

Lumax Auto Technologies Limited

LUMAX

DK
DK JAIN GROUP



Electrical



Body + Trim



Metallic



Polymer Paint



Emission

Investor Presentation – September 2017

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Seven Decade
Strong

27
Manufacturing
Facilities

Leader in
Automotive
Lighting & Gear
Shifters

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

14 Entities in 8
States

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

Lumax Industries Limited

Products & Services

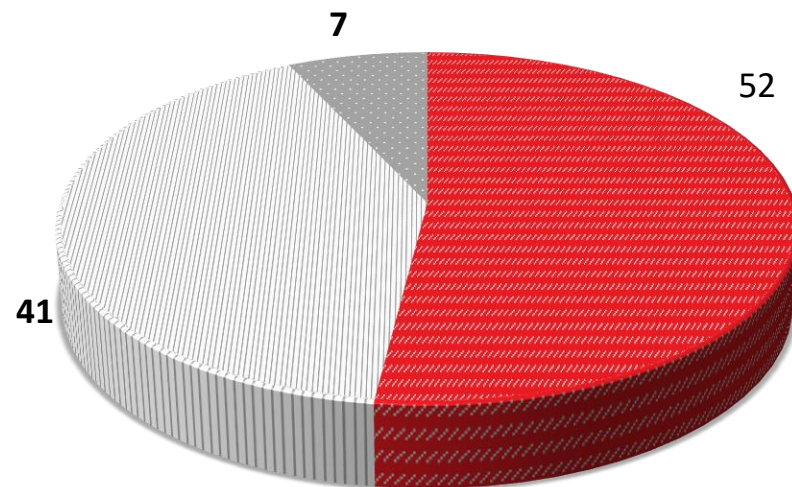
End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Group Revenue Break Up (%)

FY 17 Revenue of Rs. 2,500 Cr



- Lumax Industries Limited
- Lumax Auto Technologies Limited
- Other Entities

Vision, Mission, Purpose



To be a Sustainable, Respected & Profitable Brand with a Global Presence, that continues to enhance stakeholder value & exceed customer expectations as the preferred supplier

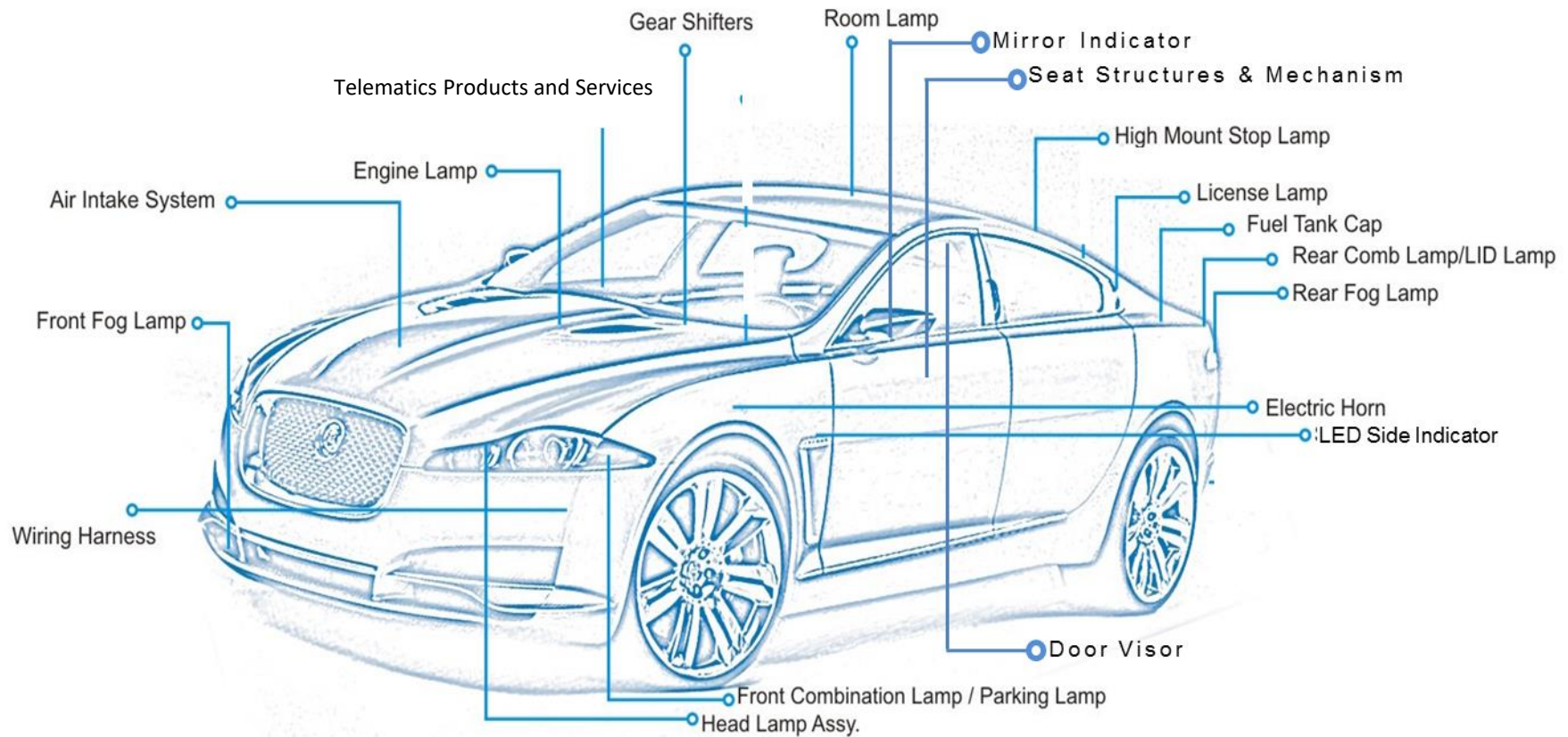


To be a Lean, Profitable, Diversified & Learning Organization that is highly responsive, energetic & innovative by involving people as partners & attaining highest levels of quality, excellence & technology across our domains



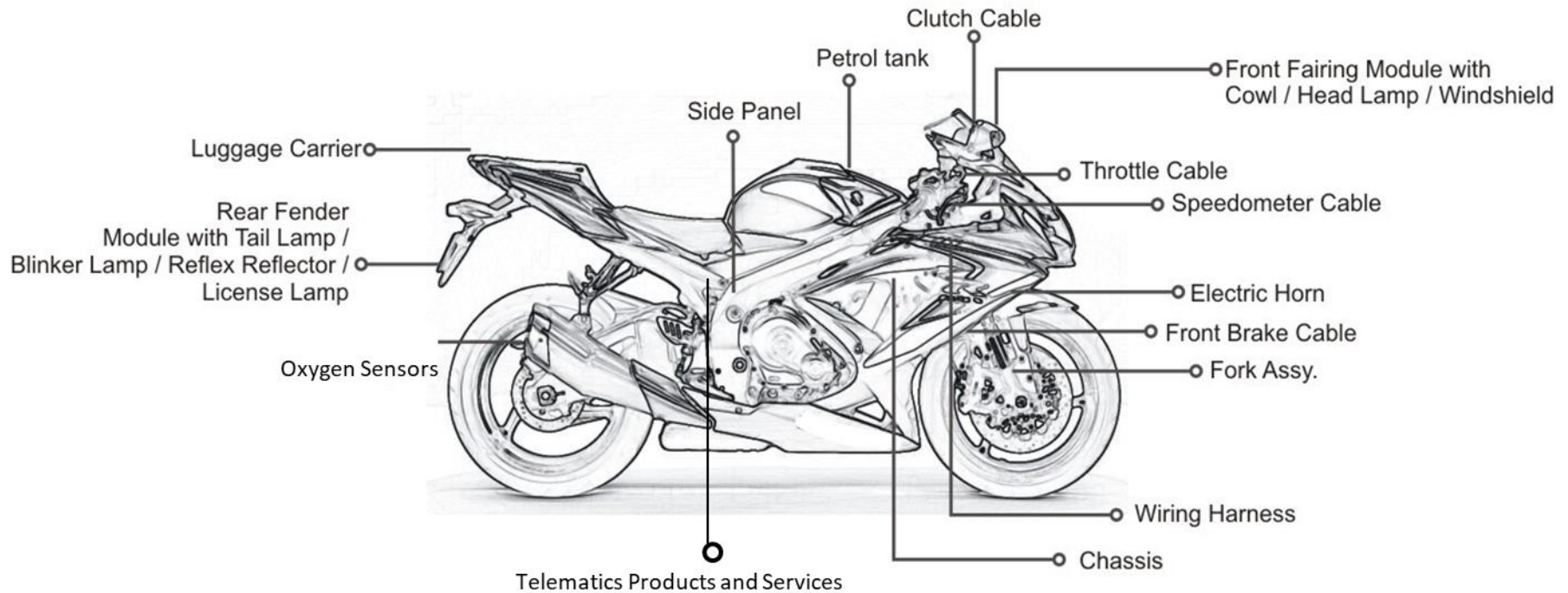
To create a Happy, Safe, Participative, Proud & Admirable Place to Work that inspires individuals to consistently deliver total customer satisfaction

Diversified Product Range – 4-wheelers & CV



Destination Boards for Commercial Vehicle

Diversified Product Range – 2-wheelers





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



USA

Korea

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

51% in Lumax FAE Technologies Pvt Limited



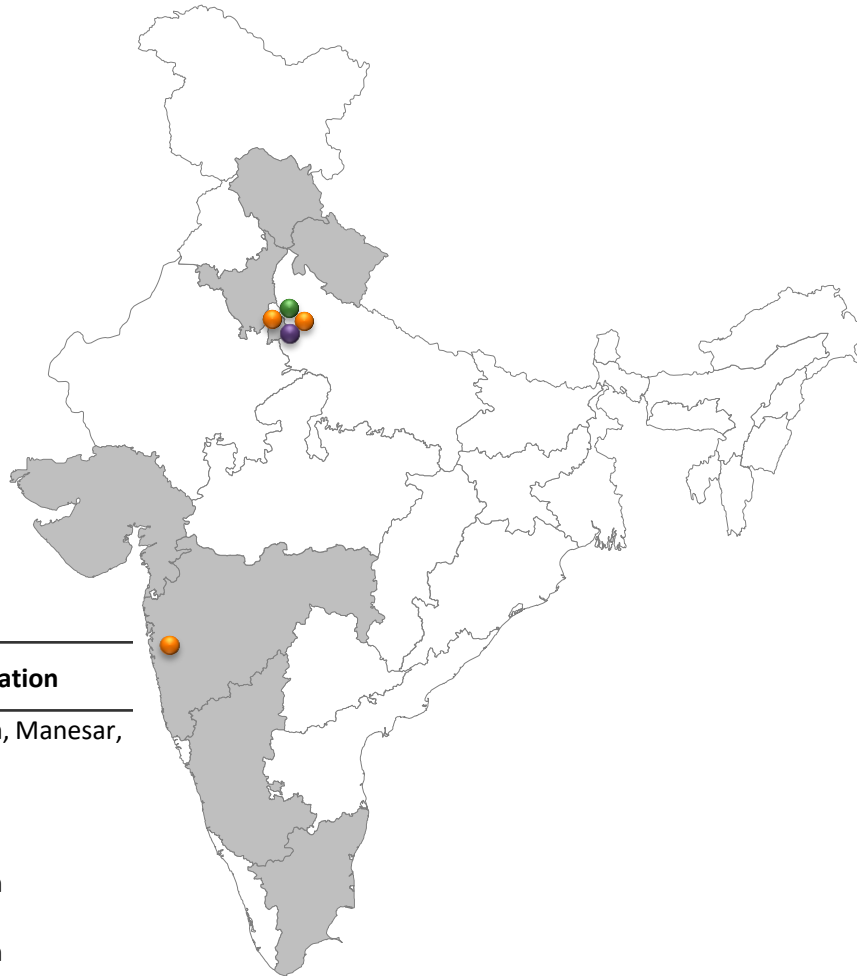
Israel

JV for Telematics Products and Services

2017

50% in Lumax Ituran Telematics Pvt Limited

27 Locations close to Customers



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

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
Total		27

27 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

Experienced Team

- Highly Qualified & Experienced workforce of dedicated professionals

Technology Leadership

- Partnerships with global players provides competitive edge
- Avant-garde technology at par with the best players worldwide

Faster Turnaround

- Lightning-fast turnaround time & impressive speed to market

Global Footprints

- Global footprint through exports

Research & Development

- Government approved 3 R&D facilities & 1 Overseas Design Centre in Taiwan

Environmental Conscious

- Environment-conscious work practices



Relationships with Diversified Customers

Two Wheeler



Four Wheeler



Commercial Vehicle



Relationships with Diversified Customers...

Tractor/FES



Defence & Aero Space



Export



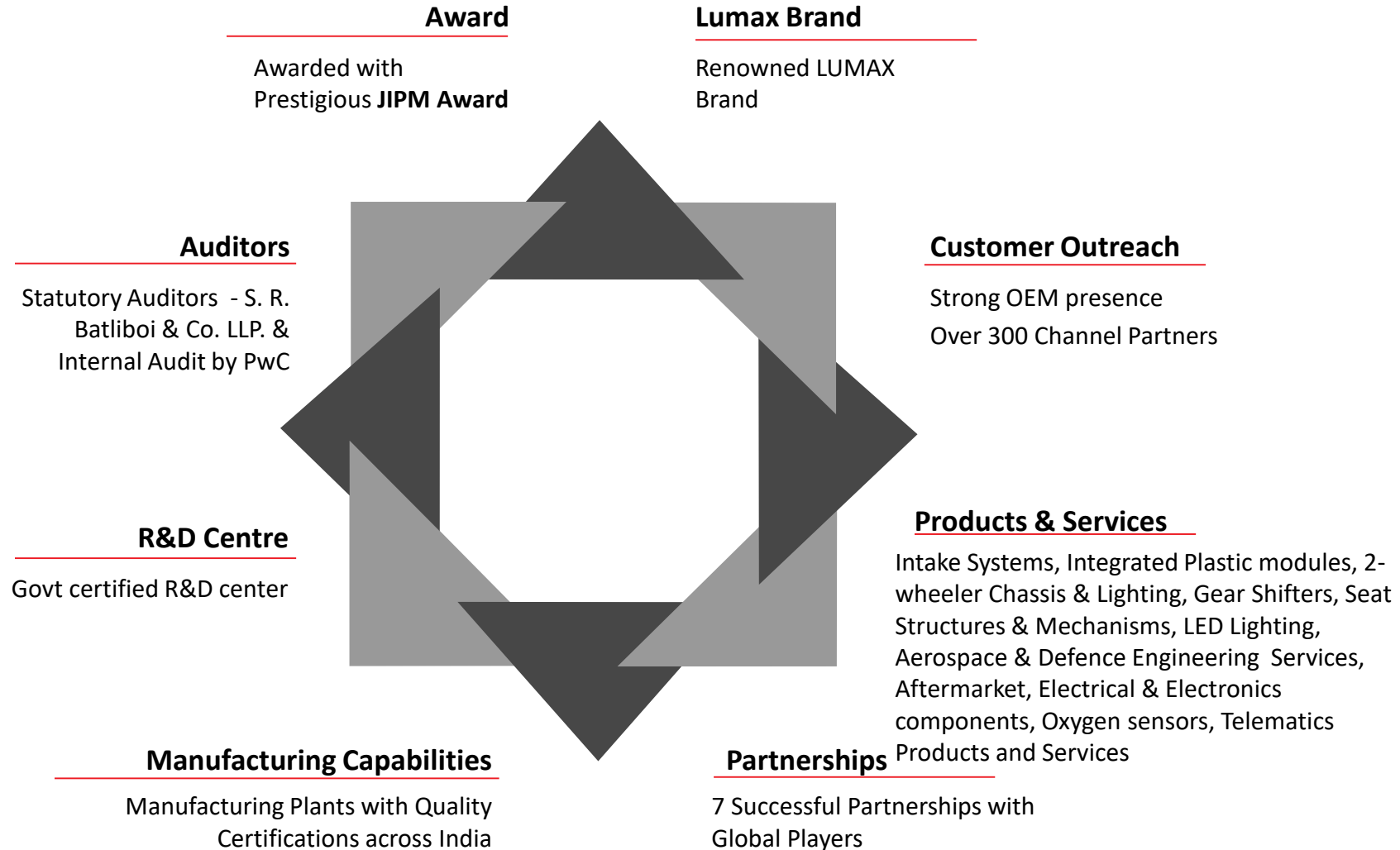
... Strong After Market Exports Presence



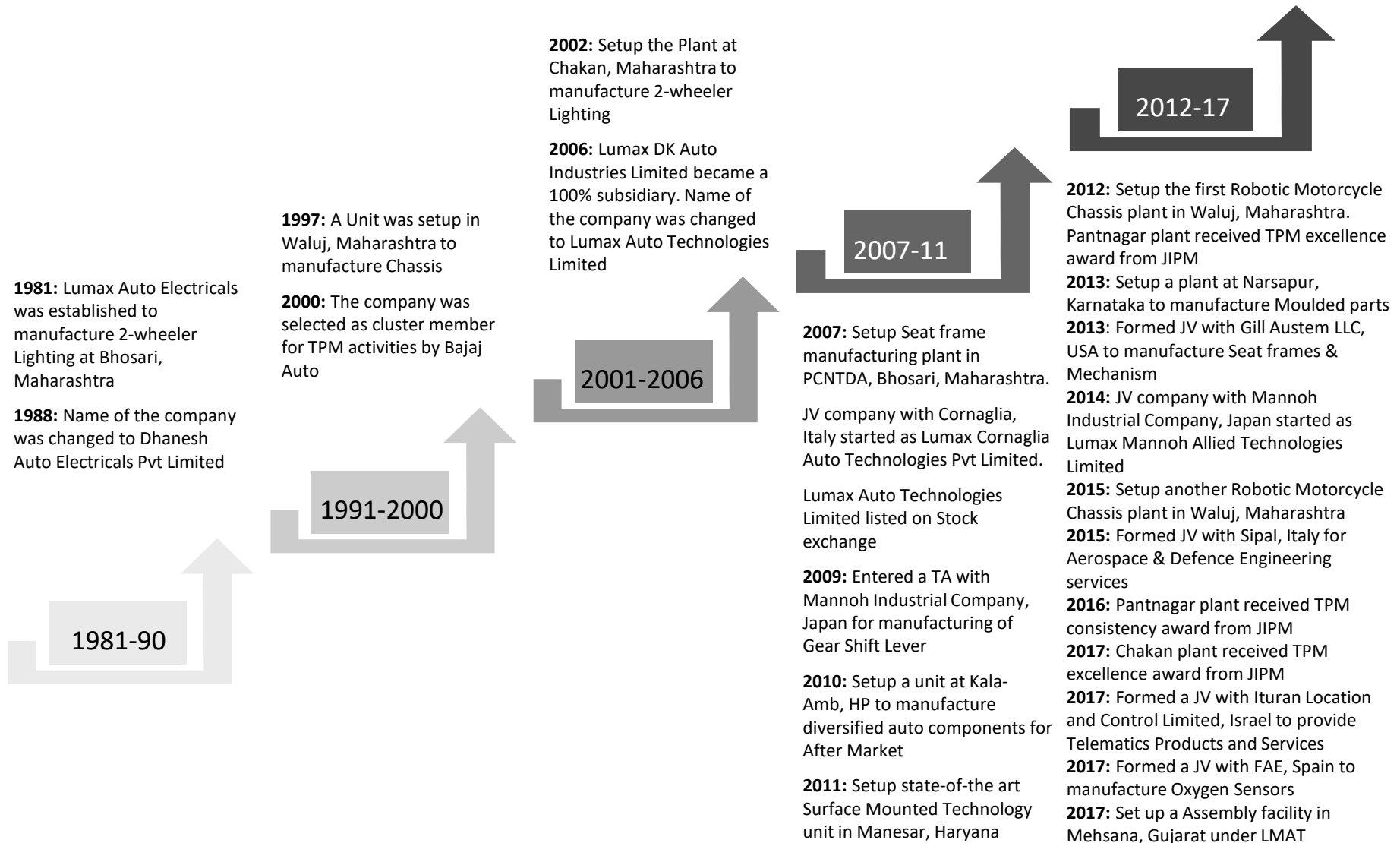
Lumax Auto Technologies Limited

Driving Growth through Diversified Products

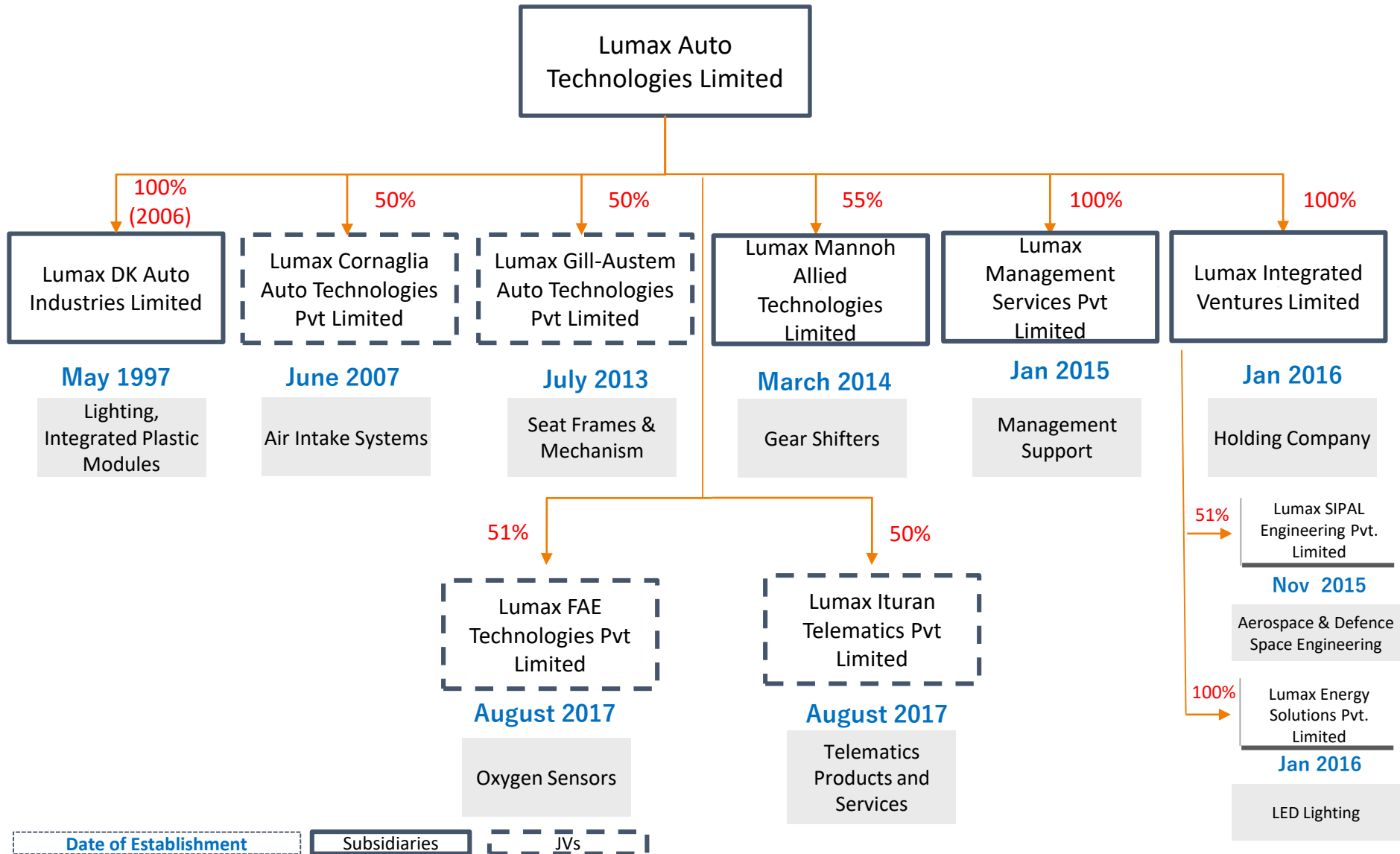
Competitive Strengths



Milestones



Well defined Corporate Structure





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

51% 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



Commercial Vehicle



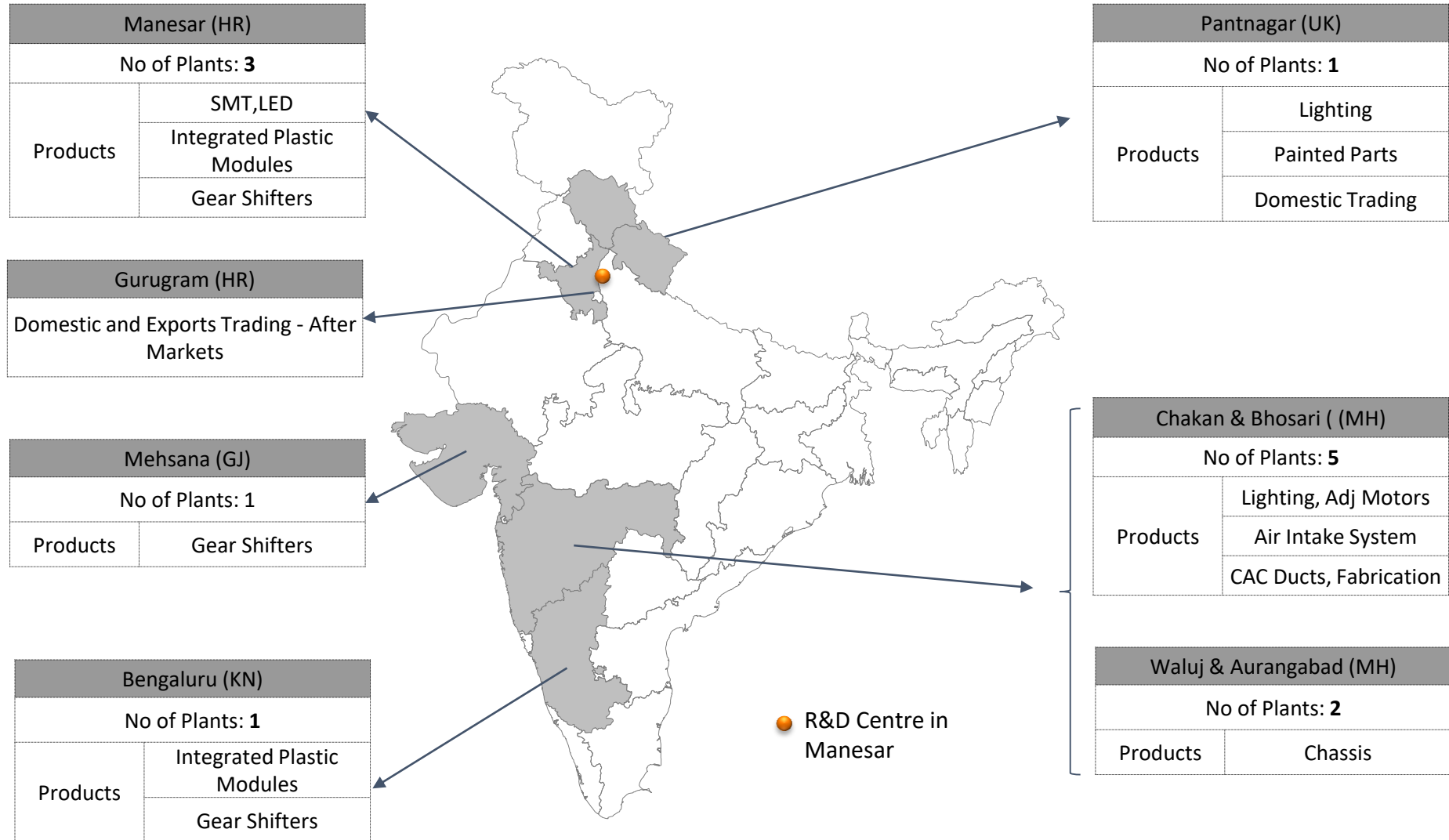
Two Wheeler



Export



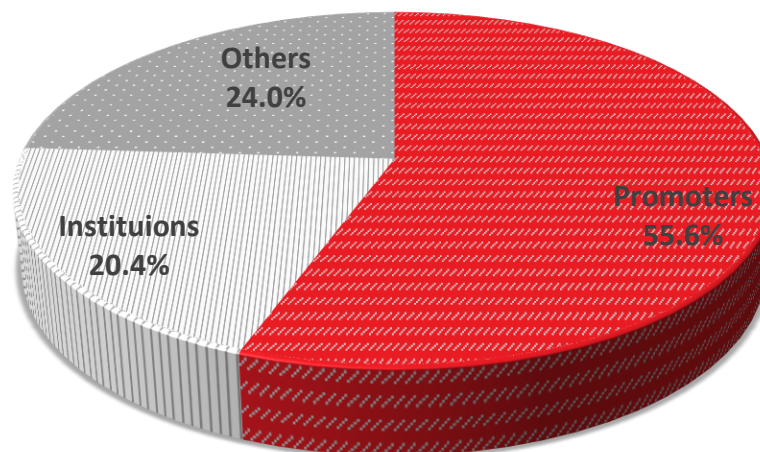
Strategic Locations Close to Customers



13 Plants in 5 States

Share Holding as of 30th June, 2017

Shareholding breakup



Experienced Promoters



Mr. Dhanesh Kumar Jain
Chairman

- He is 74 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 37 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 41 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 20 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 Co-Chairman of Northern Region of ACMA & Vice President of Toyota Kirloskar Supplier's Association



Mrs. Usha Jain
Director

- She is 69 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 54 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 66 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 66 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 65 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

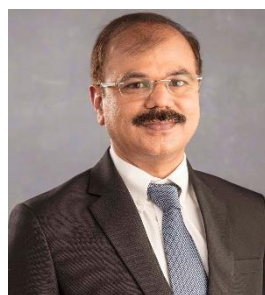
Professional & Experienced Team



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



Mr. Sanjay Mehta
Group – Chief Financial Officer
Age: 49 years
Experience: 26 Years



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



Mr. B S Bhadauriya
Group – Company Secretary
Age: 52 Years
Experience: 26 Years



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



Mr. Sumeet Tandon
Corporate Strategy &
Business Development
Age: 53 Years
Experience: 32 Years



Mr. Sandeep Balooja
Advisor
Age: 59 Years
Experience: 36 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: 47 Years
Experience: 24 Years

Professional & Experienced Team



Mr. Sanjay Bhagat
Head After Market
Age: 51 years
Experience: 27 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: 47 years
Experience: 23 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

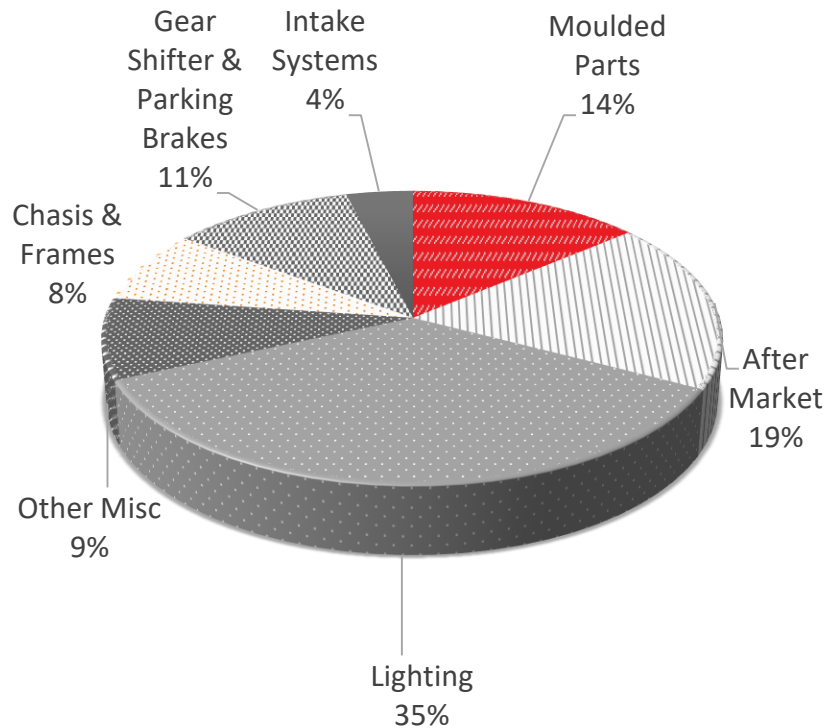


Financial Performance

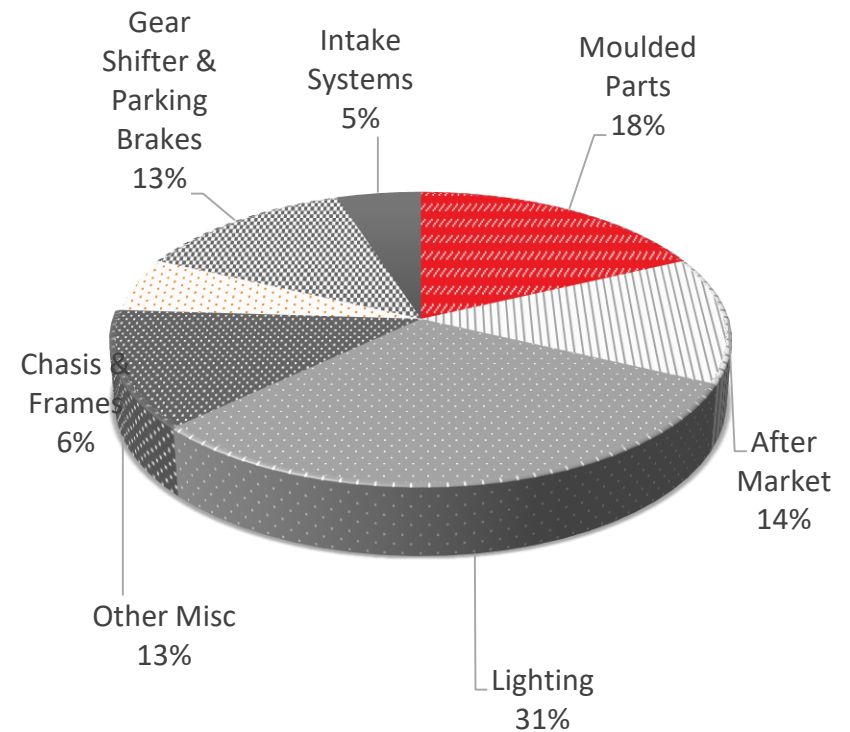


Product-wise Revenue FY17 & Q1FY18

Product-wise Revenue mix FY17 (%)



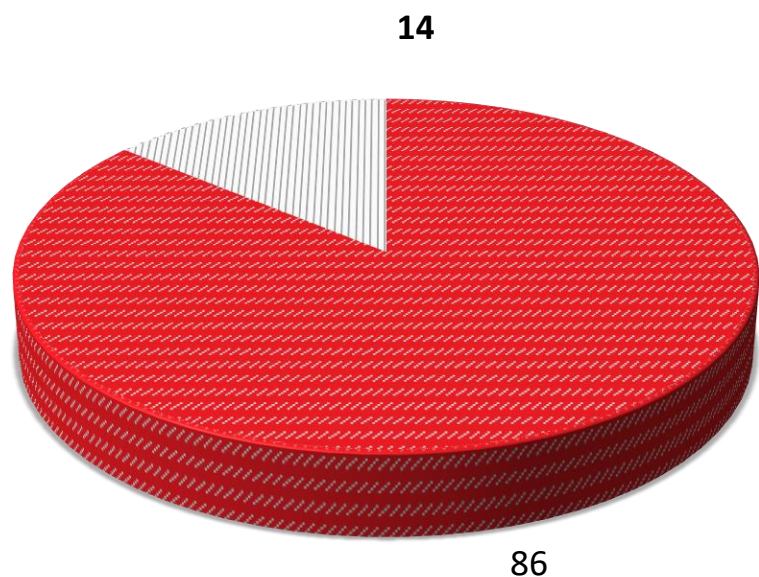
Product-wise Revenue mix Q1FY18 (%)



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

Segmental Revenue Break-Up Q1FY18

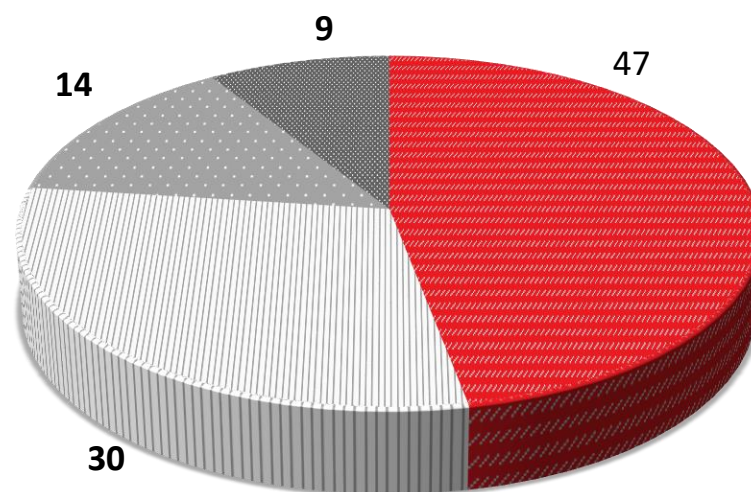
Sales Channel (%)



■ OEM

■ After Market

Category (%)



■ 2/3 Wheeler

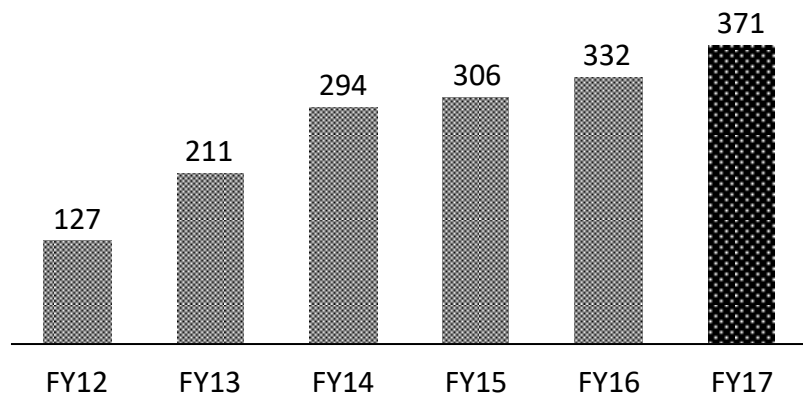
■ Passenger Car

■ After Market

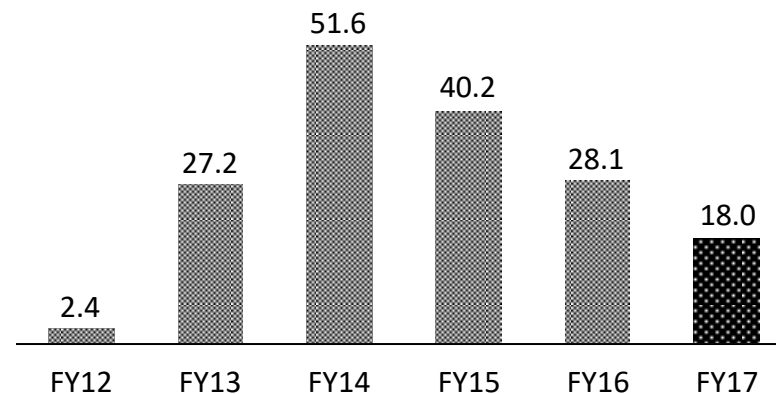
■ Others

Expansion funded through Internal Accruals

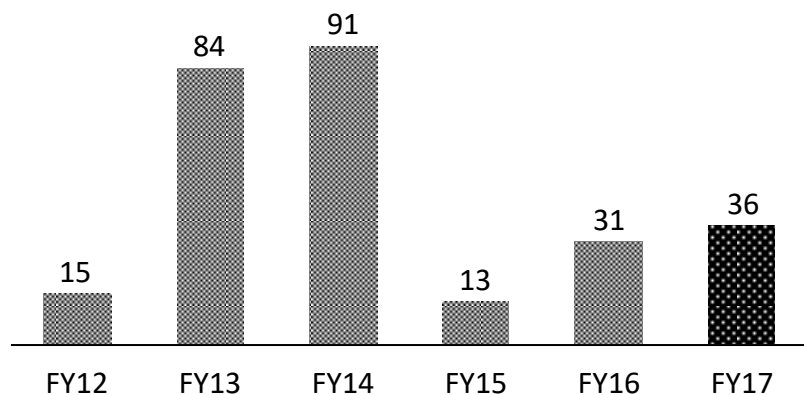
Gross Block*



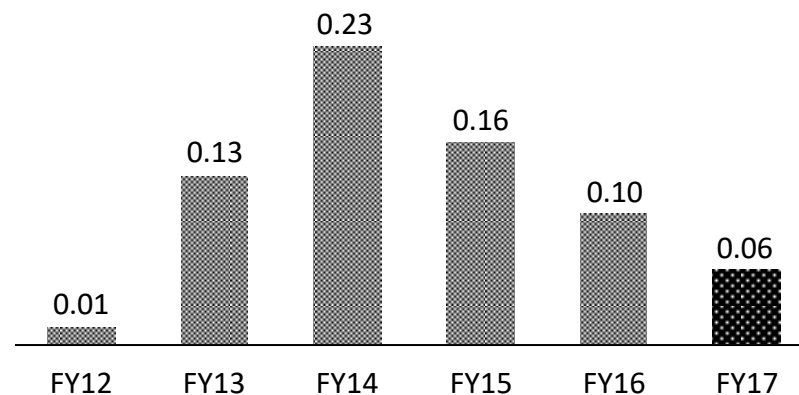
Long Term Loan*



Capex*



Long Term Debt / Equity



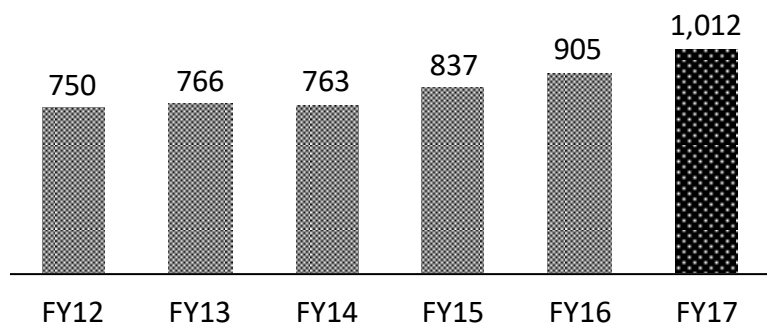
Consolidated Results

*Rs. Crores

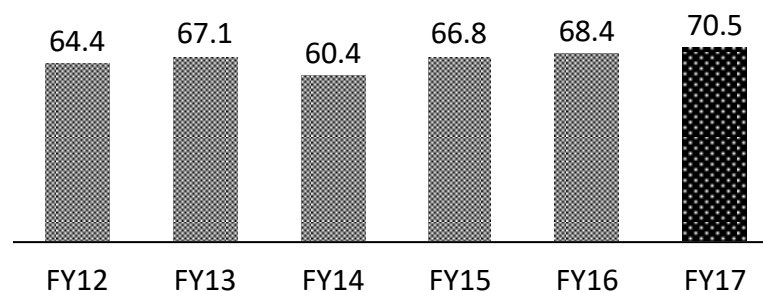
* Financials as per Indian Gaap

Revenue & Return Ratios

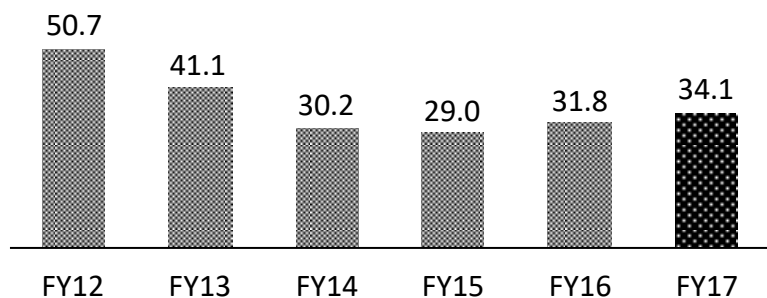
Revenue *



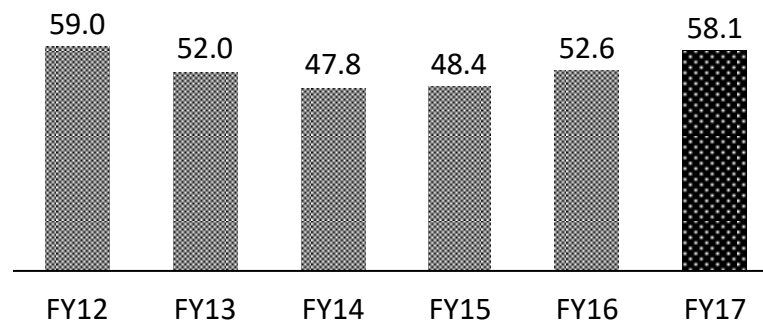
EBITDA *



PAT *



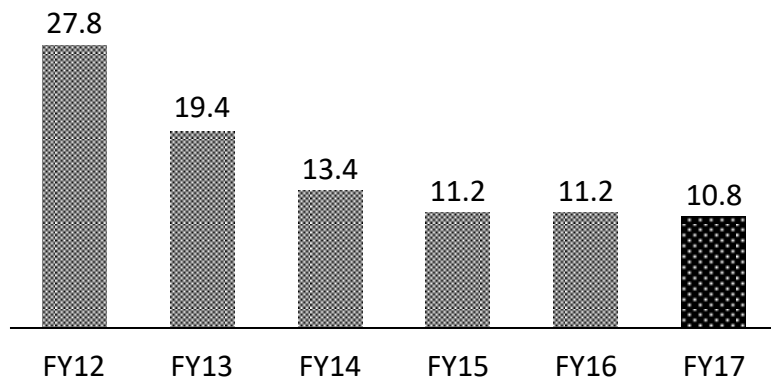
Cash PAT *



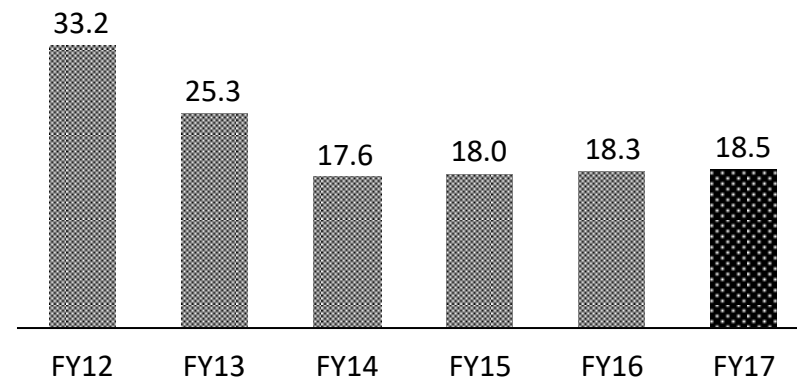
Consolidated Results

Return Ratios

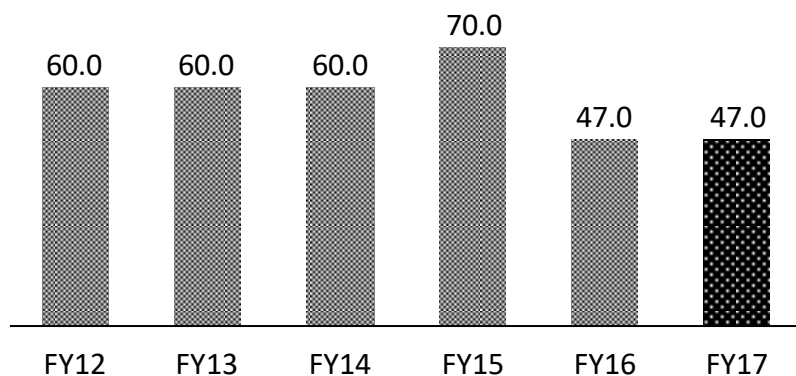
ROE (%)



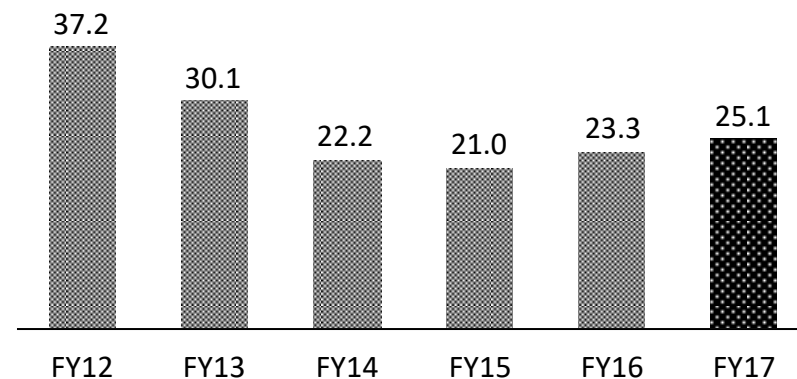
ROCE (%)



Dividend (% of Face Value)

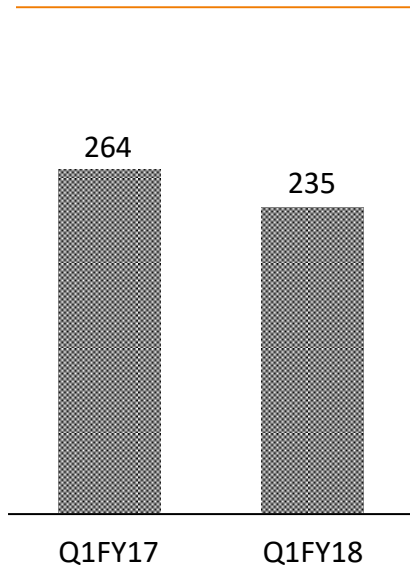


EPS (in Rs.)

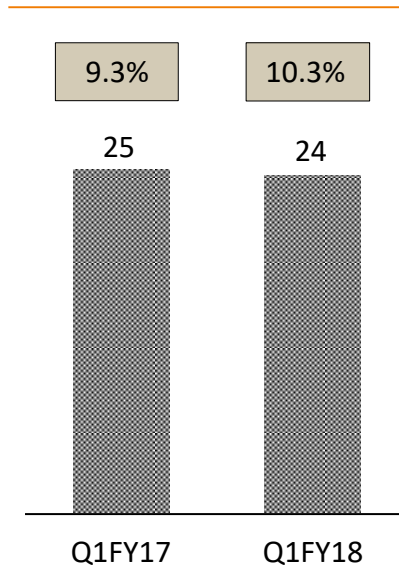


YTD Performance Highlights^

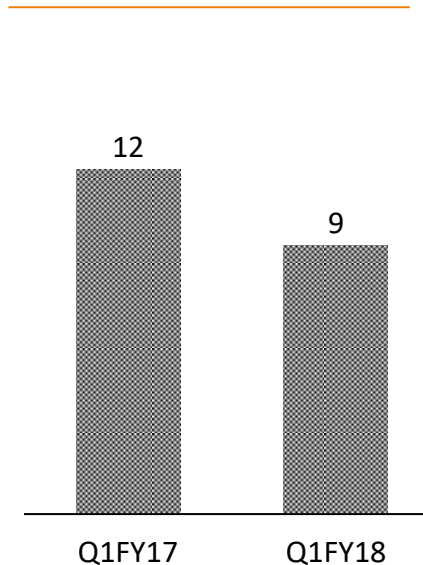
Revenue



EBIDTA *



PAT after MI



In Rs. Crores

Margins

*EBITDA Includes Other Income & share of profits from Jv's ^As per Ind AS

Consolidated P&L Statement*

Particulars (Rs. In crores.)	Q1FY18	Q1FY17	Y-o-Y	FY17
Net Revenue from operations	235.03	263.62	-10.8%	965.42
Direct Expenses	162.77	190.43		689.59
Employee Expenses	25.90	24.25		95.51
Other Expenses	26.19	28.48		107.25
Profit from JV	1.16	0.57		2.92
EBITDA (including other Income)	24.17	24.61	-1.8%	86.49
EBITDA (%)	10.3%	9.3%		8.9%
Depreciation	6.05	5.70		23.53
Finance costs	0.79	0.86		3.83
Exceptional Items	-	-		(3.19)
PBT	17.33	18.05		55.94
Tax	5.65	4.92		15.86
PAT (Before MI)	11.69	13.13	-11.0%	40.08
Minority Interest	2.52	1.35		5.58
PAT After MI	9.17	11.78	-22.2%	34.50
PAT Margin	3.9%	4.4%		3.6%
Earning Per Share (EPS)	6.72	8.64		25.31

Consolidated Balance Sheet*

Particulars (in Crs.)	Mar-17
Shareholder's Fund	316.67
Share capital	13.63
Reserves & Surplus	303.04
Minority Interest	11.26
Non-current liabilities	24.91
Long term borrowings	2.31
Deferred Tax Liabilities (net)	15.58
Long term Provisions	7.02
Current liabilities	215.42
Short term borrowings	23.13
Trade Payables	148.30
Other current liabilities	38.22
Short Term Provisions	5.77
Total Liabilities	568.27

Particulars (in Crs.)	Mar-17
Non-current assets	292.37
Fixed assets	258.52
Long-term loans and advances	6.15
Non-current Investments	22.39
Other non-current assets	5.31
Current assets	275.89
Inventories	53.90
Trade receivables	165.40
Cash and bank balances	41.18
Short-term loans and advances	15.02
Other current assets	0.38
Total Assets	568.27



Awards & Recognitions

Awards & Recognition

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



Awards & Recognition

Award –Supplier Convention

Received from HMSI on 17th February 2017



Awards & Recognition

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



Awards & Recognition



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

Award for Excellence in Consistent TPM Commitment





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



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







CSR Initiatives



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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