

LATL:CS:IP:2020-21

Date : 20.06.2020

BSE Limited  
Listing Compliance Department  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

National Stock Exchange of India Limited  
Listing Compliance Department  
Exchange Plaza, C-1 Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400051

**Company Code : 532796**

**Company Code : LUMAXTECH**

**Subject: Investor Presentation for the 4<sup>th</sup> Quarter and Financial Year ended on 31<sup>st</sup> March, 2020**

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4<sup>th</sup> Quarter and Financial Year ended on 31<sup>st</sup> March, 2020.

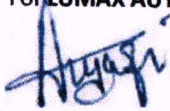
The same shall also be made available on the website of the Company at [www.lumaxworld.in/lumaxautotech](http://www.lumaxworld.in/lumaxautotech).

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

Thanking you,

Yours faithfully,

For **LUMAX AUTO TECHNOLOGIES LIMITED**



**ANIL TYAGI  
COMPANY SECRETARY  
M.NO. A-16825**



Encl.: as above



# **Lumax Auto Technologies Limited**

**Investor Presentation – June 2020**

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Seven Decade Strong

Leader in Automotive Lighting &  
Gear Shifters

15 Entities in 8 States

30 Manufacturing Facilities

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

Over 9,000 Employees

## Two Listed Entities



### Lumax Auto Technologies Limited

#### Products & Services

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

#### Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co. Limited – Japan
- Alpine – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan

### Lumax Industries Limited

#### Products & Services

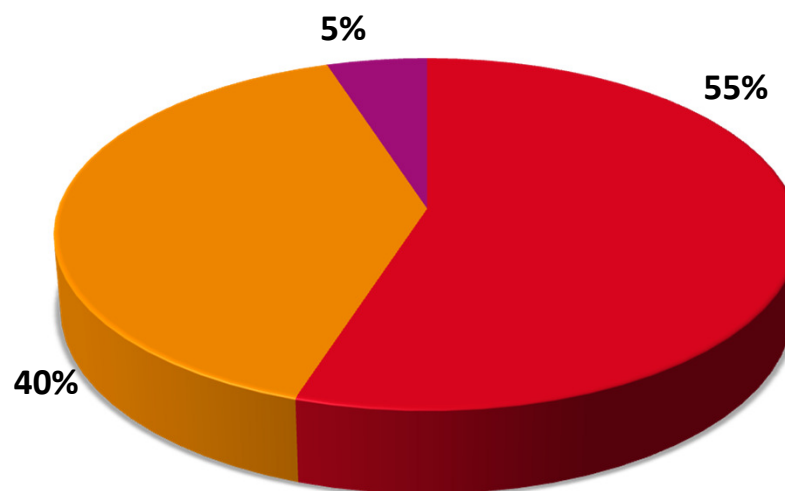
End-to-end Automotive Lighting Solutions  
HVAC Panels and other electronic components

#### Partnerships

- Stanley – Japan
- SL Corporation - Korea

### Group Revenue Break Up (%)

FY20 Revenue of Rs. 2,900 Cr



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

# Purpose, Vision & Values



**OUR GROUP PURPOSE**

We deliver  
**pride**  
and  
**progress**  
with  
**positivity**



The slide features a large, stylized 'X' graphic on the left side, formed by two overlapping diagonal bars: a red one on top and an orange one on the bottom. The DK JAIN GROUP logo is at the top center, and the LUMAX logo is at the bottom center.




**OUR VALUES**

**Respect**  
**Integrity**  
**Passion**  
**Excellence**




The slide features a large, stylized 'X' graphic on the left side, formed by two overlapping diagonal bars: a red one on top and an orange one on the bottom. The LUMAX logo is at the top center, and the DK JAIN GROUP logo is at the bottom center.



**OUR VISION**

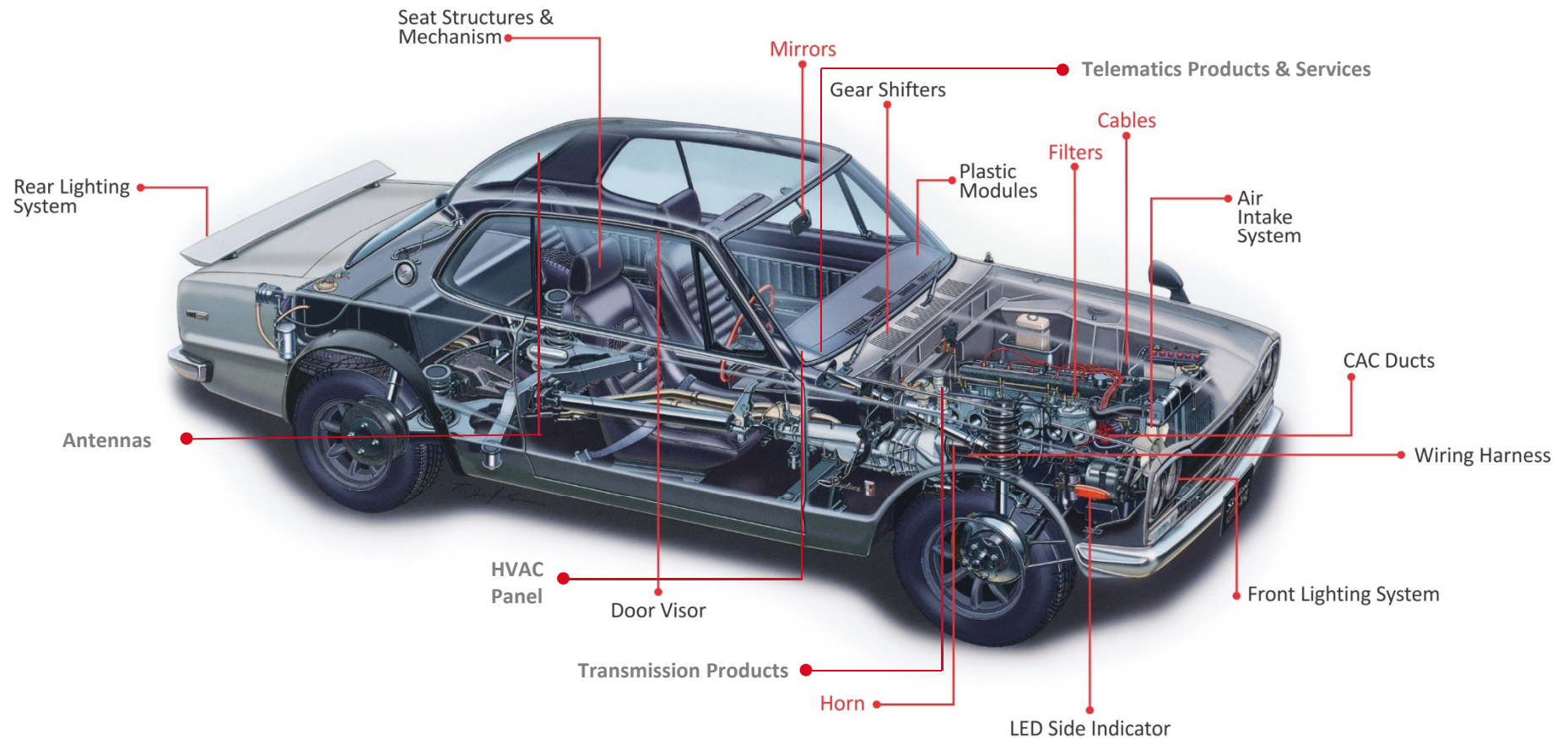
Building an **admired**  
**high performance**  
global organisation in  
whom all stakeholders  
have **absolute trust.**



The slide features a large, stylized 'X' graphic on the left side, formed by two overlapping diagonal bars: a red one on top and an orange one on the bottom. The LUMAX logo is at the top center, and the DK JAIN GROUP logo is at the bottom center.

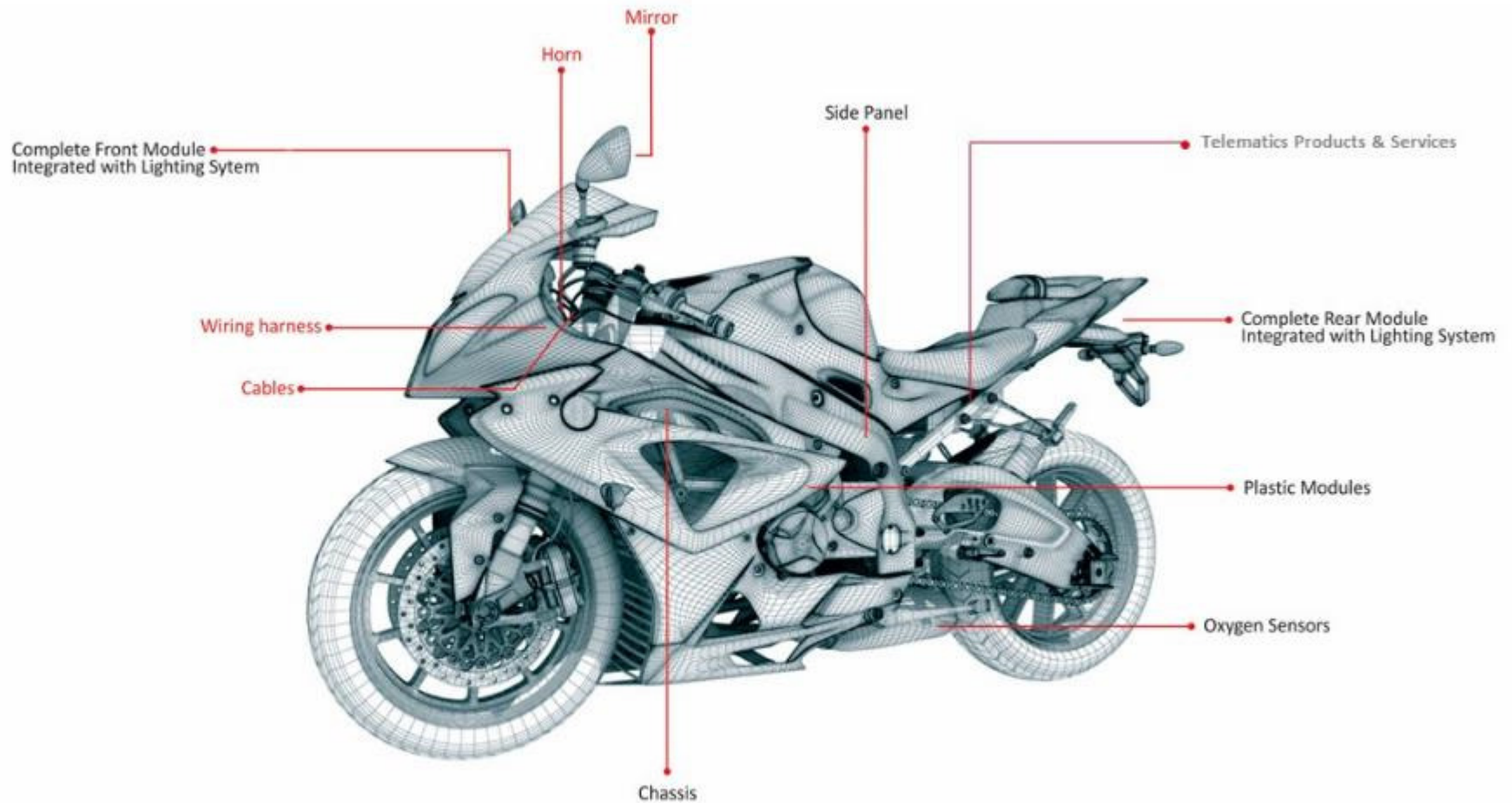


## Diversified Product Range – 4-wheelers & CV



- Destination Boards & Urea Tanks for Commercial Vehicle  
*Aftermarket products*

## Diversified Product Range – 2-wheelers



■ *Aftermarket products*



## Diversified Product Range – Farm Equipment Sector (FES)



## Fostering Partnerships to Deliver Excellence



Japan

JV FOR LIGHTING, HVAC PANELS  
AND OTHER ELECTRONICS

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

## Fostering Partnerships to Deliver Excellence



**JAPAN**

EXCLUSIVE DISTRIBUTORSHIP  
AGREEMENT

Relationship Since 2014



**ISRAEL**

JV FOR SALE OF TELEMATICS  
PRODUCTS AND SERVICES

Relationship Since 2017  
50% in Lumax Ituran Telematics Pvt. Ltd.



**SPAIN**

JV FOR OXYGEN SENSORS

Relationship Since 2017  
49% in Lumax FAE Technologies Pvt. Ltd.



**GERMANY**

JV FOR MANUFACTURE AND  
SUPPLY TRANSMISSION PRODUCTS

Relationship Since 2019  
50% in Lumax Jopp Allied Technologies Ltd

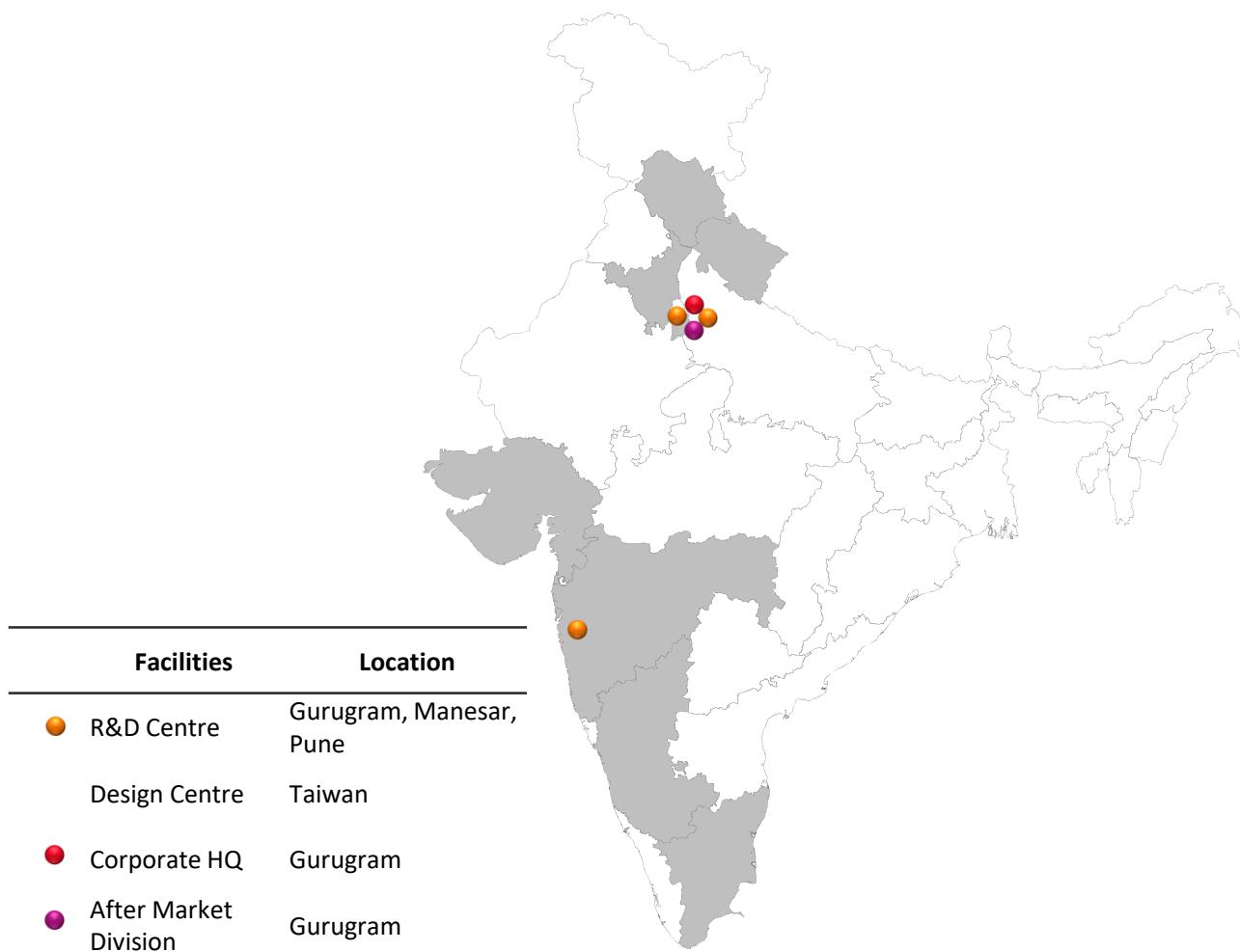


**JAPAN**

JV FOR MANUFACTURE AND SUPPLY  
ANTENNAS & OTHER VEHICLE  
COMMUNICATION PRODUCTS

Relationship Since 2020

## 30 Locations close to Customers



### 30 Plants in 7 States

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

| State            | Mfg Locations | #  |
|------------------|---------------|----|
| Haryana          | Bawal         | 1  |
|                  | Dharuhera     | 1  |
|                  | Gurugram      | 2  |
|                  | Manesar       | 4  |
| Maharashtra      | Pune          | 9  |
|                  | Waluj         | 3  |
| Karnataka        | Bengaluru     | 2  |
| Gujarat          | Sanand        | 1  |
|                  | Mehsana       | 1  |
| Tamil Nadu       | Sriperumbudur | 1  |
| Uttarakhand      | Haridwar      | 1  |
|                  | Pantnagar     | 3  |
| Himachal Pradesh | Kale Amb      | 1  |
| Total            |               | 30 |

## 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



## Tier 1



## Four Wheeler



## Mahindra Rise.



## Commercial Vehicle





## Relationships with Diversified Customers



### Tractor/FES



### Defence & Aero Space



### Export



... Strong After Market Exports Presence

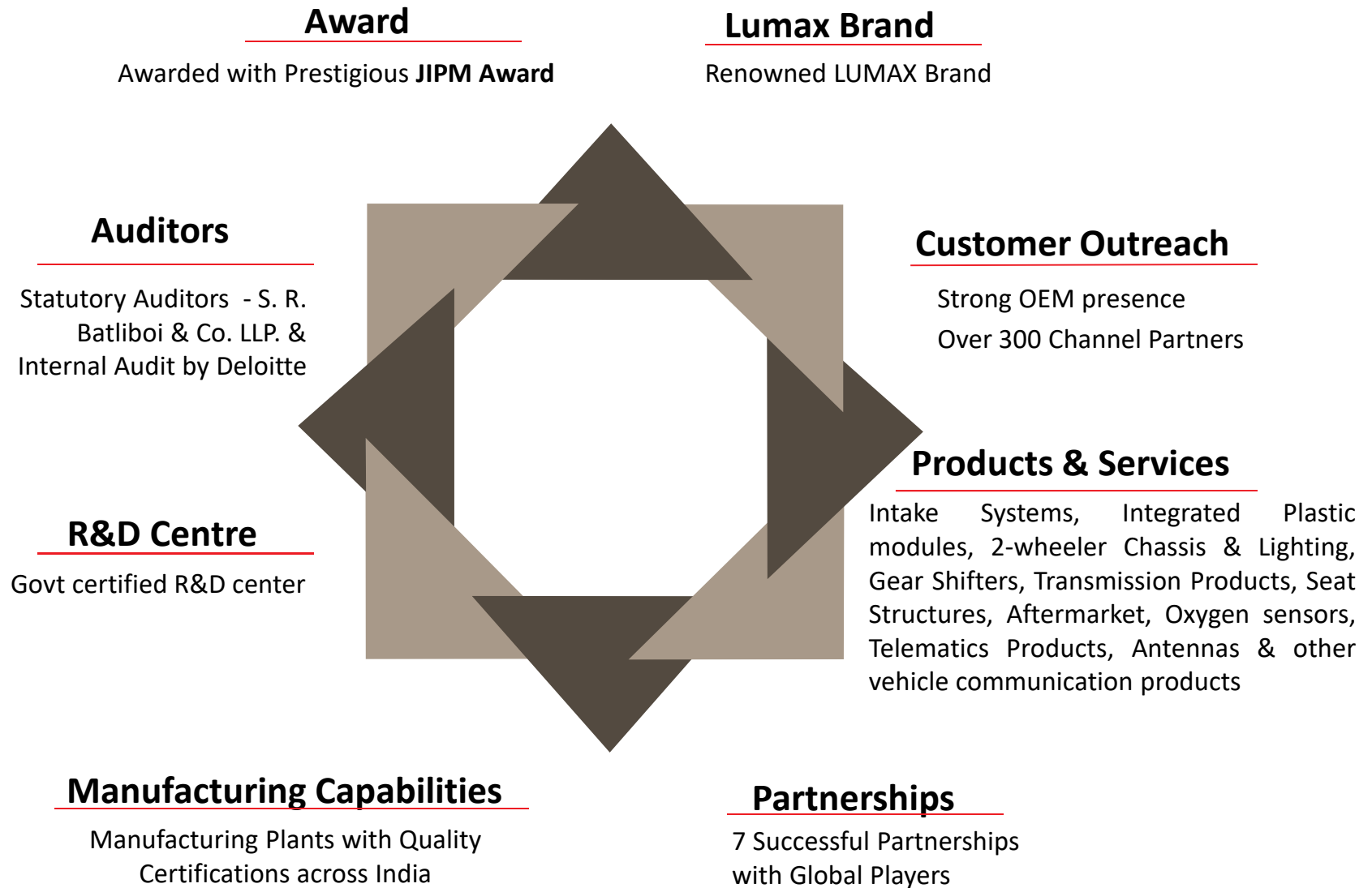


## **Lumax Auto Technologies Limited**

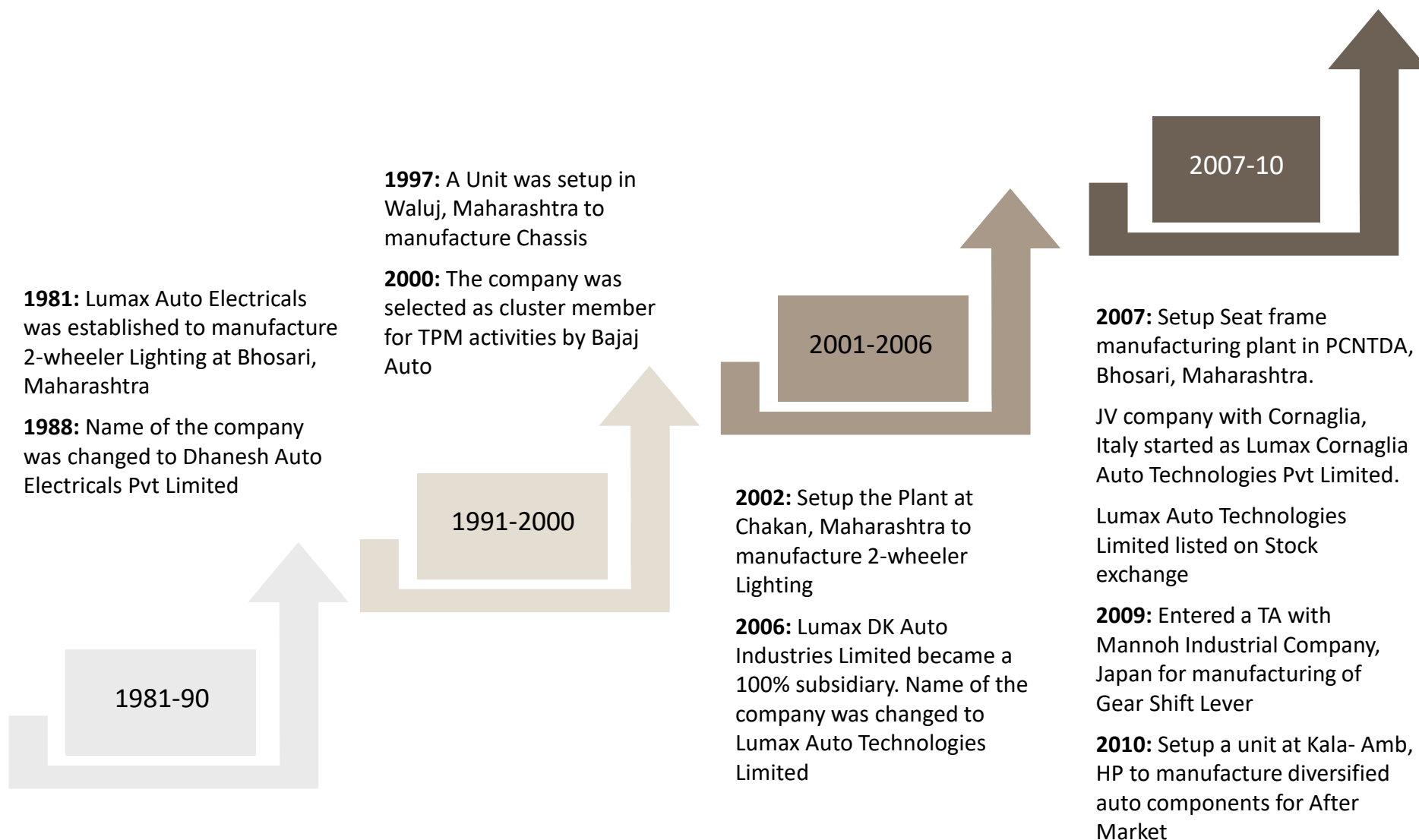
**Driving Growth through Diversified Products**



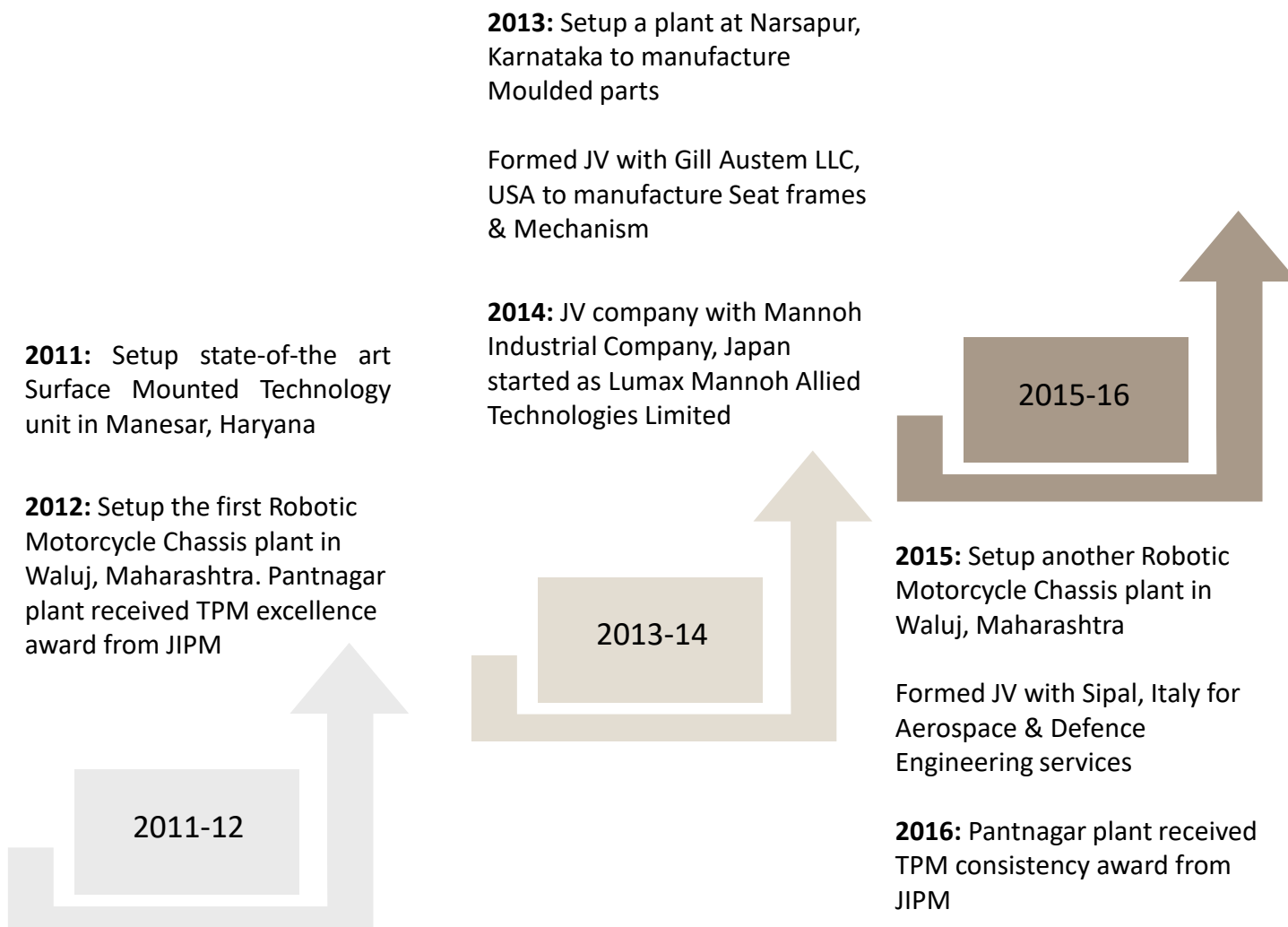
# Competitive Strengths



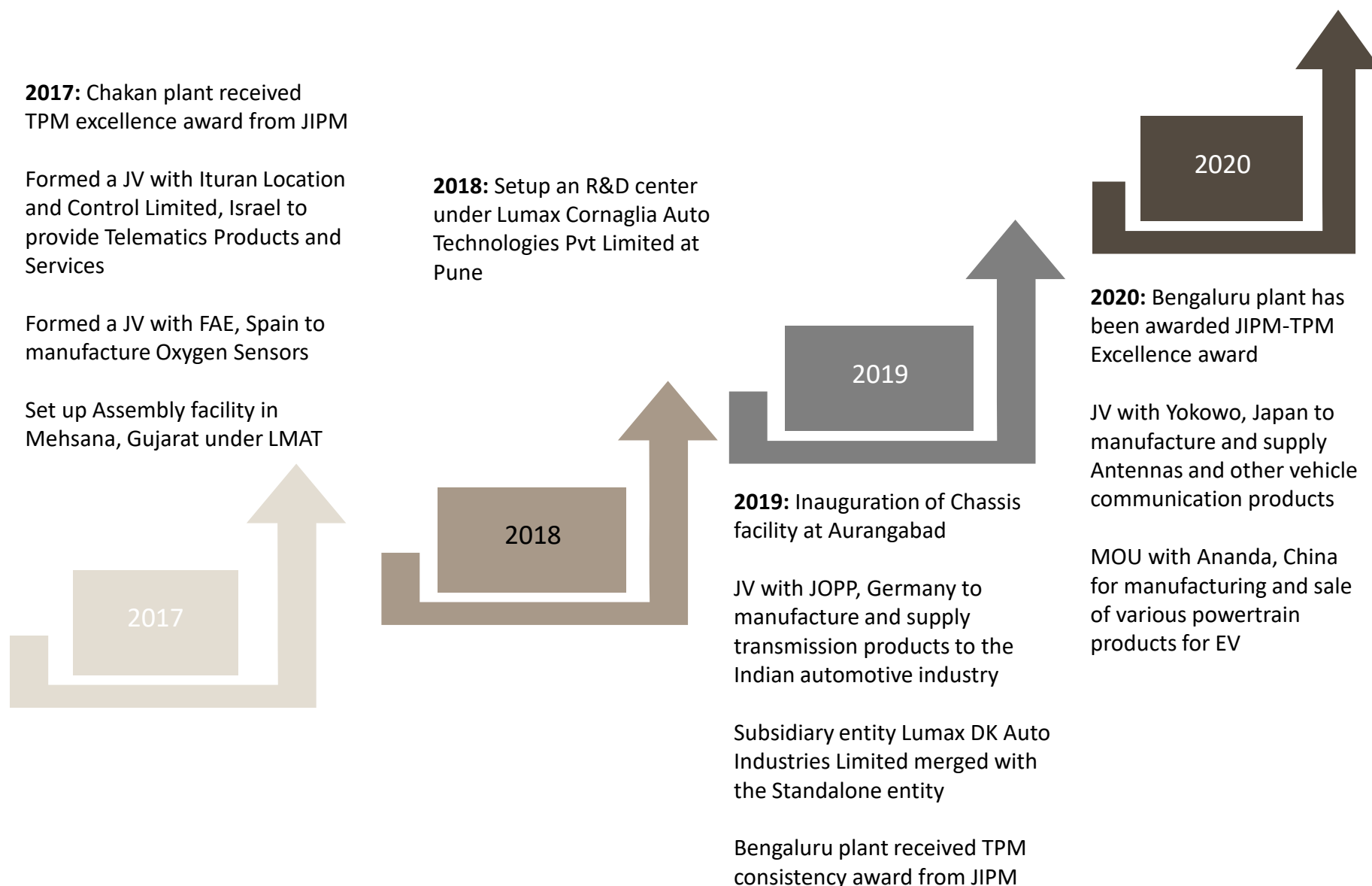
# Milestones



# Milestones

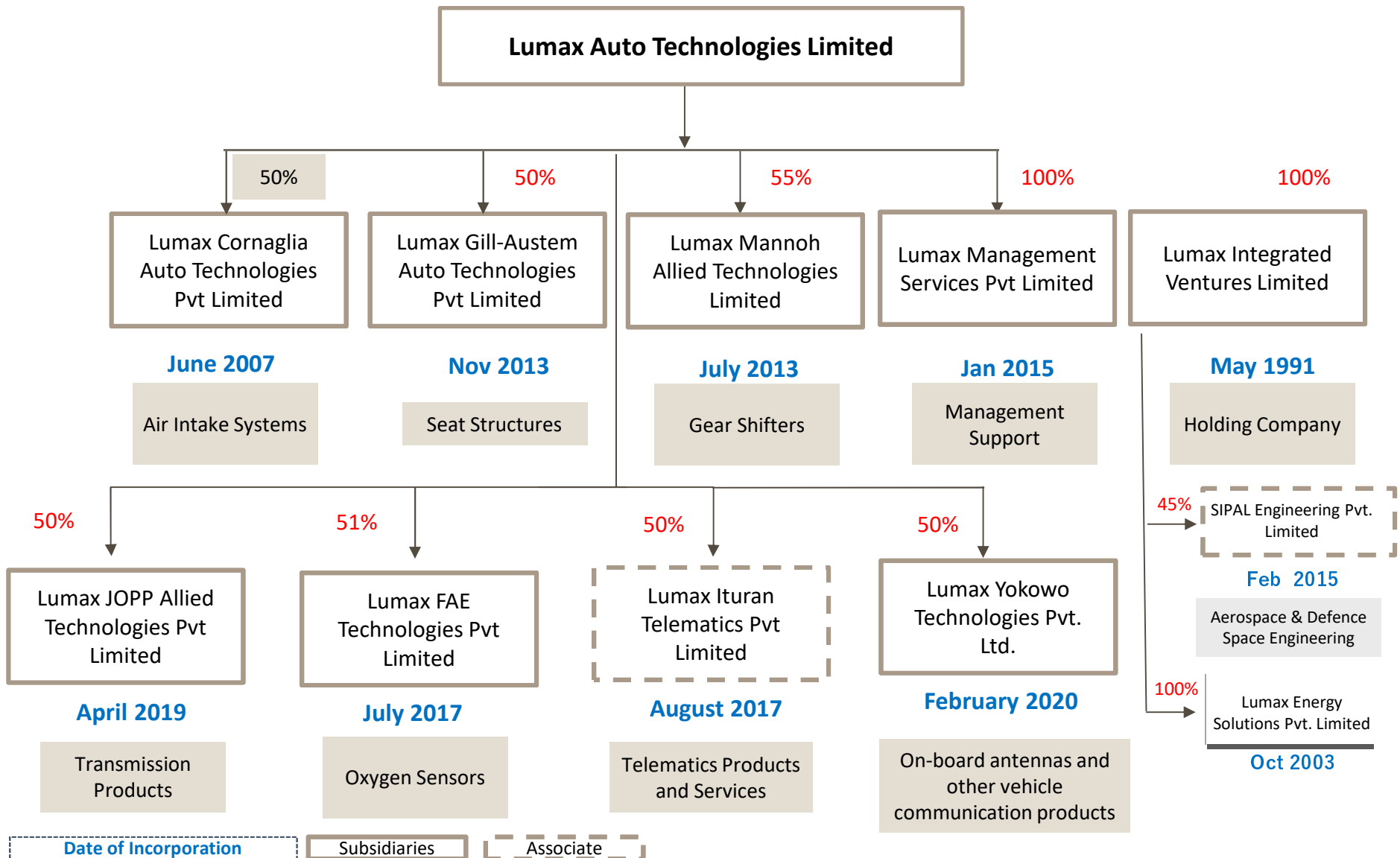


# Milestones





# 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



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



Germany

JV for Gear Shift Towers, AMT Kits & AGS

2019

50% in Lumax JOPP Allied Technologies



Japan

JV for Antennas & other Vehicle Communication Products

2020

## Cater to Diversified Segments



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



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



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

After Market Presence in all Segments

# Key Customer Relationships



## Four Wheeler



ŠKODA



## Tier 1



## Commercial Vehicle



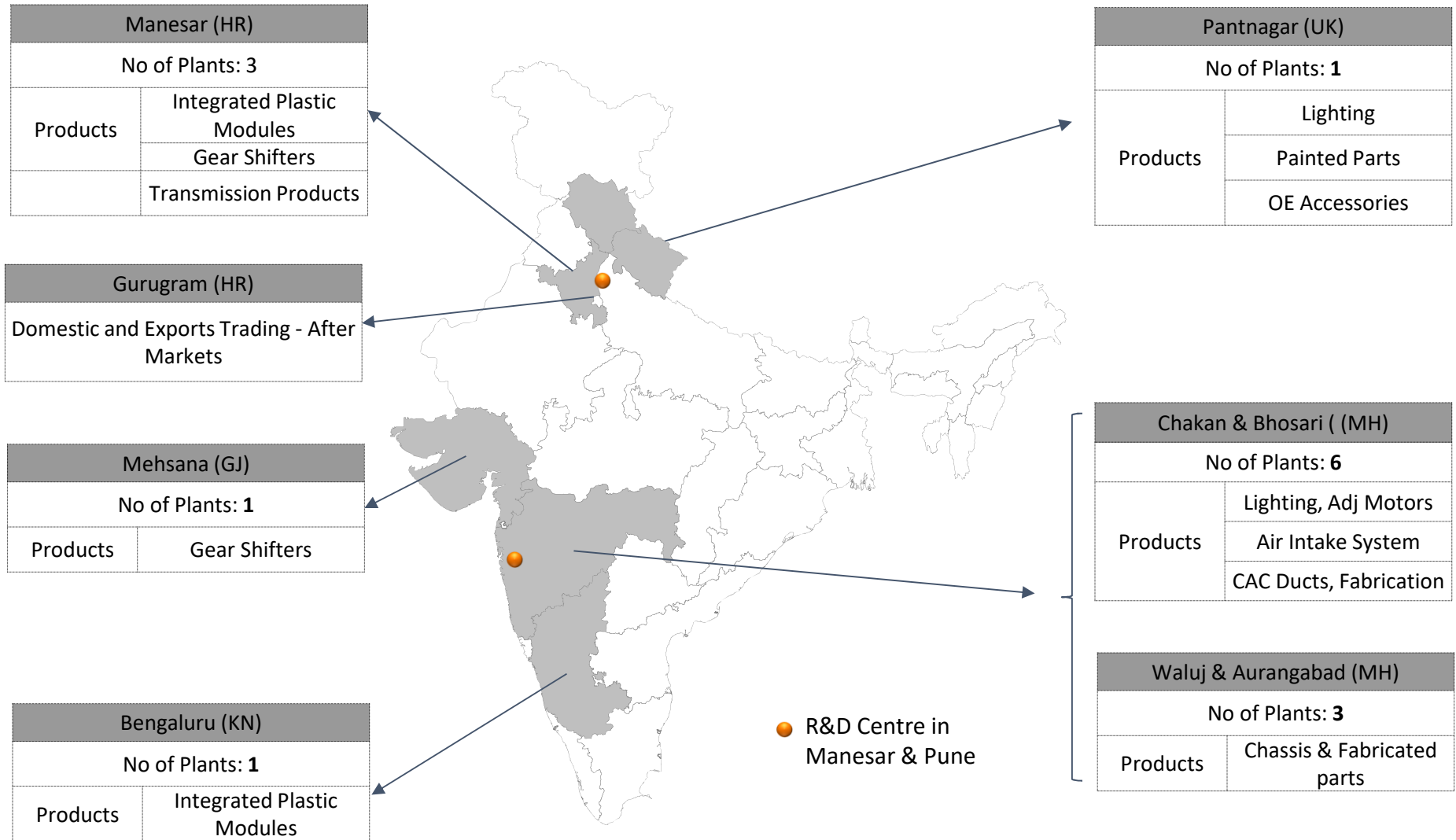
## Two Wheeler



## Export

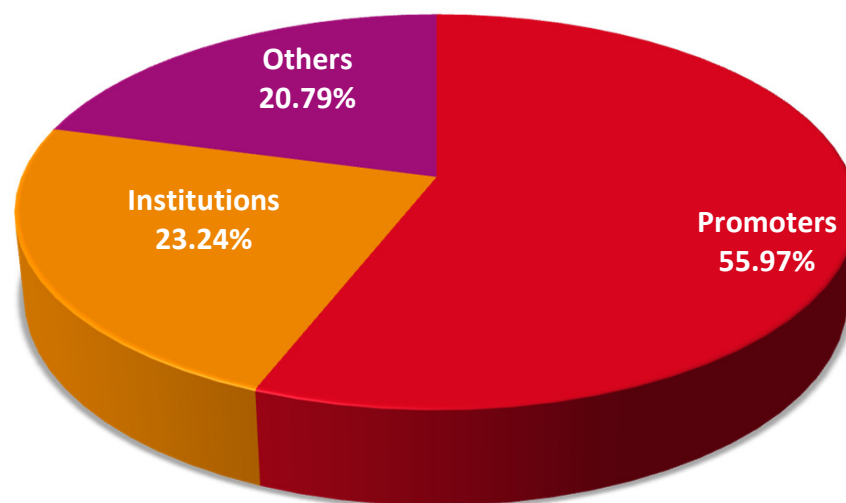


# Strategic Locations Close to Customers



**15 Plants in 5 States**

### Shareholding breakup





## Experienced Promoters



**Mr. Dhanesh Kumar Jain**  
**Chairman**

- He is 76 years of age & holds a MBA degree from Delhi university & has successfully completed President Management Program from Harvard Business School
- Over 50 years of experience in the automotive industry in management, operations & administrative roles
- He has held various industry positions
  - Past president of ACMA, president suppliers association – Toyota Kirloskar Motors, Chairman of Trade Fairs Committee ACMA, 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 41 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 45 years of age & is a Business Graduate from Illinois Institute of Technology, USA with specialization in Operations Management & International Business
- He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan. He has over 21 years experience
- He was chairman of ACMA's HR/IR & Skill Development Committee, past chairman of Sustainable Technology Development Committee of ACMA, past National Coordinator of Young Business Leader Forum of ACMA and past president of Supplier's club, Honda Cars India Limited
- He is member of Young President's organization and Entrepreneurs organization. He also holds the position of President of ACMA & Vice President of Toyota Kirloskar Supplier's Association

## Supported by Strong Independent Directors



**Mr. Roop Salotra**

- He is 69 years of age & is a Mechanical Engineer, followed by various Management Development programs
- He retired from SRF Group, after spending 24 years, as CEO & President, is now an advisor to the Managing Director of SRF Limited. He has been actively involved in CII – Climate Change & Environment councils. He is former Chairman of Indian Chemical Council- Northern Region



**Mr. Milap Jain**

- He is 68 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



**Ms. Diviya Chanana**

- She is 46 years of age and she is a Graduate & holds Diploma in Travel and Tourism. She has over 15 years of rich experience in the said field
- She is Executive Director of Damus Travels Private Limited. The Company is engaged in supporting and auxiliary transport activities; activities of travel agencies



**Mr. Arun Malhotra**

- He is 61 years of age & holds B.E Mechanical & MBA from IIM, Kolkata
- He is an Indian automotive sector veteran, his last assignment was as the Managing Director of Nissan India and thereafter as Senior Corporate Advisor at Nissan India
- He has over 30 years of experience with organization like Escorts, Bajaj Auto Ltd, and Maruti Suzuki India Ltd



**Mr. K K Gandhi**

- He is 74 years of age & holds B.E Mechanical from BITS
- He is associated with SIAM for the last 18 years and is currently Principal Advisor
- He is a Member of various Government Policy Committees including Expert Committee on Auto Fuel Vision and Policy 2025, Air Quality Monitoring, Emission inventory and preparing policy documents for issues confronting the Indian Automobile Industry



**Mr. A P Gandhi**

- He is 81 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: 52 years  
Experience: 29 Years



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



Mr. Atul Jain  
Corporate Head - Materials  
Age: 50 years  
Experience: 27 Years

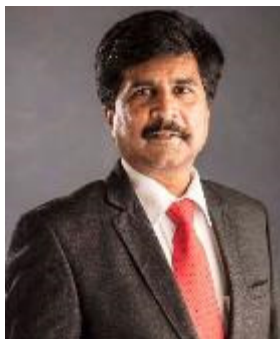


Mr. Lalitendu Samanta  
Corporate Head – HR,  
IR & CSR  
Age: 54 Years  
Experience: 30+ Years



Ms. Priyanka Sharma  
Corporate  
Communication  
Age: 51 years  
Experience: 25 Years

## Professional & Experienced Team



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



Mr. Vivek Jakhmola  
Head Body & Trim and Emission  
Age: 45 years  
Experience: 23 years



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



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



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

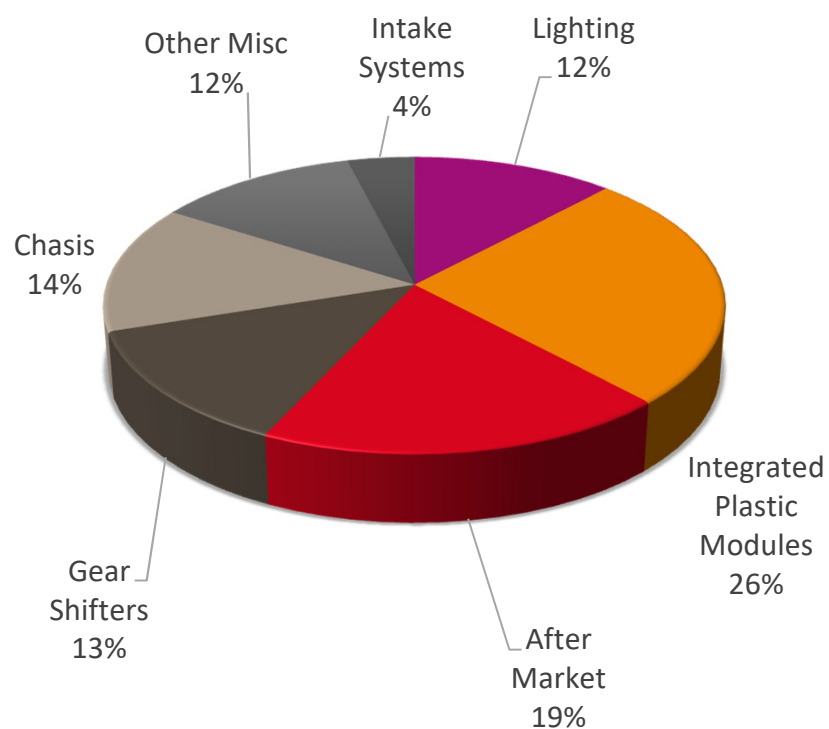




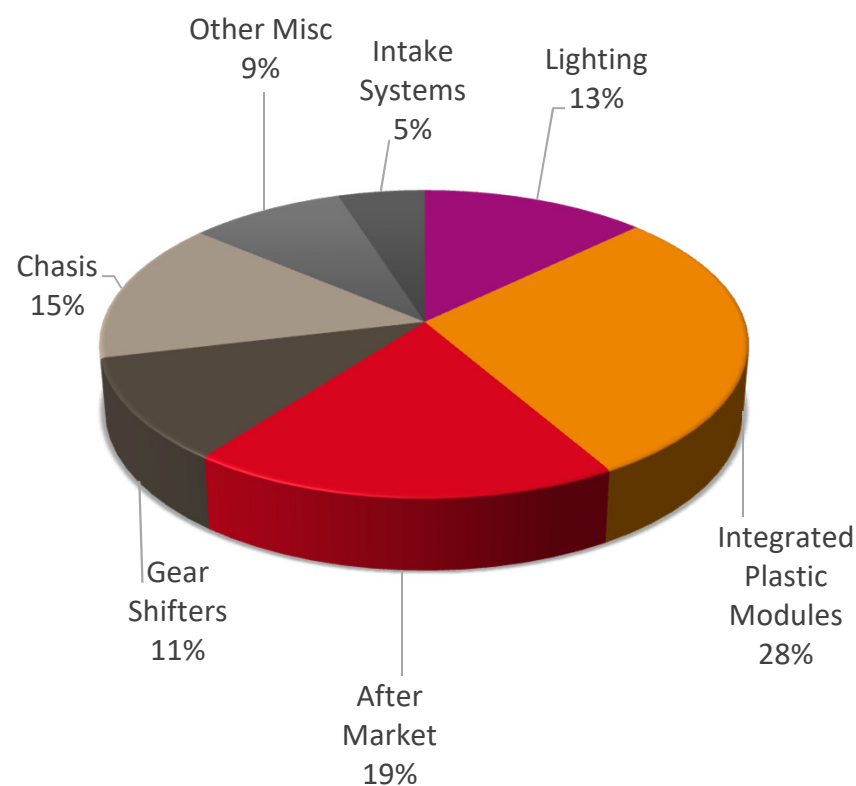
## Product-wise Revenue Q4 FY20\*



Product-wise Revenue mix Q4 FY19  
(Rs. 301 Crores)



Product-wise Revenue mix Q4 FY20  
(Rs. 273 Crores)

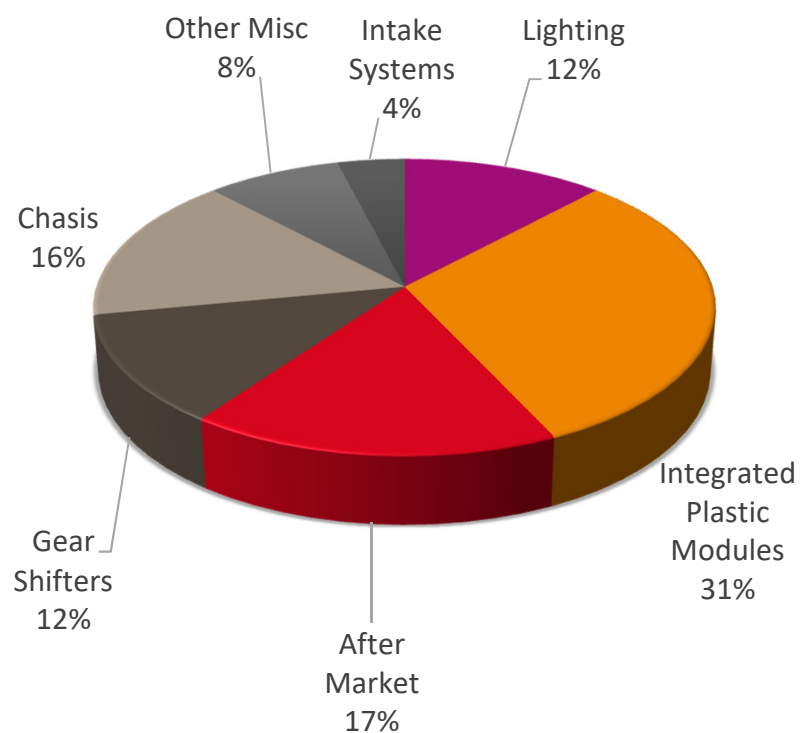


\*Performance highlights excludes Discontinued Operations of PCB business

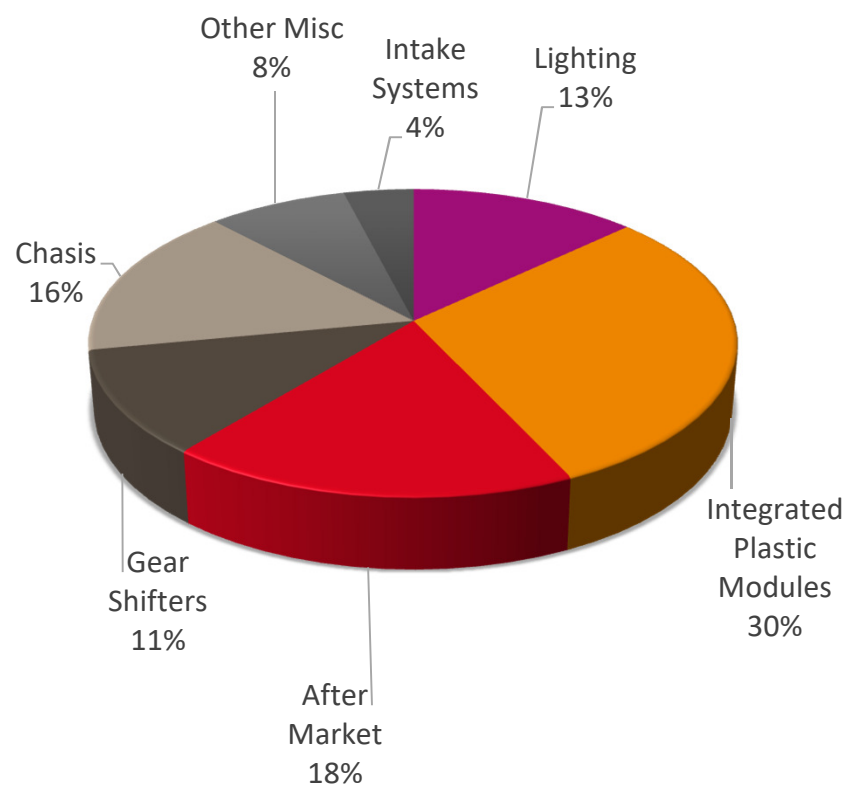
## Product-wise Revenue FY20\*



Product-wise Revenue mix FY19  
(Rs. 1,187 Crores)



Product-wise Revenue mix FY20  
(Rs. 1,141 Crores)

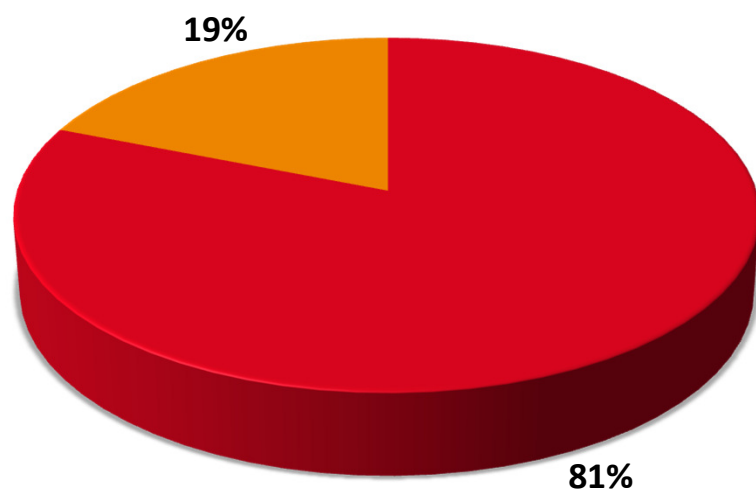


\*Performance highlights excludes Discontinued Operations of PCB business

## Segmental Revenue Break-Up Q4 FY20: Sales Channel\*

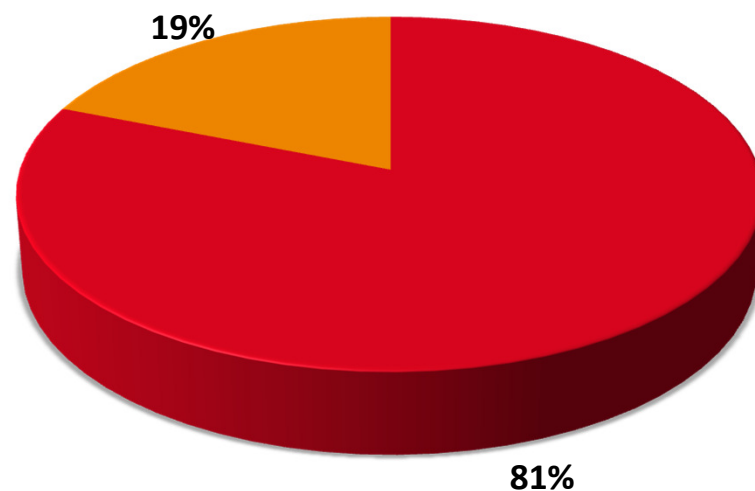


Sales Channel Q4 FY19  
(Rs. 301 Crores)



■ OEM      ■ After Market

Sales Channel Q4 FY20  
(Rs. 273 Crores)



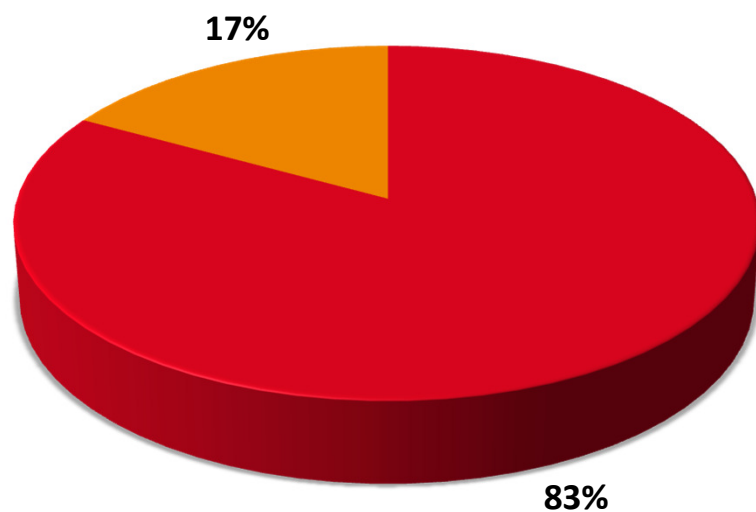
■ OEM      ■ After Market

\*Performance highlights excludes Discontinued Operations of PCB business

## Segmental Revenue Break-Up FY20: Sales Channel\*



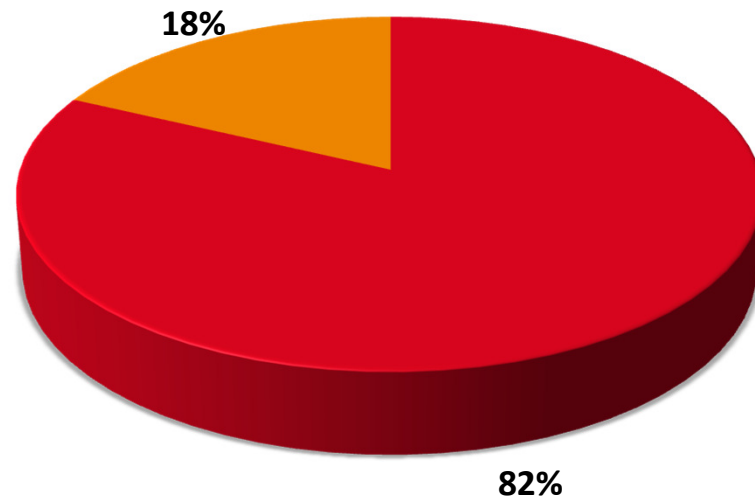
Sales Channel FY19  
(Rs. 1,187 Crores)



■ OEM

■ After Market

Sales Channel FY20  
(Rs. 1,141 Crores)



■ OEM

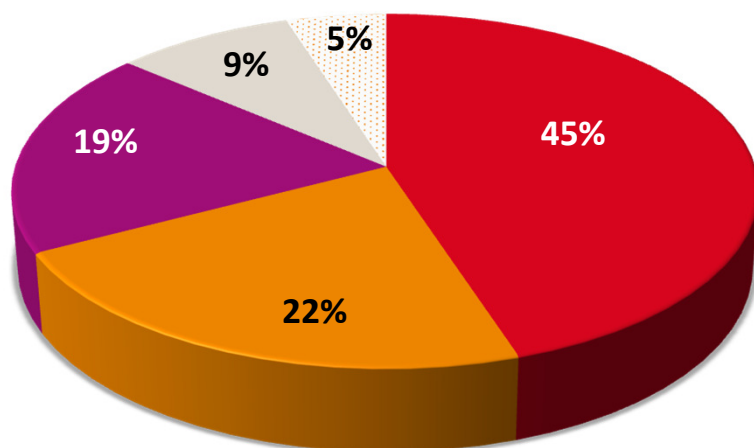
■ After Market

\*Performance highlights excludes Discontinued Operations of PCB business

## Segmental Revenue Break-Up Q4 FY20: Category\*

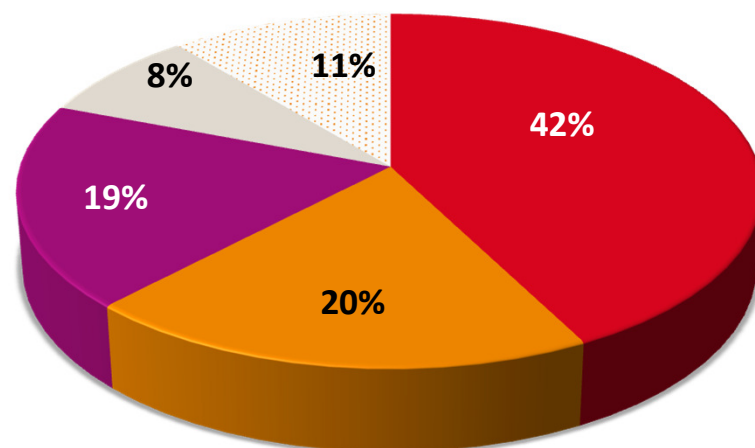


Category Q4 FY19  
(Rs. 301 Crores)



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

Category Q4 FY20  
(Rs. 273 Crores)



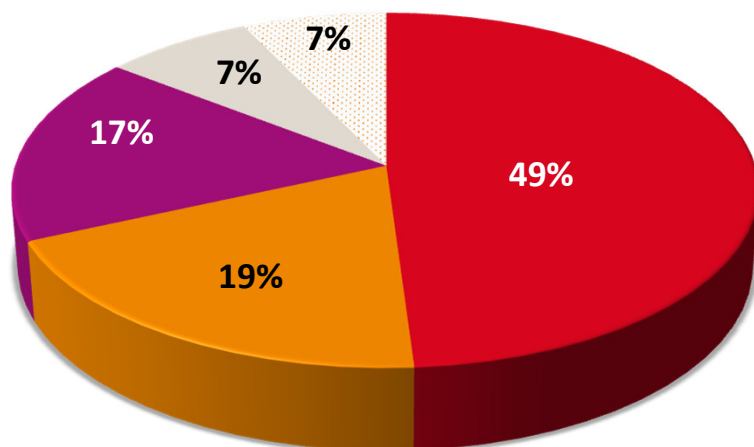
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

\*Performance highlights excludes Discontinued Operations of PCB business

## Segmental Revenue Break-Up FY20: Category\*

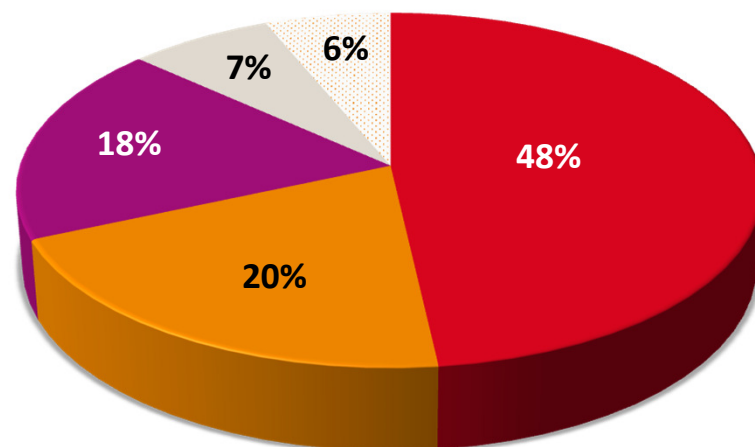


Category FY19  
(Rs. 1,187 Crores)



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

Category FY20  
(Rs. 1,141 Crores)



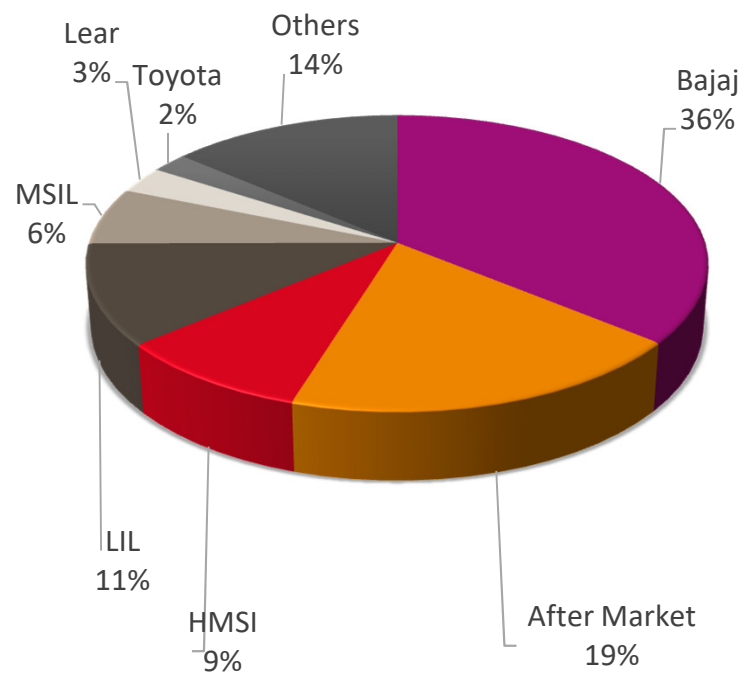
■ 2/3 Wheeler ■ Passenger Car ■ After Market ■ CV ■ Others

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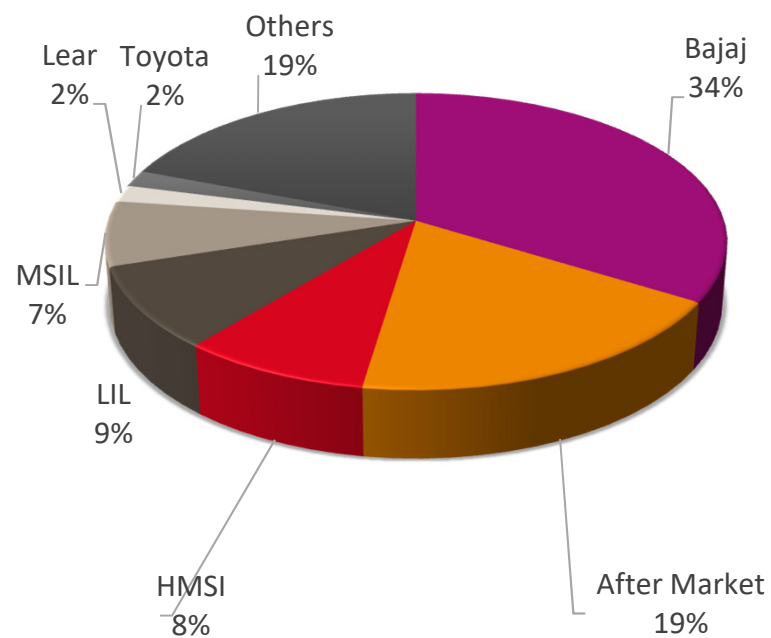
## Client wise- Revenue Q4 FY20\*



Category Q4 FY19  
(Rs. 301 Crores)



Category Q4 FY20  
(Rs. 273 Crores)



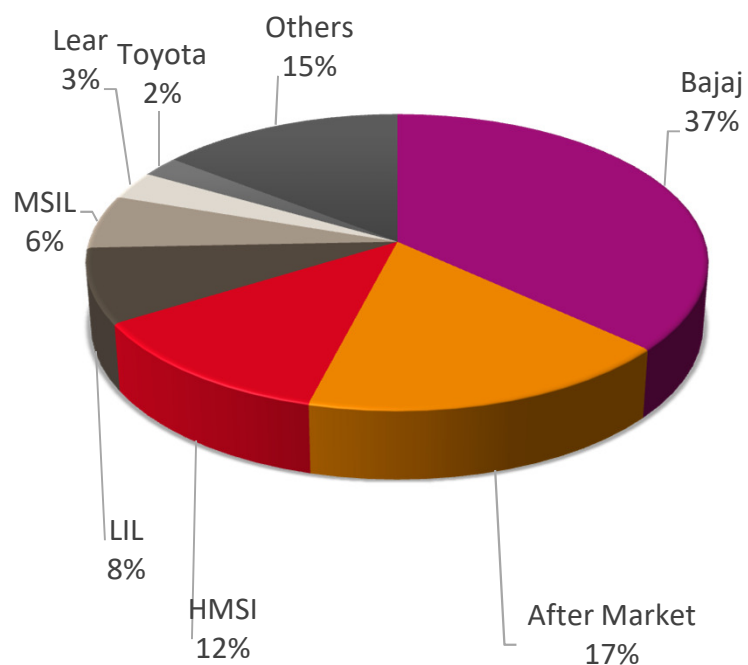
\*Performance highlights excludes Discontinued Operations of PCB business



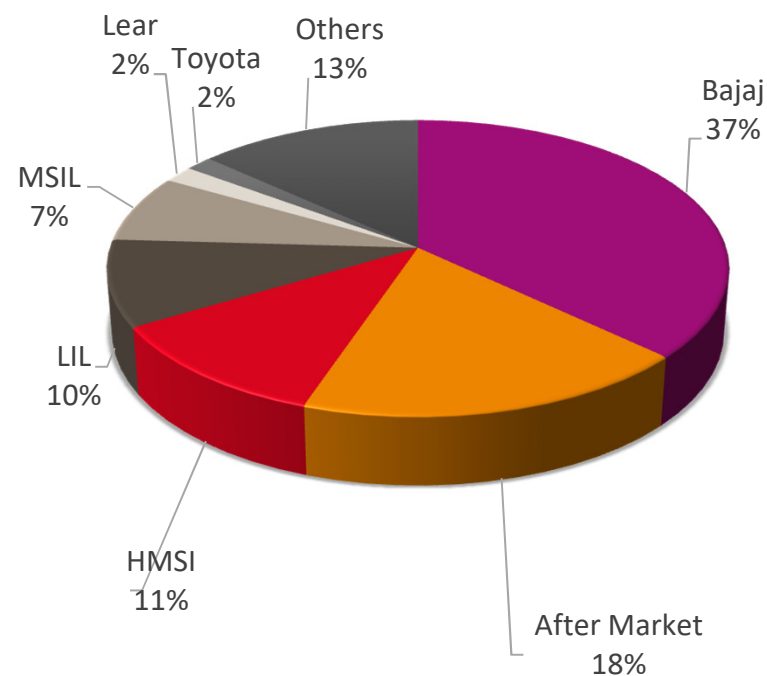
## Client wise- Revenue FY20\*



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(Rs. 1,187 Crores)



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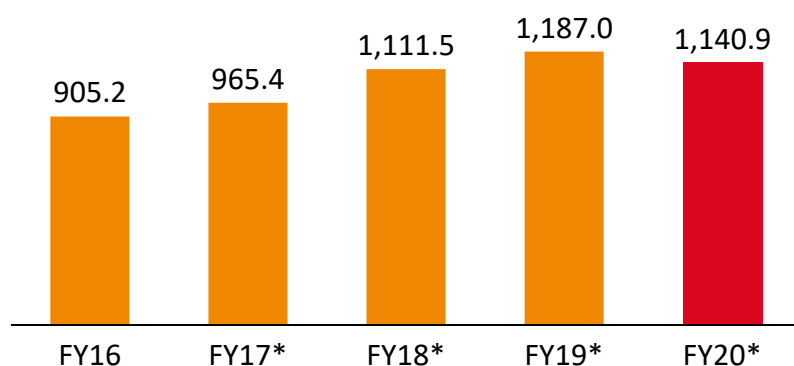


\*Performance highlights excludes Discontinued Operations of PCB business

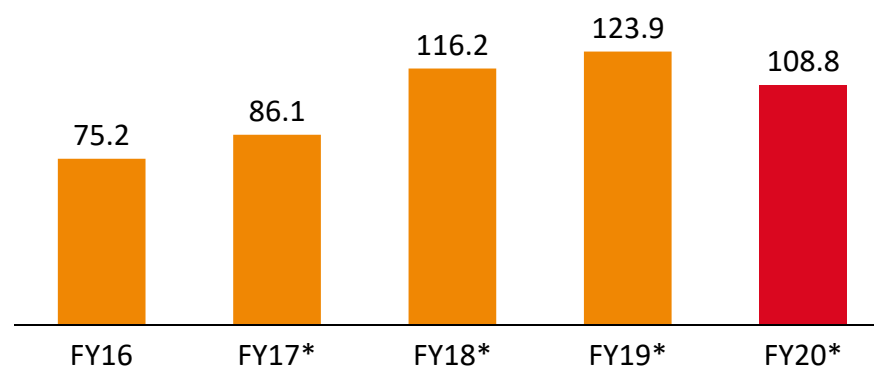
## Strong historical financial performance



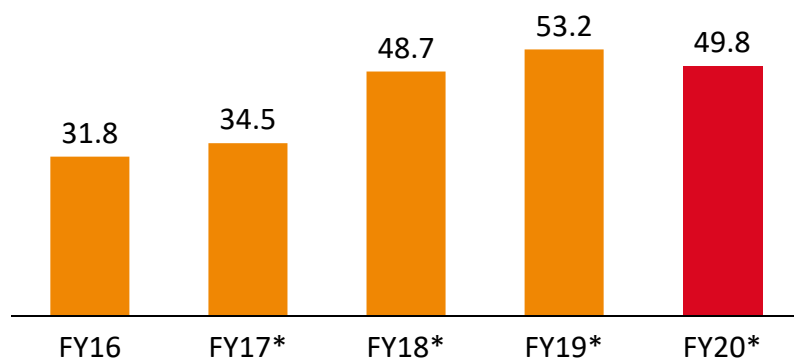
### Revenue



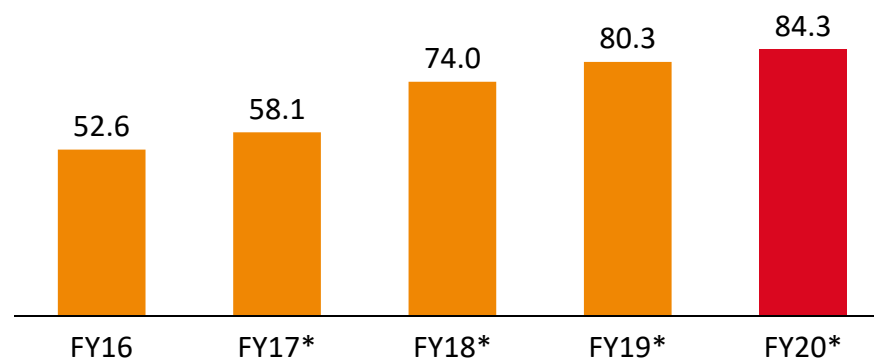
### EBITDA<sup>^</sup>



### PAT After MI



### Cash PAT



Consolidated Results

Rs. Crores

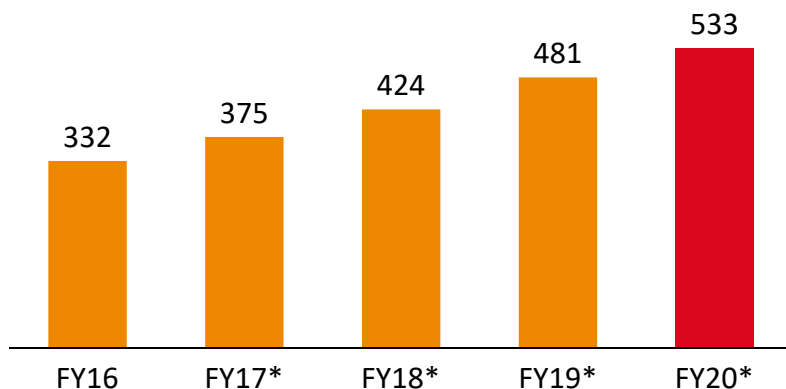
<sup>^</sup>EBITDA includes share of profits from JV's & other income

\* Financials as per IND AS

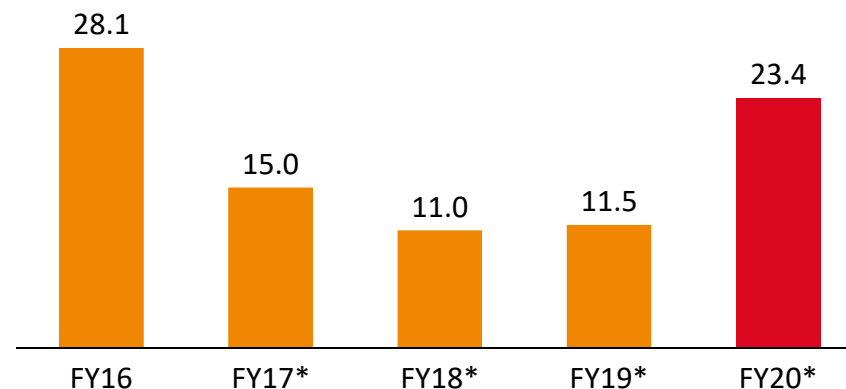
## Expansion funded through Internal Accruals



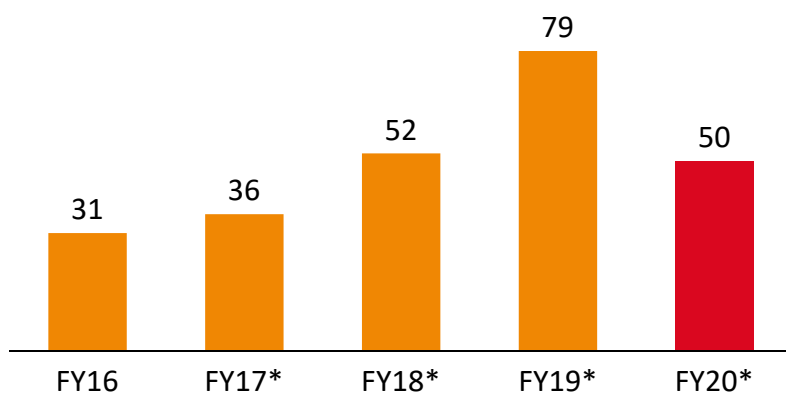
### Gross Block



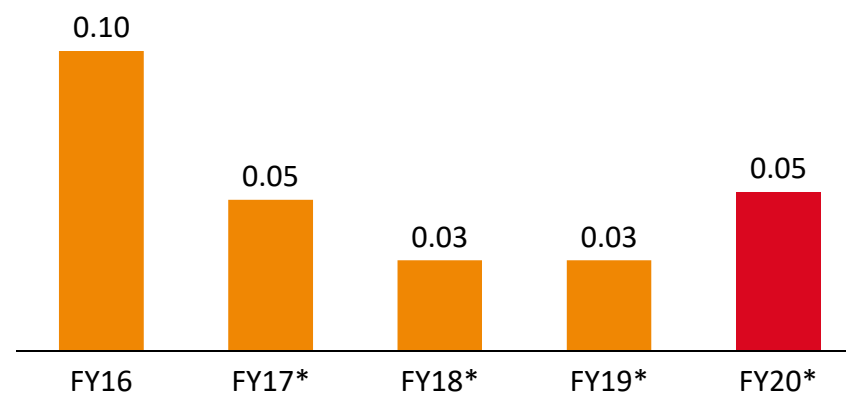
### Long Term Loan



### Capex



### Long Term Debt / Equity



Consolidated Results

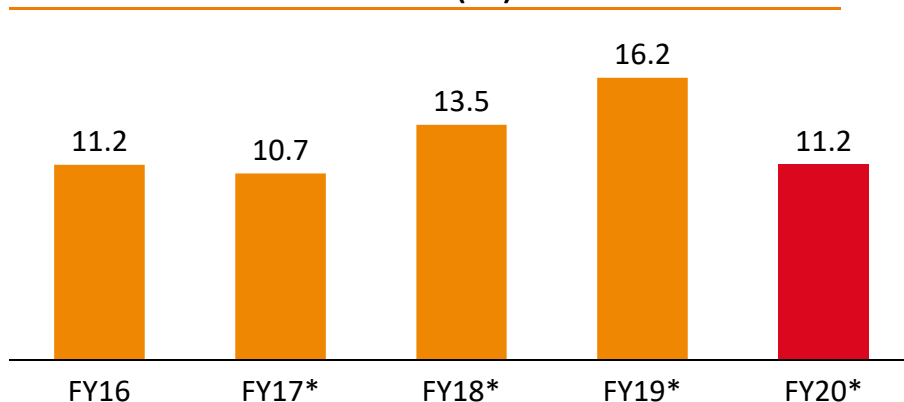
Rs. Crores

\* Financials as per IND AS

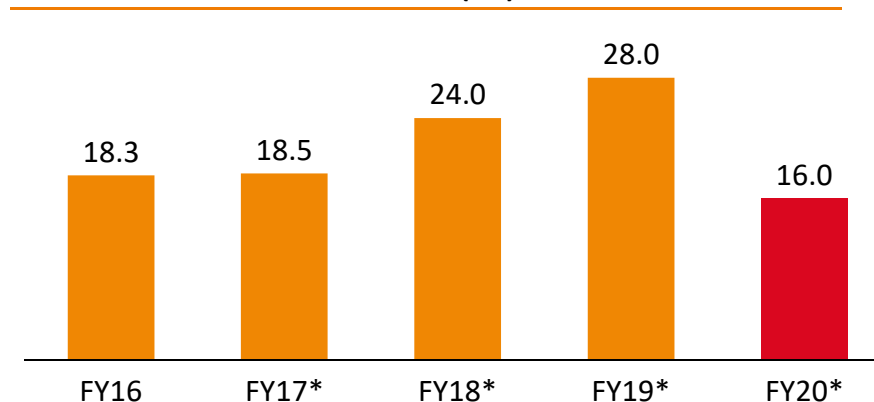
# Return Ratios



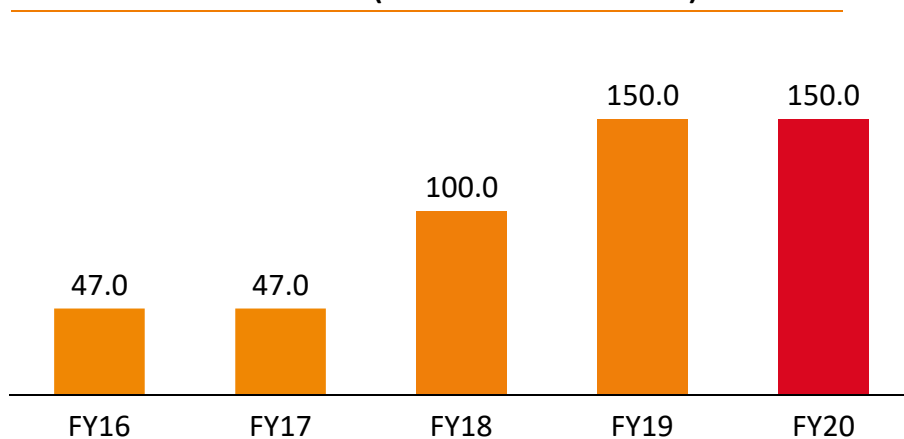
ROE (%)



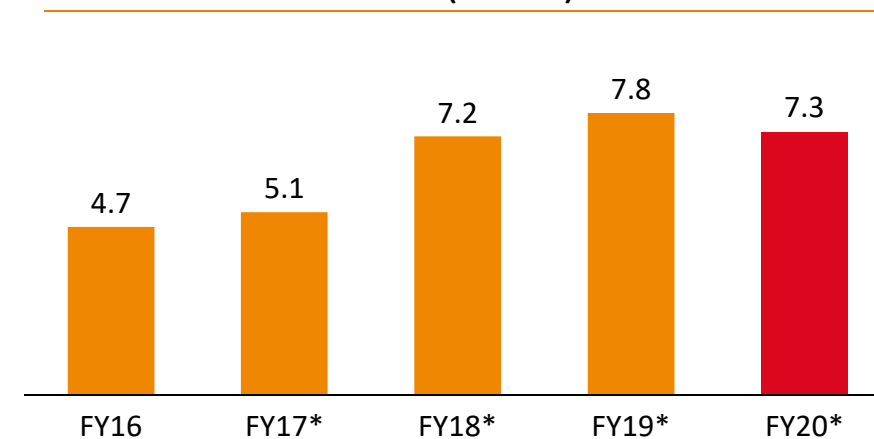
ROCE (%)



Dividend (% of Face Value)



EPS^ (in Rs.)



Consolidated Results

^ EPS on FV of Rs. 2 per share

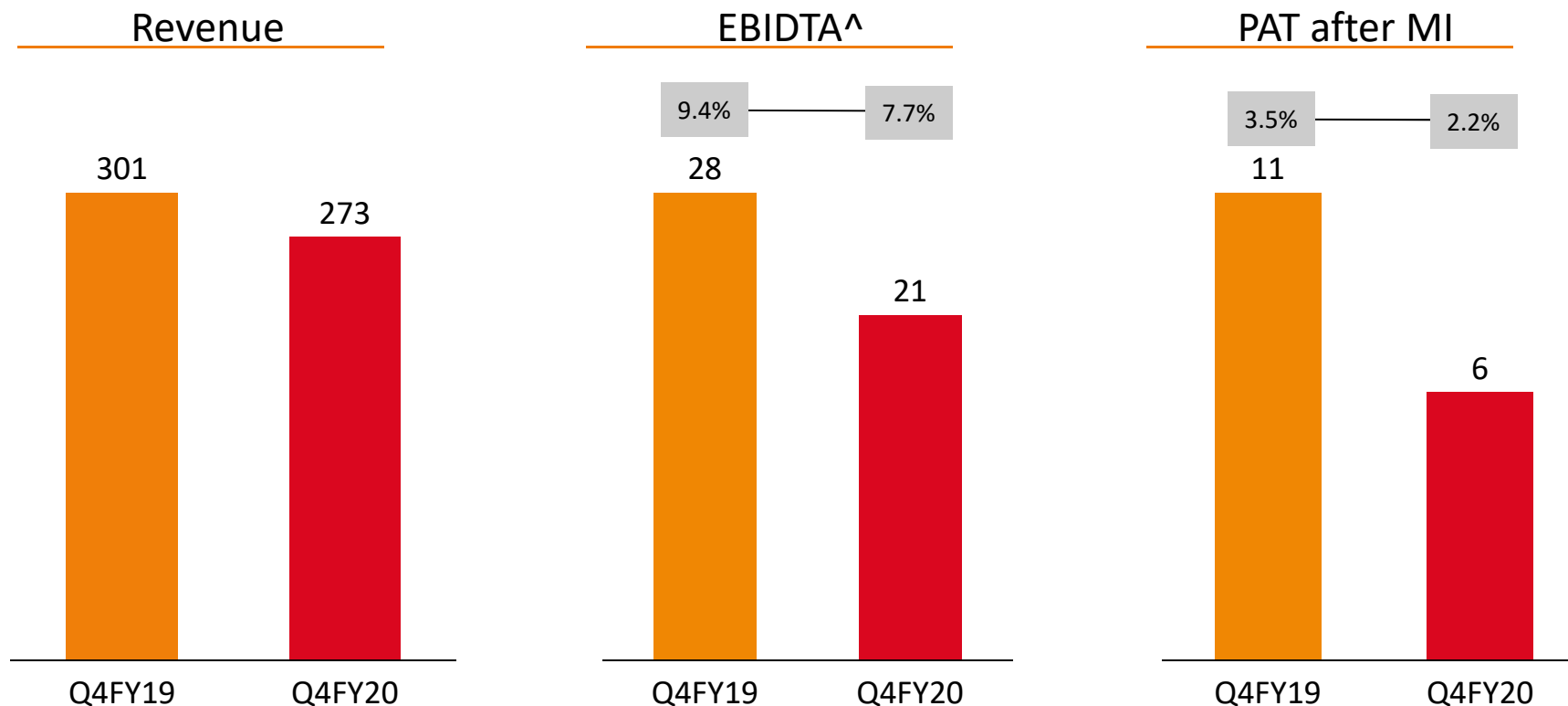
\* Financials as per IND AS

ROCE = EBIT / Capital Employed

Capital Employed = Network + Long Term Debt including Current Maturity

Network = Shareholder's Equity – OCI Reserve **42**

## Consolidated Quarterly Performance Highlights\*#



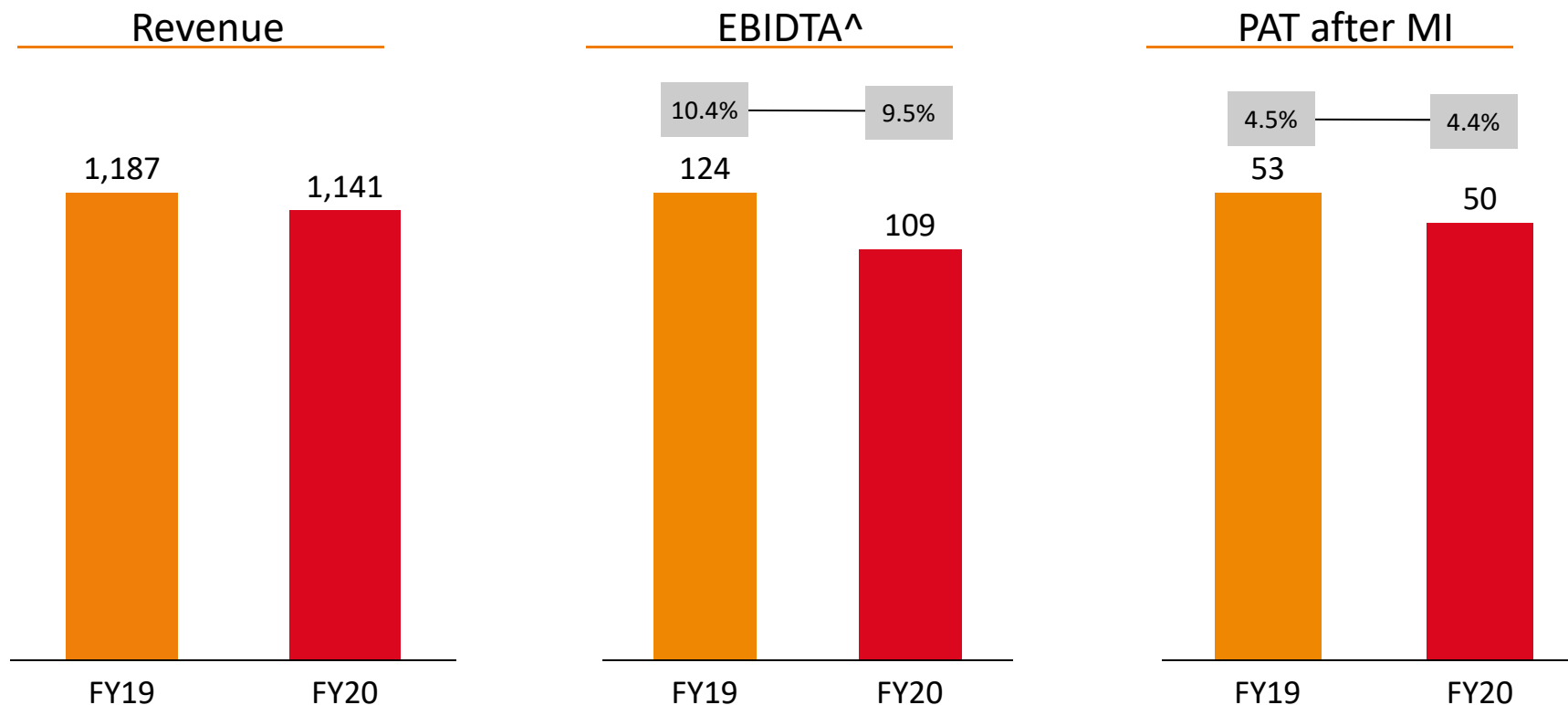
# Performance highlights excludes Discontinued Operations of PCB business

Rs. Crores

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

\* Financials as per IND AS

## Consolidated FY20 Performance Highlights\*#



# Performance highlights excludes Discontinued Operations of PCB business

Rs. Crores

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

\* Financials as per IND AS

## Consolidated P&L Statement\*#



| Particulars (Rs. in Crores)                        | Q4 FY20       | Q4 FY19       | Y-o-Y          | FY20            | FY19            | Y-o-Y          |
|--|---------------|---------------|----------------|-----------------|-----------------|----------------|
| <b>Revenue</b>                                     | <b>272.74</b> | <b>301.40</b> | <b>-9.51%</b>  | <b>1,140.91</b> | <b>1,186.98</b> | <b>-3.88%</b>  |
| Raw Material Consumption                           | 184.35        | 202.76        |                | 772.39          | 804.26          |                |
| Employee Expenses                                  | 32.01         | 30.35         |                | 134.78          | 132.29          |                |
| Other Expenses                                     | 41.75         | 42.19         |                | 142.79          | 140.26          |                |
| Other Income                                       | 6.52          | 2.40          |                | 18.10           | 13.95           |                |
| Profit of JV                                       | -0.16         | -0.05         |                | -0.30           | -0.25           |                |
| <b>EBITDA</b>                                      | <b>20.99</b>  | <b>28.46</b>  | <b>-26.24%</b> | <b>108.75</b>   | <b>123.86</b>   | <b>-12.20%</b> |
| <b>EBITDA %</b>                                    | <b>7.7%</b>   | <b>9.4%</b>   |                | <b>9.5%</b>     | <b>10.4%</b>    |                |
| Depreciation                                       | 8.28          | 7.89          |                | 34.51           | 27.07           |                |
| Finance Cost                                       | 2.42          | 1.38          |                | 9.56            | 3.18            |                |
| <b>Profit Before Tax Before Excpetional Items</b>  | <b>10.29</b>  | <b>19.19</b>  | <b>-46.40%</b> | <b>64.68</b>    | <b>93.62</b>    | <b>-30.91%</b> |
| Exceptional Item Gain/(Loss)                       | 0.00          | -0.74         |                | 0.00            | -6.03           |                |
| <b>Profit Before Tax After Excpetional Items</b>   | <b>10.29</b>  | <b>18.45</b>  | <b>-44.25%</b> | <b>64.68</b>    | <b>87.59</b>    | <b>-26.15%</b> |
| Tax  | 4.05          | 6.80          |                | 13.68           | 31.36           |                |
| <b>Profit After Tax (Before Minority Interest)</b> | <b>6.24</b>   | <b>11.65</b>  | <b>-46.49%</b> | <b>51.00</b>    | <b>56.23</b>    | <b>-9.29%</b>  |
| Minority Interest                                  | 0.16          | 1.07          |                | 1.22            | 3.00            |                |
| <b>Profit After Tax (After Minority Interest)</b>  | <b>6.07</b>   | <b>10.59</b>  | <b>-42.63%</b> | <b>49.79</b>    | <b>53.23</b>    | <b>-6.47%</b>  |
| <b>PAT Margin%</b>                                 | <b>2.2%</b>   | <b>3.5%</b>   |                | <b>4.4%</b>     | <b>4.5%</b>     |                |
| <b>EPS</b>   | <b>0.89</b>   | <b>1.55</b>   |                | <b>7.30</b>     | <b>7.81</b>     |                |

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



# Consolidated Balance Sheet\*#



| ASSETS (Rs. in Crores)                    | Mar-20        | Mar-19        |
|---|---------------|---------------|
| <b>Non-current assets</b>                 |               |               |
| Property, plant and equipment             | 307.42        | 287.20        |
| Capital work-in-progress                  | 20.74         | 22.25         |
| Investment Property                       | 18.16         | 18.73         |
| Right-to-use asset                        | 27.34         | 0.00          |
| Goodwill                                  | 0.17          | 0.17          |
| Other Intangible assets                   | 1.95          | 1.36          |
| Investment in Jointly controlled Entities | 0.75          | 0.46          |
| <b>Financial assets</b>                   |               |               |
| Investments                               | 50.14         | 101.28        |
| Loans                                     | 5.81          | 4.87          |
| Others                                    | 1.50          | 0.05          |
| Income Tax Assets                         | 3.22          | 2.74          |
| Other non-current assets                  | 16.60         | 11.20         |
| Deferred Tax Assets (net)                 | 1.00          | 1.69          |
| Assets held for Sale                      | 0.00          | 3.66          |
| <b>Sub-total - Non-Current Assets</b>     | <b>454.80</b> | <b>455.66</b> |
| <b>Current assets</b>                     |               |               |
| Inventories                               | 64.43         | 59.51         |
| <b>Financial assets</b>                   |               |               |
| Loans                                     | 0.81          | 0.95          |
| Investments                               | 11.31         | 18.51         |
| Trade receivables                         | 192.77        | 277.55        |
| Cash and cash equivalents                 | 36.96         | 26.01         |
| Bank balances other than Cash             | 66.66         | 30.48         |
| Other Financial Assets                    | 1.95          | 1.25          |
| Other current assets                      | 27.94         | 20.41         |
| Assets held for Sale                      | 3.66          | 39.99         |
| <b>Sub-total - Current Assets</b>         | <b>406.49</b> | <b>474.66</b> |
| <b>TOTAL - ASSETS</b>                     | <b>861.29</b> | <b>930.32</b> |

| EQUITY & LIABILITIES (Rs. in Crores)       | Mar-20        | Mar-19        |
|--|---------------|---------------|
| <b>Equity</b>                              |               |               |
| Equity Share capital                       | 13.63         | 13.63         |
| Non-Controlling Interest                   | 42.14         | 42.31         |
| Other equity                               | 432.53        | 466.51        |
| <b>Sub-total - Shareholders' funds</b>     | <b>488.30</b> | <b>522.46</b> |
| <b>LIABILITIES</b>                         |               |               |
| <b>Non-current liabilities</b>             |               |               |
| <b>Financial liabilities</b>               |               |               |
| Borrowings                                 | 16.76         | 8.23          |
| Provisions                                 | 5.46          | 8.06          |
| Other Non-Current Liabilities              | 21.35         | 0.00          |
| Deferred tax liabilities (net)             | 13.72         | 20.68         |
| <b>Sub-total - Non-current liabilities</b> | <b>57.30</b>  | <b>36.97</b>  |
| <b>Current liabilities</b>                 |               |               |
| <b>Financial liabilities</b>               |               |               |
| Borrowings                                 | 71.52         | 58.20         |
| Trade payables                             | 157.39        | 238.93        |
| Other financial liabilities                | 39.16         | 40.37         |
| Provisions                                 | 11.88         | 6.31          |
| Other current liabilities                  | 35.74         | 26.87         |
| Current tax liabilities                    | 0.00          | 0.22          |
| <b>Sub-total - Current liabilities</b>     | <b>315.70</b> | <b>370.89</b> |
| <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>861.29</b> | <b>930.32</b> |

\* Financials as per Ind AS

#Performance highlights excludes Discontinued Operations of PCB business **46**

## Consolidated Cash Flow Statement\*#



| Particulars (Rs in Crores)                             | FY20          | FY19          |
|--|---------------|---------------|
| <b>Profit before tax from continuing operations</b>    | <b>64.68</b>  | <b>87.59</b>  |
| <b>Profit before tax from discontinued operations</b>  | <b>9.49</b>   | <b>17.58</b>  |
| Adjustments  | 35.98         | 31.08         |
| <b>Operating profit before working capital changes</b> | <b>110.15</b> | <b>136.25</b> |
| Changes in working capital                             | -14.07        | -43.49        |
| <b>Cash generated from operations</b>                  | <b>96.08</b>  | <b>92.76</b>  |
| Direct taxes paid (net of refund)                      | -19.85        | -36.48        |
| <b>Net Cash from Operating Activities</b>              | <b>76.22</b>  | <b>56.28</b>  |
| <b>Net Cash from Investing Activities</b>              | <b>-31.93</b> | <b>-89.13</b> |
| <b>Net Cash from Financing Activities</b>              | <b>-33.34</b> | <b>36.51</b>  |
| <b>Net Change in cash and cash equivalents</b>         | <b>10.95</b>  | <b>3.67</b>   |
| Opening Cash Balance                                   | 26.01         | 22.34         |
| <b>Closing Cash Balance</b>                            | <b>36.96</b>  | <b>26.01</b>  |

\* Financials as per Ind AS

#Performance highlights excludes Discontinued Operations of PCB business **47**



## Awards & Recognitions





Lumax Auto Technologies Limited, Pantnagar won the Silver Award in Excellence in HSE (Health, Safety and Environment) - Very Large Category at ACMA Technology Summit & Awards in November, 2019.



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





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

## Awards & Recognition



Lumax Mannoh Allied Technologies Limited, Manesar bagged Silver Award at ICQCC 2019 held at Tokyo, Japan in September, 2019. A total of 368 teams from 13 countries participated in the global Quality Control Circles competition.



## Awards & Recognition



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



Lumax Mannoh Allied Technologies Limited awarded for Improvement in Quality Performance by Maruti Suzuki India Limited in May, 2019

## Awards & Recognition



Lumax Cornaglia Auto Technologies Pvt. Ltd. was awarded the Silver Award in Manufacturing Excellence (Medium Category) and Lumax Auto Technologies Limited , Pantnagar was awarded the Silver Award in Manufacturing Excellence (Large Category) by ACMA in 2019





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

## Awards & Recognition



Award for Excellence in Consistent TPM Commitment

## Awards & Recognition



Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for the past fiscal year.

## State-of-the-Art Manufacturing Facilities

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## 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:**

**Company:**

**Investor Relations Advisors:**



**Lumax Auto Technologies Limited**

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