Lumax Auto Technologies Limited

Q1 FY 27 Investor Presentation

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Lumax Group
A Legacy of Innovation, A Future of Transformation

8 Decades of Group Legacy
2 Decades 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

1985-1995
Lumax Industries lists on Stock exchanges

Lumax industries formed JV with SL Corporation Korea.

1995-2005
Lumax Auto Electricals was renamed to Lumax Auto Technologies Limited

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; Yokowo- Japan; Alps Alpine- Japan

2023-2026
Acquisition of 60% stake in Greenfuel Energy Solutions

Opening of 'SHIFT' Tech center

Opening of Japan satellite office & China representative office;

Merger of IAC India completed

20 Years Of Lumax Auto Technologies - The Journey So Far

(Growth Through Partnerships, Product Diversification & Strategic Acquisition)

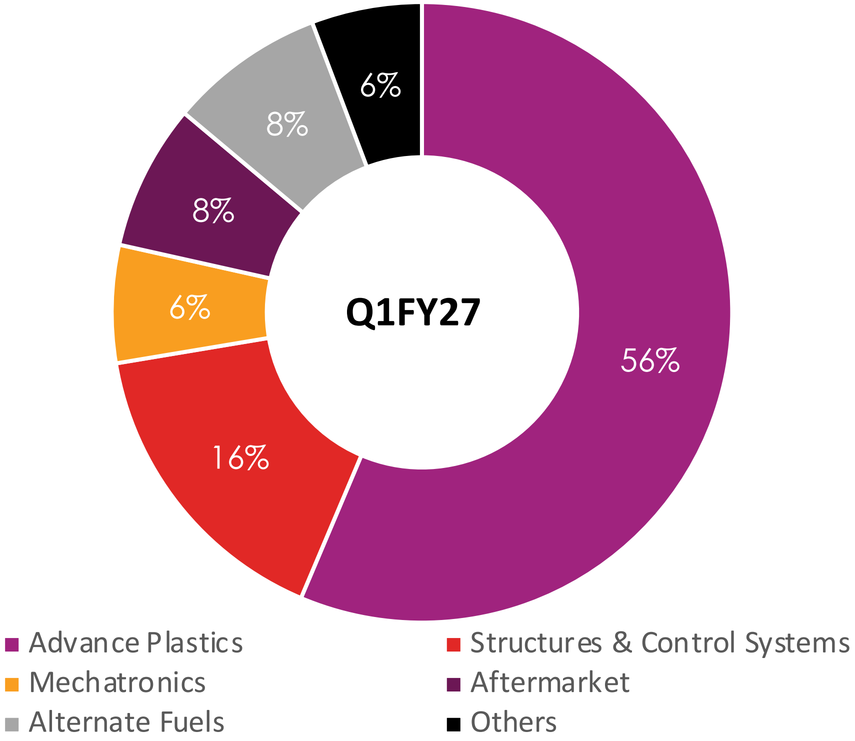
Metric	2005	2026
Revenue	Rs. 100 Cr	Rs. 4,870 Cr
Product Lines	1 - Lighting	Diverse – 13+ Advanced plastics, Interior Solutions, Metallics, Lighting, Aftermarket, Sensors, Electronics, Telematics & alternate fuels
Manufacturing Plants	1	28 facilities Pan-India
Engineering Strength	<10 Reverse engineering & Built to print	>500 Innovation & IPR focused
Strategic JVs/Alliances	NIL	7 JVs/Alliance
Sector Focus	2W only	Healthy mix of PV/2W/ CV

EV Agnostic Product Portfolio

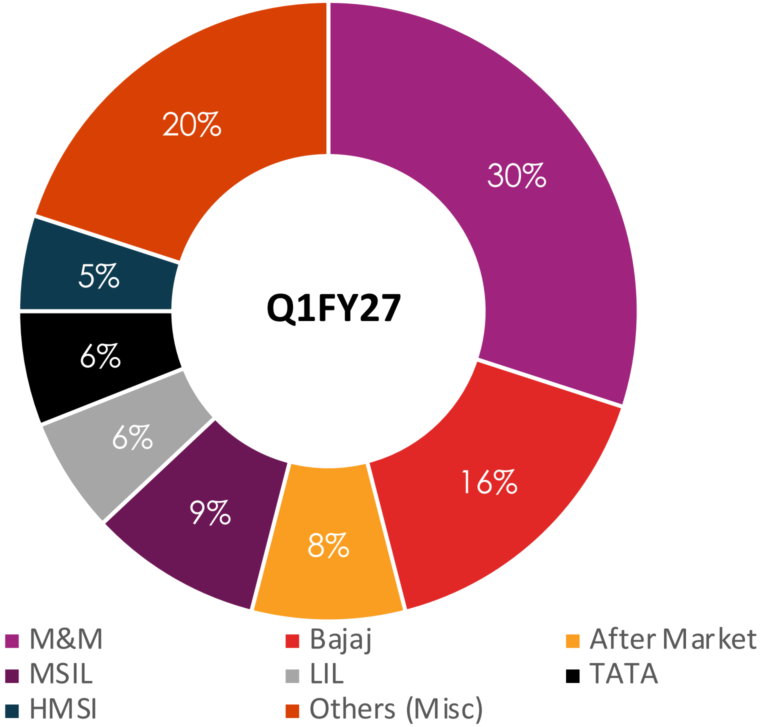
Segment	Product Categories	Products Lines	ICE	EV	Content per Vehicle (Rs.)
4W	Advance Plastics	Cockpits & Consoles	✓	✓	70K – 75K *5X* Growth Last 5 years
		Headliners	✓	✓	
		Door Panels	✓	✓	
		Trims	✓	✓	
		Louvers	✓	✓	
		Air Intake Systems	✓	X	
		Tanks	✓	✓	
	Mechatronics	Power window switch	✓	✓	
		Telematics Control Unit	✓	✓	
		Antennas	✓	✓	
	Structures & Control Systems	Gear Shifters	✓	✓	
		Control Housing	✓	✓	
		Monostable E-shifters	✓	✓	
		Smart Actuator	✓	✓	
		Shift Tower	✓	✓	
		Seating Structures	✓	✓	
	Alternate Fuels	CNG delivery System	NA		
2W	Advance Plastics	Lamps	✓	✓	22K – 25K *5X* Growth Last 5 years
		Fenders	✓	✓	
	Mechatronics	O2 Sensors, TPS & IVI	✓	✓	
	Structures & Control Systems	Frames	✓	✓	
		Swing Arms	✓	✓	

Powered By Diversification Across Products, Customers And Vehicle Segments

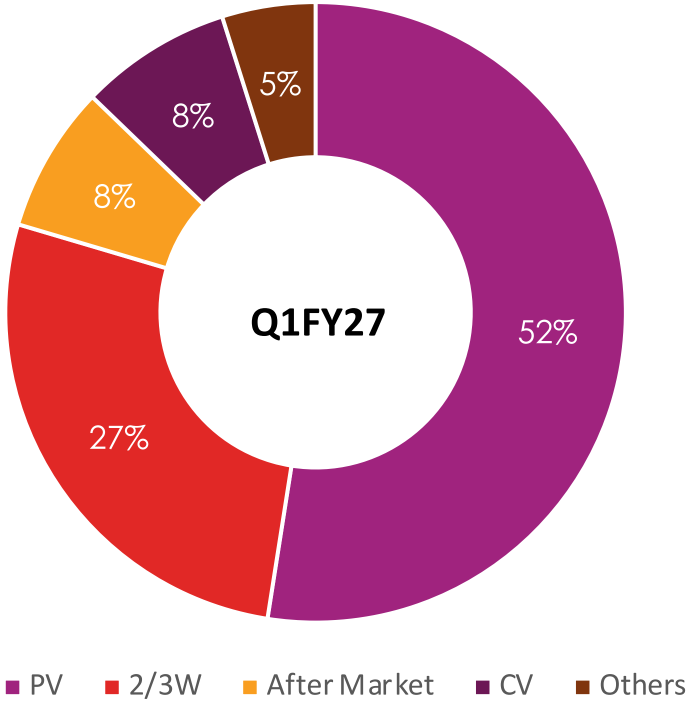
Product Wise Revenue



Customer Wise Revenue



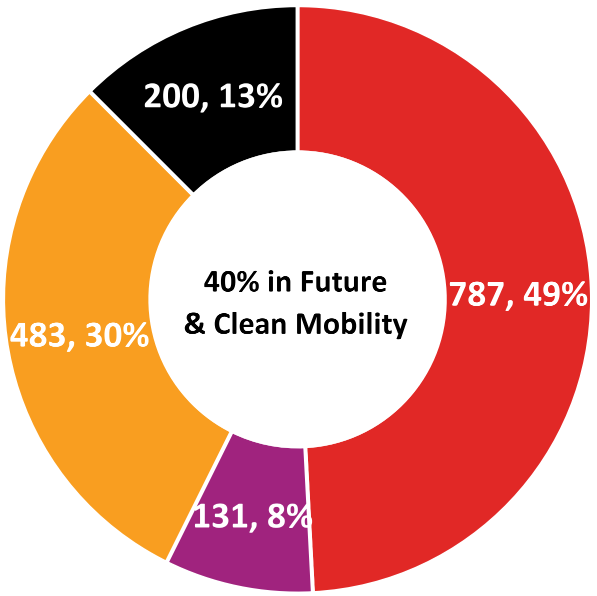
Segment Wise Revenue



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



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

1,601 Cr.

FY’27	FY’28	FY’29
379 Cr.	894 Cr.	328 Cr.
24%	56%	20%

The order book is set to progress in stages achieving full completion by FY29.

Strategic Manufacturing Locations in Proximity to Customers

Manesar & Gurugram (Haryana)

No of Plants - 9


Mehsana (Gujarat)

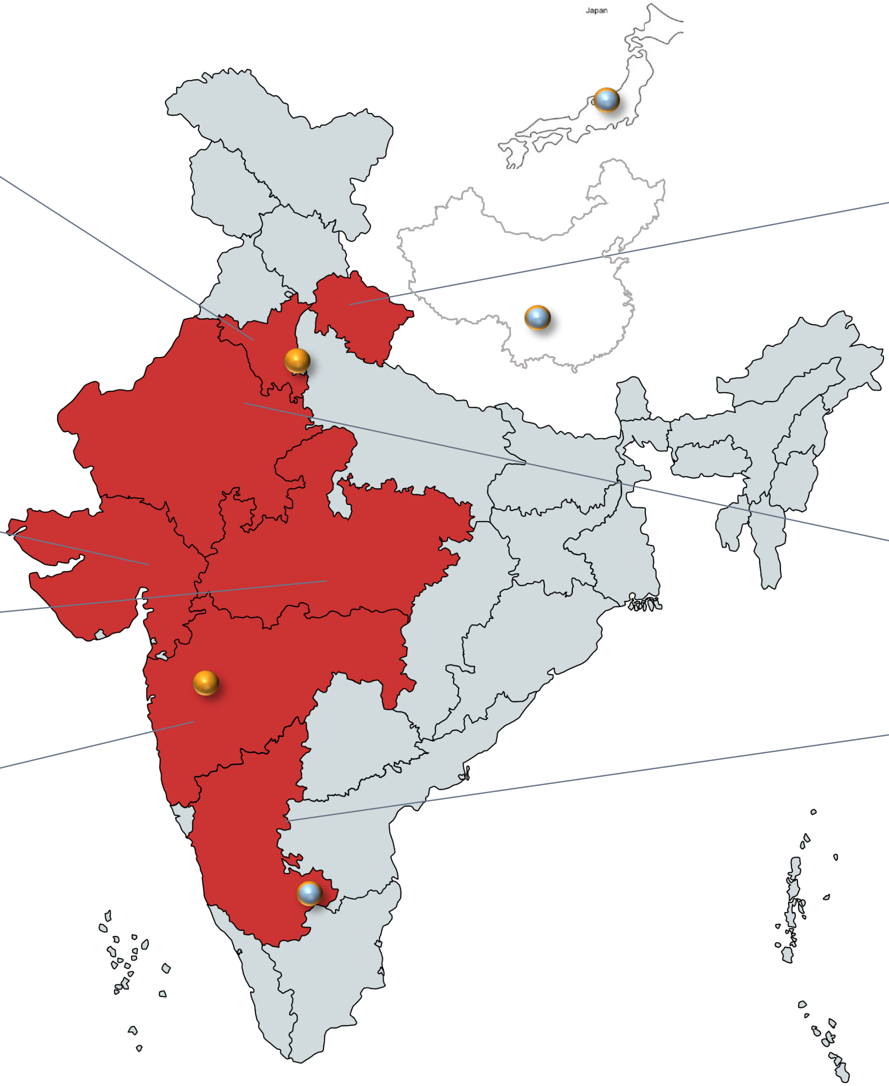
No of Plants - 1

Pithampur (Madhya Pradesh)

No of Plants - 1

Pune, Nashik & Waluj (Maharashtra)

No of Plants – 12

Pantnagar (Uttarakhand)

No of Plants - 1


Bhiwadi (Rajasthan)

No of Plants – 1

Bangalore (Karnataka)

No of Plants - 3


28 Plants in 7 States

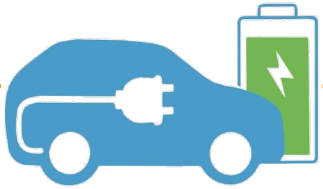
R&D Centre in Manesar
Engineering Centres in Pune

1 satellite office in Japan & 1 Representative office in China
1 tech center in Bengaluru - SHIFT (Smart Hub for Innovation & Future Trends)

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Accelerating Performance – Translating Trends into Action

Key Trends



Future Mobility

- Strategic investments and partnership with Greenfuel to accelerate adoption of clean mobility solutions
- Meeting rising demand for advanced solutions in lightweighting and electronics by leveraging JV capability (IAC, Alps Alpine, Yokowo)

Smart Connected Vehicles

- Launch of SHIFT (Smart Hub for Innovation and Future Trends) to explore technologies like telematics, ADAS, HMI, and SDVs
- 100% acquisition of IAC India and strategic portfolio realignment to cater to OEMs' focus on premiumization

Focus on Sustainability

- Advancing carbon-neutral manufacturing through emission tracking and renewable energy integration across operations
- Enabling a carbon-neutral supply chain via green sourcing, strategic locations, supplier training and digitalization
- Driving water neutrality with STP upgrades, smart monitoring & investments in water-saving tech

Lumax Auto Technologies
Next Mid term Plan
(FY26 – FY31)

THE WAY FORWARD
What got us here will not take us there!

LUMAX

1945 to ETERNITY

DK JAIN
GROUP

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 *(FY26-31)*
BRIDGE: *Bold Roadmap Integrating Diverse Growth Engines*
(Transforming From 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.

Launch of 'SHIFT#'
Strengthening digital edge with a dedicated SDV* vertical. Develop mobility solutions from smart systems to advanced driver assistance as a full systems supplier.

100% IAC Merger
To boost free cash, better leverage for future inorganic steps.

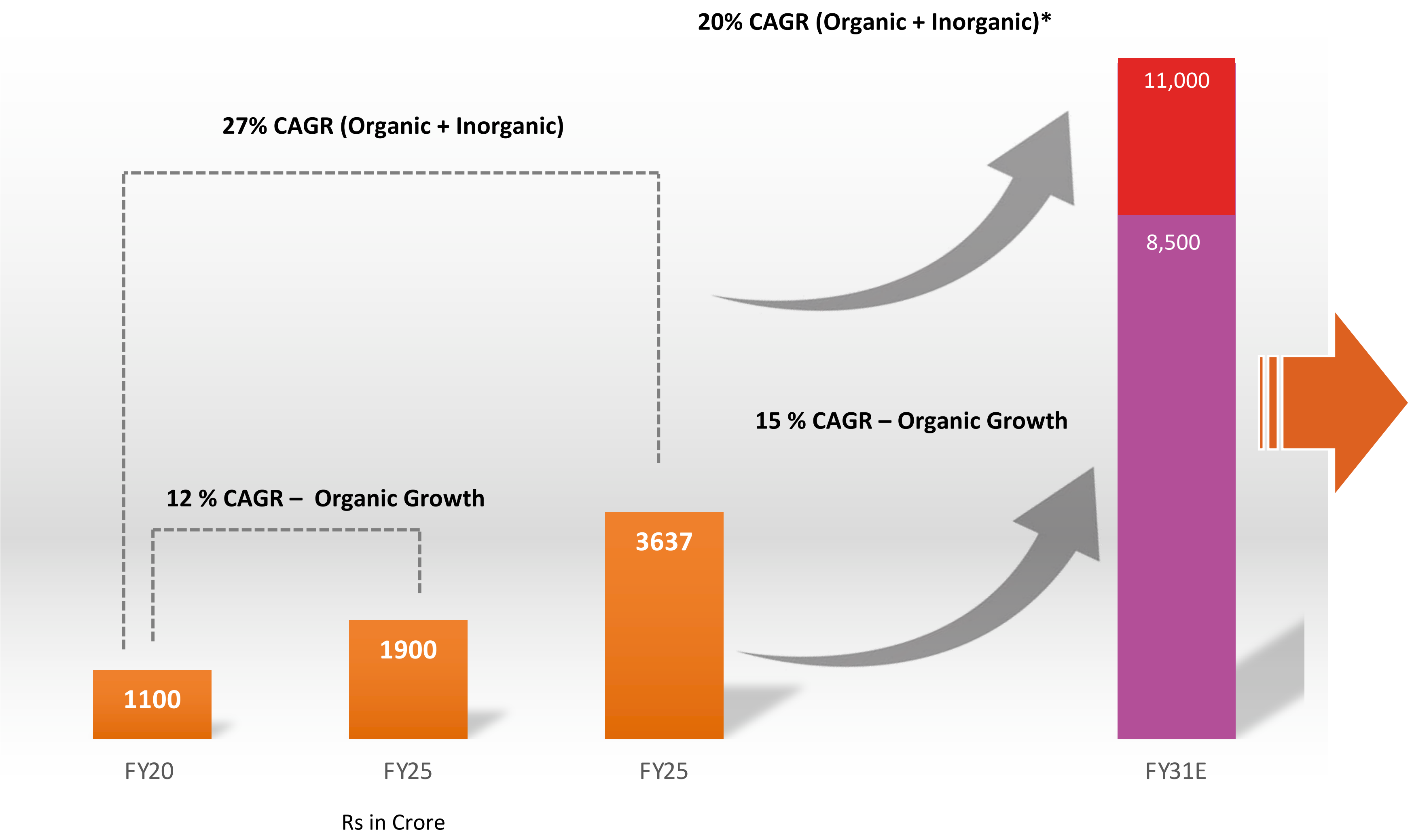
Higher Content per Vehicle & JV Wallet Share
Driving margin expansion through deeper OEM penetration.

Accelerating ESG: Inclusion, Renewables, Sustainability
Fast-tracking green energy adoption and inclusive growth.

SHIFT - Smart Hub for innovation & Future Trends
*SDV - Software-Defined Vehicle

Minimum 20% Revenue CAGR

From Past Growth to Future Target

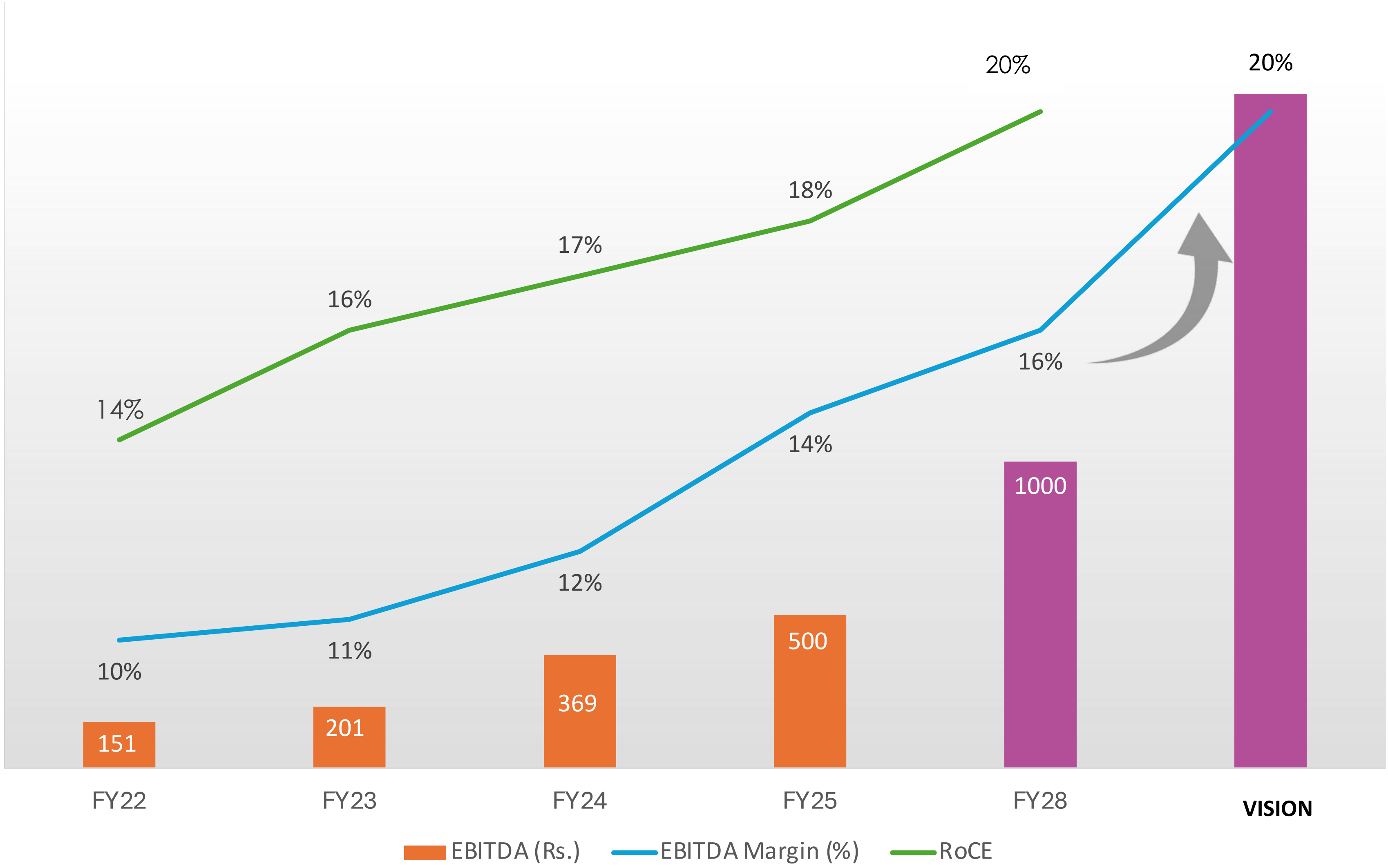


Accelerated Growth From:

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

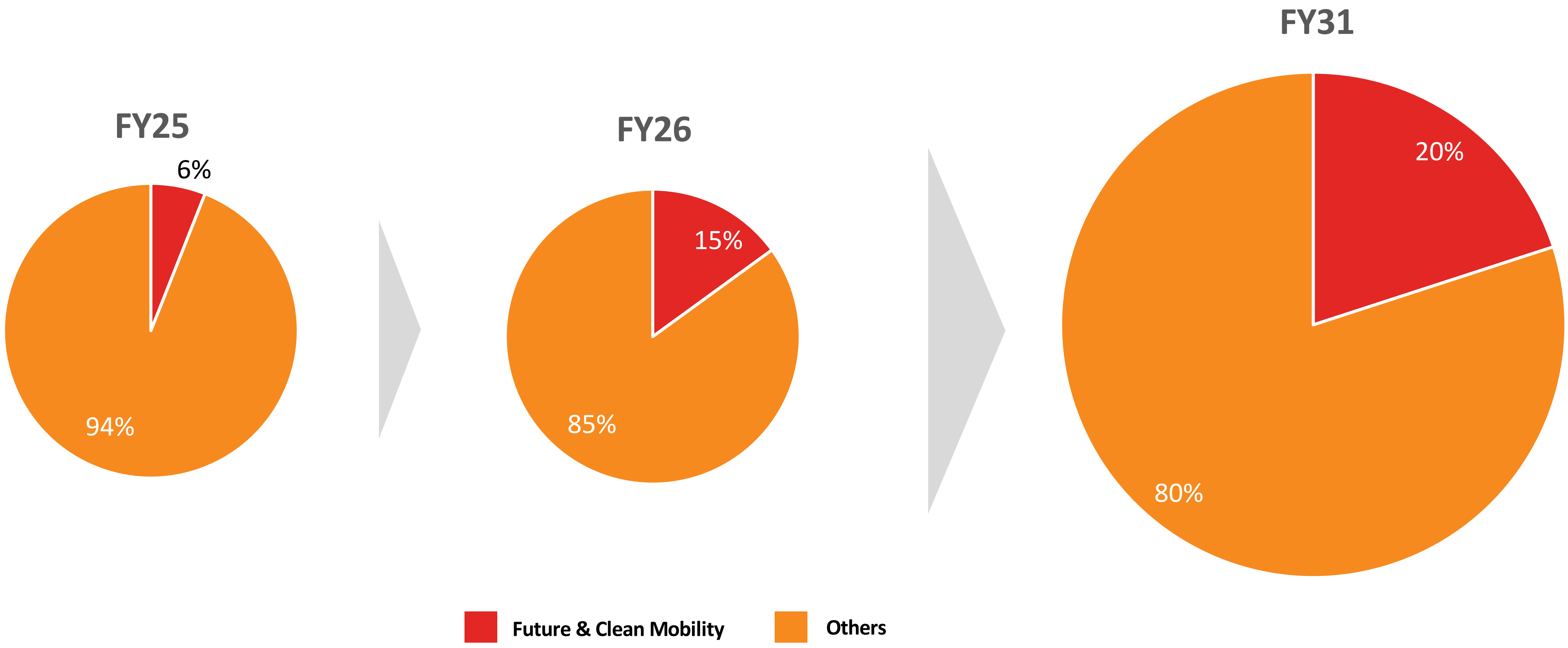
20% EBITDA Margin & ROCE

Profitability & Value Creation



20+% from Future & Clean Mobility

Shift Towards Future Mobility



Focus on EVs, Clean Energy, Electronification

Q1FY27

Operational & Financial Performance

Q1FY27 Highlights (Consolidated)

Revenues

- **Consolidated Revenues:** INR 1,364 cr, YoY increase of 33% reflecting consistent scale-up across core product categories, increasing wallet share with OEMs and premiumization-led value enhancement.

Segmental

- Advanced Plastics & Interior Systems revenue up 47% yoy to INR 769 cr
- Structures & Control Systems revenue up 20% to INR 218 cr
- Greenfuel revenue up 17% to INR 111 cr
- Aftermarket revenue up 6% to INR 104 cr
- Mechatronics revenue up 56% to INR 84 cr

Profitability & Returns

- **EBITDA:** Q1FY27 at INR 205 cr, up 51% YoY with EBITDA margins of 15.1%, an expansion of 190 bps YoY and 40 bps QoQ
- **PBT:** Q1FY27 at INR 132 cr, up 78% YoY with PBT margins of 9.7%, an expansion of 250 bps YoY and 80 bps QoQ

Debt and Capex

- **Free Cash:** INR 415 cr (8% of revenue)
- **Debt:** Long term (gross) = INR 508 cr ; Net = INR 93 cr
- **Capex:** Q1 FY27 INR 23 Cr

Strong start to the year, Q1FY27 Revenues up 33% YoY, EBITDA up 51% YoY with margin expansion of 190 bps

Q1FY27 – Financial Snapshot

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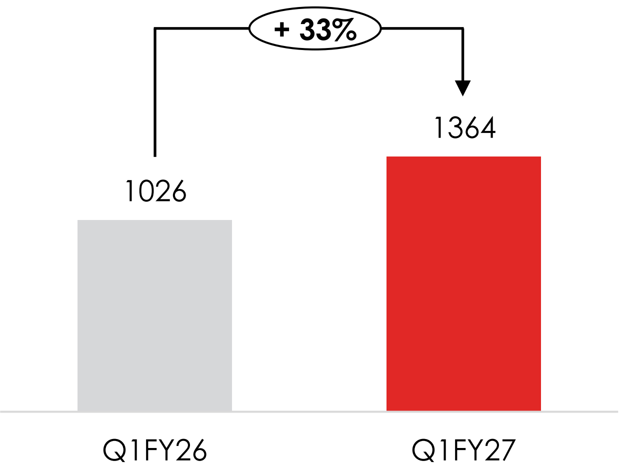
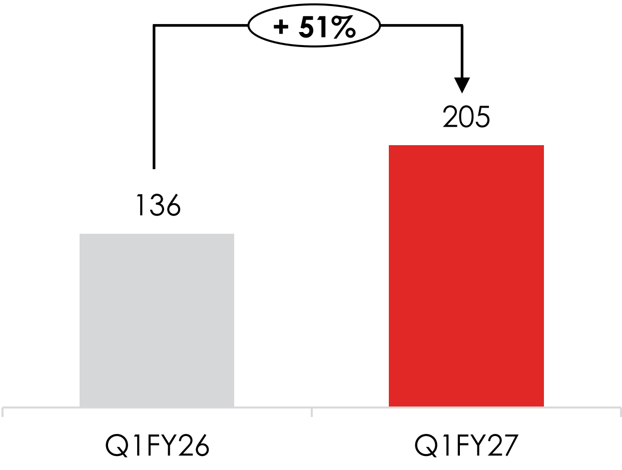
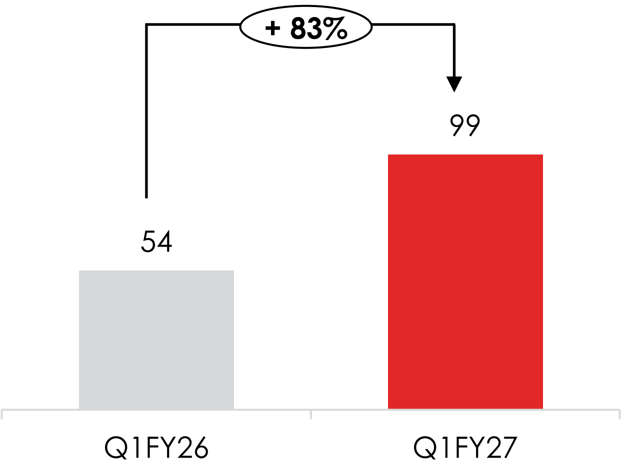
Revenue (Rs. In Cr.)



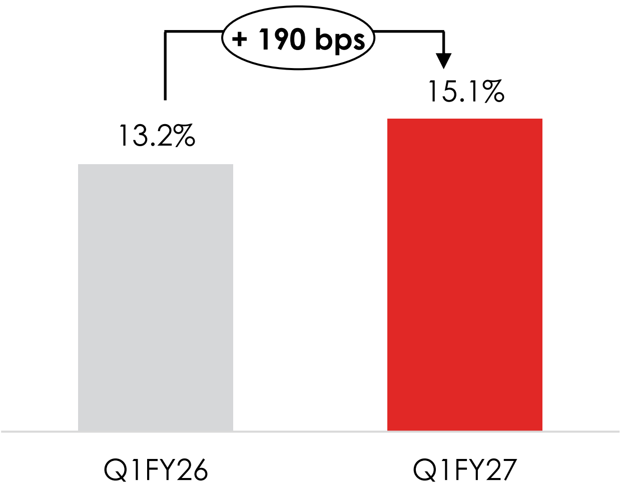
EBITDA (Rs. In Cr.)



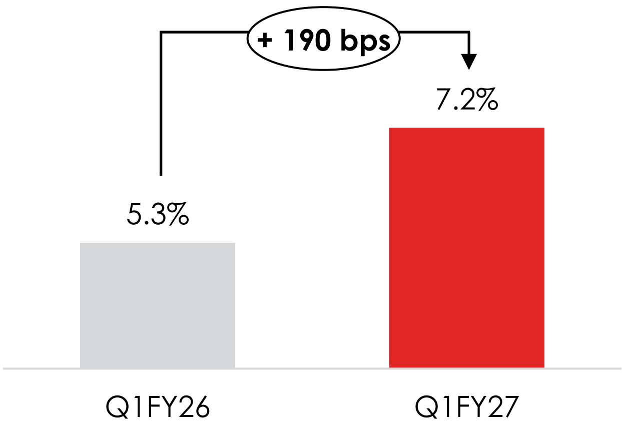
PAT before MI* (Rs. In Cr.)



EBITDA Margin (%)



PAT Margin before MI (%)



Consolidated Profit & Loss Statement

Particulars (Rs. in Crores.)	Q1FY27	Q1FY26	Y-o-Y
Revenue	**1,364**	**1,026**	***33%***
Raw Material Consumption	873	663	
Employee Expenses	179	139	
Other Expenses	122	99	
Other Income	15	11	
EBITDA	**205**	**136**	***51%***
EBITDA Margin %	**15.1%**	***13.2%***	
Depreciation	*49*	39	
Finance Cost	25	23	
Profit Before Tax	**132**	**74**	***78%***
Tax	**33**	20	
Profit After Tax (Before Minority Interest)	**99**	**54**	***83%***
***PAT Margin %* (Before Minority Interest)**	**7.2%**	**5.3%**	
EPS (In INR)	**12.7**	**6.1**	***109%***

Upholding Excellence in Corporate Governance

Board of Directors

Promoter Group

Mr. Dhanesh Kumar Jain
Chairman

Over 6 decades of experience in the automotive industry in management, operations & administrative roles.
He has held various industry positions

Mr. Deepak Jain
Vice Chairman

He holds a business graduate degree from the Illinois Institute of Technology, USA with specialization in operations management & international business.
He has undergone extensive training at Stanley Co. Inc., USA & Stanley Electric Co. Limited, Japan and has over 25 years of experience and also holds various key industry positions.

Mr. Anmol Jain
Managing Director

He holds a bachelor's degree in Business Administration in Finance and Supply Chain Management (double major) from Michigan State University, USA.
He worked as a Management Trainee with GHSP, USA and subsequently, joined Lumax Group, in 2000 and has over 25 years of experience. He also holds various industry positions

Independent Directors

Mr. Parag Chandulal 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, possesses over 5 decades of experience. Held top leadership positions in prestigious organizations.

Visionary Leadership Team

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

Mr. Sunil Koparkar
Head, IAC
Experience: 30+ Years

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

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

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

Mr. Ankit Thakral
Chief Financial Officer
Experience: 15+ Years

Mr Satish Sundaresan
Chief Technology Officer
Experience: 20+ Years

Mr. Pankaj Mahendru
Company Secretary
Experience: 15+ Years

Our ESG Roadmap

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RE 40 – FY24-25

- ✓ 100% ETP & STP in all plants
- ✓ Diversity ratio 10%
- ✓ ISO 14001 & ISO 45001 (EHS) in all major plants
- ✓ ISO 27001- R&D

RE 70 – FY25-26

- ✓ 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)- Model plants
- ✓ ISO 27001- Model plants

RE 90 – FY26-27

- ✓ 100% rain-water harvesting setup.
- ✓ 10% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 20%
- ✓ ISO 50001:2018 (EnMS) in all major plants
- ✓ ISO 27001- in all plants & offices.

RE 100 – FY27-28

- ✓ 25% reduction of Co2 (Supply chain partners)

FY28-29

- ✓ 30% reduction of Co2 (Supply chain partners)

FY29-30

- ✓ 40% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 25%
- ✓ Inclusivity 5%

Lumax – Plant Carbon Neutrality Strategy

Promote Utilization of Renewable energy towards 2028 net zero challenge

Motivate team to increase daily Kaizen

Reduce Energy consumption (energy saving)

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

20+% Today

30% In next few years

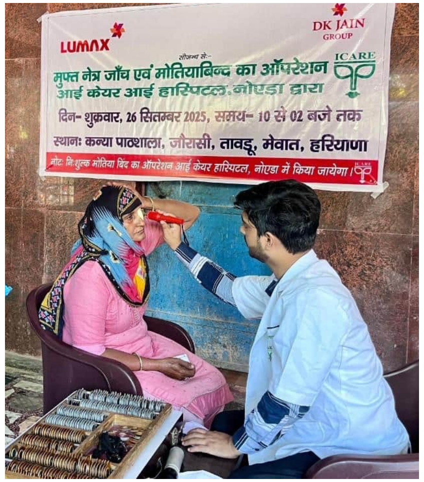
We believe in upskilling women and promote gender diversity

Total Inclusivity Number - 70

Driving Social Progress, One Initiative at a Time

Lumax Charitable Foundation, the CSR arm of Lumax Group, the Foundation is committed to three key SDGs, reaching underserved communities across five states:

- **Quality Education**
- **Good Health & Well-being**
- **Clean Water & Sanitation**



Eye care and cataract surgeries - 823	**Cancer** treatment & patient support - 651
Children supported with **juvenile diabetes** management -35	**Mobile Health Unit** – Primary Health care to communities - 17117

CSR Initiatives

Operating across **33** government and low-income private schools in five states across India, near Lumax plant locations, the Foundation provides holistic educational support ‘beyond classroom learning’.

8000+ students received Life Skills Education

7200 students benefited from Career Counselling & Guidance

500 Primary students engaged in Life Skills & STEAM Education

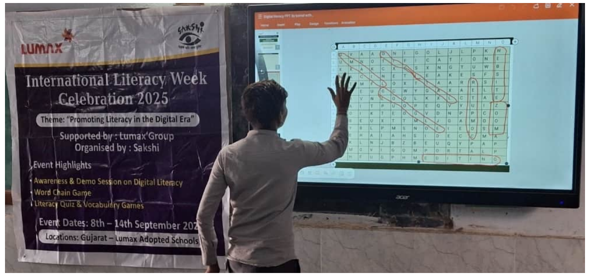
568 scholarships awarded to support higher education

3500 students reached with personal and menstrual hygiene awareness

Transforming lives through education and health interventions.
Empowering communities - one student, one patient, one future at a time.






Celebrating Milestones with Awards & Accolades

JIPM-TPM Excellence Award March 2026 - Lumax Auto Technologies, Metallics Division - Kuruli

Lumax Auto Technologies was recognised at the BAVA Conference 2026 with the Super Platinum Quality Award for Sambhajinagar G-53 Plant and the TPM Excellence Award for Kuruli Plant.

Lumax Group Recognised As
A Most Preferred Workplace 2026-27 by Marksmen Daily

Four products each from the **LATL Chakan and Pantnagar plants** have received the **GreenPro Ecolabel Certification**

LCAT won Gold award at the 50th
International Convention on Quality Control Circle (ICQCC 2025) held in Taiwan.
Lumax Group has been getting recognition at the ICQCC for 7 consecutive years

Lumax Auto Technologies has been honoured in the LACP Awards for the 2024-25 cycle, marking our seventh consecutive year of recognition. Ranked #72 Globally, Platinum Award – Annual Report, Gold Award – Integrated Report, Technical Achievement Award for overall excellence in the art and method of integrated report communications for the past fiscal year

Celebrating Milestones with Awards & Accolades

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LCAT received Sustainability Excellence Award at the Tata Motors Annual Supplier Conference 2025

Mr. Vikas Marwah, CEO received Hall of Fame at the Manufacturing Today Annual Summit

Lumax Mannoh Allied Technologies honoured with CNBC-TV18 SME Champions Awards 2025 – Season 2 in the category of Manufacturing SME of the Year – Industrial Excellence.

Lumax Ituran Telematics received Runner-Up award under 'Partnership' category at Daimler Truck Annual Supplier Meet 2025

Lumax Auto Technologies – Bengaluru Plant has been honoured with the Excellence in Quality Management – Plastics award at the Honda Motorcycle and Scooter India Supplier Convention 2026

Mahindra Supplier Excellence Award for Execution Excellence 2026

Lumax Alps Alpine received Localisation of Design & Development Capability in the year 2025-26 at the Maruti Suzuki Vendor Conference

IAC Division received Part Development in the year 2025-26 at the Maruti Suzuki Vendor Conference

Annexures

Subsidiary Highlights

	Mannoh	Cornaglia
Products	Shift levers (AT and MT), Spare wheel carriers, Forged cutting products	Air filters, Plastic fuel tanks, and Urea tank
No of Plants	4	1
Key Customers	MSIL, M&M, Toyota, TATA, HCIL, Daimler	Tata, Toyota, Volkswagen, M&M, MG
Order Book	Rs 94 crores	Rs 49 crores
Key Financials Q1 FY27 (Cr)	Revenue 100, EBITDA 16, PAT 10	Revenue 54, EBITDA 12, PAT 7
Shareholding (%)	55%	50%

Subsidiary Highlights

	Alps Alpine	Ituran	Yokowo
Products	Electric devices and components	Telematics	Antennas & other vehicle communication products
No of Plants	1	1	1
Key Customers	MSIL, HMSI	Daimler	M&M, HCIL, Toyota
Order Book	Rs 154 Crores	Rs 23 Crores	Rs 85 crores
Key Financials Q1 FY27 (Cr)	Revenue 42; EBITDA 5; PAT 2	Revenue 8; EBITDA 1; PAT 0.2	Revenue 13; EBITDA 1; PAT -0.7
Shareholding (%)	50%	50%	50%

Subsidiary Highlights

	FAE	Greenfuel Energy
Products	Oxygen Sensors	CNG Products
No of Plants	1	2
Key Customers	REML, M&M	MSIL, Tata, SML, VECV
Order Book	Rs 6 Crores	Rs 200 crores
Key Financials Q1 FY27 (Cr)	Revenue 21, EBITDA 2, PAT 5	Revenue 111, EBITDA 26, PAT 11
Shareholding (%)	100%	60%

Thank You

For further information, please contact:

Company	Investor Relations
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