



# **Lumax Auto Technologies Limited**

**Investor Presentation - November 2018**

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Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

13 Entities in 8 States

28 Manufacturing Facilities

3 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, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

### Partnerships

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

## Lumax Industries Limited

### Products & Services

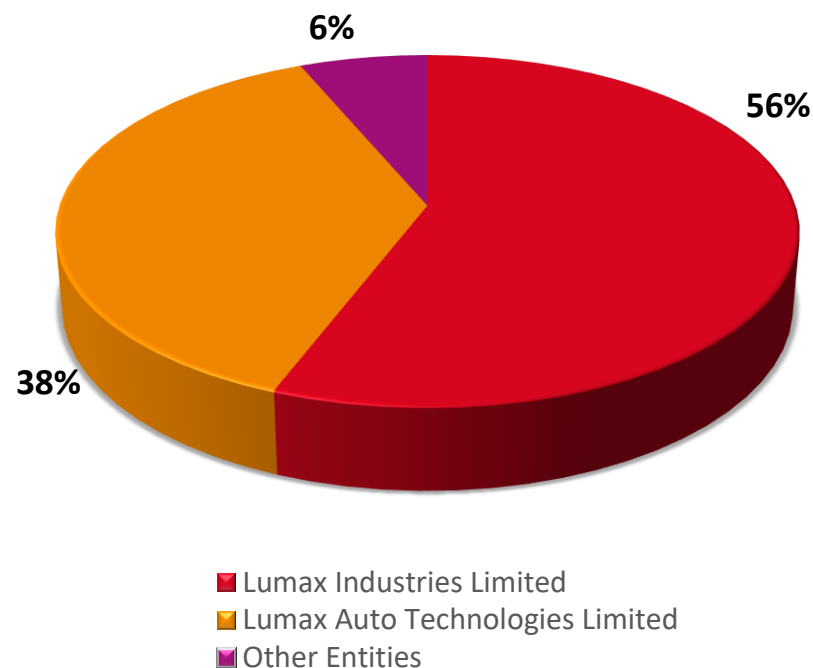
End-to-end Automotive Lighting Solutions

### Partnerships

- Stanley – Japan
- SL Corporation - Korea

### Group Revenue Break Up (%)

FY18 Revenue of Rs. 2,950 Cr





## GROUP PURPOSE

We deliver pride and progress with positivity



## VISION

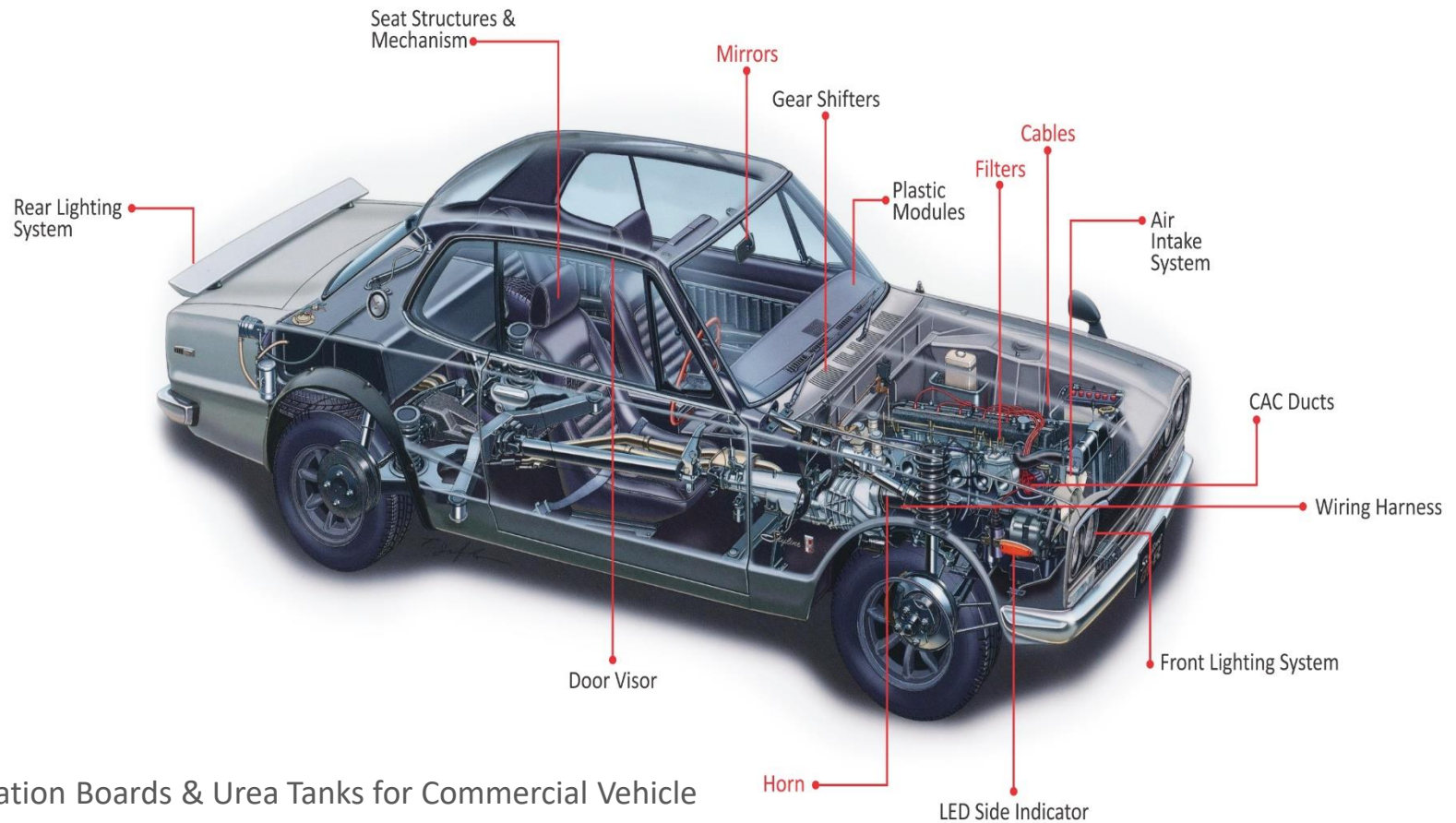
Building an admired high performance global organisation in whom all stakeholders have absolute trust



## VALUES

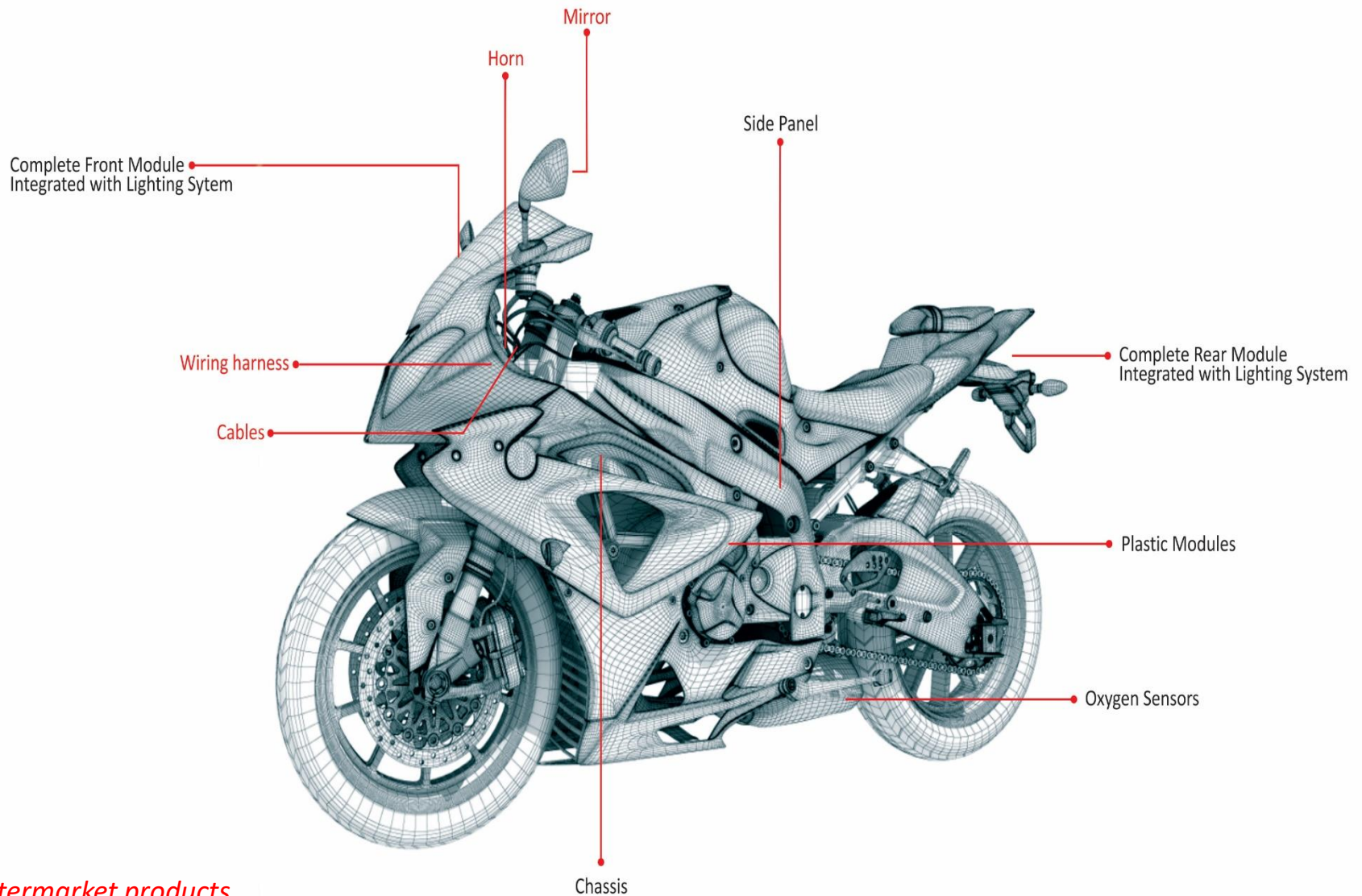
Respect | Integrity | Passion | Excellence

# Diversified Product Range – 4-wheelers & CV



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

# Diversified Product Range – 2-wheelers



■ *Aftermarket products*

# Fostering Partnerships to Deliver Excellence



Japan

JV for Lighting

Relationship Since 1984

37.5% in Lumax Industries Limited



Korea

JV for Lighting and other automotive parts

Relationship Since 1997

78.72% in SL Lumax Limited



Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



Japan

JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



JV for Seat Frames, Structures and Mechanism

Relationship Since 2013

50% in Lumax Gill-Austem Auto Technologies Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



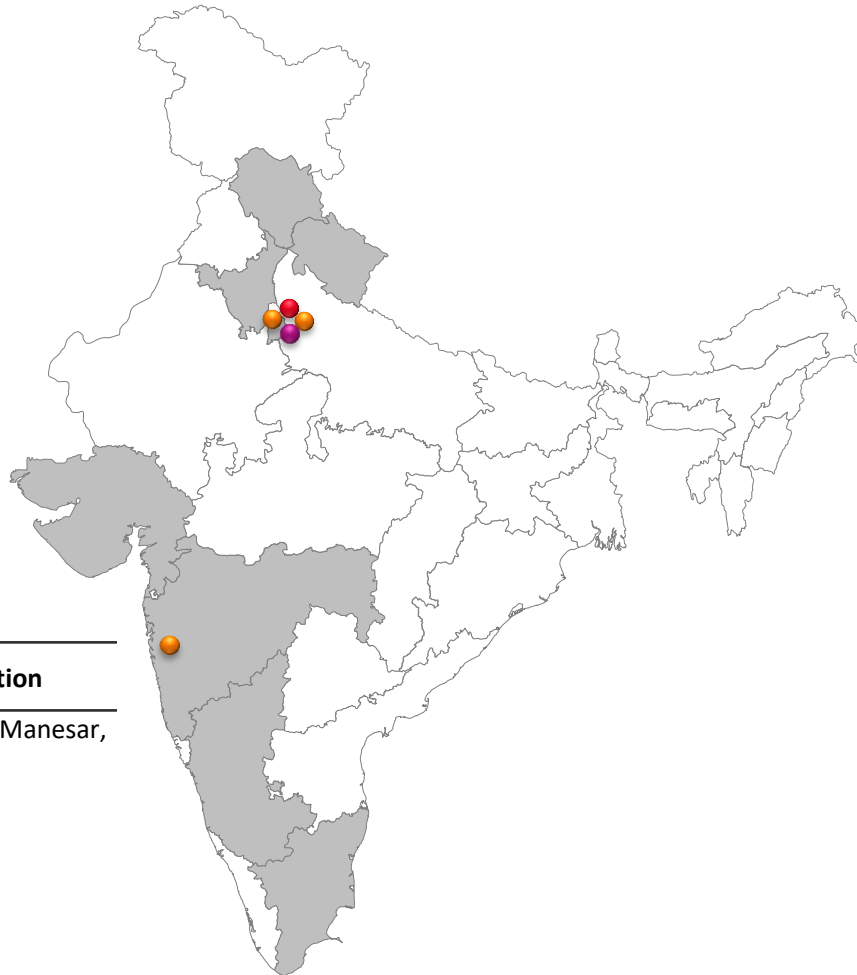
Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

# 28 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	8
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
<b>Total</b>		<b>28</b>

## 28 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!



## Commercial Vehicle



## Tractor/FES

**Mahindra**  
Rise.



## Defence & Aero Space



## Export



Case New Holland



... Strong After Market Exports Presence



# Lumax Auto Technologies Limited

Driving Growth through Diversified Products

## 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, Seat Structures & Mechanisms, LED Lighting, Aerospace & Defence Engineering Services, Aftermarket, Electrical & Electronics components, Oxygen sensors, Telematics Products and Services

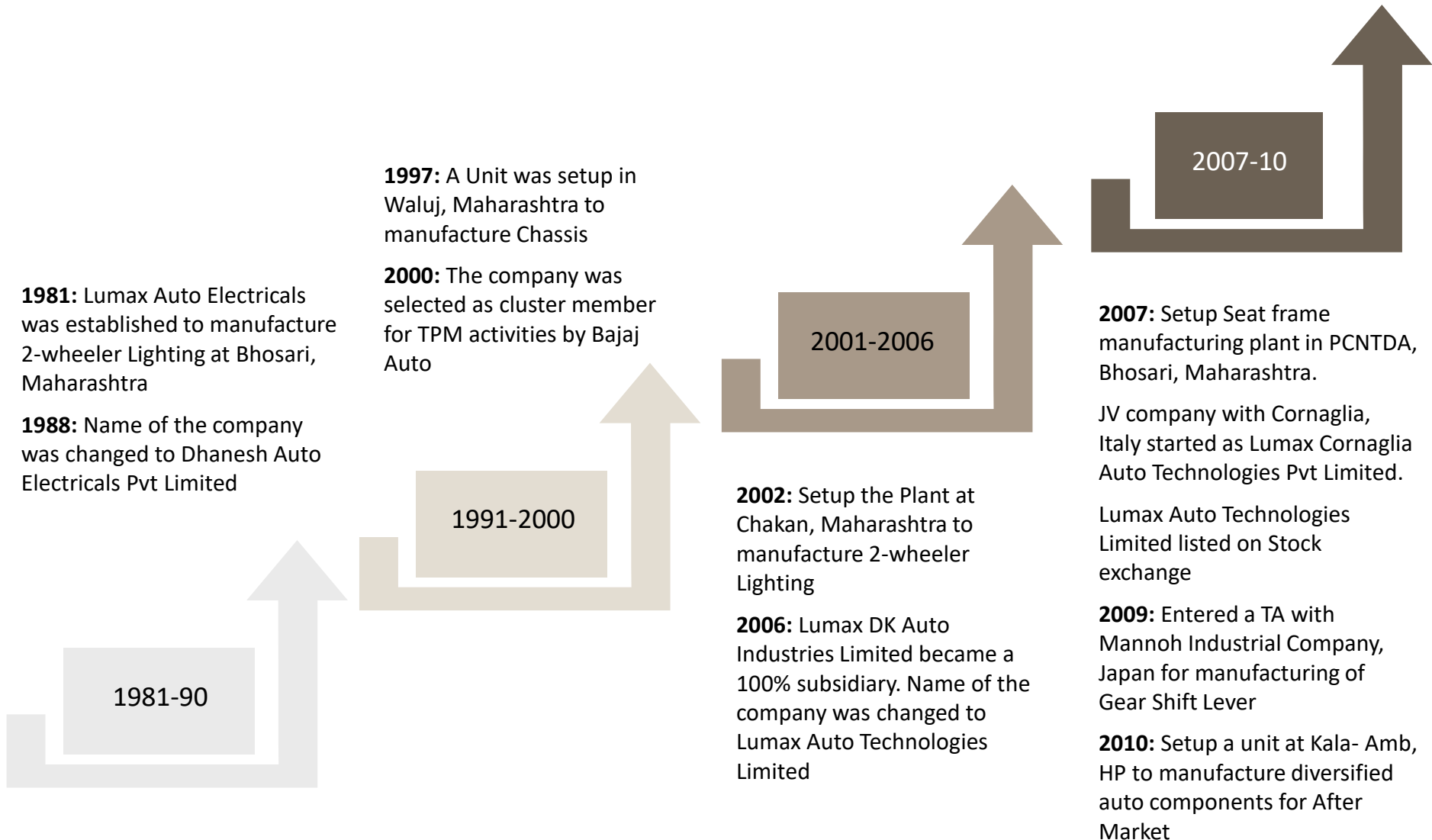
## Manufacturing Capabilities

Manufacturing Plants with Quality  
Certifications across India

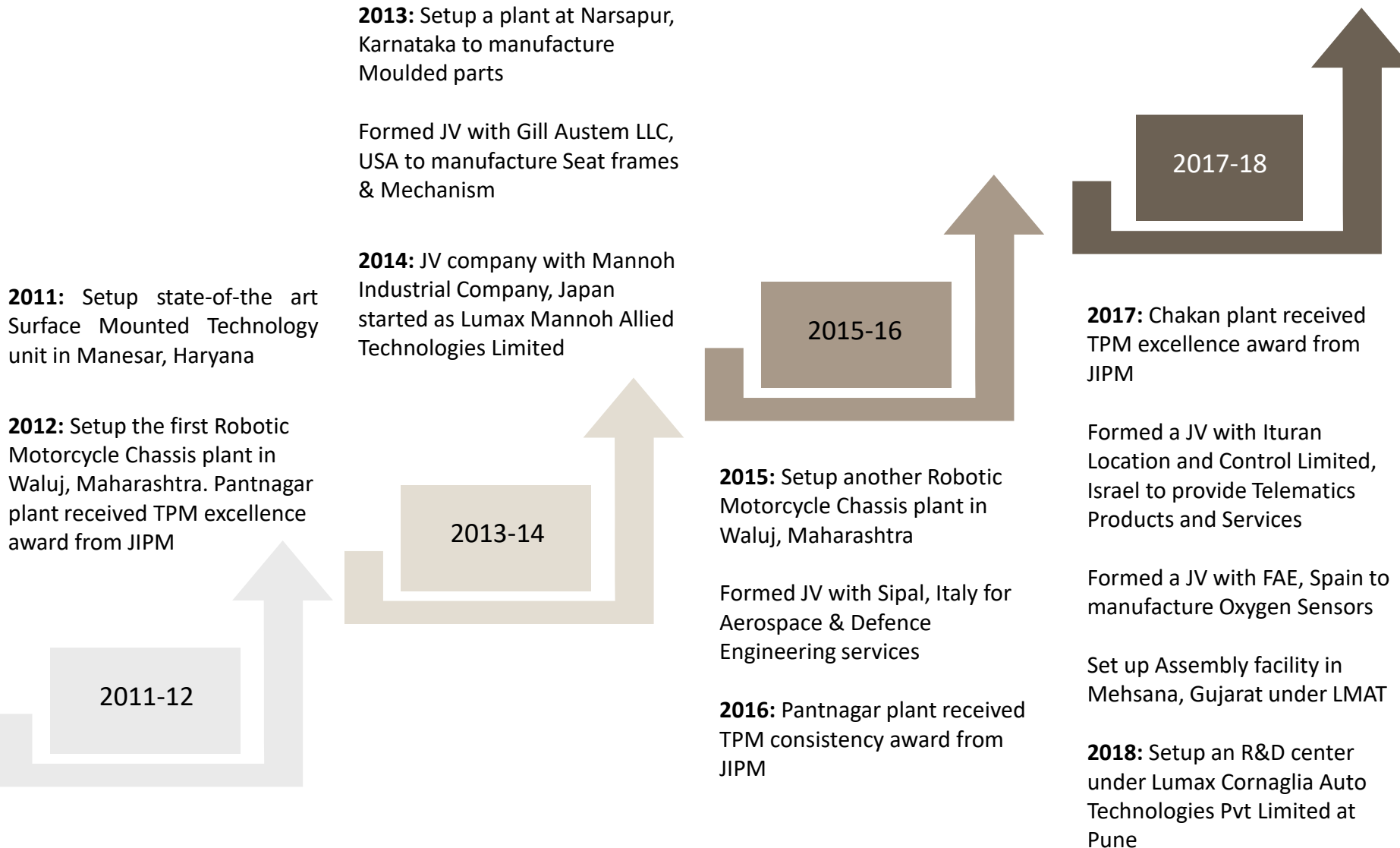
## Partnerships

6 Successful Partnerships  
with Global Players

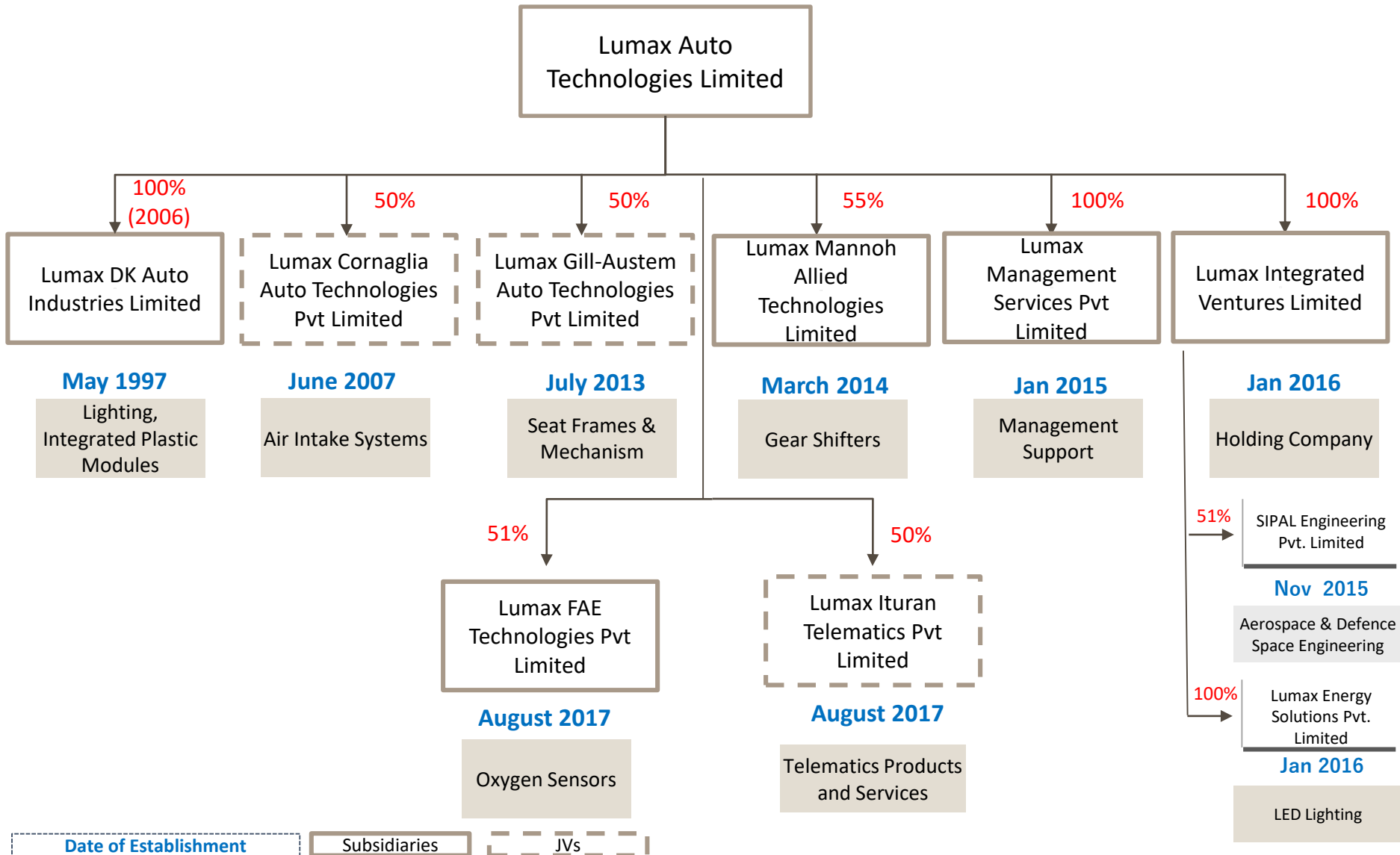
# Milestones



# Milestones



# Well defined Corporate Structure



# Fostering Partnerships to Deliver Excellence



Italy

JV for Emission Systems

Relationship Since 2007

50% in Lumax Cornaglia Auto Technologies Pvt Limited



Japan

JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



JV for Seat Frames, Structures and Mechanism

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Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

# Cater to Diversified Segments



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



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



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

After Market Presence in all Segments

# Key Customer Relationships

## Four Wheeler

**MARUTI SUZUKI**

Way of Life!



**Mahindra**  
Rise.



ŠKODA



## Tier 1



## Commercial Vehicle



**Mahindra**  
Rise.

**VE COMMERCIAL VEHICLES**  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

**DAIMLER**

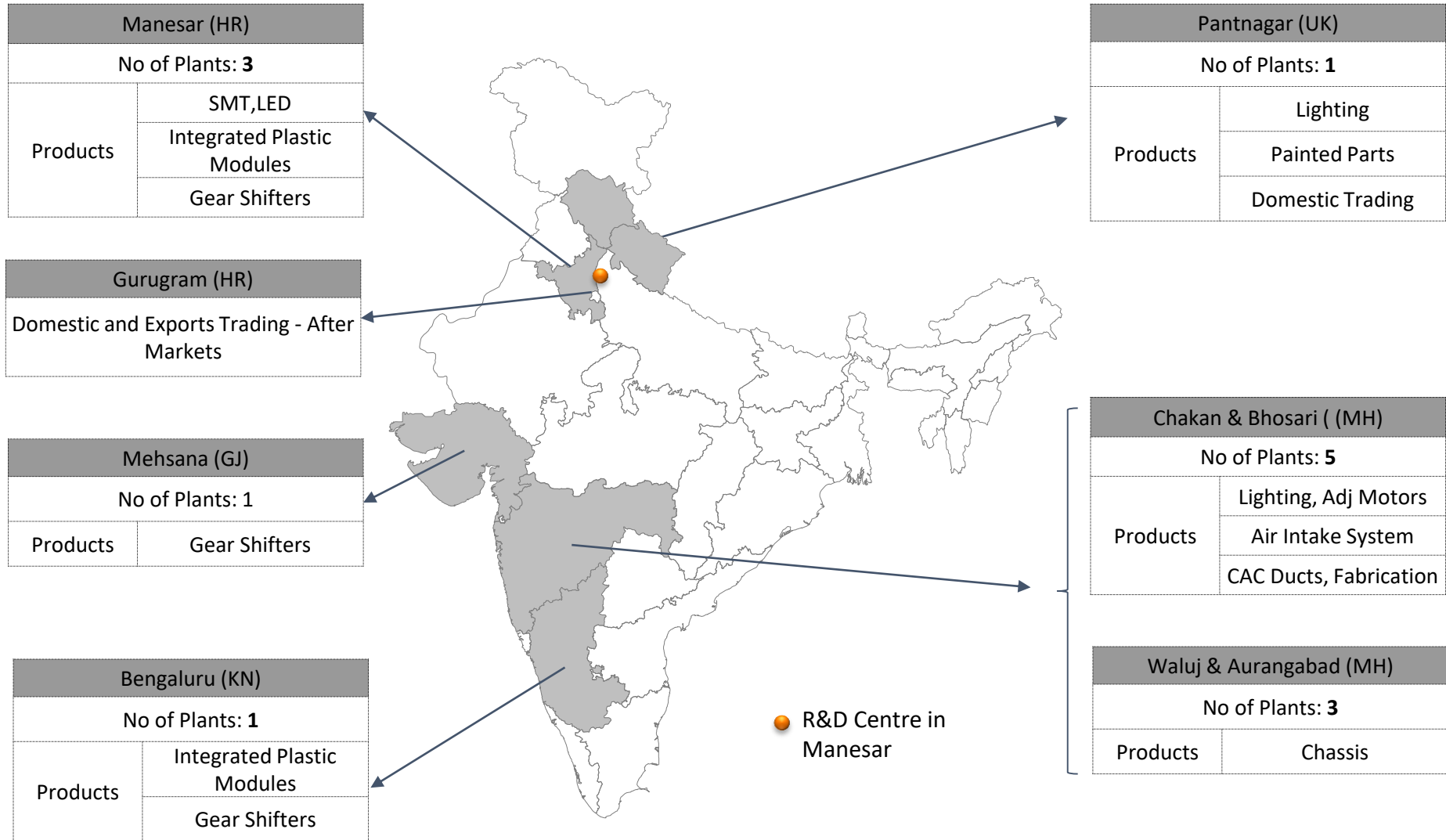
## Two Wheeler



## Export

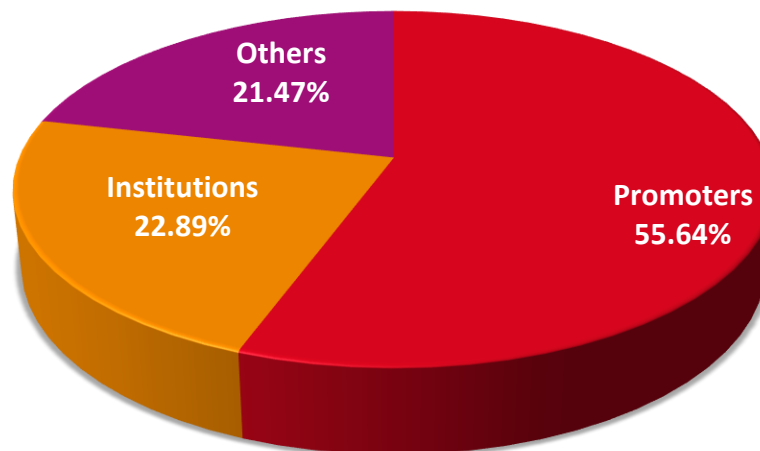


# Strategic Locations Close to Customers



**14 Plants in 5 States**

## Shareholding breakup





**Mr. Dhanesh Kumar Jain**  
**Chairman**

- He is 75 years of age & holds a MBA degree from Delhi university & has successfully completed President Management Program from Harvard Business School
- Over 50 years of experience in the automotive industry in management, operations & administrative roles
- He has held various industry positions
  - Past president of ACMA, president suppliers association – Toyota Kirloskar Motors, Chairman of Trade Fairs Committee ACMA, Co-chairman of Regional Committee on Membership of Northern Region CII, Past Chairman of CSR sub-committee of the Northern Region of CII



**Mr. Anmol Jain**  
**Managing Director**

- He is 39 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 Vice President of Honda Cars India Supplier's Club & Bajaj Auto Vendor Association MC member



**Mr. Deepak Jain**  
**Director**

- He is 43 years of age & is a Business Graduate from Illinois Institute of Technology, USA with specialization in Operations Management & International Business
- He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan. He has over 21 years experience
- He currently holds the position of Vice President –ACMA and was earlier chairman of Sustainable Technology Development Committee of ACMA, past National Coordinator of Young Business Leader Forum of ACMA and past president of Supplier's club, Honda Cars India Limited
- He is member of Young President's organization and Entrepreneurs organization. He also holds the position of Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association

# Supported by Strong Independent Directors



**Mr. 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 Council- Northern Region



**Mr. Milap Jain**

- He is 67 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 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



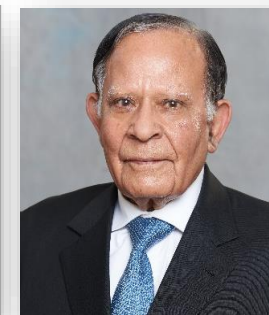
**Mr. Arun Malhotra**

- 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**

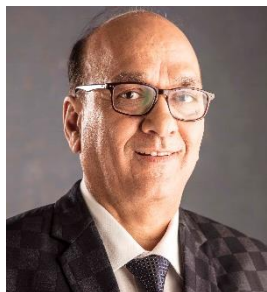
- He is 73 years of age & holds B.E Mechanical from BITS
- He is associated with SIAM for the last 18 years and is currently Principal Advisor
- He is a Member of various Government Policy Committees including Expert Committee on Auto Fuel Vision and Policy 2025, Air Quality Monitoring, Emission inventory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



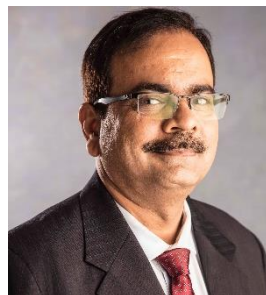
**Mr. A P Gandhi**

- He is 79 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

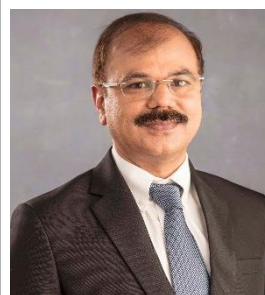
# Professional & Experienced Team



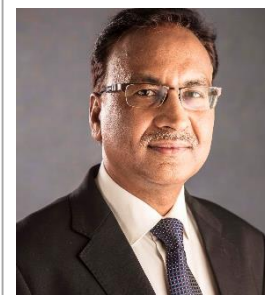
Mr. Naval Khanna  
Corporate Head – Taxation  
Age: 61 years  
Experience: 42 years



Mr. Sanjay Mehta  
Director & Group CFO  
Age: 51 years  
Experience: 27 Years



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



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



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



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



Mr. Sandeep Balooja  
Advisor  
Age: 61 years  
Experience: 38 Years



Ms. Ibha Lal  
Corporate Head - HR  
Age: 51 years  
Experience: 25 Years



Ms. Priyanka Sharma  
Corporate  
Communication & CSR  
Age: 49 years  
Experience: 22 Years



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

# Professional & Experienced Team



Mr. Sanjay Bhagat  
Head After Market

Age: 52 years  
Experience: 28 years



Mr. Rajesh Dubbewar  
Head Metallic

Age: 50 years  
Experience: 30 years



Mr. Vivek Jakhmola  
Head Body & Trim and Emission

Age: 41 years  
Experience: 20 years



Mr. M Balakrishnan  
Head Telematics

Age : 42 years  
Experience : 21 years

# Clear focus on Improving Performance

1

Achieve Leadership in India & Set Sight on the Global Market

2

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

3

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

4

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

5

Diversification – All Diversifications Planned in Future to be under LATL

6

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

7

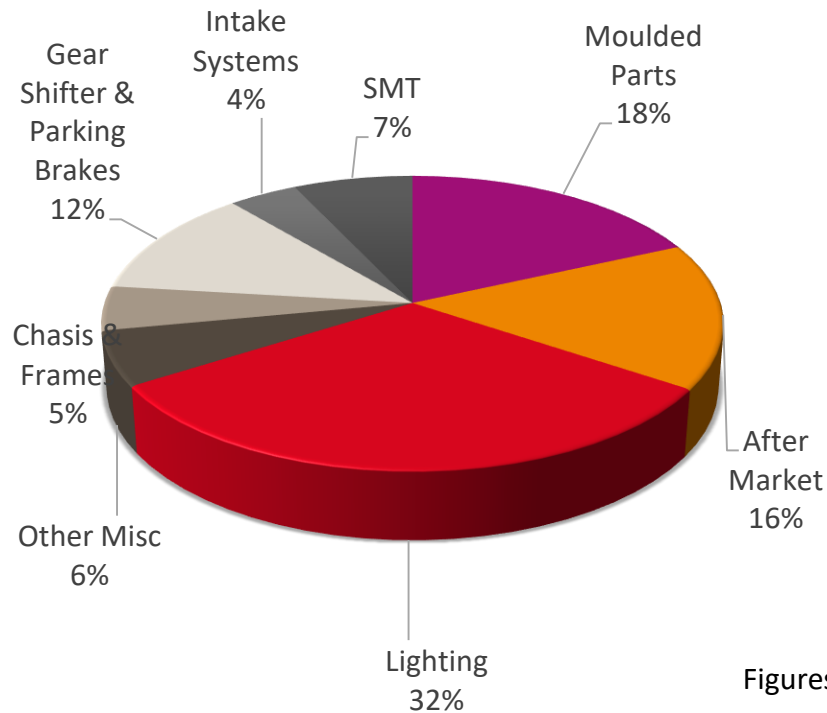
Benefits from BS VI



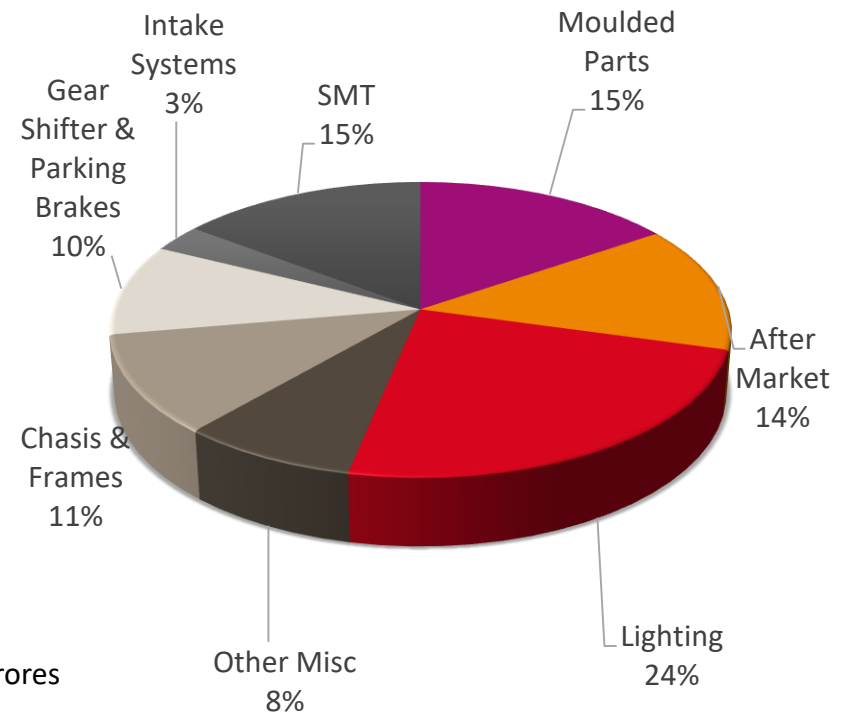
# Financial Performance

# Product-wise Revenue Q2 FY19

Product-wise Revenue mix Q2 FY18 (Rs. 268 Crores)



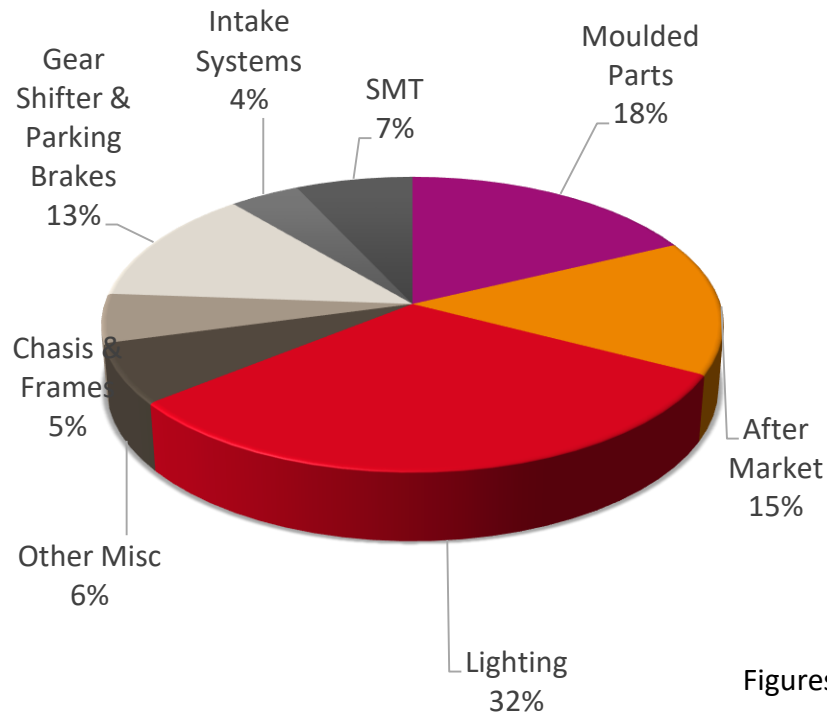
Product-wise Revenue mix Q2 FY19 (Rs. 368 Crores)



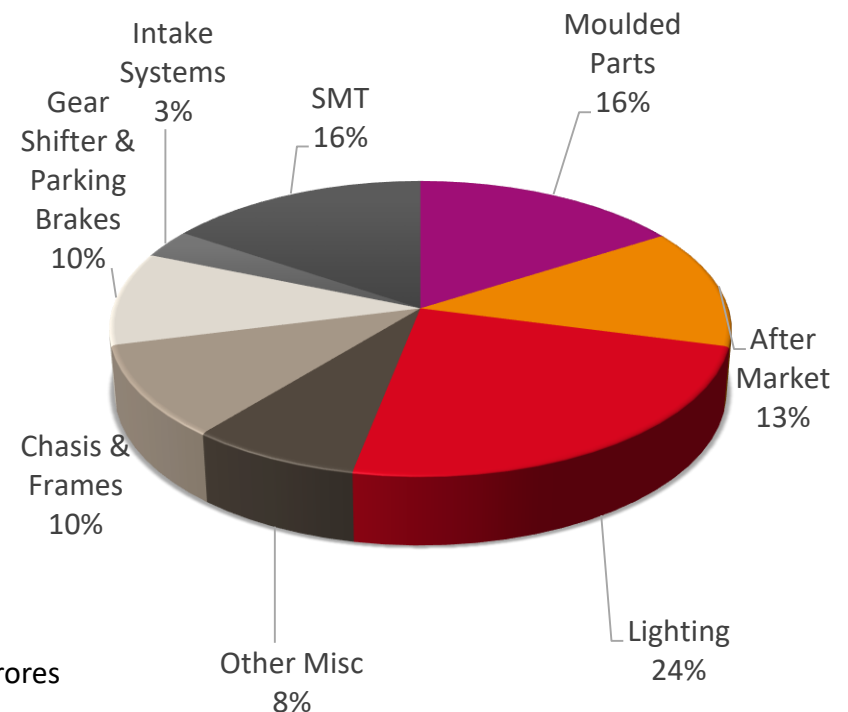
Figures in Rs. Crores

# Product-wise Revenue H1 FY19

Product-wise Revenue mix H1 FY18 (Rs. 503 Crores)



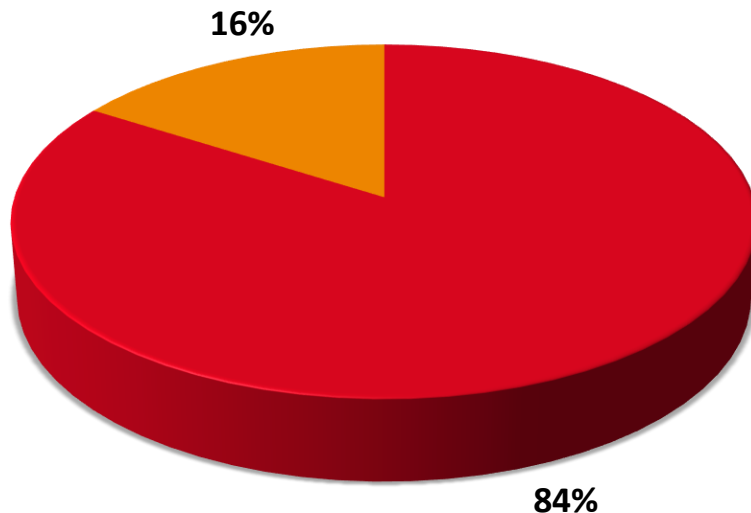
Product-wise Revenue mix H1 FY19 (Rs. 701 Crores)



Figures in Rs. Crores

# Segmental Revenue Break-Up Q2 FY19: Sales Channel

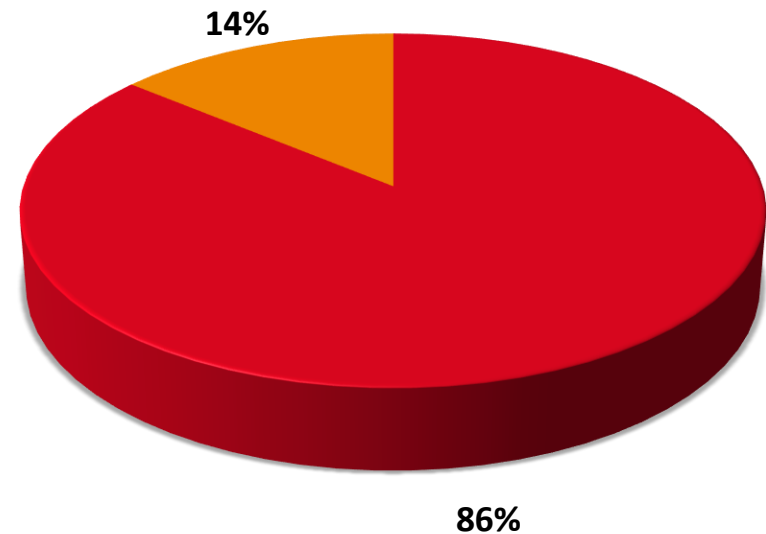
Sales Channel Q2 FY18 (Rs. 268 Crores)



■ OEM

■ After Market

Sales Channel Q2 FY19 (Rs. 368 Crores)

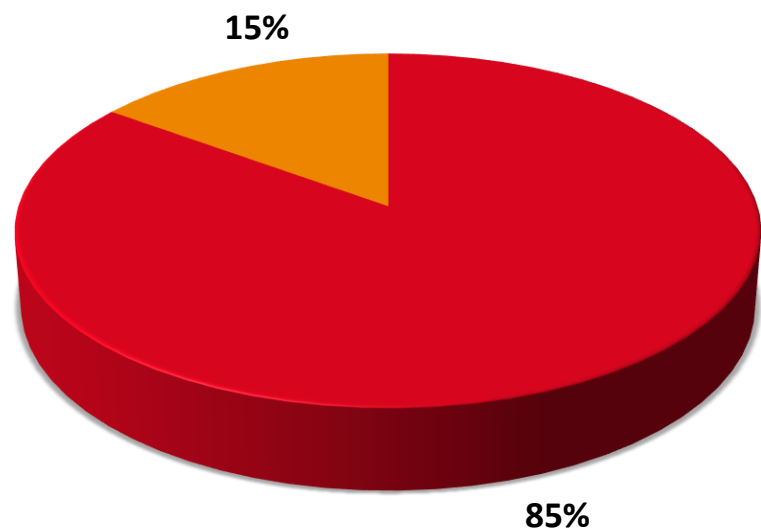


■ OEM

■ After Market

# Segmental Revenue Break-Up H1 FY19: Sales Channel

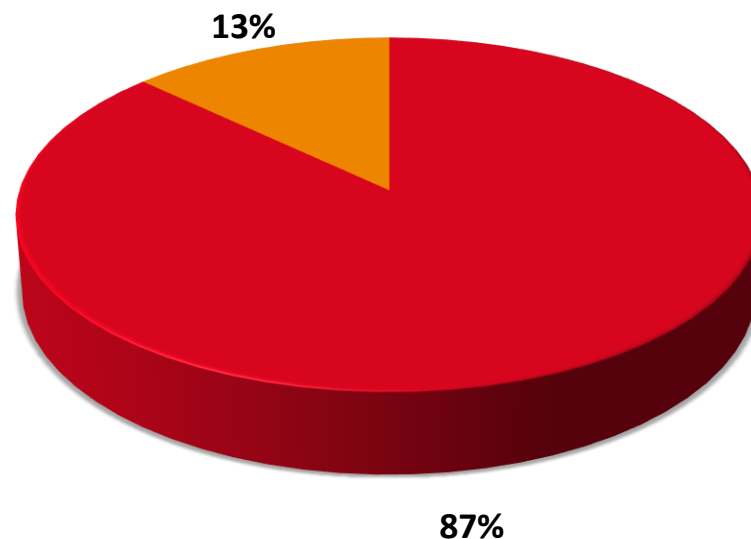
Sales Channel H1 FY18 (Rs. 503 Crores)



■ OEM

■ After Market

Sales Channel H1 FY19 (Rs. 701 Crores)

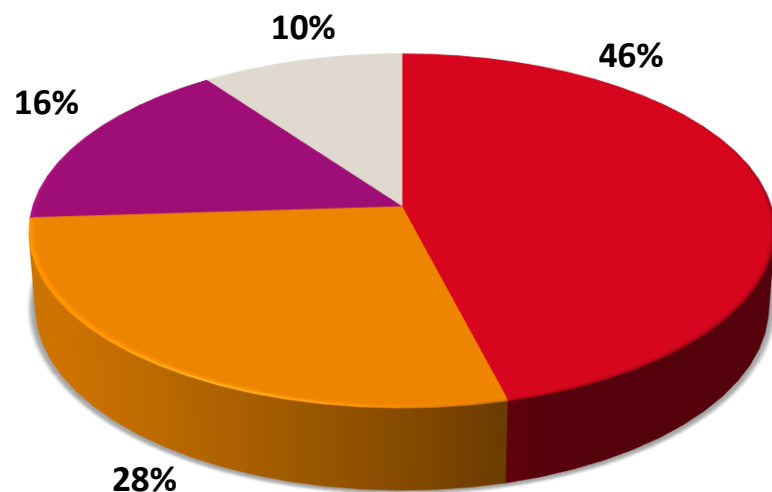


■ OEM

■ After Market

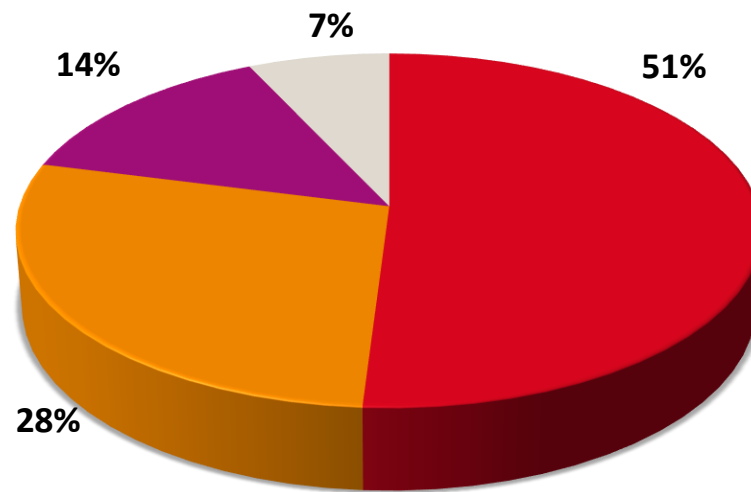
## Segmental Revenue Break-Up Q2 FY19: Category

Category Q2 FY18 (Rs. 268 Crores)



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

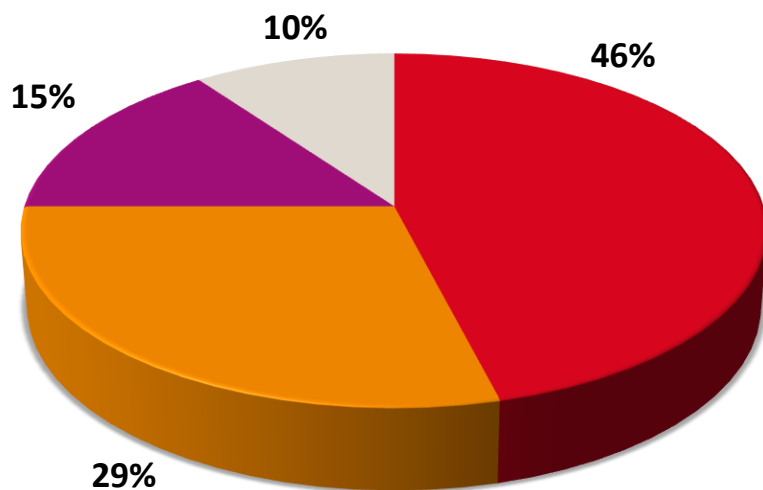
Category Q2 FY19 (Rs. 368 Crores)



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

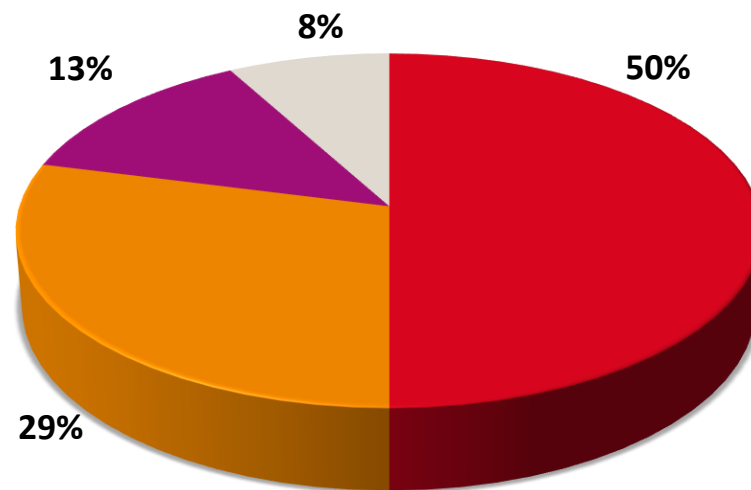
# Segmental Revenue Break-Up H1 FY19: Category

Category H1 FY18 (Rs. 503 Crores)



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

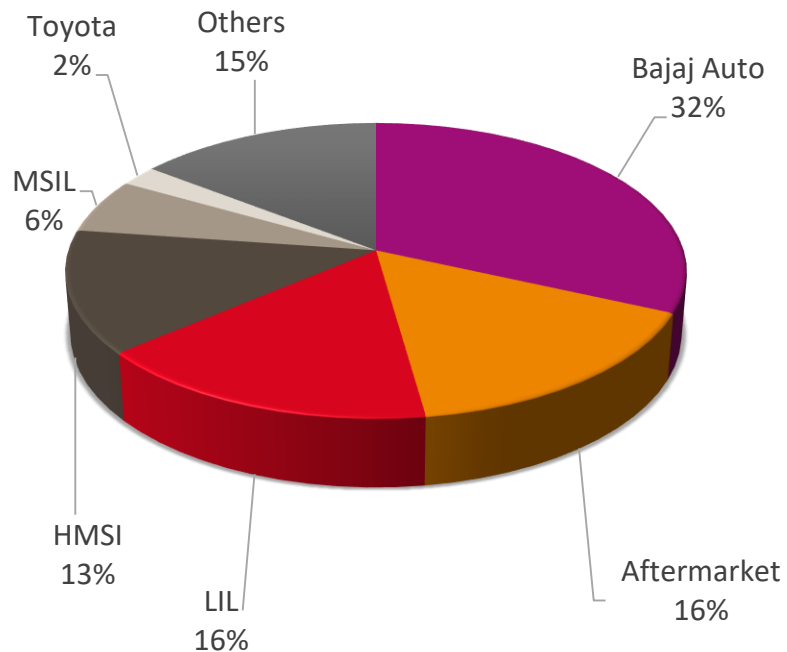
Category H1 FY19 (Rs. 701 Crores)



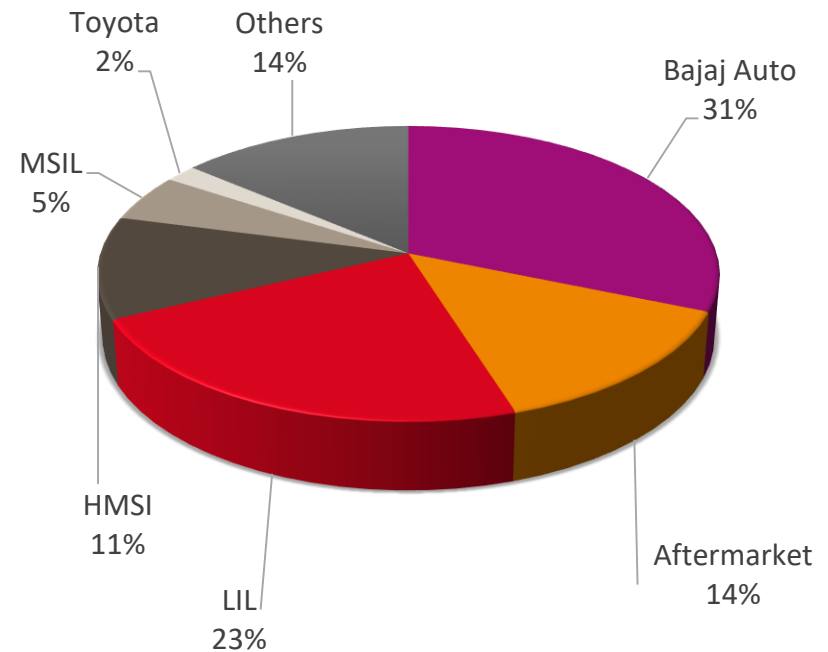
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ Others

## Client wise- Revenue Q2 FY19

Client-wise Revenue mix Q2 FY18 (Rs. 268 Crores)

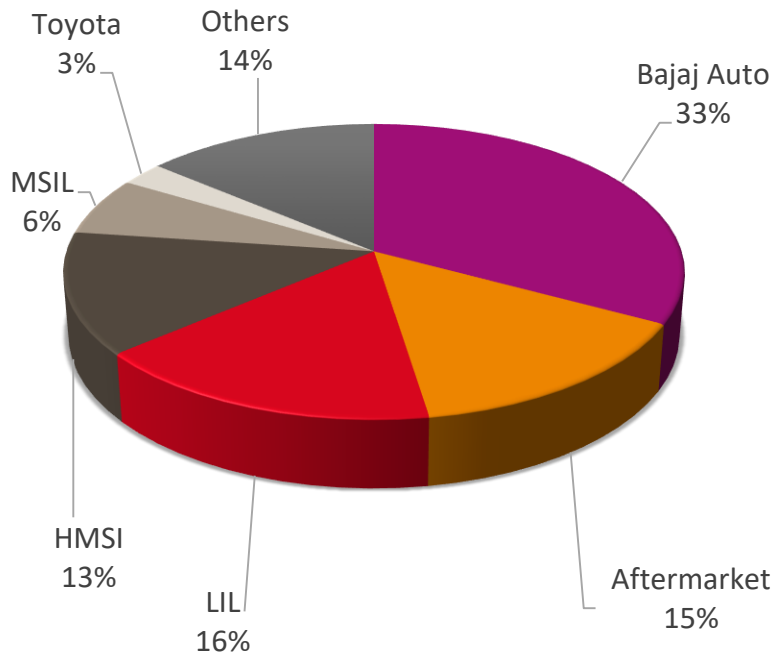


Client-wise Revenue mix Q2 FY19 (Rs. 368 Crores)

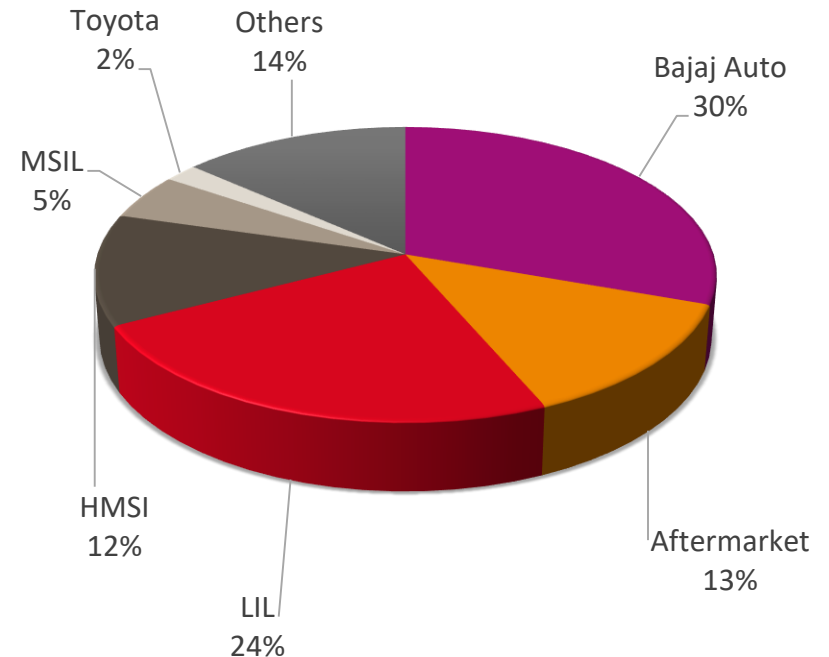


## Client wise- Revenue H1 FY19

Client-wise Revenue mix H1 FY18 (Rs. 503 Crores)

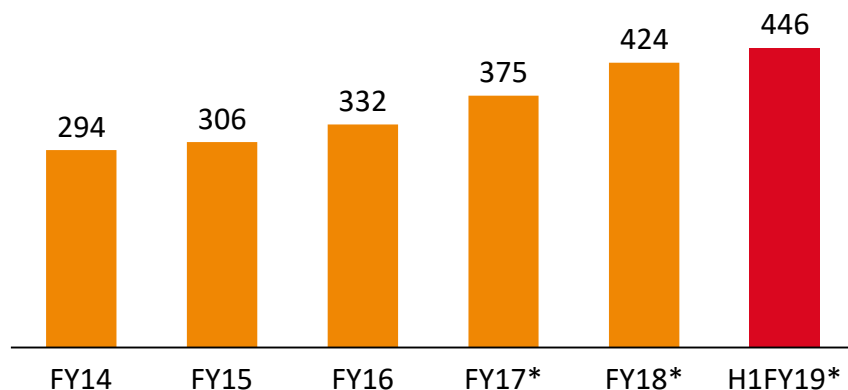


Client-wise Revenue mix H1 FY19 (Rs. 701 Crores)

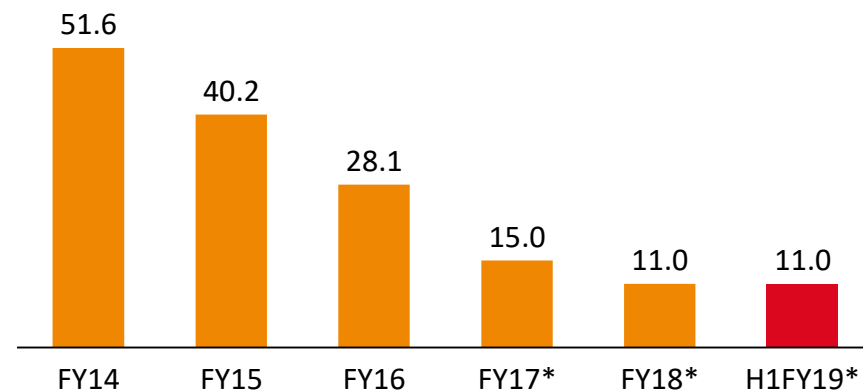


# Expansion funded through Internal Accruals

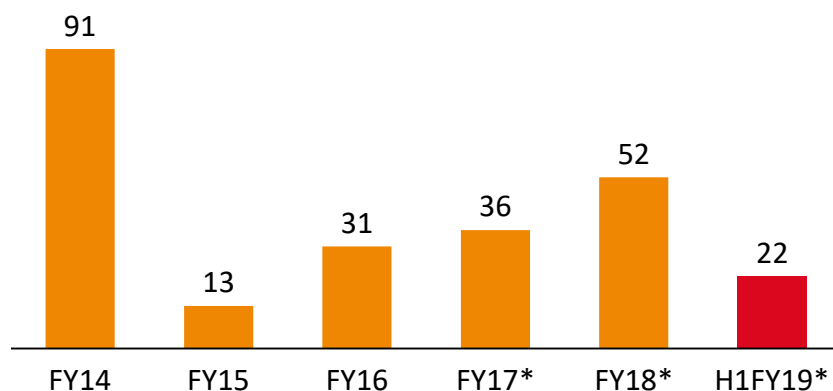
## Gross Block



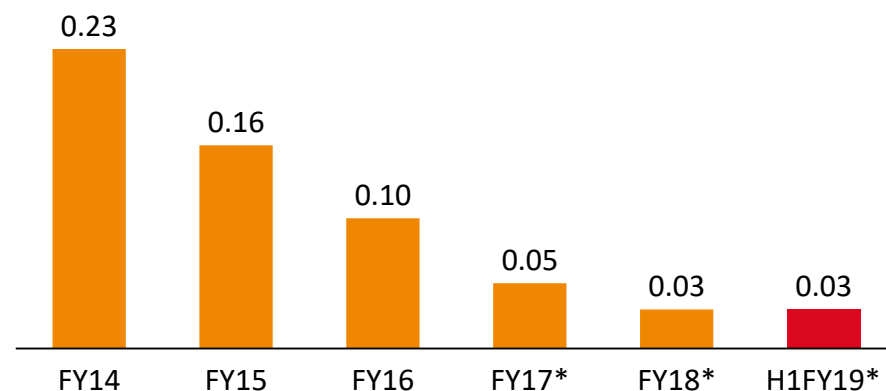
## Long Term Loan



## Capex



## Long Term Debt / Equity

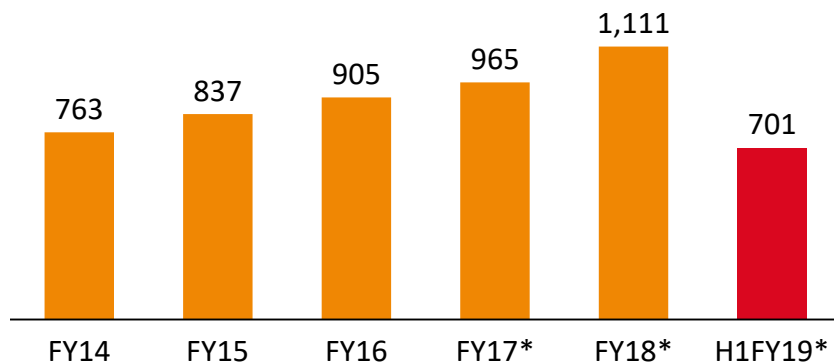


Consolidated Results \* Financials as per IND AS

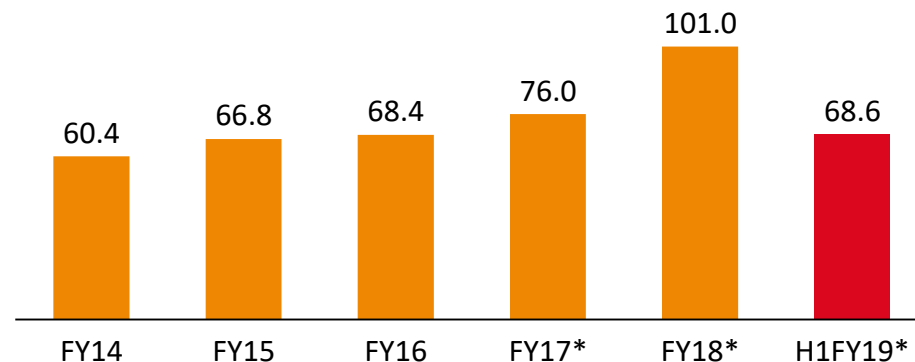
# Revenue & Return Ratios



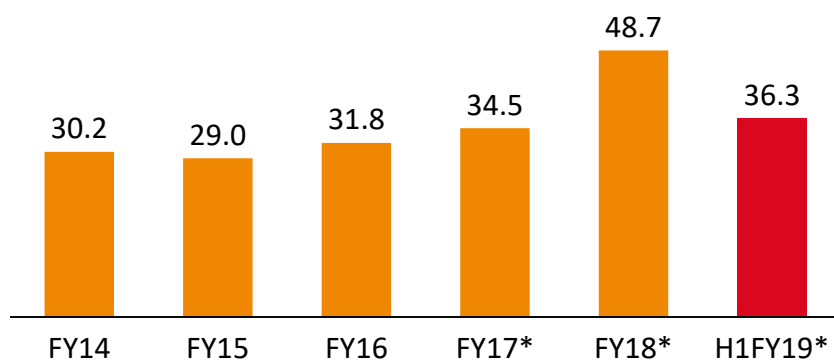
Revenue \*



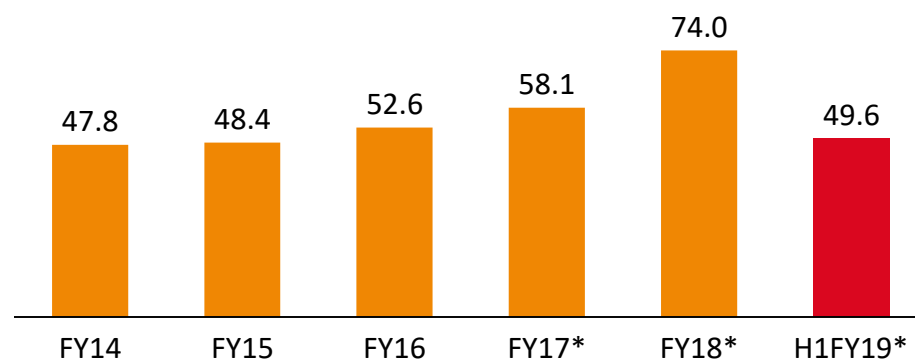
EBITDA \*^



PAT After MI\*



Cash PAT \*



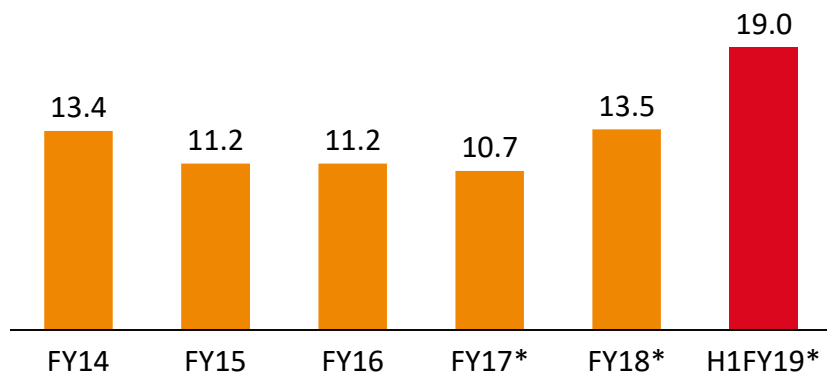
Consolidated Results \* Financials as per IND AS

Rs. Crores

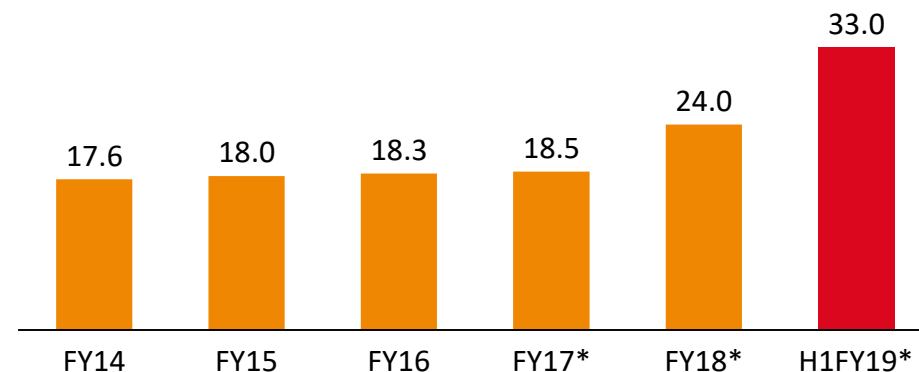
^EBITDA excludes Other income & includes share of profits from Jv's

# Return Ratios

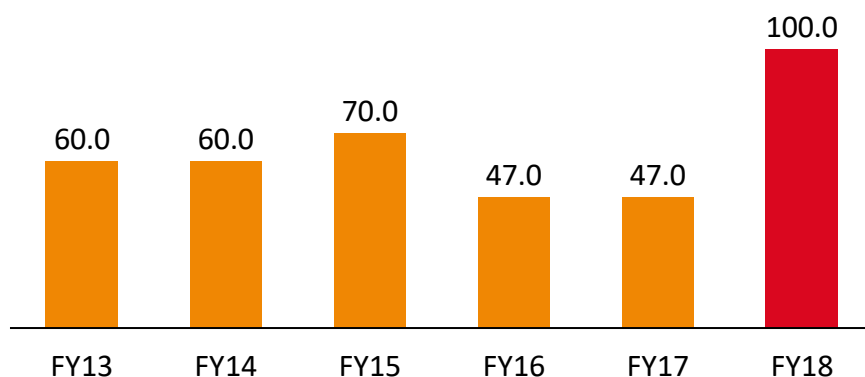
## ROE (%)



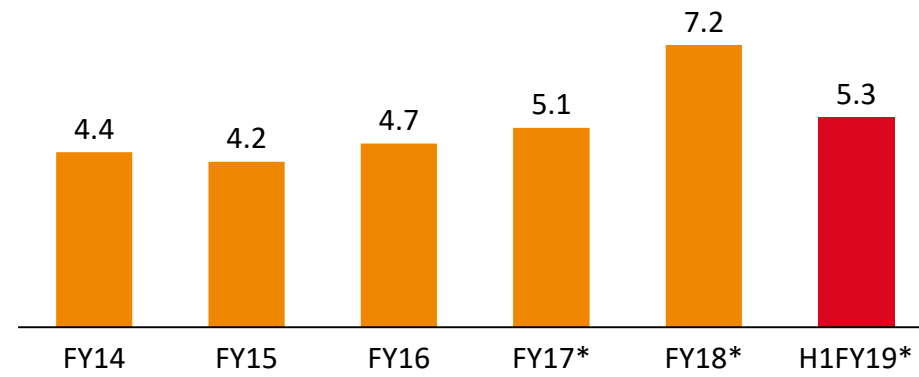
## ROCE (%)



## Dividend (% of Face Value)



## EPS^ (in Rs.)



Consolidated Results \* Financials as per IND AS

^ EPS on FV of Rs. 2 per share

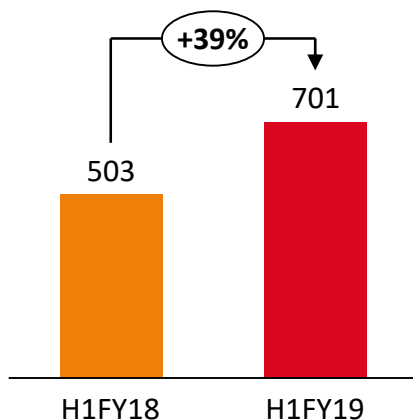
ROCE = EBIT / Capital Employed

Capital Employed = Network + Long Term Debt including Current Maturity

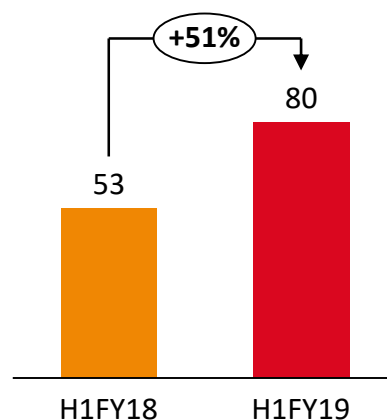
Network = Shareholder's Equity – OCI Reserve

# Half Yearly Performance Highlights\*

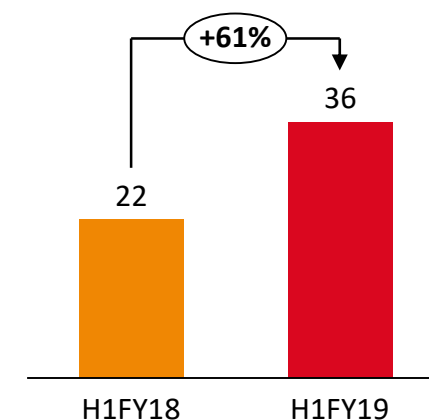
Revenue



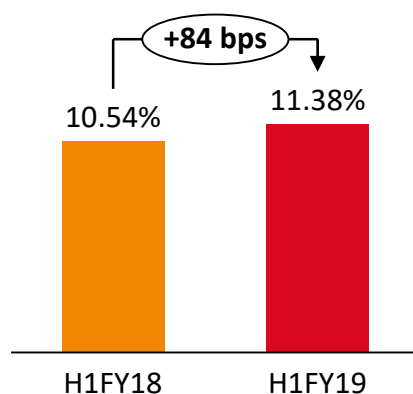
Normalised EBIDTA^



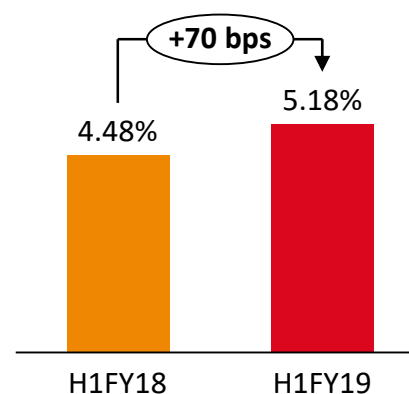
PAT after MI



EBIDTA Margin (%)



PAT after MI Margin (%)



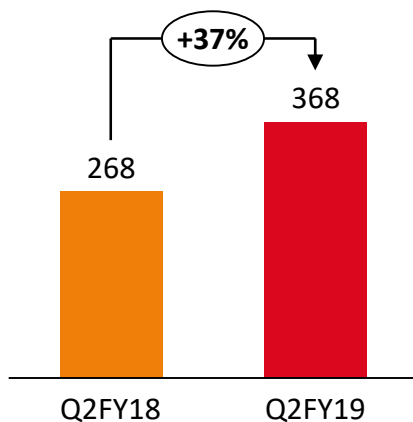
Consolidated Results \* Financials as per IND AS

Rs. Crores

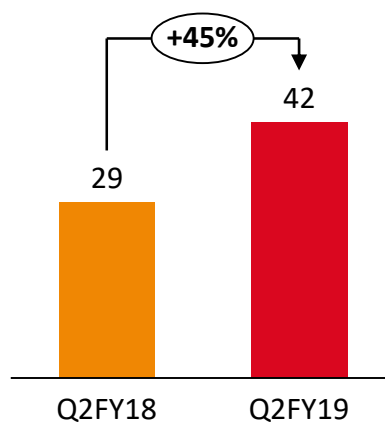
^EBITDA includes other income & share of profits from JV's and excludes Forex items

# Quarterly Performance Highlights\*

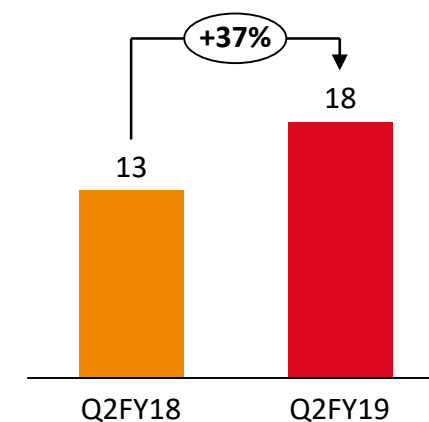
Revenue



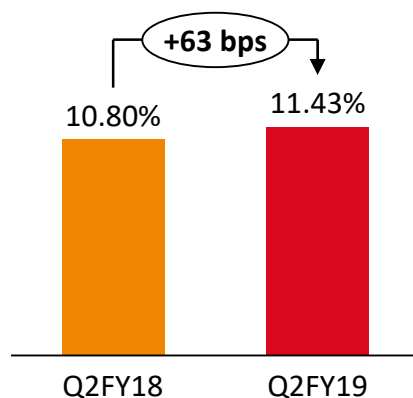
Normalised EBIDTA<sup>^</sup>



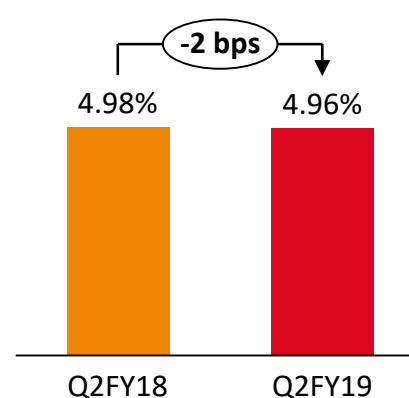
PAT after MI



EBIDTA Margin (%)



PAT after MI Margin (%)



Consolidated Results \* Financials as per IND AS

Rs. Crores

<sup>^</sup> EBITDA includes other income & share of profits from JV's and excludes Forex items

# Consolidated P&L Statement\*



Particulars (Rs. in crores)	Q2 FY19	Q2 FY18	Y-o-Y	H1 FY19	H1 FY18	Y-o-Y
<b>Net Revenue from Operations</b>	<b>367.76</b>	<b>267.64</b>	<b>37.41%</b>	<b>700.75</b>	<b>502.67</b>	<b>39.41%</b>
Raw Material Consumption	251.33	188.90		479.73	351.67	
Employee Expenses	37.44	27.15		71.68	53.05	
Other Expenses	41.97	26.13		77.82	52.42	
Profit of JV	-0.05	0.45		-0.13	1.60	
Other Income	5.08	3.00		8.35	5.84	
<b>EBITDA</b>	<b>42.04</b>	<b>28.90</b>	<b>45.48%</b>	<b>79.74</b>	<b>52.97</b>	<b>50.53%</b>
<b>EBITDA (%)</b>	<b>11.43%</b>	<b>10.80%</b>		<b>11.38%</b>	<b>10.54%</b>	
Forex Loss/ (Gain)#	1.70	0.20		2.80	0.10	
Depreciation	6.77	6.14		13.34	12.19	
Finance Cost	1.16	0.56		1.93	1.35	
Exceptional Item Gain / (Loss)	-5.29	0.00		-5.29	0.00	
<b>Profit before Tax</b>	<b>27.12</b>	<b>22.00</b>	<b>23.29%</b>	<b>56.37</b>	<b>39.33</b>	<b>43.32%</b>
Tax	9.38	7.01		19.14	12.66	
<b>PAT (Before MI)</b>	<b>17.74</b>	<b>14.99</b>	<b>18.34%</b>	<b>37.24</b>	<b>26.68</b>	<b>39.59%</b>
Minority Interest	-0.50	1.66		0.94	4.18	
<b>PAT (After MI)</b>	<b>18.24</b>	<b>13.33</b>	<b>36.82%</b>	<b>36.30</b>	<b>22.50</b>	<b>61.34%</b>
<b>PAT (%)</b>	<b>4.96%</b>	<b>4.98%</b>		<b>5.18%</b>	<b>4.48%</b>	
<b>Earning Per share (EPS)^</b>	<b>2.68</b>	<b>1.96</b>		<b>5.33</b>	<b>3.30</b>	

\* Financials as per Ind AS    ^ EPS on FV of Rs. 2 per share

# MTM Forex Loss/ (Gain) part of other expenses & other income in reported financials

# Consolidated Balance Sheet\*



Assets (Rs. in crores)	Sept-18	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	250.00	251.51
Capital work-in-progress	34.21	11.98
Investment Property	19.02	19.31
Intangible Assets	2.28	2.33
Goodwill	0.17	0.17
Investment in jointly controlled entities	0.54	7.24
<b>Financial assets</b>		
Investments	107.96	120.07
Other financial assets	4.82	3.39
Income Tax Assets (net)	1.49	3.12
Other non-current assets	15.55	10.52
Deferred tax assets	2.04	1.37
<b>Sub-total - Non-Current Assets</b>	<b>438.07</b>	<b>431.02</b>
<b>Current assets</b>		
Inventories	92.23	78.02
<b>Financial assets</b>		
Loans	0.72	0.62
Investments	23.32	14.77
Trade receivables	351.37	280.57
Cash and cash equivalents	18.22	22.34
Bank balances other than Cash	20.48	16.38
Other financial assets	1.11	0.99
Other current assets	17.56	14.32
<b>Sub-total - Current Assets</b>	<b>525.00</b>	<b>428.02</b>
<b>TOTAL – ASSETS</b>	<b>963.07</b>	<b>859.04</b>

Equity & Liabilities (Rs. in crores)	Sept-18	Mar-18
<b>Equity</b>		
Equity Share capital	13.63	13.63
Non Controlling Interest	38.09	30.28
Other equity	443.81	437.55
<b>Sub-total - Shareholders' funds</b>	<b>495.54</b>	<b>481.47</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Financial liabilities		
Borrowings	7.74	7.90
Provisions	7.65	7.24
Deferred tax liabilities (net)	19.56	21.18
<b>Sub-total - Non-current liabilities</b>	<b>34.94</b>	<b>36.32</b>
<b>Current liabilities</b>		
Financial liabilities		
Borrowings	25.26	-
Trade payables	331.25	270.30
Other financial liabilities	35.87	33.51
Provisions	5.83	5.57
Current Tax Liabilities	2.38	1.73
Other current liabilities	32.02	30.15
<b>Sub-total - Current liabilities</b>	<b>432.60</b>	<b>341.26</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>963.07</b>	<b>859.04</b>

\* Financials as per Ind AS



## Awards & Recognitions



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



Maruti Suzuki India Ltd Awarded – Lumax Mannoh Allied Technologies Ltd  
for “Overall Vendor performance”



BAL –TPM Excellence Award for year 2017-18 to Lumax Auto Technologies Limited, Aurangabad from Bajaj Auto Limited



Quality Gold Award to Lumax Auto Technologies Limited, Aurangabad, for zero customer complaint for last 2 years i.e. 2016-17 & 2017-18 from Bajaj Auto Limited



Lumax DK Auto Industries received the Bronze award from Honda Access India in the category of "Development"



Award –Supplier Convention

Received from HMSI on 17<sup>th</sup> February 2017



Award for Excellence in Consistent TPM Commitment

# State-of-the-Art Manufacturing Facilities

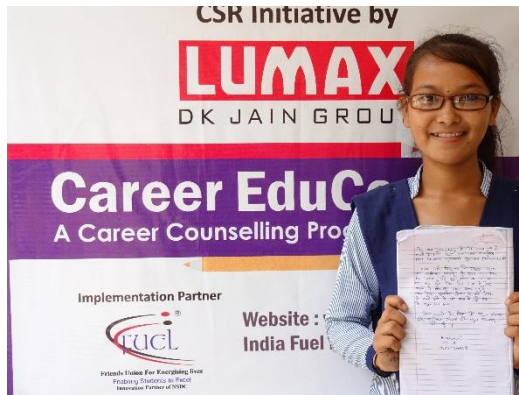


# State-of-the-Art Manufacturing Facilities



# State-of-the-Art Manufacturing Facilities





## Health

Towards its endeavour to give back to society, the group has taken various initiatives towards Education of the underprivileged. Four schools in the NCR region, close to its facilities have been adopted, starting with improving its infrastructure, to facilitating the annual fee so as to ensure a conducive environment for learning and continuity in education.

Also provide support towards maintaining good health of the community around its facilities

## Education



**For further information, please contact:**

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**Investor Relations Advisors:**

**Strategic Growth Advisors Pvt. Limited**  
CIN: U74140MH2010PTC204285

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