



**Lumax Auto Technologies Limited**

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Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

14 Entities in 8 States

27 Manufacturing Facilities

3 R&D Centres (India)  
& 1 Design Centre (Taiwan)

Over 8,000 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
- Mannoh Industrial Co– Japan
- Gill Industries Inc. – USA
- Austem Co. Limited – Korea
- Sipal SPA – Italy
- Alpine – Japan
- Ituran – Israel
- FAE - Spain

## Lumax Industries Limited

### Products & Services

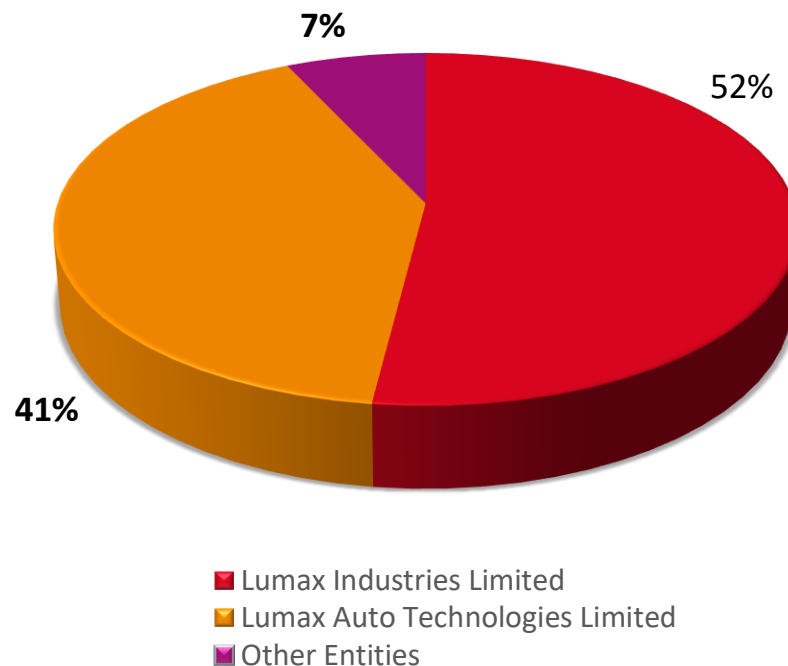
End-to-end Automotive Lighting Solutions

### Partnerships

- Stanley – Japan
- SL Corporation - Korea

### Group Revenue Break Up (%)

FY 17 Revenue of Rs. 2,500 Cr





## GROUP PURPOSE

We deliver pride and progress with positivity



## VISION

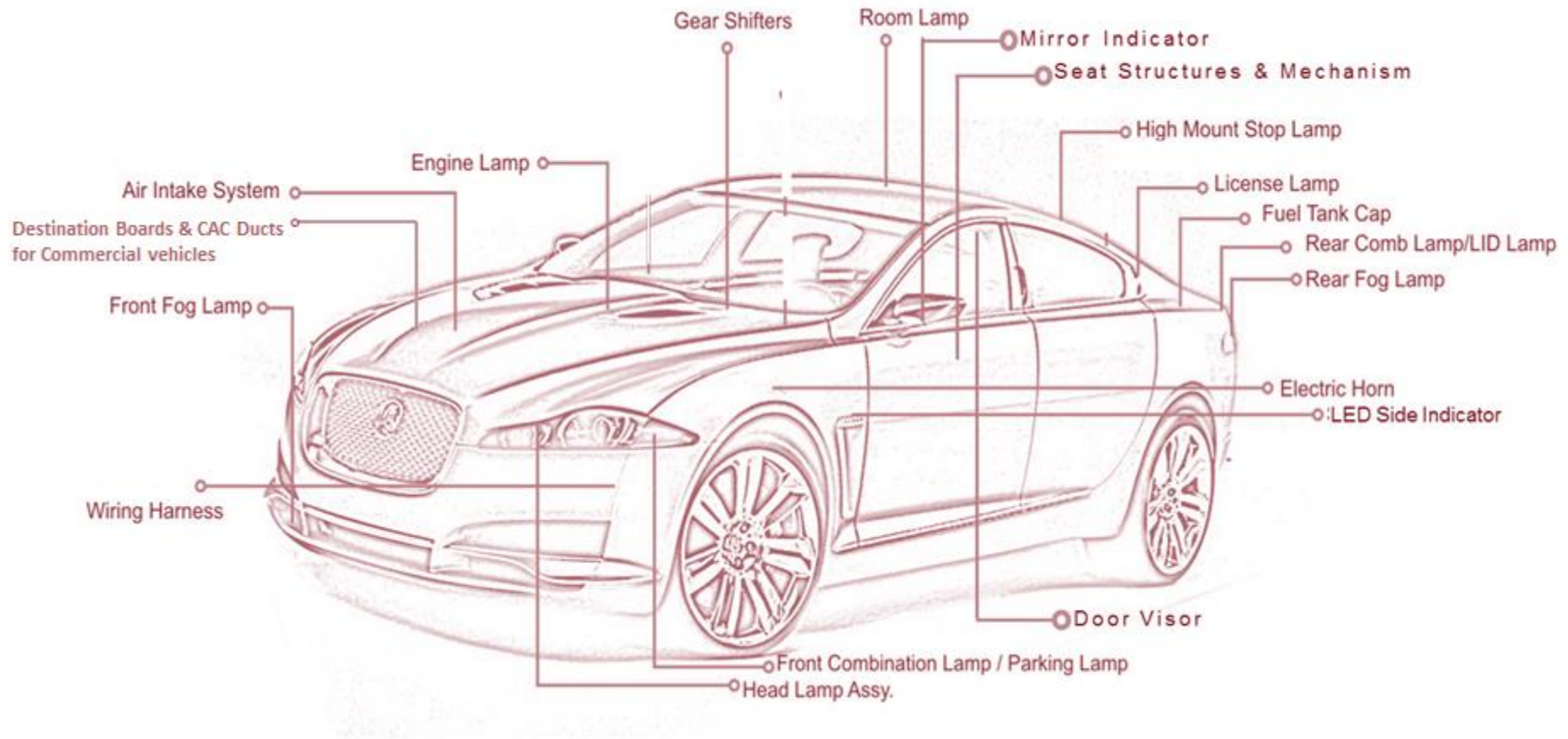
Building an admired high performance global organisation in whom all stakeholders have absolute trust



## VALUES

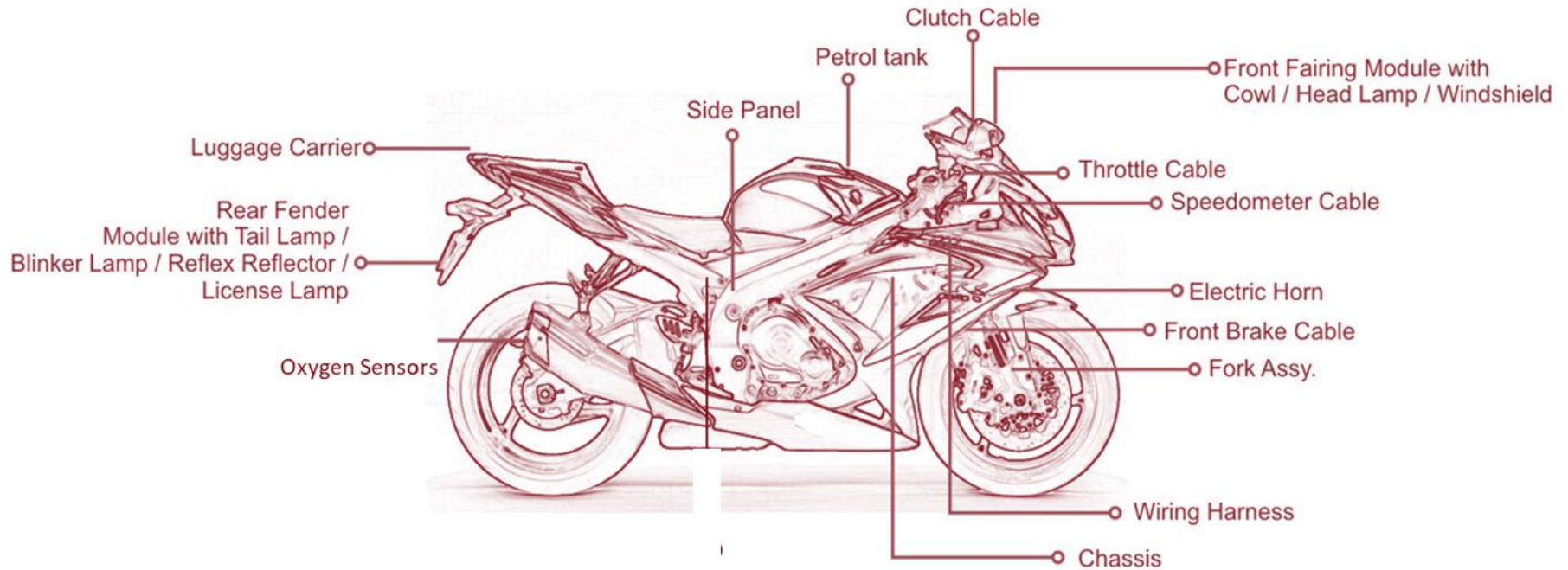
Respect | Integrity | Passion | Excellence

## Diversified Product Range – 4-wheelers & CV



**Telematics Products and Services**

# Diversified Product Range – 2-wheelers



**Telematics Products and Services**

# 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



Italy

JV for Integrated Logistic Support Engineering

Relationship Since 2015

49% in Lumax SIPAL Engineering Pvt Limited



Japan

Exclusive Distributorship Agreement

Relationship Since 2014



Spain

JV for Oxygen Sensors

2017

49% in Lumax FAE Technologies Pvt Limited



Israel

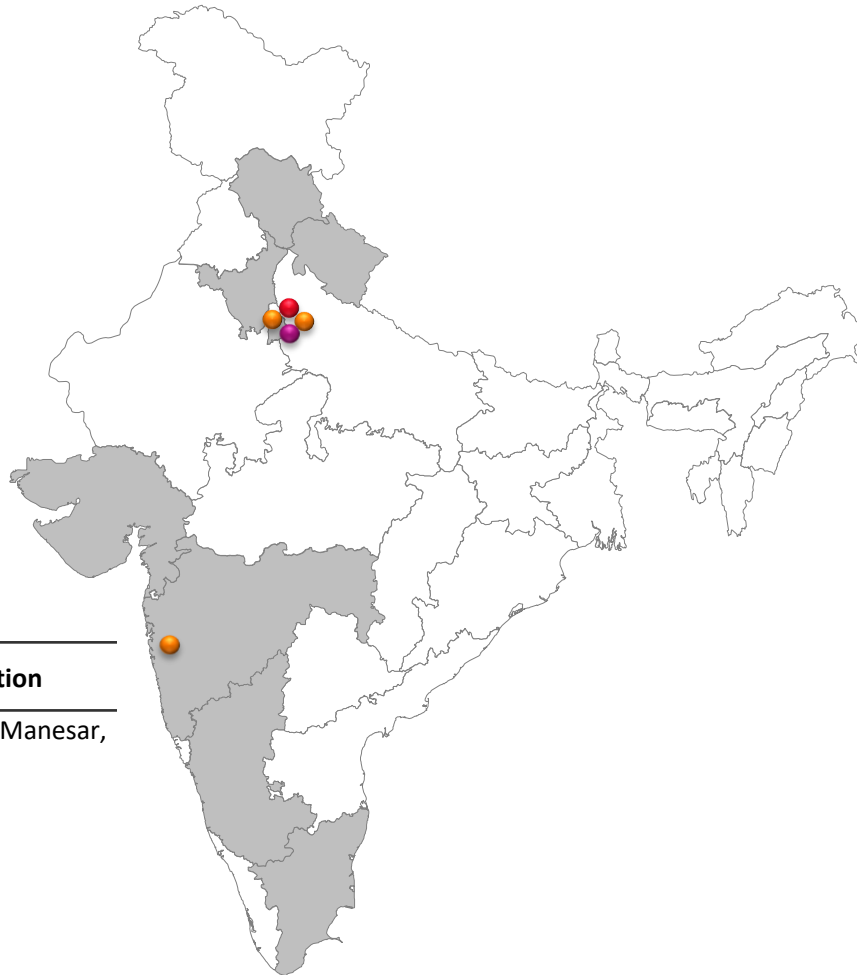
JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited



# 27 Locations close to Customers



State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	8
	Waluj	2
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>27</b>

## 27 Plants in 7 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



## Four Wheeler



## Commercial Vehicle



## Tier 1



## Tractor/FES

**Mahindra**  
Rise.



## Defence & Aero Space



## Export



Case New Holland

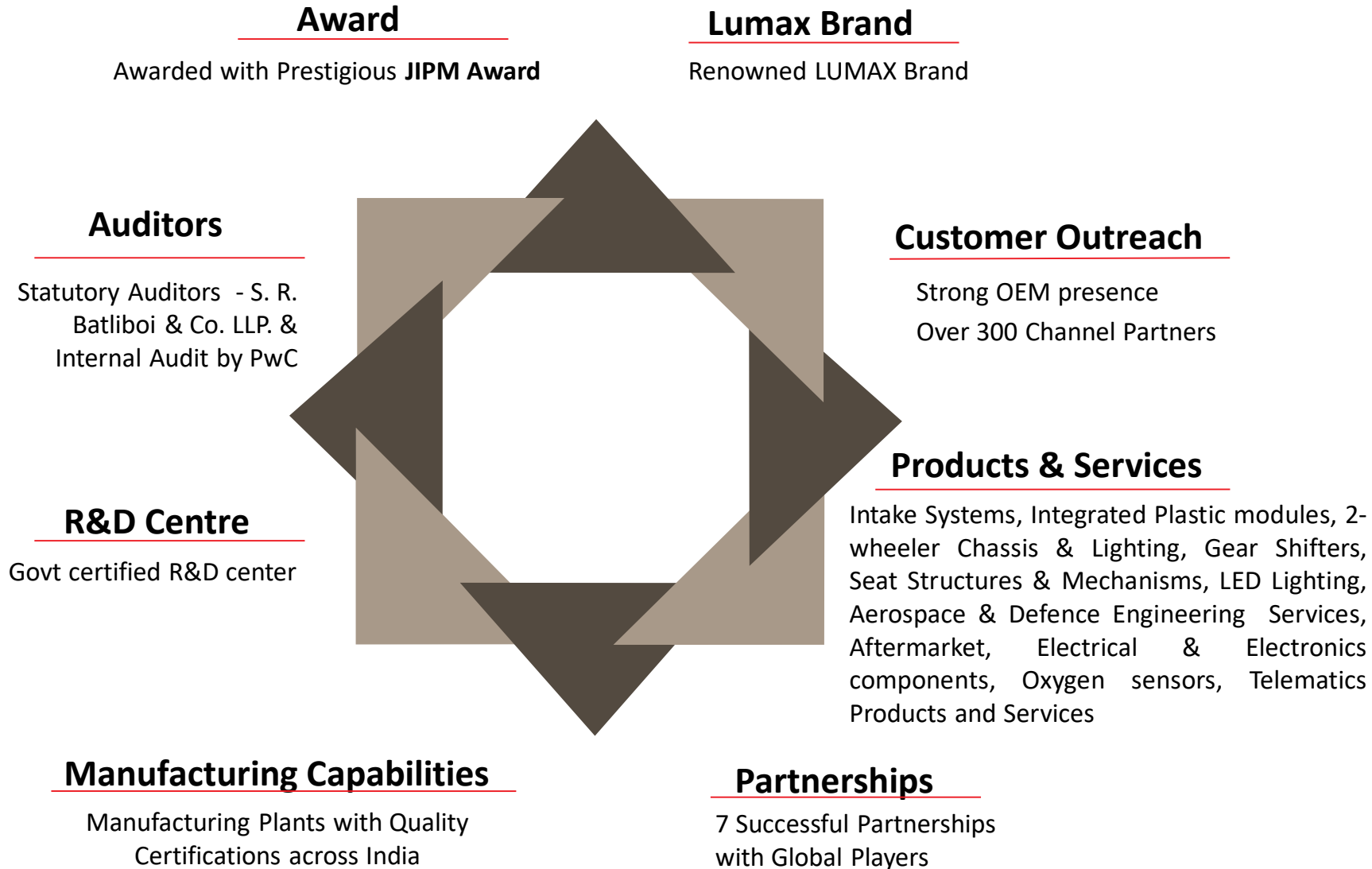


... Strong After Market Exports Presence

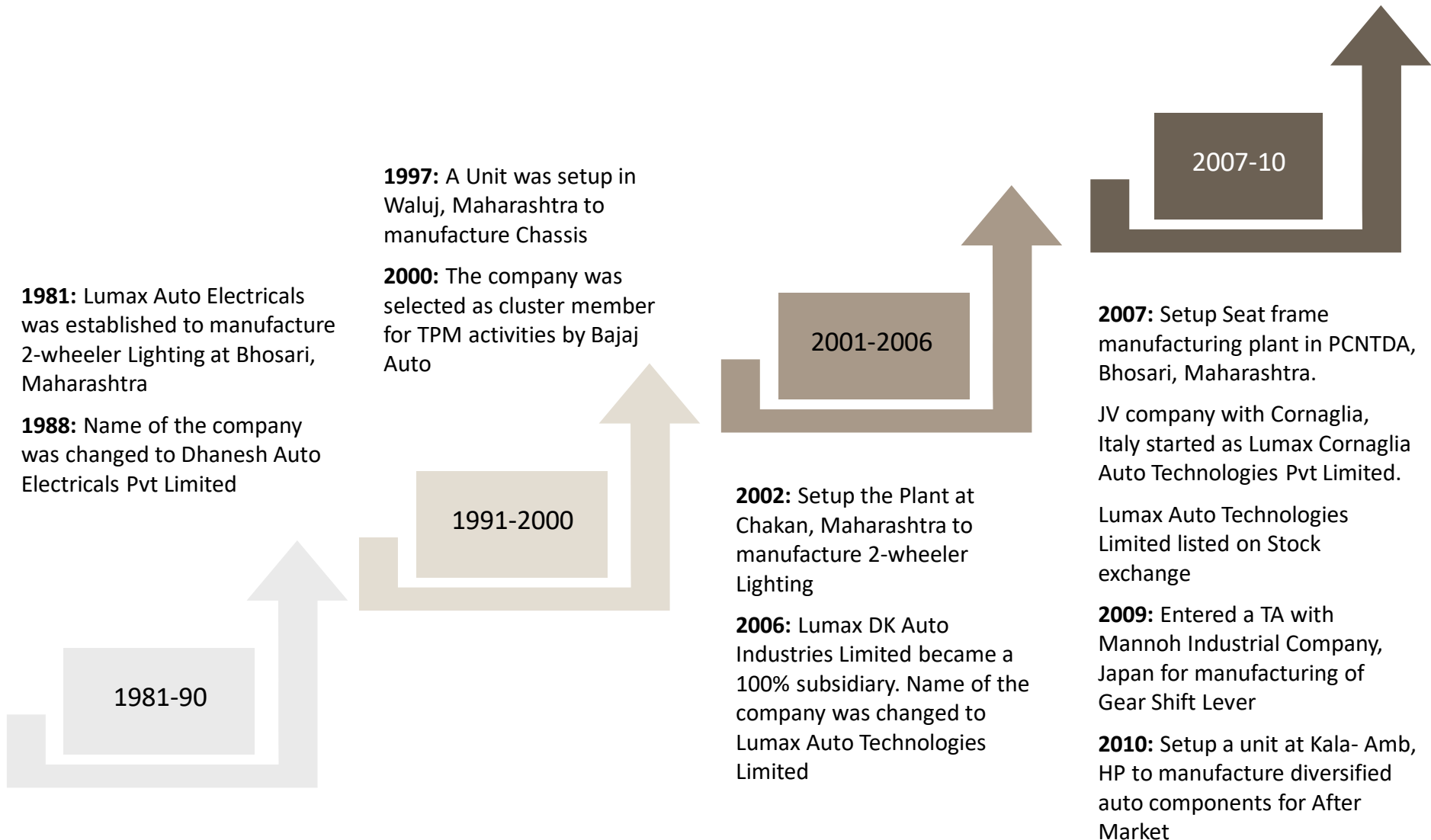


# Lumax Auto Technologies Limited

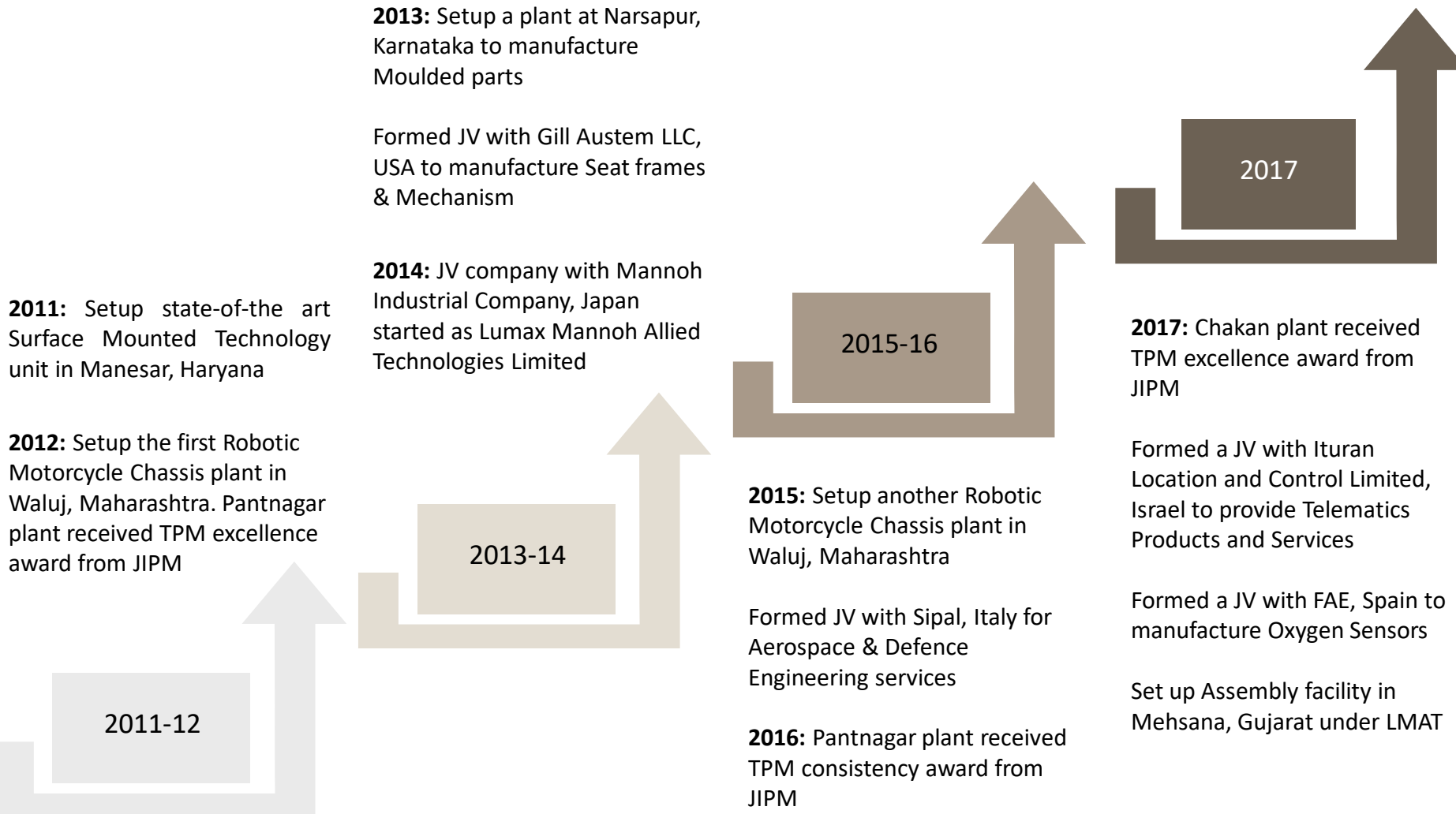
Driving Growth through Diversified Products



# Milestones

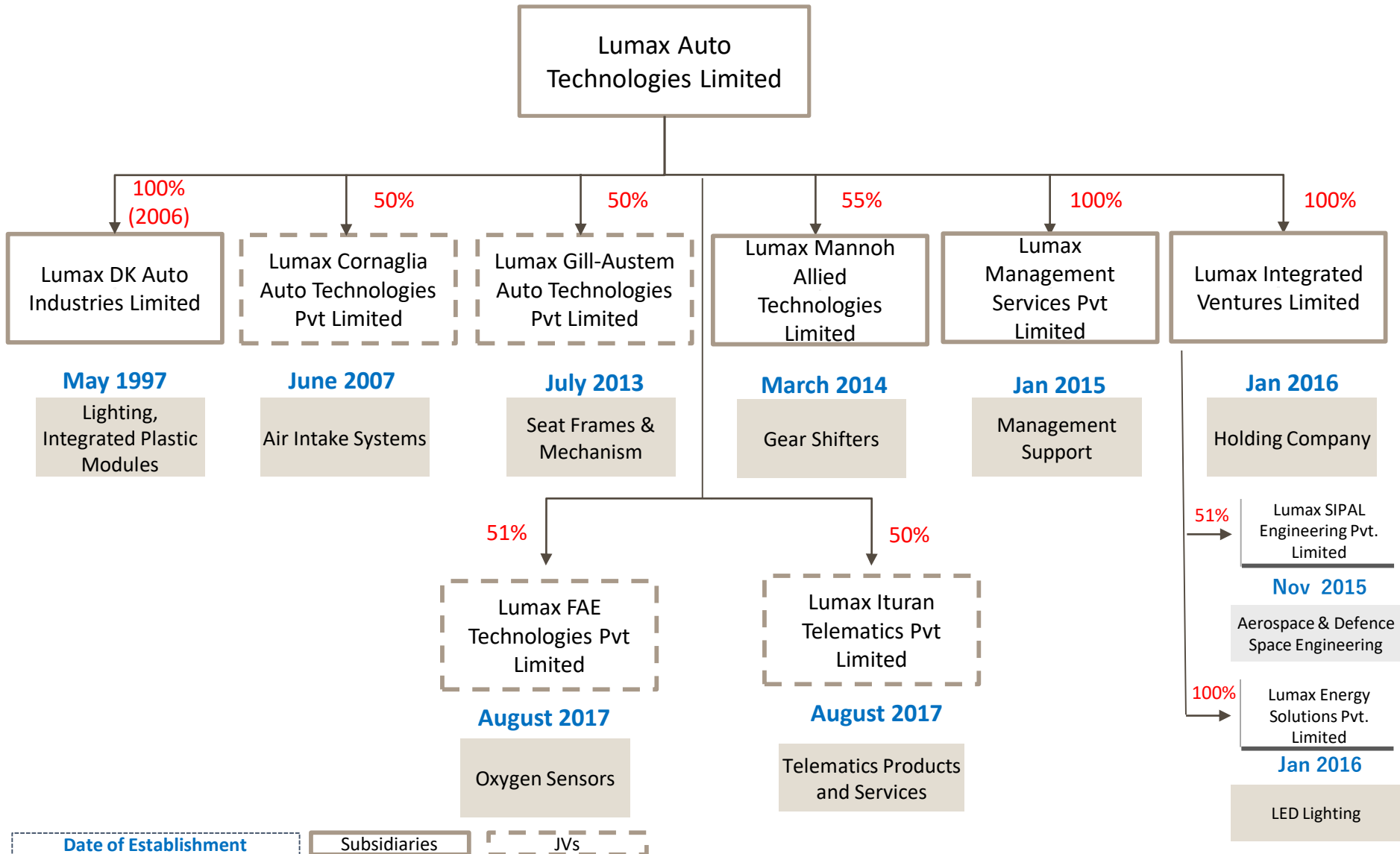


# Milestones





# 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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Relationship since 2015

49% in Lumax SIPAL Engineering 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



- ✓ 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.

HONDA  
The Power of Dreams

TATA



TOYOTA

ŠKODA



GM

## Tier 1

**LEAR**  
CORPORATION

**ADIENT**

**Continental**

## Commercial Vehicle

TATA

**Mahindra**  
Rise.

VE COMMERCIAL VEHICLES  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

DAIMLER

## Two Wheeler

BAJAJ  
Distinctly Ahead

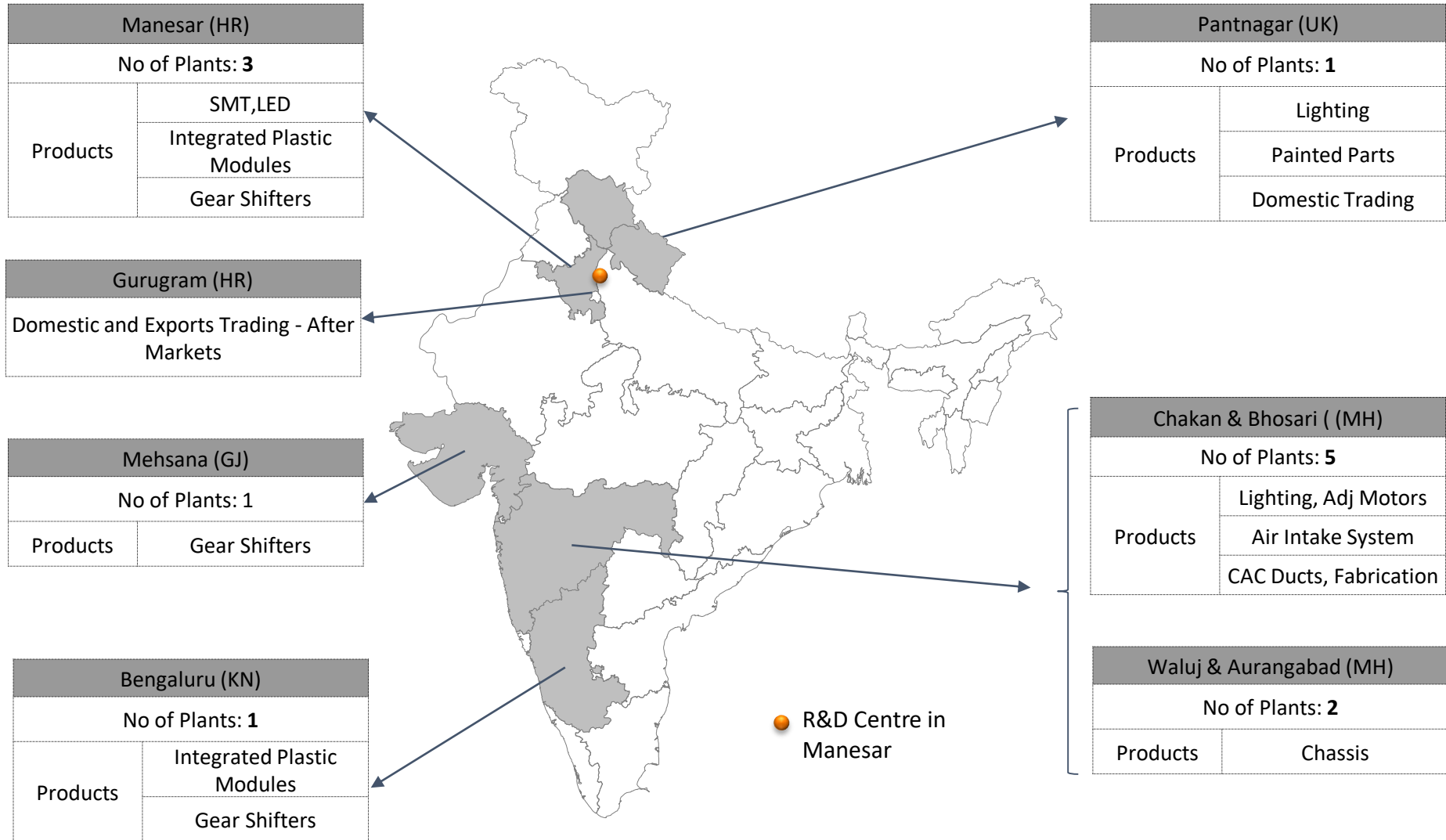
HONDA

## Export

MOT  
PTMAT

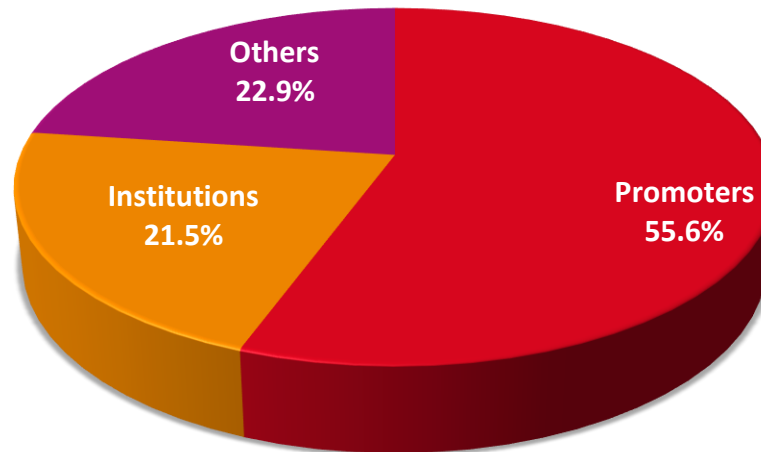
TVS AUTOSERV

# Strategic Locations Close to Customers



**13 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 38 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 EC member 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 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 Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association



**Mrs. Usha Jain**  
**Director**

- She is 70 years of age & is a science graduate
- Having over 35 years of experience, joined family business as a partner in Globe Auto Industries, a partnership firm & thereafter as Promoter/founder member of Lumax Industries Limited in 1981.
- Owing to her belief of giving back to society, she is spearheading the group's CSR initiatives

# Supported by Strong Independent Directors

**Mr. Sandeep Dinodia**



- He is 55 years of age & is a B.Com, LLB, FCA
- He is a practicing Chartered Accountant & designated Partner in SR Dinodia & Co. LLP. He has over 25 years of rich experience in the fields of Assurance, Regulatory & Financial Consulting & has been instrumental in setting up of various enterprises in India with collaboration from International Associations & Companies

**Mr. Roop Salotra**



- He is 67 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. Dhiraj Dhar Gupta**



- He is 67 years of age & holds B Com honours from SRCC, Delhi University
- He is an industrialist; Director & Promoter of KSS Abhishek Auto Pvt. Limited, having over 3 decades of experience in auto component manufacturing

**Mr. Milap Jain**



- He is 66 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



# Professional & Experienced Team



Mr. Naval Khanna  
Corporate Head – Taxation  
Age: 59 years  
Experience: 40 years



Mr. Sanjay Mehta  
Group – Chief Financial Officer  
Age: 50 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. Sumeet Tandon  
Corporate Strategy &  
Business Development  
Age: 54 Years  
Experience: 33 Years



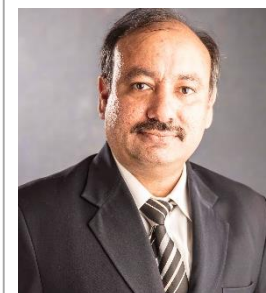
Mr. Sandeep Balooja  
Advisor  
Age: 60 Years  
Experience: 38 Years



Ms. Ibha Lal  
Corporate Head - HR  
Age: 50 Years  
Experience: 25 Years



Ms. Priyanka Sharma  
Corporate  
Communication & CSR  
Age: 48 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  
Age: 41 years  
Experience: 20 years



Mr. Gautam Desai  
Head Emission  
Age: 48 years  
Experience: 24 years



Mr. Girish Diwan  
Head Lumax Sipal  
Age: 45 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

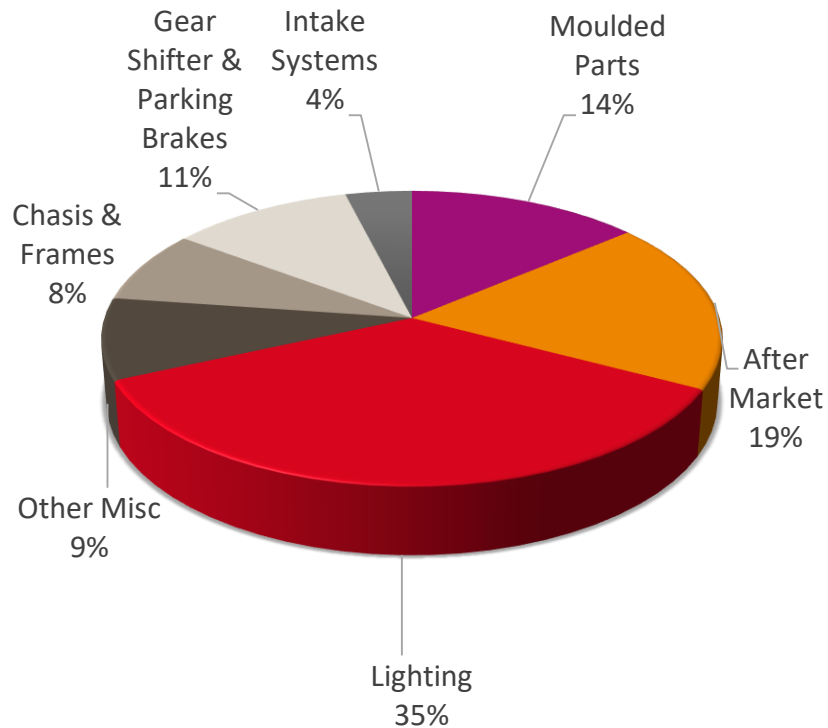
Benefits from BS VI



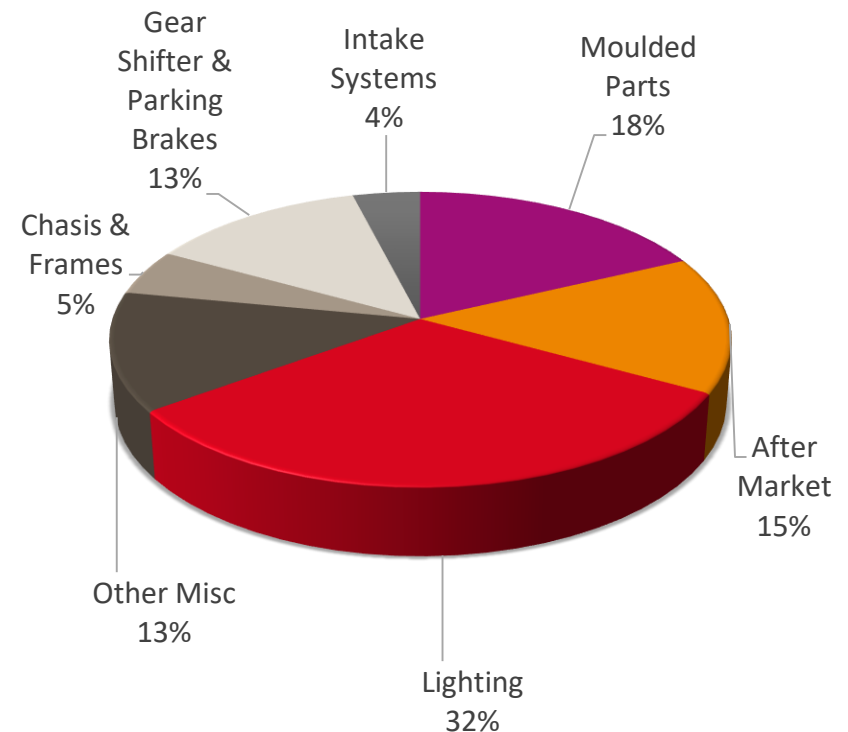
# Financial Performance

# Product-wise Revenue FY17 & H1FY18

## Product-wise Revenue mix FY17 (%)



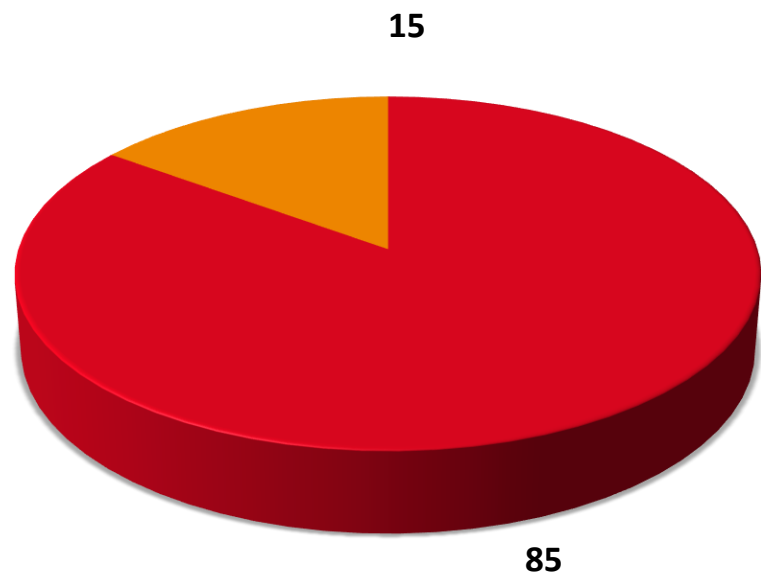
## Product-wise Revenue mix H1FY18 (%)



Seat frames and seat mechanisms (in LGAT) are not part of consolidated sales as per IND AS

# Segmental Revenue Break-Up H1FY18

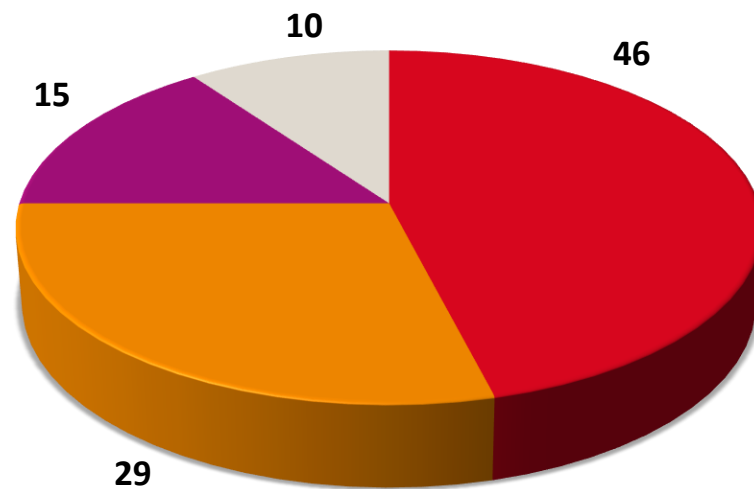
Sales Channel (%)



■ OEM

■ After Market

Category (%)



■ 2/3 Wheeler

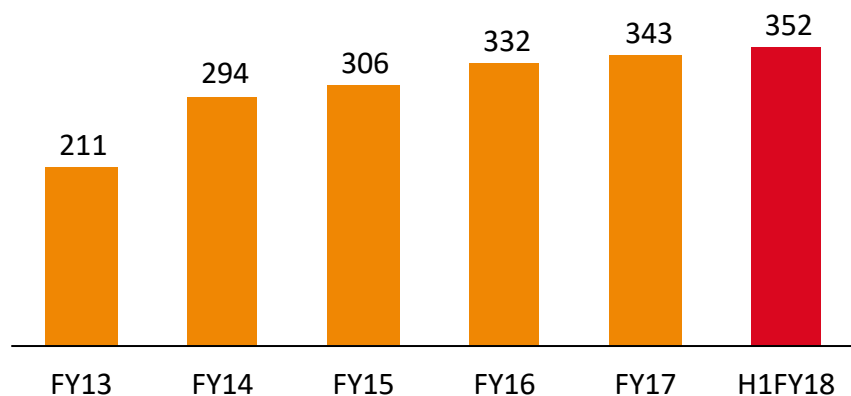
■ Passenger Car

■ After Market

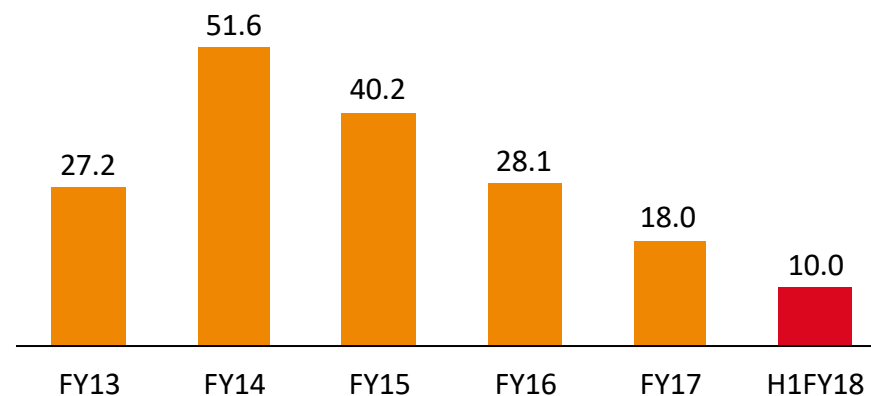
■ Others

# Expansion funded through Internal Accruals

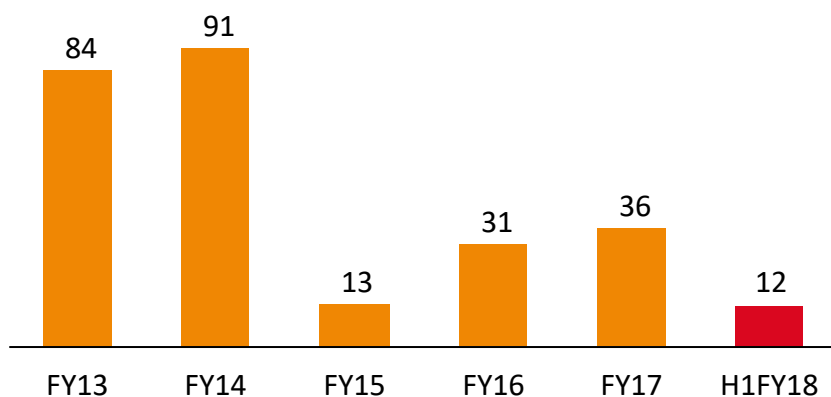
## Gross Block\*



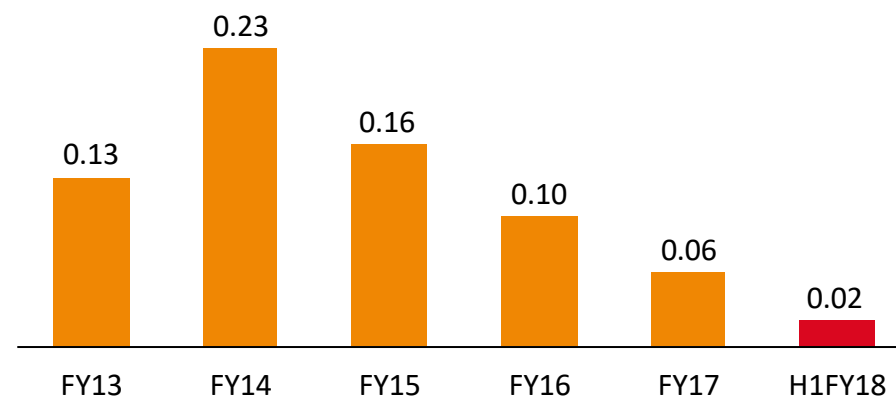
## Long Term Loan\*



## Capex\*



## Long Term Debt / Equity



Consolidated Results

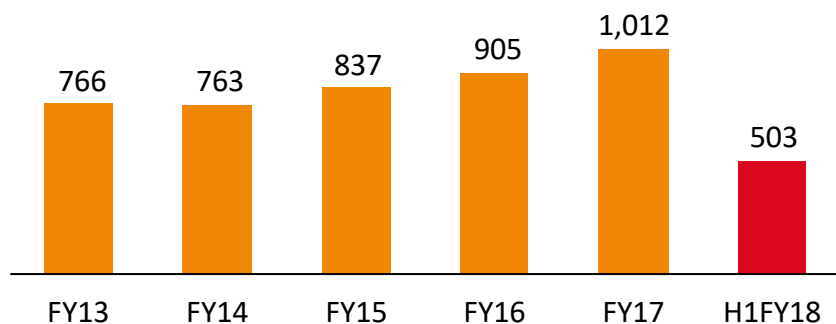
\*Rs. Crores

\* Financials as per Indian Gaap

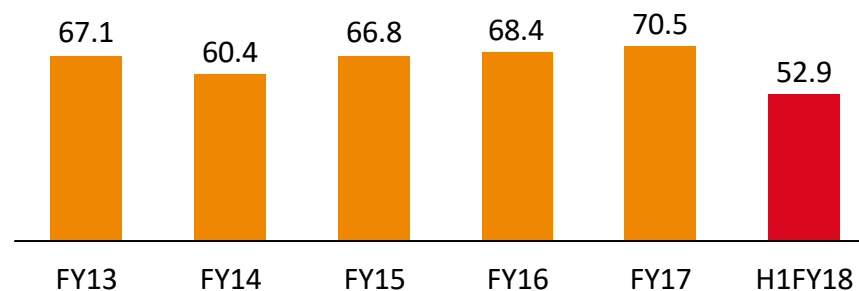
# Revenue & Return Ratios



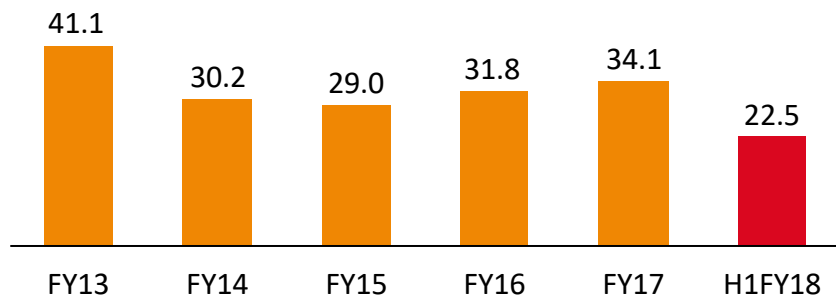
Revenue \*



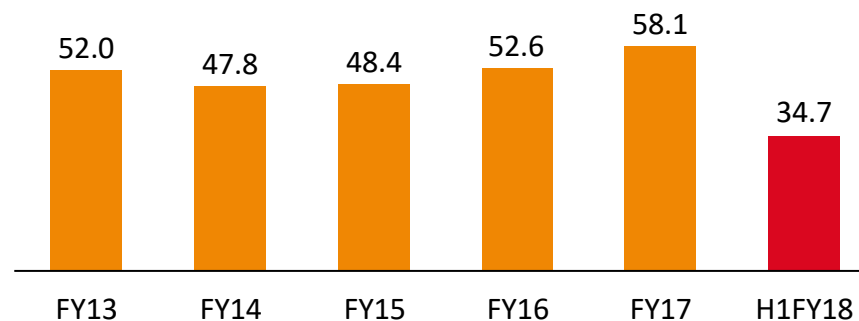
EBITDA \*



PAT \*



Cash PAT \*

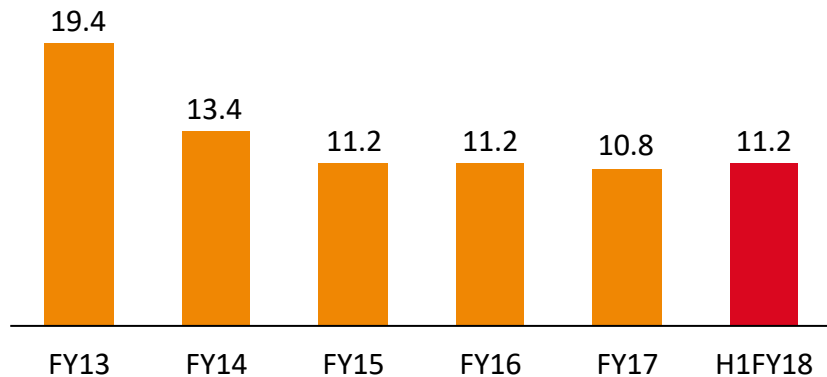


Consolidated Results

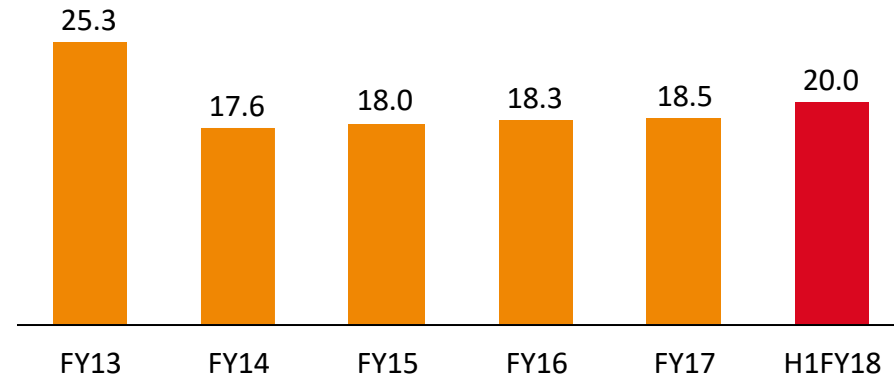


# Return Ratios

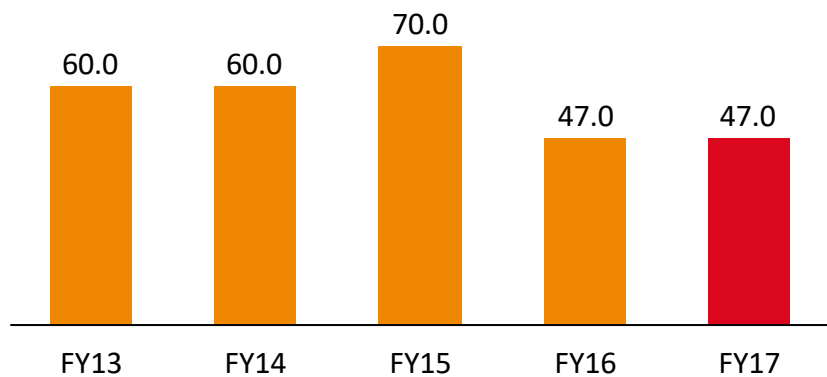
## ROE (%)



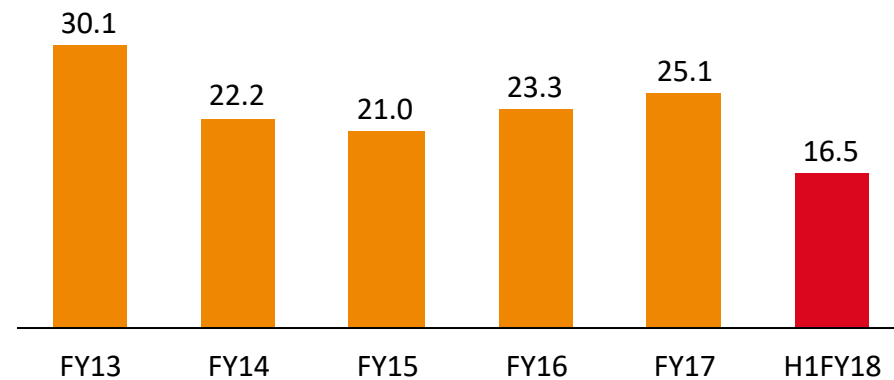
## ROCE (%)



## Dividend (% of Face Value)



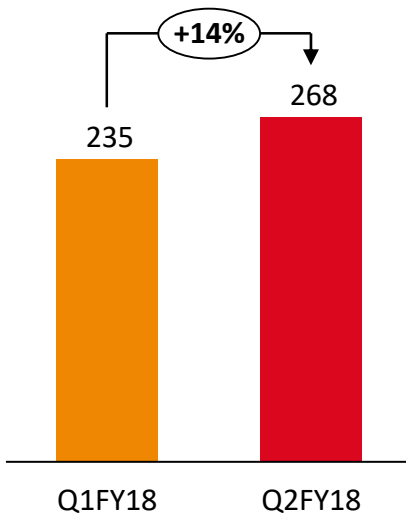
## EPS (in Rs.)



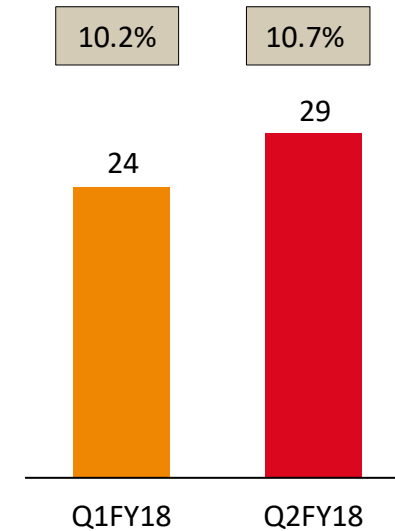
# Quarterly Performance Highlights<sup>^</sup>



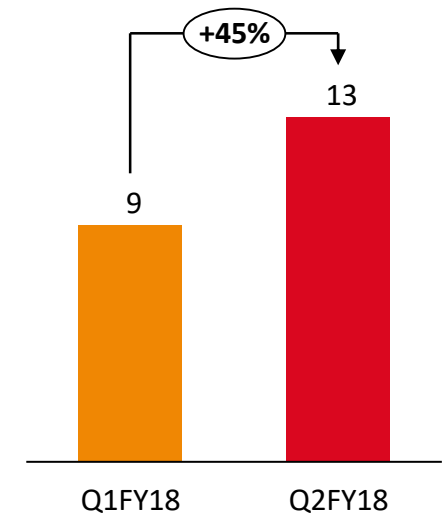
## Revenue



## EBIDTA \*



## PAT after MI



In Rs. Crores

Margins

\*EBITDA Includes Other Income & share of profits from Jv's    <sup>^</sup>As per Ind AS

# Consolidated P&L Statement\*



Particulars (Rs. In crores.)	Q2FY18	Q2FY17	YoY	Q1FY18	QoQ	H1FY18	H1FY17	YoY
<b>Net Revenue from operations</b>	<b>268</b>	<b>258</b>	<b>4%</b>	<b>235</b>	<b>14%</b>	<b>503</b>	<b>522</b>	<b>-4%</b>
Direct Expenses	189	183		163		352	373	
Employee Expenses	27	24		26		53	48	
Other Expenses	26	29		26		53	58	
Profit from JV	0.4	0.9		1.2		1.6	1.5	
<b>EBITDA (including other Income)</b>	<b>29</b>	<b>25</b>	<b>13%</b>	<b>24</b>	<b>19%</b>	<b>53</b>	<b>50</b>	<b>6%</b>
<b>EBITDA (%)</b>	<b>10.7%</b>	<b>9.8%</b>		<b>10.2%</b>		<b>10.5%</b>	<b>9.6%</b>	
Depreciation	6	6		6		12	12	
Finance costs	0.6	1.0		0.8		1.3	1.9	
<b>PBT</b>	<b>22</b>	<b>18.5</b>	<b>19%</b>	<b>17</b>	<b>27%</b>	<b>39</b>	<b>37</b>	<b>8%</b>
Tax	7	5		6		13	10	
<b>PAT (Before MI)</b>	<b>15</b>	<b>13</b>	<b>14%</b>	<b>12</b>	<b>28%</b>	<b>27</b>	<b>26</b>	<b>2%</b>
Minority Interest	1.7	1.4		2.5		4.2	2.7	
<b>PAT After MI</b>	<b>13</b>	<b>12</b>	<b>14%</b>	<b>9</b>	<b>45%</b>	<b>23</b>	<b>24</b>	<b>-4%</b>
<b>PAT (%)</b>	<b>5.0%</b>	<b>4.5%</b>		<b>4.0%</b>		<b>4.5%</b>	<b>4.5%</b>	
Earning Per Share (EPS)	9.8	8.6		6.7		16.5	17.3	

# Consolidated Balance Sheet\*



Equity & Liabilities (in Crs.)	Sep-17	Mar-17
<b>Equity</b>	<b>404</b>	<b>393</b>
Equity share capital	14	14
other equity	363	356
Non Controlling Interest	27	24
<b>Non-current liabilities</b>	<b>28</b>	<b>26</b>
Financial Liabilities		
Borrowing	3.0	1.4
Net employee defined benefit liabilities	7	7
Deferred tax Liabilities (tax)	18	18
<b>Current liabilities</b>	<b>274</b>	<b>207</b>
Financial liabilities		
Borrowing	13	20
Trade payable	207	141
other current financial liabilities	13	20
other current Liabilities	31	20
provisions	0.1	0.0
Current tax Liabilities (Net)	5	2
Net employee defined benefit liabilities	5	5
<b>Total Liabilities</b>	<b>705</b>	<b>626</b>

Assets (in Crs.)	Sep-17	Mar-17
<b>Non-current assets</b>	<b>362</b>	<b>360</b>
Property, Plant & Equipment	225	225
Capital Work in progress	18	14
Intangible assets	2.5	2.9
Investment property	20	20
Investment In Joint Venture	9	7
Financial Assets		
Investments	70	78
Loans	0.0	0.2
Others	3	3
Other non current assets	13	8
Deferred tax assets(Net)	1.4	1.1
<b>Current assets</b>	<b>344</b>	<b>266</b>
Inventories	63	55
Financial Assets		
Loans	0.9	0.5
Trade receivables	225	156
cash & cash Equivalent	10	21
other bank balance	27	19
Other financial assets	1.0	0.4
Assets classified as held for distribution	0.0	0.1
Other current assets	17	13
<b>Total Assets</b>	<b>705</b>	<b>626</b>



## Awards & Recognitions



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



Award –Supplier Convention

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





Award –Lumax Mannoh awarded for efforts made for VA-VE from Maruti Suzuki on 8<sup>th</sup> May 2017





Lumax DK Received “2<sup>nd</sup> Runner-up Award” at 3<sup>rd</sup> BAL/BAVA KAIZEN competition, Pantnagar on 23<sup>rd</sup> Feb 2017



Award for Excellence in Consistent TPM  
Commitment

## Awards & Recognition



ACMA Award – Silver – Excellence in Quality & Productivity – Small Category, 2015 - Lumax Cornaglia Auto Technologies received from Mr. Anant Geete, Hon'ble Union Minister for Heavy Industries & Public Enterprises & Mr. Jayant Sinha, Minister of State for Civil Aviation & formerly the Minister of State for Finance, in presence of Mr. O. Suzuki, Chairman, Suzuki Motor Corporation & Mr. Vinod Dasari, CEO & MD, Ashok Leyland



ACMA Award – Gold – Excellence in Quality & Productivity - Small Category, 2016 - Lumax Cornaglia Auto Technologies received from Mr. Anant Geete, Hon'ble Union Minister for Heavy Industries and Public Enterprises, in presence of Mr. Guenter Butschek , Chief Executive & Managing Director, Tata Motors & Mr. Vinod Dasari, CEO & MD, Ashok Leyland



## Awards for Excellence



Bajaj Auto Ltd- TPM Award being given by Mr. Sanjeev Vasdev, President, Bajaj Auto Vendor Association & Mr. Pradeep Shrivastav, ED, Bajaj Auto



Bajaj Auto Ltd - Quality - Silver Award being given by Mr. Avinash Kalkundri, GM & Mr. S N Shahane, VP – TPM, Bajaj Auto

# 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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