

LATL:CS:IP:2025-26

Date: May 30, 2025

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 : 532796	Symbol: LUMAXTECH

Subject: Investor Presentation for the 4th Quarter and year ended March 31, 2025.

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4th Quarter and year ended March 31, 2025.

The same shall also be made available on the website of the Company at <https://www.lumaxworld.in/lumaxautotech/index.html>

This is for your information and records.

Thanking you,

For **Lumax Auto Technologies Limited**

Pankaj Mahendru
Company Secretary & Compliance Officer
ICSI Membership No. A28161

Encl: As stated Above



Lumax Auto Technologies Limited

Q4 & FY25 Investor Presentation



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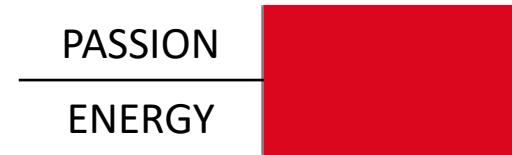
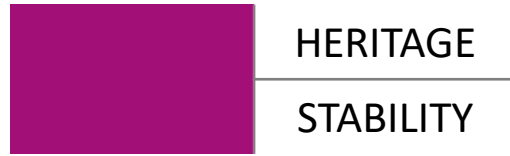


Lumax Group

A Legacy of Innovation, A Future of Transformation

8 Decade of Group Legacy
2 Decade of Lumax Auto Technologies

A New Era



- Amalgamation of our eight decade legacy & our eternal existence
 - Seamless and smooth transition over three generations
 - Shows the lineage of our Brand's ethos across each era

8 Decades of Lumax Group



Built by passion, relationships, and resilience

1945-1955

Founded 'Globe Auto Industries' as a trading partnership firm

1955-1975

Set-up dedicated unit for Automotive Lighting Equipment in Delhi- NCR and Maharashtra

1975-1985

Lumax Industries Pvt Limited established from Globe Auto Industries

TA signed with Stanley, Japan for Lighting Equipment



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

1995-2005

Lumax Auto Electricals was renamed to Lumax Auto Technologies Limited

1985-1995

Lumax Industries lists on Stock exchanges
Lumax industries formed JV with SL Corporation Korea.

2005-2015

Listed Lumax Auto Technologies Limited on stock exchanges
Formed JV with Cornaglia, Italy; & Mannoh Industrial, Japan



2015-2023

Formed JV with FAE Spain; Ituran – Israel
JOPP, Germany; Yokowo- Japan; Alps Alpine- Japan



2023-2025

Acquisition of 100% stake in IAC India and 60% stake in Greenfuel Energy Solutions



20 Years of Lumax Auto Technologies - The Journey This Far

(growth through partnerships, product diversification & strategic acquisitions)



Metric	2005	2025
Revenue	Rs. 100 Cr	Rs. 3,637 Cr
Product Lines	1 - Lighting	Diverse – 13+ Advanced plastics, Interior Solutions, Metallics, Lighting, Aftermarket, Sensors, Electronics, Telematics & alternate fuels
Manufacturing Plants	1	30 facilities Pan-India
Engineering Strength	<10 Reverse engineering & Built to print	>500 Innovation & IPR focused
Strategic JVs/Alliances	NIL	9 Global JVs/Alliance
Sector Focus	2W only	Healthy mix of PC/ 2W/ CV

EV Agnostic Product Portfolio

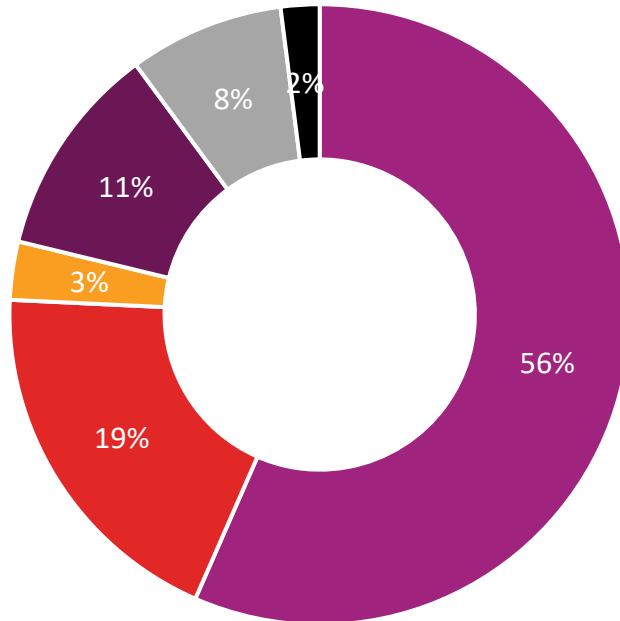


Segment	Product Categories	Products Lines	ICE	EV	Content per Vehicle (Rs.)
4W	Advance Plastics	Cockpits & Consoles	✓	✓	70K – 75K 5X Growth Last 5 years
		Headliners	✓	✓	
		Door Panels	✓	✓	
		Trims	✓	✓	
		Louvers	✓	✓	
		Air Intake Systems	✓	X	
		Tanks	✓	✓	
	Mechatronics	Power window switch	✓	✓	
		Telematics Control Unit	✓	✓	
		Antennas	✓	✓	
	Structures & Control Systems	Gear Shifters	✓	✓	
		Control Housing	✓	✓	
		Monostable E-shifters	✓	✓	
		Smart Actuator	✓	✓	
Shift Tower		✓	✓		
Alternate Fuels	Seating Structures	✓	✓		
	CNG delivery System		NA		
2W	Advance Plastics	Lamps	✓	✓	15K – 18K 4X Growth Last 5 years
		Fenders	✓	✓	
	Mechatronics	O2 Sensors, TPS & IVI	✓	✓	
		Frames	✓	✓	
	Structures & Control Systems	Swing Arms	✓	✓	

Powered By Diversification Across Products, Customers And Vehicle Segments

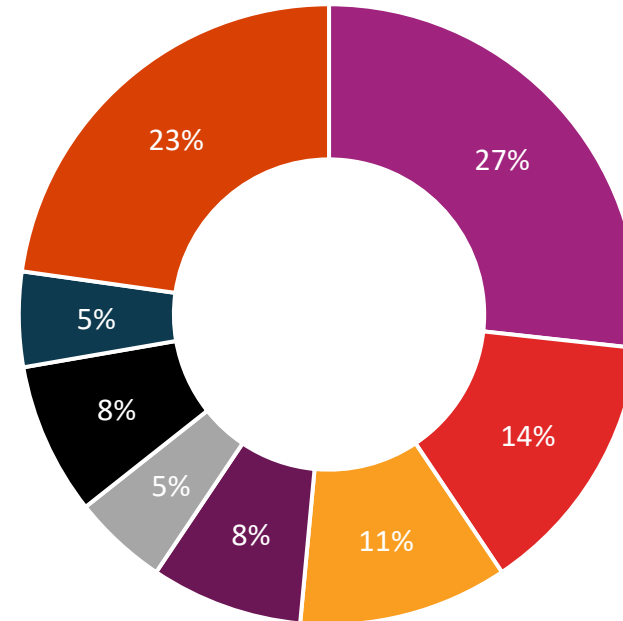


Product Wise Revenue (FY25)



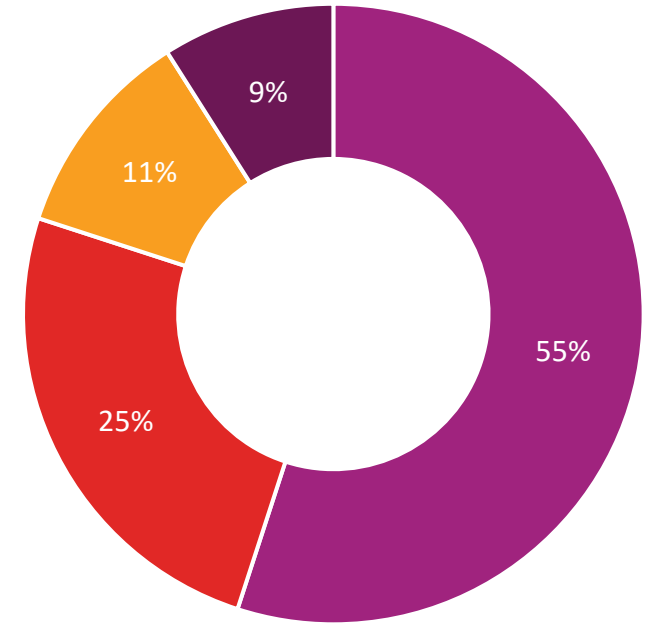
- Advance Plastics
- Mechatronics
- Alternate Fuels
- Structures & Control Systems
- Aftermarket
- Others

Customer Wise Revenue (FY25)



- M&M
- MSIL
- TATA
- Bajaj
- HMSI
- Others (Misc)
- After Market
- LIL

Segment Wise Revenue (FY25)

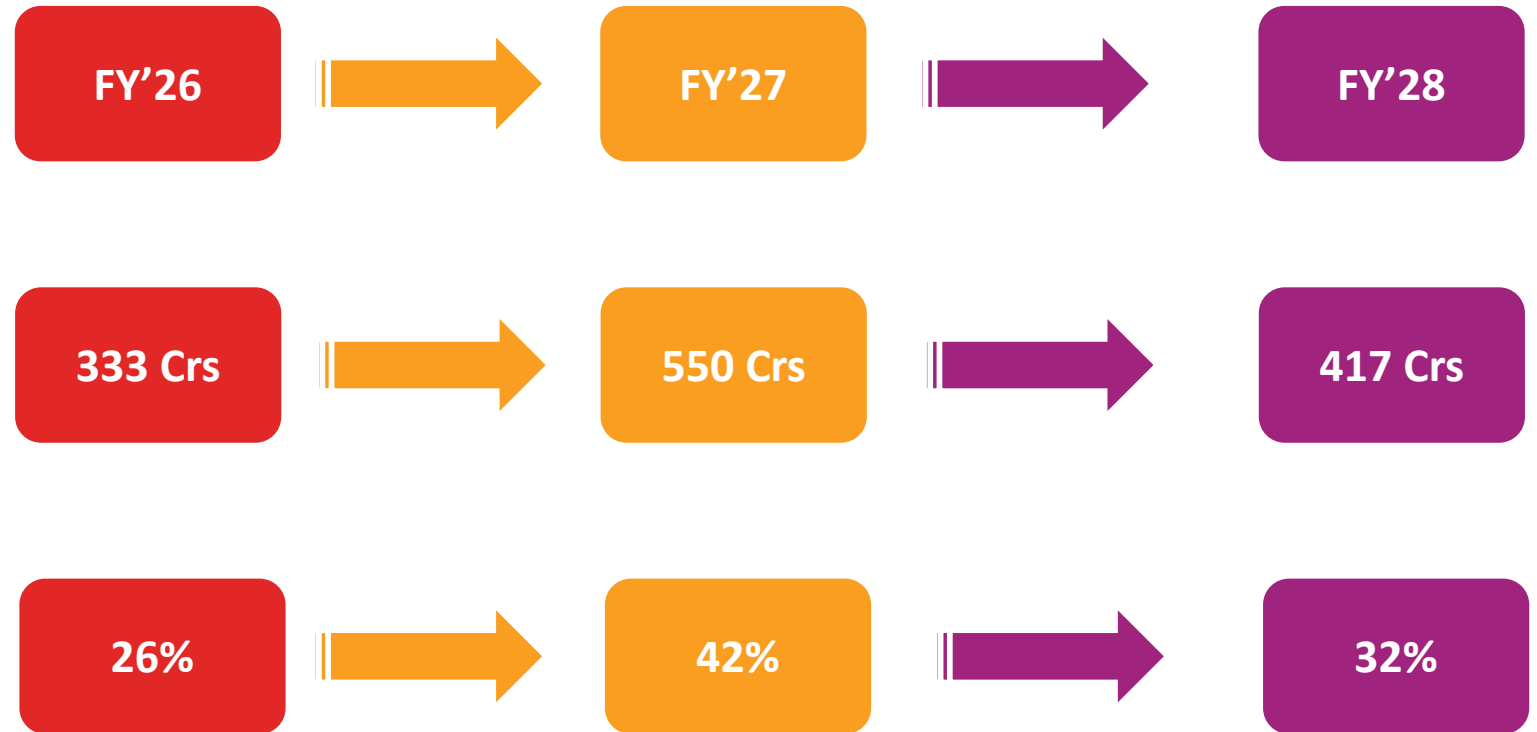
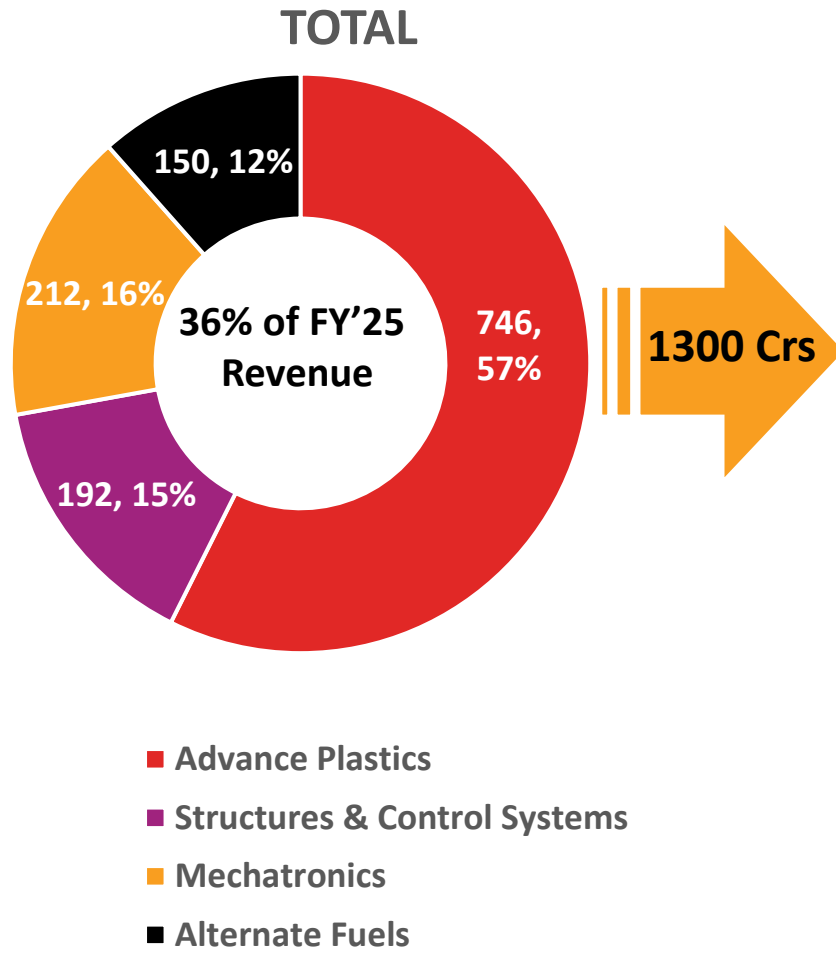


- PV
- 2/3W
- After Market
- CV

Growth strategies

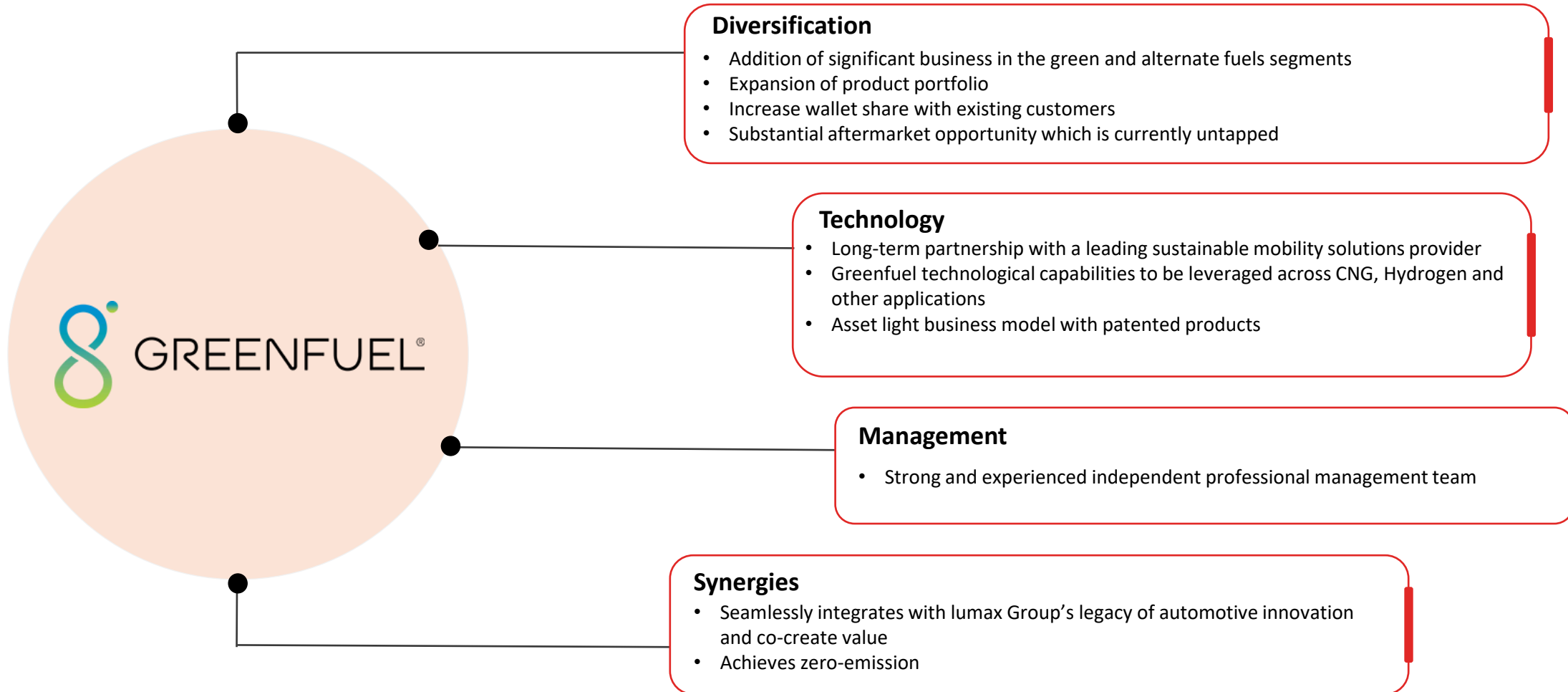
- **Innovation-Led Growth**
Driving scale through R&D investments, new product development in future mobility, clean mobility, sensors and mechatronics
- **Strategic JVs & Acquisitions**
Accelerating capabilities and market access via targeted partnerships.

Order Pipeline Timeline



The order book is set to progress in stages achieving full completion by FY28.

Acquisition of Greenfuel to unlock Diverse Growth Opportunities



Diversification

- Addition of significant business in the green and alternate fuels segments
- Expansion of product portfolio
- Increase wallet share with existing customers
- Substantial aftermarket opportunity which is currently untapped

Technology

- Long-term partnership with a leading sustainable mobility solutions provider
- Greenfuel technological capabilities to be leveraged across CNG, Hydrogen and other applications
- Asset light business model with patented products

Management

- Strong and experienced independent professional management team

Synergies

- Seamlessly integrates with lumax Group's legacy of automotive innovation and co-create value
- Achieves zero-emission

Greenfuel is the industry leader in **Alternate Fuel Systems** to key automotive OEMs in India

Acquisition Of IAC India To Unlock Financial Leverages



100% acquisitions completed at an effective EV/EBITDA multiple of 6x; EBITDA CAGR of 50%+ since initial 75% acquisition

	75% acquisition in March 2023	25% acquisition in May 2025
TTM EBITDA	Rs 90 Cr	Rs 211 Cr
EV	Rs 587 Cr	Rs 1,010 Cr
EV/EBITDA	6.5x	4.8x

IAC India intend to be merged into LATL* - will have positive impact on standalone financial metrics and create additional dry powder for future acquisitions

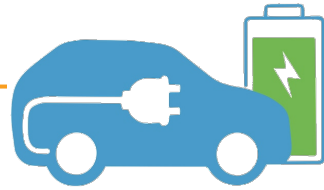
Based on FY25 audited results

	As-is basis	Post-IAC merger
EBITDA	Rs 165 Cr	Rs 375 Cr
PAT	Rs 74 Cr	Rs 163 Cr
FCF	Rs 139 Cr	Rs 225 Cr
ROCE	18%	19.3%
Debt/EBITDA**	1.21	1.09

* Subject to necessary board and shareholder approvals; ** Based on long term debt (WCL excluded)

The Case for Transformation – Driven by rapid industry shifts

KEY TRENDS



Future Mobility

- Shift from ICE to EVs accelerating globally
- Emphasis on clean mobility in India, driving growth in alternate fuel segment
- Demand for advanced solutions in lightweighting and electronics

Smart Connected Vehicles

- Surge in demand for ADAS, connected vehicles, smart electronics and other software driven upgrades
- OEMs focusing on premiumization



Focus on Sustainability

- Carbon Neutral manufacturing
- Carbon Neutral Supply chain
- Water Neutral

Lumax Auto Technologies

Next Mid-term Plan

(FY26 – FY31)

THE WAY FORWARD

What got us here will not take us there !

Our NorthStar : 20.20.20.20
(A Four Fold Strategy)



20%

CAGR (minimum) in Revenue



20+%

Future & Clean Mobility

20+%

ROCE – Capital Efficiency

20%

Vision for EBITDA Margin

Theme for next Mid term Plan (FY26-FY31)

BRIDGE: Bold Roadmap Integrating Diverse Growth Engines *(Transforming from a Tier-1 to Tier-0.5 system integrator)*



Aftermarket Overhaul

Pivoting to **demand-led growth** for deeper customer engagement and new revenue streams.

Foray into Body Control Modules (BCMs)

Expanding into high-value vehicle electronics to boost OEM integration.

New CTO & Launch of 'SHIFT' (SDV Arm) – Smart Hub for Innovation & Future Trends

Strengthening digital edge with a dedicated Software-Defined Vehicle vertical.
Develop EV & clean mobility specific solutions.

100% IAC Takeover

To boost free cash, better leverage for future inorganic steps.

Higher Content per Vehicle & JV Wallet Share

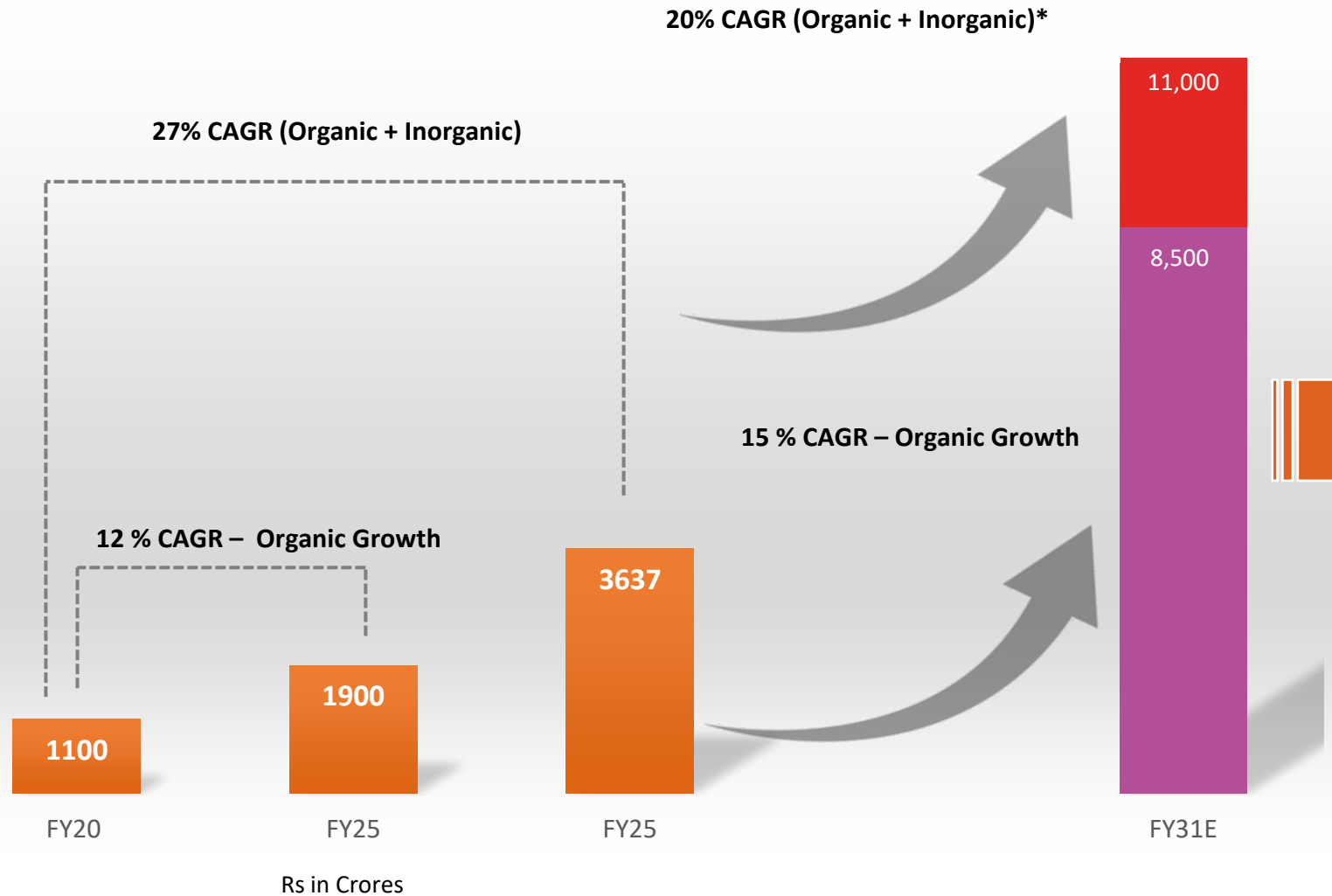
Driving margin expansion through deeper OEM penetration.

Accelerating ESG: Inclusion, Renewables, Sustainability

Fast-tracking green energy adoption and inclusive growth.

Minimum 20% Revenue CAGR

From Past Growth to Future Target

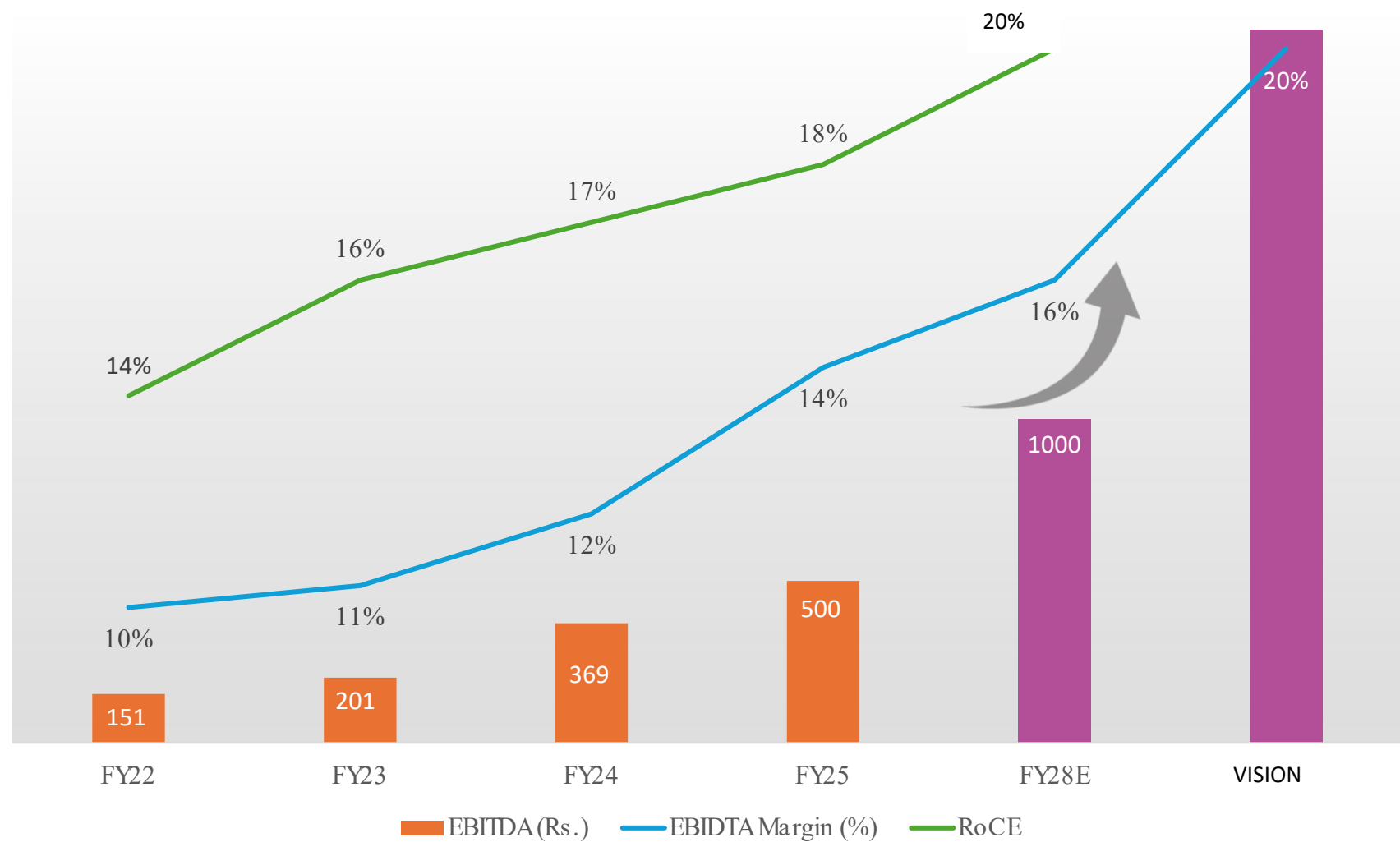


Accelerated Growth From:

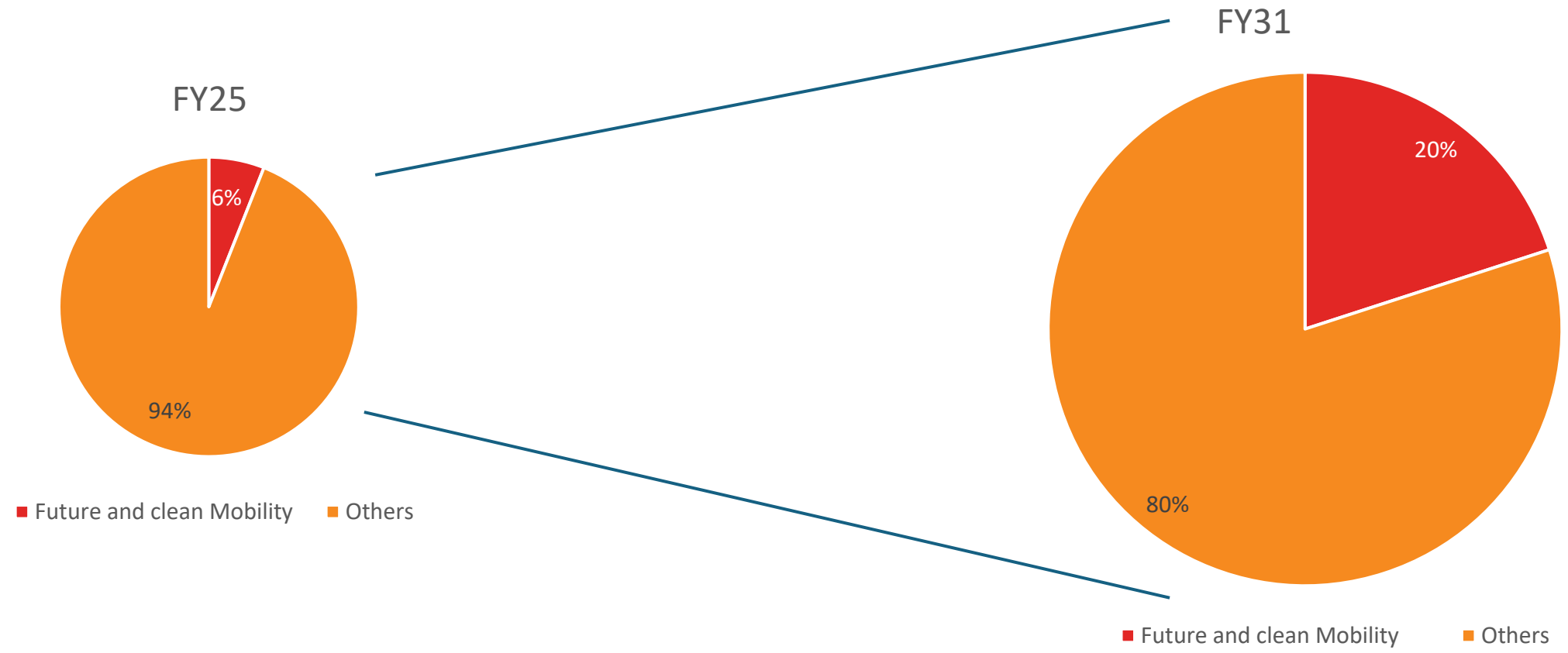
- *New Product Segments In Clean And Future Mobility*
- *Software Driven Solutions for ADAS & Connected vehicles*
- *Trends in Premiumization & Light weighting*
- *Future Acquisitions*

20% EBITDA Margin & ROCE

Profitability & value creation



20+% from Future & Clean Mobility Shift Towards Future Mobility




Focus on BEVs, Clean Energy, Electronification


Q4 & FY25

Operational & Financial Performance

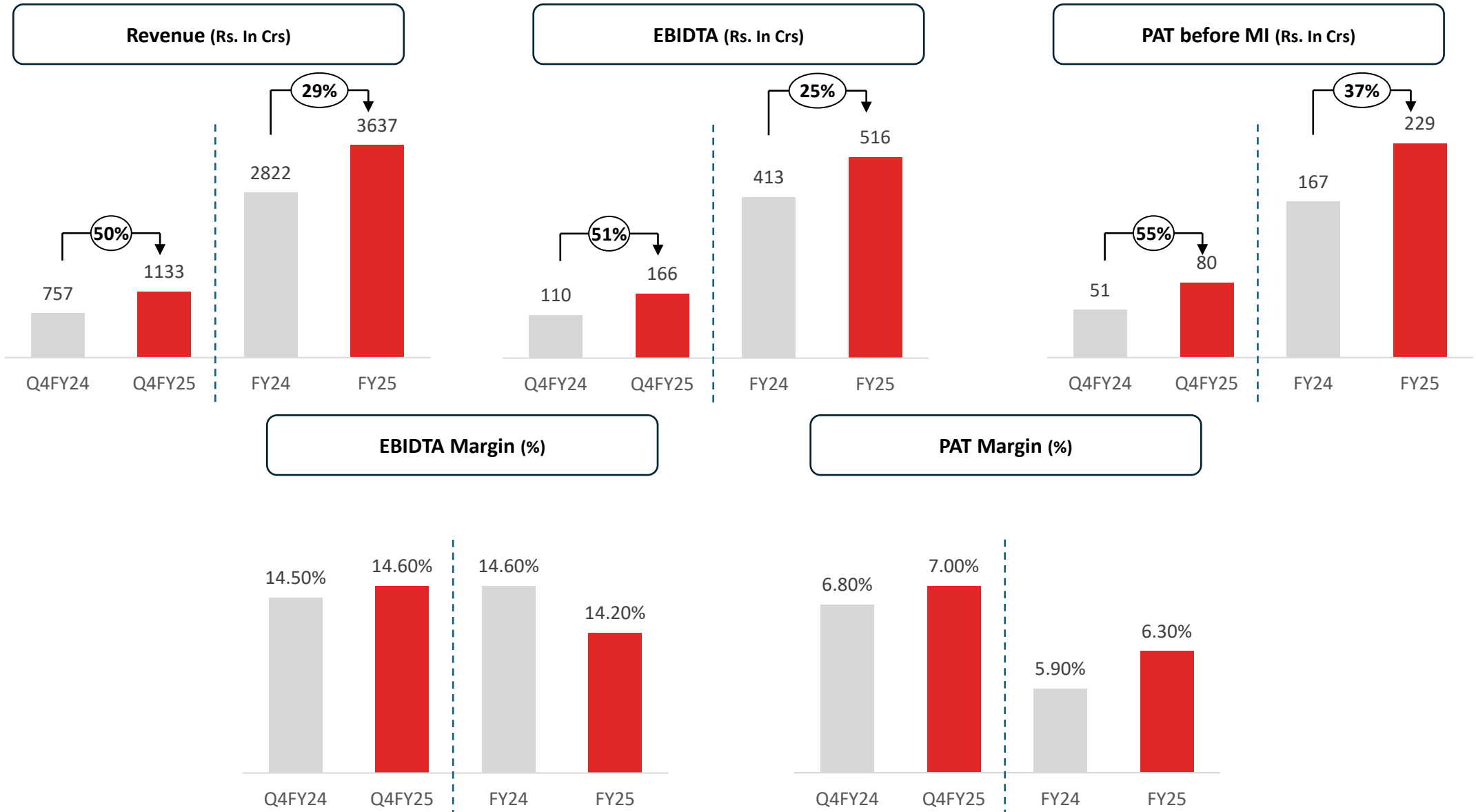
Q4 & FY25 HIGHLIGHTS (Consolidated)



 REVENUE
<ul style="list-style-type: none"> ○ First time crossing landmark of Rs. 1,000 cr in a single quarter; QIV closed at Rs. 1,133 cr ○ Full year closed at Rs. 3,637 cr; Historic high; growth of 29% YoY
<ul style="list-style-type: none"> ○ Standalone OEM grew by 7% & 13% YoY for QIV & 12M respectively
<ul style="list-style-type: none"> ○ Aftermarket business grew by 10% in QIV over LY; first-time double-digit growth this year; Full year growth at 5%
<ul style="list-style-type: none"> ○ Subsidiaries like to like growth (excl GFE & LAL) was at 28% for the full year ○ IAC & new subsidiaries (Mechatronics) leading the growth
<ul style="list-style-type: none"> ○ Consolidated (like to like) at Rs. 3,350 cr; growth of 20% ○ Considering LAL Rs. 178 cr (12 months) & GFE Rs. 110 cr (4 months), revenue closed at Rs. 3,637 cr; growth of 29% YoY

 PROFITABILITY & RETURN METRICS
<ul style="list-style-type: none"> ○ EBITDA: First time breaching Rs. 500 cr mark for full year ₹ 516 cr @14.2%
<ul style="list-style-type: none"> ○ PBT: First time breaching Rs. 300 cr mark for full year Rs. 309 cr @8.5%
<ul style="list-style-type: none"> ○ Free Cash: Rs. 322 cr ○ Debt: Long term (gross) = Rs. 458 cr; Net = Rs. 136 cr ○ Capex: As per earlier guidance, Rs. 177 cr (incl Land of Rs. 30 cr)
OTHER UPDATES
<ul style="list-style-type: none"> ○ Purchase of 25% equity of IAC India; becomes the 100% subsidiary of LATL; intend to go for merger
<ul style="list-style-type: none"> ○ Multiple awards at M&M, MSIL & HMSI vendor conference
<ul style="list-style-type: none"> ○ IAC India inaugurates new plants at Chakan for BEV models BE6 & XEV9e of M&M

Q4 & FY25 – Financial Snapshot



Consolidated Profit & Loss Statement



Particulars (Rs. in Crores.)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue	1,132.9	757.4	49.6%	905.6	25.1%	3,636.7	2,821.7	28.9%
Raw Material Consumption	735.6	499.2		587.1		2,345.1	1,802.7	
Employee Expenses	134.5	90.9		120.1		476.4	362.2	
Other Expenses	106.2	75.4		80.5		350.4	288.7	
Other Income	9.3	17.9		8.9		51.0	45.0	
EBITDA	165.9	109.7	51.2%	126.8	30.8%	515.8	413.1	24.9%
EBITDA %	14.6%	14.5%		14.0%		14.2%	14.6%	
Depreciation	37.1	28.9		32.7		128.6	118.0	
Finance Cost	21.2	19.0		19.8		79.0	68.4	
Profit Before Tax	107.6	61.8	74.1%	74.3	44.9%	308.2	226.7	35.9%
Tax	27.9	10.5		18.2		79.0	59.8	
Profit After Tax (Before Minority Interest)	79.7	51.3	55.2%	56.0	42.2%	229.2	167.0	37.3%
PAT Margin%	7.0%	6.8%		6.2%		6.3%	5.9%	
EPS (In INR)	8.57	6.49		6.58		26.08	19.1	

Balance Sheet



ASSETS (Rs. in Crore)	FY25	FY24
Non-current assets		
Property, Plant and Equipment	682.4	575.5
Right-of-use assets	124.2	124.1
Capital work in progress	69.2	35.8
Intangible assets	310.9	197.8
Investment properties	22.3	22.9
Goodwill	175.7	93.7
Financial Assets		
Investments	198.3	154.6
Loans	0.6	0.6
Other financial assets	23.9	30.0
Deferred tax assets (net)	3.9	2.4
Non-current tax assets (net)	16.1	13.6
Other non-current assets	16.0	30.1
Total non-current assets (A)	1,643.5	1,281.0
Current assets		
Inventories	366.5	248.8
Financial assets		
Investments	191.4	250.0
Trade receivables	792.4	578.1
Cash and cash equivalents	72.2	51.0
Other bank balances	7.5	24.1
Loans	1.7	1.2
Other financial assets	22.0	53.1
Other current assets	140.8	104.1
Total current assets (B)	1,594.4	1,310.5
Assets held for sale (C)	1.2	-
Total Assets (A+B+C)	3,239.1	2,591.5

EQUITY AND LIABILITIES	FY25	FY24
Equity share capital	13.6	13.6
Other equity	921.0	776.0
Equity attributable to equity holders of the parent (A)	934.7	789.6
Non-controlling interest (B)	358.5	223.7
Total Equity (A+B)		
LIABILITIES	1,293.2	1,013.3
Non-current liabilities		
Financial liabilities		
Borrowings	341.5	321.7
Lease liability	109.4	110.9
Provisions	3.0	2.7
Deferred tax liabilities (net)	63.5	27.8
Provisions - employee benefit obligations	8.2	4.9
Total non-current liabilities (C)	525.6	467.9
Current liabilities		
Financial liabilities		
Borrowings	426.9	358.6
Lease liability	24.4	18.8
Trade payables		
- total outstanding dues of micro and small enterprises	68.0	52.7
- total outstanding dues of other than micro and small enterprises	617.9	433.1
Other financial liabilities	94.2	61.3
Provisions - employee benefit obligations	34.9	27.0
Current tax liabilities (net)	7.7	0.2
Other current liabilities	146.5	158.5
Total current liabilities (D)	1,420.3	1,110.3
Total Equity and Liabilities (A+B+C+D)	3,239.1	2,591.5

Cashflow Statement



Particulars (Rs. in Crores.)	FY25	FY24
PBT	308.2	226.7
Operating profit before working capital changes	469.3	377.4
Cash generated from operations	364.7	329.3
Direct taxes paid (net of refund)	-74.2	-63.9
Net Cash from Operating Activities	290.5	265.4
Net Cash from Investing Activities	-216.1	-249.2
Net Cash from Financing Activities	-53.3	-39.8
Net Change in cash and cash equivalents	21.1	-23.6
Opening Cash Balance	51.0	74.6
Closing Cash Balance	72.2	51.0

Upholding excellence in Corporate Governance

Board of Directors



Promoter Group



Mr. Dhanesh Kumar Jain
Chairman

Over 50 years of experience in the automotive industry in management, operations & administrative roles. He has held various industry positions



Mr. Anmol Jain
Managing Director

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 and has over 23 years of experience



Mr. Deepak Jain
Director

He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan and has over 27 years of experience and also holds various industry positions. He is Chairman, CII COE for Competitiveness for SMEs, Past Chairman CII Northern Region (2023-24), Past President ACMA (2019-21), President – Toyota, supplier council Member of Maruti and Tata PV & CV supplier councils & Past President Honda Supplier council (2010-11)

Independent Directors



Mr. Parag Shah

BS in Computer Engineering from Illinois and General Management Program from HBS having over 25 years of experience, including various Leadership positions at Mahindra Group



Mr. Arun Kumar Malhotra

B.E Mechanical & MBA from IIM, Kolkata having over 30 years of experience



Ms. Diviya Chanana

Graduate & holds Diploma in Travel and Tourism having over 25 years of experience



Mr. A P Gandhi

Mechanical Engineer from Birla Institute of Technology, Ranchi & Senior Management program from IIM having over 5 decades of experience

Visionary Leadership Team



Mr. Vikas Marwah
Chief Executive Officer
Experience: 30+ Years



Mr. Sunil Koparkar
Managing Director,
(IAC India)
Experience: 30+ Years



Mr. Akshay Kashyap
Managing Director and CEO -
Greenfuel
Experience: 20+ Years



Mr. Sanjay Bhagat
Head After Market
Experience: 30+ Years



Mr. Sanjay Mehta
Director & Group CFO
Experience: 30+ Years



Mr. Ashish Dubey
Chief Financial Officer
Experience: 30+ Years



Mr. Ankit Thakral
Finance Controller
Experience: 18 Years



Mr. Pankaj Mahendru
Company Secretary
Experience: 16 Years

Our ESG Roadmap


RE 40	RE 70	RE 90	RE 100		
<ul style="list-style-type: none"> ✓ 100% ETP & STP in all plants ✓ Diversity ratio 10% ✓ ISO 14001 & ISO 45001 (EHS) in all plants ✓ ISO 27001- Top 10 revenue plants ✓ ISO 50001:2018 (EnMS)- 20% plants 	<ul style="list-style-type: none"> ✓ Advance Equipment installation for the reduction of fresh-water intake. ✓ 5% reduction of Co2 (Supply chain partners) ✓ Diversity ratio by 15%. ✓ ISO 50001:2018 (EnMS)- 50% plants ✓ ISO 27001- 50% plants 	<ul style="list-style-type: none"> ✓ 100% rain-water harvesting setup. ✓ 10% reduction of Co2 (Supply chain partners) ✓ Diversity ratio by 20% ✓ ISO 50001:2018 (EnMS) in all plants ✓ ISO 27001- in all plants & offices 	<ul style="list-style-type: none"> ✓ 25% reduction of Co2 (Supply chain partners) 	<ul style="list-style-type: none"> ✓ 30% reduction of Co2 (Supply chain partners) 	<ul style="list-style-type: none"> ✓ 40% reduction of Co2 (Supply chain partners) ✓ Diversity ratio by 25% ✓ Inclusivity 5%
FY24-25	FY25-26	FY26-27	FY27-28	FY28-29	FY29-30

Lumax – Plant Carbon Neutrality Strategy



First, we will mitigate the carbon emission by using Renewable energy, then by motivating team to increase daily Kaizen & by reducing energy consumption

Gender Diversity & Inclusivity



18% Today → **30% In next mid-term plan**

We believe in upskilling women and promote gender diversity



CSR Initiatives



Lumax Charitable Foundation, the CSR arm of Lumax, actively works on the 3 SDGs –

- Quality Education, Good Health and Clean Water and Sanitation.
- Students in adopted government and low-income private schools are supported through various initiatives beyond school learning in terms of Life-skills, Career counselling and guidance
- Scholarship given to continue education, personal and menstrual hygiene aims to provide holistic learning experience
- The foundation also focuses on various health initiatives, including eye check-up and cataract surgeries, cancer awareness, screening and treatment interventions, juvenile diabetes for children from underserved communities and health check-ups in schools

Celebrating Milestones with Awards & Accolades



IAC India – 3 Awards (Business partner of the year, Special appreciation award for Thar & BE6 at M&M Vendor conference in Feb 2025



LCAT– won innovation award in M&M Vendor conference in Feb 2025



LCAT received “Supplier of the Year” award for Excellent Performance in SPD (Spare Part Division) Supply by Škoda Auto Volkswagen India



Lumax Ituran Telematics honoured with "Hall of Fame" Award from DICV in December 2024



LATL Bangalore - received “Best QCDDM Performance Award” at HMSI Annual Supplier Convention 2025



LATL Bengaluru - received the JIPM TPM Award for Consistent Commitment Japan Institute of Plant Maintenance (JIPM) in March 2025



LMAT received the Overall Performance Award for the year 2024-25 at Maruti Suzuki Vendor Conference 2025



LATL received Overall Performance award for the year 2024-25 at Maruti Suzuki Vendor Conference 2025



IAC India received certificate of appreciation in recognition of its superior performance in Vendor System Audit Rating at Maruti Suzuki Vendor Conference 2025



LATL Bengaluru and Chakan received the Manufacturing Excellence Award at the 59th ACMA Excellence Awards & 10th Technology Summit 2025

Together, we build the BRIDGE



The biggest part of *Transformation* is changing the way we Think.



Our vision is clear. Our momentum is real. Together, we build the BRIDGE — driving sustainable value, long-term growth, and leadership in our domain

Annexures

Strong Partnerships



IAC India

Vehicle Interior Systems & Components

7

M&M & MSIL

Rs 600 Crores

Revenue	EBITDA	PAT
1218	211	89

100%



Mannoh

Shift levers (AT and MT), Spare wheel carriers, Forged cutting products

3

MSIL, M&M, Toyota, TATA, Honda, Daimler

Rs 100 crores

Revenue	EBITDA	PAT
362	59	37

55%



Cornaglia

Air filters, Plastic fuel tanks, and Urea tank

2

Tata, Toyota, Volkswagen, M&M, MG

Rs 30 crores

Revenue	EBITDA	PAT
167	37	18

50%

Products

No of Plants

Key Customers

Order Book

Key Financials (FY25) (crs)

Shareholding (%)

Strong Partnerships



ALPS/ALPINE

Alps Alpine

Electric devices and components

ituran

Ituran

Telematics

yokowo

Yokowo

Antennas & other vehicle communication products

Products

No of Plants

Key Customers

Order Book

Key Financials (FY24) (crs)

Shareholding (%)

1

MSIL, HMSI

Rs 25 Crores

Revenue	EBITDA	PAT
49	6	3

50%

1

Daimler India

10

Revenue	EBITDA	PAT
33	4	1

50%

1

HCIL, Toyota

Rs 70 crores

Revenue	EBITDA	PAT
21	-1	-3

50%

Strong Partnerships



JOPP



FAE



Greenfuel Energy

Products

Control Housing, Monostable E-shifters, Smart Actuator, Shift Tower

Oxygen Sensors

CNG Products

No of Plants

1

1

2

Key Customers

M&M, MSIL

REML, M&M

MSIL & Tata

Order Book

Rs 50 Crores

Rs 5 Crores

Rs 150 crores

Key Financials (FY24) (crs)

Revenue	EBITDA	PAT
12	-2	-3

Revenue	EBITDA	PAT
11	1	-2

From 26 Nov 2024 to 31 March 25		
Revenue	EBITDA	PAT
110	20	12

Shareholding (%)

50%

84%

60%

For further information, please contact:

Company



Lumax Auto Technologies Limited
CIN: L31909DL1981PLC349793

Ms. Priyanka Sharma
priyanka.sharma@lumaxmail.com

www.lumaxworld.in/lumaxautotech

Investor Relations



ADFACTORS PR

Mr. Snighter Albuquerque
snighter.a@adfactorspr.com

Tel: +91 9819123804
<https://www.adfactorspr.com>