



Lumax Industries Limited

Q3 FY25 Investor Presentation



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Leading Automotive Lighting Manufacturer having a Tier I relationship with all OEMs in India

#

Market **Leadership** in automotive Lighting

2

Strong International JV Partners – **Stanley and SL Corporation**; having leadership position across the globe

4

2 R&D centers & 2 Overseas Design centers to stay ahead of the curve in design trends

7+

Over **7 decades** of OEM relationships



One of the few players with **largest range of lighting solutions & Electronics**

12

12 manufacturing facilities strategically located at key automotive hubs in the country

Key Financial Parameters (FY24)

Rs. 2,600+ crs

Revenue

23%

CAGR Revenue growth last 3 years

>9%

EBIDTA Margins

>17%

RoCE

Rs. 250+ crs

Capex

Milestones



1945: Founded a partnership firm 'Globe Auto Industries' as a Trading concern

1956-57: Set-up dedicated unit for Automotive Lighting Equipment in Delhi

1977-79: Setup manufacturing units in Faridabad, Haryana and Pune, Maharashtra

1981: Lumax Industries Pvt Limited established after taking over partnership firm Globe Auto Industries

1984: TA signed with Stanley, Japan for Lighting Equipment

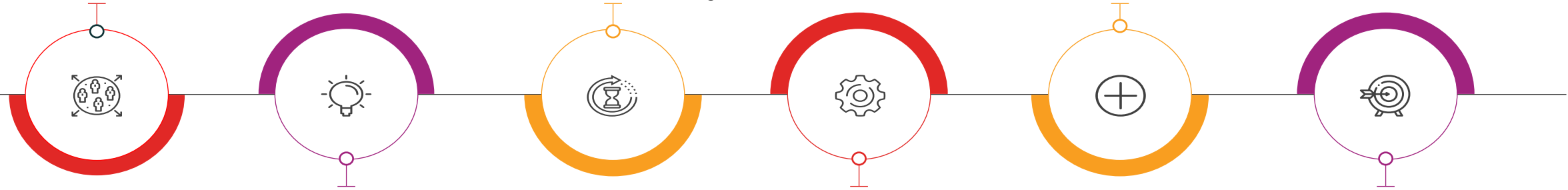
1985: Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

1994: Equity participation of Stanley, Japan in Lumax Industries Limited

1997: Joint Venture agreement with SL Lumax Limited.

1998: Set-up manufacturing unit at Dharuhera, Haryana

2003: Demerger Lumax Industries



2005: Setup manufacturing unit in Chakan, Maharashtra

2008: Setup manufacturing plant in Pantnagar, Uttarakhand & expansion of Dharuhera and Chakan plants. Also setup a R&D centre at Gurugram

2010: Setup a manufacturing plant in Haridwar, Uttarakhand

2011: Setup manufacturing plants in Bawal, Haryana; Sanand, Gujarat & Bidadi, Karnataka. Also setup a R&D centre at Pune

2016: Opening of **Design Centre** in Taiwan

2017: Further expansion at Sanand, Gujarat facility

2019: Commencement of Electronics Facility at Manesar

2020: Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

2021: Opening of Design office in Czech Republic

2022: Start of Commercial Production at Bawal (New Electronics Facility) & at new Sanand plant, Gujarat

Opening of Lumax European Technical Centre (LETC) in Czech Republic as 100% subsidiary

2023 : Start of Commercial Production at new Chakan plant, Maharashtra

Global Partnerships



Relationship since 1984

JV for Lighting, HVAC Panels and other Electronics

37.5% in Lumax Industries Limited



Stanley, Japan

- Lumax has maintained a strong, four-decades-long relationship with Stanley Electric Co., Japan.
- The enduring alliance has been crucial in the manufacturing and design of advanced lighting solutions with shared expertise and advanced technology
- The partnership has facilitated the production of Printed Circuit Boards (PCBs), a vital component in LED lighting systems, specifically to serve Indian customers
- This longstanding relationship has significantly contributed to Lumax's reputation as a reliable and innovative manufacturer in the industry



Relationship since 1997

JV for Lighting and Other Automotive parts

21.28% in SL Lumax Limited



SL Corporation, Korea

- Nearly Three- Decades-Long Relationship with SL Corporation, South Korea
- Lumax Industries has established a strategic partnership with SL Corporation to manufacture a wide range of products
- This collaboration encompasses the production of end-to-end lighting systems and other automotive components



About SL Lumax Limited

- ✓ In partnership with SL Corporation, Korea, a multinational automotive player with presence in Asia-Pacific, Europe & US



- ✓ Plant located at **Sriperumbudur near Chennai**
- ✓ Products include Head Lamp, Rear Combination Lamp, Fog Lamp, Chassis, Trim & Mirrors, Shift Lever, Parking Brakes
- ✓ Caters to **Hyundai India**

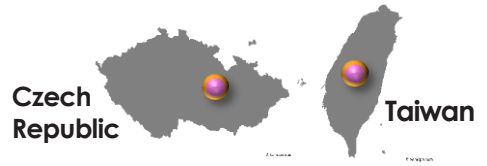
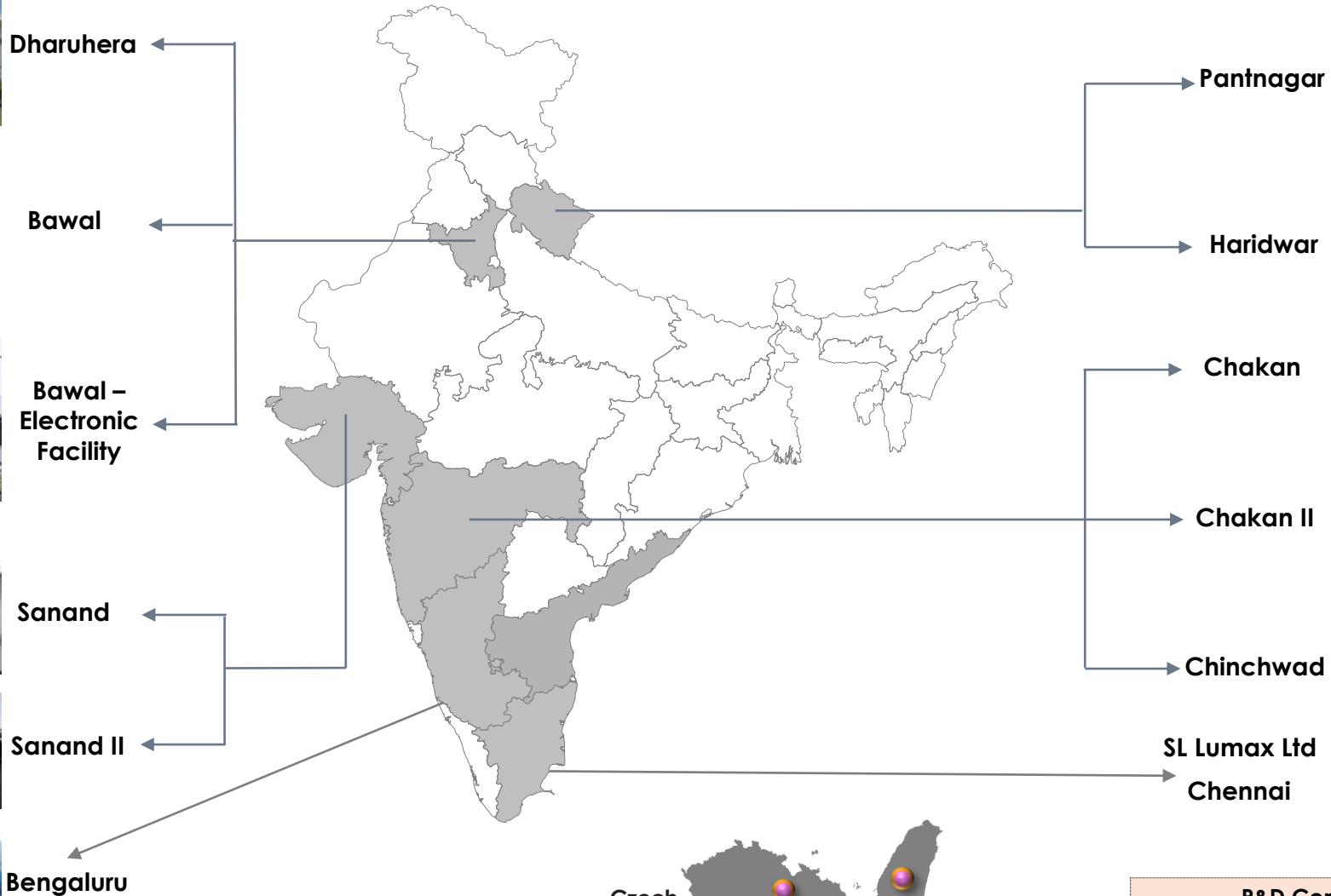


FY24 Financials

Revenue :
Rs. 2,703 Crores



Strategic Manufacturing Locations in Proximity to Customers



R&D Centre & Design Centre	
R&D Centre	Gurugram
	Pune
Design Centre	Taiwan & Czech Republic

... in Key Auto Belts of India

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

Upholding excellence in Corporate Governance



Board of Directors



Mr. Dhanesh Kumar Jain
Chairman Emeritus

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



Mr. Tadayoshi Aoki
Senior Executive Director

He is Nominee Director of Stanley Electric Co. Limited, Japan and possesses over 30 years of rich experience in the field of Car Electronics, Engineering, Sales of car electronic parts and Sales Planning Division.



Mr. Deepak Jain
Chairman and Managing Director

He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan and has over 25 years of experience and also holds various industry positions.



Mr. Tomohiro Kondo
Non-Executive Director

He is Nominee Director of Stanley Electric Co. Limited, Japan and has rich experience in the automotive industry and is associated with the Stanley Group since May 2009.



Mr. Anmol Jain
Joint 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. Tetsuya Hojo
Non-Executive Director

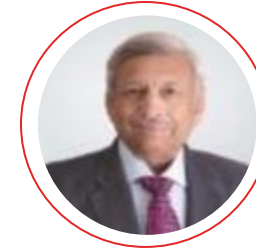
He is Nominee Director of Stanley Electric Co. Ltd. And is Executive Officer and Division Manager of Automotive Lighting Division of Stanley Electric Co., Ltd. He is associated with Stanley group since 1990.



Mr. Pradeep Singh Jauhar



Mrs. Pallavi Dinodia



Mr. Rajeev Kapoor



Ms. Ritika Sethi



Mr. Harish Lakshman



Mr. Vikrampati Singhania

Promoter Group

Independent Directors

Visionary Leadership Team



Mr. Raju B Ketkale
Chief Executive Officer
Experience: 30+ Years



Mr. Sanjay Mehta
Group CFO
Experience: 30+ Years



Mr. Ian Barnard
**Automotive Specialist – New
Technology & Innovation**
Experience: 35+ Years



Mr. Raajesh Kumar Gupta
**Executive Director & Company
Secretary**
Experience: 30+ Years



Mr. Ravi Teltia
Chief Financial Officer
Experience: 20+Years

Inhouse Technological Developments



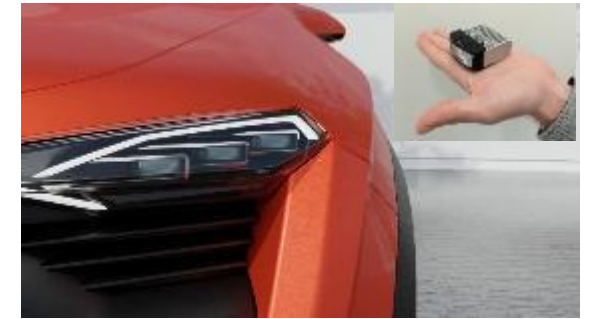
**OLED Rear Lamps w/
Animation**



**Low Cost LED Headlamp
Modules**



**Ultra Homogenous Lux-LED
Signal Lamps**



**Portfolio of Low-Profile
Headlamp Projector
Modules**



**Matrix (ADB) Headlamp
Module and Controls**



**Grille Lighting with
Animation / Charging
Indication**



Image Projection Modules



**Innovative Interior and
Mood Lighting**

5 patents awarded, 20 filed along with 19 design registration awarded

Lighting Technology Roadmap

Technology Evolution



- Slim Line Modules including 1 row A)
- Illuminated logos, grilles & letters
- Micro optics foils or molded structures



- MLA (Lumax version, LB, TL, HB)
- ADB + AFS 2+ row (<100 segments)
- Road Projections (Turn + Parking)



- Night Vision Systems Integration
- mLED for AFS & ADB (4W/2W, leaning) ~20.000 pixels, part below horizon



- MEMS or DLP road projections
- Super Slim Line Modules (5-10mm)



- ADAS Sensor Integration
- MEMS or DLP ADB & AFS

➤ 2024 ➤

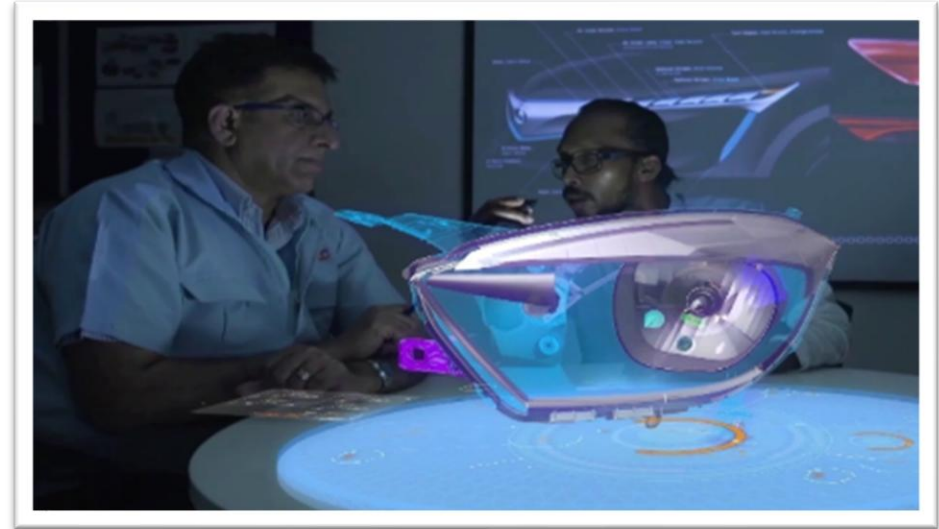
➤ 2026 ➤

➤ 2028 ➤

➤ 2030 ➤

➤ 2032 ➤

In House R&D and Validation Facility





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



Our ESG Roadmap



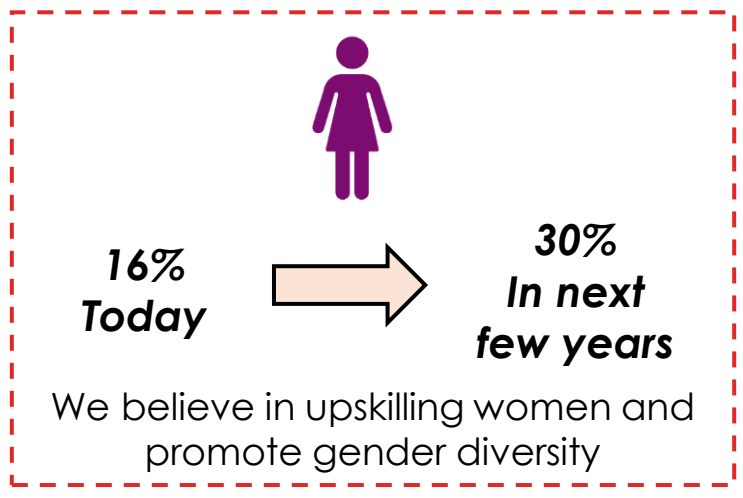
RE 40	RE 70	RE 90	RE 100		
<ul style="list-style-type: none"> ✓ 100% ETP & STP in all plants ✓ Diversity ratio 10% ✓ ISO 14001 & ISO 45001 (EHS) in all plants ✓ ISO 27001- Top 10 revenue plants ✓ ISO 50001:2018 (EnMS)- 20% plants 	<ul style="list-style-type: none"> ✓ Advance Equipment installation for 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



Plant Carbon neutrality through powered through Renewable Energy



Celebrating Milestones with Awards & Accolades



Lumax Group at Maruti Suzuki Vendor Conference 2024 at Antalya - Turkey won the Supplier Collaboration Initiatives Award in May 2024



Lumax Industries - Chakan plant received the prestigious 'On Time Order Fulfilment Award' from Mahindra-SPD at Mahindra Supplier Conference in June 2024



Sustainability Excellence Award Tata Motors Annual Supplier Conference



Quality Excellence Award Tata Motors Annual Supplier Conference

Q3 & 9MFY25
Operational & Financial
Performance

Commenting on the Q3 & 9MFY25 performance of the company Mr. Deepak Jain, Chairman & Managing Director for Lumax Industries Limited said,



Deepak Jain
Chairman &
Managing Director

"We are pleased to report another quarter of strong growth and consistent performance at Lumax Industries. Our revenue surged by 40% year-on-year for the quarter and 31% for the nine-month period, driven by the strong performance of key models and robust order wins from leading OEMs. Despite temporary plant shutdowns for maintenance in December—a standard industry practice—we maintained operational efficiency and continued to deliver value to our customers. The Indian automotive industry experienced steady demand during the quarter, fueled by a strong festive season and attractive OEM discounts.

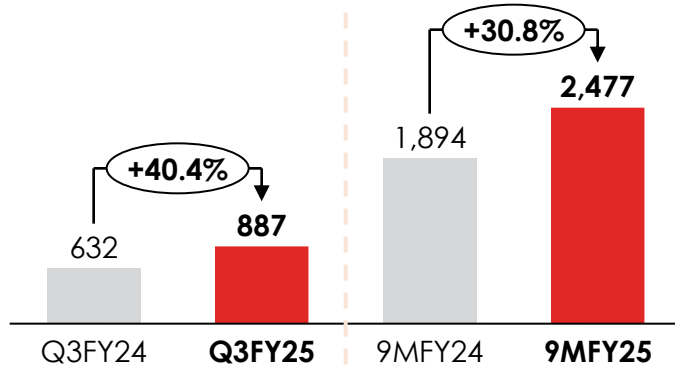
On the company front, we further solidified our market position by securing new business from key OEMs, including Maruti Suzuki, Mahindra & Mahindra, Tata Motors, and others, reaffirming our status as the preferred partner for advanced automotive lighting solutions. Our commitment to engineering excellence has been reinforced with the revamp of our engineering team, bringing in seasoned experts to drive innovation and enhance efficiency.

As the automotive industry evolves, Lumax Industries remains at the forefront of innovation, delivering cutting-edge lighting solutions that elevate both aesthetics and safety. We remain dedicated to driving sustained growth, expanding our market presence, and setting new benchmarks in the industry while continuing to create significant value for our customers and stakeholders."

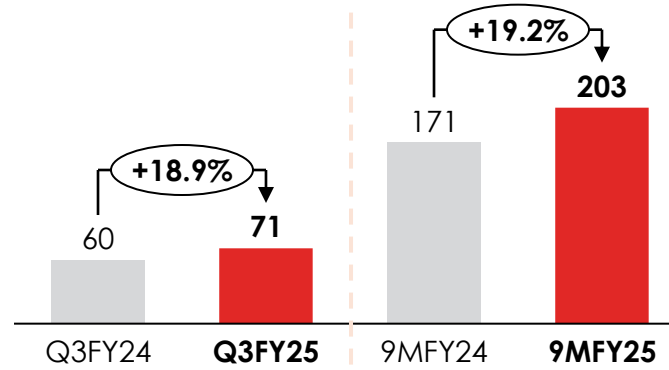
Q3 & 9MFY25 – Financial Snapshot



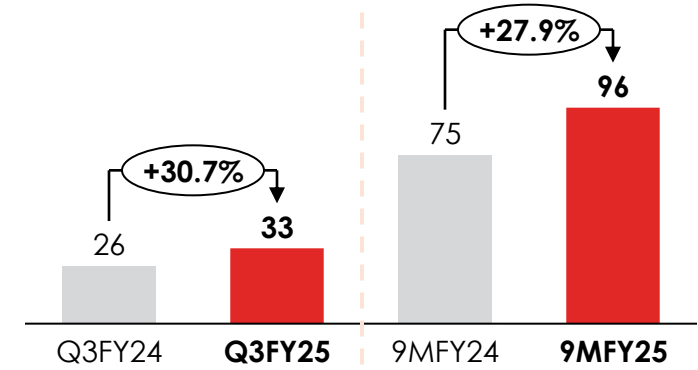
Revenue (Rs. In Crs)



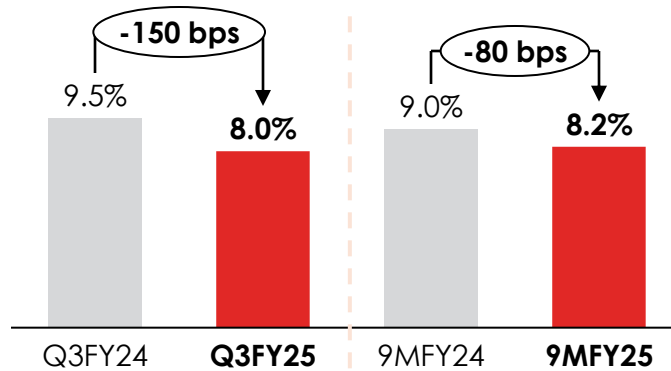
EBITDA (Rs. In Crs)



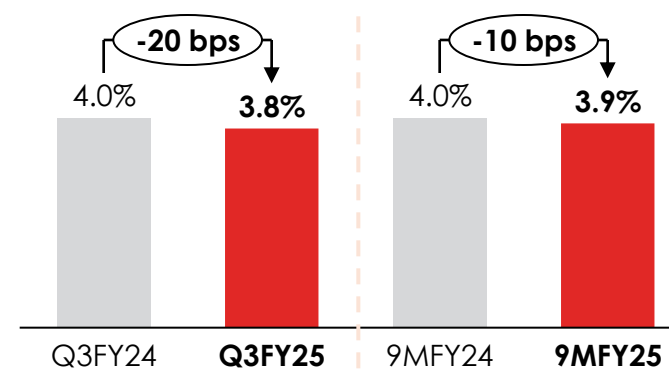
PAT (Rs. In Crs)



EBITDA Margin



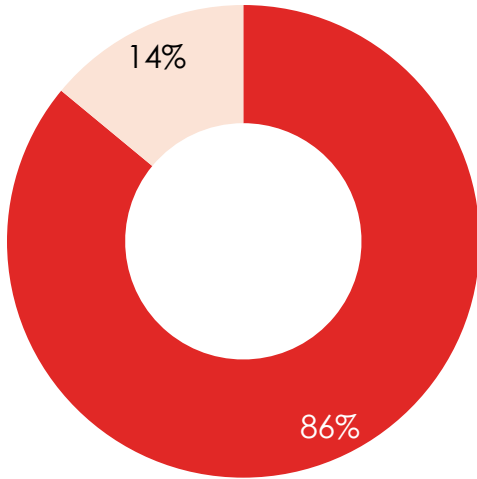
PAT Margin



Orderbook Break-up

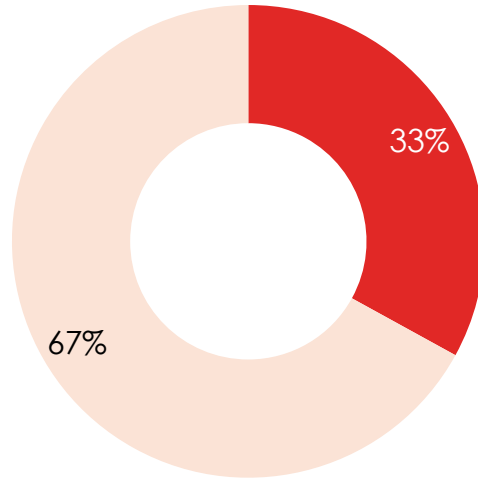
Total Order Book for the company stands at **Rs 2,600+ Crores**

LED v/s Conventional



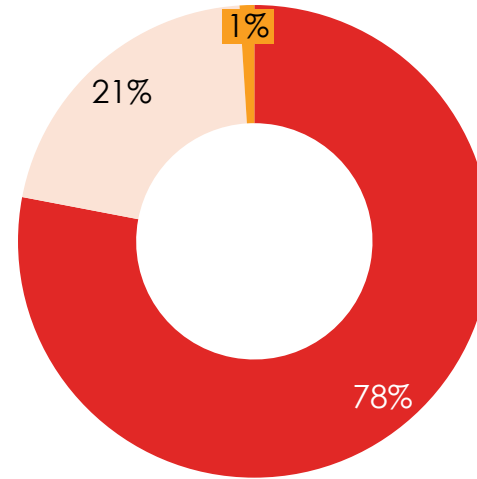
LED Conventional

EV v/s Non-EV



EV Non EV

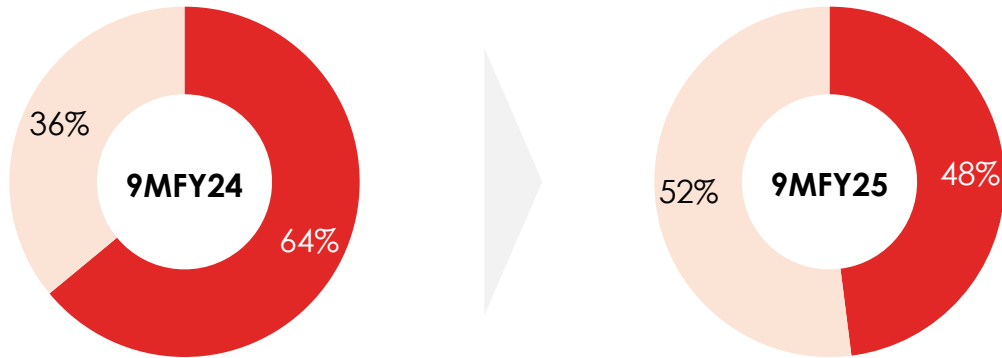
PV, 2/3W, Others



PV 2W & 3W Others

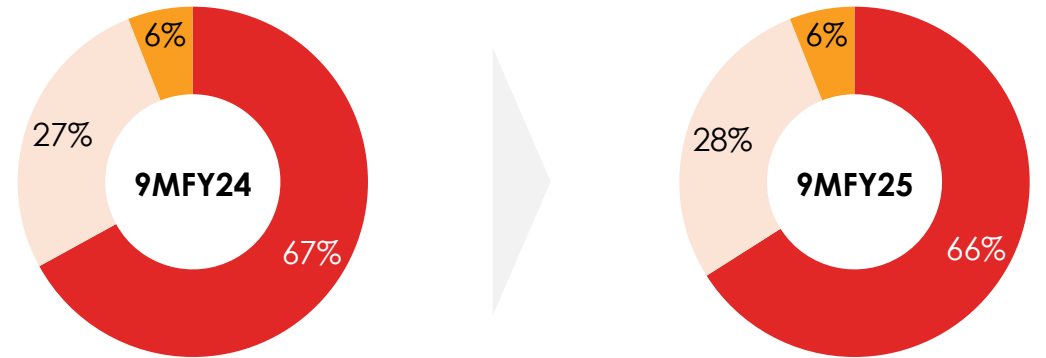
9MFY25 – Segment wise revenue break-up

LED v/s Conventional



Conventional LED

Segment Mix



Passenger Vehicle Two Wheeler Commercial Vehicle

Product Mix

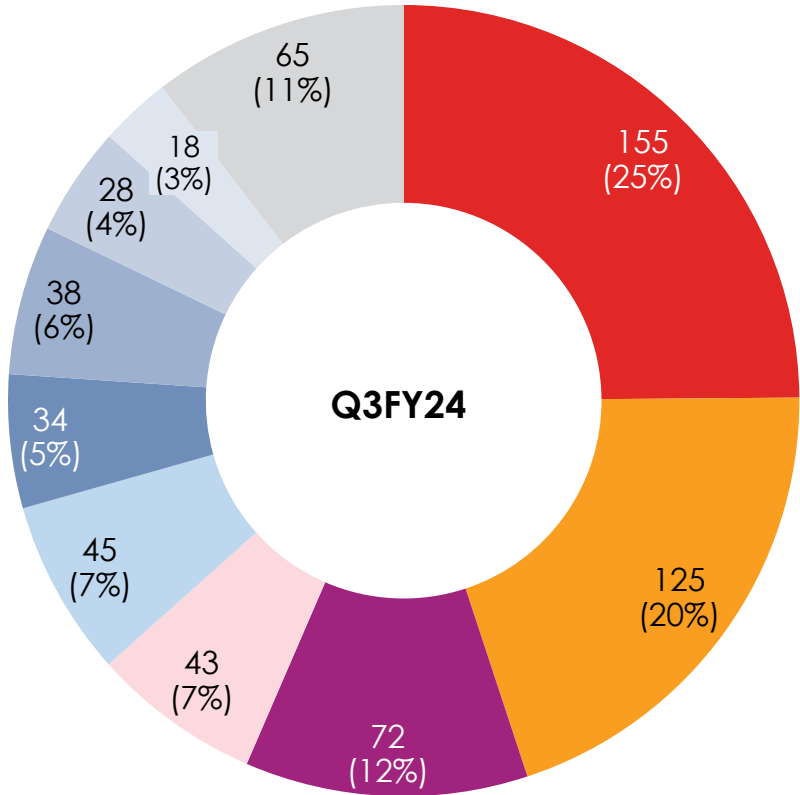


Front Lighting Rear Lighting Others

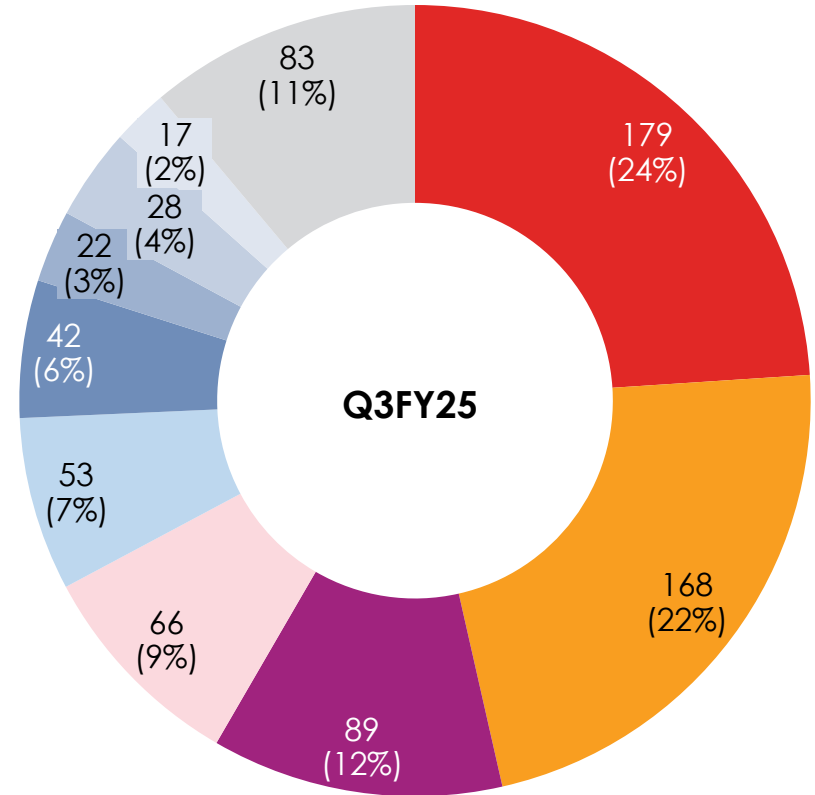
Q3FY25 – Revenue mix among Customers



Customer wise Sales
(Rs. 623 Crores)*



Customer wise Sales
(Rs. 747 Crores)*

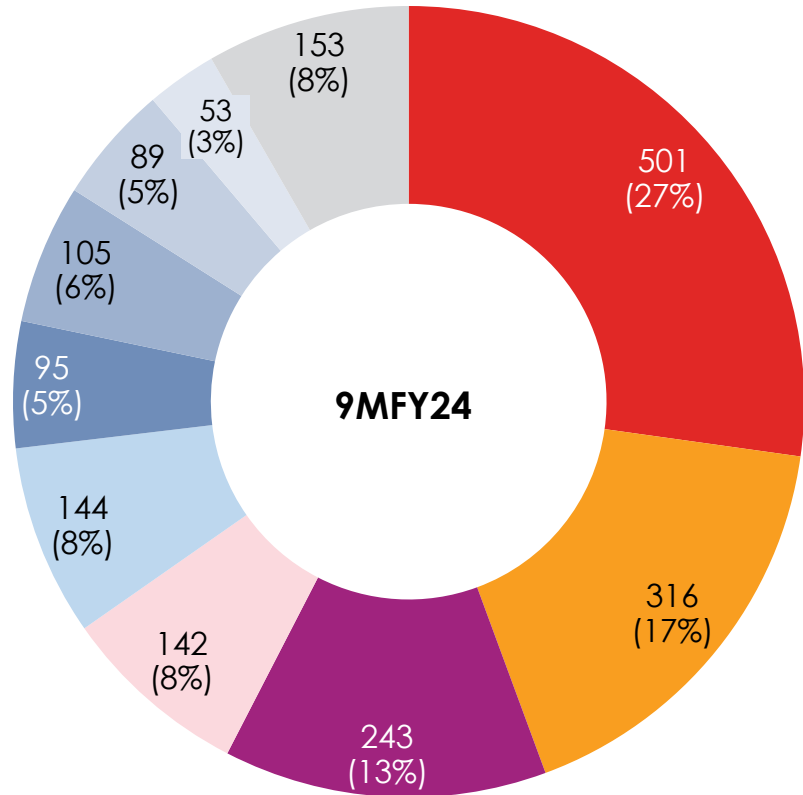


- MSIL/SMG
- HMSI
- TATA
- MG
- TVS
- M&M
- Hero Motocorp
- LATL
- Toyota
- Others

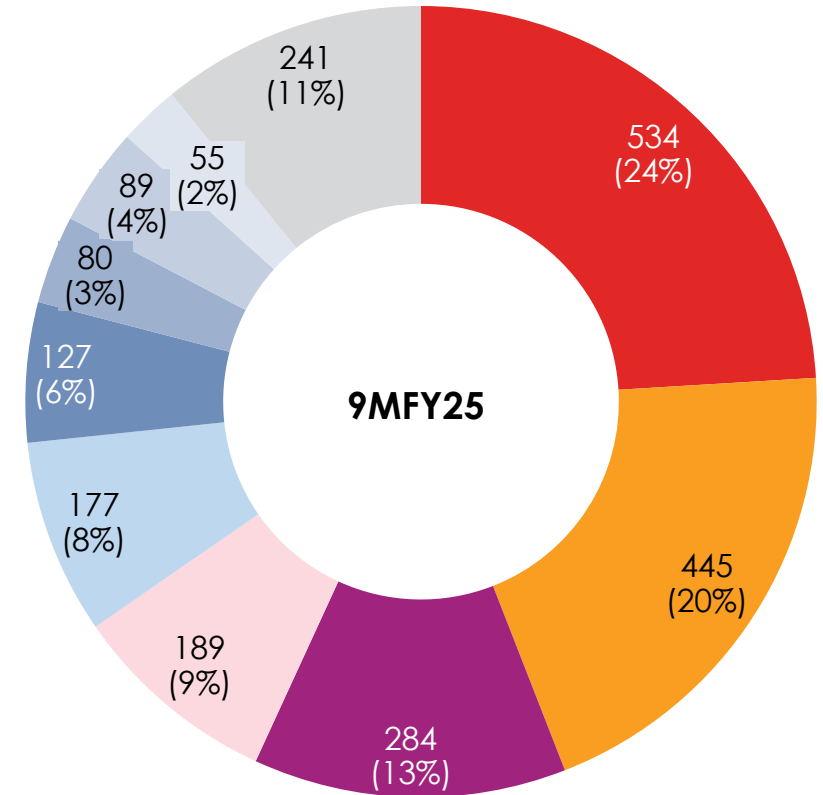
*Excludes Mould Sales;
Rs. In Crs

9MFY25 – Revenue mix among Customers

Customer wise Sales
(Rs. 1,841 Crores)*



Customer wise Sales
(Rs. 2,221 Crores)*



*Excludes Mould Sales;
Rs. In Crs

Standalone Profit & Loss Statement



Particulars (Rs. in Crores)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Manufacturing Revenue	747.0	623.5		764.1		2,221.0	1,841.0	
Moulds Revenue	140.1	8.2		52.3		256.0	52.9	
Total Operating Revenue	887.1	631.7	40.4%	816.4	8.7%	2,477.0	1,893.9	30.8%
Other Income	1.1	28.0		1.0		3.3	32.5	
Total Income	888.2	659.7		817.4		2,480.4	1,926.4	
Raw Material Consumption	614.8	401.9		551.3		1680.6	1228.1	
Employee Expenses	92.9	80.5		92.2		277.7	231.5	
Other Expenses	108.5	91.6		113.7		320.8	271.1	
EBITDA	72.0	85.7	-16.0%	60.2	19.6%	201.3	195.7	2.8%
EBITDA %	8.1%	13.6%		7.4%		8.1%	10.3%	
Depreciation	26.5	23.3		25.9		78.5	65.8	
Finance Cost	19.2	12.8		19.0		54.2	33.3	
Profit before Tax	26.2	49.5	-47.1%	15.3	71.2%	68.6	96.6	-29.0%
Tax	4.0	13.2		2.3		13.5	29.4	
Profit After Tax	22.2	36.4	-39.0%	13.0	71.2%	55.1	67.2	-18.0%
PAT Margin%	2.5%	5.8%		1.6%		2.2%	3.5%	
EPS (In INR)	23.7	38.9		13.9		59.0	71.9	

Consolidated Profit & Loss Statement

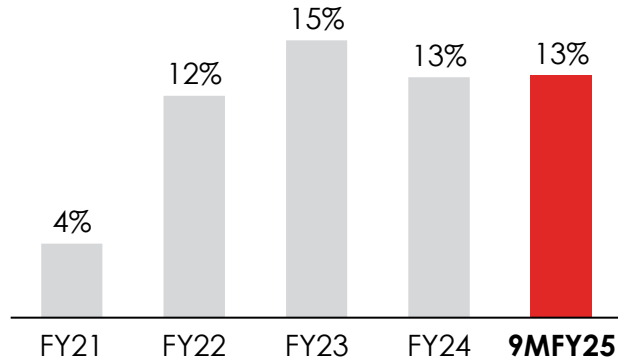


Particulars (Rs. in Crores)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Manufacturing Revenue	747.0	623.5		764.1		2,221.0	1,841.0	
Moulds Revenue	140.1	8.2		52.3		256.0	52.9	
Total Operating Revenue	887.1	631.7	40.4%	816.4	8.7%	2,477.0	1,893.9	30.8%
Other Income	1.1	1.5		1.0		3.3	6.1	
Total Income	888.2	633.2		817.4		2,480.4	1,900.0	
Raw Material Consumption	614.8	401.9		551.3		1,680.6	1228.1	
Employee Expenses	87.7	84.2		96.8		280.2	241.2	
Other Expenses	114.6	87.3		107.0		316.1	260.1	
EBITDA	71.1	59.8	18.9%	62.3	14.0%	203.4	170.6	19.3%
EBITDA %	8.0%	9.5%		7.6%		8.2%	9.0%	
Depreciation	27.1	23.5		26.5		80.0	66.2	
Finance Cost	19.4	12.8		19.1		54.7	33.3	
Profit before Tax & Share of Associate	24.6	23.4	4.9%	16.8	46.6%	68.7	71.1	-3.3%
Share of Associate	17.0	11.7		19.9		55.6	35.9	
Tax	8.1	9.5		8.4		28.4	32.0	
Profit After Tax	33.5	25.6	30.9%	28.3	18.4%	95.9	75.0	28.0%
PAT Margin%	3.8%	4.0%		3.5%		3.9%	4.0%	
EPS (In INR)	35.8	27.4		30.3		102.6	80.2	

Key Ratios



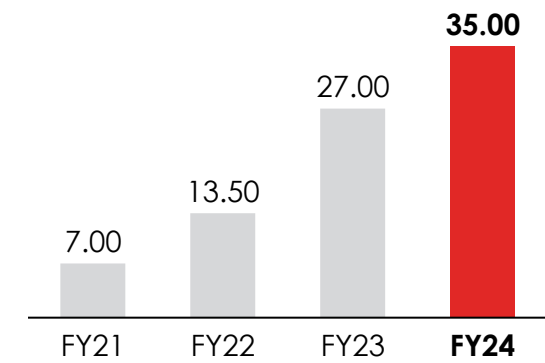
RoE



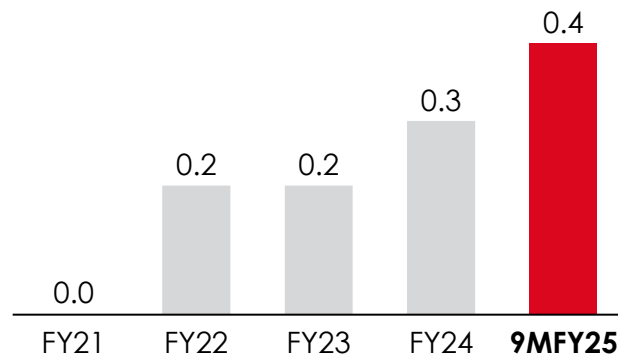
RoCE



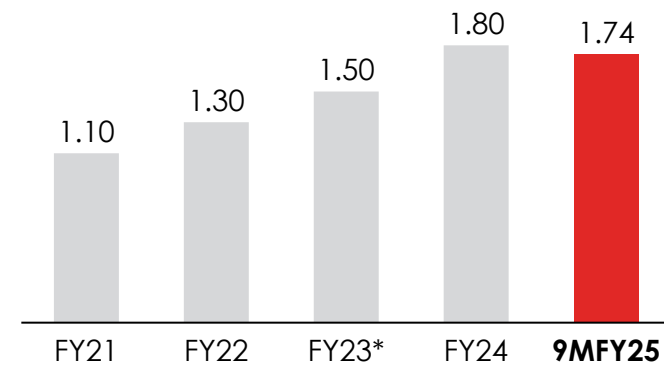
Dividend Per Share



Long Term Debt / Equity



Asset Turns (x)



**About
DK Jain Group**

Our Vision

Building an admired high performance **Global Organization** in whom all stakeholders have absolute trust

Our Purpose

We deliver **Pride and Progress with Positivity**

Our Values

Respect Integrity
Passion Excellence

About DK Jain Group

7

Presence over **Seven Decades**

Leader in Automotive Lighting, Gear Shifters & Vehicle Interior Solutions



15 Entities in 7 States
1 Overseas Entity in Czech Republic

38 Manufacturing Facilities across India



6 Engineering Centers in India, Taiwan & Czech Republic

Over **12,000 Employees**



Long standing **OEM Relationships**

Lumax Group - Two Listed Entities



Lumax Auto Technologies

Partnerships & JV's

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



Lumax Industries

Partnerships & JV's

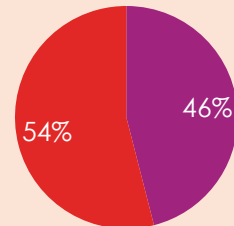
- ✓ Stanley – Japan
- ✓ SL Corporation - Korea

Product Segments

- Advance Plastic
- Mechatronics
- Structures & Control Systems
- Aftermarket

Group Revenues

- Lumax Industries
- Lumax Auto Technologies



FY24
Rs. 5,732 Crores

Product Segments

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

Thank You



For further information, please contact:

Company



Lumax Industries Limited
CIN: L74899DL1981PLC012804

Ms. Priyanka Sharma
priyanka.sharma@lumaxmail.com

www.lumaxworld.in/lumaxindustries

Investor Relations



Strategic Growth Advisors Pvt. Limited
CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Sagar Shroff
shogun.jain@sgapl.net / sagar.shroff@sgapl.net

Tel: +91 77383 77756 / +91 98205 19303
www.sgapl.net