	114.7	72.1	59%
Exceptional Item Gain/(Loss)	-1.8	-0.6		-1.8	-0.6	
Profit Before Tax	33.4	34.8	-4%	112.9	71.5	58%
Tax	8.1	9.9		31.0	20.3	
Profit After Tax (Before Minority Interest)	25.3	24.9	2%	81.9	51.2	60%
Minority Interest	4.3	3.9		12.5	4.0	
Profit After Tax	21.0	21.0	0%	69.4	47.1	47%
PAT Margin%	5.0%	5.4%		4.6%	4.3%	
EPS	3.09	3.08		10.18	6.91	



Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-22	Mar-21
Non-current assets		
Property, plant and equipment	349.2	331.5
Capital work-in-progress	12.1	9.3
Investment Property	12.9	17.6
Right-to-use asset	42.0	28.1
Goodwill	0.2	0.2
Intangible assets	5.1	3.3
Investment in joint ventures	0.01	1.0
Financial assets		
Investments	53.0	89.4
Loans	0.4	0.1
Others	12.7	6.1
Income Tax Assets	6.8	6.8
Other non-current assets	14.9	9.3
Deferred Tax Assets (net)	0.1	0.1
Sub-total - Non-Current Assets	509.3	502.9
Current assets		
Inventories	111.8	83.6
Financial assets		
Loans	0.6	0.6
Investments	69.0	40.3
Trade receivables	266.4	223.0
Cash and cash equivalents	48.4	16.7
Bank balances other than Cash	90.0	81.3
Other Financial Assets	2.5	12.7
Other current assets	41.0	28.6
Sub-total - Current Assets	629.6	486.7
TOTAL - ASSETS	1138.9	989.7

EQUITY & LIABILITIES	Mar-22	Mar-21
Equity		
Equity Share capital	13.6	13.6
Non-Controlling Interest	60.8	40.4
Other equity	530.3	517.1
Sub-total - Shareholders' funds	604.7	571.1
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	10.2	5.5
Lease Liability	33.1	18.7
Employee benefit liabilities	6.9	6.3
Deferred tax liabilities (net)	14.2	14.1
Sub-total - Non-current liabilities	64.4	44.6
Current liabilities		
Financial liabilities		
Borrowings	114.3	66.9
Lease Liability	7.4	7.3
Trade payables	231.0	204.8
Other financial liabilities	32.7	32.6
Employee benefit liabilities	17.1	15.4
Other current liabilities	66.6	44.4
Current tax liabilities	0.6	2.7
Sub-total - Current liabilities	469.8	374.0
TOTAL - EQUITY AND LIABILITIES	1138.9	989.7



Consolidated Cash Flow Statement



Particulars (Rs in Cr)	FY22	FY21
Profit before tax from continuing operations	112.9	71.5
Adjustments	39.0	31.2
Operating profit before working capital changes	151.9	102.7
Changes in working capital	-31.6	10.0
Cash generated from operations	120.3	112.7
Direct taxes paid (net of refund)	-32.9	-14.5
Net Cash from Operating Activities	87.4	98.2
Net Cash from Investing Activities	-65.4	-75.8
Net Cash from Financing Activities	9.7	-42.6
Net Change in cash and cash equivalents	31.7	-20.3
Opening Cash Balance	16.7	37.0
Closing Cash Balance	48.4	16.7





Awards & Recognitions





ACMA Awards







Lumax Auto Technologies
Limited, Bengaluru won the
Silver Award for Excellence in
Manufacturing - Very Large
Category at the ACMA
Atmanirbhar Excellence Awards
2021 in March 2022.





Lumax Auto Technologies
Limited, Pantnagar won the
Bronze Award for Excellence in
HSS - Very Large Category at the
ACMA Atmanirbhar Excellence
Awards 2021 in March 2022.



Customer Award







HMSI Award for Strong Cost Reduction efforts in process Kaizen for FY 2021-22



TPM Awards







Chakan Plant – Category B in 2017







Bengaluru plant – excellence in Category A for the year 2019



ICQCC Awards





Two Teams from Lumax Auto Technologies Limited participated in the ICQCC Competition held at Hyderabad in November 2021 bagging the Par Excellence Awards.



Best Annual Report









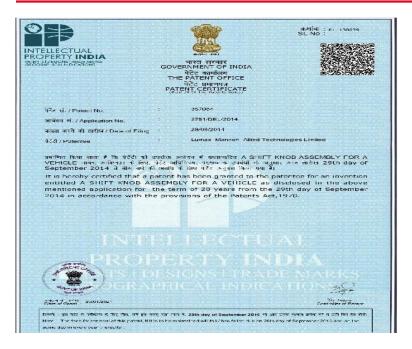
Competition Director

Won the prestigious award for best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2018-19, 2019-20 & 2020-21



Recognition





Lumax Mannoh Allied Technologies Ltd. received first ever Patent registration from the Government of India for invention in "Shift Knob Assembly" in January 2021



Toyota Kirloskar Motor Pvt Ltd. recognised the efforts and commitment of Lumax Mannoh Allied Technologies Limited towards providing timely and quality delivery to Toyota in 2020



Other Awards





Team Avengers from Lumax Cornaglia Auto Technologies Pvt Ltd, Pune bagged the Excellent Award in Silver Category at the National Convention on Quality Concepts 2021 held in December 2021.

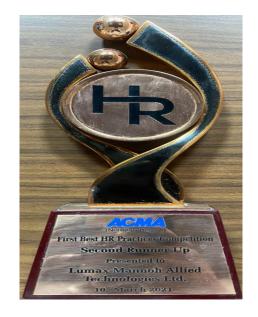


Team from Lumax Auto Technologies Limited, Chakan was awarded the Silver Award in Renovative Category at the 41st CII National Kaizen Competition in September 2021.



Other Awards





Lumax Mannoh Allied Technologies Limited, Manesar bagged the Second Runner Up at the First Best HR Practices Competition organised by ACMA held in March 2021.







Lumax-DK Jain Group bagged 2 Gold and 1 Silver Awards at the 4th HR Excellence Awards organised by PNGI in December 2021. Lumax won the Gold Award in Covid Management - Large Corporates category and Ms Gayatri Yadav, Assistant Manager - HR bagged the Gold Award in Individual Category. Lumax Cornaglia Auto Technologies Pvt. Ltd. won the Silver Award in Employee Engagement - Small Category.

































Social Initiatives by Lumax group towards 'Quality Education' for the society













Social Initiatives by Lumax group towards 'Good Health' for the society









For further information, please contact:

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