

LATL:CS:IP:2019-20

BSE Limited Listing Compliance Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 The National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400051 Company Code: LUMAXTECH

Company Code : 532796

Subject: Investor Presentation for March 2020

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for March 2020.

The above information is also being made available on the website of the Company at www.lumaxworld.in/lumaxautotech.

You are requested to take the same on records and oblige.

Thanking you,

Yours faithfully, For LUMAX AUTO TECHNOLOGIES LIMITED

ANIL TYAGI COMPANY SECRETARY M.NO. A-16825

Encl.: as above



Lumax Auto Technologies Limited Plot No. -878, Udyog Vihar Phase-V, Gurugram - 122016 Haryana, India

T +91 124 4760000 E shares@lumaxmail.com



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www.lumaxworld.in



Lumax Auto Technologies Limited

Investor Presentation – March 2020



Safe Harbor



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Seven Decade Strong

Leader in Automotive Lighting & Gear Shifters

14 Entities in 8 States

29 Manufacturing Facilities

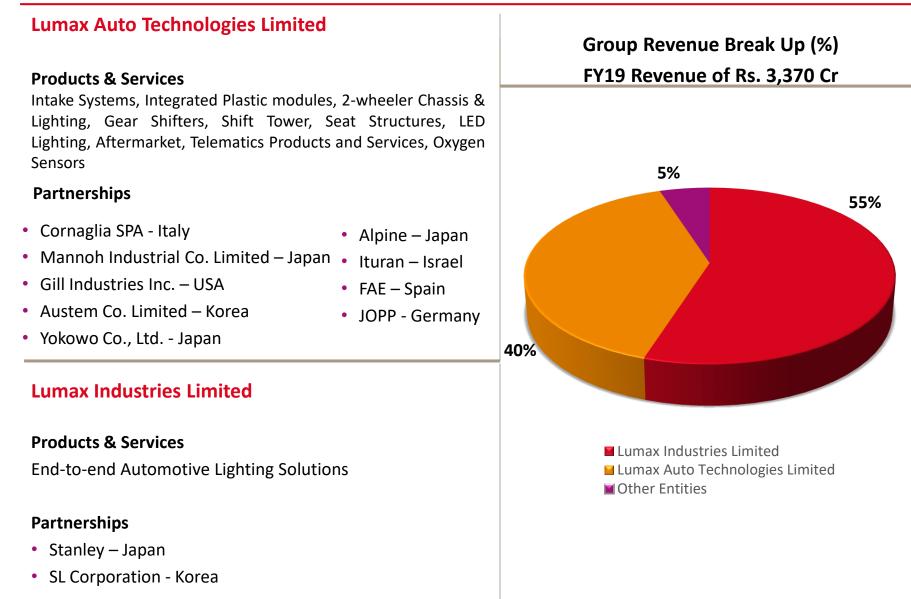
4 R&D Centres (India)

& 1 Design Centre (Taiwan)

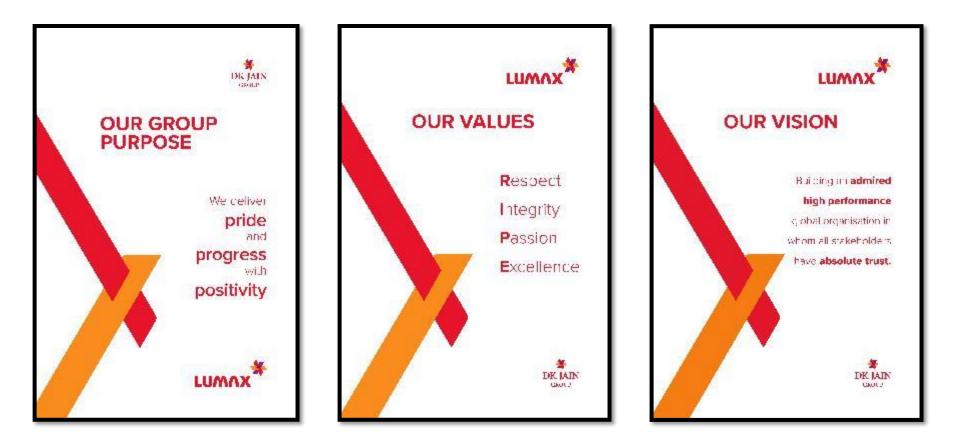
Over 9,000 Employees

Two Listed Entities



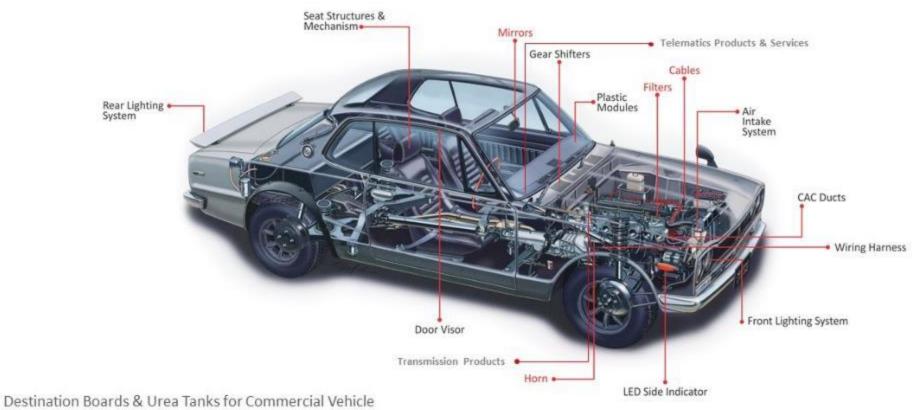






Diversified Product Range – 4-wheelers & CV

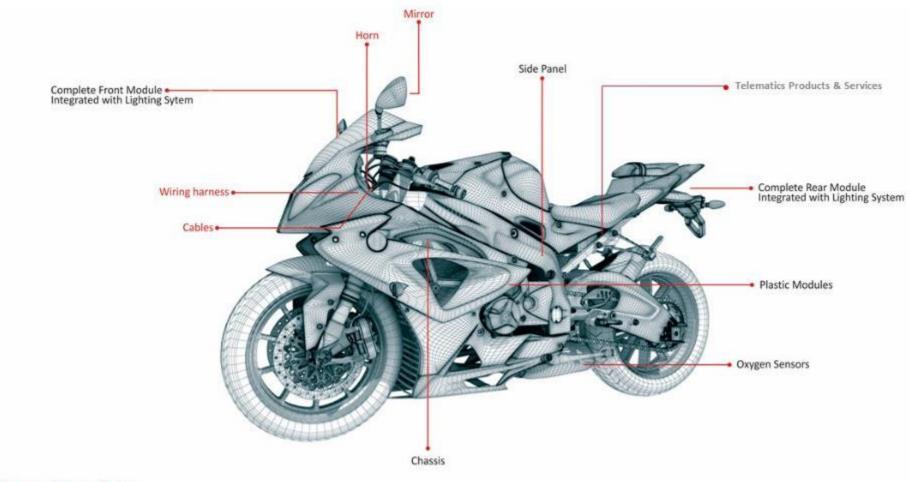




Aftermarket products

Diversified Product Range – 2-wheelers





Aftermarket products

Fostering Partnerships to Deliver Excellence



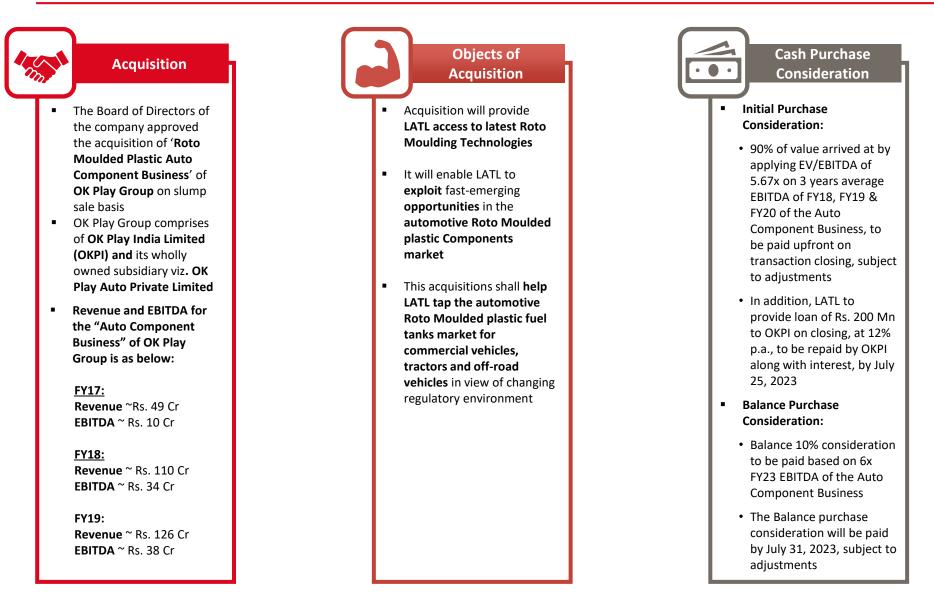






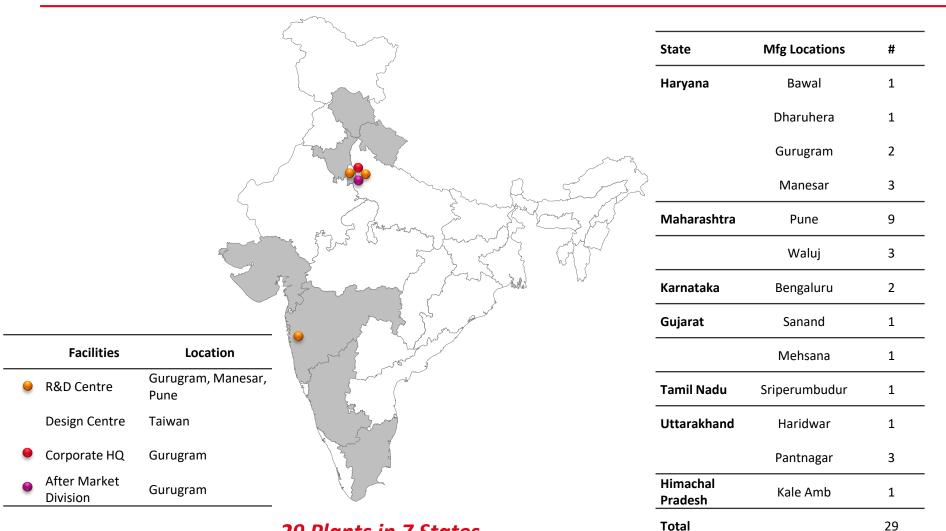
Acquisition of Automotive Roto Moulded Plastic Auto Component Business of OK Play Group





29 Locations close to Customers





29 Plants in 7 States

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

Enhanced 360°Customer View



Understand the Customer

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

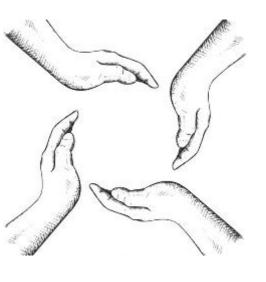
Environmental Conscious

 Environment-conscious work practices

Research & Development

Centre in Taiwan

Government approved 3 R&D facilities & 1 Overseas Design



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





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... Strong After Market Exports Presence



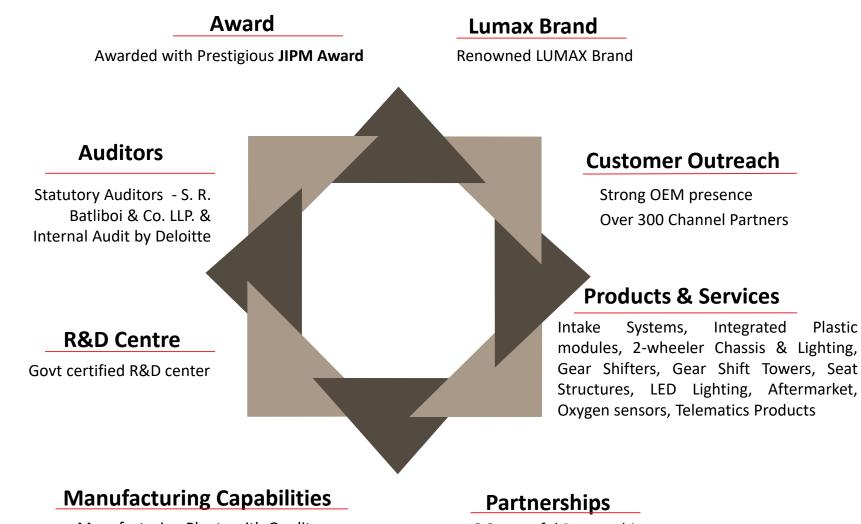
Lumax Auto Technologies Limited

Driving Growth through Diversified Products









Manufacturing Plants with Quality Certifications across India 8 Successful Partnerships with Global Players



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

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

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

1991-2000

1981-90

2001-2006

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

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

2007-10

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

Lumax Auto Technologies Limited listed on Stock exchange

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

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

Milestones



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 gy started as Lumax Mannoh Allied Technologies Limited

2013-14

2015-16

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

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

2016: Pantnagar plant received TPM consistency award from JIPM

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

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

2011-12

Milestones

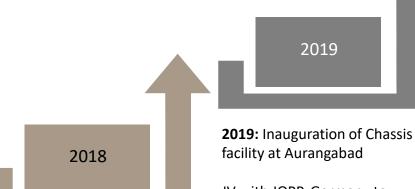


2017: Chakan plant received TPM excellence award from JIPM

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

Formed a JV with FAE, Spain to manufacture Oxygen Sensors

Set up Assembly facility in Mehsana, Gujarat under LMAT **2018:** Setup an R&D center under Lumax Cornaglia Auto Technologies Pvt Limited at Pune



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

Subsidiary entity Lumax DK Auto Industries Limited merged with the Standalone entity

Bengaluru plant received TPM consistency award from JIPM

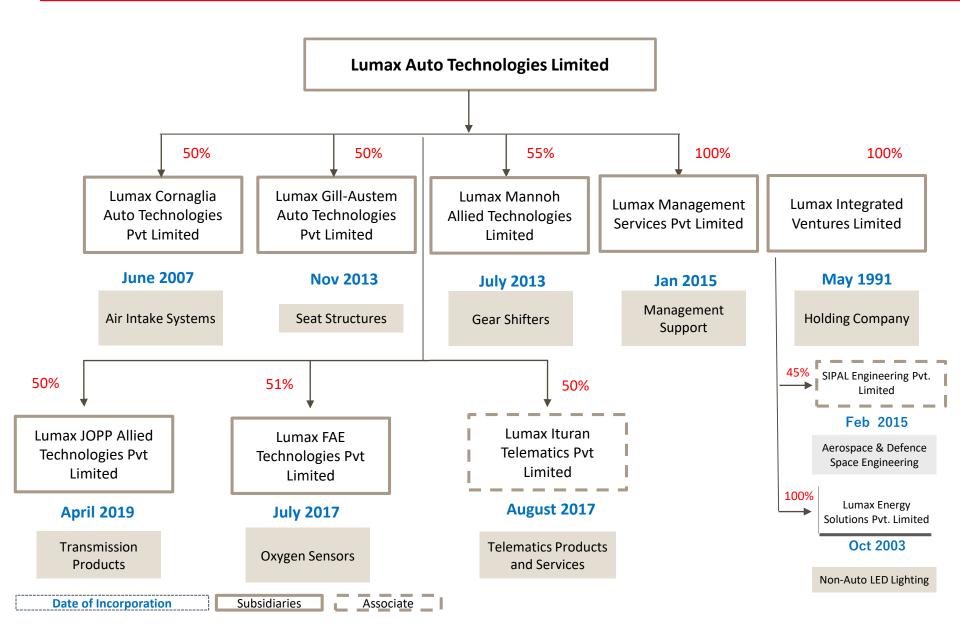
2020

2020: Bengaluru plant has been awarded JIPM-TPM Excellence award

JV with Yokowo, Japan to manufacture and supply Antennas and other vehicle communication products

MOU with Ananda, China for manufacturing and sale of various powertrain products for EV





Fostering Partnerships to Deliver Excellence



Cornaglia Italy	Japan	Gill Industries USA Korea	Japan
JV for Emission Systems	JV for Gear Shifters	JV for Seat Frames, Structures and Mechanism	Exclusive Distributorship Agreement
Relationship Since 2007	Relationship Since 2008	Relationship since 2013	Relationship since 2014
50% in Lumax Cornaglia Auto Technologies Pvt Limited	45% in Lumax Mannoh Allied Technologies Limited	50% in Lumax Gill-Austem Auto Technologies Pvt Limited	
SFAE	TURAN	JOPP	yokowo
Spain	Israel	Germany	Japan
JV for Oxygen Sensors	JV for Telematics Products and Services	JV for Gear Shift Towers, AMT Kits & AGS	JV for Antennas & other Vehicle Communication Products
2017	2017	2019	2020
49% in Lumax FAE Technologies Pvt Limited	50% in Lumax Ituran Telematics Pvt Limited	50% in Lumax JOPP Allied Technologies	

Cater to Diversified Segments





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



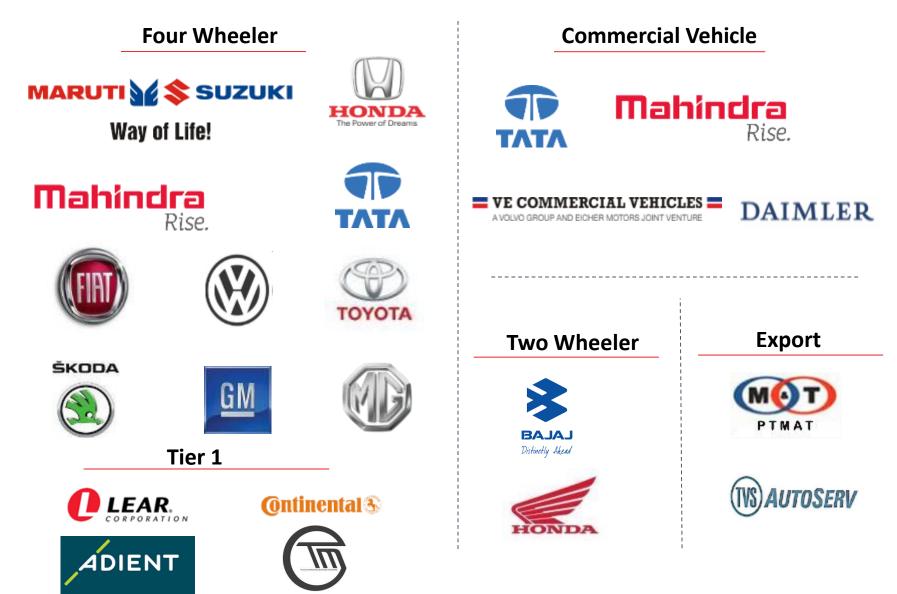
- ✓ Gear Shift Lever
- ✓ Gear Shift Tower
- ✓ Intake Systems
- ✓ Seat Structures
- Integrated Plastic Modules
- Telematics Products and Services



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

After Market Presence in all Segments

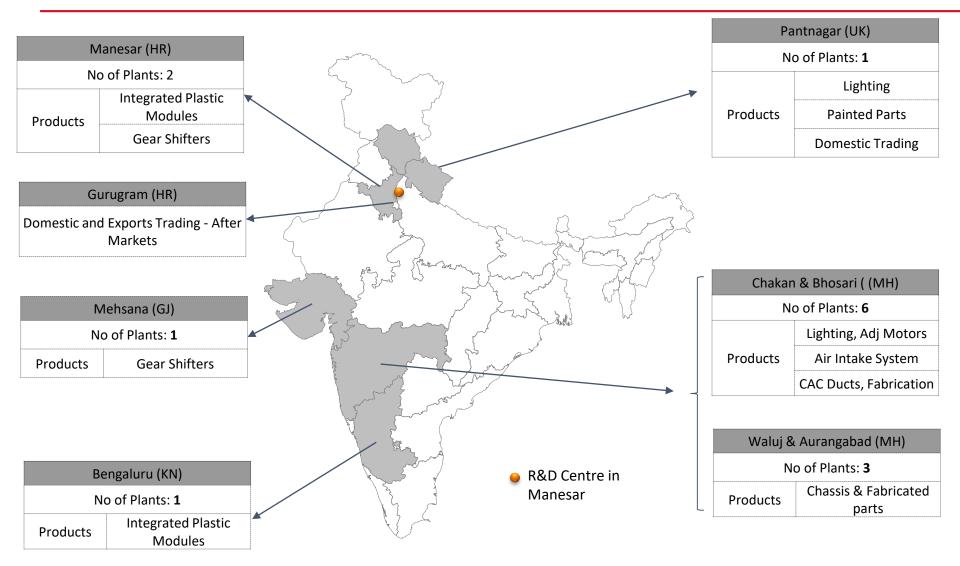




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Strategic Locations Close to Customers

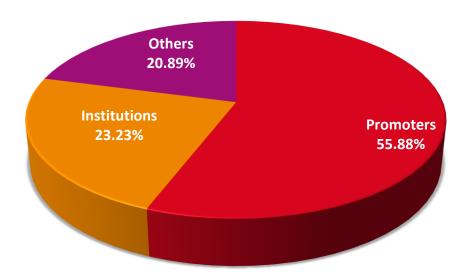




14 Plants in 5 States



Shareholding breakup



Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- He is 76 years of age & holds a MBA degree from Delhi university & has successfully completed President Management Program from Harvard Business School
- Over 50 years of experience in the automotive industry in management, operations & administrative roles
- He has held various industry positions
 - Past president of ACMA, president suppliers association – Toyota Kirloskar Motors, Chairman of Trade Fairs Committee ACMA, Cochairman of Regional Committee on Membership of Northern Region CII, Past Chairman of CSR subcommittee of the Northern Region of CII



Mr. Anmol Jain Managing Director

- He is 40 years of age & holds Bachelors in Business Administration in Finance & Supply Chain Management (Double major) from Michigan State University, U.S.A.
- He worked as a Management Trainee with GHSP, U.S.A. & subsequently, joined Lumax Group, in 2000 & has over 17 years of experience
- He has held various positions in Industry associations. He was the National Coordinator of ACMA- YBLF from 2014-16. He was also the Chairman CII Haryana State Council in 2012-13
- He is currently the President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association



Mr. Deepak Jain Director

- He is 44 years of age & is a Business Graduate from Illinois Institute of Technology, USA with specialization in Operations Management & International Business
- He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan. He has over 21 years experience
- He was chairman of ACMA's HR/IR & Skill Development Committee, past chairman of Sustainable Technology Development Committee of ACMA, past National Coordinator of Young Business Leader Forum of ACMA and past president of Supplier's club, Honda Cars India Limited
- He is member of Young President's organization and Entrepreneurs organization. He also holds the position of President of ACMA & Vice President of Toyota Kirloskar Supplier's Association

Supported by Strong Independent Directors





Mr. Roop Salotra

- He is 68 years of age & is a Mechanical Engineer, followed by various Management Development programs
- He retired from SRF Group, after spending 24 years, as CEO & President, is now an advisor to the Managing Director of SRF Limited. He has been actively involved in CII – Climate Change & Environment councils. He is former Chairman of Indian Chemical Council-Northern Region



Mr. Milap Jain

- He is 67 years of age & holds B.A. (Pol.Sc. Hons.) from Revenshaw College, Cuttack
- He is a retired Indian Revenue Service Officer with 38 years of service. He retired as Chief Commissioner of Delhi, Income Tax Department, Govt. of India. Currently he is a Director of Mahavir International, a NGO



Ms. Diviya Chanana

- She is 45 years of age and she is a Graduate & holds Diploma in Travel and Tourism. She has over 15 years of rich experience in the said field
- She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting and auxiliary transport activities; activities of travel agencies



Mr. Arun Malhotra

- He is 60 years of age & holds B.E Mechanical & MBA from IIM, Kolkata
- He is an Indian automotive sector veteran, his last assignment was as the Managing Director of Nissan India and thereafter as Senior Corporate Advisor at Nissan India
- He has over 30 years of experience with organization like Escorts, Bajaj Auto Ltd, and Maruti Suzuki India Ltd



Mr. K K Gandhi

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



Mr. A P Gandhi

- He is 80 years old & is a mechanical engineer
- He has held top leadership positions in prestigious organisations having over 40 years of experience
- His last assignment was as President at Hyundai Motors India Limited.
 Prior to that he was Chief Executive –R&D at Escorts Limited & at Telco before that, holding various senior positions in the area of manufacturing operations

Professional & Experienced Team





Mr. Naval Khanna Corporate Head – Taxation Age: 62 years Experience: 42 years



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



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



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



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



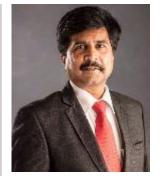
Ms. Priyanka Sharma Corporate Communication & CSR Age: 50 years Experience: 24 Years



Mr. Sanjay Sachdev Corporate Head - Legal Age: 53 Years Experience: 27 Years

Professional & Experienced Team





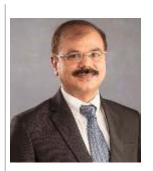
Mr. Rajesh Dubbewar Head Metallic Age: 52 years Experience: 31 years



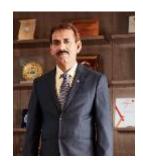
Mr. Vivek Jakhmola Head Body & Trim and Emission Age: 44 years Experience: 22 years



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



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



Mr Anil Tyagi Company Secretary Age: 48 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

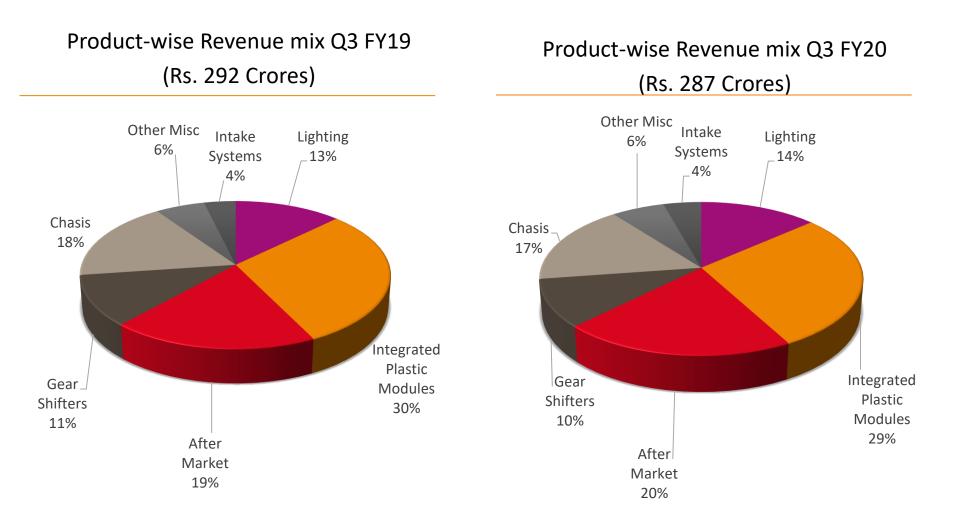


Financial Performance





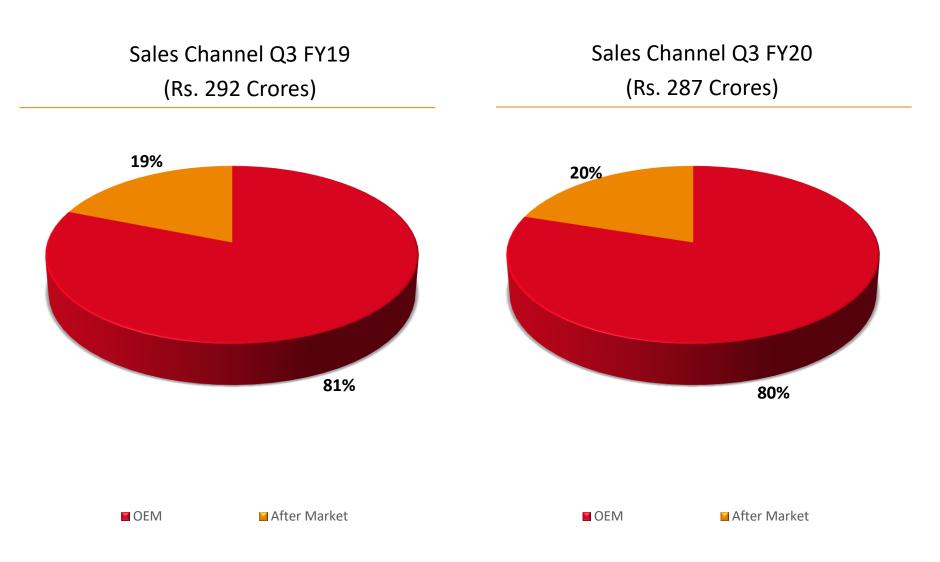




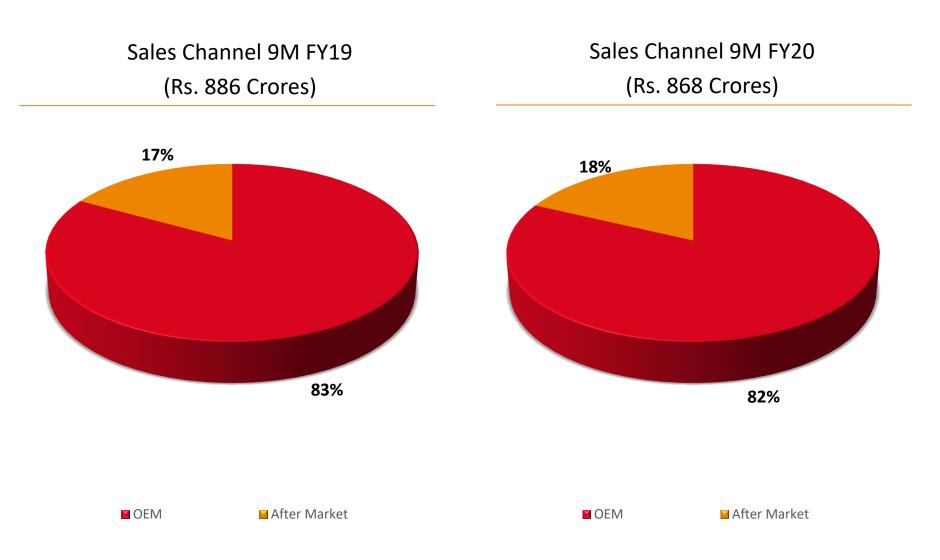


Product-wise Revenue mix 9M FY19 Product-wise Revenue mix 9M FY20 (Rs. 886 Crores) (Rs. 868 Crores) Other Misc Intake Other Misc Lighting Lighting Intake 7% 8% Systems Systems 12% 13% 4% 4% Chasis Chasis 14% 17% Integrated Integrated Gear_ Plastic Plastic Gear Shifters Modules Modules Shifters 12% 30% 33% 11% After After Market Market 17% 18%

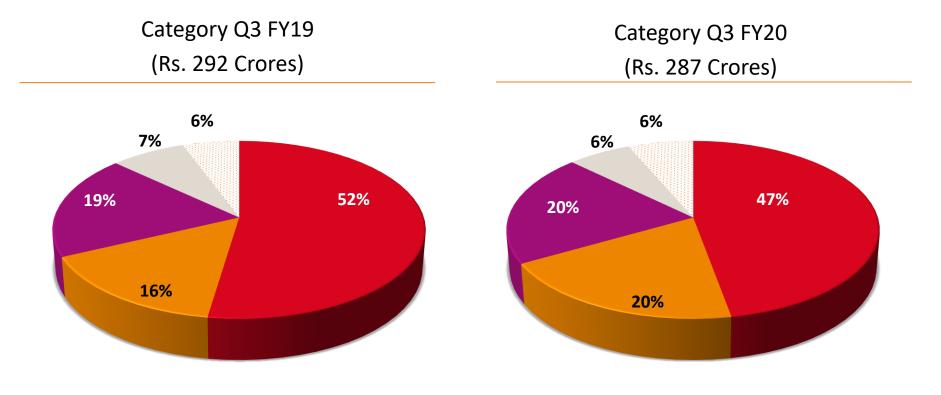






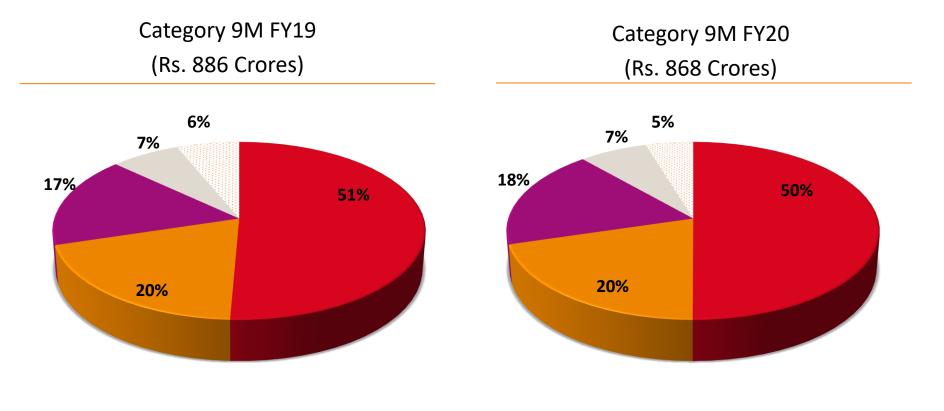






■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

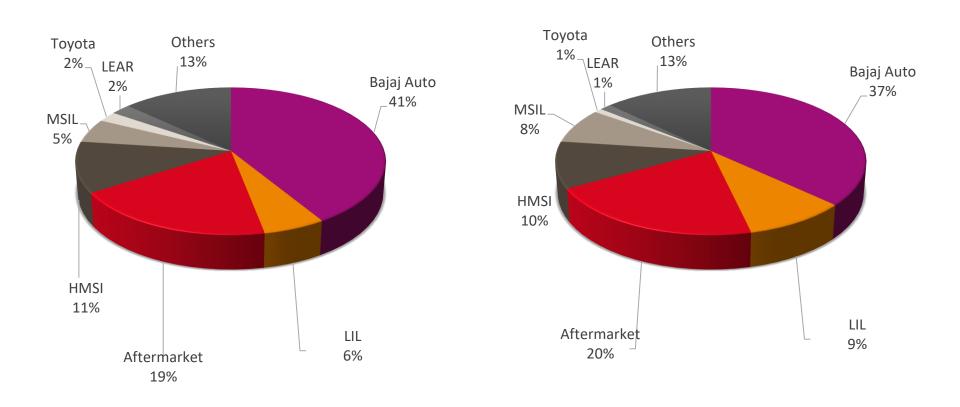




■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others



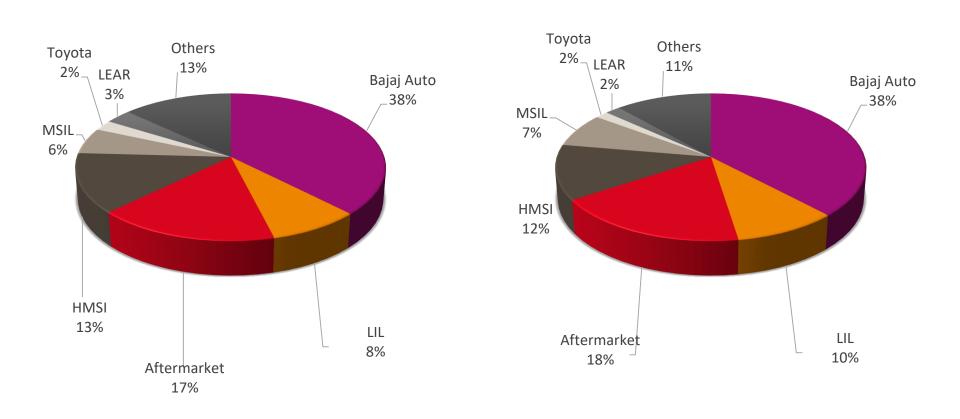




*Performance highlights excludes Discontinued Operations of PCB business





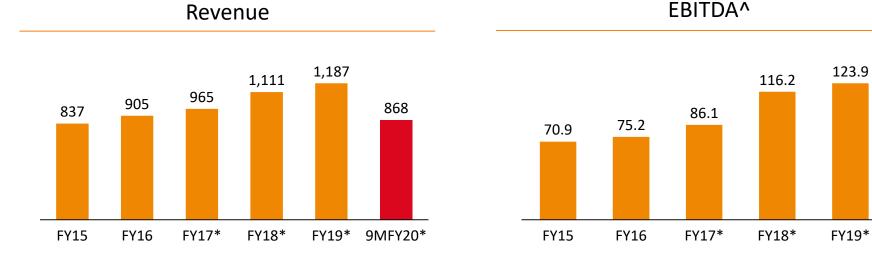


*Performance highlights excludes Discontinued Operations of PCB business

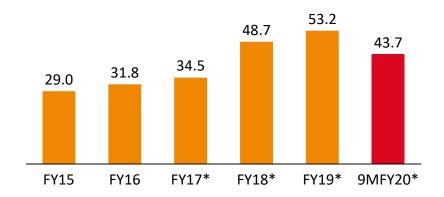


87.8

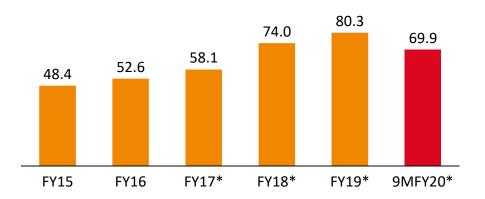
9MFY20*



PAT After MI



Cash PAT

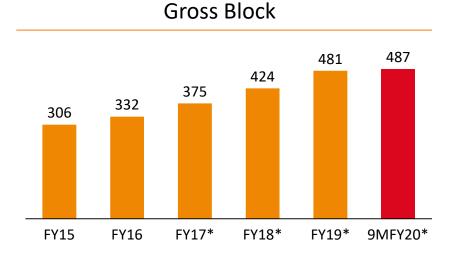


Consolidated Results

Rs. Crores

40

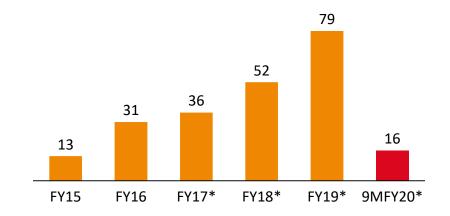




Long Term Loan 40.2 28.1 5715 FY16 FY17* FY18* FY19* 9MFY20*

Long Term Debt / Equity

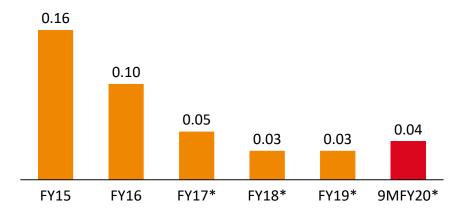
Capex



Consolidated Results

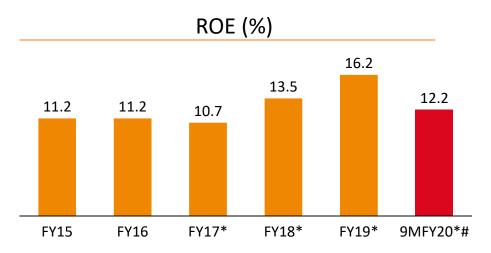
Rs. Crores

* Financials as per IND AS



Return Ratios





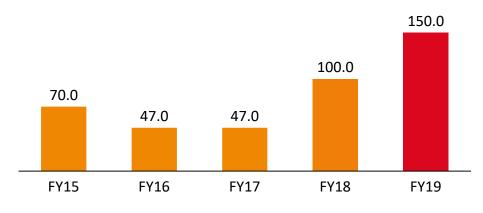
 ROCE (%)

 18.0
 18.3
 18.5
 24.0

 18.0
 18.3
 18.5
 16.5

 FY15
 FY16
 FY17*
 FY18*
 FY19*
 9MFY20*#

Dividend (% of Face Value)



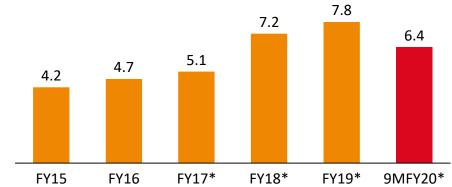
Consolidated Results

^ EPS on FV of Rs. 2 per share

TTM Basis

* Financials as per IND AS

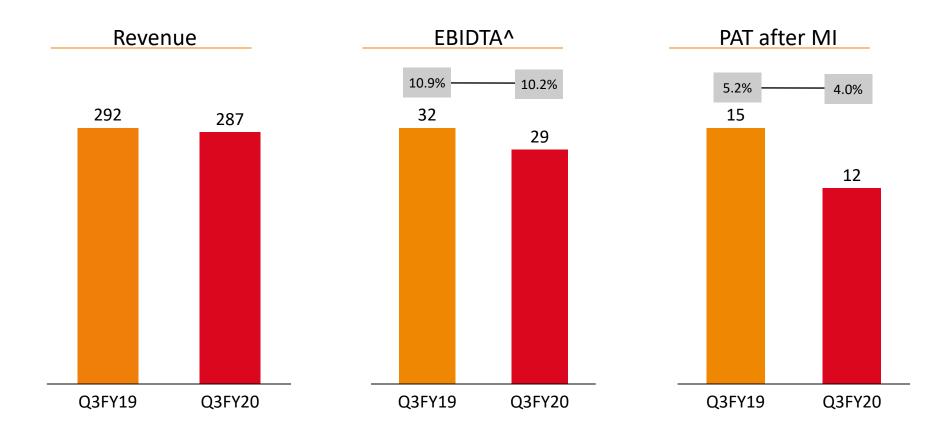
EPS[^] (in Rs.)



ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long Term Debt including Current Maturity Networth = Shareholder's Equity – OCI Reserve

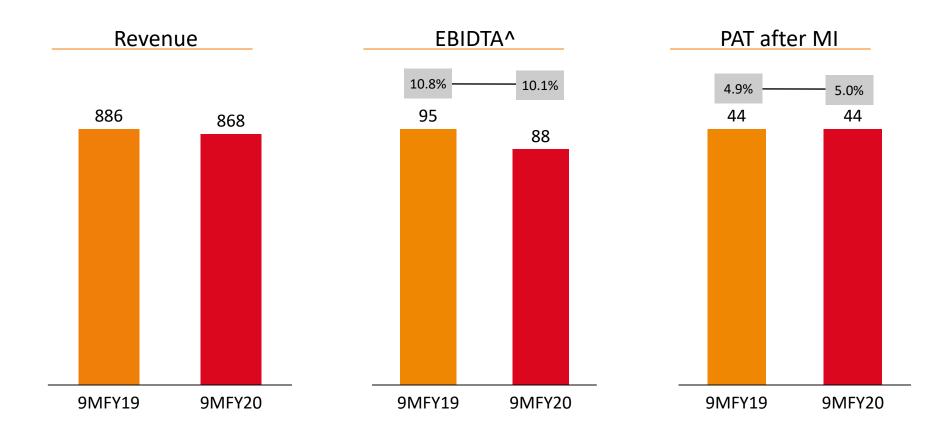




Performance highlights excludes Discontinued Operations of PCB business

Rs. Crores ^EBITDA includes share of profits from Jv's & Other Income





Performance highlights excludes Discontinued Operations of PCB business

Rs. Crores ^EBITDA includes share of profits from Jv's & Other Income

Consolidated P&L Statement*#



Particulars (Rs. in Crores)	Q3 FY20	Q3 FY19	Y-o-Y	9M FY20	9M FY19	Y-o-Y
Revenue	287.00	291.85	-1.66%	868.17	886.27	-2.04%
Raw Material Consumption	194.49	201.07		588.04	602.19	
Employee Expenses	34.74	35.03		102.77	101.95	
Other Expenses	33.90	29.69		101.04	98.07	
Other Income	5.43	5.96		11.58	11.55	
Profit of JV	-0.08	-0.07		-0.14	-0.20	
EBITDA	29.21	31.95	-8.56%	87.76	95.40	-8.01%
EBITDA %	10.2%	10.9%		10.1%	10.8%	
Depreciation	8.74	6.52		26.23	19.18	
Finance Cost	2.56	0.83		7.14	1.80	
Profit Before Tax Before Excpetional Items	17.92	24.60	-27.17%	54.40	74.43	-26.91%
Exceptional Item Gain/(Loss)	0.00	0.00		0.00	-5.29	
Profit Before Tax After Excpetional Items	17.92	24.60	-27.17%	54.40	69.14	-21.32%
Тах	4.61	8.41		9.63	23.52	
Profit After Tax (Before Minority Interest)	13.31	16.19	-17.81%	44.77	45.62	-1.87%
Minority Interest	1.70	1.00		1.06	1.94	
Profit After Tax (After Minority Interest)	11.61	15.20	-23.60%	43.71	43.68	0.07%
PAT Margin%	4.0%	5.2%		5.0%	4.9%	
EPS	1.70	2.23		6.41	6.41	

* Financials as per Ind AS ^ EPS on FV of Rs. 2 per share #Performance highlights excludes Discontinued Operations of PCB business 45

Consolidated Balance Sheet*



ASSETS (Rs. in Crores)	Sep-19	Mar-19
Non-current assets		
Property, plant and equipment	264.37	287.20
Capital work-in-progress	33.16	22.25
Investment Property	18.45	18.73
Intangible Assets	45.45	1.36
Goodwill	0.17	0.17
Investment in Jointly controlled Entities	0.75	0.46
Financial assets		
Investments	70.84	101.28
Loans	5.20	4.87
Others	0.00	0.05
Income tax Assets	2.63	2.74
Other non-current assets	13.23	11.20
Deferred Tax Assets (net)	1.63	1.69
Assets held for Sale	3.66	3.66
Sub-total - Non-Current Assets	459.52	455.66
Current assets		
Inventories	57.95	59.51
Financial assets		
Loans	0.88	0.95
Investments	22.17	18.51
Trade receivables	210.40	277.55
Cash and cash equivalents	43.07	26.01
Bank balances other than Cash	36.42	30.48
Others	45.51	1.25
Other current assets	29.10	20.41
Assets held for Sale	0.00	39.99
Sub-total - Current Assets	445.50	474.66
TOTAL - ASSETS	905.02	930.32

EQUITY & LIABILITIES	Sep-19	Mar-19	
Equity			
Equity Share capital	13.63	13.63	
Non-Controlling Interest	45.48	42.31	
Other equity	448.53	466.51	
Sub-total - Shareholders' funds	507.64	522.46	
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Borrowings	18.49	8.23	
Provisions	4.20	8.06	
Other Non-Current Liabilities	23.97	0.00	
Deferred tax liabilities (net)	13.47	20.68	
Sub-total - Non-current liabilities	60.12	36.97	
Current liabilities			
Financial liabilities			
Borrowings	76.28	58.20	
Trade payables	174.32	238.93	
Other financial liabilities	36.41	40.37	
Provisions	12.24	6.31	
Current tax liabilities	0.78	0.22	
Other current liabilities	37.23	26.87	
Sub-total - Current liabilities	337.25	370.89	
TOTAL - EQUITY AND LIABILITIES	905.02	930.32	

* Financials as per Ind AS



Awards & Recognitions





Awards & Recognition





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.





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.





Lumax Mannoh Allied Technologies Limited, Manesar won the Bronze Award in Excellence in HR at the ACMA Technology Summit & Awards in November, 2019.

Awards & Recognition





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

Awards & Recognition





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





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

Awards & Recognition





Award for Excellence in Consistent TPM Commitment

State-of-the-Art Manufacturing Facilities







State-of-the-Art Manufacturing Facilities







State-of-the-Art Manufacturing Facilities







CSR Initiatives









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







Education



For further information, please contact:

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