

LIL:CS:IP:2022-23

Date: 11.11.2022

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| 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 : 517206 | Symbol: LUMAXIND |

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 same shall also be made available on the website of the Company www.lumaxworld.in/lumaxindustries.

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX INDUSTRIES LIMITED

**PANKAJ MAHENDRU
COMPANY SECRETARY
M. NO. A-28161**

Encl: As Stated above



Lumax Industries Limited

Investor Presentation – Q2 FY2023



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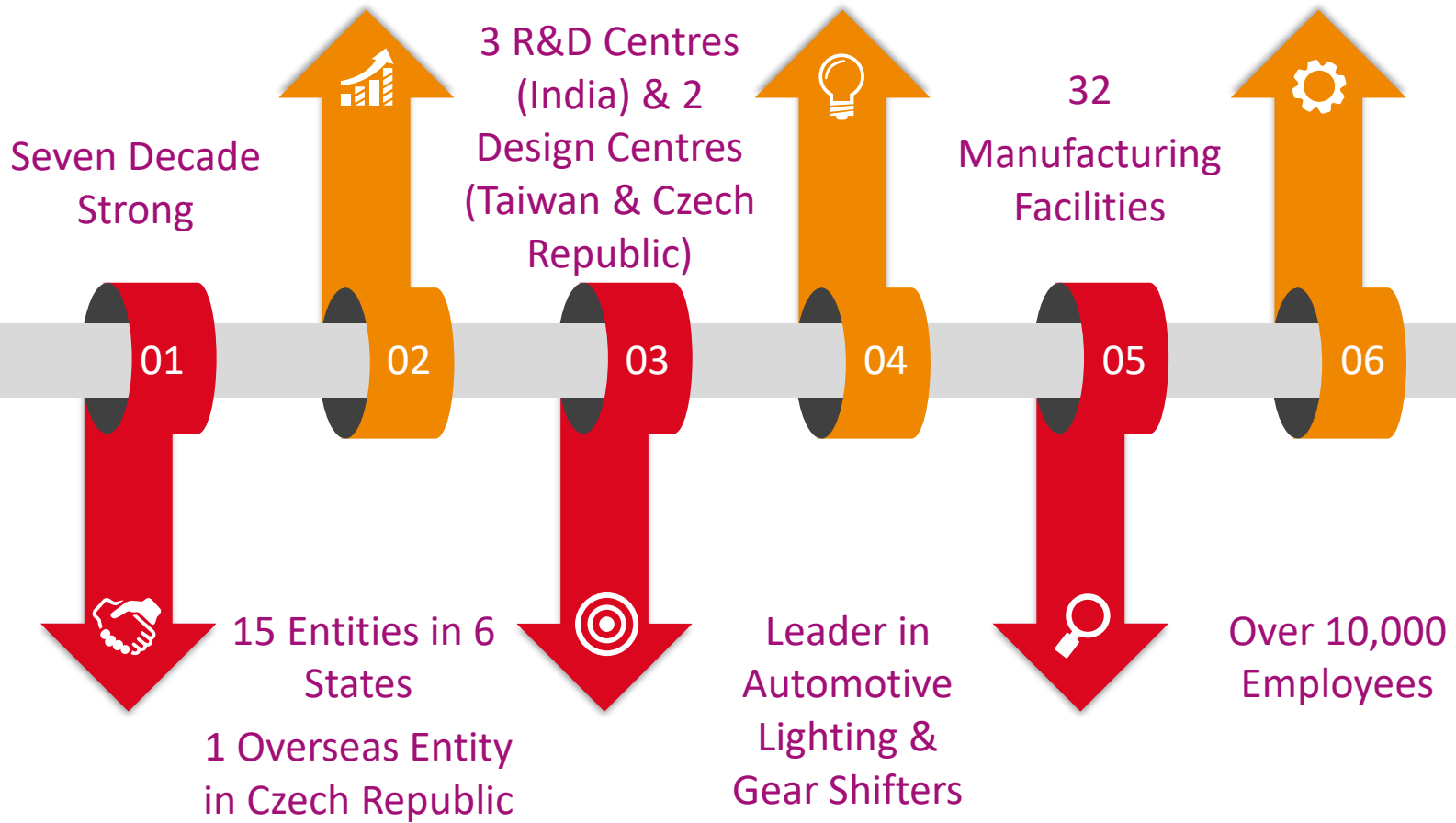
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Lumax-DK Jain Group





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

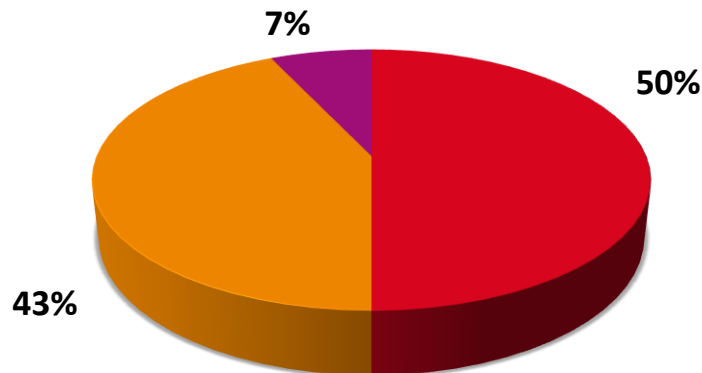
Lumax Auto Technologies Limited

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**

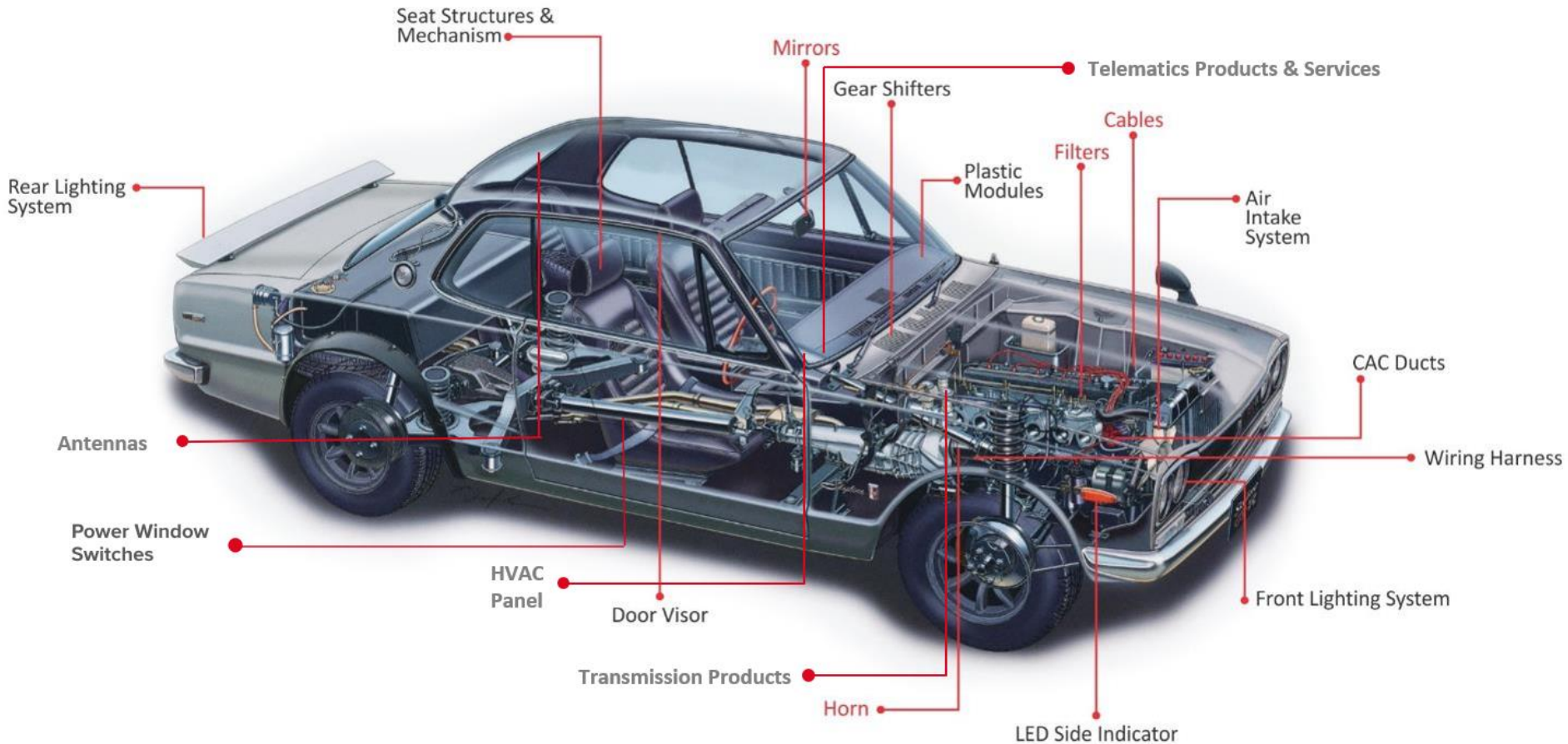
Building an **ADMIRABLE**
HIGH PERFORMANCE
Global Organisation in
whom all stakeholders
have **ABSOLUTE TRUST**



**Our
Vision**

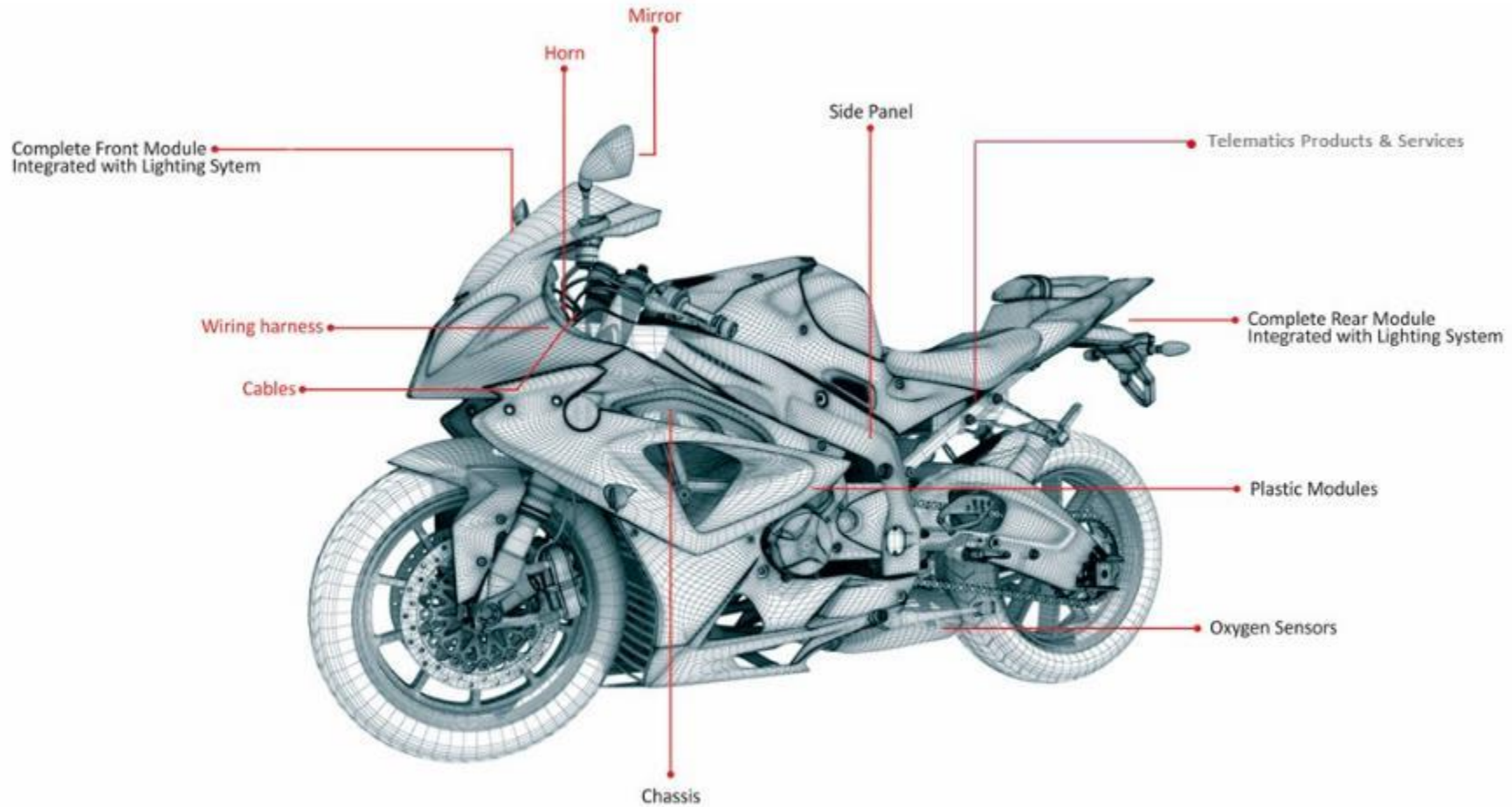


Diversified Product Range – 4-wheelers



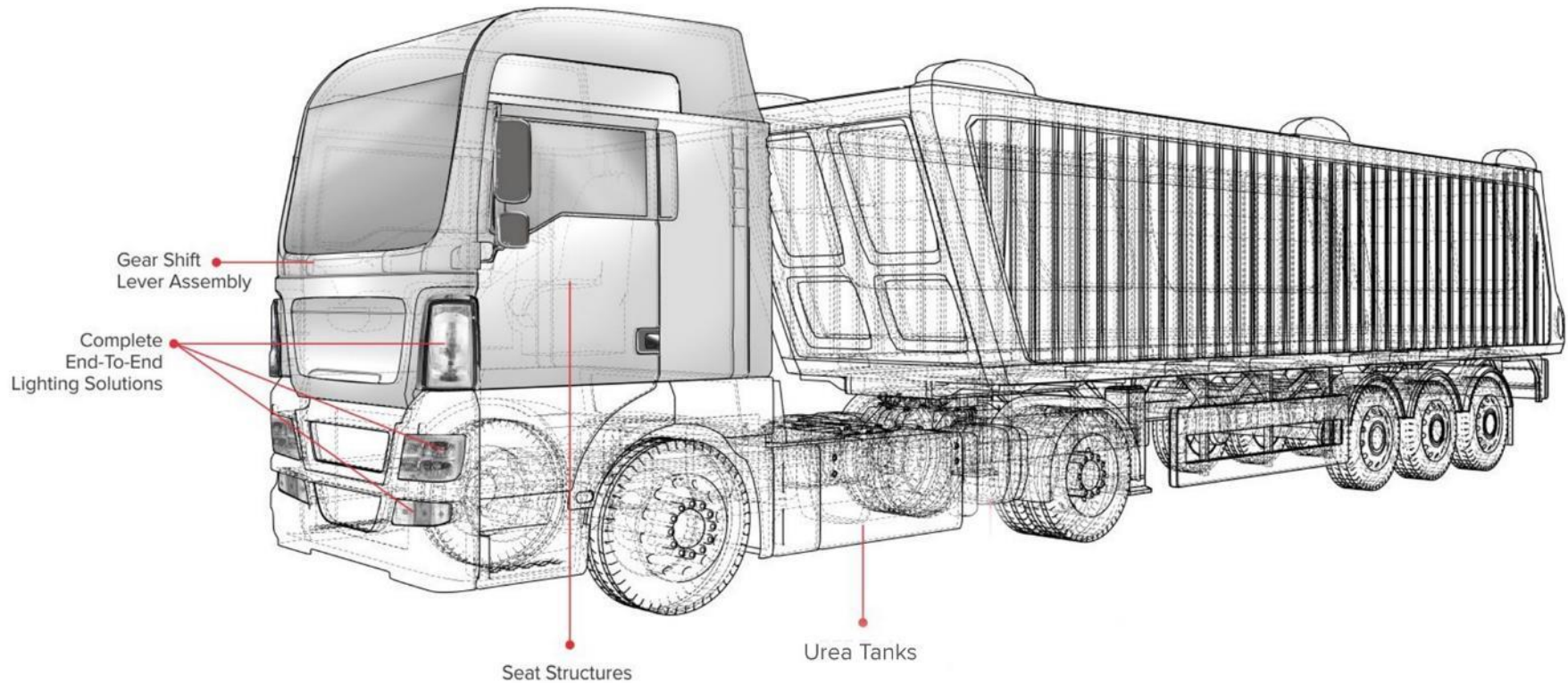
- Destination Boards & Urea Tanks for Commercial Vehicle
Aftermarket products

Diversified Product Range – 2-wheelers

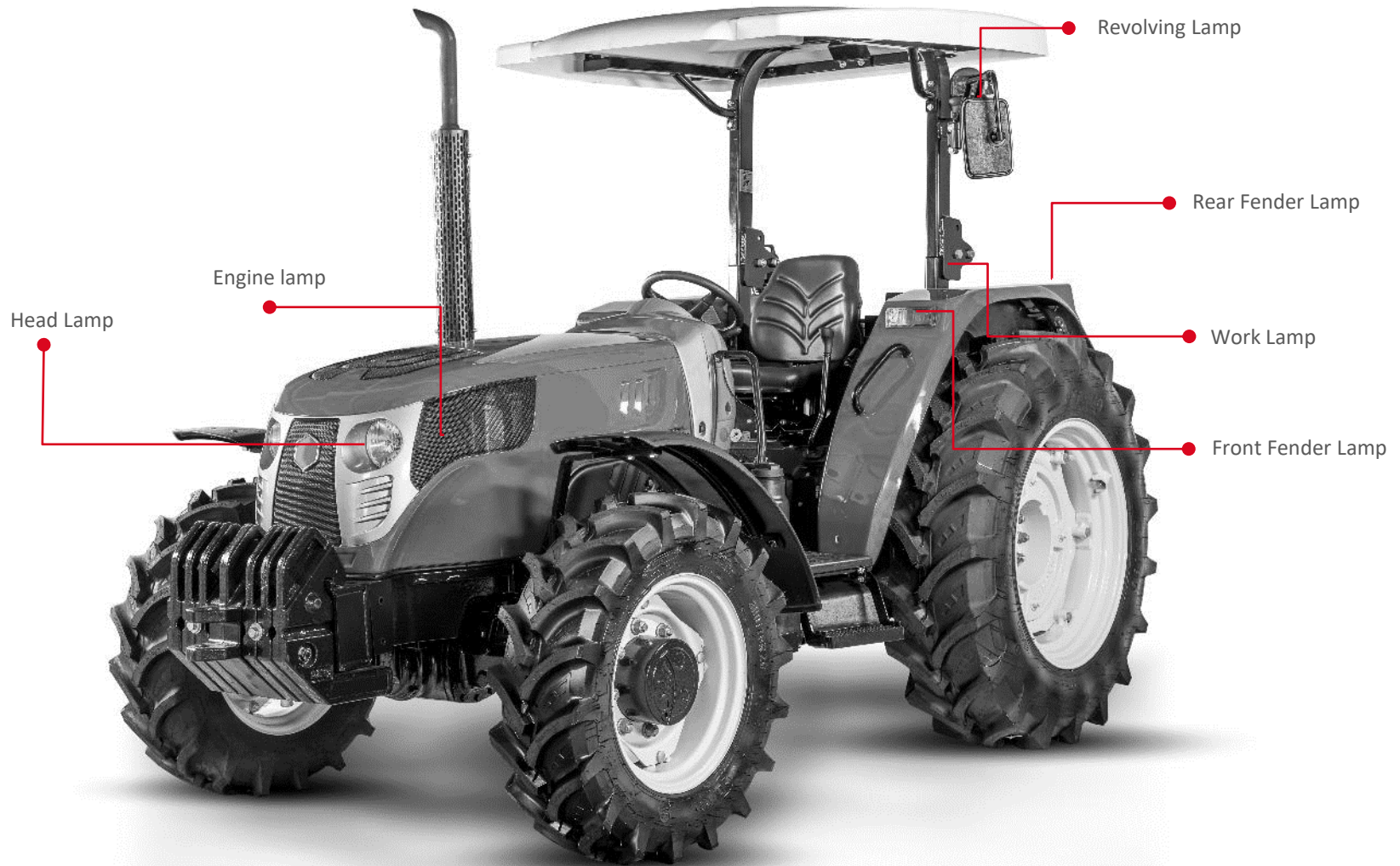


■ *Aftermarket products*

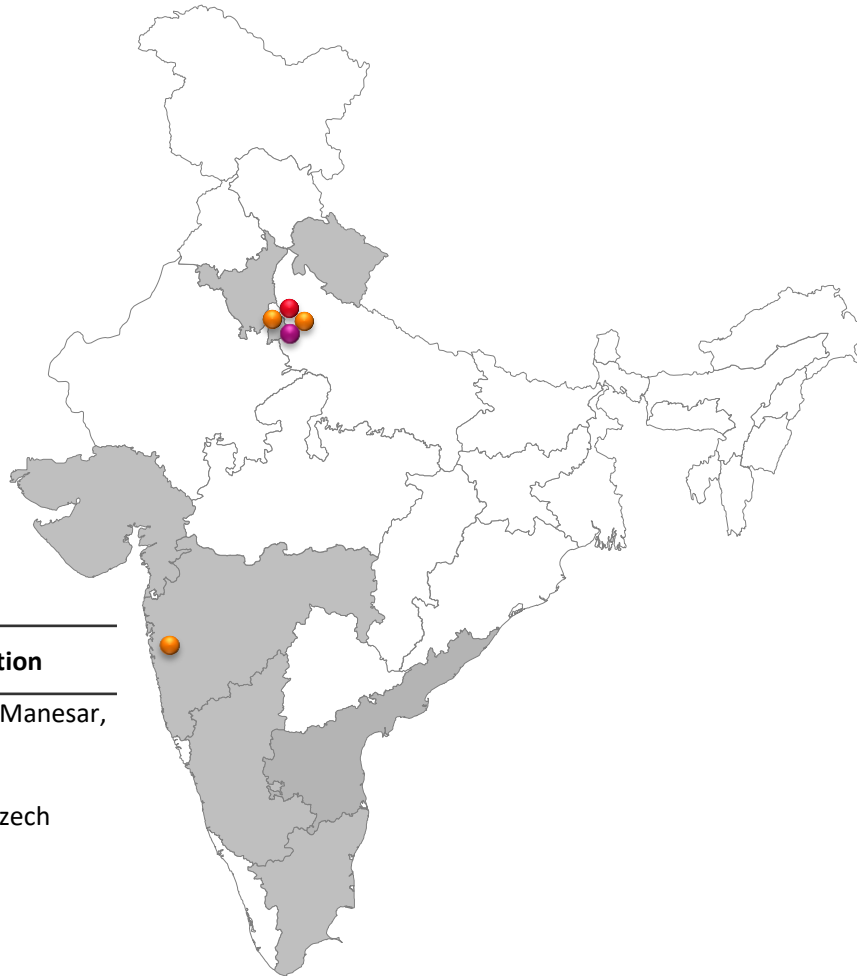
Diversified Product Range – Commercial Vehicles



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 |

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 Industries Limited

Leading the evolution in Automotive Lighting



1945: Founded a partnership firm 'Globe Auto Industries' as a Trading concern

1956-57: Set-up dedicated unit for Automotive Lighting Equipment in Delhi

1977-79: Setup manufacturing units in Faridabad, Haryana and Pune, Maharashtra

1981: Lumax Industries Pvt Limited established after taking over partnership firm Globe Auto Industries

1984: TA signed with Stanley, Japan for Lighting Equipment

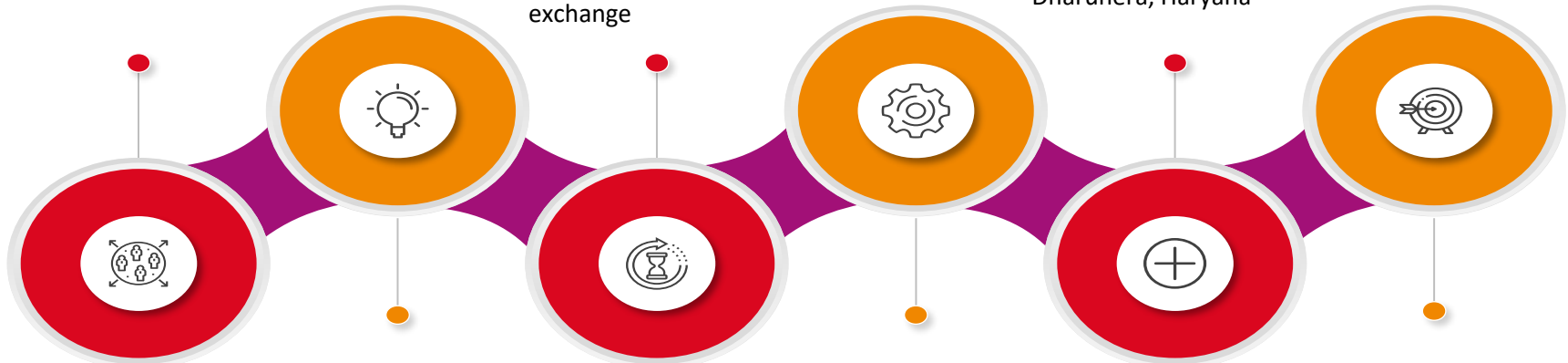
1985: Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

1994: Equity participation of Stanley, Japan in Lumax Industries Limited

Manufacturing unit setup in Aurangabad, Maharashtra

1997: Joint Venture agreement with SL Lumax Limited.

1998: Set-up manufacturing unit at Dharuhera, Haryana



2003: Demerger Lumax Industries

2005: Setup manufacturing unit in Chakan, Maharashtra

2008: Setup manufacturing plant in Pantnagar, Uttarakhand & expansion of Dharuhera and Chakan plants. Also setup a R&D centre at Gurugram

2010: Setup a manufacturing plant in Haridwar, Uttarakhand

2011: Setup manufacturing plants in Bawal, Haryana; Sanand, Gujarat & Bidadi, Karnataka. Also setup a R&D centre at Pune

2016: Opening of **Design Centre** in Taiwan

2017: Further expansion at Sanand, Gujarat facility

2019: Commencement of Electronics Facility at Manesar

2020: Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

2021: Opening of Design office in Czech Republic

2022: Start of Commercial Production at Bawal (New Electronics Facility) & at new Sanand plant, Gujarat

Opening of Lumax European Technical Centre (LETC) in Czech Republic as 100% subsidiary

Partnerships

With nearly four decades of partnership with Stanley, Japan, the only global auto lighting company to manufacture LED worldwide, having presence in Japan, America, China, Asia Pacific and Europe

Technology Expertise

State-of-the-art facilities allows us to benchmark our products

Financial Stability

Consistent financial performance with improving return ratios

Market Leaders

Leadership in Lighting



Experience

Over 7 decades of OEM relationships

Product Portfolio

One of the few players with largest range of lighting solutions & Electronics

In-House Design

3 R&D centers & 2 Overseas Design centers to stay ahead of the curve in design trends

Proximity to Customers

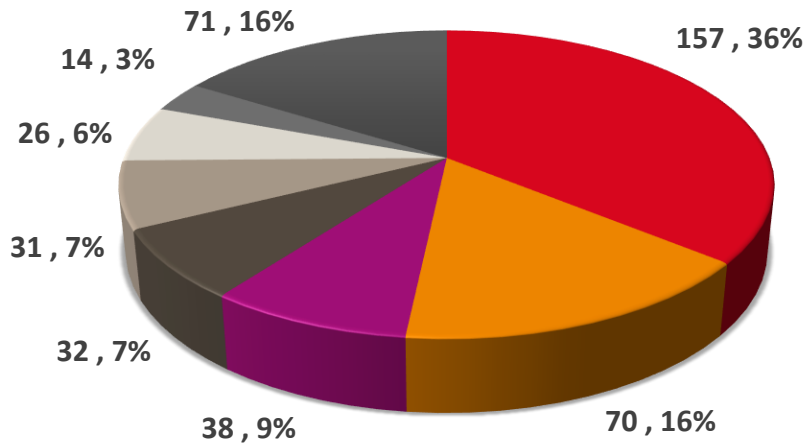
12 manufacturing facilities strategically located at key automotive hubs in the country

Customer Mix Q2 FY23



Customer wise Sales Q2FY22 (Rs. 438 Crores)*

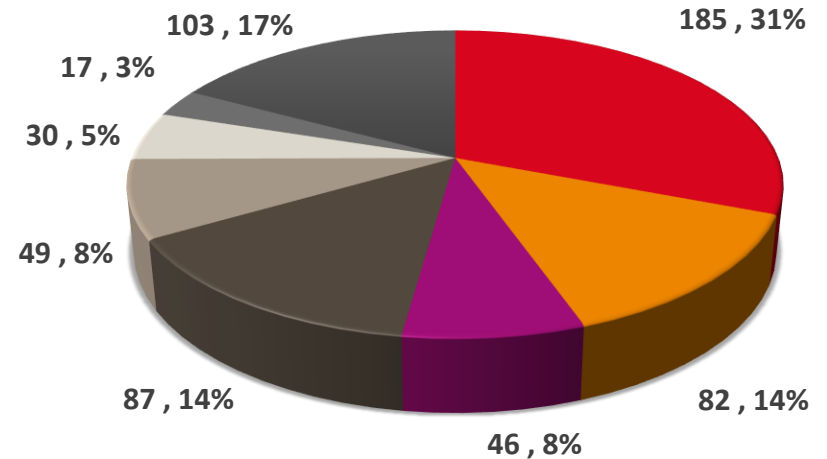
Q2 FY22



- MSIL/SMG
- HMSI
- HML
- M&M
- TATA
- LATL
- TVS
- Others

Customer wise Sales Q2FY23 (Rs. 599 Crores)*

Q2 FY23



- MSIL/SMG
- HMSI
- HML
- M&M
- TATA
- LATL
- TVS
- Others

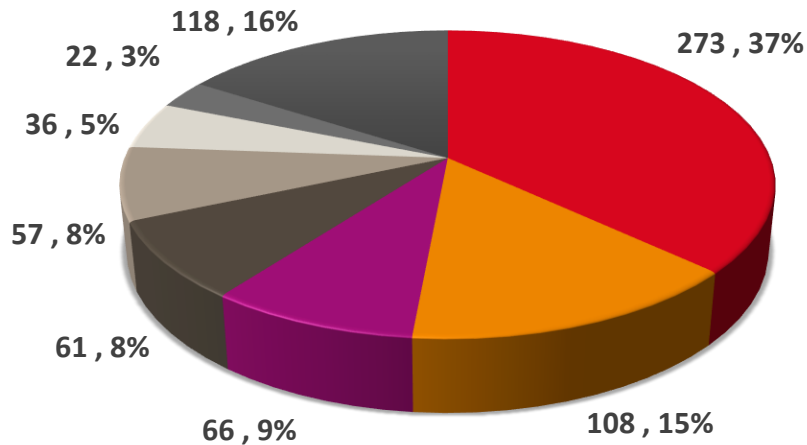
*Excludes Mould Sales

Customer Mix H1 FY23



Customer wise Sales H1 FY22 (Rs. 740 Crores)*

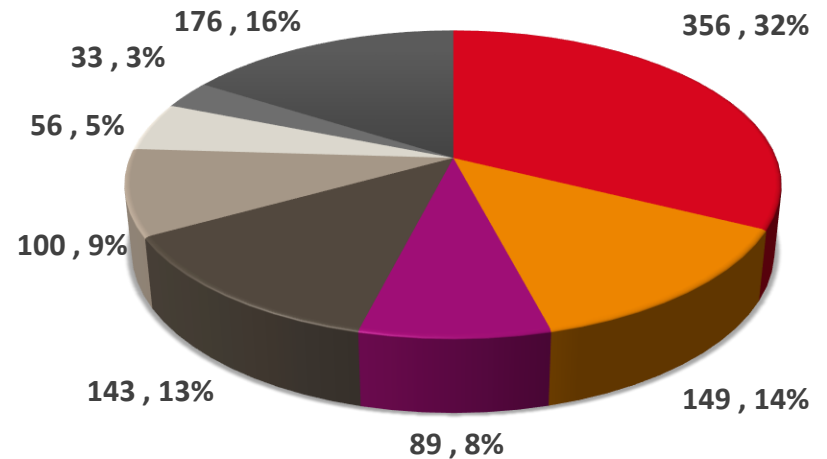
H1 FY22



- MSIL/SMG
- HMSI
- HML
- M&M
- TATA
- LATL
- TVS
- Others

Customer wise Sales H1 FY23 (Rs. 1,101 Crores)*

H1 FY23



- MSIL/SMG
- HMSI
- HML
- M&M
- TATA
- LATL
- TVS
- Others

*Excludes Mould Sales

Break-up of Revenue Q2 FY23

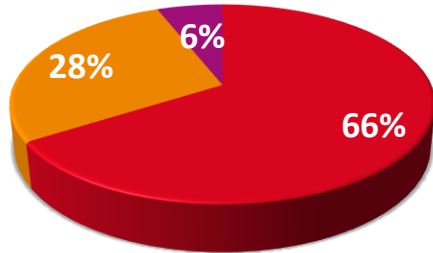


Segment Mix

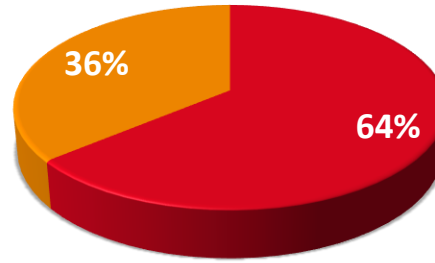
LED vs Conventional

Product Mix

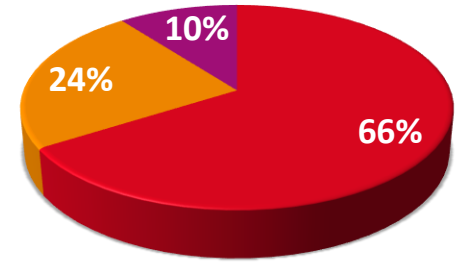
Q2 FY23



Passenger Vehicle Two Wheeler
Commercial Vehicle

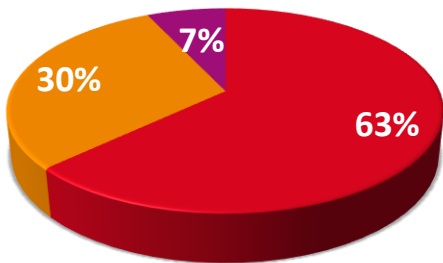


Conventional Light LED Light

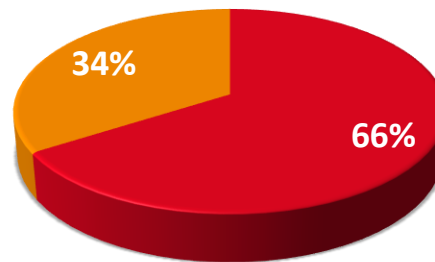


Front Lighting Rear Lighting Others

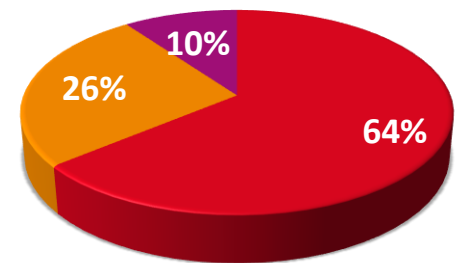
Q2 FY22



Passenger Vehicle Two Wheeler
Commercial Vehicle



Conventional Light LED Light



Front Lighting Rear Lighting Others

Break-up of Revenue H1 FY23

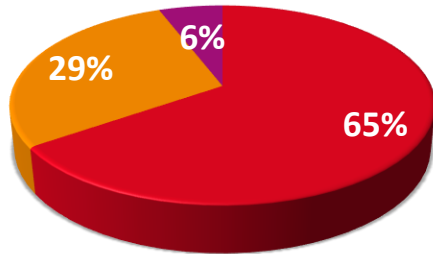


Segment Mix

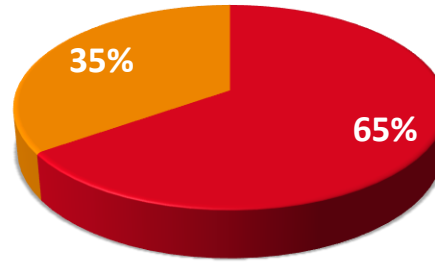
LED vs Conventional

Product Mix

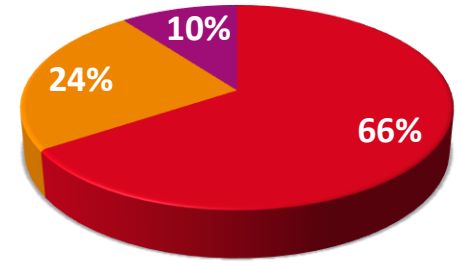
H1 FY23



Passenger Vehicle Two Wheeler
Commercial Vehicle

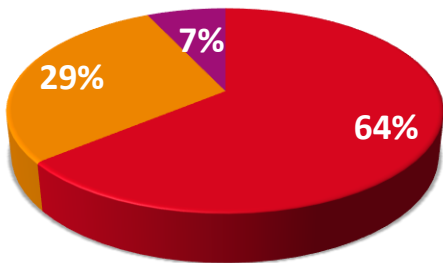


Conventional Light LED Light

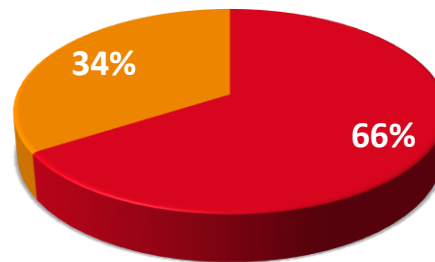


Front Lighting Rear Lighting Others

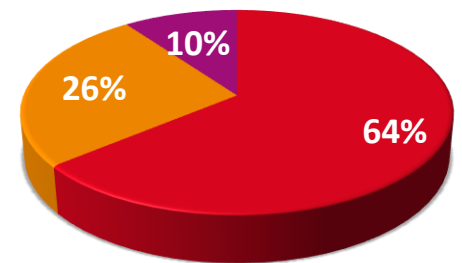
H1 FY22



Passenger Vehicle Two Wheeler
Commercial Vehicle



Conventional Light LED Light



Front Lighting Rear Lighting Others



Established in 1997



Associate Company with 21.28% holding

In partnership with SL Corporation, Korea, a multinational automotive player with presence in Asia-Pacific, Europe & US



Plant in Sriperumbudur near Chennai



Products

Lamps

Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes



FY22 Sales

Rs. 1,960 Crores



Key Customers



HYUNDAI

Strong Customer Base ...



Four Wheeler



Two Wheeler



PIAGGIO*



Commercial Vehicle



DAIMLER



Export



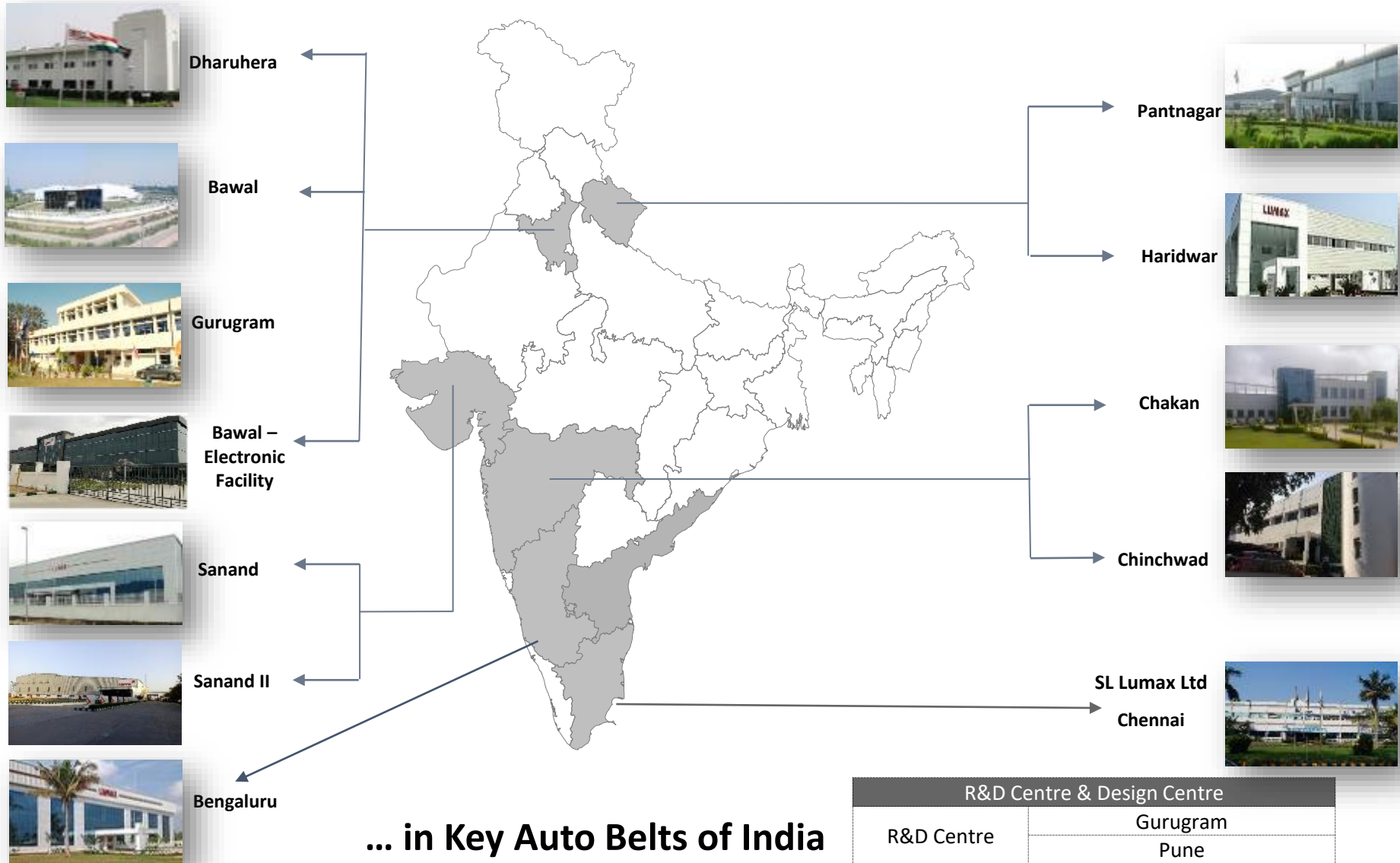
Tractor /FES



... Servicing almost 90% of OE Customers in India ...

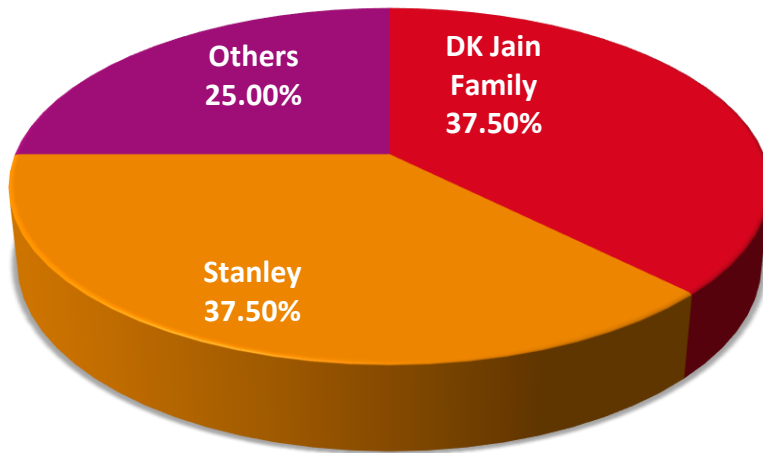
The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only

... From Strategic Locations ...



| R&D Centre & Design Centre | |
|----------------------------|-------------------------|
| R&D Centre | Gurugram Pune |
| Design Centre | Taiwan & Czech Republic |

Shareholding Breakup



Stanley Electric Company Ltd

- Nearly four decades of strong technical & financial collaboration with Stanley Electric Company Ltd, Japan
- A world leader in Vehicle Lighting & Illumination products for Automobiles
- The only Global Auto Lighting company to manufacture LED worldwide



Mr. Dhanesh Kumar Jain
Chairman Emeritus

- 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. Deepak Jain
Chairman & Managing 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



Mr. Anmol Jain
Jt. 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. Tadayoshi Aoki

Senior Executive Director

- He is 56 years old & is a Mechanical Engineering from Tokoyo Denki University Japan
- He is Nominee Director of M/s Stanley Electric Co. Limited, Japan and possesses over 28 years of rich experience in the field of Car Electronics, Engineering, Sales of car electronic parts and Sales Planning Division
- He is with Lumax since 2017



Mr. Toru Tanabe

Non-Executive Director

- He is 63 years old & is a graduate from Hosei university, Japan
- He has over 25 years of rich experience in R&D of Electrical components & advanced Illumination systems for automotive equipment
- He also has about 10 years of experience in automotive electronics
- He joined Stanley, Japan in 1981



Mr. Kenjiro Nakazono

Executive Director

- He is 52 years old & is a graduate from graduate from Hamamatsu Commercial High School
- He has over 30 years of rich experience in Procurement, Planning, Audit and NPD

...Supported by Strong Independent Directors



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.



Mr. Rajeev Kapoor
Age: 70 years
Mechanical Engineer (hons) from NIIT, Kurukshetra

He is Ex-President and CEO of Fiat India Automobiles Limited, MD for Copart Inc. and has served as Co-Chair of Economic Committees SIAM, served on the board of ARAI, Pune, and on the board of the Indo Italian chamber of Commerce. He has over 45 years of experience



Mr. Dhiraj Dhar Gupta
Age: 72 years
B.Com honours from SRCC, Delhi University

He is an Industrialist having over 3 decades of experience in Auto Component manufacturing.



Mr. Rattan Kapur
Age: 65 years
B.Com Graduate from Delhi University

He is an Industrialist & possesses more than 32 years of experience in Auto Component Industry. He is the Past President of ACMA & Chairman of Haryana State Council of CII.



Ms. Ritika Modi
Age: 56 years

She has an industry experience of over 25 years in the travel and airline industry. She is currently Regional President of UNIGLOBE Travel South Asia, heading the largest single brand travel franchise network in South Asia region.



Mr Vikrampati Singhania
Age: 57 years
MBA from Fuqua School of Business, Duke University, USA

He is currently MD of JK Fenner (India) & JK Agri Genetics having an experience of over 27 years in industry. He is a 4th generation industrialist from the industrial group- JK Organisation.

Professional & Experienced Team



Mr. Vineet Sahni
CEO & Sr Executive Director
Age: 57 years
Experience: over 30 Years



Mr. Sanjay Mehta
Group CFO
Age: 55 years
Experience: 30 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 65 years
Experience: 44 years



Mr. Todd Morgan
Chief Technology &
Innovation Officer
Age: 55 Years
Experience: 27 Years



Mr. Shrutikant Rustagi
Chief Financial Officer
Age: 52 Years
Experience: 26 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



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



Mr. Raajesh Kumar Gupta
Group Company Secretary
Age: 54 years
Experience: 30 Years



Mr. Pankaj Mahendru
Company Secretary
Age: 36 Years
Experience: 11 Years



The Path Ahead



Rear Lamp – Technology Evolution



2014 - 2016

- Penetration of LED's into Tail Lamps with introduction of one or more feature with LED.
- LED's adopted for giving Signature shape in the Tail Lamps
- Almost all the new models launched were having presence of LED's either for one of the functions or for Signature Lighting

2017

- Moving from just LED tail to full LED rear lamp applications allowing for compact functionality and a product that meets "life of vehicle" durability. Provides appearance that signature effects that are not possible using conventional bulb technology

2020-23

- Animated functionality including gliding/progressive turn indicator for improved safety, and welcome/goodbye sequences that provide a unique customer experience when locking and unlocking their vehicles

2022-24

- Diffractive Optics that provide an innovative 3D effect, or ultra-homogeneous appearance with high efficiency by utilizing precision micro-optics.
- Provides customer with creative appearance, and optimizes energy consumption

2025 & beyond

- OLED (Organic LED)... Ultra thin and homogeneously lit optical elements that be pixelized, allowing for personalization, animation and communication



Head Lamp – Technology Evolution



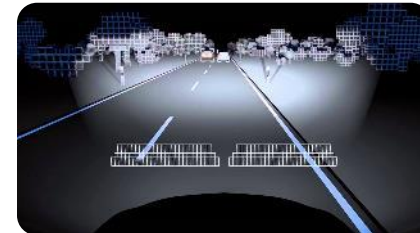
2014-17

- Introduction of Projector Lamps with Halogen Bulbs for new vehicles launched in India by more number of OEM's as standard feature
- In 2015 more number of Head Lamps were introduced with LED's for DRL feature with usage of HID (High Intensity Discharge) Bulbs for Projector, OEMs shifted focus to LED
- Headlamps with Signature DRL's or Lighting become a styling feature and were introduced in the vehicles launched in 2016
- Later half of 2016 also witnessed the introduction of LED Projector Head Lamps thus leading to more penetration of Electronics and LED into Head Lamps
- Year 2017 witnessed the transition to manufacturing of Localized LED Head Lamp with Signature DRL and Position



2019-21

- Increasing presence of LED headlamps. LED projectors are the most desired appearance, to give a "high tech look".
- LED offers a scalable performance with high color temperature, and significantly lower power consumption compared to halogen.
- Low profile designs are now possible, giving studios unprecedented styling freedom



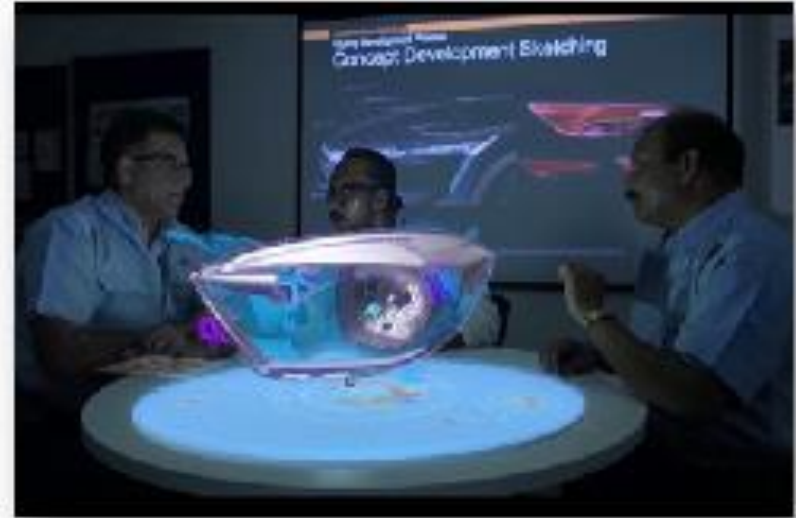
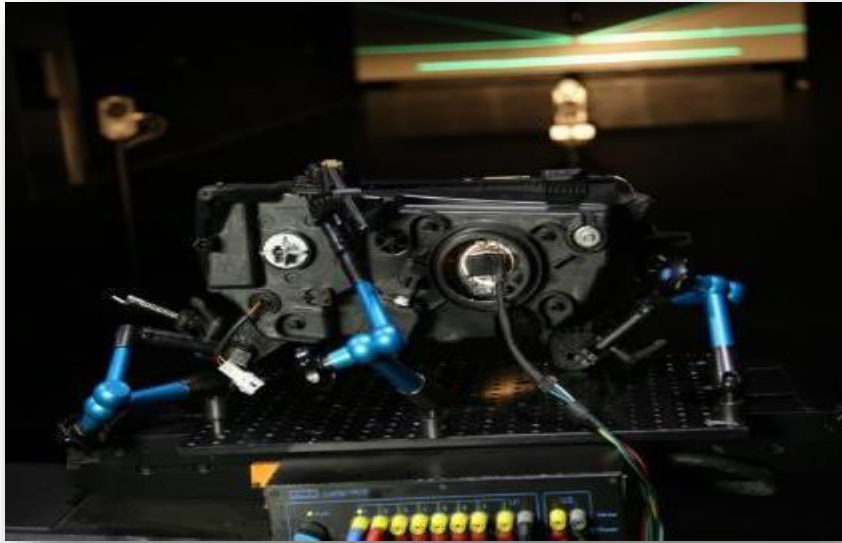
2022 onwards

- LED will continue to replace halogen, with some vehicle lines completely removing the halogen option.
- Also advanced functionality will become increasingly present, including AFS functionality that allow the beam to swivel based on steering wheel angle, and other sensors on the vehicle.
- Finally ADB (Adaptive Driving Beam) or Matrix headlamps will begin to appear in the Indian market. This technology makes use of on-board cameras to detect oncoming or following traffic to adapt the beam allowing the driver to use high beams without glaring other drivers.

State of Art Manufacturing Facilities



...In-house R&D & Validation Facility





Financials

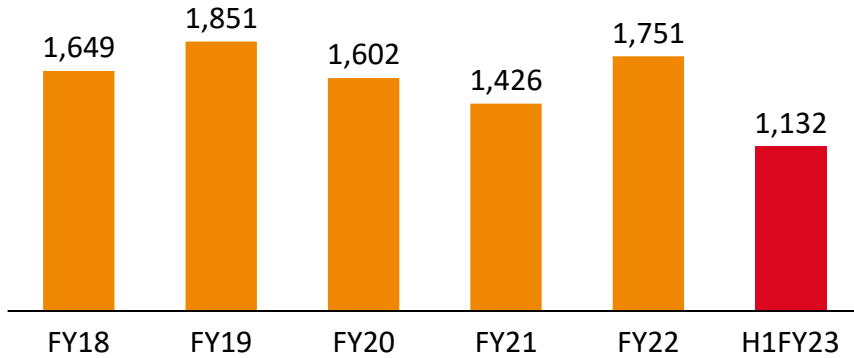


Strong Growth in Total Income with Healthy Margins

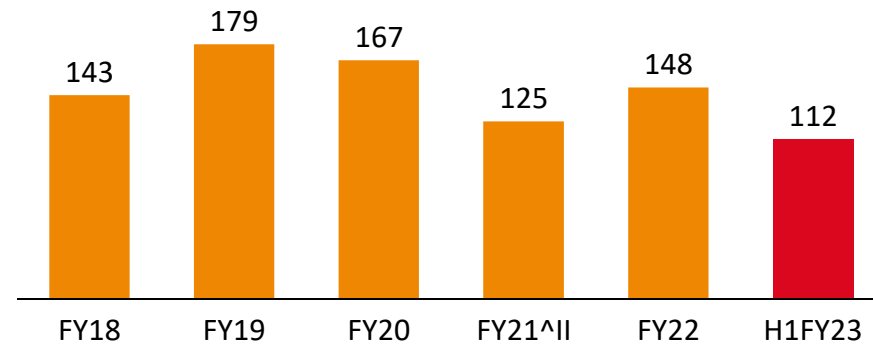


Standalone Results

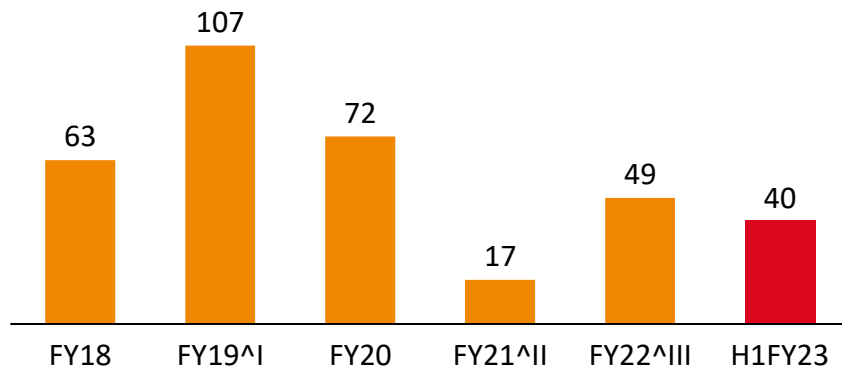
Revenue



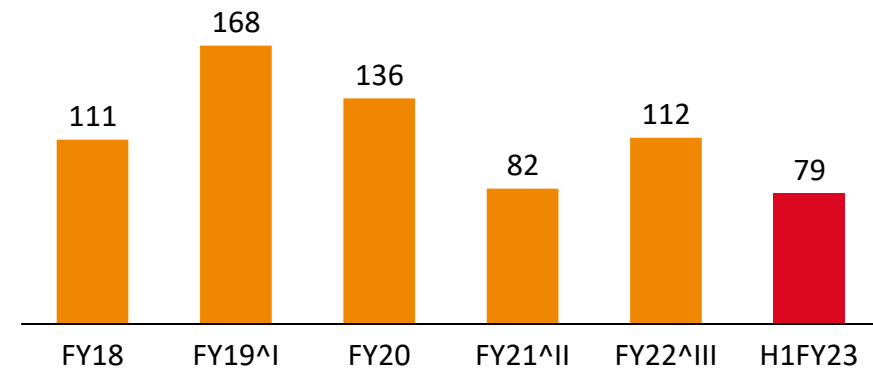
Reported EBITDA[#]



PAT



Cash PAT



Including Other Income
Rs. Crores

^{^I} - Includes one-time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

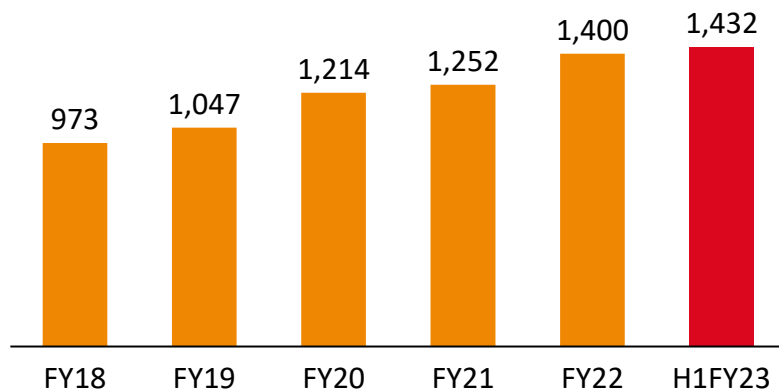
^{^II} - FY21 EBITDA includes Rs. 12 cr. subsidy income

^{^III} FY22 EBITDA & PAT is excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

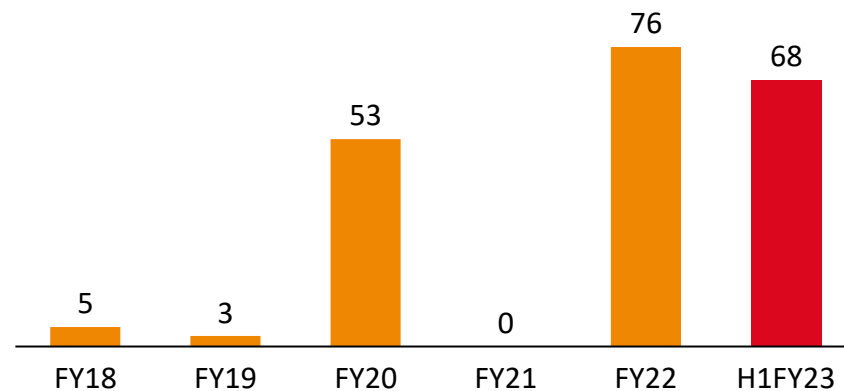
Expansion funded through Internal Accruals

Standalone Results

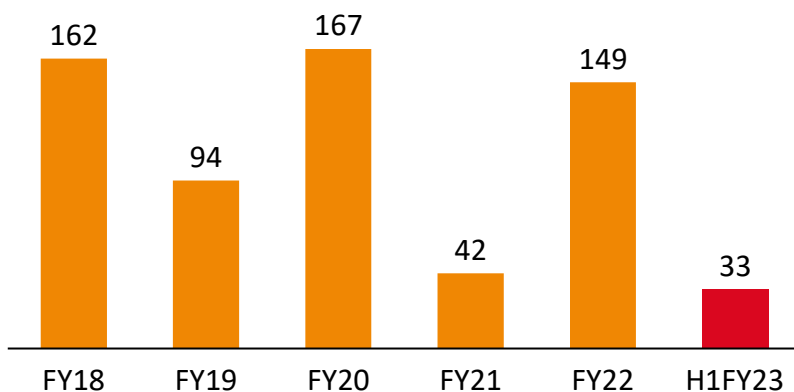
Gross Block



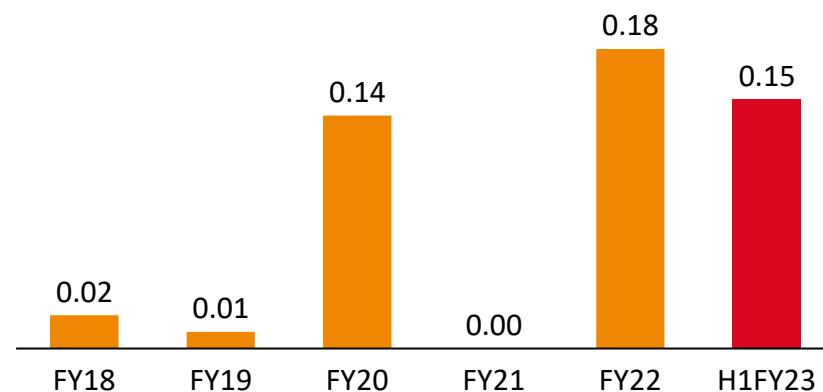
Long Term Loan



Capex



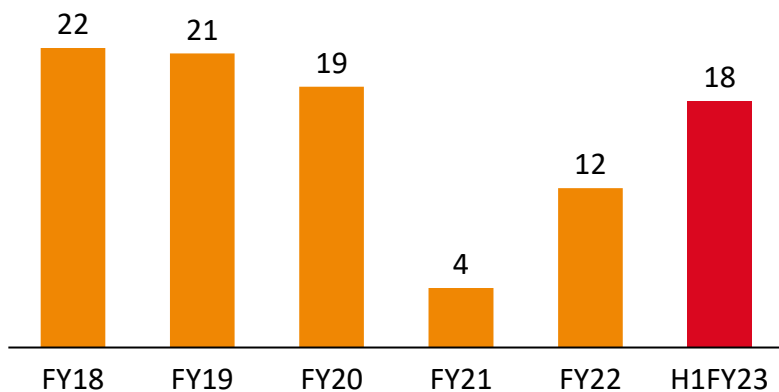
Long Term Debt / Equity



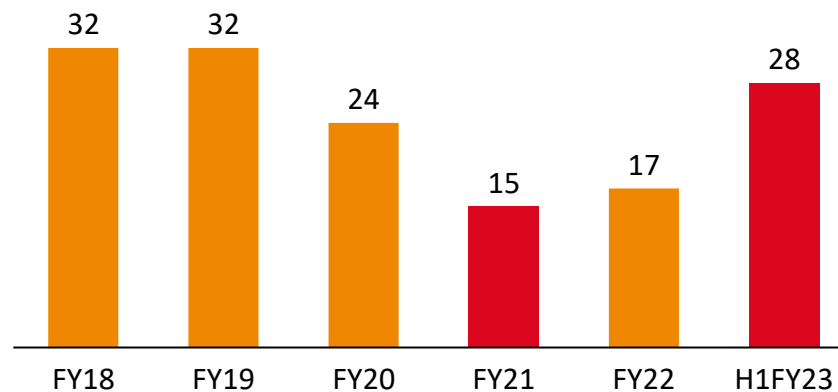
Healthy Return Ratios

Standalone Results

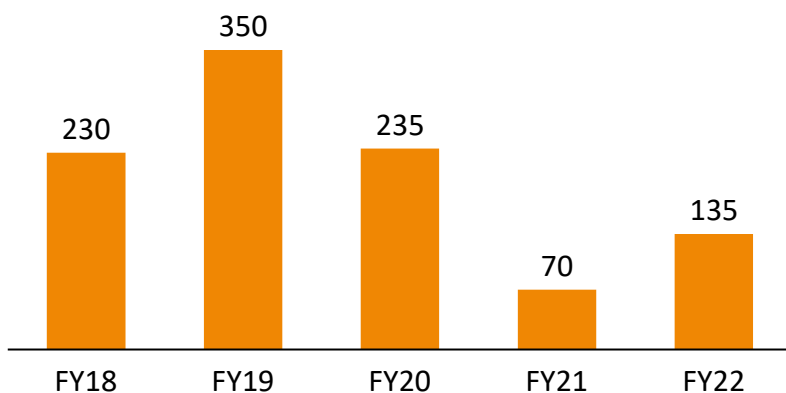
ROE (%)



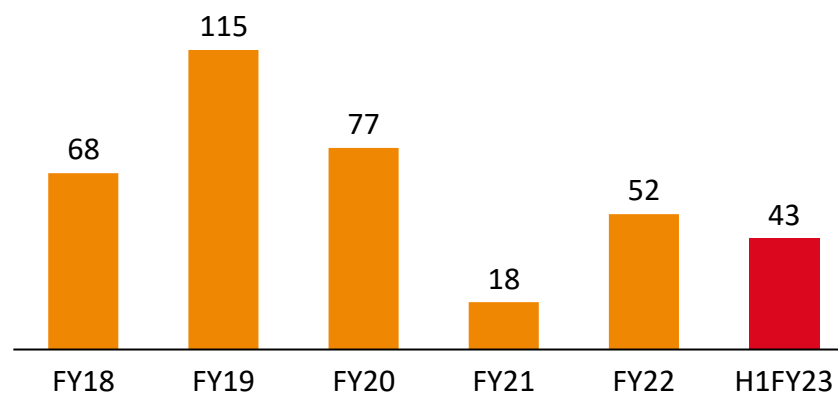
ROCE (%)



Dividend (%)



EPS (in Rs.)



^ Total Dividend includes special dividend of Rs. 10/share on account of income on sale of land and building in FY19

^III FY22 EPS is excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

Standalone P&L Statement



| Particulars (Rs. in Crores.) | Q2FY23 | Q2FY22 | Y-o-Y | Q1FY23 | Q-o-Q | H1FY23 | H1FY22 | Y-o-Y |
|---|--------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|
| Manufacturing Revenue | 599.2 | 438.4 | | 502.3 | | 1101.5 | 739.8 | |
| Moulds Revenue | 20.9 | 14.2 | | 9.7 | | 30.5 | 26.8 | |
| Total Operating Revenue | 620.1 | 452.7 | 37.0% | 511.9 | 21.1% | 1132.0 | 766.7 | 47.6% |
| Other Income | 3.9 | 4.3 | | 4.9 | | 8.9 | 6.6 | |
| Total Income | 624.0 | 457 | 36.5% | 516.9 | 20.7% | 1140.9 | 773.2 | 47.6% |
| Raw Material | 403.9 | 290.6 | | 329.9 | | 733.7 | 490.2 | |
| Employee Expenses | 70.4 | 60.1 | | 64.6 | | 135.0 | 118.2 | |
| Other Expenses | 86.2 | 65.1 | | 74.1 | | 160.3 | 115 | |
| EBITDA | 63.5 | 41.3 | 53.8% | 48.3 | 31.5% | 111.8 | 49.8 | 124.5% |
| EBITDA Margin | 10.2% | 9.1% | | 9.4% | | 9.9% | 6.5% | |
| Depreciation | 20.1 | 16.0 | | 18.9 | | 38.9 | 31.5 | |
| Finance Cost | 6.9 | 5.7 | | 5.9 | | 12.9 | 11.6 | |
| PBT before Tax, Exceptional items & share of profit/ (loss) of associate | 36.5 | 19.6 | 86.3% | 23.5 | 55.4% | 60.0 | 6.7 | 795.9% |
| Exceptional items | 0 | 0 | | -0.6 | | -0.6 | 0 | |
| Profit before Tax & after Exceptional items & Share of Associate | 36.5 | 19.6 | 86.3% | 22.9 | 59.5% | 59.4 | 6.7 | 787.2% |
| Tax | 11.9 | 5.6 | | 7.7 | | 19.6 | 2.0 | |
| Profit after tax | 24.6 | 14.0 | 75.8% | 15.2 | 61.9% | 39.8 | 4.7 | 747.3% |
| PAT Margin | 4.0% | 3.1% | | 3.0% | | 3.5% | 0.6% | |
| EPS | 26.32 | 14.96 | | 16.28 | | 42.60 | 5.00 | |

Standalone Balance Sheet

| ASSETS (Rs. in Crores) | Sep-22 | Mar-22 |
|---------------------------------------|---------------|----------------|
| Non-current assets | | |
| Property, plant and equipment | 659.2 | 664.7 |
| Capital work-in-progress | 45.9 | 47.8 |
| Right of use assets | 27.1 | 28.4 |
| Investment property | 0.7 | 0.7 |
| Investment in Subsidiary | 3.0 | 0 |
| Goodwill | 9.8 | 9.8 |
| Intangible assets | 9.1 | 7.5 |
| Intangible assets under development | 0.0 | 0.2 |
| Financial assets | | |
| Investments | 9.4 | 7.6 |
| Loans | 0.4 | 0.6 |
| Others | 8.0 | 7.9 |
| Other tax Assets | 6.3 | 5.4 |
| Other non-current assets | 65.0 | 60.4 |
| Sub-total - Non-Current Assets | 843.7 | 841 |
| Current assets | | |
| Inventories | 339.7 | 264.3 |
| Financial assets | | |
| Investments | 0.3 | 0.3 |
| Trade receivables | 302.3 | 232.1 |
| Cash and cash equivalents | 7.4 | 15.5 |
| Bank balances other than Cash | 0.2 | 0.2 |
| Loans | 0.9 | 1.1 |
| Others | 32.3 | 34.7 |
| Other current assets | 74.9 | 63.2 |
| Sub-total - Current Assets | 757.9 | 611.5 |
| TOTAL - ASSETS | 1601.5 | 1,452.5 |

| EQUITY & LIABILITIES | Sep-22 | Mar-22 |
|--|---------------|----------------|
| Equity | | |
| Equity Share capital | 9.3 | 9.3 |
| Other equity | 438.3 | 413.4 |
| Sub-total - Shareholders' funds | 447.7 | 422.7 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 50.0 | 58.3 |
| Lease liability | 34.7 | 35.4 |
| Provisions | 43.3 | 38.6 |
| Deferred tax liabilities (net) | 22.6 | 12.5 |
| Sub-total - Non-current liabilities | 150.6 | 144.8 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 317.0 | 305.6 |
| Lease liability | 1.5 | 1.4 |
| Trade payables | 567.9 | 474 |
| Other financial liabilities | 59.7 | 56.8 |
| Other current liabilities | 49.6 | 40.6 |
| Provisions | 7.6 | 6.5 |
| Sub-total - Current liabilities | 100.3 | 884.9 |
| TOTAL - EQUITY AND LIABILITIES | 1601.5 | 1,452.5 |

Standalone Cash Flow Statement

| Particulars (Rs. in Crores.) | H1FY23 | H1FY22 |
|---|--------|--------|
| PBT | 59.4 | 6.7 |
| Adjustments | 52.9 | 43 |
| Operating profit before working capital changes | 112.3 | 49.7 |
| Changes in working capital | -44.8 | -61.5 |
| Cash generated from operations | 67.5 | -11.7 |
| Direct taxes paid (net of refund) | 11.0 | 6.4 |
| Net Cash from Operating Activities | 56.5 | -18.2 |
| Net Cash from Investing Activities | -41.6 | -50.6 |
| Net Cash from Financing Activities | -23.1 | 67.6 |
| Net Change in cash and cash equivalents | -8.1 | -1.2 |
| Opening Cash Balance | 15.5 | 2.8 |
| Closing Cash Balance | 7.4 | 1.6 |

Consolidated P&L Statement



| Particulars (Rs. in Crores.) | Q2FY23 | Q2FY22 | Y-o-Y | Q1FY23 | Q-o-Q | H1FY23 | H1FY22 | Y-o-Y |
|---|--------------|--------------|---------------|--------------|--------------|---------------|--------------|---------------|
| Manufacturing Revenue | 599.2 | 438.4 | | 502.3 | | 1101.5 | 739.8 | |
| Moulds Revenue | 20.9 | 14.2 | | 9.7 | | 30.5 | 26.8 | |
| Total Operating Revenue | 620.1 | 452.7 | 37.0% | 511.9 | 21.1% | 1132.0 | 766.7 | 47.6% |
| Other Income | 3.9 | 4.3 | | 4.9 | | 8.9 | 6.6 | |
| Total Income | 624.0 | 457 | | 516.9 | | 1140.9 | 773.2 | |
| Raw Material | 403.9 | 290.6 | | 329.9 | | 733.7 | 490.2 | |
| Employee Expenses | 70.4 | 60.1 | | 64.6 | | 135.0 | 118.2 | |
| Other Expenses | 86.2 | 65.1 | | 74.1 | | 160.3 | 115 | |
| EBITDA | 63.5 | 41.3 | 53.8% | 48.3 | 31.5% | 111.8 | 49.8 | 124.5% |
| EBITDA Margin | 10.2% | 9.1% | | 9.4% | | 9.9% | 6.5% | |
| Depreciation | 20.1 | 16 | | 18.9 | | 38.9 | 31.5 | |
| Finance Cost | 6.9 | 5.7 | | 5.9 | | 12.9 | 11.6 | |
| PBT before Tax, Exceptional items & share of profit/ (loss) of associate | 36.5 | 19.6 | 86.3% | 23.5 | 55.4% | 60.0 | 6.7 | 795.9% |
| Exceptional items | 0.0 | 0 | | -0.6 | | -0.6 | 0 | |
| Profit/(Loss) from Associate | 11.3 | 1.8 | | 4.5 | | 15.9 | 1.1 | |
| Profit before Tax & after Exceptional items & Share of Associate | 47.9 | 21.4 | 123.6% | 27.5 | 74.0% | 75.3 | 7.8 | 865.8% |
| Tax | 14.9 | 6 | | 7.7 | | 22.5 | 2.4 | |
| Profit after tax | 33.0 | 15.3 | 115.5% | 19.8 | 66.5% | 52.8 | 5.4 | 877.6% |
| PAT Margin | 5.3% | 3.4% | | 3.9% | | 4.7% | 0.7% | |
| EPS | 35.3 | 16.4 | | 21.2 | | 56.5 | 5.81 | |

Consolidated Balance Sheet

| ASSETS (Rs. in Crores) | Sep-22 | Mar-22 |
|---|---------------|----------------|
| Non-current assets | | |
| Property, plant and equipment | 659.2 | 664.7 |
| Capital work-in-progress | 45.9 | 47.8 |
| Right of use assets | 27.1 | 28.4 |
| Investment property | 0.7 | 0.7 |
| Goodwill | 9.8 | 9.8 |
| Intangible assets | 9.1 | 7.5 |
| Intangible assets under development | 0.0 | 0.2 |
| Investments accounted using the equity method | 113.7 | 97.5 |
| Financial assets | | |
| Investments | 5.8 | 4.1 |
| Loans | 0.4 | 0.6 |
| Others | 8.0 | 7.9 |
| Other tax Assets | 6.3 | 5.4 |
| Other non-current assets | 65.0 | 60.4 |
| Sub-total - Non-Current Assets | 950.8 | 934.9 |
| Current assets | | |
| Inventories | 339.7 | 264.3 |
| Financial assets | | |
| Investments | 0.3 | 0.3 |
| Trade receivables | 302.3 | 232.1 |
| Cash and cash equivalents | 10.4 | 15.5 |
| Bank balances other than Cash | 0.2 | 0.2 |
| Loans | 0.9 | 1.1 |
| Others | 32.3 | 34.7 |
| Other current assets | 74.9 | 63.2 |
| Sub-total - Current Assets | 760.9 | 611.5 |
| TOTAL - ASSETS | 1711.7 | 1,546.4 |

| EQUITY & LIABILITIES | Sep-22 | Mar-22 |
|--|---------------|----------------|
| Equity | | |
| Equity Share capital | 9.3 | 9.3 |
| Other equity | 520.7 | 482.4 |
| Sub-total - Shareholders' funds | 530.1 | 491.7 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 50.0 | 58.3 |
| Lease liability | 34.7 | 35.4 |
| Provisions | 43.3 | 38.6 |
| Deferred tax liabilities (net) | 50.3 | 37.4 |
| Sub-total - Non-current liabilities | 178.3 | 169.7 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 317.0 | 305.6 |
| Lease liability | 1.5 | 1.4 |
| Trade payables | 567.9 | 474 |
| Other financial liabilities | 59.7 | 56.8 |
| Other current liabilities | 49.6 | 40.6 |
| Provisions | 7.6 | 6.5 |
| Sub-total - Current liabilities | 100.3 | 884.9 |
| TOTAL - EQUITY AND LIABILITIES | 1711.7 | 1,546.4 |

Consolidated Cash Flow Statement



| Particulars (Rs. in Crores.) | H1FY23 | H1FY22 |
|---|--------|--------|
| PBT | 75.3 | 7.8 |
| Adjustments | 37.0 | 41.9 |
| Operating profit before working capital changes | 112.3 | 49.7 |
| Changes in working capital | -44.8 | -61.5 |
| Cash generated from operations | 67.5 | -11.7 |
| Direct taxes paid (net of refund) | 11.0 | 6.4 |
| Net Cash from Operating Activities | 56.5 | -18.2 |
| Net Cash from Investing Activities | -38.6 | -50.6 |
| Net Cash from Financing Activities | -23.1 | 67.6 |
| Net Change in cash and cash equivalents | -5.1 | -1.2 |
| Opening Cash Balance | 15.5 | 2.8 |
| Closing Cash Balance | 10.4 | 1.6 |

Awards & Recognitions





Awarded for **Overall Performance 2021-22** by Maruti Suzuki India at the Maruti Suzuki Vendor Conference 2022 held in May 2022.



National Low-Cost Automation Award
Won Gold Award in Productivity
Improvement by Bangalore Plant in July
2022

Awards & Recognitions



The Bengaluru plant of the company was recognised for its outstanding contribution by achieving Zero Defect Supplies for the year 2020 by Toyota Kirloskar Motor Pvt. Ltd. In July 2021.



Three teams of the company participated at the 41st CII National Kaizen Competition in September 2021 bagging 1 Platinum and 2 Silver awards.



The Haridwar plant of the company was recognised by Hero MotoCorp Limited for their Continuous Efforts in the Green Partner Development Programme 2020-21 in September 2021.



Winner of the Best Delivery Management Award at the 22nd **HMSI** Supplier Convention 2021 in March 2021



Bengaluru facility was recognised for its outstanding contribution by achieving Zero Defect Supplies for the year 2020 by **Toyota Kirloskar Motor Pvt. Ltd.** in 2021



- JIPM Award for Excellence in Consistent TPM Commitment Pantnagar Plant, 2019
- Dharuhera Plant won JIPM-TPM award for excellence in Category A for year 2019
- JIPM-TPM Excellence Award Bengaluru Plant, 2019
- JIPM-TPM Excellence Award Bawal Plant, November 2017
- JIPM-TPM Excellence Award Pantnagar Plant, March 2014



The Company has bagged 3 Awards at the ACMA Atmanirbhar Excellence Awards 2021 in March 2022.



Dharuhera

- Won the Gold Award in Excellence in **Inclusive Growth** - A Make in India Drive - Very Large Category
- Won the Bronze Award in Excellence in **Manufacturing** - Very Large Category



Chakan won the Silver Award in Excellence in New Product Design & Development



Pantnagar won the Gold Award in Excellence in Supplier Development - Very Large Category

Awards & Recognition



- Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for FY 2018-19, 2019-20 & 2020-21
- The company bagged The Gold Award at ICQCC for the fourth year in a row in FY21
- Each of our plants located at Haridwar, Bawal & Bengaluru have been accorded with this prestigious award



3 Years in a Row
ICQCC Champions
Lumax DK Jain Group



2019/20 VISION AWARDS ANNUAL REPORT COMPETITION



LUMAX INDUSTRIES LIMITED
SGA Adsvita Communique
is presented with the
Gold Award

for excellence within its industry on the development of the organization's annual report for the past fiscal year.

Tyson Heyn
Tyson Heyn
Principal

Christine Kennedy
Christine Kennedy
Competition Director



2020/21 VISION AWARDS ANNUAL REPORT COMPETITION



Lumax Industries Limited
SGA Adsvita Communique
is presented with the
Gold Award

for excellence within its industry on the development of the organization's annual report for the past fiscal year.

Tyson Heyn
Tyson Heyn
Principal

Christine Kennedy
Christine Kennedy
Competition Director





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





Social Initiatives by Lumax group towards 'Good Health' for the society



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Lumax Industries Limited

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