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Lumax Auto Technologies Limited

Investor Presentation – Q4 FY2023



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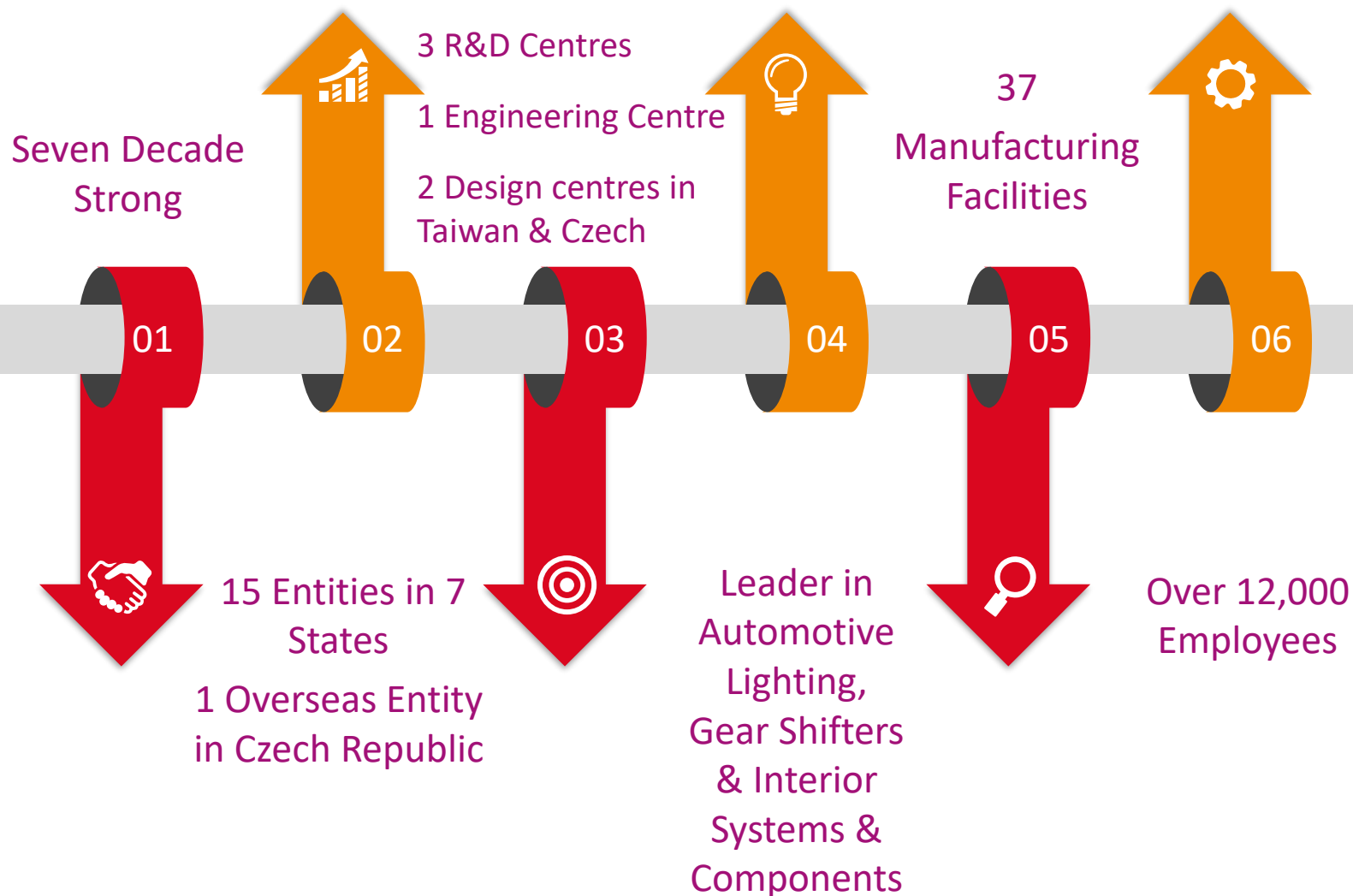
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Lumax-DK Jain Group





Two Listed Entities



Lumax Industries Limited

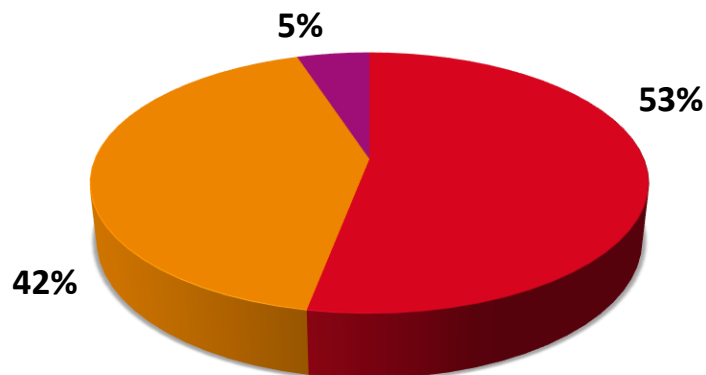
Products & Services

End-to-end Automotive
Lighting Solutions

HVAC Panels and other
electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea



FY23 Group Revenue – Rs. 4,438 Crs

Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis, 2/3-wheeler Lighting, Gear Shifters, Emission systems, Transmission Products, Seat Frames, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas, Vehicle Interior Systems & Components, Manufacture and supply of electric devices and components including software related to automotive industry

Partnerships

- Cornaglia – Italy
- Mannoh – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan
- Alps Alpine – Japan
- IAC - USA

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

We deliver **PRIDE** and
PROGRESS
POSITIVITY

with



**Our
Group
Purpose**

Respect
Integrity
Passion
Excellence



**Our
Values**

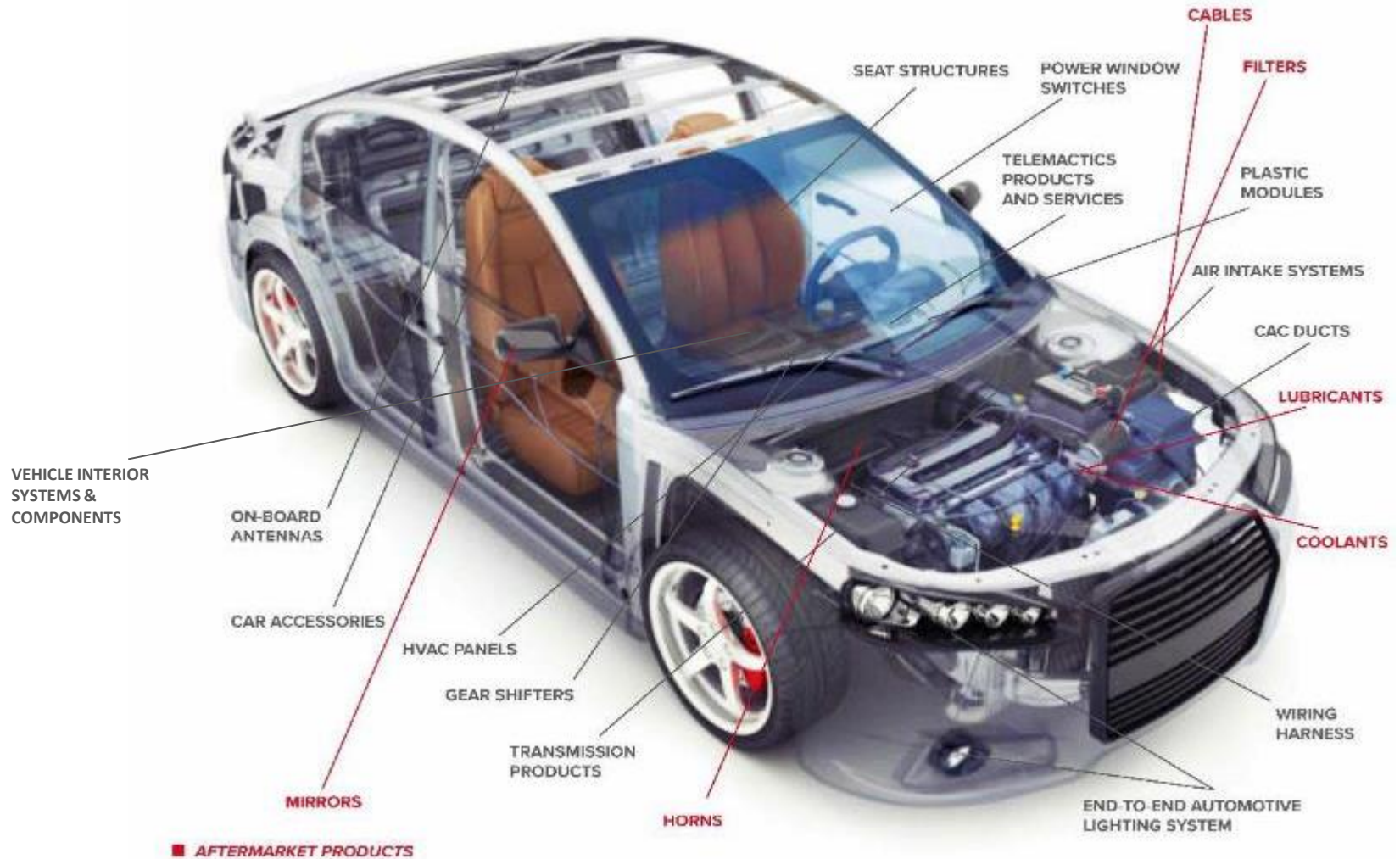
Building an **ADMIRED**
HIGH PERFORMANCE
Global Organisation in
whom all stakeholders
have **ABSOLUTE TRUST**



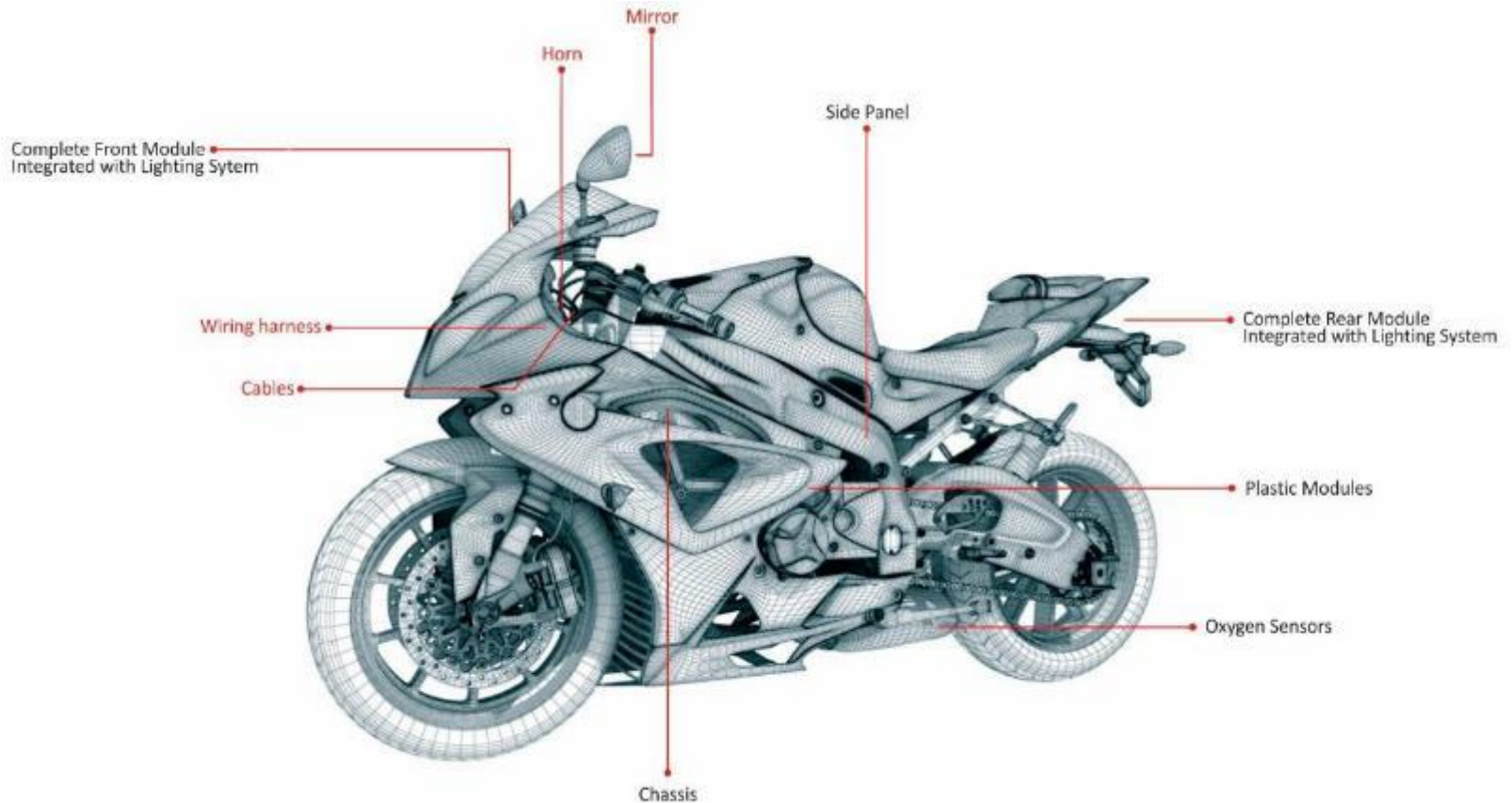
**Our
Vision**



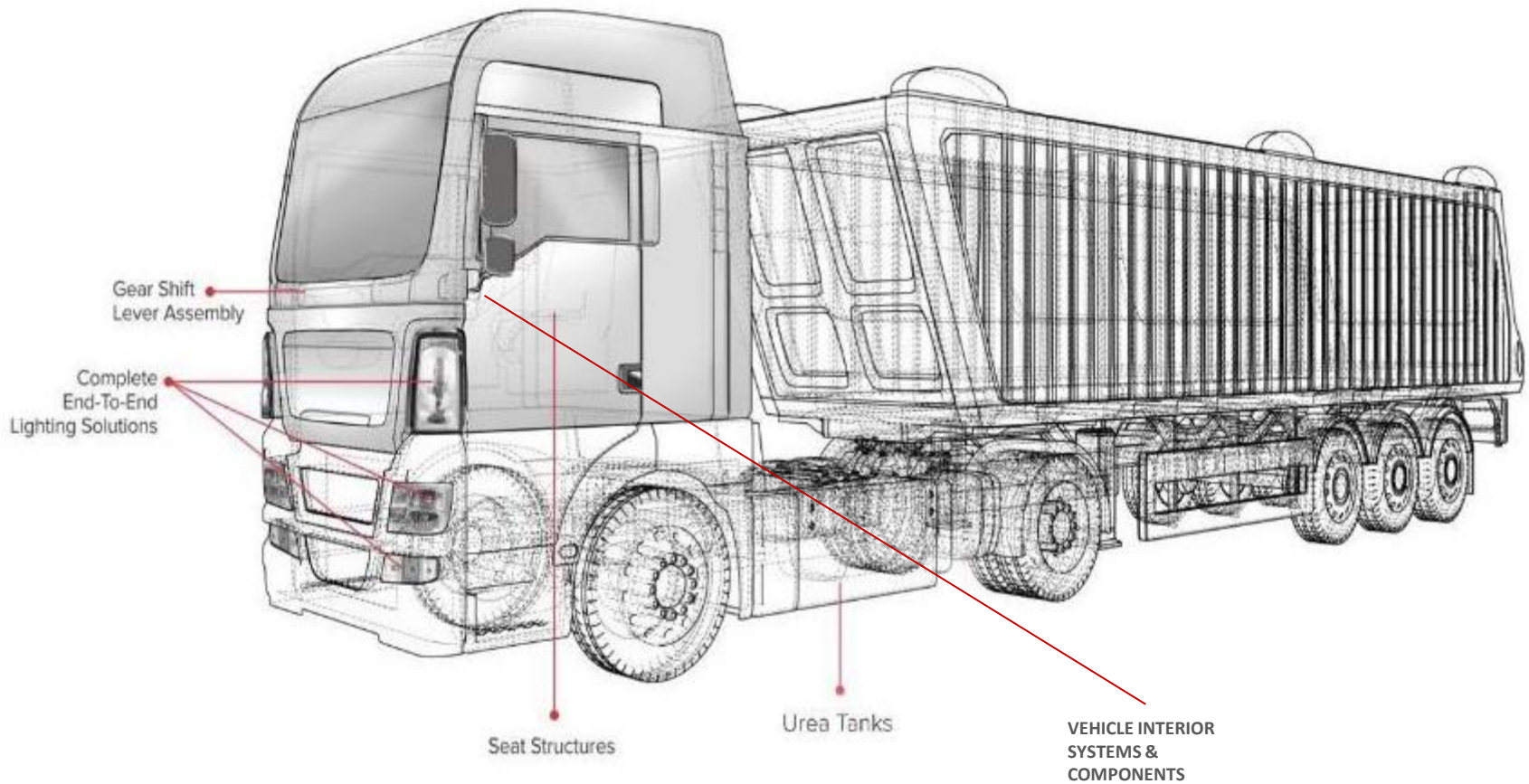
Diversified Product Range – 4-wheelers



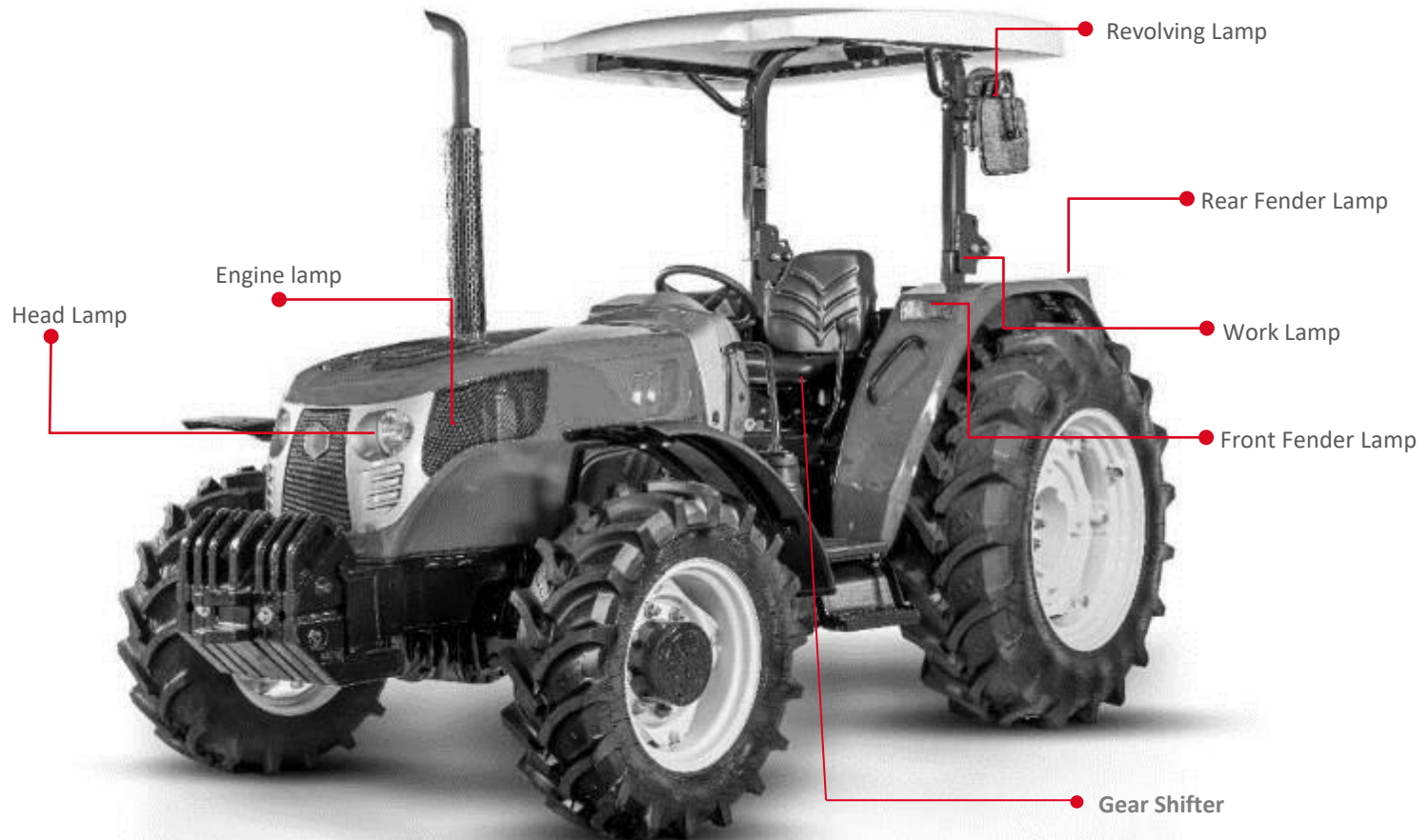
Diversified Product Range – 2-wheelers



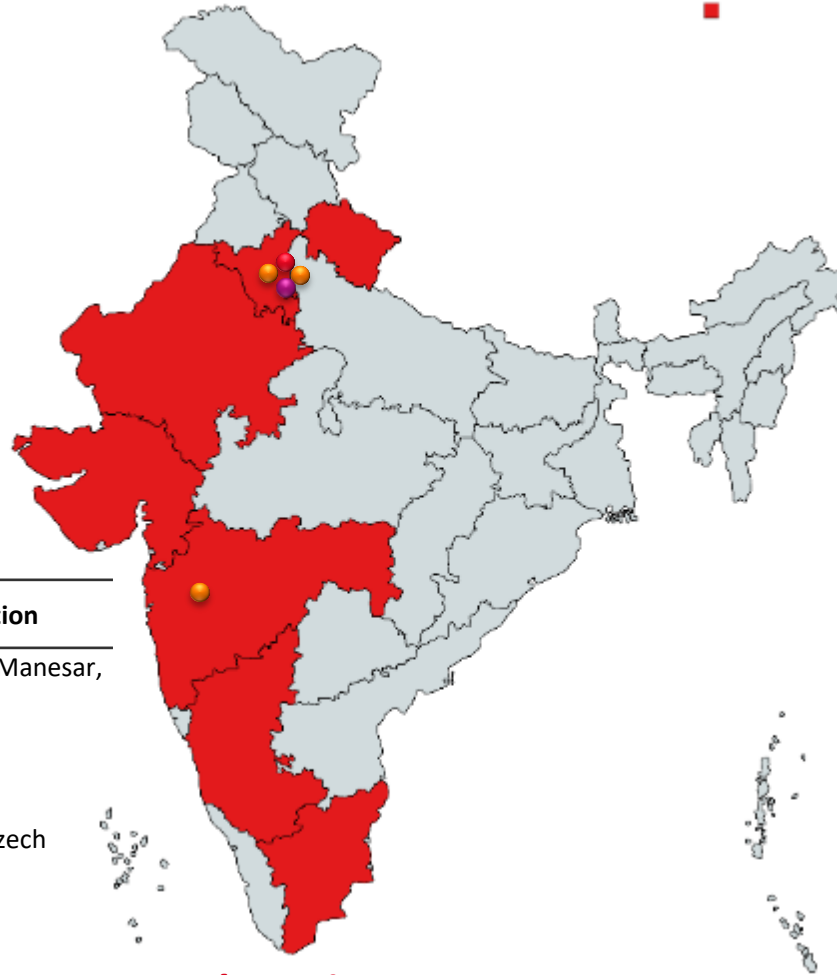
Diversified Product Range – Commercial Vehicles



Diversified Product Range – Farm Equipment Sector (FES)



37 Locations close to Customers



State	Plant	#
Haryana	Bawal	2
	Dharuhera	1
	Gurugram	4
	Manesar	4
Maharashtra	Pune	9
	Waluj	2
	Nashik	1
Karnataka	Bengaluru	4
Gujarat	Sanand & Mehsana	3
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Rajasthan	Bhiwadi	1
Total		37

37 Plants in 7 States

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

Fostering Partnerships to Deliver Excellence



Japan

Relationship Since 1984

JV for lighting, HVAC panels and other electronics

37.5% in Lumax Industries Ltd.



Korea

Relationship Since 1997

JV for lighting and other automotive parts

78.72% in SL Lumax Ltd.



Italy

Relationship Since 2007

JV for emission systems

50% in Lumax Cornaglia Auto Technologies Pvt. Ltd.



Japan

Relationship Since 2008

JV for gear shifters

45% in Lumax Mannoh Allied Technologies Ltd.



Israel

Relationship Since 2017

JV for sale of telematics products and services

50% in Lumax Ituran Telematics Pvt. Ltd.



Spain

Relationship Since 2017

JV for oxygen sensors

16% in Lumax FAE Technologies Pvt. Ltd.



Germany

Relationship Since 2019

JV for manufacture and supply of transmission products

50% in Lumax Jopp Allied Technologies Ltd.



Japan

Relationship Since 2020

JV for manufacture and supply of antennas & other vehicle communication products

50% in Lumax Yokowo Technologies Pvt. Ltd.



Japan

Relationship Since 2021

JV for manufacture and supply of electric devices and components

50% in Lumax Alps Alpine India Pvt. Ltd.



Japan

Relationship Since 2022

TA for Kinematic Components



USA

Relationship Since 2023

Partnership for Vehicle Interior Systems & Components

25% in IAC India

Relationships with Diversified Customers

Two Wheeler



Tier 1



Four Wheeler



Commercial Vehicle



Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence



Lumax Auto Technologies Limited

Driving Growth through Diversified Products



Evolving with Our Partners

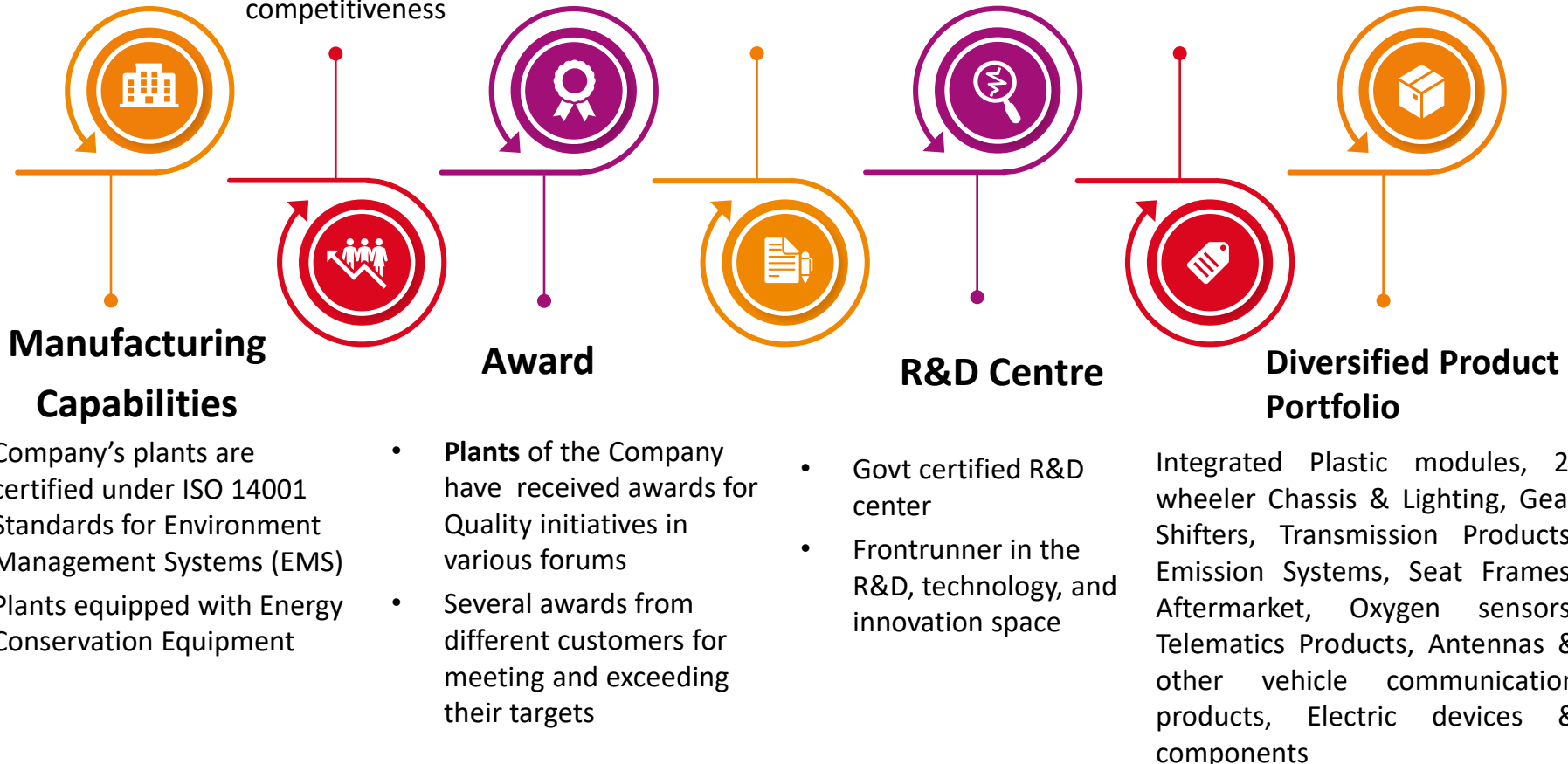
Partnered with international automotive leaders to reinforce competitiveness

Lumax Brand

Credible LUMAX Brand

Customer Outreach

Strong OEM presence
Over 300 Channel Partners



Milestone

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

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

2006: Name of the company was changed to Lumax Auto Technologies Limited



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



2020: **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 Mettallics Pvt. Ltd. and becomes 100% subsidiary of LATL

2021: Start of commercial production of **JV with Alps Alpine** to manufacture and sell electric devices and components including software related to the automotive industry

2022: Commenced operations at Bangalore for manufacturing of Gear Shifter on 1st April 2022

2007: Setup Seat frame manufacturing plant in PCNTDA, Bhosari, Maharashtra.

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

Listed on Stock Exchange

2009: Entered a **TA with Mannoh Industrial Company, Japan** for manufacturing of Gear Shift Lever

2011: Setup state-of-the art Surface Mounted Technology unit in Manesar, Haryana

2012: Setup the first Robotic Motorcycle Chassis plant in Waluj, Maharashtra



2017: Formed a **JV with Ituran** Location and Control Limited, Israel to provide Telematics Products and Services.

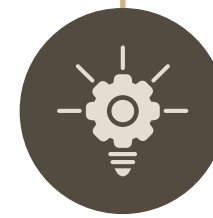
Formed a **JV with FAE, Spain** to manufacture Oxygen Sensors.

Set up Assembly facility in Mehsana, Gujarat under LMAT

2018: Setup an R&D center under Lumax Cornaglia Auto Technologies Pvt Limited at Pune

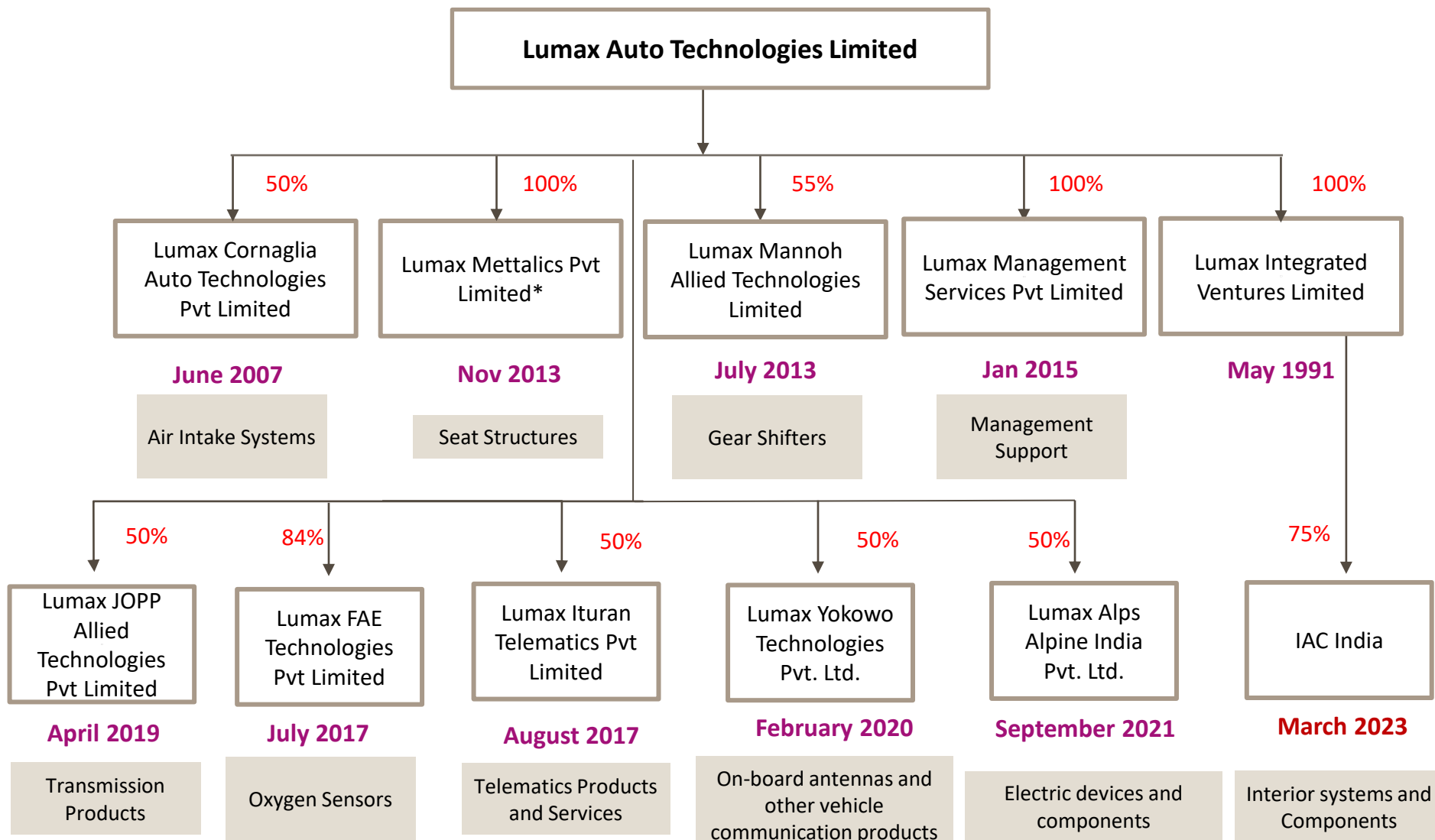
2019: Inauguration of Chassis facility at Aurangabad

JV with JOPP, Germany to manufacture and supply transmission products



2023: **Acquisition of 75% stake in IAC India**, a well established Tier 1 interior systems and components supplier to key automotive OEMs in India

Well defined Corporate Structure



*Application filed for merger with LATL

Date of Incorporation

Date of Acquisition

After Market Presence in all Segments



- Lighting Module(incl. HL/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
- Control Housing
- Intake Systems
- Seat Structures
- Integrated Plastic Modules
- Telematics Products and Services
- Antenna
- Electronic devices & components
- Vehicle Interiors Components & Systems



- Integrated Plastic Modules
- Gear Shift Lever
- Seat Structures
- Telematics Products and Services
- Urea Tank
- Vehicle Interiors Components & Systems

Key Customer Relationships

Four Wheeler



Tier 1



Commercial Vehicle



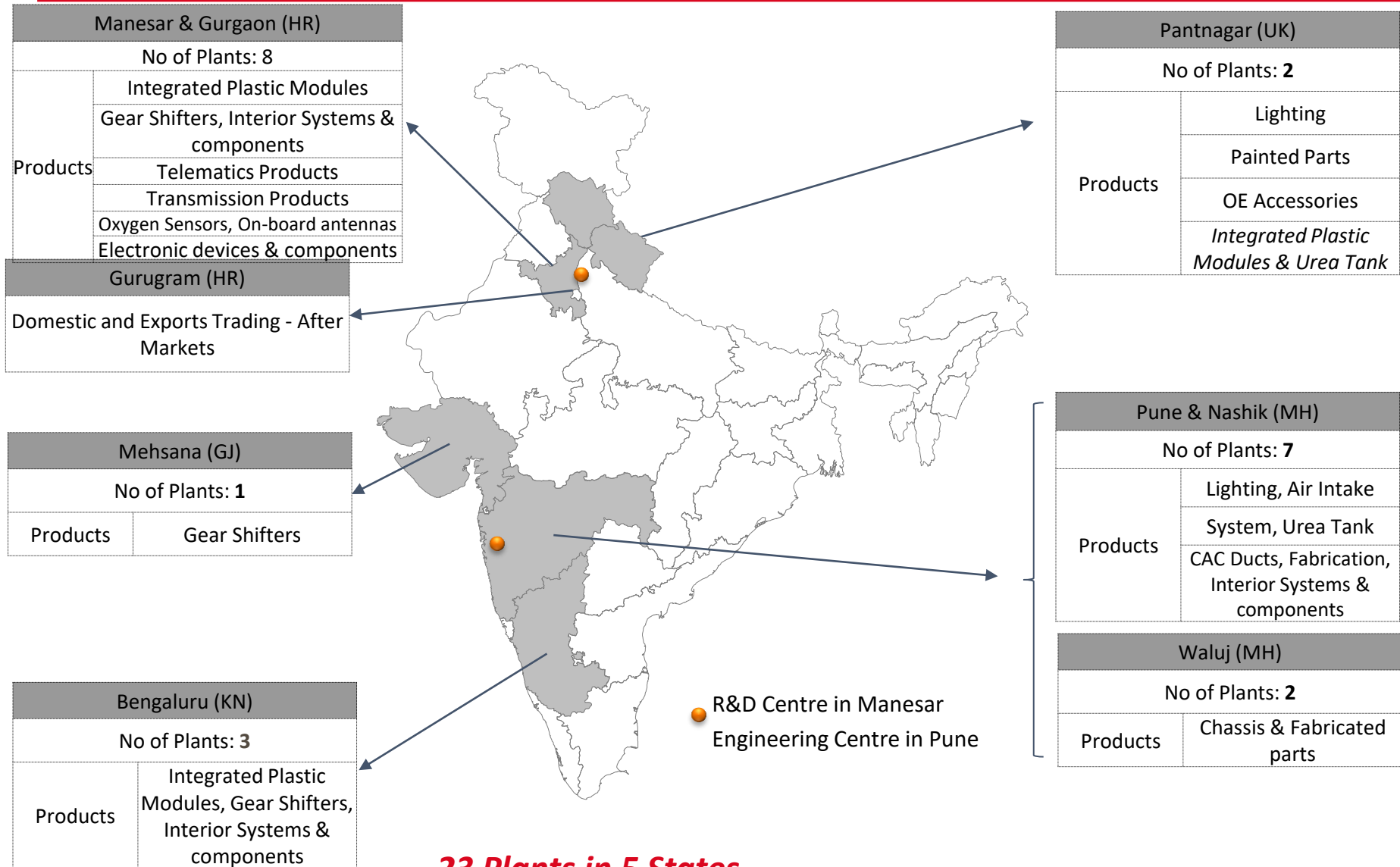
2/3 Wheeler



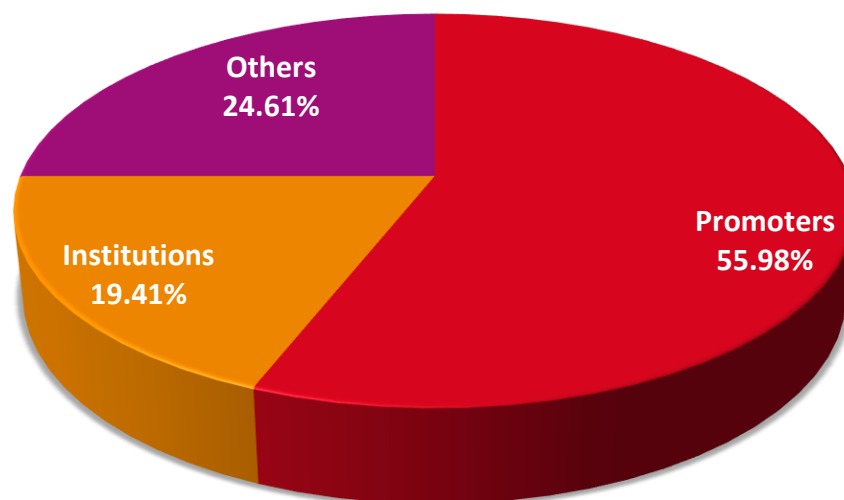
Export



Strategic Locations Close to Customers



Shareholding breakup



Experienced Promoters



Mr. Dhanesh Kumar Jain
Chairman

- He is 80 years of age & holds a MBA degree from Delhi university & has successfully completed President Management Program from Harvard Business School
- Over 50 years of experience in the automotive industry in management, operations & administrative roles
- He has held various industry positions
 - Past president of ACMA, president suppliers association – Toyota Kirloskar Motors, Chairman of Trade Fairs Committee ACMA, Co-chairman of Regional Committee on Membership of Northern Region CII, Past Chairman of CSR sub-committee of the Northern Region of CII



Mr. Anmol Jain
Managing Director

- He is 44 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 is currently the President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association and Executive Council member of ACMA, also holding the co-Chairperson positions for both the Northern Region & Business Development vertical.
- 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



Mr. Deepak Jain
Director

- He is 48 years of age & is a Business Graduate from Illinois Institute of Technology, USA with specialization in Operations Management & International Business
- He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan. He has over 27 years experience
- He is the immediate Past President of ACMA, he was chairman of ACMA's HR/IR & Skill Development Committee, past chairman of Sustainable Technology Development Committee of ACMA, past National Coordinator of Young Business Leader Forum of ACMA and past president of Supplier's club, Honda Cars India Limited.
- He is also Chairman - CII Northern Region and is member of Young President's organization and Entrepreneurs organization. He also holds the position of Vice President of Toyota Kirloskar Supplier's Association
- Kirloskar Supplier's Association

Supported by Strong Independent Directors



Mr. Roop Salotra

Age: 72 years

Mechanical Engineer

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

Age: 71 years

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

Age: 51 years

Graduate & holds
Diploma in Travel and
Tourism

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

Age: 64 years

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

Age: 84 years

Mechanical Engineer

He has held top leadership positions in prestigious organisations such as President at Hyundai Motors India Limited, Chief Executive – R&D at Escorts Limited & at Telco and having over 40 years of experience.

Professional & Experienced Team



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



Mr. Vikas Marwah
Chief Executive Officer
Age: 55 years
Experience: 31 Years



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



Mr. Ashish Dubey
Chief Financial Officer
Age: 55 years
Experience: 31 Years



Mr. Sanjay Bhagat
Head After Market
Age: 55 years
Experience: 30 years



Mr. Abhinav Gera
Chief Human Resource
Officer
Age: 45 years
Experience: 22 Years



Mr. Sanjeev Bhati
Chief Sourcing Officer
Age: 53 years
Experience: 30 Years



Mr. Rajesh Dubbawar
Head Metallic
Age: 55 years
Experience: 30+ years



Ms. Priyanka Sharma
Corporate
Communication
Age: 54 Years
Experience: 27 Years



Mr. Pankaj Mahendru
Company Secretary
Age: 36 years
Experience: 12 Years

Update on IAC India

IAC India is a **leading manufacturer of Interior & Exterior components** to key automotive OEMs in India including **Mahindra, Maruti Suzuki, Volkswagen and Volvo Eicher Commercial Vehicles** among others.

Financial Highlights (FY23)

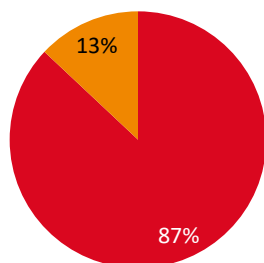
Revenue*
Rs. 635 Crs

EBIDTA %**
16.5%

Revenue growth*
76%

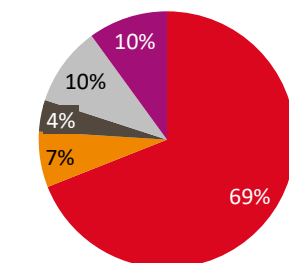
EBITDA growth**
65%

Segment Break-up



■ Passenger Vehicle
■ Commercial Vehicles

Product Break-up



■ IP Console & Cockpits
■ Head liner & Overheads
■ Flooring & Acoustics
■ Other Exterior & Interior Items
■ Door Items

Wide Product Portfolio

Instrument Panels, Cockpits & Consoles



- ✓ Instrument Panels
- ✓ Pillar & IP Air Vents
- ✓ Glove Box and Cockpit

Headliner & Overhead Systems



- ✓ Door Panels
- ✓ Front End Carrier
- ✓ Door Trims & Systems

Door & Trim Systems



- ✓ Air Bag Chute
- ✓ Headliners
- ✓ Floor Carpets (TPO)

Other Components



- ✓ Interior Soft Trims
- ✓ Exterior Hard Trims
- ✓ Tail Gate Trims

*Excluding revenue from tooling sale and other operating income;

**EBITDA adjusted for non-recurring income and accounting adjustments and % calculated on revenue excluding tooling sale and other operating income

Lumax Auto Technologies Ltd acquired 75% of stake in IAC India. IAC India financials are consolidated with Lumax Auto Technologies Ltd from 10th March 2023

Key Initiatives for IAC India



01

Maintain strong leadership position with existing customers

02

Diversify/expand business with existing and new customers

03

Unlock product synergies between lighting and plastic interior systems by leveraging technical expertise of Lumax and IAC

04

Leverage IAC India's strong engineering center to design and develop new and innovative technologies and products

05

Operational synergies across manufacturing excellence, capacity utilization, procurement, etc.

06

Existing management team will continue to drive the business forward

07

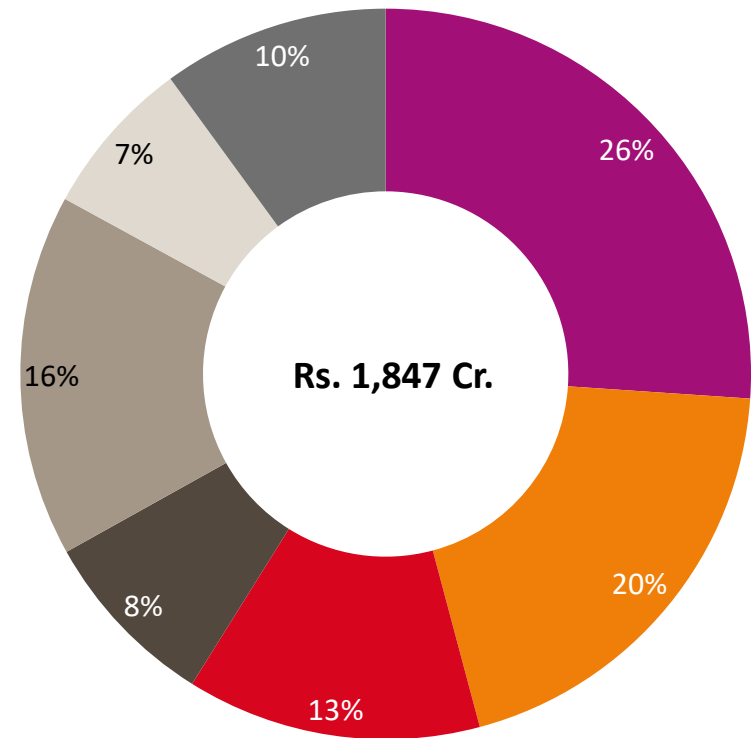
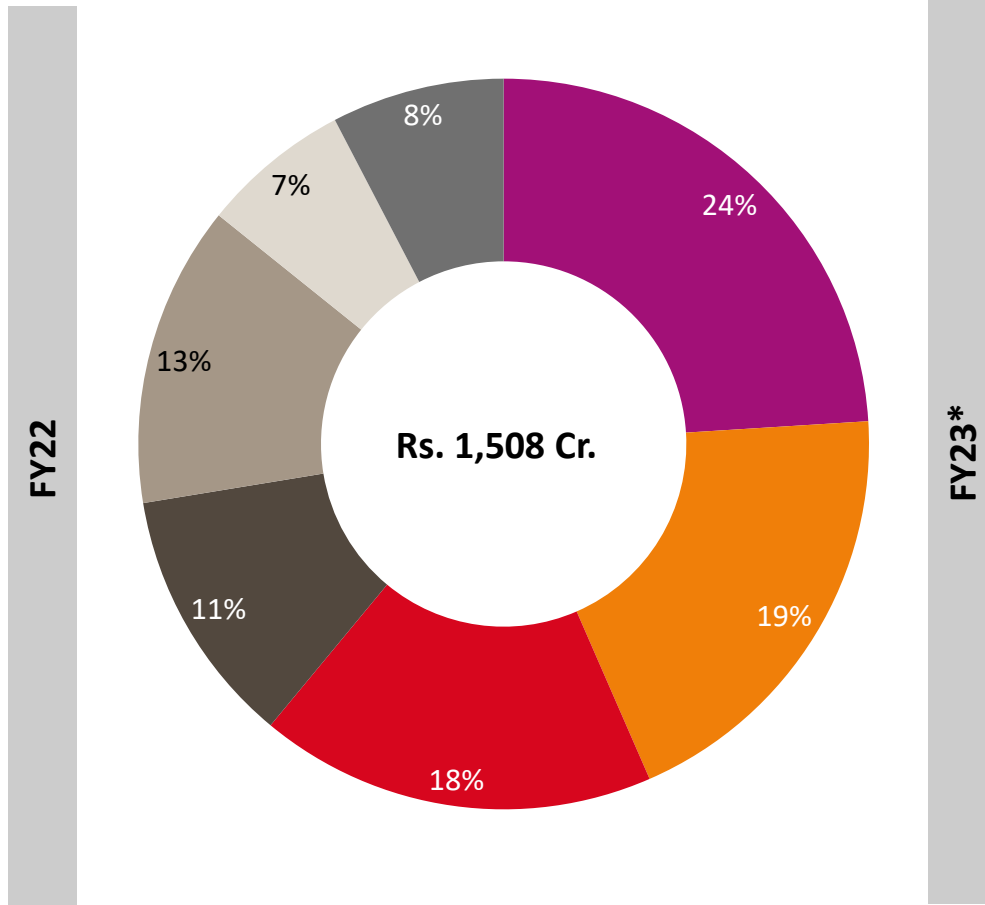
Targeting to achieve higher revenues from EV platform over the next 3 to 5 years



Financial Performance



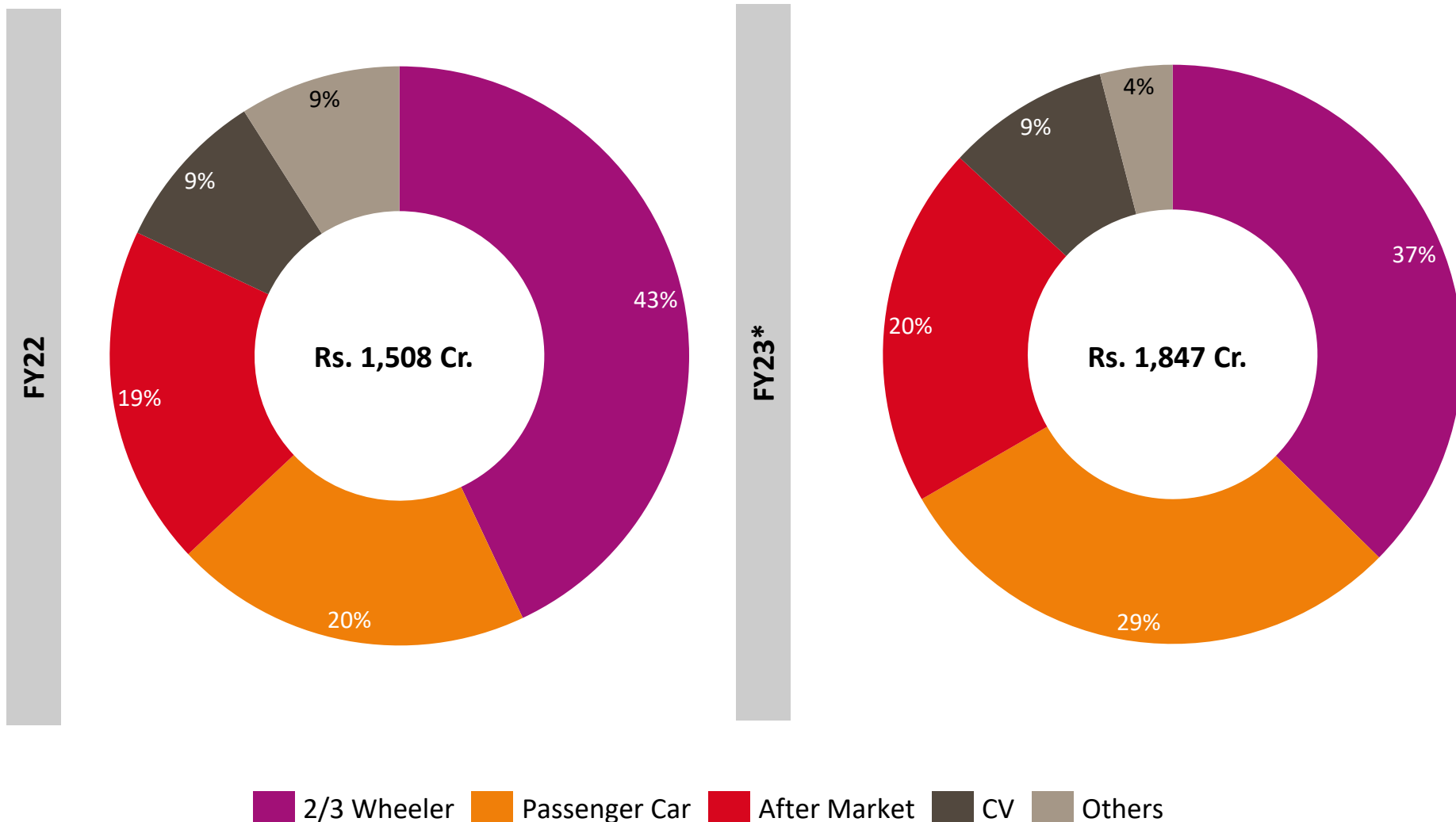
Product-wise Revenue Break-Up



Intergrated Plastic Modules Fabrication Shifter Others
After Market Lighting Emission

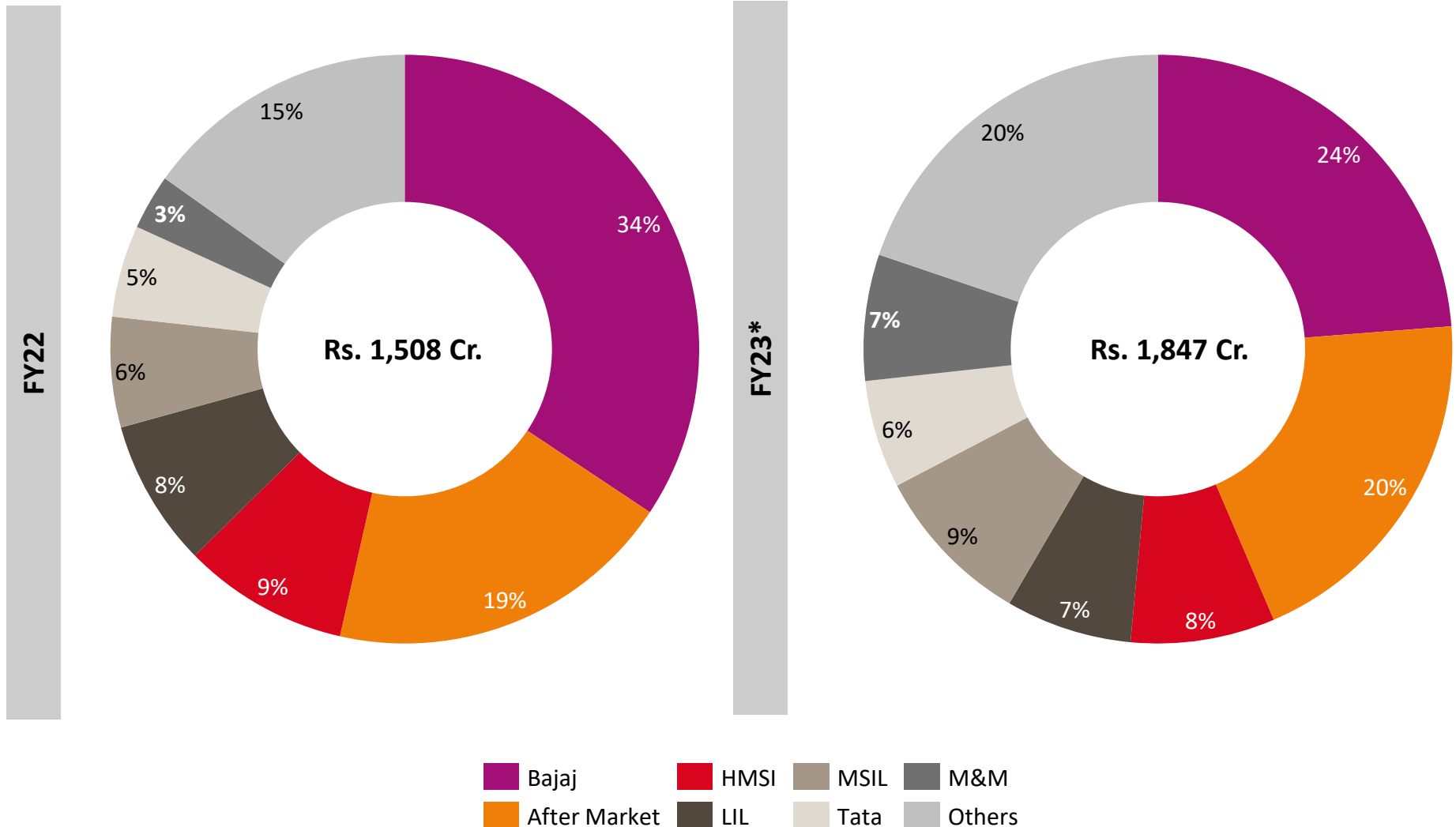
*Includes IAC revenue of Rs. 51 crs from 10th March 2023 to 31st March 2023

Segmental Revenue Break-Up: Category



*Includes IAC revenue of Rs. 51 crs from 10th March 2023 to 31st March 2023

Customer wise – Revenue Break-Up



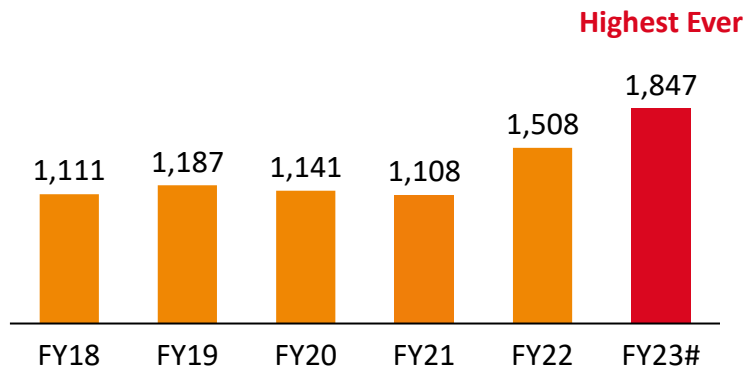
*Includes IAC revenue of Rs. 51 crs from 10th March 2023 to 31st March 2023

Strong historical financial performance



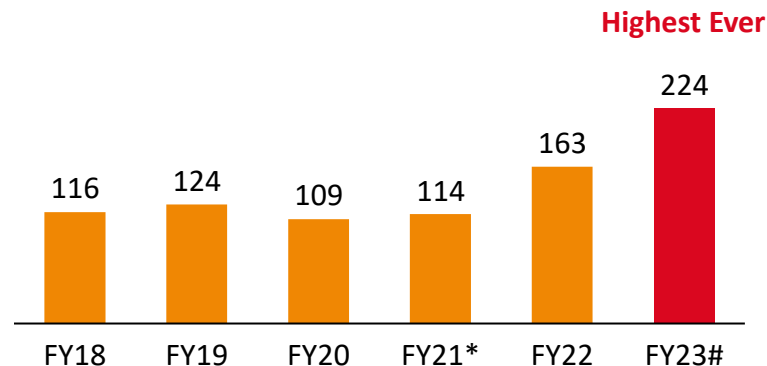
Revenue

Rs. Crores



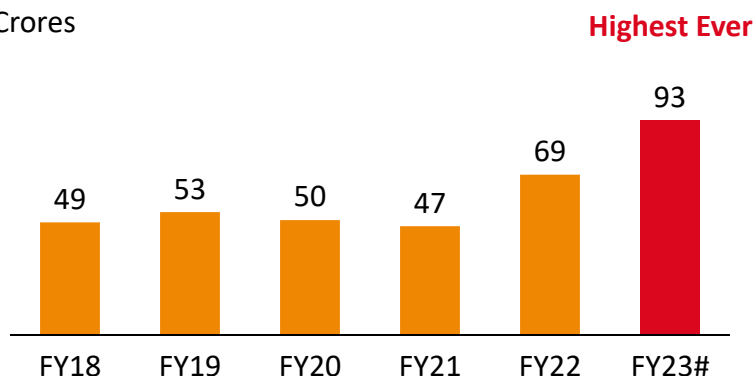
EBITDA[^]

Rs. Crores



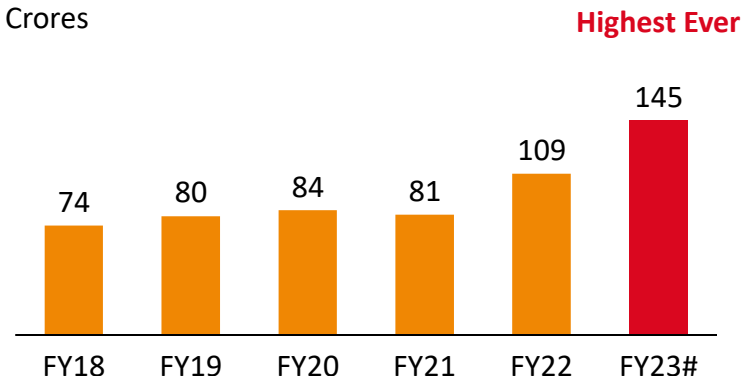
PAT After MI

Rs. Crores



Cash PAT

Rs. Crores



[^]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

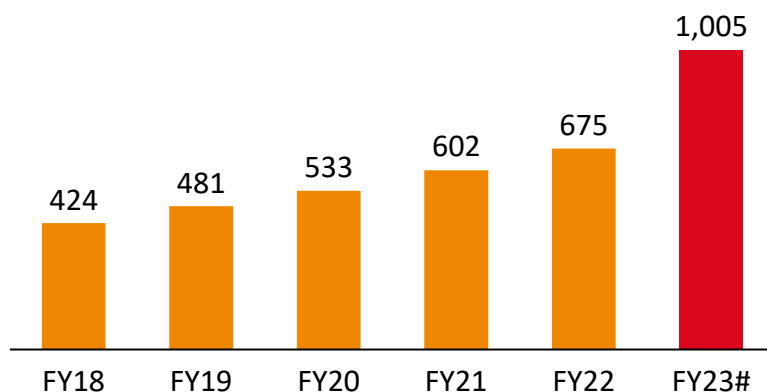
#Includes IAC financials from 10th March 2023 to 31st March 2023

Consolidated

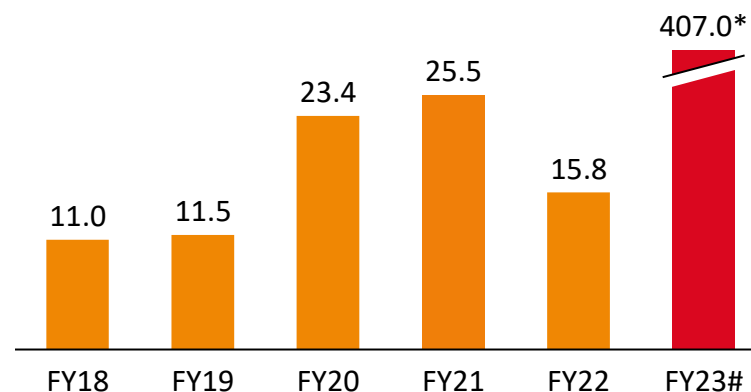
Expansion funded through Internal Accruals



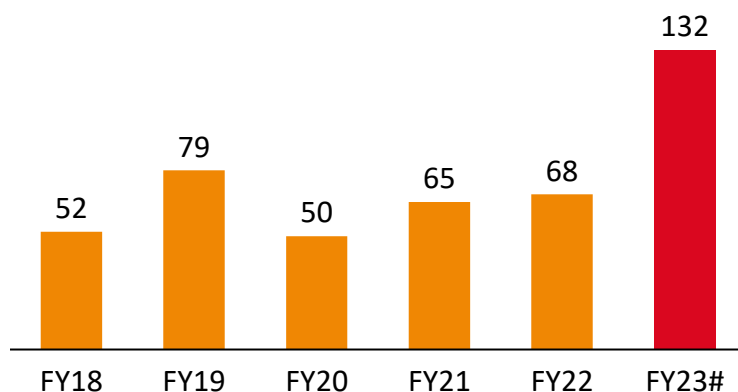
Gross Block



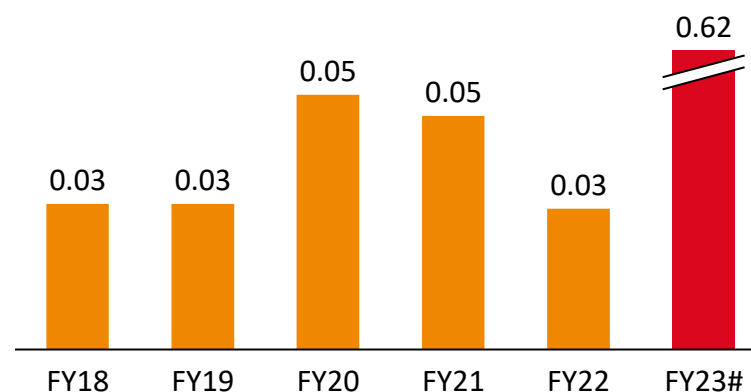
Long Term Loan



Capex



Long Term Debt / Equity



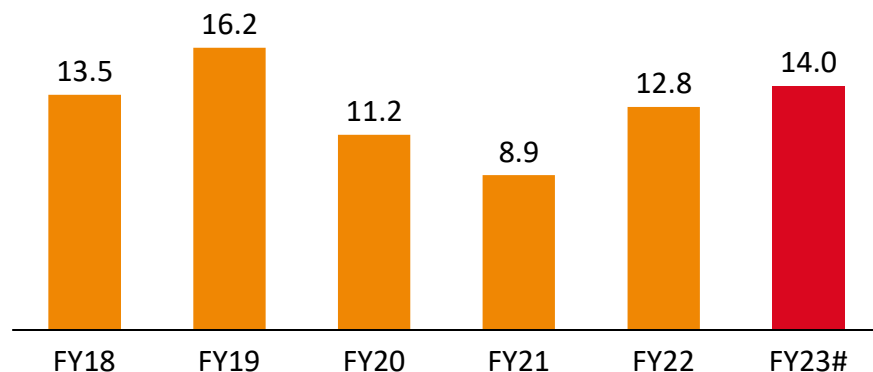
* Net Debt = 145 cr

Consolidated Rs. Crores

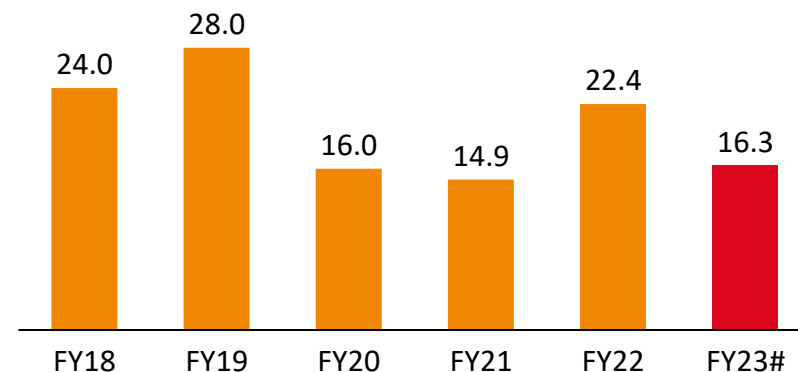
Includes IAC Financials

Return Ratios

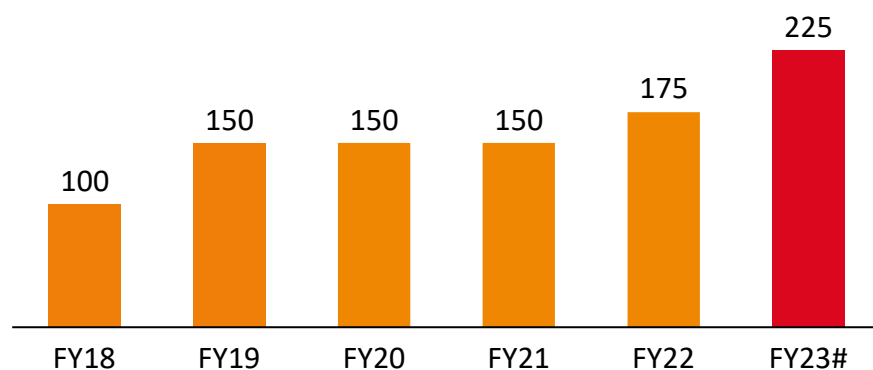
ROE (%)



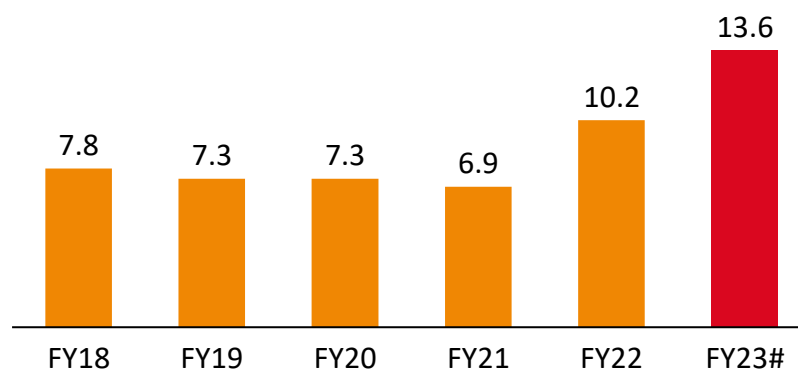
ROCE (%)



Dividend (% of Face Value)



EPS^ (in Rs.)



Consolidated

^ EPS on FV of Rs. 2 per share

#Includes IAC financials from 10th March 2023 to 31st March 2023

ROCE = EBIT / Capital Employed

Capital Employed = Network + Long Term Debt including Current Maturity

Network = Shareholder's Equity – OCI Reserve

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue	493.3	416.9	18%	445.2	11%	1,847.5	1,507.9	23%
Raw Material Consumption	323.9	284.6		301.0		1,241.1	1,027.9	
Employee Expenses	55.3	40.7		48.0		198.5	162.8	
Other Expenses	57.4	46.3		48.9		207.6	166.0	
Other Income	5.3	3.9		6.9		23.9	12.8	
Profit of JV	0.0	0.0		0		0.0	-0.6	
EBITDA	61.9	49.2	26%	54.2	14%	224.1	163.5	37%
EBITDA %	12.6%	11.8%		12.2%		12.1%	10.8%	
Depreciation	17.0	11.4		12.1		52.3	39.5	
Finance Cost	6.8	2.7		3.4		16.3	9.3	
Profit Before Tax (Before Exceptional Items)	38.1	35.2	8%	38.7	-2%	155.6	114.7	36%
Exceptional Item Gain/(Loss)	(8.8)	(1.8)		-		(8.8)	(1.8)	
Profit Before Tax	29.3	33.4	-12%	38.7	-24%	146.8	112.9	30%
Tax	5.5	8.1		10.8		35.3	31.0	
Profit After Tax (Before Minority Interest)	23.7	25.3	-6%	27.9	-15%	111.5	81.9	36%
Minority Interest	5.1	4.4		4.6		18.6	12.5	
Profit After Tax	18.6	21.0	-11%	23.3	-20%	92.9	69.4	34%
PAT Margin%	3.8%	5.0%		5.2%		5.0%	4.6%	
EPS	2.74	3.09		3.43		13.63	10.18	

Consolidated Balance Sheet



ASSETS (Rs. in Crores.)	Mar-23	Mar-22
Non-current assets		
Property, plant and equipment	566.7	349.2
Capital work-in-progress	12.9	12.1
Investment Property	12.4	12.9
Right-to-use asset	110.9	42.0
Goodwill	121.9	0.2
Intangible assets	216.4	5.1
Investment in joint ventures	0.0	0.0
Financial assets		
Investments	104.3	53.0
Loans	0.6	0.4
Others	26.7	12.7
Income Tax Assets	9.2	6.8
Other non-current assets	11.8	14.9
Deferred Tax Assets (net)	5.8	0.1
Sub-total - Non-Current Assets	1,199.5	509.3
Current assets		
Inventories	161.1	111.8
Financial assets		
Loans	1.0	0.6
Investments	96.7	69.0
Trade receivables	461.2	266.4
Cash and cash equivalents	74.6	48.4
Bank balances other than Cash	82.2	90.0
Other Financial Assets	43.5	2.5
Other current assets	65.0	41.0
Sub-total - Current Assets	985.3	629.6
TOTAL - ASSETS	2,184.8	1,138.9

EQUITY & LIABILITIES	Mar-23	Mar-22
Equity		
Equity Share capital	13.6	13.6
Non-Controlling Interest	187.1	60.8
Other equity	648.0	530.3
Sub-total - Shareholders' funds	848.7	604.7
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	394.7	10.2
Lease Liability	95.0	33.1
Provisions	2.5	0.0
Employee benefit liabilities	8.8	6.9
Deferred tax liabilities (net)	79.3	14.2
Sub-total - Non-current liabilities	580.3	64.4
Current liabilities		
Financial liabilities		
Borrowings	157.5	114.3
Lease Liability	16.9	7.4
Trade payables	384.0	231.0
Other financial liabilities	69.1	32.7
Employee benefit liabilities	22.6	17.1
Other current liabilities	100.1	66.6
Current tax liabilities	5.6	0.6
Sub-total - Current liabilities	755.8	469.8
TOTAL - EQUITY AND LIABILITIES	2,184.8	1,138.9

Consolidated Cash Flow Statement



Particulars (Rs. in Crores.)	FY23	FY22
PBT	146.8	112.9
Adjustments	43.8	39.0
Operating profit before working capital changes	190.6	151.9
Changes in working capital	-15.1	-31.6
Cash generated from operations	175.5	120.3
Direct taxes paid (net of refund)	-38.3	-32.9
Net Cash from Operating Activities	137.2	87.4
Net Cash from Investing Activities	-475.8	-65.4
Net Cash from Financing Activities	364.8	9.7
Net Change in cash and cash equivalents	26.2	31.8
Opening Cash Balance	48.4	16.7
Closing Cash Balance	74.6	48.4



Awards & Recognitions



Bagged two awards for Inner Parts Localisation & Value Analysis



India's #1 Gear Shift Lever manufacturer Lumax Mannoh Allied Technologies, was the proud recipient of two awards in categories - Inner parts Localisation and value Analysis at MSVC 2023 hosted by Maruti Suzuki India Ltd at Dubai on 1st/2nd May 2023.

Super Platinum Quality Award



Lumax Auto Technologies Limited, Pantnagar received the Super Platinum Quality Award from Bajaj Auto at the BAVA Convention in January 2023. Kudos to the team for their extraordinary efforts in achieving this milestone and delivering quality products to our esteemed customers.

Super Platinum Quality Award



Lumax Mannok Allied Technologies Limited for receiving the Best Cost Cooperation in ISR2.0 Award from Mr Ichiro Shimokawa, Chief Production Officer & Director – Production Planning & Control and Mr Yutaka Hozumi, Senior operating Officer - HGID from Honda Cars India at the Annual Supplier Convention organised by HCI Supplier Club in February 2023.

Silver Award – Toyota Kirloskar Suppliers Association



Team Riser from Lumax Mannoh Allied Technologies Limited for winning the Silver Award at the Regional Quality Circle Competition organised by Toyota Kirloskar Suppliers Association in January 2023.



Lumax Auto Technologies Limited, Bengaluru won the Bronze Award for Excellence in Manufacturing - Very Large Category at the ACMA Atmanirbhar Excellence Awards 2022 in March 2023.

Bagged two awards for Design & Development & Overall Excellence



At the Maruti Suzuki Vendor Conference 2022 held on 27th May, 2022 at Mumbai.



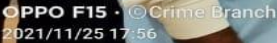
HMSI Award for Strong CR efforts
in process Kaizen for 2021-22



Chakan Plant – Category B in 2017



Bengaluru plant – excellence in Category A for the year 2019



Two Teams from Lumax Auto Technologies Limited participated in the ICQCC Competition held at Hyderabad in November 2021 bagging the Par Excellence Awards.

Best Annual Report



Won the prestigious award for best annual report from League of American Communications Professionals (LACP) for excellence within its industry for the financial year 2018-19, 2019-20 & 2020-21



Lumax Mannoh Allied Technologies Ltd. received **first ever Patent registration from the Government of India for invention in “Shift Knob Assembly”** in January 2021



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

Other Awards

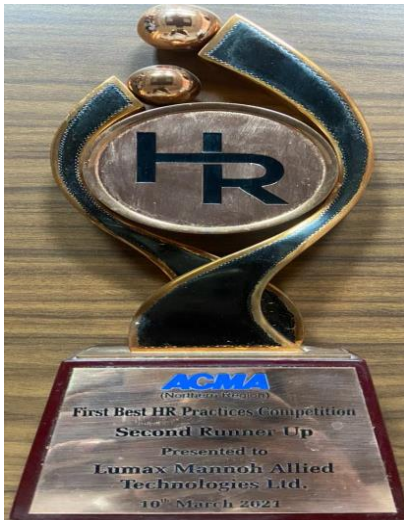


Team Avengers from Lumax Cornaglia Auto Technologies Pvt Ltd, Pune bagged the Excellent Award in Silver Category at the National Convention on Quality Concepts 2021 held in December 2021.



Team from Lumax Auto Technologies Limited, Chakan was awarded the Silver Award in Renovative Category at the 41st CII National Kaizen Competition in September 2021.

Other Awards



Lumax Mannoh Allied Technologies Limited, Manesar bagged the Second Runner Up at the First Best HR Practices Competition organised by ACMA held in March 2021.



Lumax-DK Jain Group bagged 2 Gold and 1 Silver Awards at the 4th HR Excellence Awards organised by PNGI in December 2021. Lumax won the Gold Award in Covid Management - Large Corporates category and Ms Gayatri Yadav, Assistant Manager - HR bagged the Gold Award in Individual Category. Lumax Cornaglia Auto Technologies Pvt. Ltd. won the Silver Award in Employee Engagement - Small Category.

State-of-the-Art Manufacturing Facilities



State-of-the-Art Manufacturing Facilities



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



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



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