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LUMAX AUTO TECHNOLOGIES LIMITED

Q3 & 9MFY19 Consolidated Results

9M FY19 Consolidated Performance

- Revenue (Net of taxes) up by 31% YoY to Rs. 1,021 Cr
- EBITDA grew by 37% YoY to Rs. 113 Cr; Margin at 11.1%
- PBT (before exceptional items) grew by 44% YoY to Rs. 90 Cr; Margin at 8.8%
- PAT (after MI) grew by 51% YoY to Rs. 54 Cr; Margin at 5.3%

Gurugram – 9th February 2019: Lumax Auto Technologies Ltd., a leading full-service provider in Automotive Components Industry, announced its unaudited Financial Results for the Quarter and Nine Month ended December 31st, 2018. The Financial Results has been prepared as per Ind-AS.

Key Consolidated Financial Highlights are as follows:

Lumax Auto Technologies Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q3 FY18	Q3 FY19	YoY%	9M FY18	9M FY19	YoY%
Revenue (Net of Excise Duty)	277	320	15%	780	1,021	31%
EBITDA*	30	36	22%	83	113	37%
Margin (%)	10.7%	11.3%	+60 bps	10.6%	11.1%	+50 bps
PBT (before exceptional items)	23	28	22%	62	90	44%
Margin (%)	8.2%	8.7%	+50 bps	8.0%	8.8%	+80 bps
PBT (after exceptional items)	23	28	22%	62	84	36%
Margin (%)	8.2%	8.7%	+50 bps	8.0%	8.3%	+30 bps
PAT (after MI)	13	17	33%	36	54	51%
Margin (%)	4.7%	5.4%		4.6%	5.3%	
EPS	1.91	2.55	33%	5.21	7.87	51%

* includes other Income and share of profit or loss from the JV's.

- The consolidated revenue stood at Rs. 1,021 Cr for 9M FY19 as against Rs. 780 Cr in 9M FY18 up by 31% YOY led by strong volume growth from the OEM's and supported by growth in aftermarket.
- EBITDA margin for Q3 FY19 has increased by 60 basis points to 11.3% against 10.7% in last year, largely on account of better operating efficiencies, implementation of bill to ship concept by Bajaj Auto and improved performance of the JV's / aftermarket.
- EBITDA margin for 9MFY19 stands at 11.1% as against 10.6% in 9MFY18.

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- The Profit after Tax and Minority Interest stood at Rs. 54 Cr in 9M FY19 as against 36 Cr in 9M FY18.
- EPS stands at Rs. 7.87 per share for 9M FY19 as compared to Rs. 5.21 in 9M FY18.

Business & Customer Update:

The Company has made following new launches during the quarter: -

Category	Customer Name	Model	Product
Passenger Vehicle	TACO Magna	Harrier	Seat Frames
	Nissan Motors	Kicks	Gear Shift Knob
	Maruti Suzuki	Wagon R (New)	Gear Shift Lever & Knob
	Maruti Suzuki	Ertiga (New)	Gear Shift Lever – MT & AT
Commercial Vehicle	Volvo Eicher	Pro 6041	Gear Shift Lever
		Pro 6031	Gear Shift Lever

During the quarter, the Company's Board of Directors has approved the merger of Lumax DK Auto Industries Ltd., a wholly owned subsidiary Company with your Company. On approval of the scheme by the Jurisdictional Hon'ble Company Law Tribunal, it will be effective from April 1, 2018.

Awards:

- The Pantnagar plant of the subsidiary Company Lumax DK Auto Industries Ltd. won "Excellence in Manufacturing" in ACMA awards held in Pune on January 29th & 30th, 2019.
- The subsidiary Company Lumax Cornaglia Auto Technologies Ltd. won silver award in "Manufacturing Excellence" in ACMA awards held in Pune on January 29th & 30th, 2019.

Commenting on the results Mr. Anmol Jain, MD, Lumax Auto Technologies said "All the major OEM's have reported a mixed growth due to multiple concerns like mismatch of festive season, variation in fuel price, new insurance norms, tighter liquidity, higher interest cost, moderate economic activity etc. leading to passive sentiments among the consumers. There were price hikes as well as discounts strategy during the festive seasons but unable to make greater impact on the end customer behavior.

Despite soft performance by the industry, we are delighted to report a healthy growth of 31% YoY basis for the 9MFY19 on back of continued progress in every quarter. Our operational efficiencies have been enhanced over the past few quarters led by multiple cost control programmes. Our diverse product mix,

Investor Release

strong brand recall and long-lasting relationship with our customer has been our forte behind our success. We foresee our team will continue to outperform industry in coming quarters.”

About Lumax Auto Technologies Limited:

Lumax Auto Technologies Ltd. through its wholly owned subsidiaries and joint ventures, has been a manufacturer of wide range of products (Lighting Module, Frame Chassis, Integrated Plastic Modules, Gear Shift Lever, Intake systems, Seat Frames, etc). We are market leaders in Design, Testing and Manufacturing Gear Shift levers in India. The Company has a robust pan-India distribution network with 14 manufacturing plants across India in all major Auto clusters.

Our key customers include Bajaj Auto, Honda Motorcycles and Scooters, Maruti Suzuki, Honda Cars, Toyota, Daimler, V.E Commercial Vehicles and Tata Motors. For more information about the Group and its businesses, please visit our website <http://www.lumaxautotech.com/>

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further details please contact:

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