

LATL:CS:IP:2022-23

November 12, 2022

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

Subject: Investor Presentation for the 2nd Quarter and half year ended September 30, 2022

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 2nd Quarter and half year ended September 30, 2022.

The aforesaid information 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,

For **Lumax Auto Technologies Limited**

Raajesh Kumar Gupta
Vice President & Group Head
(Secretarial, Legal & Internal Audit)
Membership No. A8709

Encl: As stated Above

PRISM OF
POSSIBILITIES



Lumax Auto Technologies Limited

Investor Presentation – Q2 FY2023



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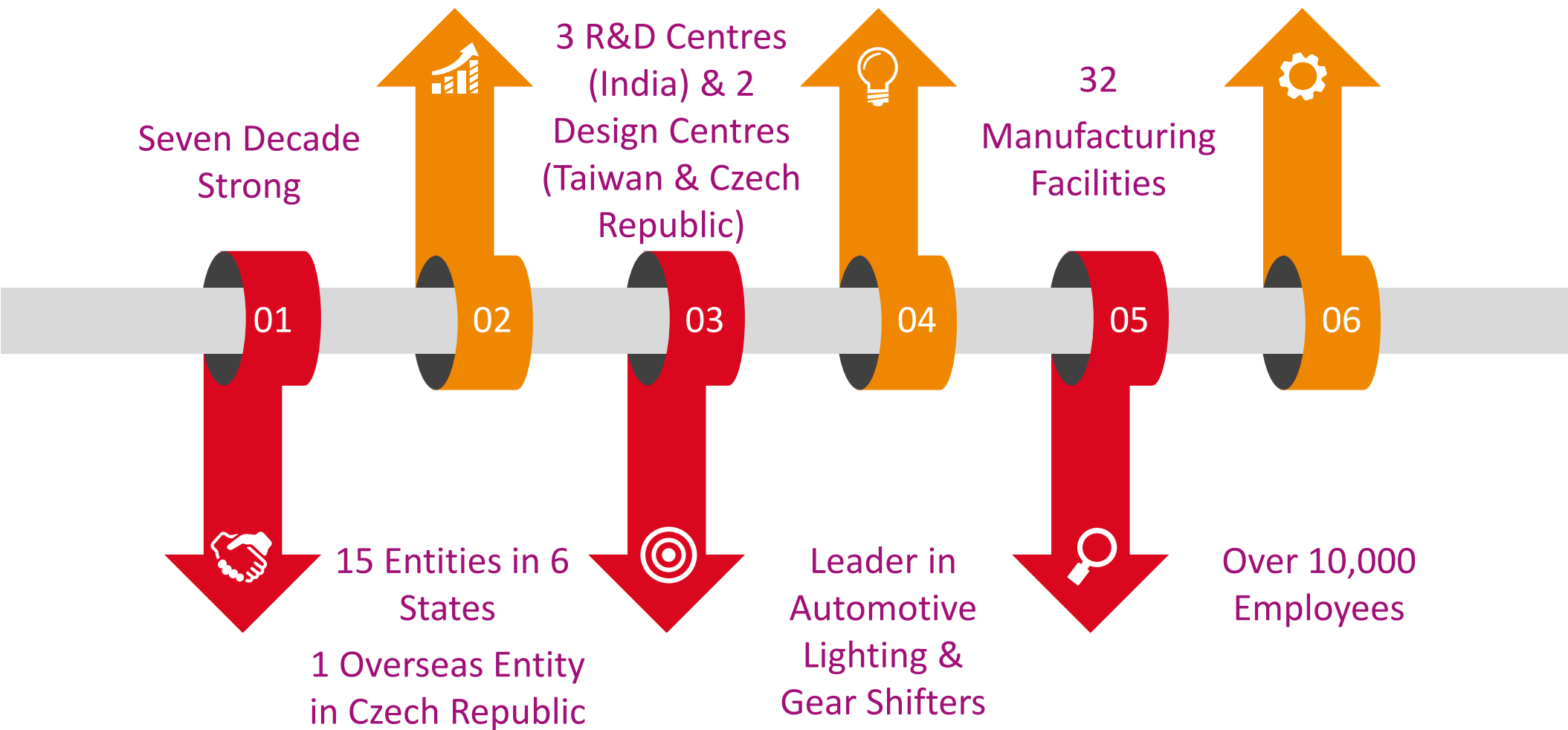
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Lumax-DK Jain Group





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

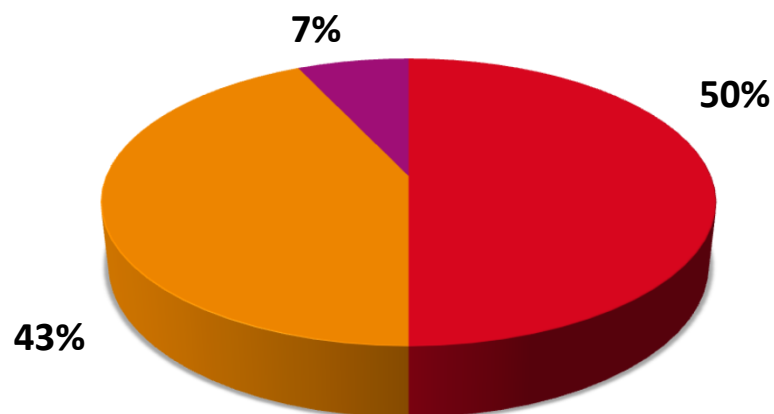
Lumax Auto Technologies Limited

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, Manufacture and supply of 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

FY22 Group Revenue – Rs. 3,471 Crs

We deliver **PRIDE** and
PROGRESS with
POSITIVITY



**Our
Group
Purpose**

Respect
Integrity
Passion
Excellence



**Our
Values**

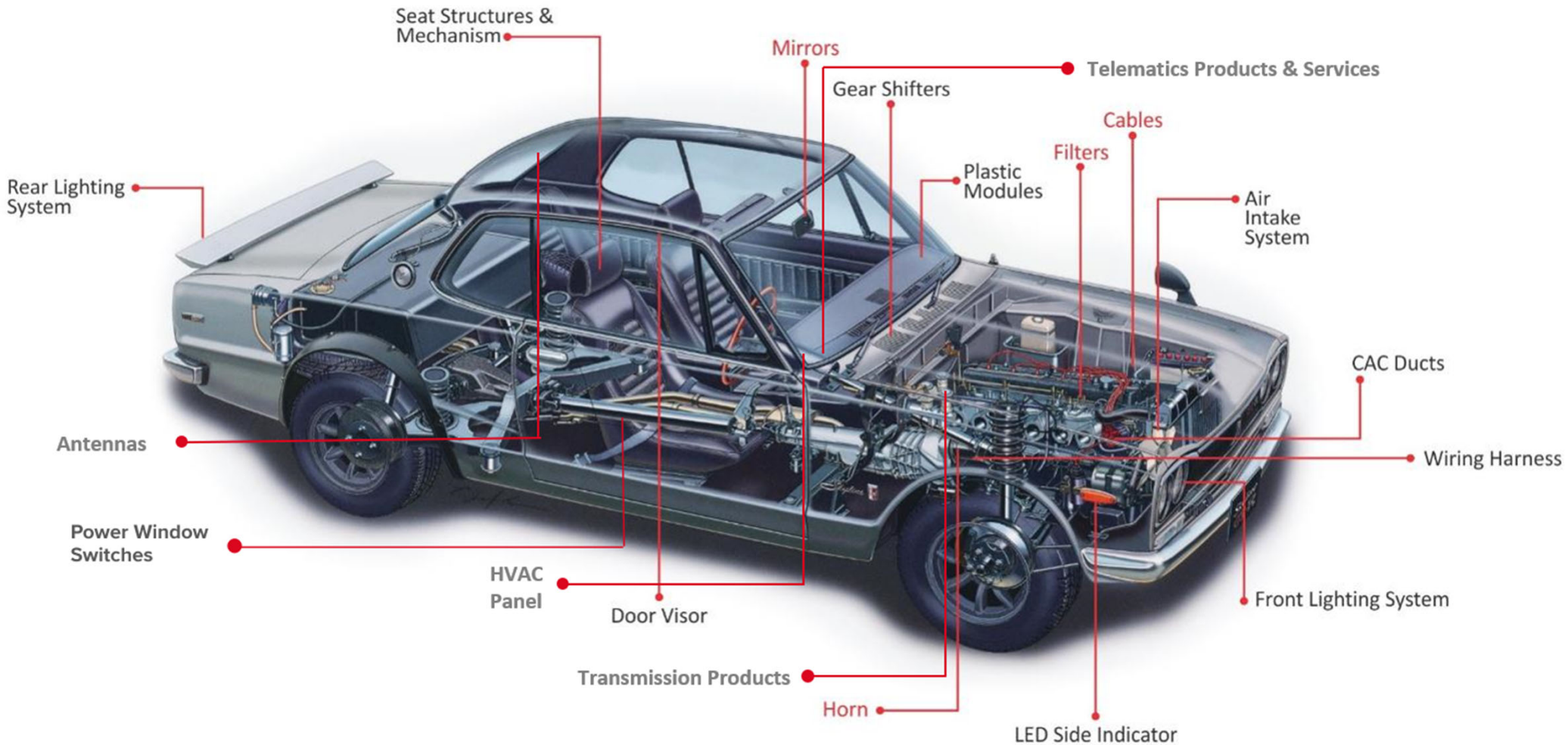
Building an **ADMIRED**
HIGH PERFORMANCE
Global Organisation in
whom all stakeholders
have **ABSOLUTE TRUST**



**Our
Vision**

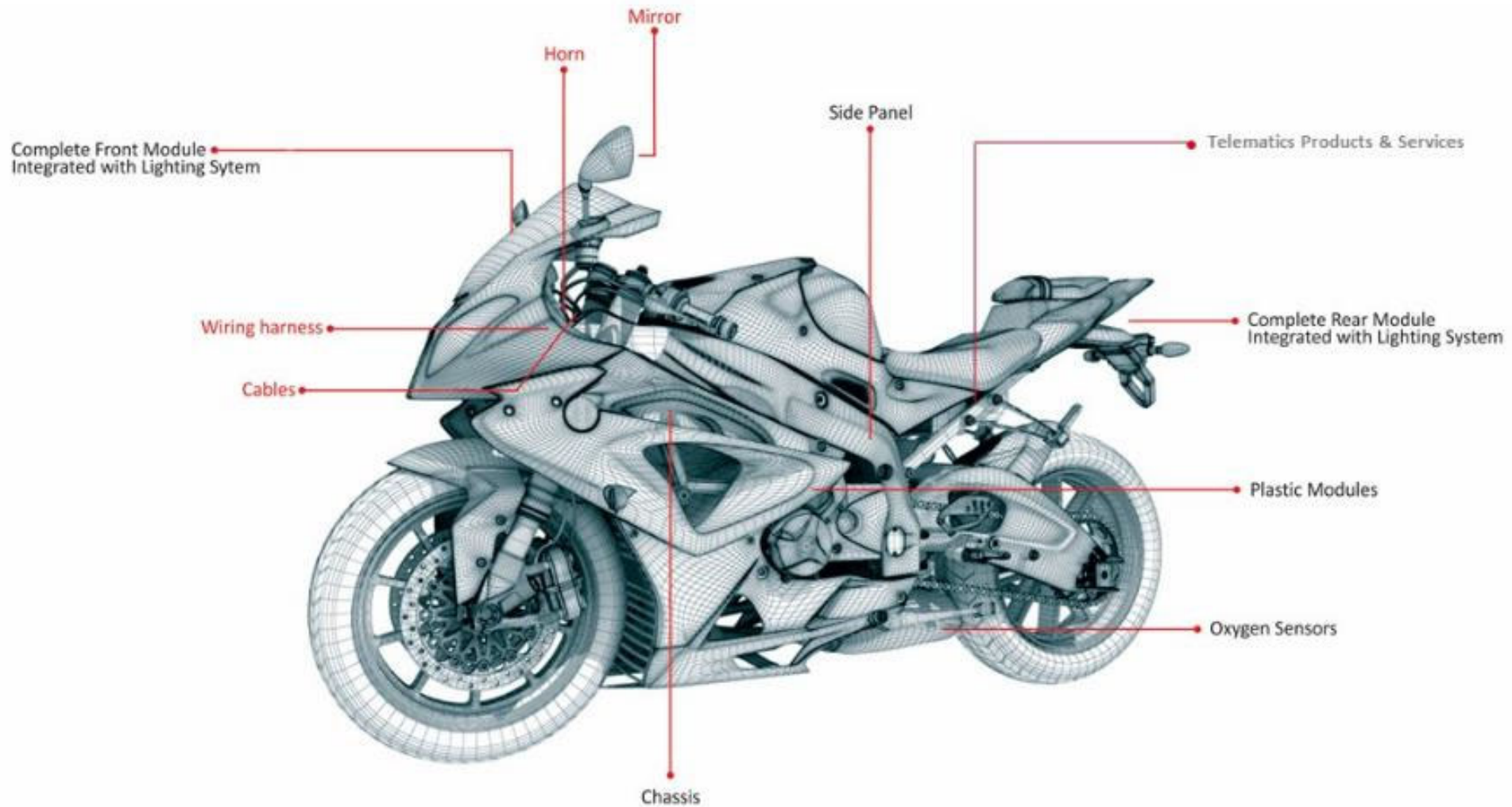


Diversified Product Range – 4-wheelers



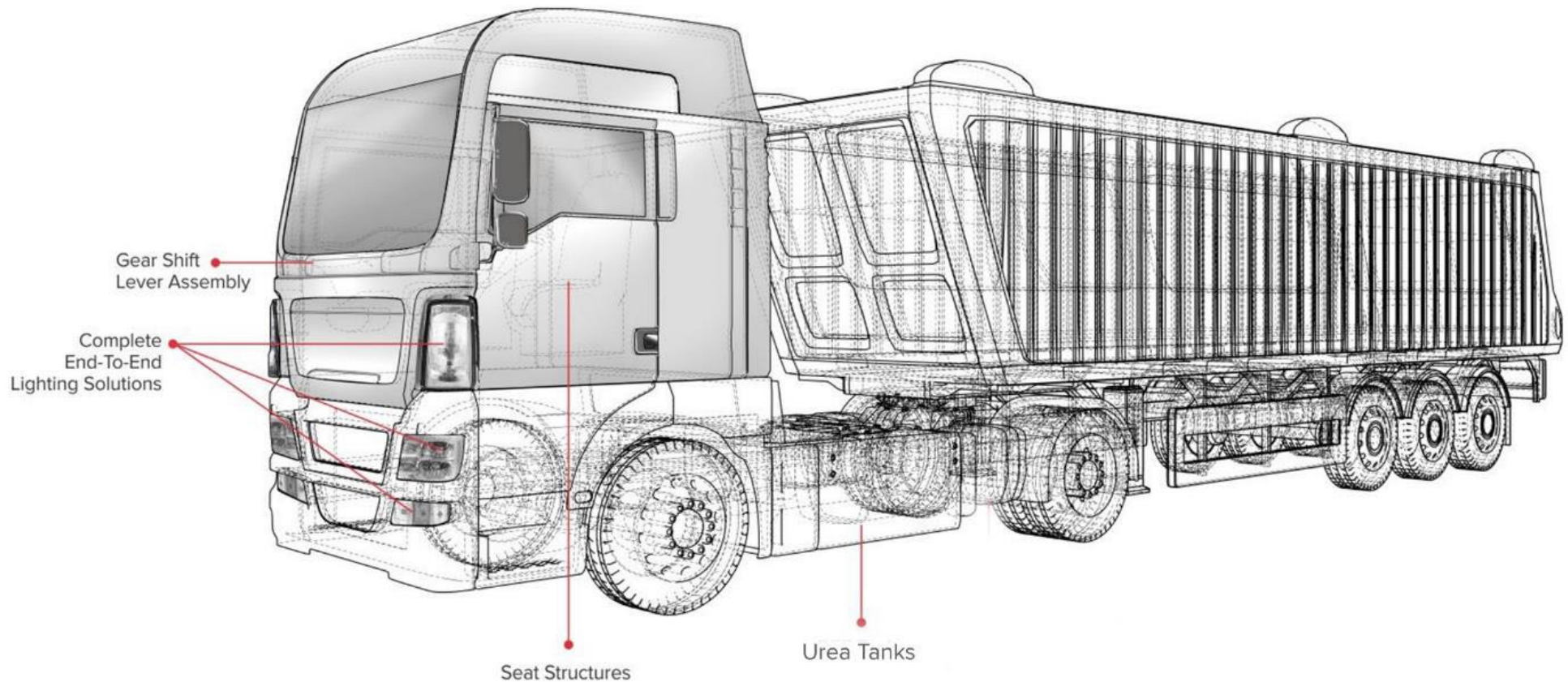
- Destination Boards & Urea Tanks for Commercial Vehicle
Aftermarket products

Diversified Product Range – 2-wheelers

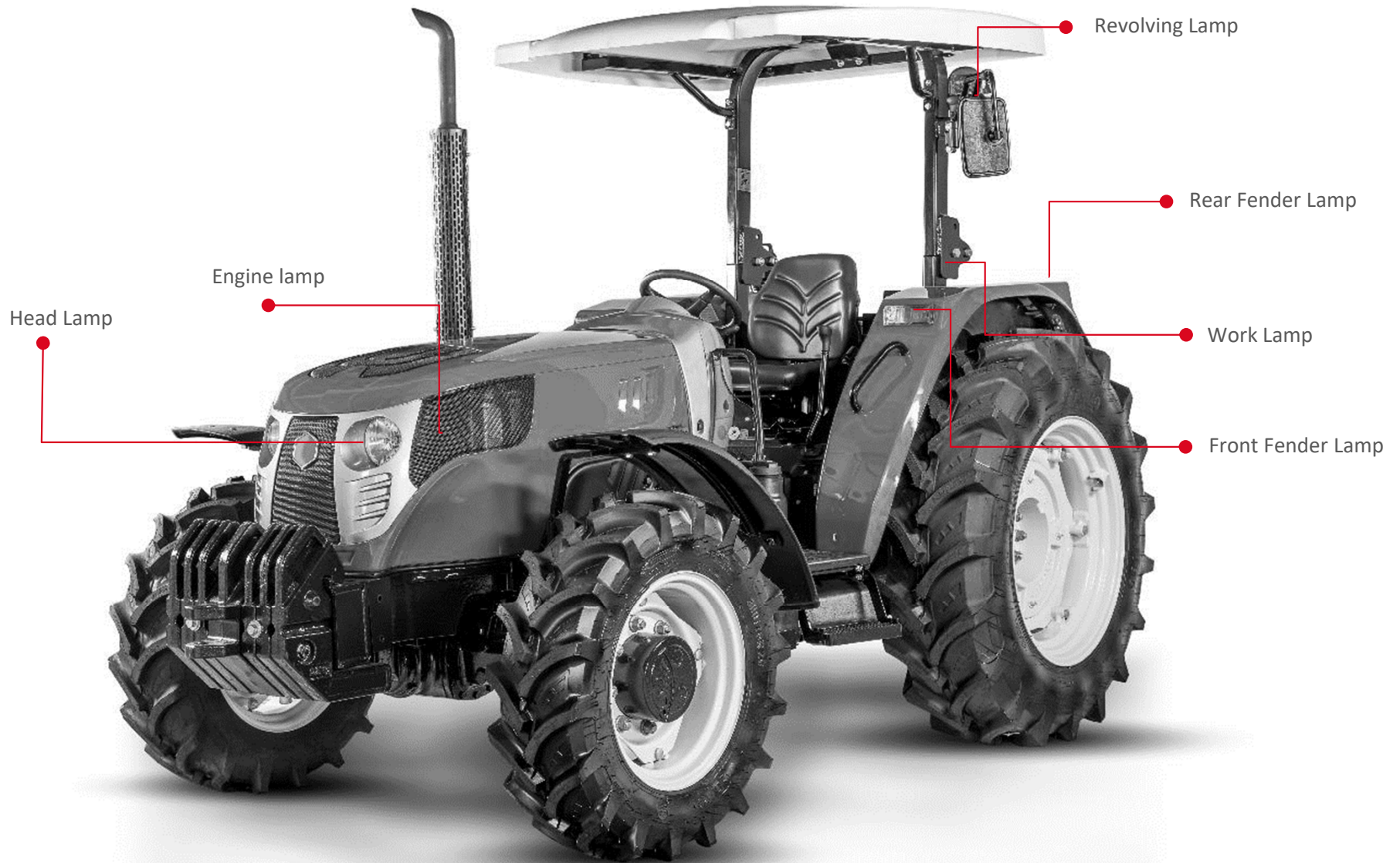


■ Aftermarket products

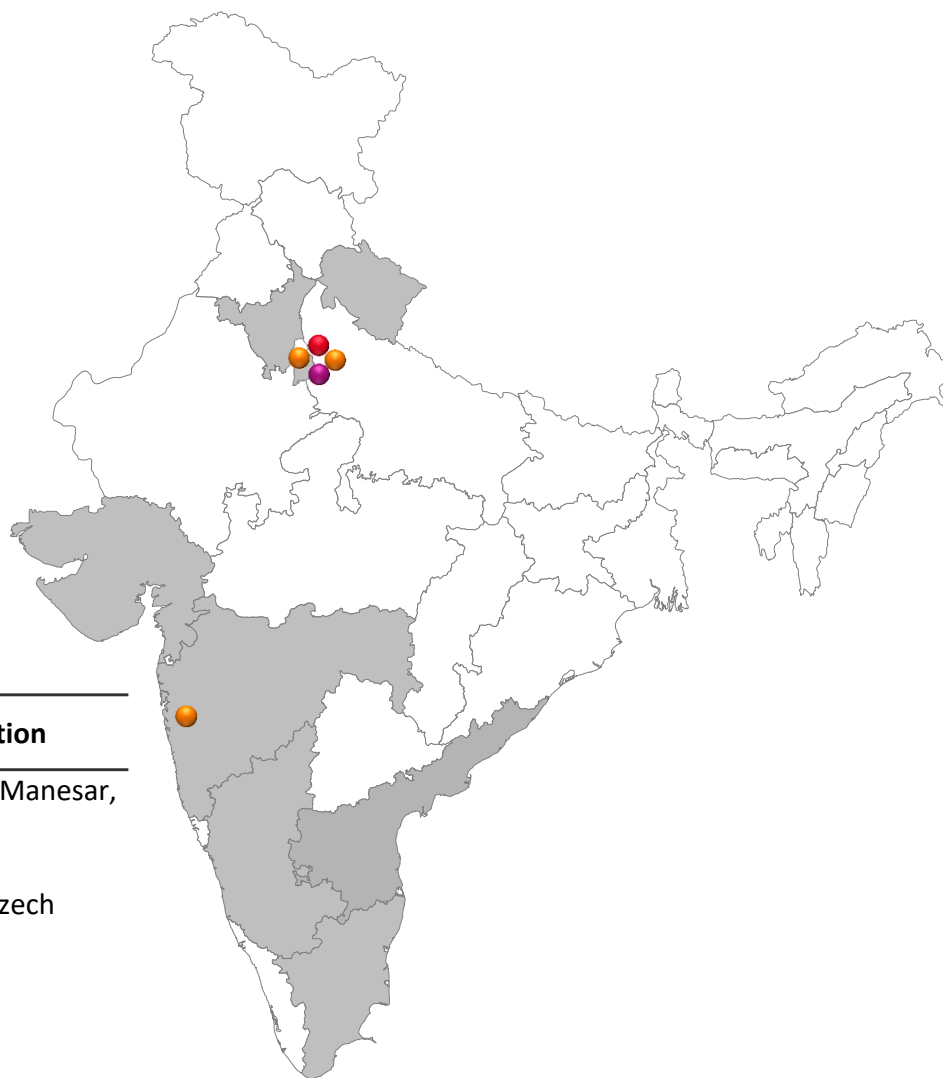
Diversified Product Range – Commercial Vehicles



Diversified Product Range – Farm Equipment Sector (FES)



32 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	2
	Dharuhera	1
	Gurugram	4
	Manesar	3
Maharashtra	Pune	8
	Waluj	2
Karnataka	Bengaluru	3
Gujarat	Sanand	2
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Total		32

Facilities	Location
● R&D Centre	Gurugram, Manesar, Pune
● Design Centre	Taiwan & Czech Republic
Corporate HQ	Gurugram
● After Market Division	Gurugram

32 Plants in 6 States

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

Fostering Partnerships to Deliver Excellence



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



Commercial Vehicle



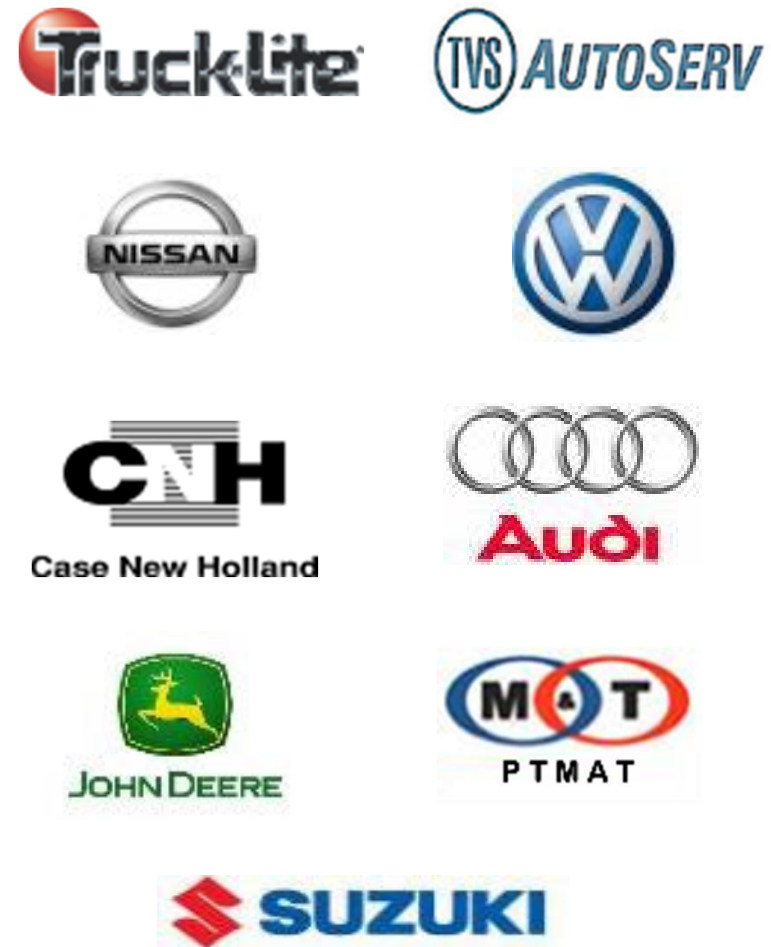
Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence



Lumax Auto Technologies Limited

Driving Growth through Diversified Products



Evolving with Our Partners

Partnered with international automotive leaders to reinforce competitiveness

Lumax Brand

Credible LUMAX Brand

Customer Outreach

Strong OEM presence
Over 300 Channel Partners



- 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
- 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

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

2022: Commenced operations at Bangalore for manufacturing of Gear Shifter on 1st April 2022

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.

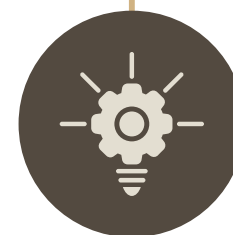
Formed a **JV with FAE, Spain** to manufacture Oxygen Sensors.

Set up Assembly facility in Mehsana, Gujarat under LMAT

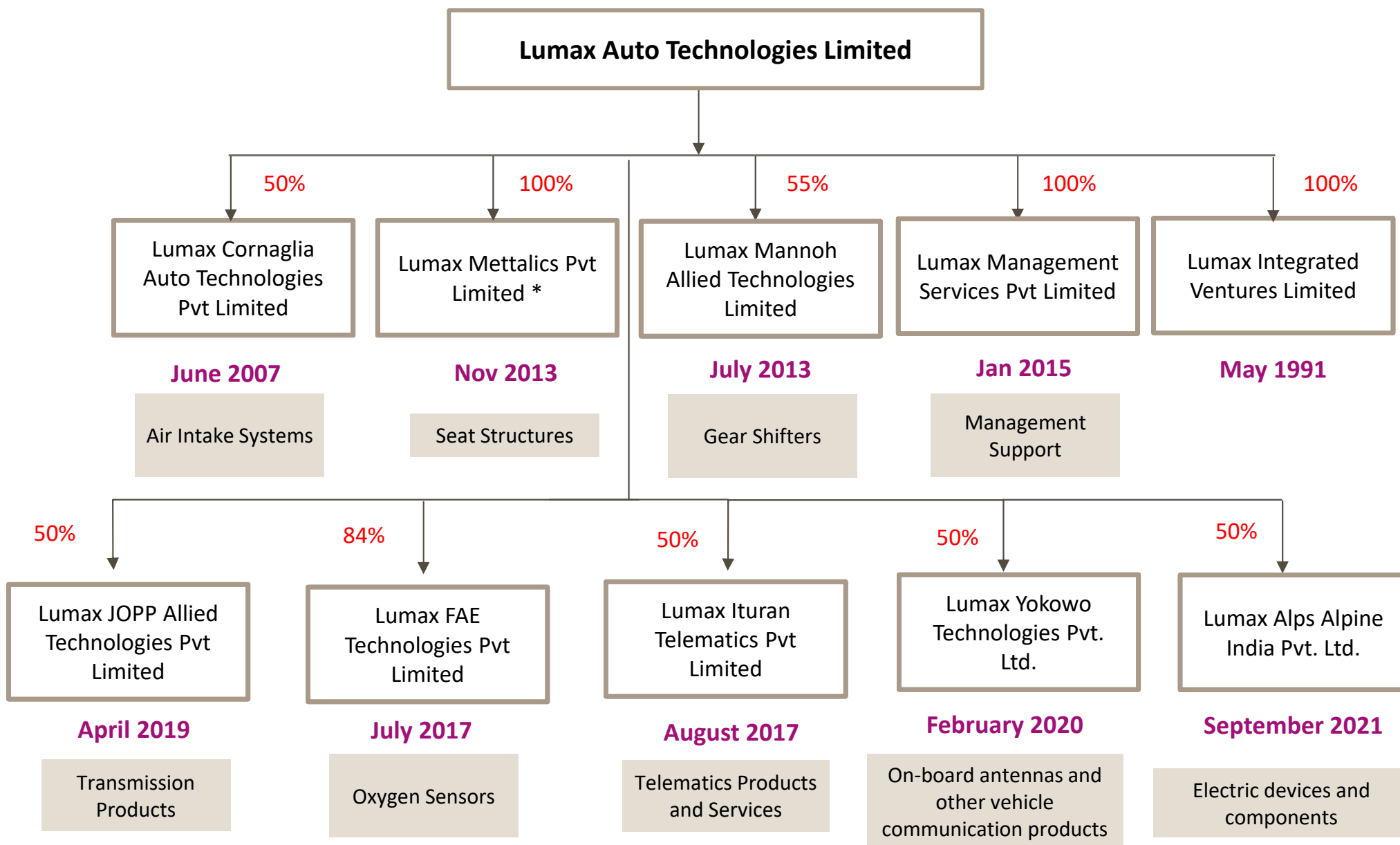
2018: Setup an R&D center under Lumax Cornaglia Auto Technologies Pvt Limited at Pune

2019: Inauguration of Chassis facility at Aurangabad

JV with JOPP, Germany to manufacture and supply transmission products



Well defined Corporate Structure



* Application filed for merger with LATL

Date of Incorporation

Fostering Partnerships to Deliver Excellence



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

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Japan

September 2021

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50% in Lumax Alps Alpine India Pvt. Ltd.

After Market Presence in all Segments



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



- Gear Shift Lever
- Gear Shift Tower
- Control Housing
- Intake Systems
- Seat Structures
- Integrated Plastic Modules
- Telematics Products and Services
- Antenna
- Electronic devices & components



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

Key Customer Relationships

Four Wheeler

MARUTI SUZUKI



ŠKODA



Tier 1



Commercial Vehicle



Mahindra
Rise.

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

DAIMLER

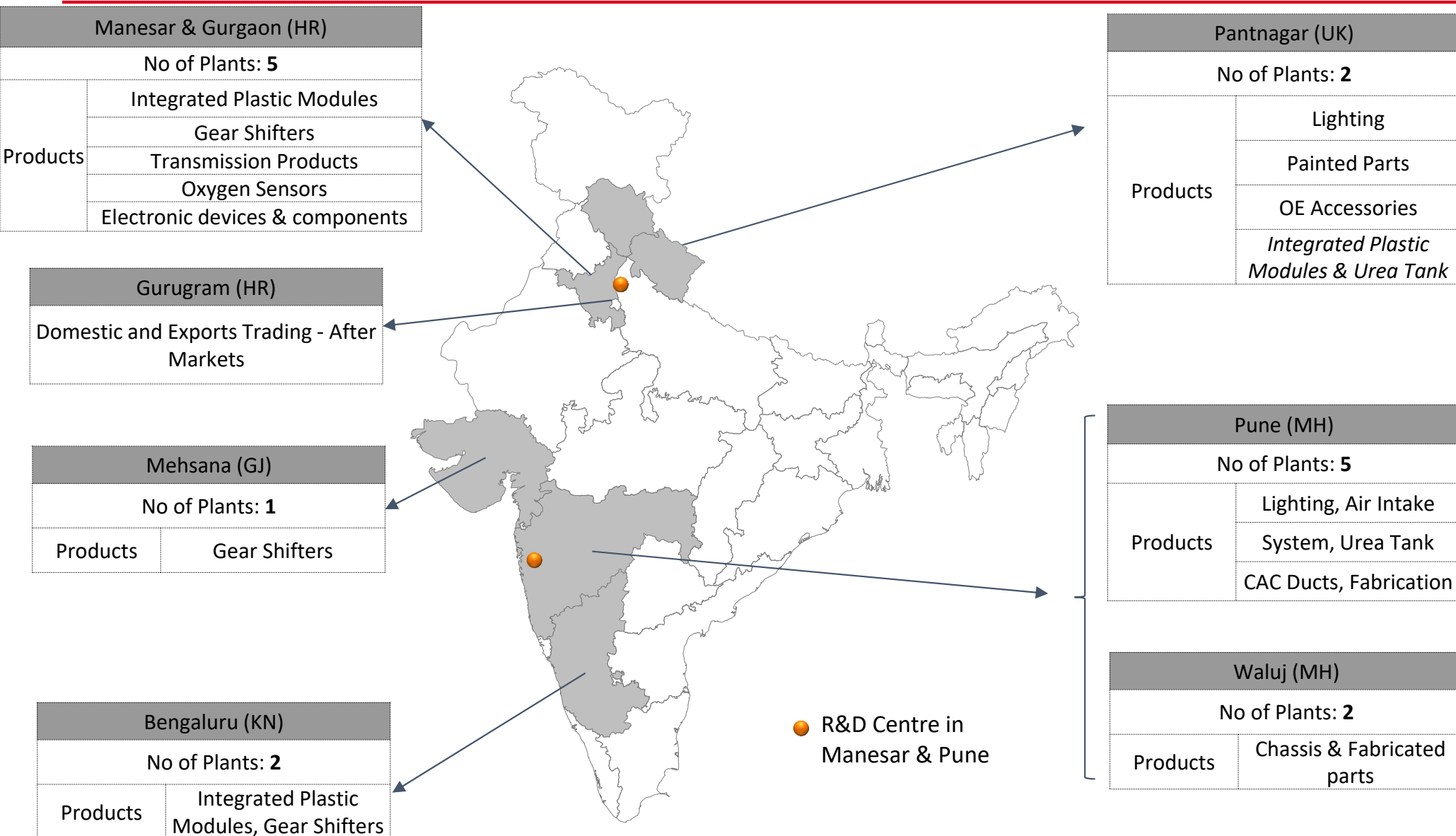
2/3 Wheeler



Export

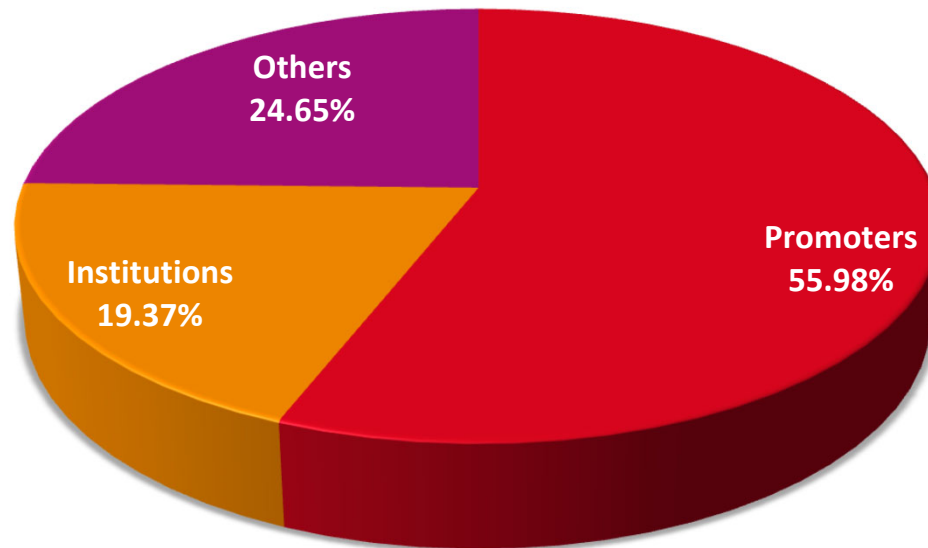


Strategic Locations Close to Customers



17 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 27 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 Deputy 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. 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

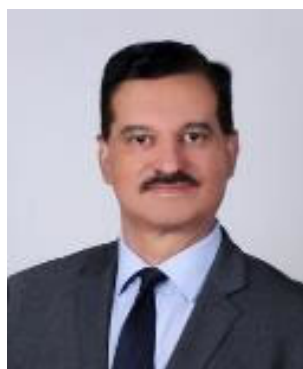


Ms. Diviya Chanana

Age: 51 years

Graduate & holds
Diploma in Travel and
Tourism

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

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. 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: 55 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: 54 Years
Experience: 30 Years



Mr. Sanjay Bhagat
Head After Market
Age: 57 years
Experience: 32 years



Mr. Abhinav Gera
Chief Human Resource
Officer
Age: 44 years
Experience: 22 Years



Mr. Atul Jain
Corporate Head -
Materials
Age: 53 years
Experience: 27 Years



Mr. Rajesh Dubbewar
Head Metallic
Age: 55 years
Experience: 30+ years



Ms. Priyanka Sharma
Corporate
Communication
Age: 53 Years
Experience: 26 Years



Mr. Ashish Dubey
Chief Financial Officer
Age: 55 years
Experience: 31 Years



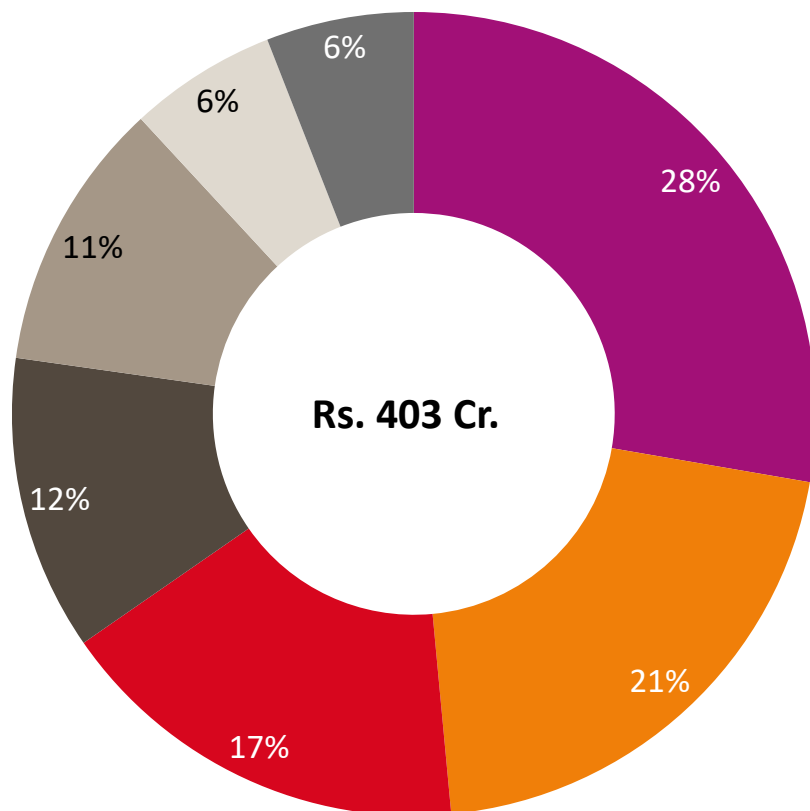
Financial Performance



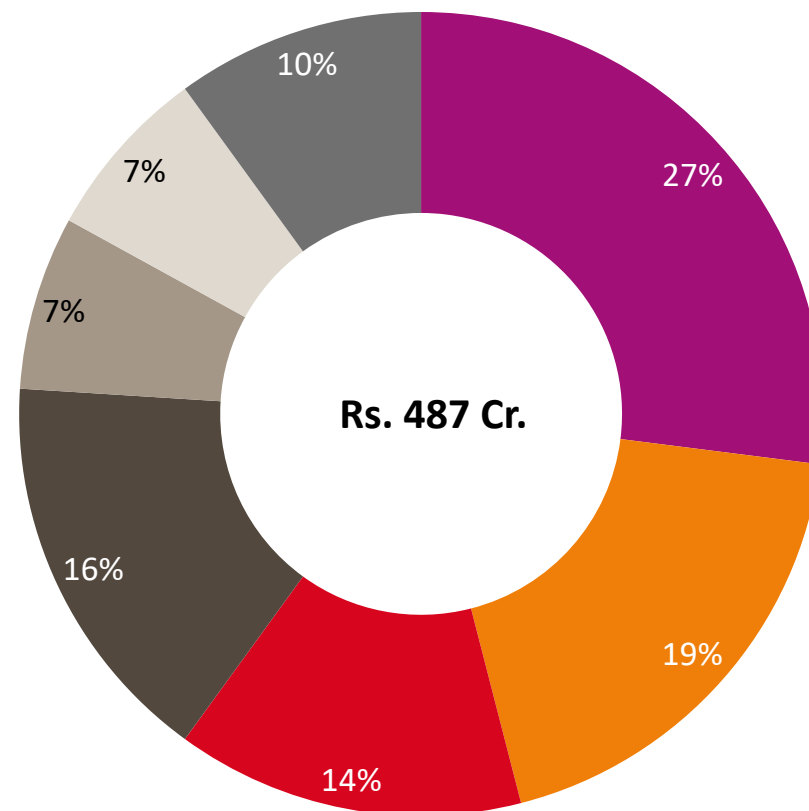
Product-wise Revenue Break-Up



Q2 FY22



Q2 FY23

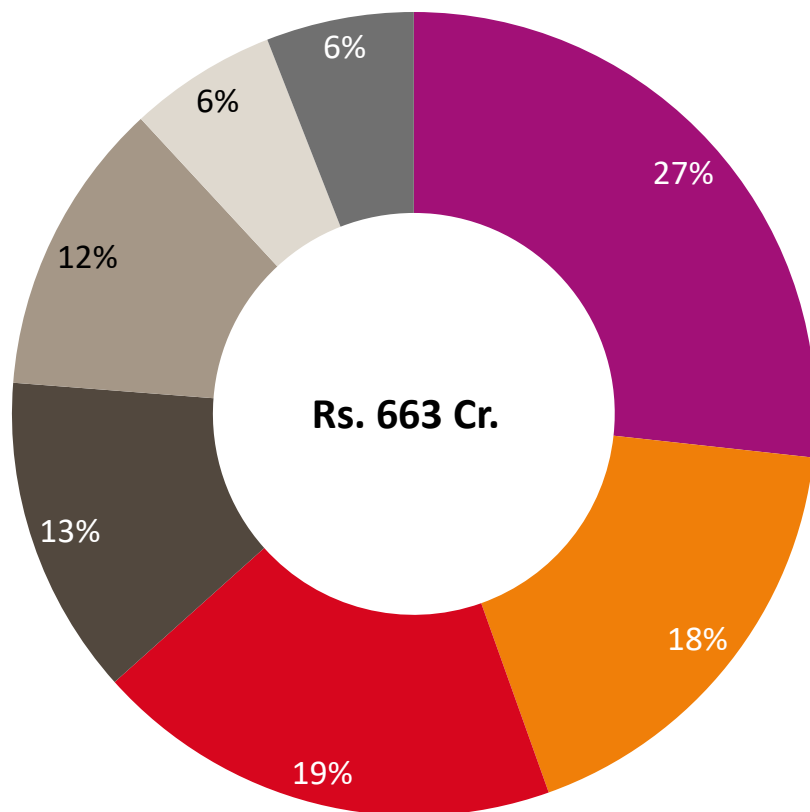


Intergrated Plastic Modules Fabrication Lighting Others
After Market Shifter Emission

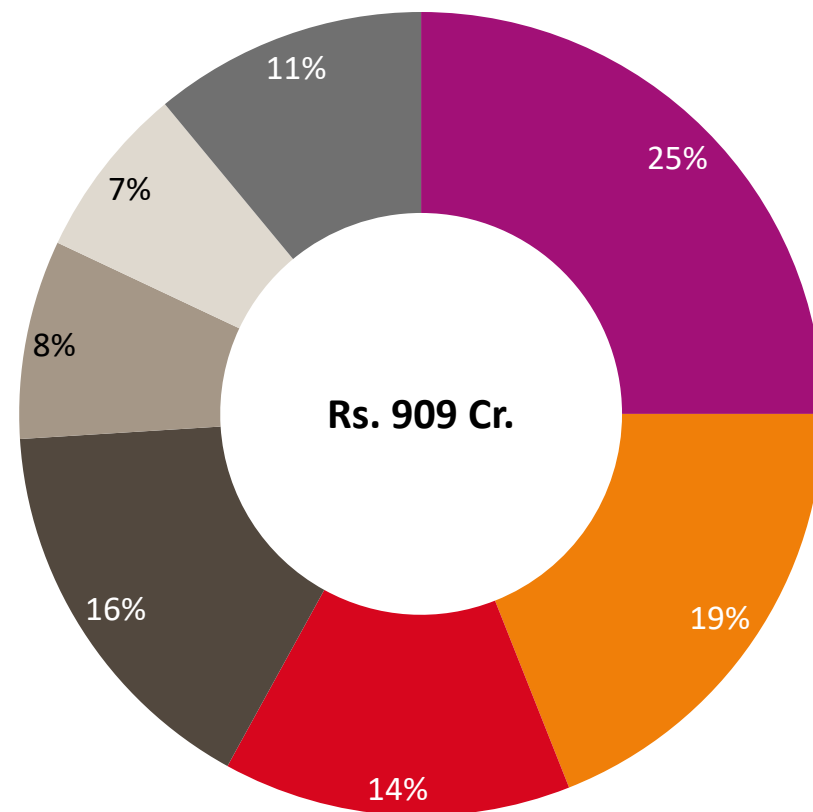
Product-wise Revenue Break-Up



H1 FY22

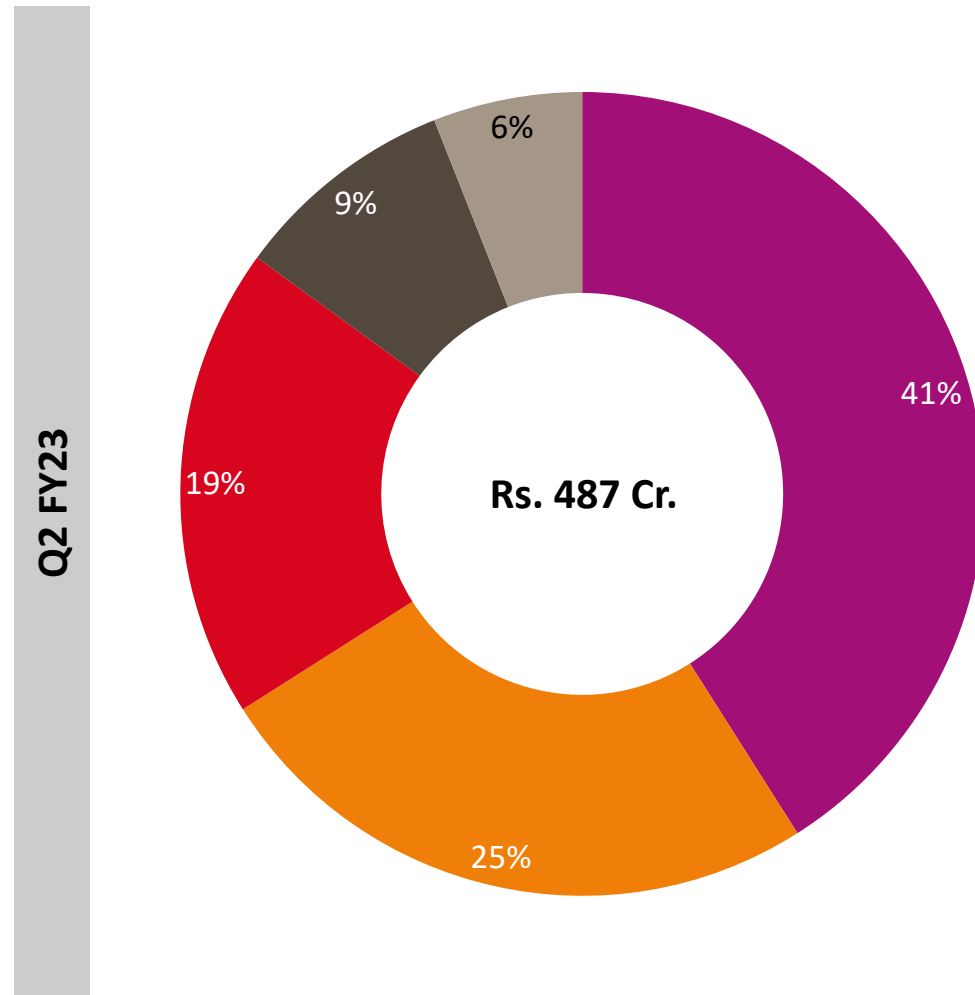
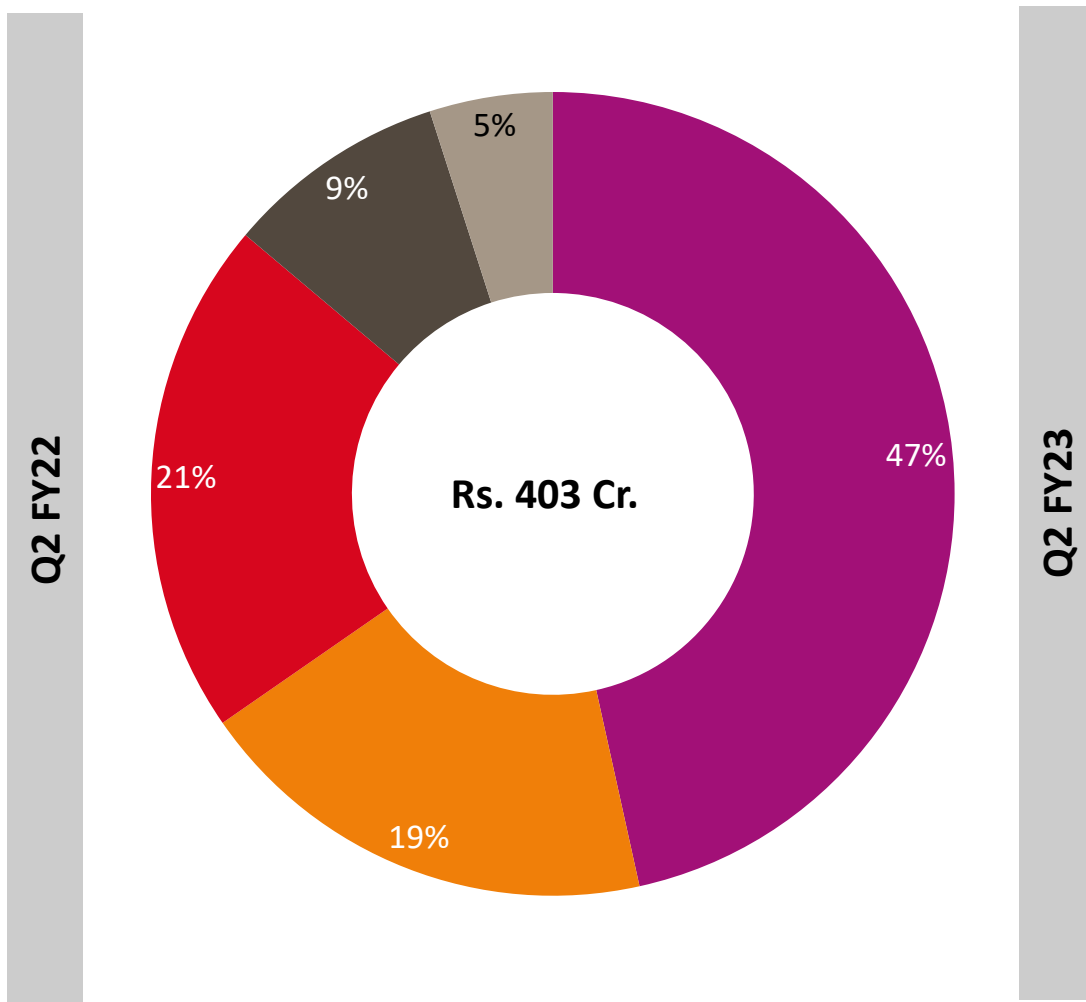


H1 FY23



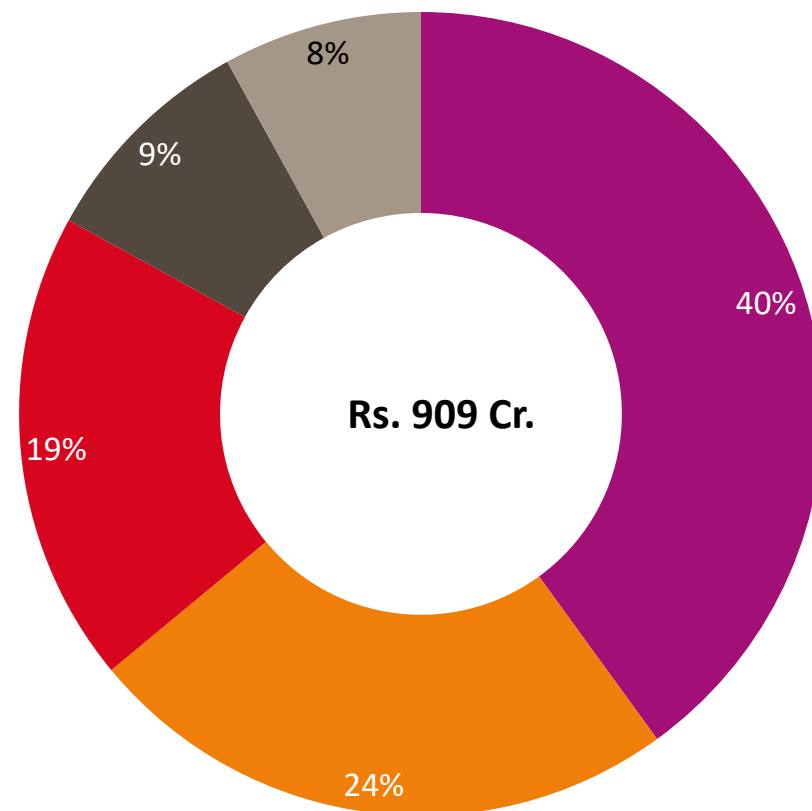
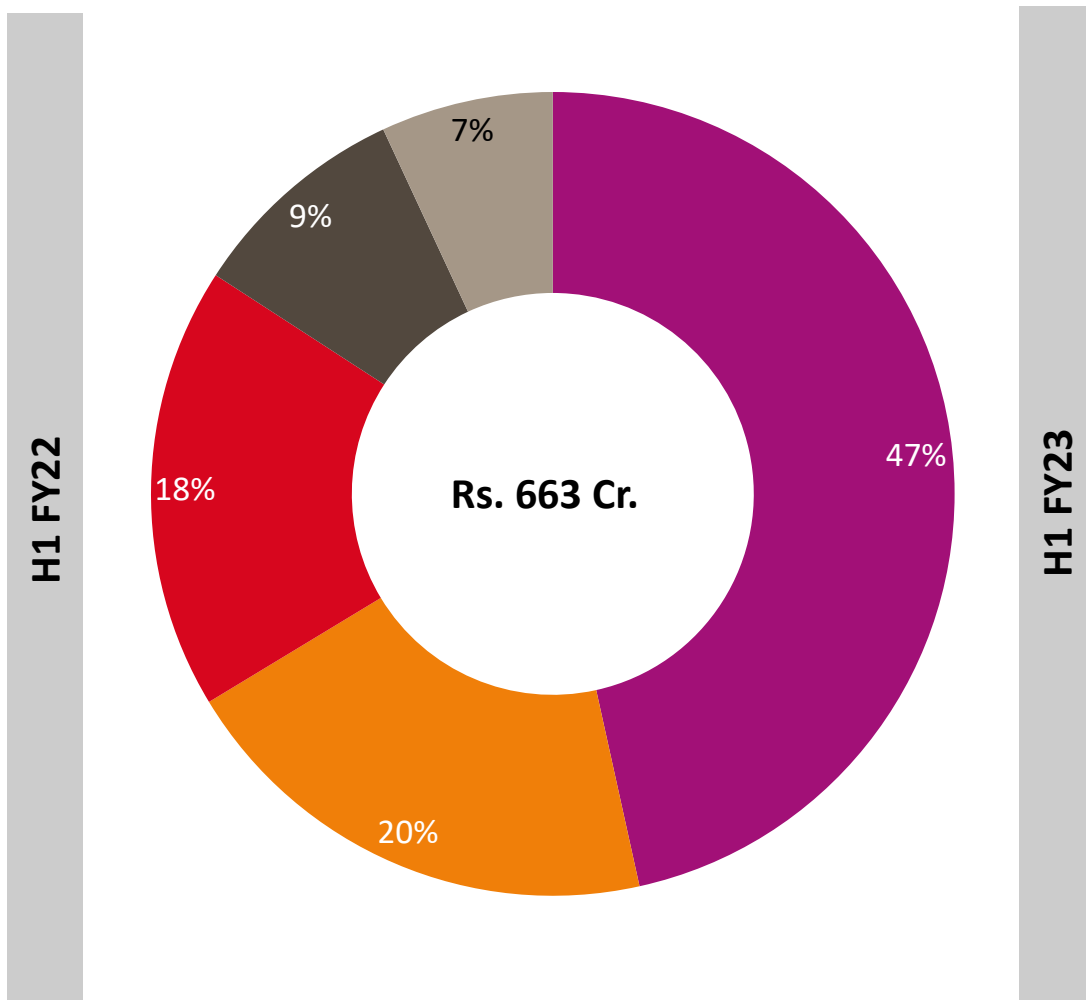
Intergrated Plastic Modules Fabrication Lighting Others
After Market Shifter Emission

Segmental Revenue Break-Up: Category



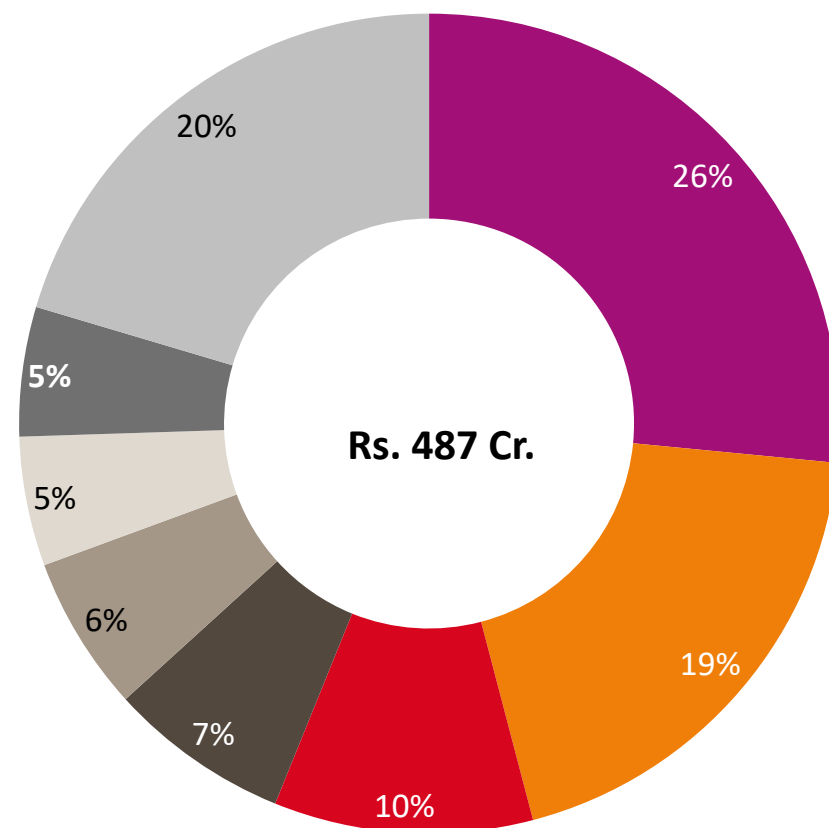
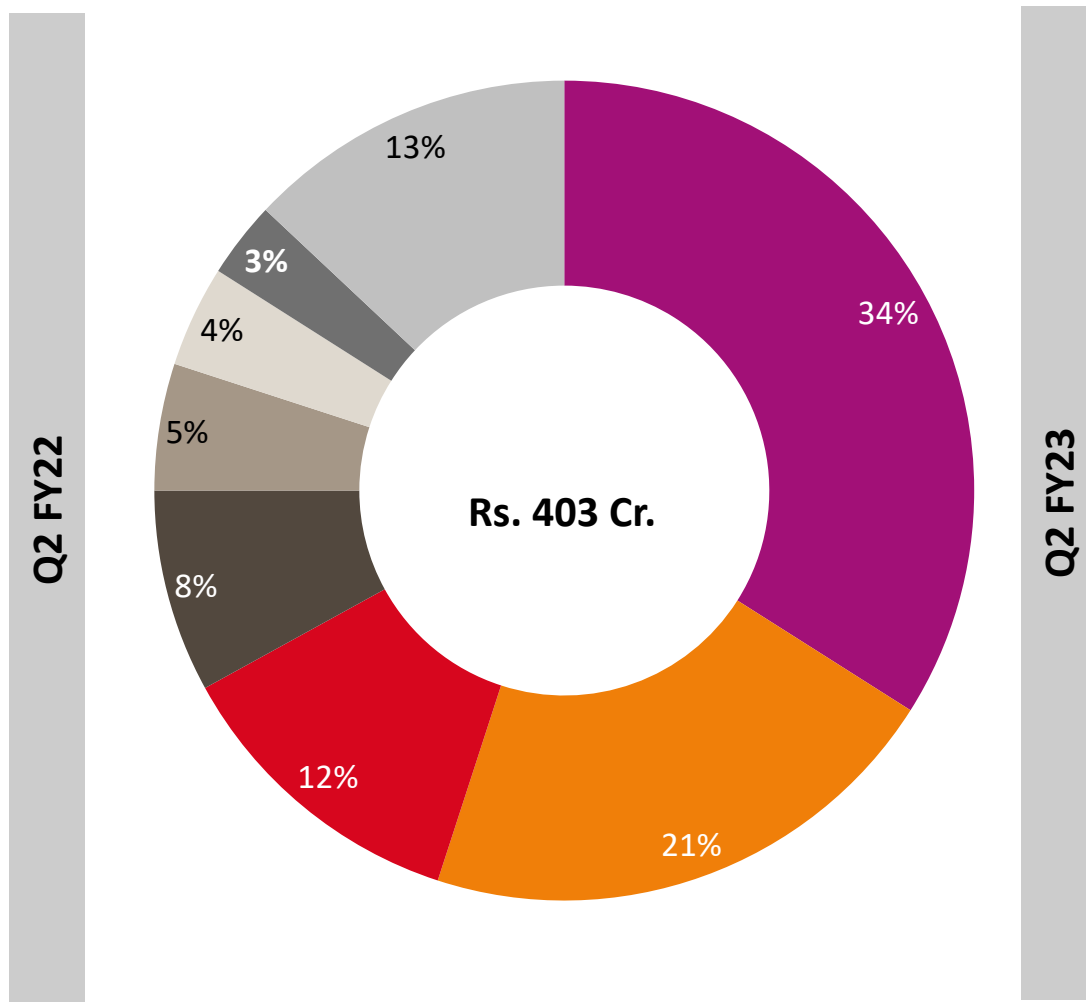
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

Segmental Revenue Break-Up: Category

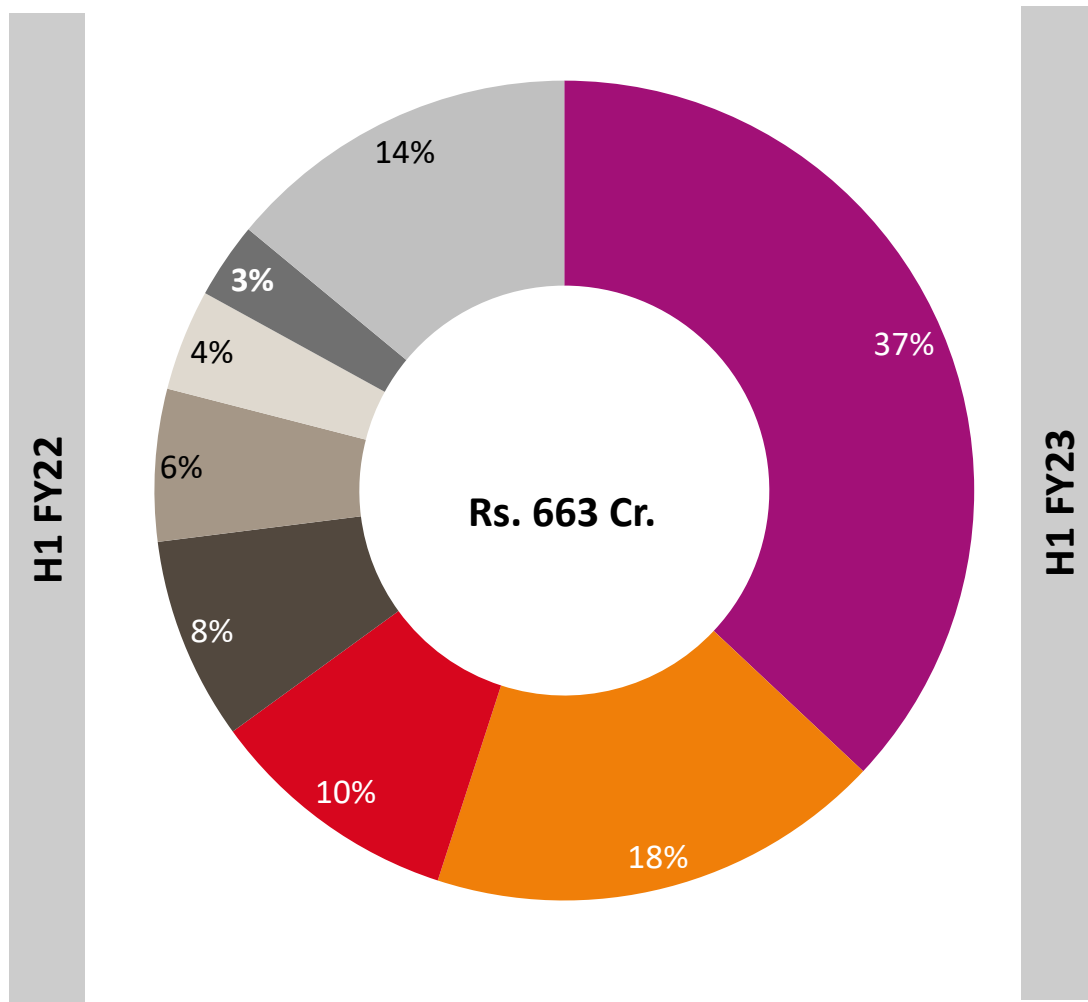


■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

Customer wise – Revenue Break-Up



Customer wise – Revenue Break-Up



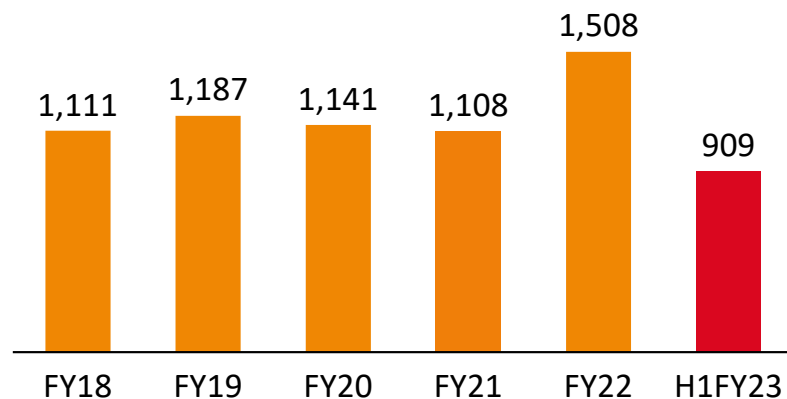
 Bajaj	 HMSI	 MSIL	 M&M
 After Market	 LIL	 Tata	 Others

Strong historical financial performance



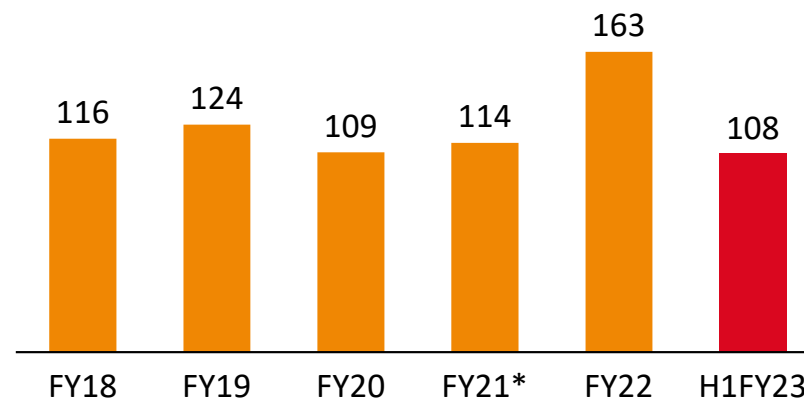
Revenue

Rs. Crores



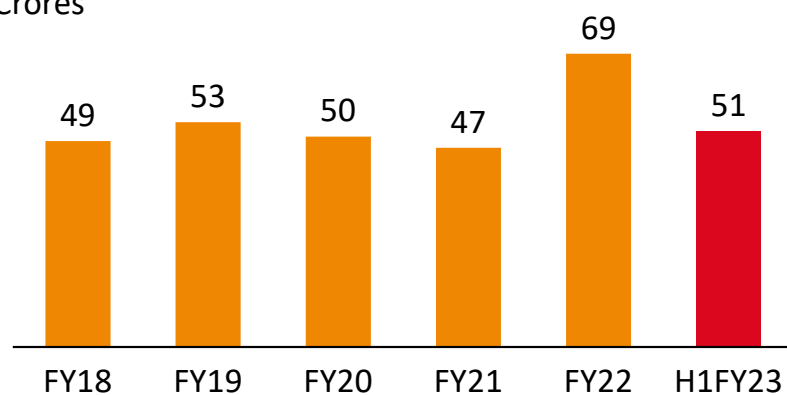
EBITDA[^]

Rs. Crores



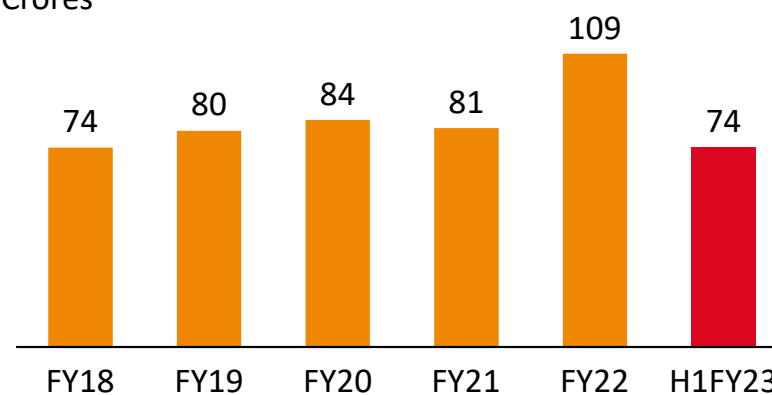
PAT After MI

Rs. Crores



Cash PAT

Rs. Crores



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

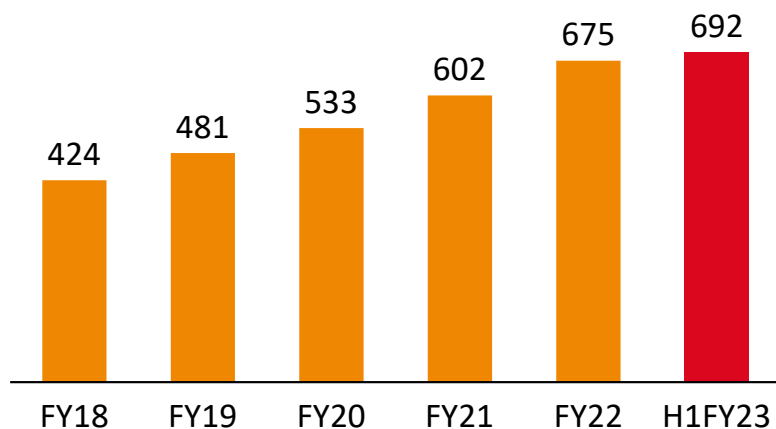
* FY21 EBITDA: Excluding gain on sale of property – Rs. 2.22 crores excluded from Other Income

Consolidated

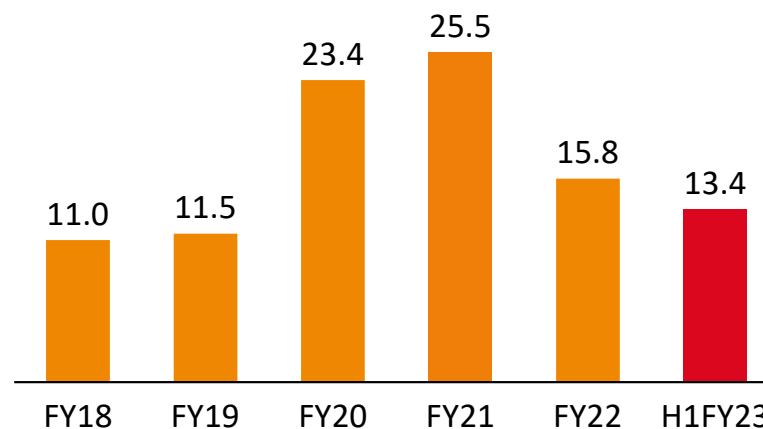
Expansion funded through Internal Accruals



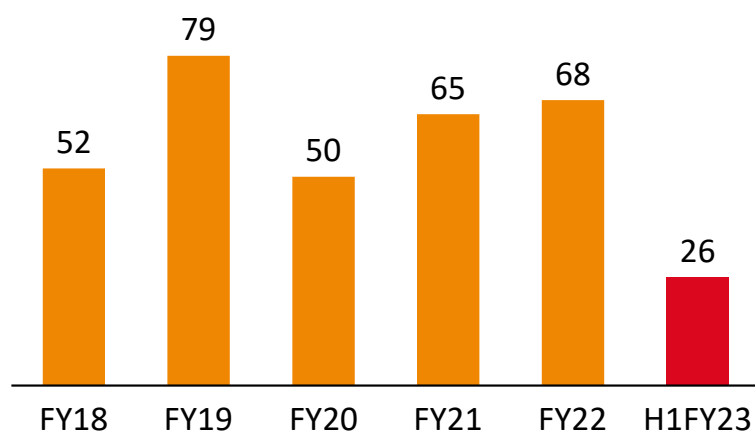
Gross Block



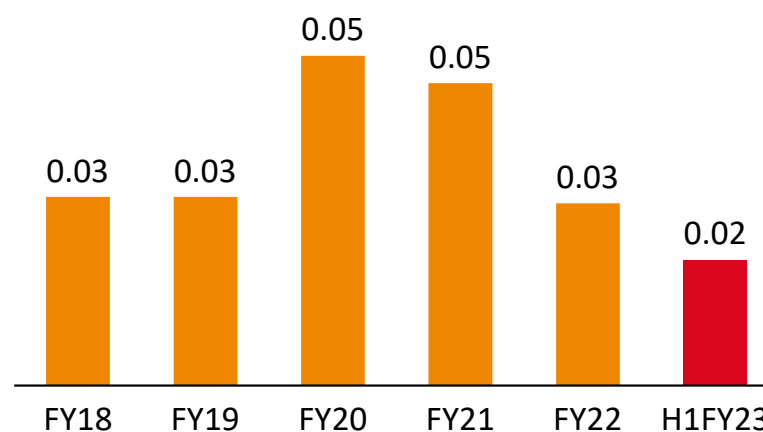
Long Term Loan



Capex



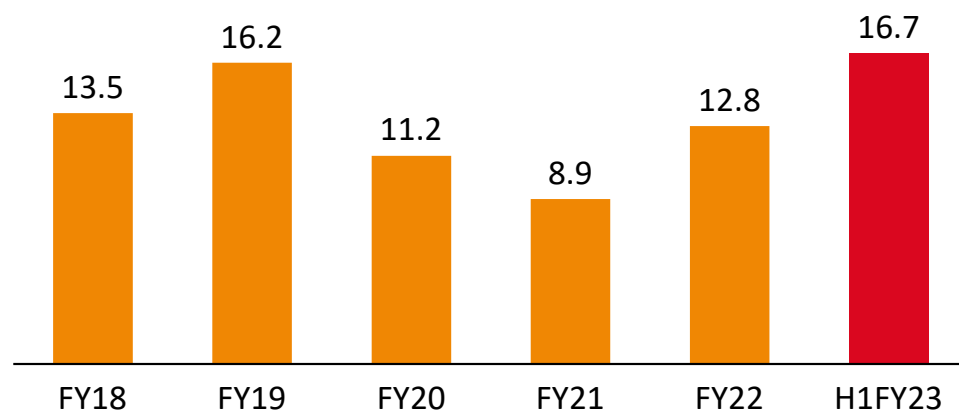
Long Term Debt / Equity



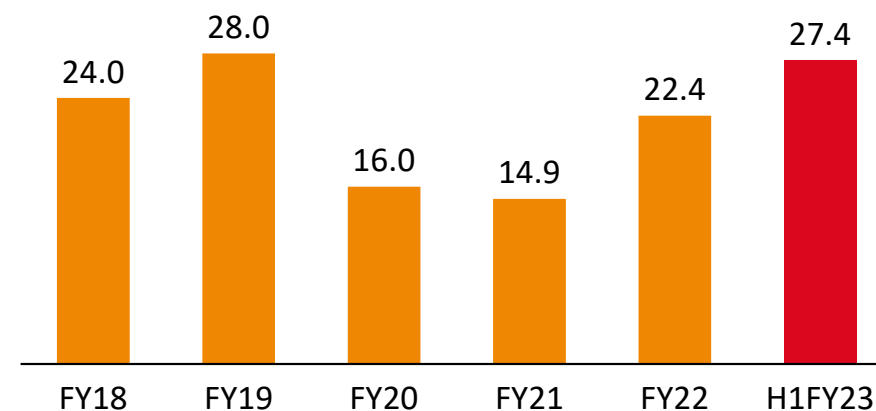
Return Ratios



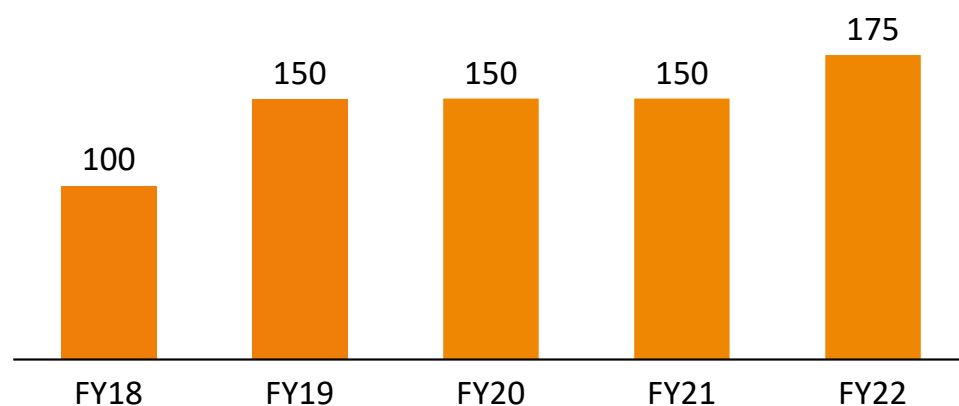
ROE (%)



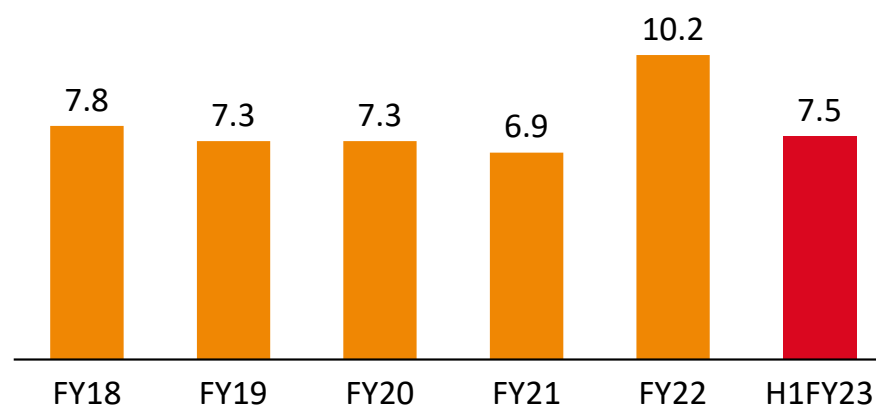
ROCE (%)



Dividend (%)



EPS^ (in Rs.)



Consolidated

^ 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

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q2 FY23	Q2 FY22	Y-o-Y	H1FY23	H1FY22	Y-o-Y
Revenue	487.0	403.0	21%	908.9	663.4	37%
Raw Material Consumption	330.3	273.4		616.2	449.4	
Employee Expenses	49.3	42.4		95.1	79.3	
Other Expenses	55.5	42.4		101.3	73.8	
Other Income	7.7	3.2		11.7	6.0	
Profit/Loss of JV	0.0	-0.1		0.0	-0.5	
EBITDA	59.6	47.8	25%	108.0	66.5	63%
EBITDA %	12.2%	11.9%		11.9%	10.0%	
Depreciation	11.8	9.4		23.1	18.0	
Finance Cost	3.3	2.1		6.1	4.4	
Profit Before Tax	44.4	36.3	22%	78.8	44.1	79%
Tax	10.6	10.0		19.0	12.9	
Profit After Tax (Before Minority Interest)	33.8	26.3	29%	59.8	31.2	92%
Minority Interest	4.7	2.9		8.9	4.4	
Profit After Tax	29.1	23.4	24%	50.9	26.8	90%
PAT Margin%	6.0%	5.8%		5.6%	4.0%	
EPS	4.27	3.43		7.47	3.93	

Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Sep-22	Mar-22	EQUITY & LIABILITIES	Sep-22	Mar-22
Non-current assets			Equity		
Property, plant and equipment	352.2	349.2	Equity Share capital	13.6	13.6
Capital work-in-progress	32.3	12.1	Non-Controlling Interest	66.5	60.8
Investment Property	12.7	12.9	Other equity	596.2	530.3
Right-to-use asset	41.6	42			
Goodwill	0.2	0.2	Sub-total - Shareholders' funds	676.3	604.7
Intangible assets	4.3	5.1			
Investment in joint ventures	-	0.01	LIABILITIES		
Financial assets			Non-current liabilities		
Investments	93.0	53	Financial liabilities		
Loans	0.4	0.4	Borrowings	9.0	10.2
Others	16.1	12.7	Lease Liability	33.8	33.1
Income Tax Assets	5.4	6.8	Employee benefit liabilities	7.3	6.9
Other non-current assets	14.5	14.9	Deferred tax liabilities (net)	12.6	14.2
Deferred Tax Assets (net)	0.2	0.1	Sub-total - Non-current liabilities	62.7	64.4
Sub-total - Non-Current Assets	572.8	509.3	Current liabilities		
Current assets			Financial liabilities		
Inventories	121.5	111.8	Borrowings	140.4	114.3
Financial assets			Lease Liability	7.0	7.4
Loans	0.9	0.6	Trade payables	277.4	231
Investments	117.7	69	Other financial liabilities	31.0	32.7
Trade receivables	330.7	266.4	Employee benefit liabilities	19.5	17.1
Cash and cash equivalents	29.6	48.4	Other current liabilities	62.1	66.6
Bank balances other than Cash	58.3	90	Current tax liabilities	5.5	0.6
Other Financial Assets	2.7	2.5	Sub-total - Current liabilities	542.9	469.8
Other current assets	47.4	41	TOTAL - EQUITY AND LIABILITIES	1282.0	1138.9
Sub-total - Current Assets	708.7	629.6			
Assets held for sale	0.5				
TOTAL - ASSETS	1282.0	1138.9			

Consolidated Cash Flow Statement



Particulars (Rs. in Crores.)	H1FY23	H1FY22
PBT	78.8	44.1
Adjustments	22.8	18.8
Operating profit before working capital changes	101.6	62.9
Changes in working capital	-41.9	-17.7
Cash generated from operations	59.7	45.2
Direct taxes paid (net of refund)	-14.4	-12.5
Net Cash from Operating Activities	45.3	32.7
Net Cash from Investing Activities	-52.9	-23.5
Net Cash from Financing Activities	-11.3	5.7
Net Change in cash and cash equivalents	-18.8	14.9
Opening Cash Balance	48.4	16.7
Closing Cash Balance	29.6	31.5



Awards & Recognitions



Bagged two awards for Design & Development & Overall Excellence



Lumax Auto Technologies Limited
Won the Maruti Suzuki Vendor
Conference 2022 held on 27th May,
2022 at Mumbai.



**Lumax Auto
Technologies Limited –
Pantnagar**
Won Platinum award in
National LCA in
Productivity
Improvement



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.



HMSI Award for Strong CR efforts
in process Kaizen for 2021-22

TPM Awards



Chakan Plant – Category B in 2017



Bengaluru plant – excellence in Category A for the year 2019



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



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



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

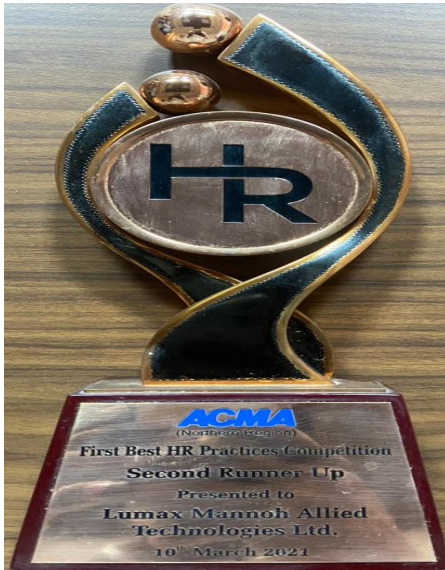


Team Avengers from Lumax Cornaglia Auto Technologies Pvt Ltd, Pune bagged the Excellent Award in Silver Category at the National Convention on Quality Concepts 2021 held in December 2021.



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.

State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities



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



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



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