

LIL:CS:IP:2019-20

Date : 01.02.2020

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
Company Code : 517206	Company Code: LUMAXIND

Sub.: Investor Presentation for the 3rd Quarter ended 31st December, 2019

Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter ended 31st December, 2019.

The above information is also being made available on the website of the Company at www.lumaxworld.in/lumaxindustries.

This is for your information and record.

Thanking you,

Yours faithfully,

For **LUMAX INDUSTRIES LIMITED**



PANKAJ MAHENDRU
COMPANY SECRETARY
M. NO. A28161



Encl.: as above



Lumax Industries Limited

Investor Presentation - February 2020

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Lumax Industries Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Seven Decade Strong

Leader in Automotive Lighting &
Gear Shifters

14 Entities in 8 States

29 Manufacturing Facilities

4 R&D Centres (India)
& 1 Design Centre (Taiwan)

Over 9,000 Employees

Two Listed Entities



Lumax Industries Limited

Products & Services

End-to-end Automotive Lighting Solutions

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Lumax Auto Technologies Limited

Products & Services

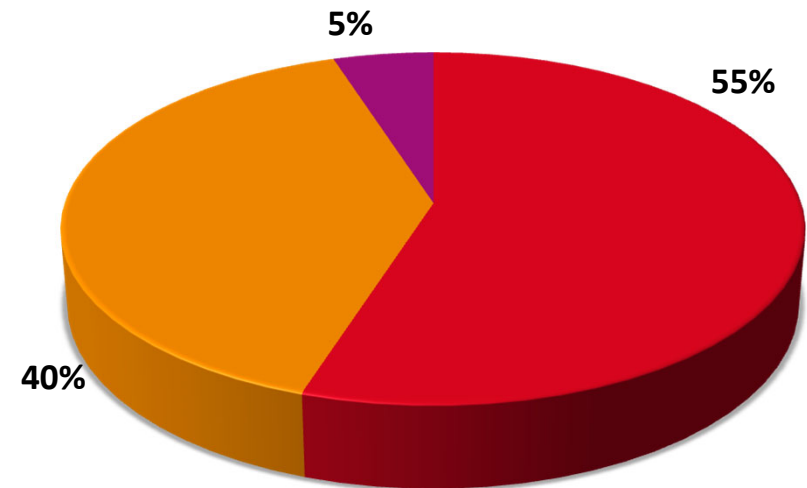
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Shift Tower, Seat Structures, LED Lighting, Aftermarket, Electrical & Electronics components, Telematics Products and Services, Oxygen Sensors

Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co. Limited – Japan
- Gill Industries Inc. – USA
- Austem Co. Limited – Korea
- Alpine – Japan
- Ituran – Israel
- FAE – Spain
- JOPP - Germany

Group Revenue Break Up (%)

FY19 Revenue of Rs. 3,370 Cr



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

Purpose, Vision & Values



OUR GROUP PURPOSE

We deliver
pride
and
progress
with
positivity



OUR VALUES

- R**espect
- I**ntegrity
- P**assion
- E**xcellence

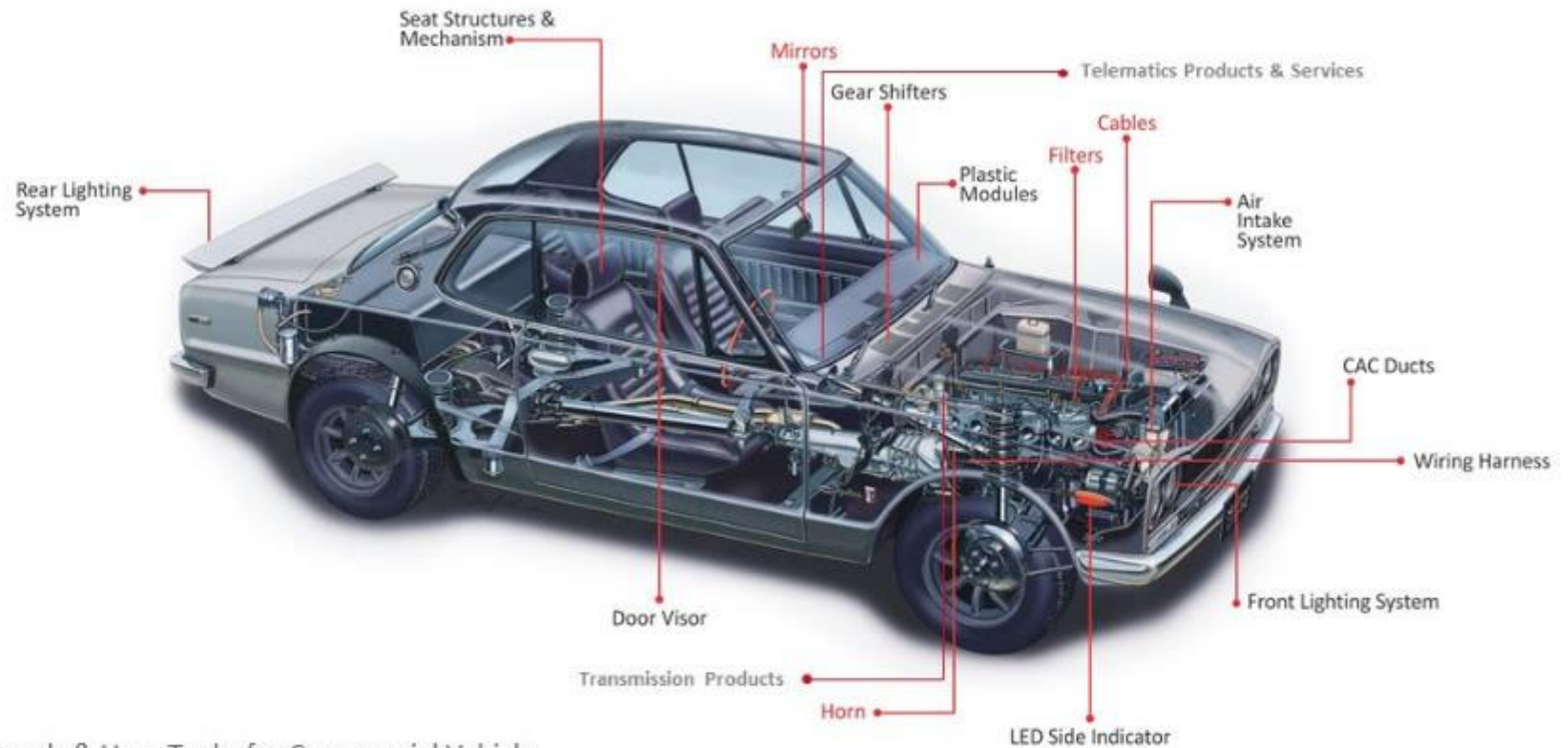


OUR VISION

Building an **admired**
high performance
global organisation in
whom all stakeholders
have **absolute trust**.

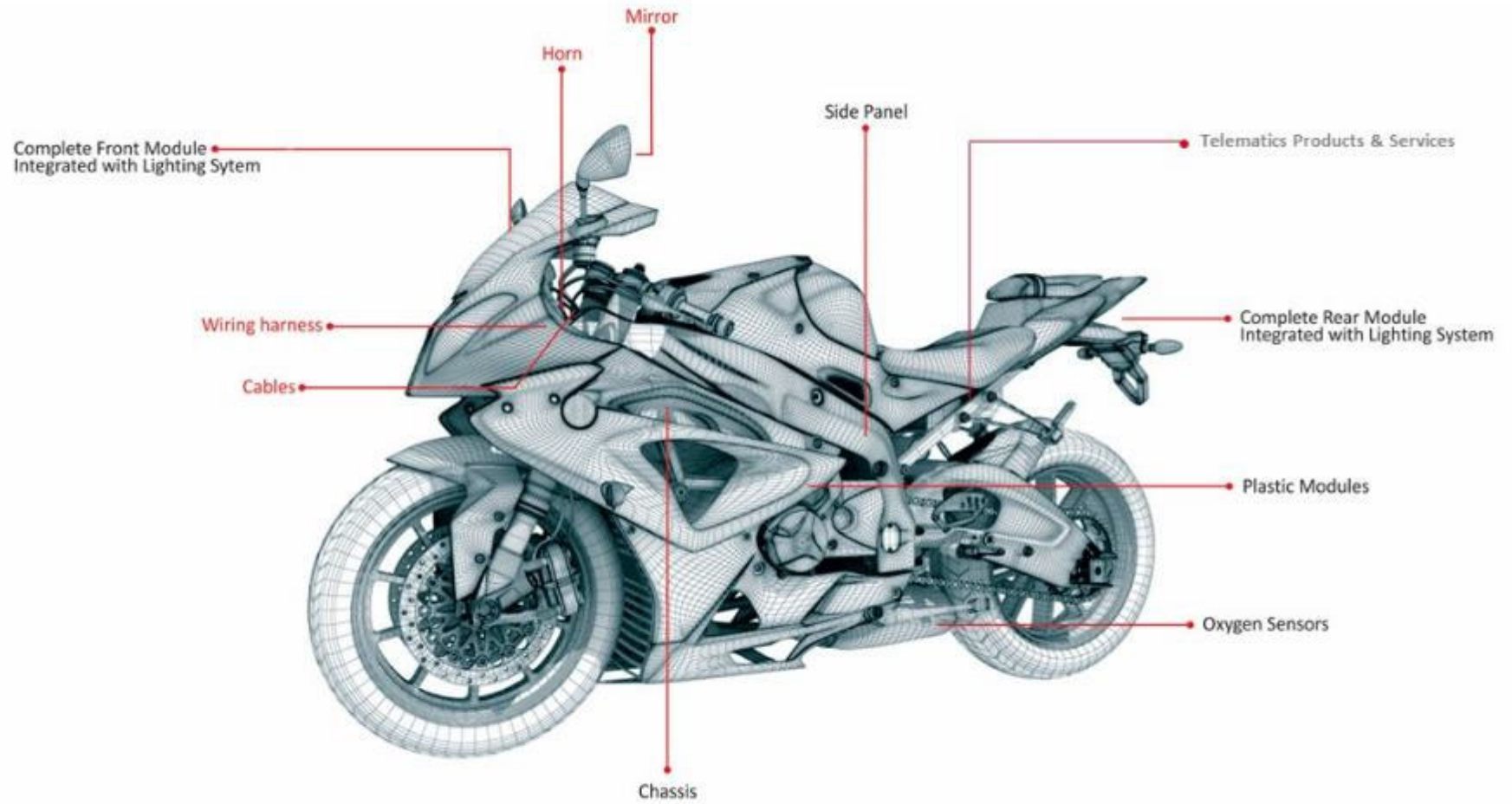


Diversified Product Range – 4-wheelers & CV



- Destination Boards & Urea Tanks for Commercial Vehicle
- *Aftermarket products*

Diversified Product Range – 2-wheelers



■ *Aftermarket products*

Fostering Partnerships to Deliver Excellence



Japan

JV FOR LIGHTING

Relationship Since 1984
37.5% in Lumax
Industries Limited



Korea

JV FOR LIGHTING AND OTHER
AUTOMOTIVE PARTS

Relationship Since 1997
78.72% in SL Lumax
Limited



Italy

JV FOR EMISSION SYSTEMS

Relationship Since 2007 50%
in Lumax Cornaglia Auto
Technologies Pvt Limited



Japan

JV FOR GEAR SHIFTERS

Relationship Since 2008 45%
in Lumax Mannoh Allied
Technologies Limited



JV FOR SEAT FRAMES,
STRUCTURES AND MECHANISMS

Relationship Since 2013 50%
in Lumax Gill-Austem Auto
Technologies Pvt. Ltd.

Fostering Partnerships to Deliver Excellence



JAPAN

EXCLUSIVE DISTRIBUTORSHIP AGREEMENT

Relationship Since 2014



ISRAEL

JV FOR SALE OF TELEMATICS PRODUCTS AND SERVICES

Relationship Since 2017 50% in Lumax Ituran Telematics Pvt. Ltd.



SPAIN

JV FOR OXYGEN SENSORS

Relationship Since 2017 49% in Lumax FAE Technologies Pvt. Ltd.

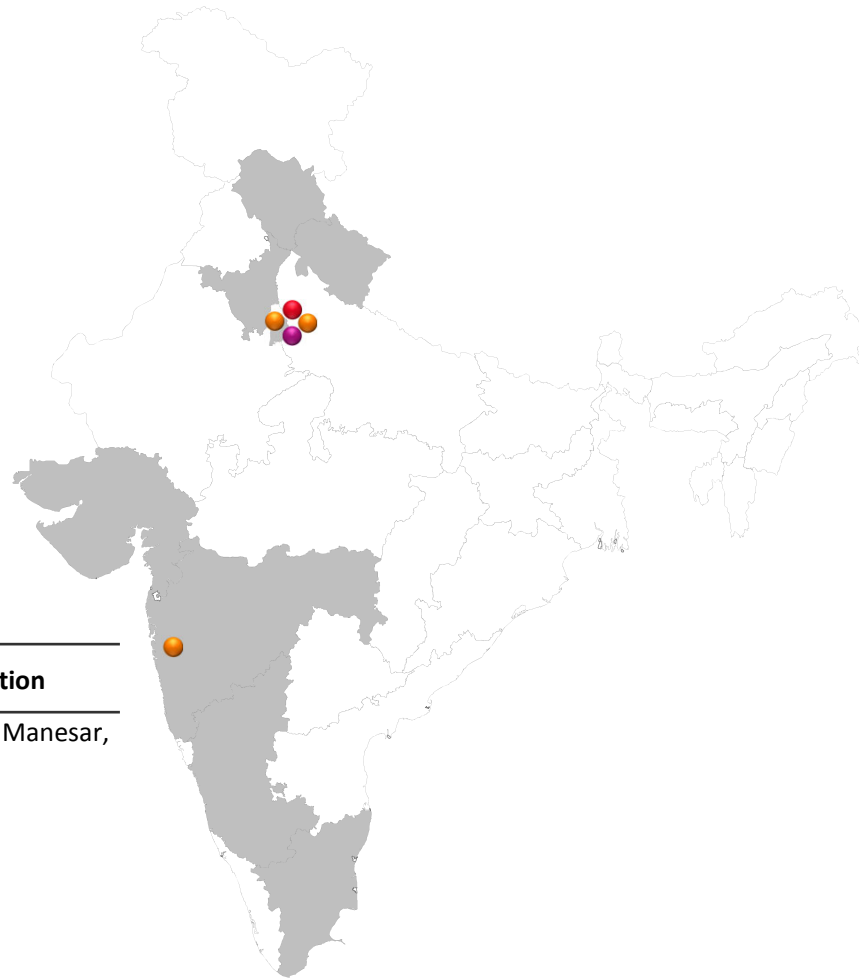


GERMANY

JV FOR MANUFACTURE AND SUPPLY TRANSMISSION PRODUCTS

Relationship Since 2019

29 Locations close to Customers



Facilities	Location
● R&D Centre	Gurugram, Manesar, Pune
● Design Centre	Taiwan
● Corporate HQ	Gurugram
● After Market Division	Gurugram

State	Mfg Locations	#
Haryana	Bawal	1
	Dharuhera	1
	Gurugram	2
	Manesar	3
Maharashtra	Pune	9
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	3
Himachal Pradesh	Kale Amb	1
Total		29

29 Plants in 7 States

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

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

Understand the Customer

- A real understanding of varying customer needs & the capability to deliver outstanding results

Environmental Conscious

- Environment-conscious work practices

Research & Development

- Government approved 3 R&D facilities & 1 Overseas Design Centre in Taiwan



Experienced Team

- Highly Qualified & Experienced workforce of dedicated professionals

Technology Leadership

- Partnerships with global players provides competitive edge
- Avant-grade technology at par with the best players worldwide

Global Footprints

- Global footprint through exports

Faster Turnaround

- Lightning-fast turnaround time & impressive speed to market

Relationships with Diversified Customers



Two Wheeler



Tier 1



Four Wheeler



Mahindra Rise.



Commercial Vehicle



DAIMLER



Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence

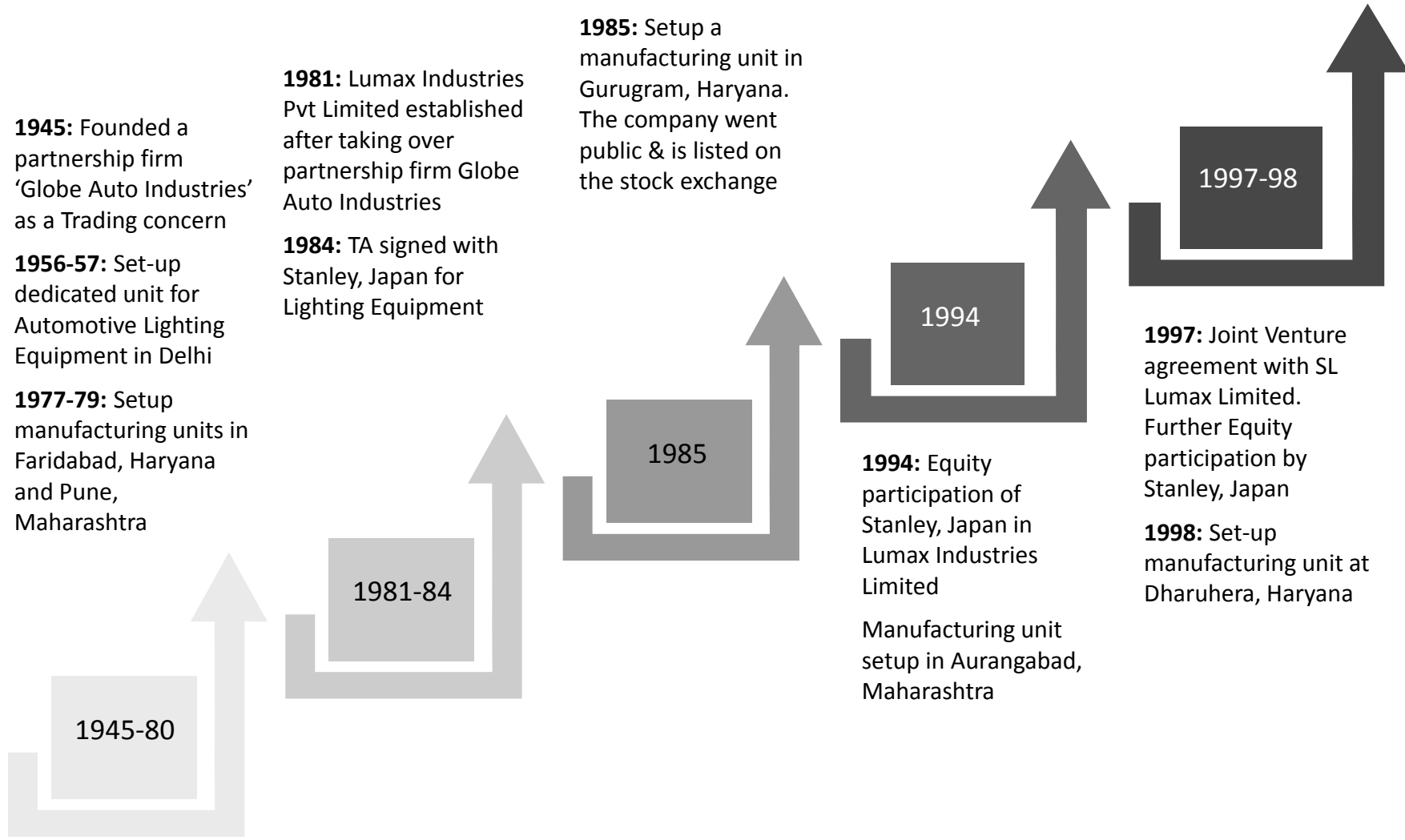


Lumax Industries Limited

Driving Leadership in Automotive Lighting



Milestone



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

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

Manufacturing unit setup in Aurangabad, Maharashtra

1997-98

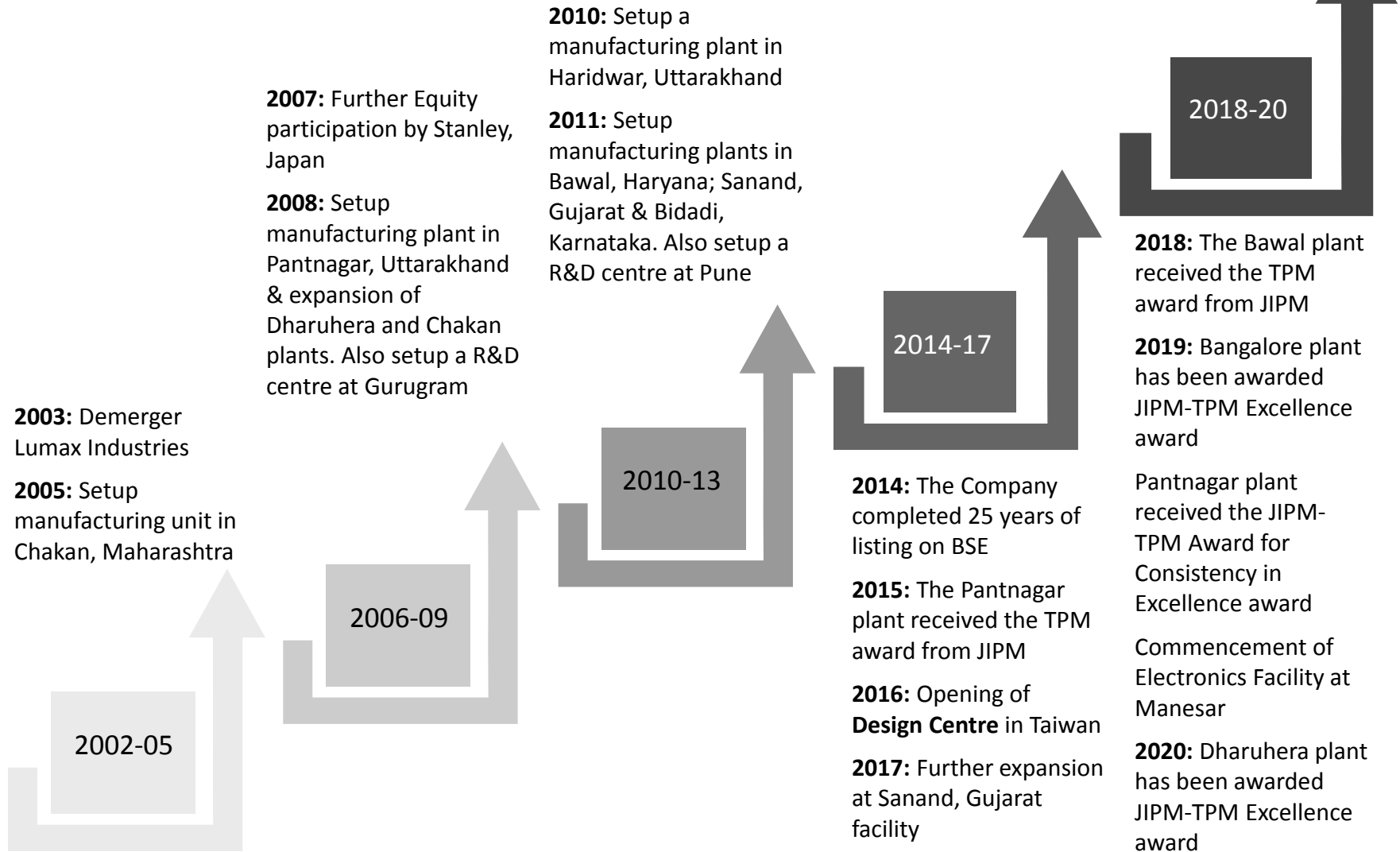
1997: Joint Venture agreement with SL Lumax Limited. Further Equity participation by Stanley, Japan

1998: Set-up manufacturing unit at Dharuhera, Haryana

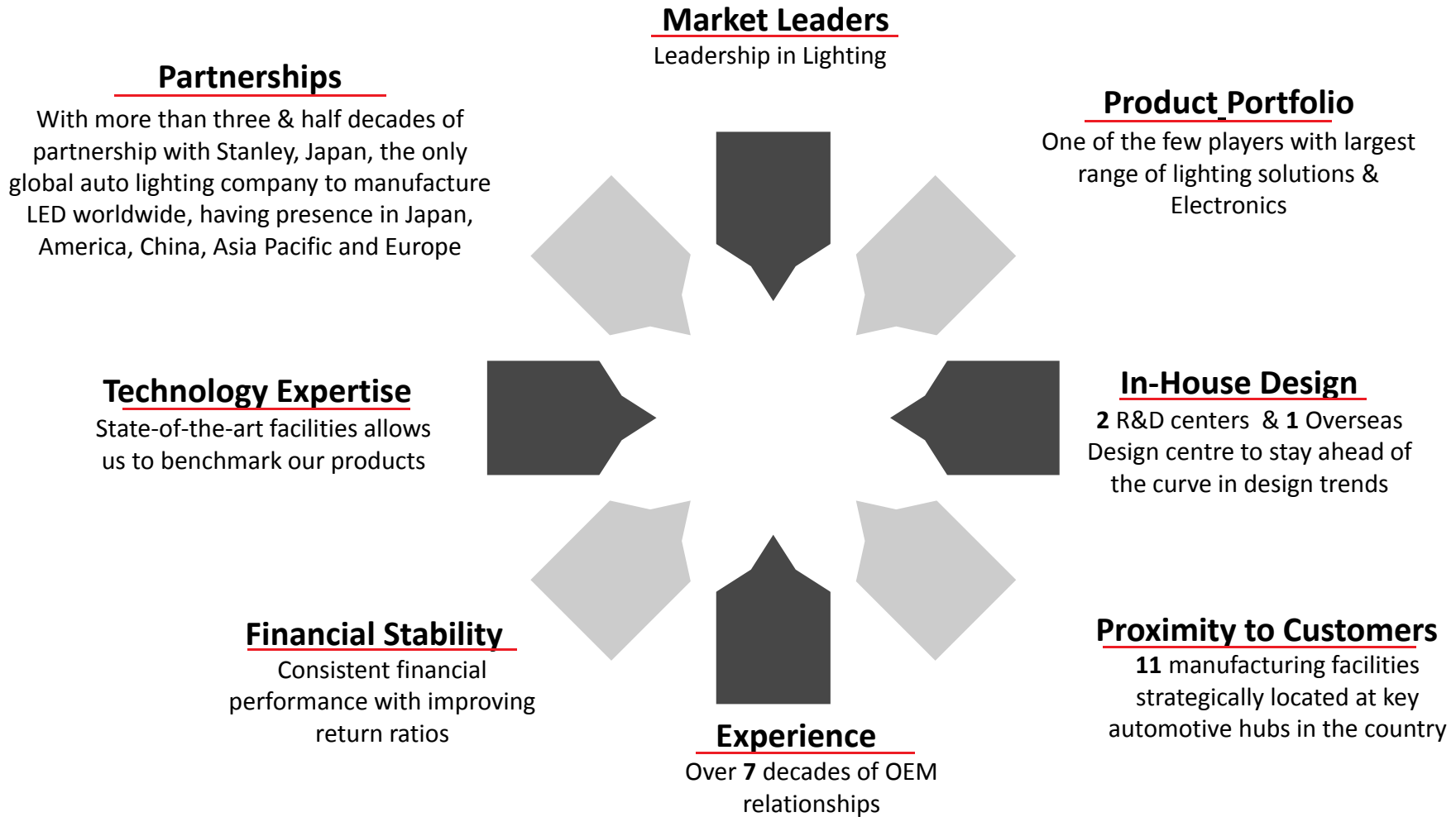
Milestone



...2005 -2020 a period of strategic expansion



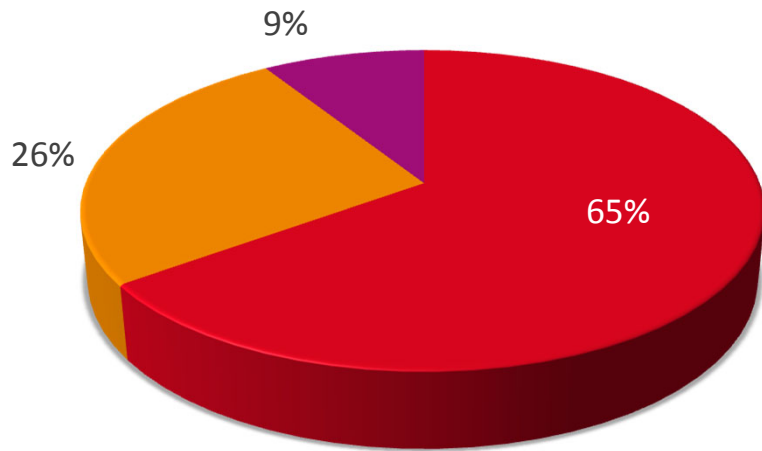
Competitive Advantages



Product Mix Q3FY20

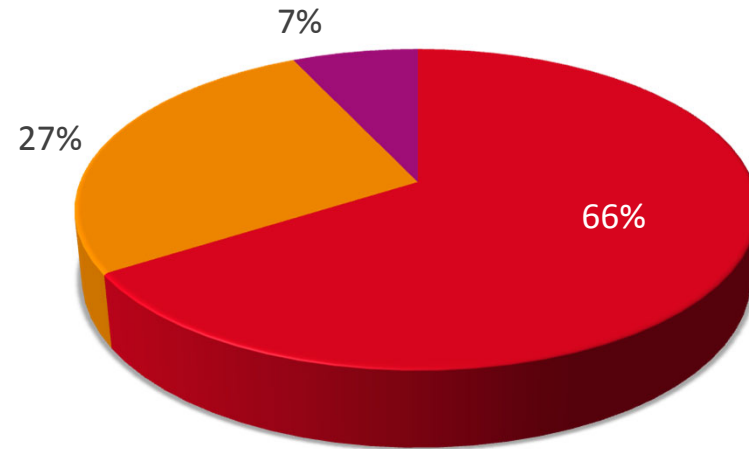


Product wise Sales Q3FY19 (Rs. 417 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

Product wise Sales Q3FY20 (Rs. 360 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

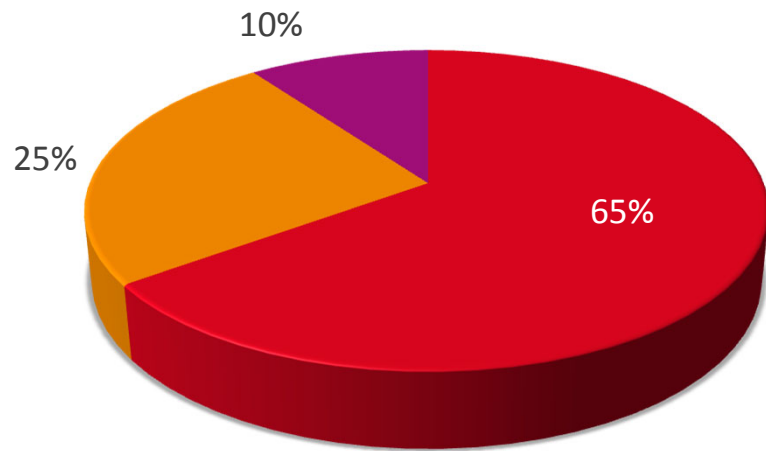
Front Lighting – Head Lamp & Fog Lamp
Rear Lighting – Tail Lamp & High Mount Stop Lamp
Others – Auxiliary Lamps, Indicators

* Excludes Mould Sales

Product Mix 9MFY20

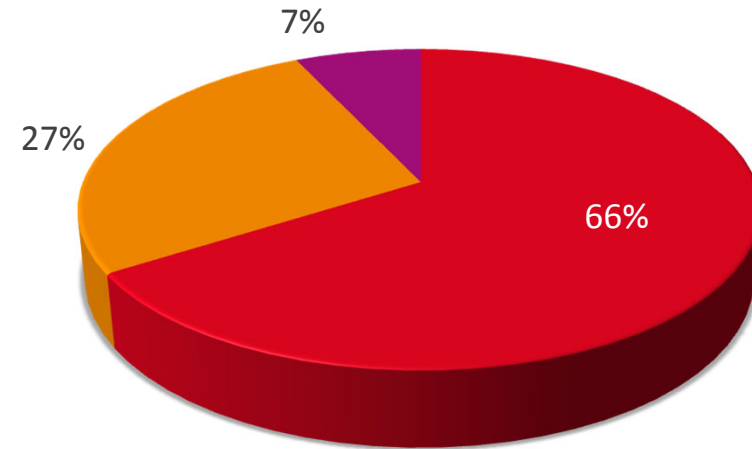


Product wise Sales 9MFY19 (Rs. 1,384 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

Product wise Sales 9MFY20 (Rs. 1,137 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

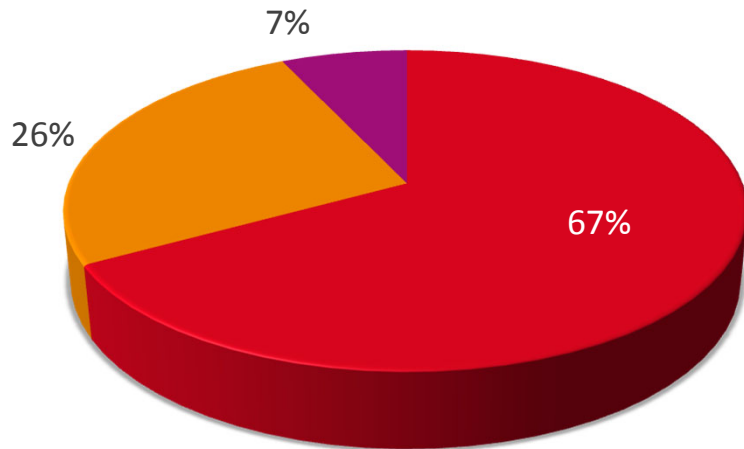
Front Lighting – Head Lamp & Fog Lamp
Rear Lighting – Tail Lamp & High Mount Stop Lamp
Others – Auxiliary Lamps, Indicators

* Excludes Mould Sales

Segment Mix Q3FY20

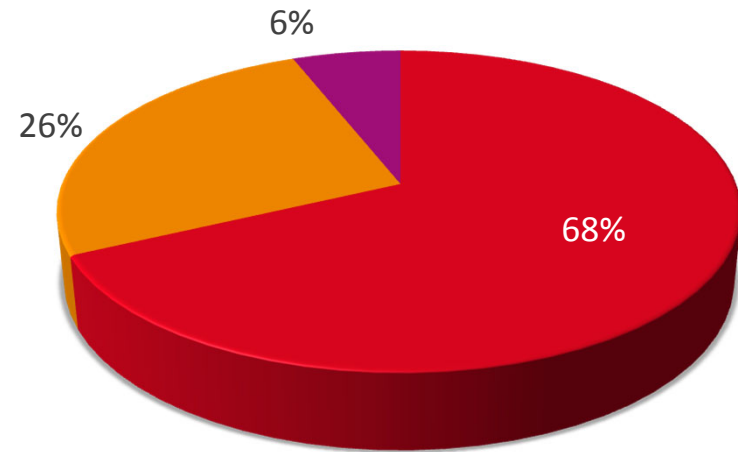


Segment wise Sales Q3FY19 (Rs. 417 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

Segment wise Sales Q3FY20 (Rs. 360 Crores)*



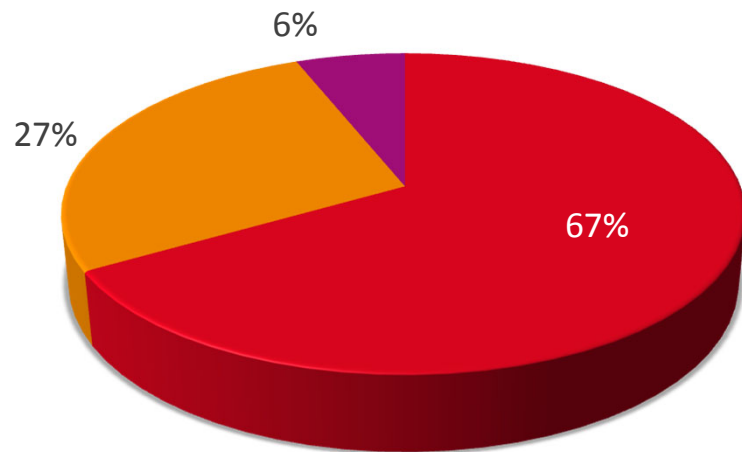
■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

* Excludes Mould Sales

Segment Mix 9MFY20

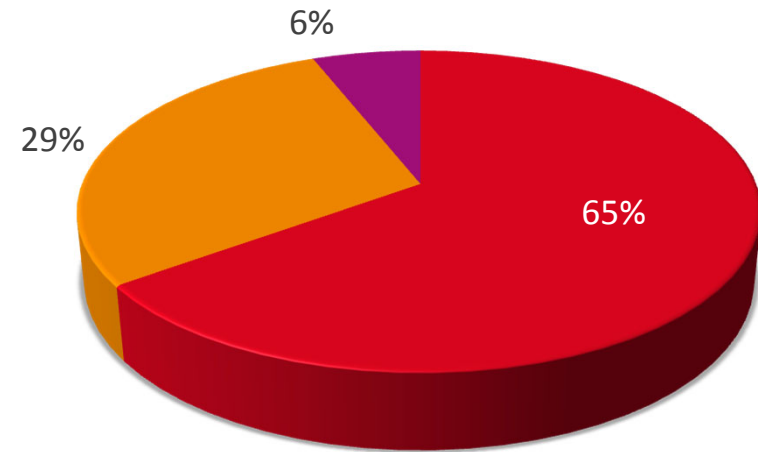


Segment wise Sales 9MFY19 (Rs. 1,384 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

Segment wise Sales 9MFY20 (Rs. 1,137 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

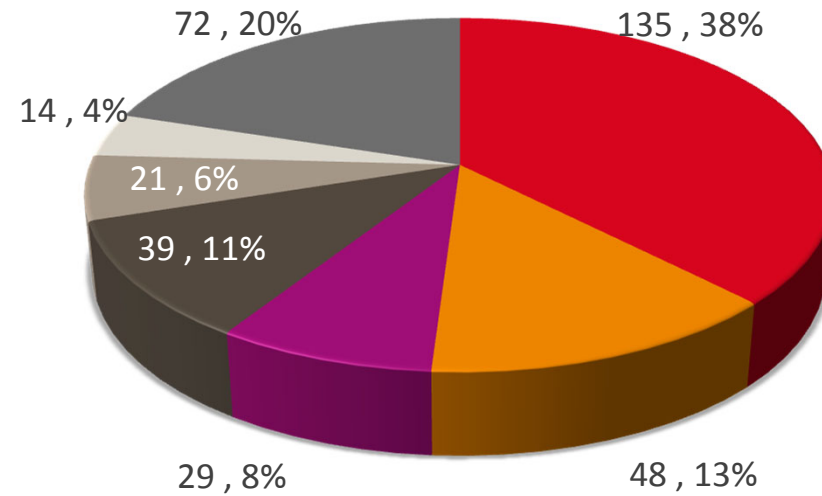
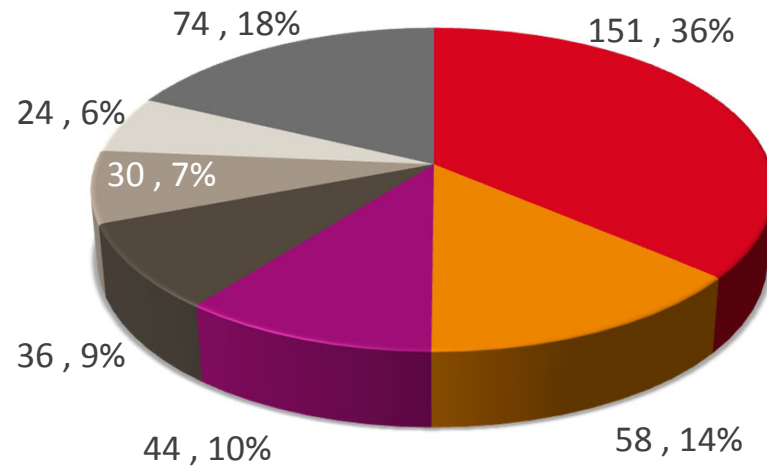
* Excludes Mould Sales

Customer Mix Q3FY20



Customer wise Sales Q3FY19 (Rs. 417 Crores)*

Customer wise Sales Q3FY20 (Rs. 360 Crores)*



Figures in Rs. Crores

■ MSIL/SMG ■ HMSI ■ HML ■ M&M ■ TATA ■ HCIL ■ Others

■ MSIL/SMG ■ HMSI ■ HML ■ M&M ■ TATA ■ HCIL ■ Others

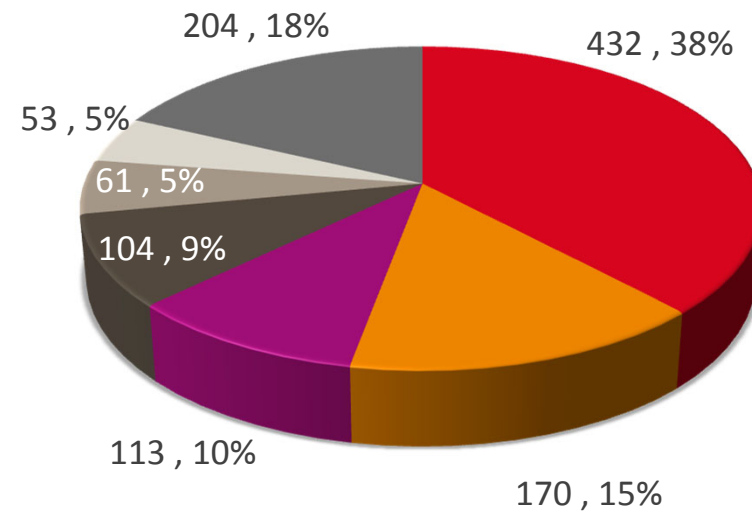
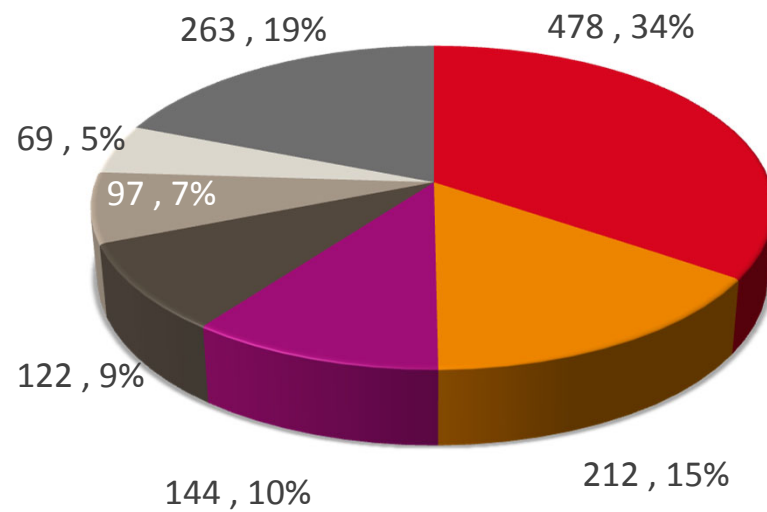
* Excludes Mould Sales

Customer Mix 9MFY20



Customer wise Sales 9MFY19 (Rs. 1,384 Crores)*

Customer wise Sales 9MFY20 (Rs. 1,137 Crores)*



Figures in Rs. Crores

■ MSIL/SMG ■ HMSI ■ HML ■ M&M ■ TATA ■ HCIL ■ Others

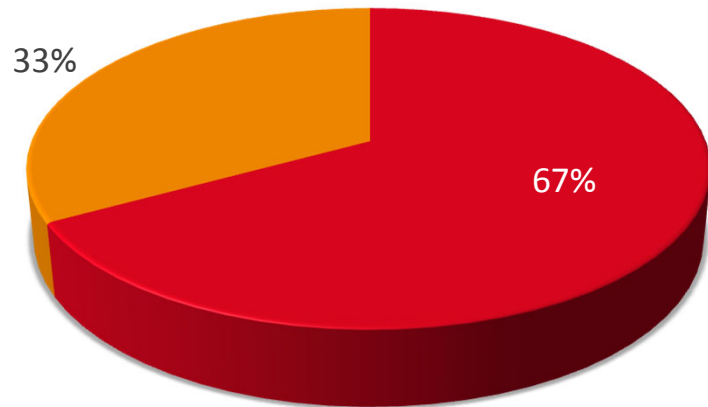
■ MSIL/SMG ■ HMSI ■ HML ■ M&M ■ TATA ■ HCIL ■ Others

* Excludes Mould Sales

LED Lighting vs Conventional Lighting

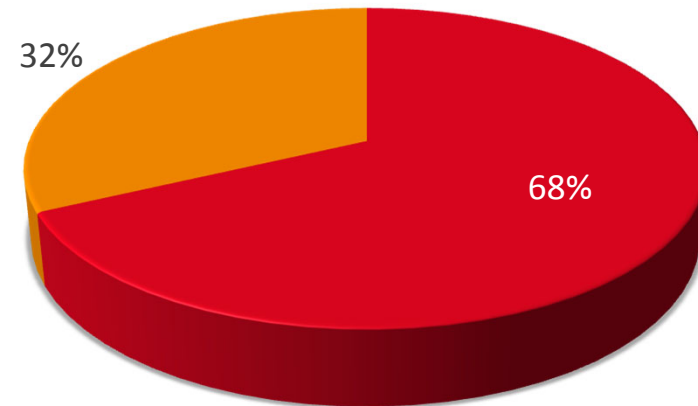


Product wise Sales FY19 (Rs. 1,802 Crores)*



■ Conventional Lighting ■ LED Lighting

Product wise Sales 9MFY20 (Rs. 1,137 Crores)*



■ Conventional Lighting ■ LED Lighting

* Excludes Mould Sales

SL Lumax Limited

Associate Company with 21.28% holding

Plant in Sriperumbudur (Chennai)

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

Products

Lamps

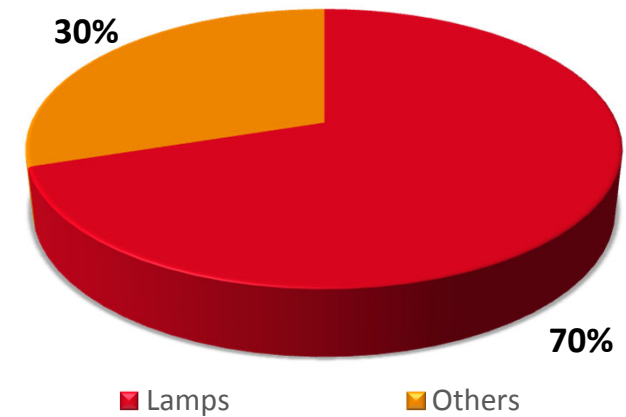
Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

Sales Breakup
FY19 – Rs. 1,255 Crores



Strong Customer Base ...



Four Wheeler



Two Wheeler



Commercial Vehicle



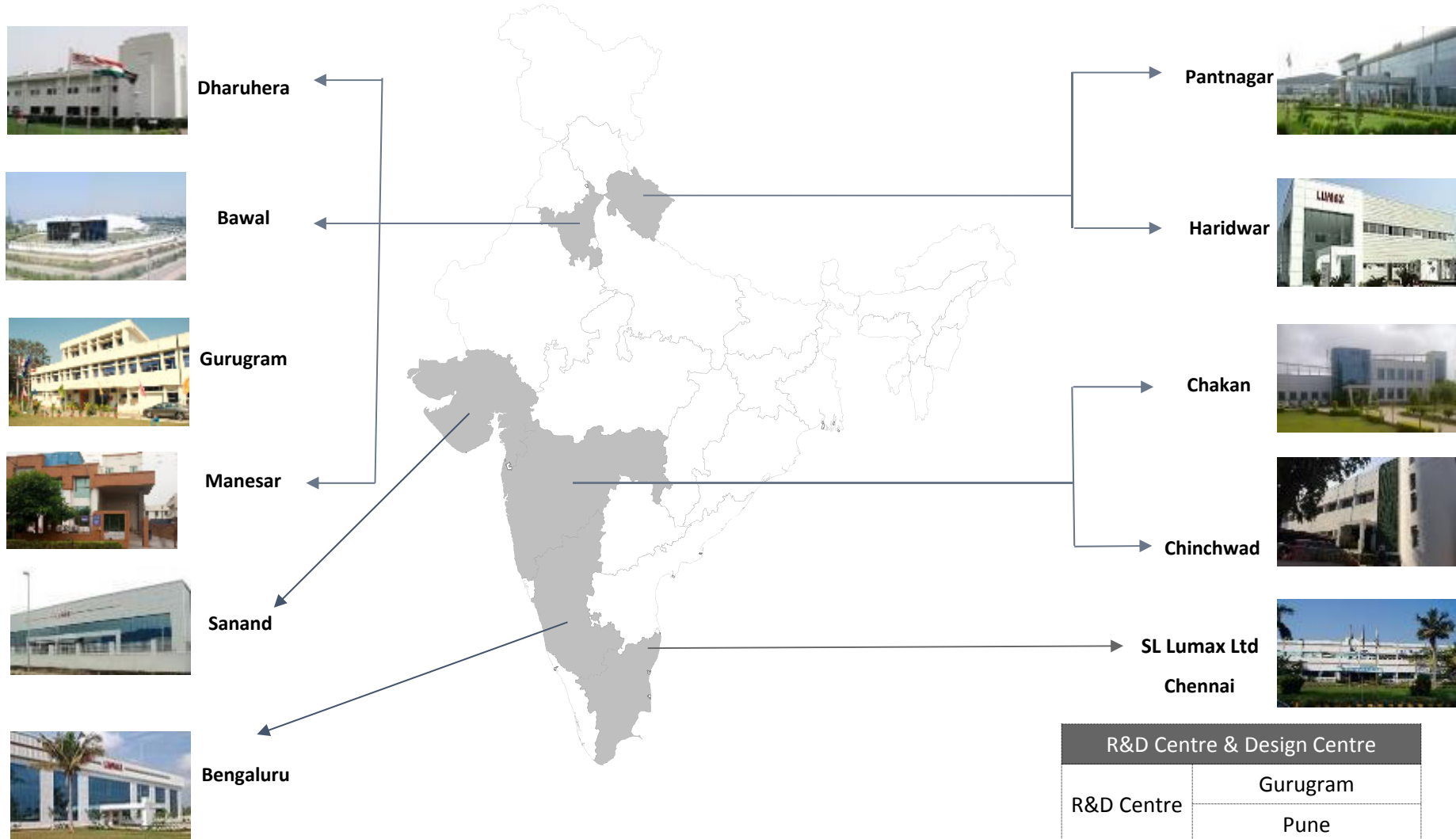
Export



... Servicing almost 90% of OE Customers in India ...

The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only

... From Strategic Locations ...



... in Key Auto Belts of India

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

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

State of Art Manufacturing Facilities



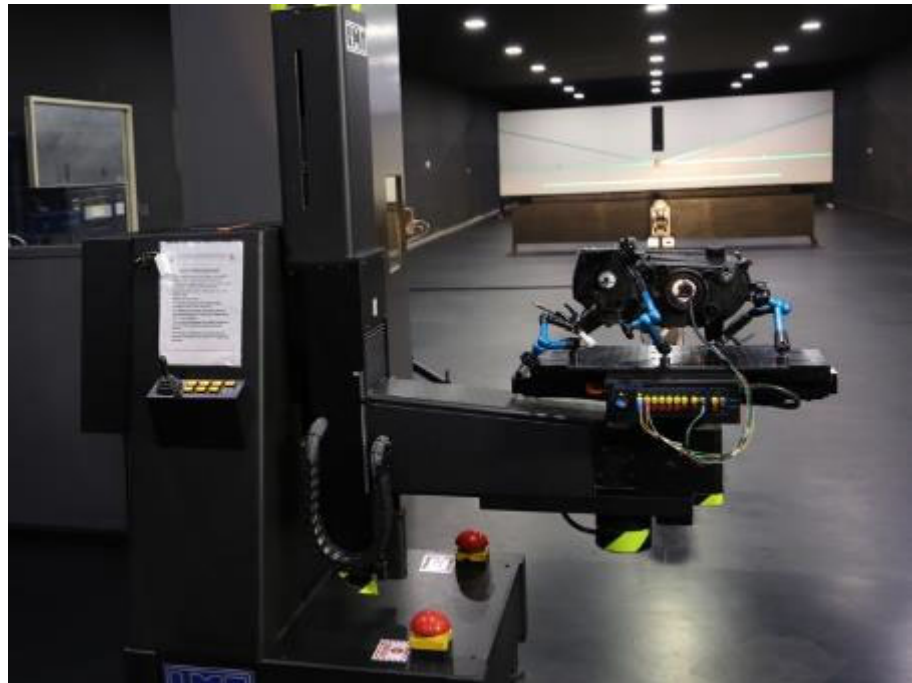
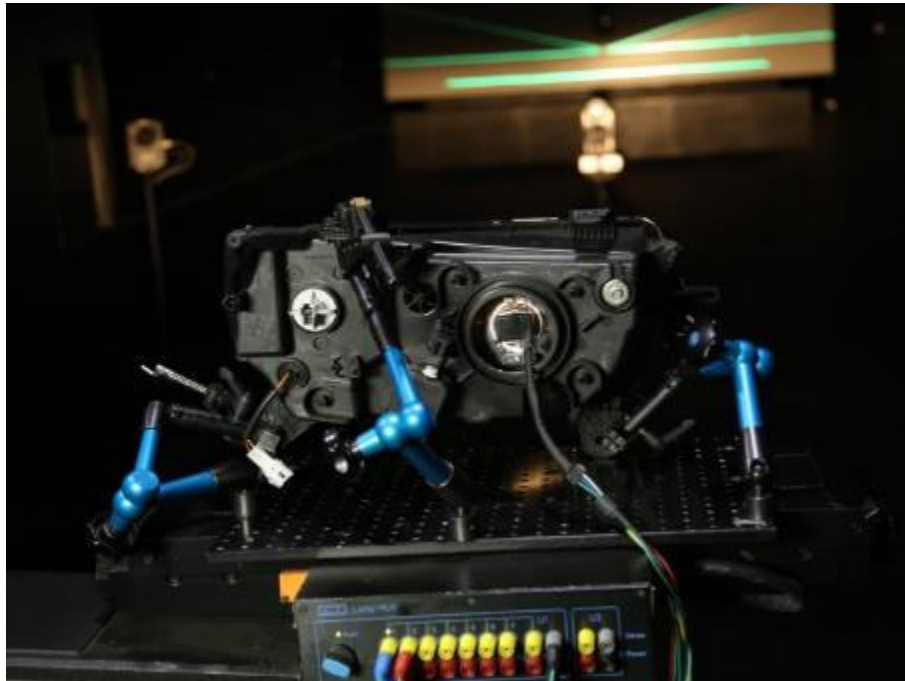
State of Art Manufacturing Facilities



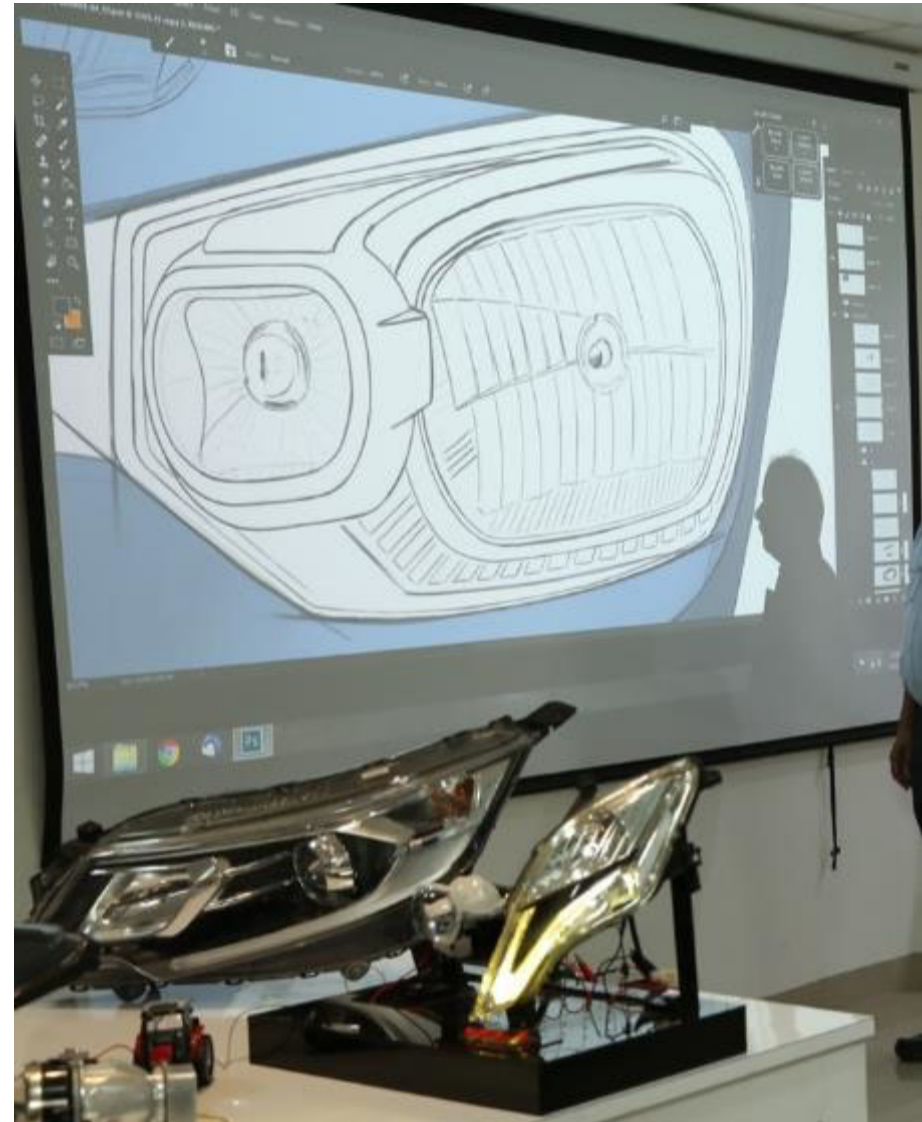
State of Art Manufacturing Facilities



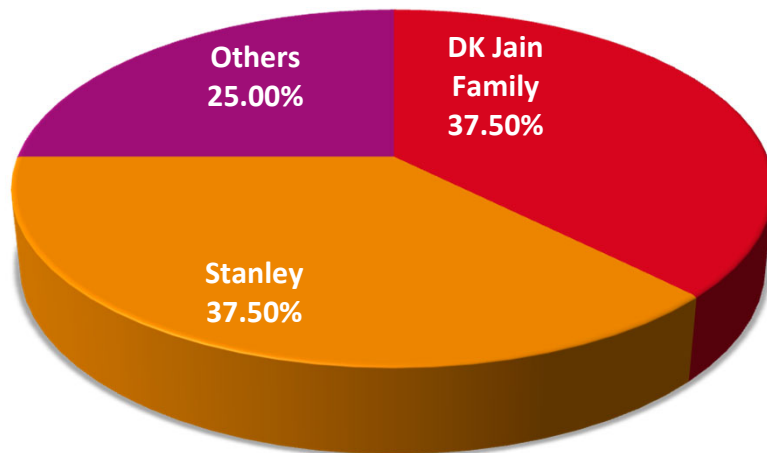
...In-house R&D & Validation Facility



...In-house Design Studio



Shareholding breakup



Stanley Electric Company Ltd

Over three decades of strong technical & financial collaboration with Stanley Electric Company Ltd, Japan

A world leader in Vehicle Lighting & Illumination products for Automobiles

The only Global Auto Lighting company to manufacture LED worldwide



Mr. Dhanesh Kumar Jain
Chairman Emeritus

- He is 76 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. Deepak Jain
Chairman & Managing Director

- He is 45 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 21 years experience
- 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 Member of Young President Organization and Entrepreneurs’ Organization. He also holds the position of President of ACMA & Vice President of Toyota Kirloskar Supplier’s Association



Mr. Anmol Jain
Jt. Managing Director

- He is 40 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 17 years of experience
- 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
- He is currently the President of Honda Cars India Supplier’s Club & MC member of Bajaj Auto Vendor Association



Mr. Tadayoshi Aoki
Senior Executive Director

- He is 52 years old & is a Mechanical Engineering from Tokoyo Denki University Japan
- He is Nominee Director of M/s Stanley Electric Co. Limited, Japan and possesses over 28 years of rich experience in the field of Car Electronics, Engineering, Sales of car electronic parts and Sales Planning Division
- He is with Lumax since 2017



Mr. Koji Swada
Executive Director

- He is 55 years old & graduated from Osaka Institute of Technology
- He is a Nominee Director of M/s Stanley Electric Co. Limited, Japan and possesses over 31 years of rich experience in Quality Control & Lamp Assembly
- He is with Lumax since 2008



Mr. Toru Tanabe
Non-Executive Director

- He is 58 years old & is a graduate from Hosei university, Japan
- He has over 25 years of rich experience in R&D of Electrical components & advanced Illumination systems for automotive equipment
- He also has about 10 years of experience in automotive electronics
- He joined Stanley, Japan in 1981

...Supported by Strong Independent Directors



Mr. A P Gandhi

- He is 80 years old & is a mechanical engineer
- He has held top leadership positions in prestigious organisations having over 40 years of experience
- His last assignment was as President at Hyundai Motors India Limited. Prior to that he was Chief Executive –R&D at Escorts Limited & at Telco before that, holding various senior positions in the area of manufacturing operations



Mr. Rajeev Kapoor

- He is 66 years old and mechanical engineer (hons) from NIT, Kurukshetra
- He was MD for Copart Inc. and has served as independent director on the board of RICO industries, Co-Chair of Economic Committees SIAM, Served on board of ARAI, Pune and on board of Indo Italian chamber of Commerce
- Listed on the power list of 2012, alongside Mr. Ratan Tata, Mr. Rahul Bajaj, Mr. Anand Mahindra etc.
- Entrepreneurial by nature and experience in excess of 40 years



Mr. M.C. Gupta

- He is 80 years old and is MA in English Literature from Agra University
- He is a Retd. IAS officer & has served the Union & State Governments in various capacities including Deputy Secretary, Min of Finance–Dept. of economic Affairs, Advisor – UNIDO (United Nations Industrial Development Organisation)



Mr. Dhiraj Dhar Gupta

- He is 68 years old and holds B.Com honours from SRCC, Delhi University
- He is an Industrialist; Director & Promoter of KSS Abhishek Auto Pvt Limited, having over 3 decades of experience in Auto Component manufacturing



Mr. Ratan Kapur

- He is 61 years old & is a B.Com Graduate from Delhi University
- He is an Industrialist & possesses more than 32 years of experience in Auto Component Industry
- He is the Past President of ACMA & Chairman of Haryana State Council of CII



Ms. Ritika Modi

- She is 53 years old and has an industry experience of over 25 years in the travel and airline industry
- She is currently Regional President of UNIGLOBE Travel South Asia, heading the largest single brand travel franchise network in South Asia region

he is no longer the President

Professional & Experienced Team



Mr. Vineet Sahni
CEO & Senior Executive Director
Age: 54 years
Experience: 30 Years



Mr. Sanjay Mehta
Group – Chief Financial Officer
Age: 52 years
Experience: 29 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 61 years
Experience: 40 years



Mr. Vikas Marwah
Chief Strategy Officer
Age: 51 Years
Experience: 28 Years



Mr. Shrutikant Rustagi
Chief Financial Officer
Age: 49 Years
Experience: 24 Years



Ms. Ibha Lal
Corporate Head - HR
Age: 52 Years
Experience: 26 Years



Ms. Priyanka Sharma
Corporate
Communication & CSR
Age: 50 Years
Experience: 24 Years



Mr. Atul Jain
Corporate Head - Materials
Age: 49 Years
Experience: 26 Years



Mr. Sanjay Sachdev
Corporate Head - Legal
Age: 53 Years
Experience: 27 Years



The Path Ahead



Rear Lamp – Technology Evolution



Split type Tail Lamp



Tail Lamp with LED Signature and Tail function



All LED Tail Lamp



3D LED Tail lamp



Adaptive rear Lighting

2011-12

- Tail lamps were introduced with Clear Lenses with adoption of Multi Color Molding technique for giving a Homogenous appearance to the tail lamp

2013-mid of 2014

- New Styling adopted in Tail Lamps with introduction of Split Tail Lamp design

End of 2014 - 2015

- Penetration of LED's into Tail Lamps with introduction of one or more feature with LED.
- LED's adopted for giving Signature shape in the Tail Lamps

2016

- Almost all the new models launched were having presence of LED's either for one of the functions or for Signature Lighting

2017 onwards

- All the new models to be introduced are with LED's for having better Aesthetic Appearance and Signature Appearance

LED to drive the future growth

Head Lamp – Technology Evolution



Head Lamp with Bulb



Projector Head Lamp



All LED Head Lamp



Head Lamp with bulb + Led DRL



Head Lamp with LED Projector and LED DRL

2011-13

- Head Lamps with Halogen Bulbs with Clear PC Lens with Multi Focal Reflector (MFR) for Light Distribution were introduced in the passenger vehicle segment
- Indian OEM's introduced Projector Lamps with Halogen Lamps and some features with LED like the DRL (Daytime Running Lights). But Projector Lamps were offered as an option in top variants of the vehicles and not as a standard feature

2014-15

- Introduction of Projector Lamps with Halogen Bulbs for new vehicles launched in India by more number of OEM's as standard feature
- In the later half of 2014 and start of 2015 more number of OEM's shifted focus to introduction of LED's for feature of DRL's and / or signature Lighting
- Also in 2015 more number of Head Lamps were introduced with LED's for DRL feature with usage of HID (High Intensity Discharge) Bulbs for Projector

2016-17

- Almost all the models were introduced either with LED DRL feature or Projector Head Lamp (either with Halogen Bulb or HID Bulb) or with both LED DRL and Projector Head Lamp
- Headlamps with Signature DRL's or Lighting became a styling feature and were introduced in the vehicles launched in 2016
- Later half of 2016 also witnessed the introduction of LED Projector Head Lamps thus leading to more penetration of Electronics and LED into Head Lamps
- Year 2017 witnessed the transition to manufacturing of Localized LED Head Lamp with Signature DRL and Position

2017-20

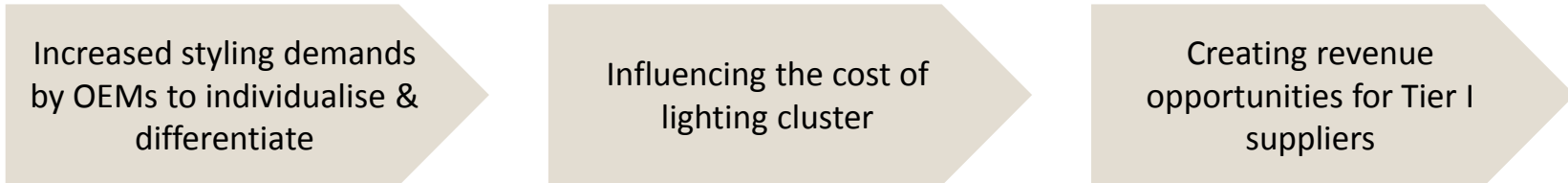
- The future models which are replacing the existing models are now either with Projector Head Lamp (Bulb) whose predecessor were with Halogen Bulbs and with Projector Head Lamp (with LED) whose predecessors were with Projector with Halogen Bulbs

LED to drive the future growth

Leveraging on our Strengths for LED Market



The Market Scenario



- Partnership with Stanley Electric - **Stanley is one of the Auto Lighting company globally to manufacture LEDs**
- Lumax is supplying to almost 90% of OE customers
- Higher need for Localization of Engineering & Cost Reduction
- Strategically located Manufacturing Infrastructure
- Consistent Investment in R&D
- Backward integration with PCBMT (Surface Mounting Technology)
- To gain from Bharat Stage VI



Creating The Advantage



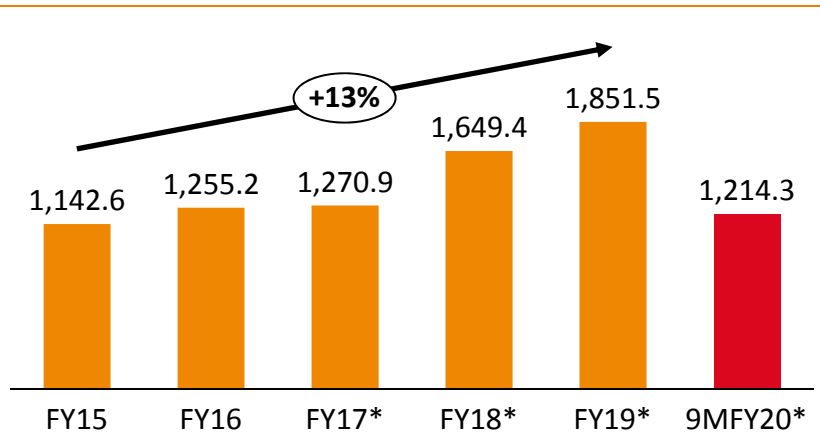
Financials



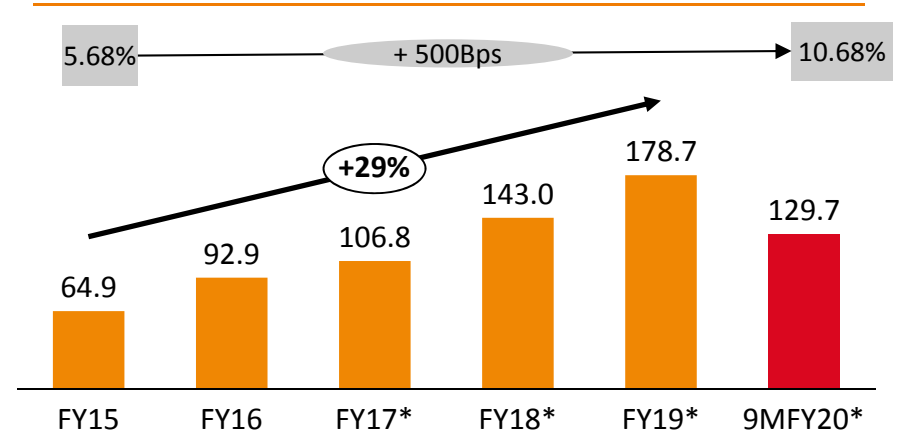
Strong Growth in Total Income with Healthy Margins



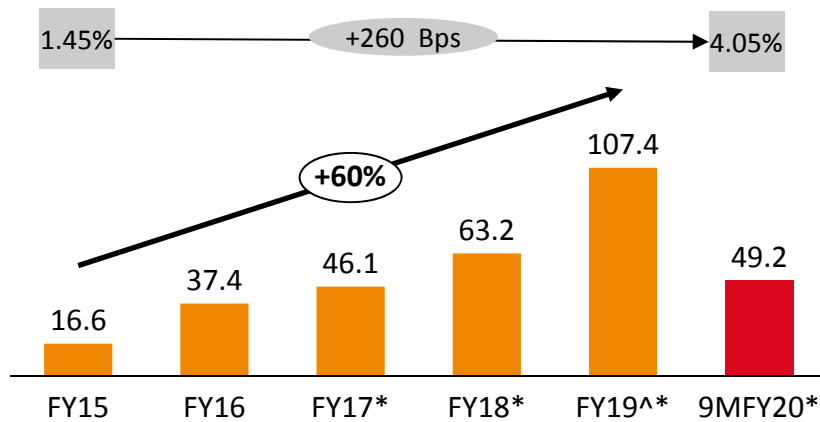
Revenue



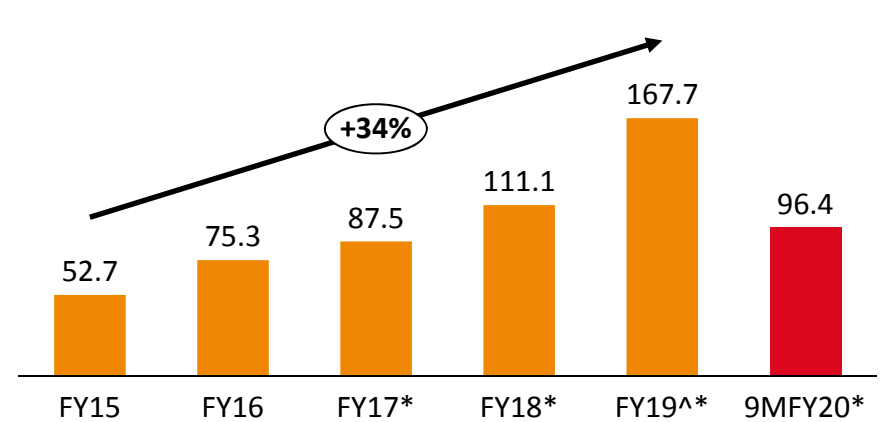
Reported EBITDA#



PAT



Cash PAT



Standalone Results

Margins

Rs. Crores

* Numbers updated as per IND-AS

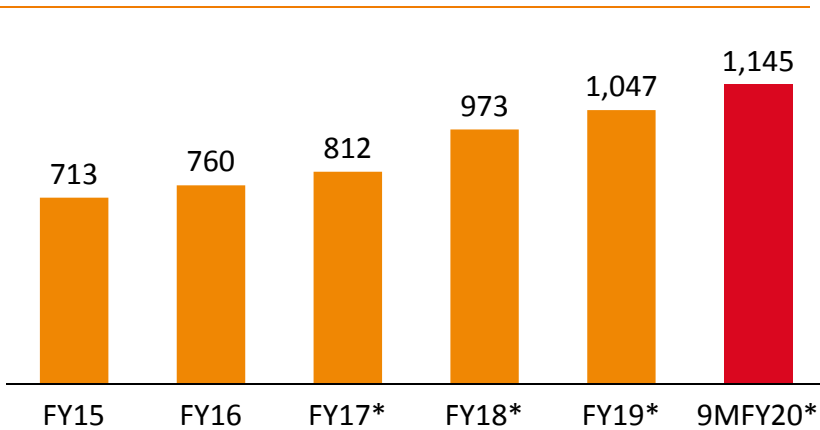
Including other income

^Includes one-time gain on sale of asset of Rs. 36.20 Crores and the tax paid on the same was Rs. 7.20 Crores, in FY19

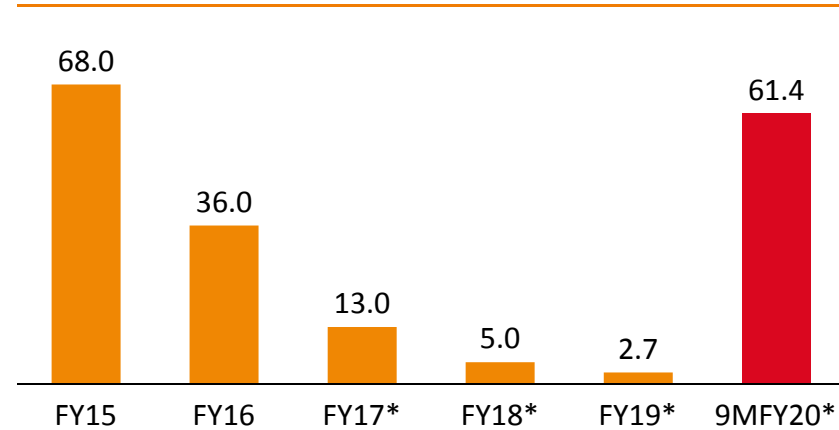
Expansion funded through Internal Accruals



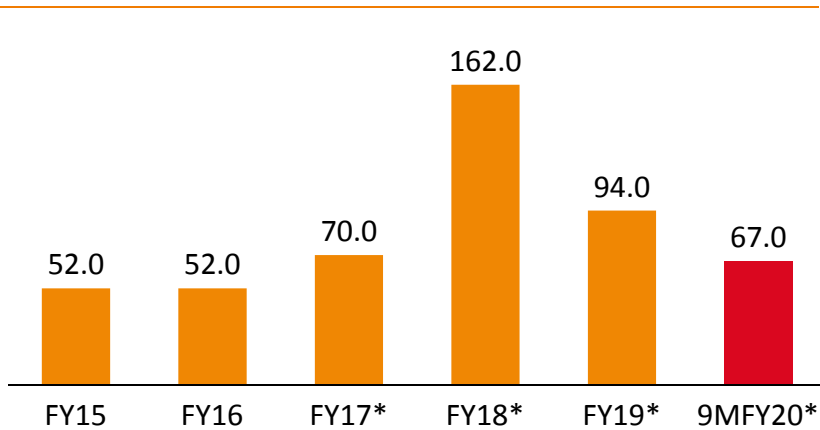
Gross Block



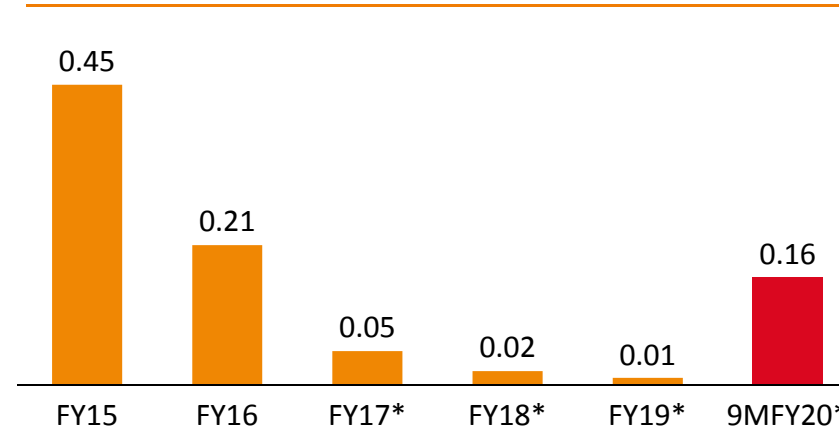
Long Term Loan



Capex



Long Term Debt / Equity



Standalone Results

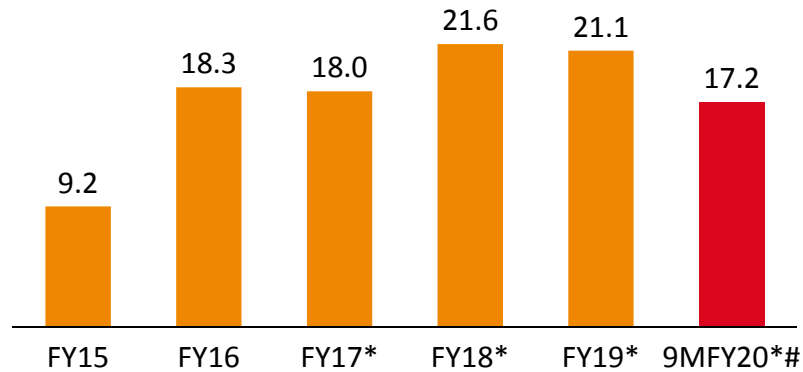
Rs. Crores

* Numbers updated as per IND-AS

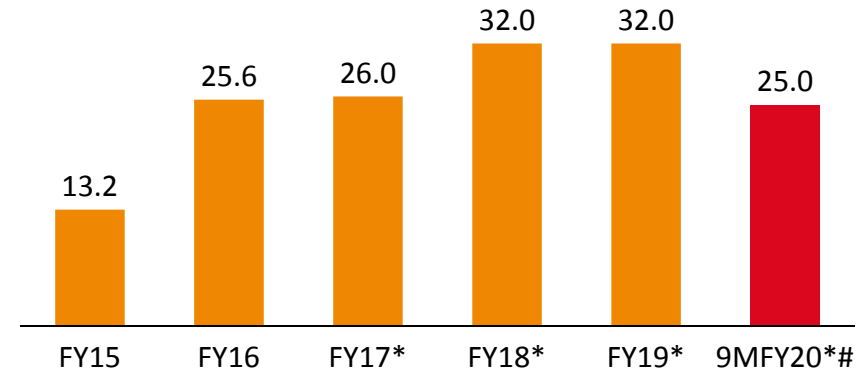
Healthy Return Ratios



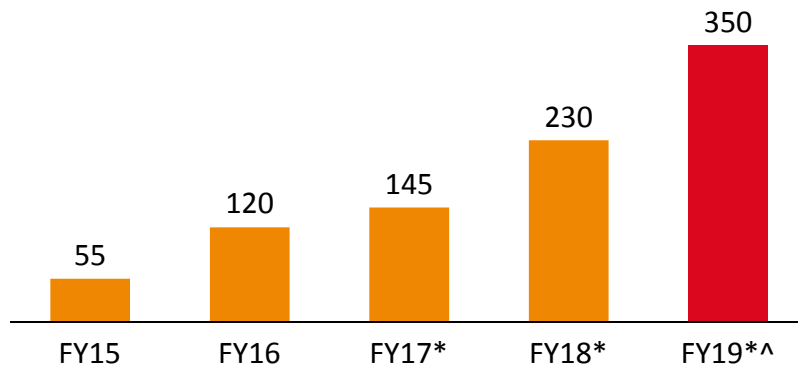
ROE (%)



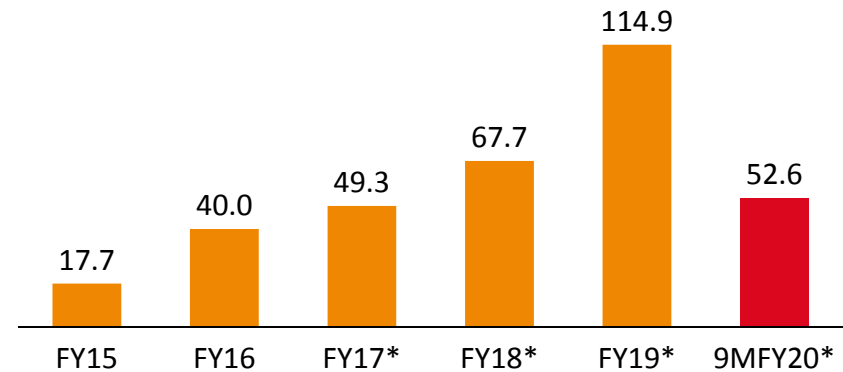
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)

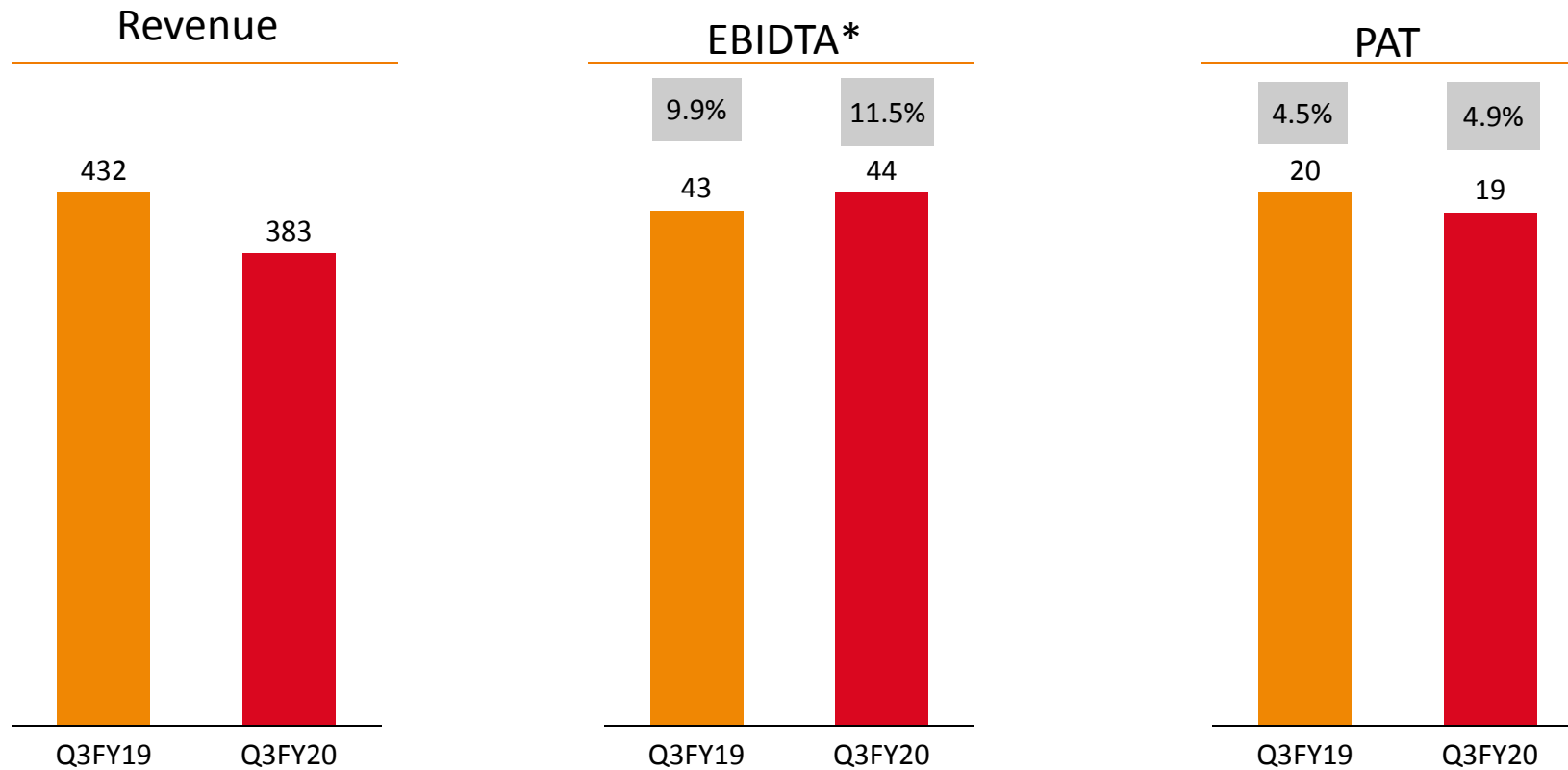


^ Total Dividend includes special dividend of Rs. 10/share on account of income on sale of land and building in FY19

Standalone Results
* Numbers updated as per IND-AS

TTM Basis
ROCE = EBIT / Capital Employed
Capital Employed = Networth + Long term debt including Current Maturity

Q3FY20 Highlights - Consolidated

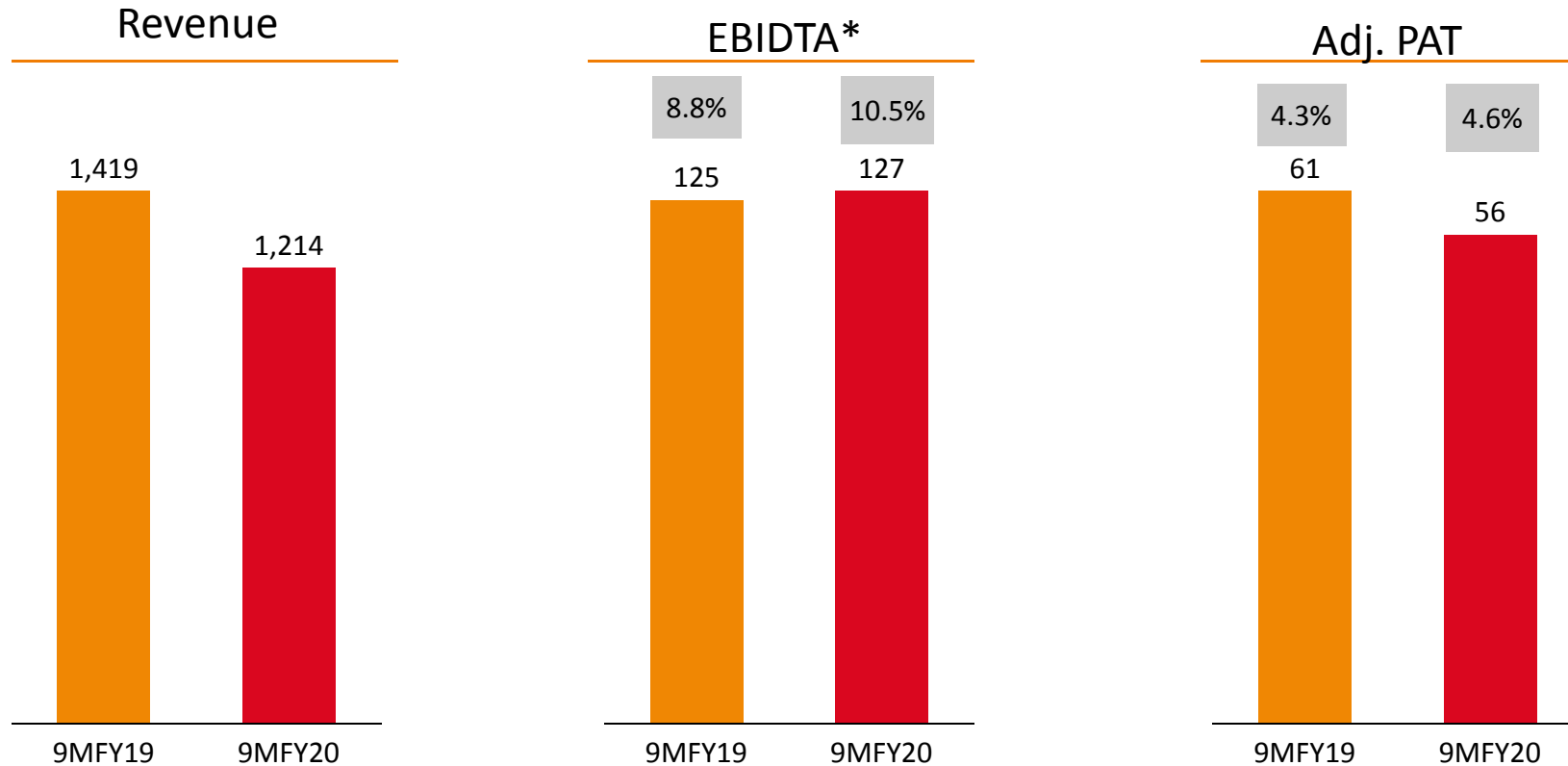


Numbers updated as per IND-AS

Rs. Crores

* Including other income

9MFY20 Highlights - Consolidated



Numbers updated as per IND-AS

Rs. Crores

* Including other income

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q3 FY20	Q3 FY19	Y-o-Y	9M FY20	9M FY19	Y-o-Y
Manufacturing Revenue	360.2	416.7	-13.6%	1,137.1	1,384.4	-17.9%
Molds Revenue	23.1	15.4		77.2	34.4	
Total Operating Revenue	383.2	432.1	-11.3%	1,214.3	1,418.8	-14.4%
Other Income	1.0	1.3		3.3	2.8	
Total Income	384.2	433.4	-12.8%	1,217.6	1,421.6	-16.8%
Raw Material	228.7	275.9		744.3	929.7	
Employee Expenses	53.7	55.4		160.0	164.6	
Other Expenses	57.7	59.5		185.9	202.1	
EBITDA	44.2	42.7	3.4%	127.4	125.2	1.7%
EBITDA Margin	11.5%	9.9%		10.5%	8.8%	
Depreciation	16.1	14.2		47.2	41.3	
Finance Cost	6.0	4.2		15.6	10.9	
PBT before Tax & share of profit/ (loss) of associate	22.1	24.3	-9.2%	64.5	72.9	-11.6%
Profit from Associates	3.1	1.6		9.8	6.6	
Profit before Tax	25.2	25.9	-2.6%	74.3	79.6	-6.6%
Tax	6.3	6.2		18.8	19.0	
PAT Adj.	18.9	19.7	-3.9%	55.5	60.6	-8.3%
PAT Adj. margin	4.9%	4.6%		4.6%	4.3%	
<i>Extra Ordinary Item</i>	0.0	36.2		0.0	36.2	
<i>Tax on Extra Ordinary Item</i>	0.0	7.2		0.0	7.2	
Reported PAT	18.9	48.6	-61.1%	55.5	89.5	-38.0%
Reported PAT Margin	4.9%	11.3%		4.6%	6.3%	
EPS	20.22	52.02		59.42	95.79	

Standalone P&L Statement



Particulars (Rs. in Crores.)	Q3 FY20	Q3 FY19	Y-o-Y	9M FY20	9M FY19	Y-o-Y
Manufacturing Revenue	360.2	416.7	-13.6%	1,137.1	1,384.4	-17.9%
Molds Revenue	23.1	15.4		77.2	34.4	
Total Operating Revenue	383.2	432.1	-11.3%	1,214.3	1,418.8	-14.4%
Other Income	1.0	5.4		5.6	16.8	
Total Income	384.2	437.5	-12.2%	1,219.9	1,435.6	-15.0%
Raw Material	228.7	275.9		744.3	929.7	
Employee Expenses	53.7	55.4		160.0	164.6	
Other Expenses	57.7	59.5		185.9	202.1	
EBITDA	44.2	46.8	-5.7%	129.7	139.2	-6.9%
EBITDA Margin	11.5%	10.8%		10.7%	9.8%	
Depreciation	16.1	14.2		47.2	41.3	
Finance Cost	6.0	4.2		15.6	10.9	
PBT	22.1	28.4	-22.4%	66.8	86.9	-23.1%
Tax	5.8	6.8		17.7	20.7	
PAT Adj.	16.3	21.6	-24.7%	49.2	66.3	-25.8%
PAT Adj. margin	4.2%	5.0%		4.0%	4.7%	
<i>Extra Ordinary Item</i>	0.0	36.2		0.0	36.2	
<i>Tax on Extra Ordinary Item</i>	0.0	7.2		0.0	7.2	
Reported PAT	16.3	50.6	-67.8%	49.2	95.3	-48.4%
Reported PAT Margin	4.2%	11.7%		4.0%	6.7%	
EPS	17.42	54.13		52.60	101.91	

Numbers updated as per IND-AS



Awards & Recognitions



Awards & Recognition



Lumax Industries Limited, Dharuhera won the Gold Award in Excellence in Inclusive Growth - A Make in India Drive - Very Large Category at the ACMA Technology Summit & Awards held in November, 2019.

Awards & Recognition



Lumax Industries Limited, Dharuhera won the Bronze Award in Excellence in Manufacturing - Very Large Category at the ACMA Technology Summit & Awards in November, 2019.

Awards & Recognition



Lumax Industries Limited, Chakan won the Silver Award in Excellence in New Product Design & Development at the ACMA Technology Summit & Awards in November, 2019.

Awards & Recognition



Lumax Industries Limited, Pantnagar won the Gold Award in Excellence in Supplier Development - Very Large Category at the ACMA Technology Summit & Awards held in November, 2019.

Awards & Recognition



Lumax Industries Limited, Bengaluru bagged Gold Award respectively at ICQCC 2019 held at Tokyo, Japan in September, 2019. A total of 368 teams from 13 countries participated in the global Quality Control Circles competition.



Lumax Industries Limited won the Overall Performance (Shield) Award from Maruti Suzuki India Limited in May, 2019.

Awards & Recognition



Lumax Industries bagged four prestigious awards from ACMA for Manufacturing Excellence, Excellence in Inclusive Growth, Excellence in Technology - Product Innovation and Excellence in Supplier Development in 2019.

Awards & Recognition



Lumax Industries Limited, Dharuhera bagged the Gold Award in Digitalisation Robotics and Automation Category amongst 48 nominees at Low Cost Automation & Digitalisation Robotics and Automation Competition organised by Confederation of Indian Industry in September, 2019 held at Gurugram.

Awards & Recognition



Award received from Maruti Suzuki India Ltd - May 2018

For Tier 2 Upgradation

For Gujarat Localization

For Overall Vendor Performance



HMSI Awards for New Product Development

Awards & Recognition



SML Isuzu Award for Design and Development

TPM Award



JIPM Award for Excellence in Consistent TPM Commitment
Pantnagar Plant, 2019



JIPM-TPM Excellence Award Bengaluru Plant, 2019

TPM Award



JIPM-TPM Excellence Award Pantnagar Plant, March 2014



JIPM-TPM Excellence Award Bawal Plant, November 2017

CSR Initiatives



Education

Towards its endeavour to give back to society, the group has taken various initiatives towards Education of the underprivileged. Four schools in the NCR region, close to its facilities have been adopted, starting with improving its infrastructure, to facilitating the annual fee so as to ensure a conducive environment for learning and continuity in education.

Also provide support towards maintaining good health of the community around its facilities

Health



For further information, please contact:

Company:

Investor Relations Advisors:

Lumax Industries Limited

CIN: L74899DL1981PLC012804

Ms. Priyanka Sharma

priyanka.sharma@lumaxmail.com

www.lumaxindustries.com

www.lumaxworld.in/lumaxindustries

Strategic Growth Advisors Pvt. Limited

CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Pratik R. Shah

shogun.jain@sgapl.net / pratik.shah@sgapl.net

Tel: +91 77383 77756 / +91 97692 60769

www.sgapl.net