

LATL:CS:IP:2021-22 Date: 11.08.2021

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

Subject: Investor Presentation for the 1st Quarter ended on 30th June, 2021

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 1^{st} Quarter ended on 30^{th} June, 2021.

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

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX AUTO TECHNOLOGIES LIMITED

ANIL TYAGI
COMPANY SECRETARY

M. NO. A 16825

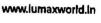
Encl: As Stated above



Plot No. -878, Udyog Vihar Phase-V, Gurugram - 122016

Haryana, India

T +91 124 4760000 E shares@lumaxmail.com







Lumax Auto Technologies Limited

Investor Presentation – Q1 FY2022



Safe Harbor



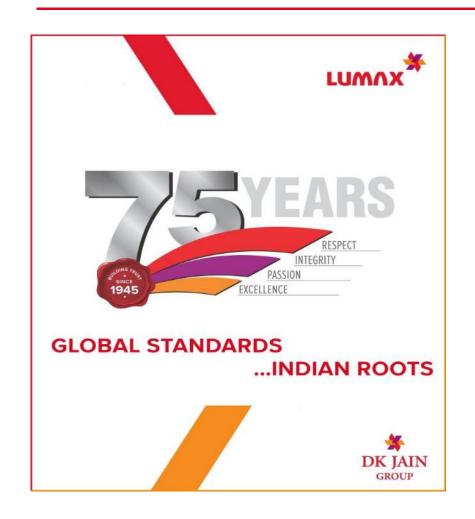
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75 Glorious Years of Lumax DK Jain Group







DK Jain Group



Seven Decade Strong

Leader in Automotive Lighting & Gear Shifters

15 Entities in 8 States

33 Manufacturing Facilities

4 R&D Centres (India)

& 1 Design Centre (Taiwan)

Over 9,000 Employees

Two Listed Entities



Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Emission Systems, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, **On-board Antennas**

Partnerships

Cornaglia SPA - Italy

- JOPP Germany
- Mannoh Industrial Co. Limited Japan YOKOWO Japan

• Ituran – Israel

Alps Alpine - Japan

• FAE – Spain

Lumax Industries Limited

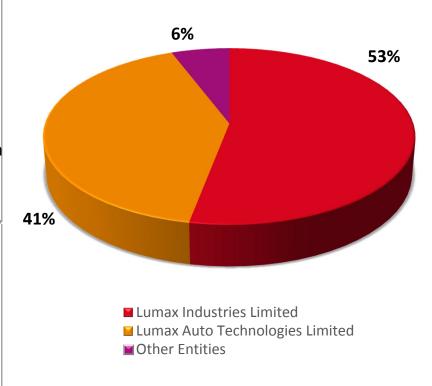
Products & Services

End-to-end Automotive Lighting Solutions HVAC Panels and other electronic components

Partnerships

- Stanley Japan
- SL Corporation Korea

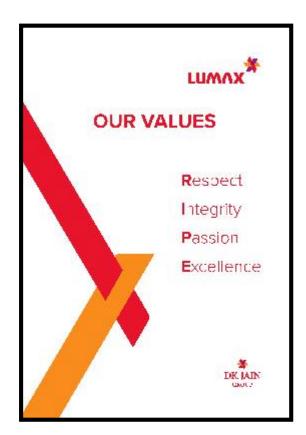
Group Revenue Break Up (%) FY21 Revenue of Rs. 2,700 Cr



Purpose, Vision & Values



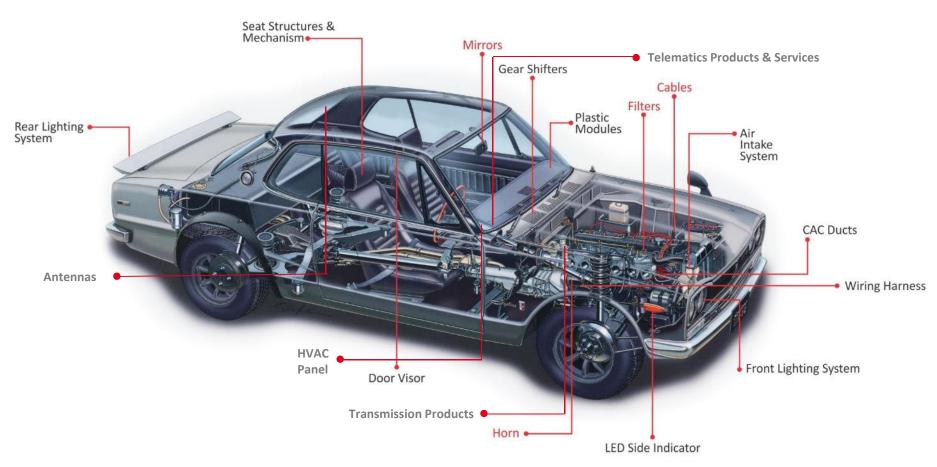






Diversified Product Range – 4-wheelers & CV

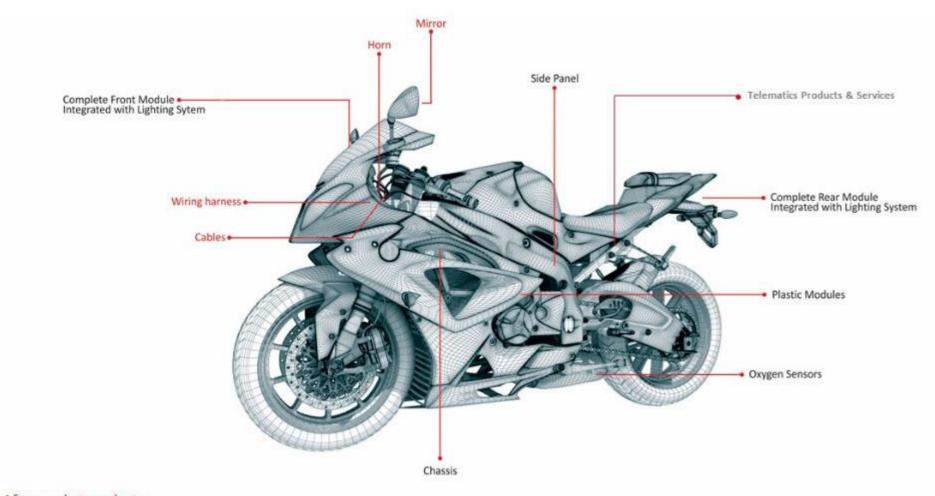




Destination Boards & Urea Tanks for Commercial Vehicle
 Aftermarket products

Diversified Product Range – 2-wheelers

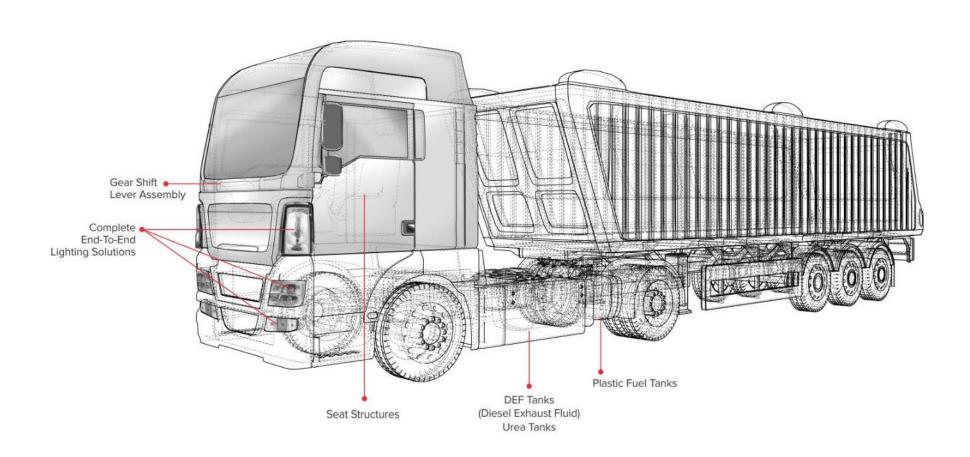




Aftermarket products

Diversified Product Range – Commercial Vehicles





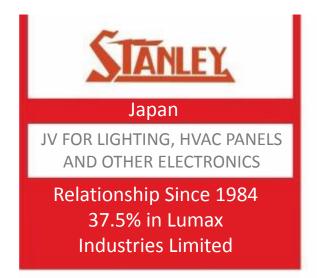
Diversified Product Range – Farm Equipment Sector (FES)





Fostering Partnerships to Deliver Excellence













Fostering Partnerships to Deliver Excellence





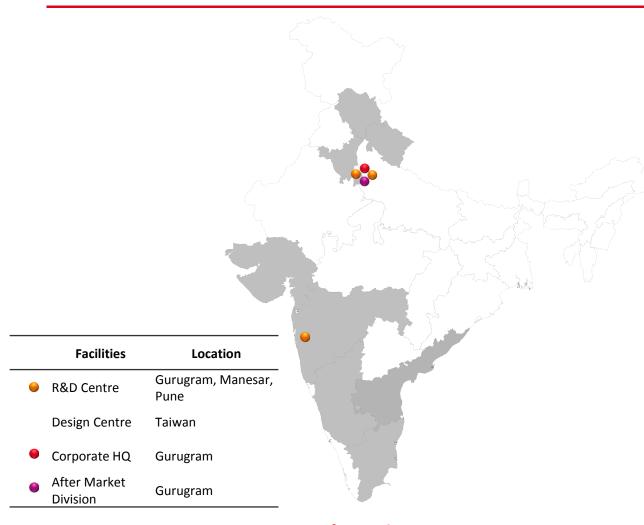






33 Locations close to Customers





33 Plants in 8 States

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

State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	3
	Manesar	4
Maharashtra	Pune	9
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Andhra Pradesh	Anantpur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Himachal Pradesh	Kale Amb	1
Total		33

Enhanced 360°Customer View

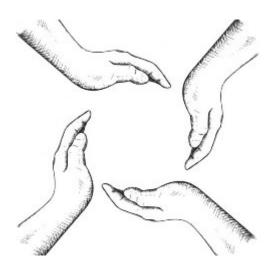


Understand the Customer

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

Environmental Conscious

Environment-conscious work practices



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

Research & Development

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

Global Footprints

Global footprint through exports

Faster Turnaround

 Lightning-fast turnaround time & impressive speed to market

Relationships with Diversified Customers



Two Wheeler



























Four Wheeler

















ŠKODA

Commercial Vehicle



















Relationships with Diversified Customers



Tractor/FES













Defence & Aero Space



Export



















... Strong After Market Exports Presence







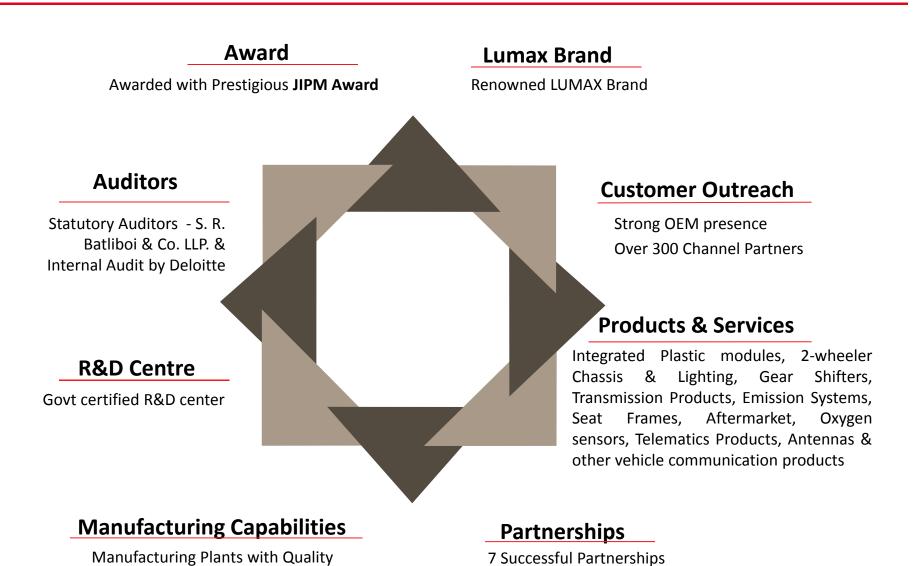
Driving Growth through Diversified Products



Competitive Strengths

Certifications across India





with Global Players

Milestones



1981: Lumax Auto Electricals was established to manufacture 2-wheeler Lighting at Bhosari, Maharashtra

1988: Name of the company was changed to Dhanesh Auto Electricals Pvt Limited

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

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

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

1981-2005

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.

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

Lumax Auto Technologies Limited listed on Stock exchange

2006-2008

2013: Setup a Narsapur, Kar manufacture

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

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

2013: Setup a plant at Narsapur, Karnataka to manufacture Moulded parts

2013-15

Formed JV with Gill Austem LLC, USA to manufacture Seat frames & Mechanism

2014: JV company with Mannoh Industrial Company, Japan started as Lumax Mannoh Allied Technologies Limited

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

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

Milestones



2016: Pantnagar plant received TPM consistency award from JIPM

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

2016-2018

2019: Inauguration of Chassis facility at Aurangabad

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

2019

2020 Paradaya daga kana kana a sin

2021: JV with Alps Alpine to manufacture and sell electric devices and components including software related to the automotive industry

2021

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

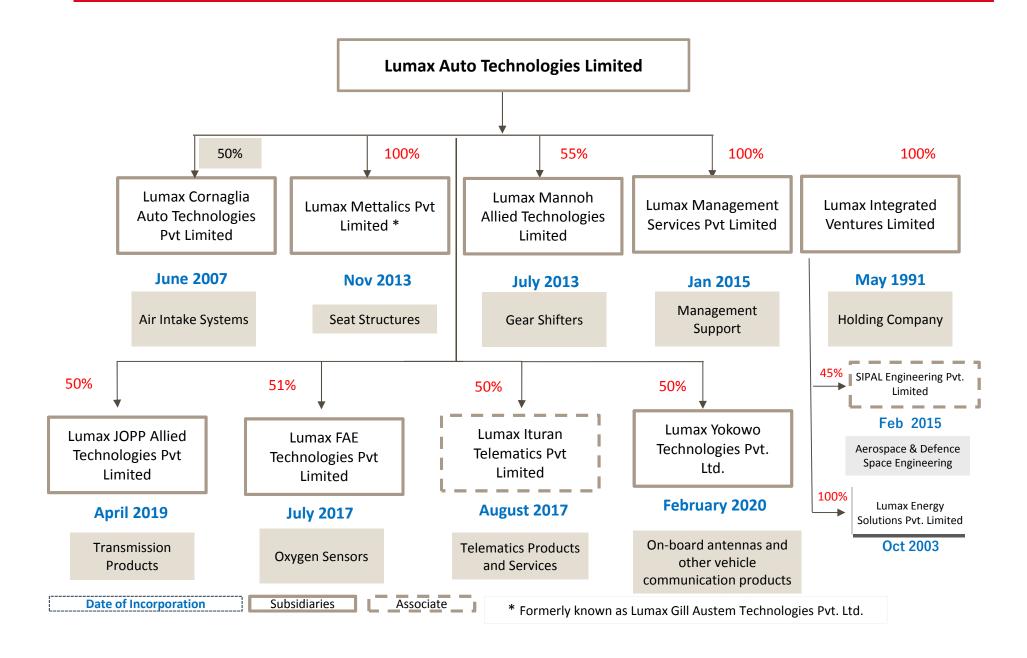
JV with Yokowo, Japan to manufacture and supply Antennas and other vehicle communication products

Start of Commercial Production in Pantnagar, Uttarakhand under LCAT Start of Commercial Production by Lumax FAE

Lumax Gill Austem Technologies Pvt Ltd. name changed to Lumax Mettalics Pvt. Ltd. and becomes 100% subsidiary of LATL.

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



JV for Gear Shifters

Relationship Since 2008

45% in Lumax Mannoh Allied Technologies Limited



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



Germany

JV for Gear Shift Towers, AMT Kits & AGS

2019

50% in Lumax JOPP Allied Technologies Pvt Limited



Japan

JV for Antennas & other Vehicle Communication Products

2020

50% in Lumax Yokowo Technologies Pvt Limited



Japan

JV for manufacture and supply of electric devices and components

2021

Cater to Diversified Segments





- ✓ Lighting Module(incl. HL/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
- ✓ Control Housing
- ✓ Intake Systems
- ✓ Seat Structures
- ✓ Integrated Plastic Modules
- ✓ Telematics Products and Services



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

After Market Presence in all Segments

Key Customer Relationships



Four Wheeler



Rise.

Mahindra













Tier 1



ADIENT

ŠKODA





Continental

Commercial Vehicle









Two Wheeler





Export

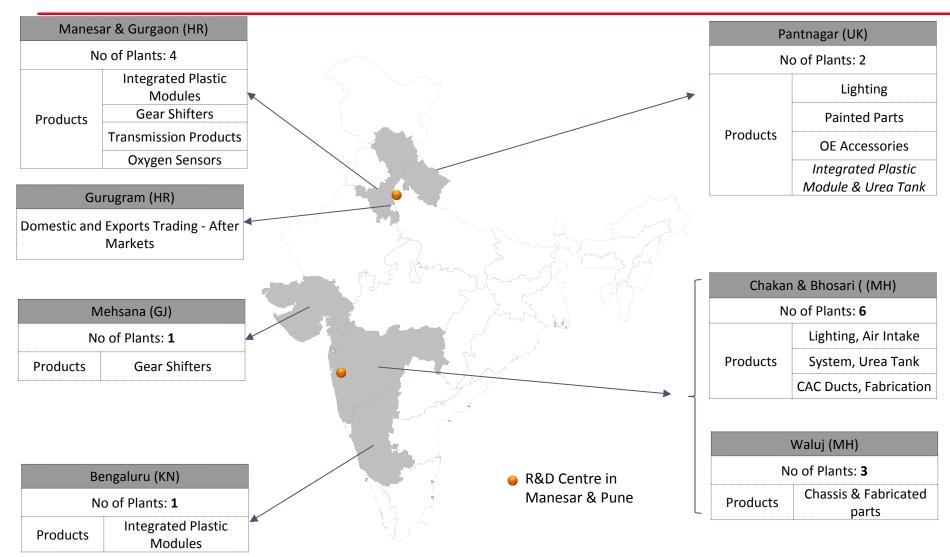






Strategic Locations Close to Customers

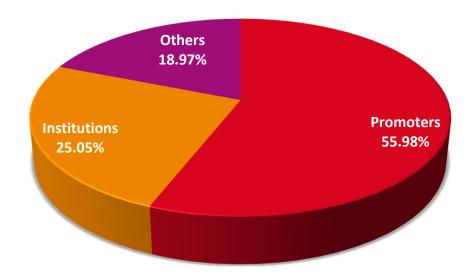




17 Plants in 5 States



Shareholding breakup



Clear focus on Improving Performance



- 1 Achieve Leadership in India & Set Sight on the Global Market
- The Only Gear Shifter Manufacturer in India to have Localised R&D Capability and Gearing to Access the Global Markets
- 3 Emission Systems Increase Presence in Domestic Market & Enhance Customer Outreach
- 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

Experienced Promoters





Mr. Dhanesh Kumar Jain Chairman

- He is 78 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 42 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 like 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 46 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 25 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 also Chairman - CII Northern Region - Regional Committee on Advanced Manufacturing
- 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 71 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 CouncilNorthern Region



Mr. Milap Jain

- He is 70 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 51 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
 of travel agencies



Mr. Arun Malhotra

- He is 63 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. A P Gandhi

- He is 83 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. Sanjay Mehta Director & Group CFO Age: 53 years Experience: 29 Years



Mr. Vikas Marwah Chief Executive Officer Age: 54 years Experience: 30 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 63 years
Experience: 43 years



Mr. Raajesh Gupta Group Company Secretary Age: 51 Years Experience: 28 Years



Mr. Atul Jain
Corporate Head - Materials
Age: 52 years
Experience: 29 Years

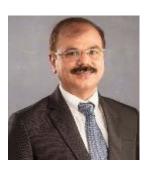


Mr. Lalitendu Samanta Corporate Head – HR, IR & CSR Age: 54 Years

Experience: 30+ Years



Ms. Priyanka Sharma
Corporate
Communication
Age: 52 years
Experience: 26 Years



Mr. Ashish Dubey Chief Financial Officer Age: 53 years Experience: 29 Years

Professional & Experienced Team





Mr. Rajesh Dubbewar Head Metallic Age: 53 years Experience: 30+ years



Mr. Sanjay Bhagat Head After Market Age: 54 years Experience: 29 years



Mr Ashish Popli Head Mechatronics Age: 43 years Experience: 21 years



Mr Anil Tyagi Company Secretary Age: 49 years Experience: 22 years







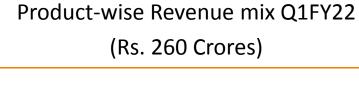


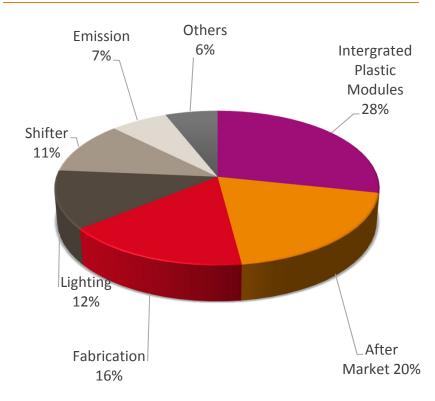
Product-wise Revenue Q1FY22

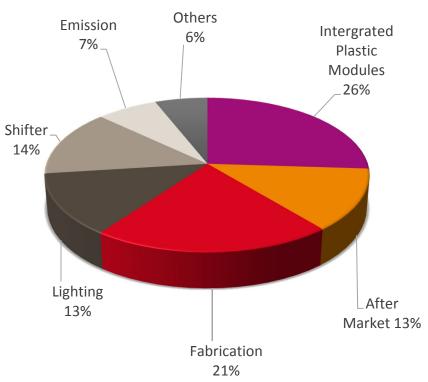


Product-wise Revenue mix FY21

(Rs. 1,108 Crores)





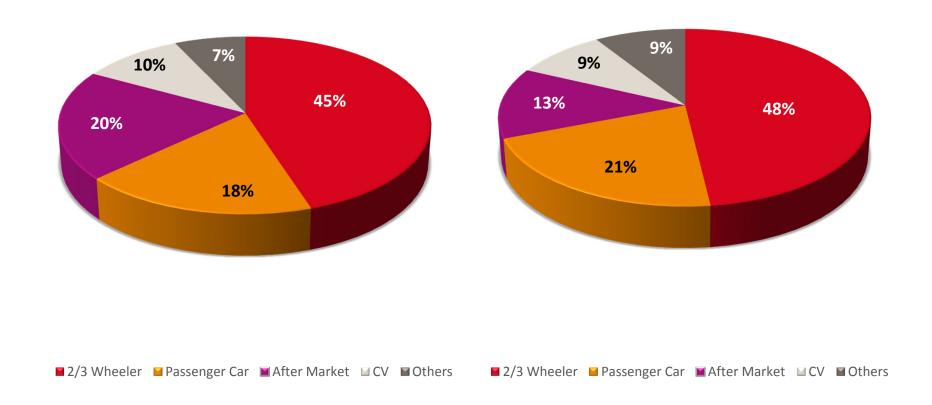


Segmental Revenue Break-Up Q1FY22: Category



Category FY21 (Rs. 1,108 Crores)

Category Q1FY22 (Rs. 260 Crores)

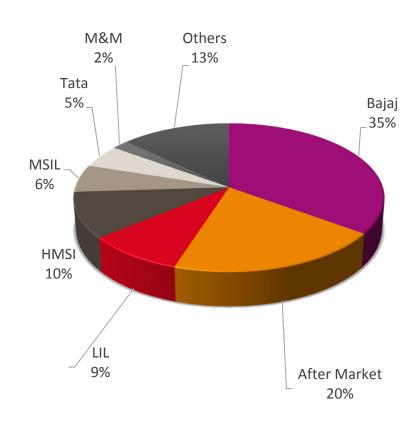


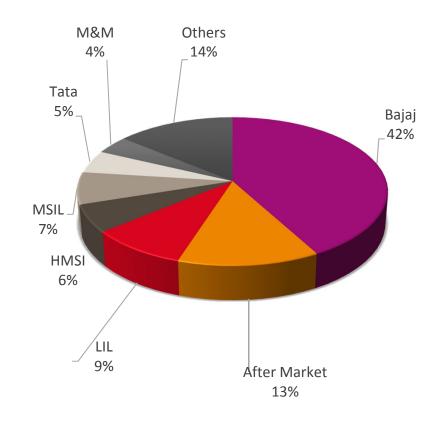
Customer wise – Revenue Q1FY22



Customer wise FY21 (Rs. 1,108 Crores)

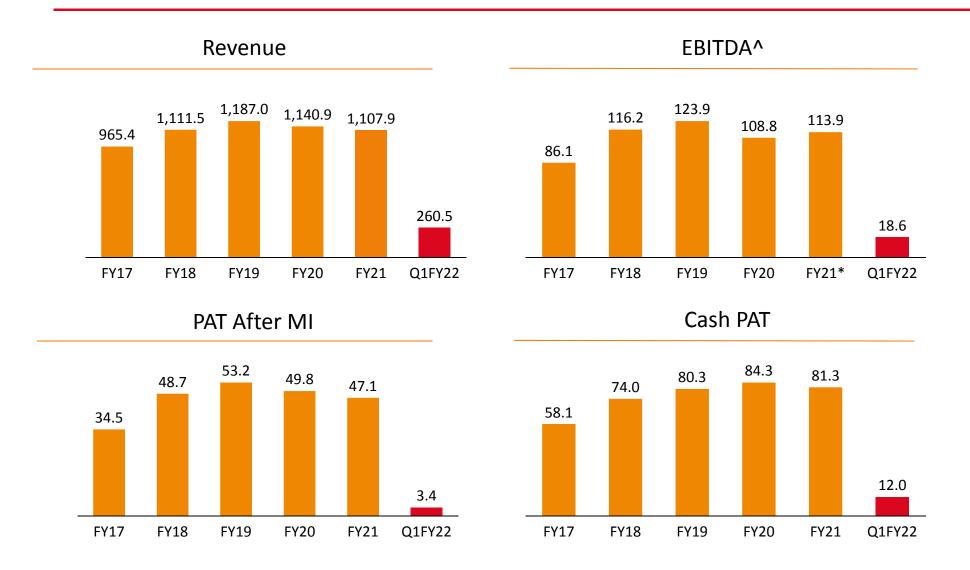
Customer wise Q1 FY22 (Rs. 260 Crores)





Strong historical financial performance





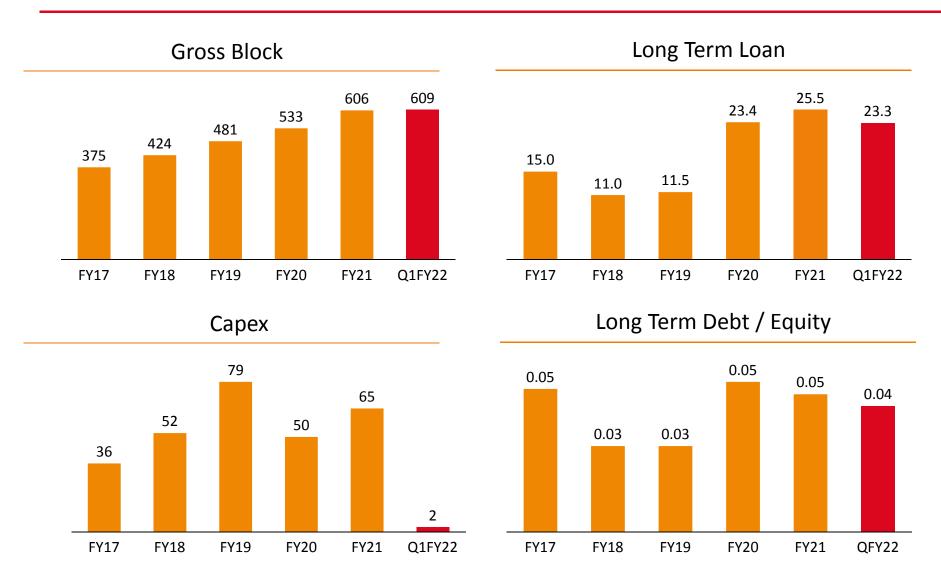
Consolidated

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

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

Expansion funded through Internal Accruals



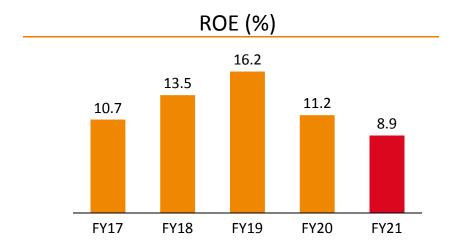


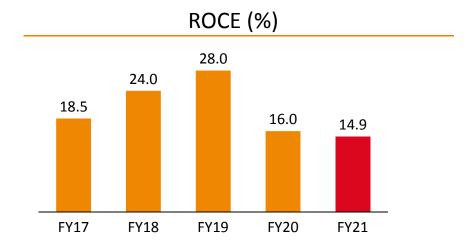
Consolidated

Rs. Crores

Return Ratios

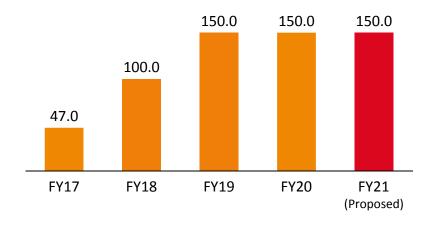


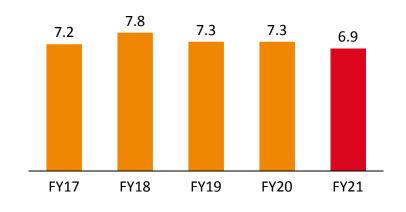




Dividend (% of Face Value)

EPS^ (in Rs.)





Consolidated

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long Term Debt including Current Maturity

Networth = Shareholder's Equity – OCI Reserve 38

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Revenue	260.5	71.0	267%	388.0	-33%	1,107.9
Raw Material Consumption	176.0	48.0		264.1		750.7
Employee Expenses	36.9	22.5		40.3		132.4
Other Expenses	31.4	13.0		40.8		126.8
Other Income	2.8	4.0		4.0		18.2*
Profit of JV	-0.3	0.04		-0.1		-0.1
EBITDA	18.6	-8.4	321%	46.6	-60%	116.1
EBITDA %	7.2%	-11.9%		12.0%		10.5%
Depreciation	8.5	7.8		9.2		34.2
Finance Cost	2.3	3.2		2.0		9.8
Profit Before Tax Before Excpetional Items	7.8	-19.5	140%	35.5	-78%	72.1
Exceptional Item Gain/(Loss)	0.0	0.0		-0.6		-0.6
Profit Before Tax	7.8	-19.5	140%	34.8	-78%	71.5
Tax	2.9	-4.6		9.9		20.3
Profit After Tax (Before Minority Interest)	4.9	-14.8	133%	24.9	-80%	51.2
Minority Interest	1.5	-2.5		3.9		4.0
Profit After Tax	3.4	-12.3	128%	21.0	-84%	47.1
PAT Margin	1.3%	-17.3%		5.4%		4.3%
EPS	0.50	-1.81		3.08		6.91

^{*}FY21 EBITDA includes gain on sale of property – Rs. 2.22 crores (part of Other income)

Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-21	Mar-20
Non-current assets		
Property, plant and equipment	331.54	307.42
Capital work-in-progress	9.33	20.74
Investment Property	17.59	18.16
Right-to-use asset	28.10	27.34
Goodwill	0.17	0.17
Other Intangible assets	3.33	1.95
Investment in Jointly controlled Entities	1.02	0.75
Financial assets		
Investments	89.40	50.14
Loans	6.23	5.81
Others	-	1.50
Income Tax Assets	0.46	3.22
Other non-current assets	15.67	16.60
Deferred Tax Assets (net)	0.09	1.00
Assets held for Sale	0.00	0.00
Sub-total - Non-Current Assets	502.93	454.80
Current assets		
Inventories	83.59	64.43
Financial assets		
Loans	0.60	0.81
Investments	40.35	11.31
Trade receivables	222.98	192.77
Cash and cash equivalents	16.66	36.96
Bank balances other than Cash	81.30	66.66
Other Financial Assets	12.68	1.95
Other current assets	28.57	27.94
Assets held for Sale	-	3.66
Sub-total - Current Assets	486.73	406.49
TOTAL - ASSETS	989.66	861.29

EQUITY & LIABILITIES	Mar-21	Mar-20
Equity		
Equity Share capital	13.63	13.63
Non Controlling Interest	40.37	42.14
Other equity	517.09	432.53
Sub-total - Shareholders' funds	571.09	488.30
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	5.52	16.76
Provisions	6.31	5.46
Other Non Current Liabilities	18.68	21.35
Deferred tax liabilities (net)	14.06	13.72
Sub-total - Non-current liabilities	44.57	57.30
Current liabilities		
Financial liabilities		
Borrowings	46.84	71.52
Trade payables	204.79	157.39
Other financial liabilities	52.57	39.16
Provisions	15.44	11.88
Other current liabilities	51.69	35.74
Current tax liabilities	2.67	0.00
Sub-total - Current liabilities	374.00	315.70
TOTAL - EQUITY AND LIABILITIES	989.66	861.29













Aurangabad plant won the Gold Award in the category of Quality Circle at the 54th Mini Convention 2021 organised by QCFI in July 2021.



Chinchwad plant won the Gold Award in the category of Quality Circle at the 54th Mini Convention 2021 organised by QCFI in July 2021.



Aurangabad plant bagged the 2nd Position under Productivity Category at the 16th Quality Circle Competition (Virtual) organised by ACMA Western Region in July 2021.







Aurangabad plant won the Silver Recognition Award in the category - Manufacturing Sector Tier I - Productivity Improvement for the Project - Output / Man improvement in Swing Arm pipe through low cost automation at the 5th CII National Competition on Low Cost Automation held in February 2021.



Lumax Mettalics Private Limited, Pune won the Gold Award in the category Excellence in HSE – Small at the ACMA Excellence Awards 2020 in February 2021.





Bengaluru plant won JIPM-TPM award for excellence in Category A for the year 2019





Toyota Kirloskar Motor Pvt Ltd. recognised the efforts and commitment of Lumax Mannoh Allied Technologies Limited towards providing timely and quality delivery to Toyota in 2020.



Pantnagar plant won the Silver Award in Excellence in HSE (Health, Safety and Environment) - Very Large Category at 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.





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 awarded for Improvement in Quality Performance by Maruti Suzuki India Limited in May, 2019



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





Lumax Mettalics Pvt Ltd won the Gold Award in Excellence in HSE (Health, Safety & Environment) - Small Category at the ACMA Technology Summit & Awards in November, 2019.



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





Won the prestigious Gold award for Top 100 best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2018-19



Won the prestigious Platinum award for best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2019-20





Lumax Mannoh Allied Technologies Ltd. received first ever Patent registration from the Government of India for invention in "Shift Knob Assembly" in January 21

State-of-the-Art Manufacturing Facilities











State-of-the-Art Manufacturing Facilities











CSR Initiatives









Education

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









For further information, please contact:

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