

Investor Release

LUMAX INDUSTRIES LIMITED ANNOUNCES FY19 FINANCIAL PERFORMANCE

FY19 Audited Consolidated Performance

- Revenue (Net) up by 12% YoY to Rs. 1851 Cr
- EBITDA including other income and excluding forex items grew by 23% YoY to Rs. 168 Cr;
- EBITDA Margin at 9.1%
- Reported PBT (before exceptional items) grew by 6% YoY to Rs. 89 Cr; Margin at 4.8%
- Reported PAT (after Share of Associate & before exceptional items) grew by 5% YoY to Rs. 75 Cr; Margin at 4.0%
- Reported PAT (after exceptional items) grew by 45% YoY to Rs. 104 Cr

Gurugram – May 14th, 2019 – Lumax Industries Limited, the leader in automotive Lighting and illumination products, announced its Audited Financial Results for the Quarter and Full Year ended March 31st, 2019.

Lumax Industries Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q4 FY18	Q4 FY19	YoY%	FY18	FY19	YoY%
Revenue (Net of Excise duty)	559	433	-23%	1,649	1,851	12%
EBITDA (Including Other Income)*	48	38	-20%	136	168	23%
Margin (%)	8.6%	8.9%	+30 bps	8.3%	9.1%	+80 bps
PBT (reported)**	30	16	-47%	84	89	6%
Margin (%)	5.4%	3.7%		5.1%	4.8%	
Reported PAT (after share of associate)	18	14	-20%	71	75	5%
Margin (%)	3.2%	3.3%		4.3%	4.0%	
Reported PAT	18	14	-20%	71	104	45%
EPS	18.97	15.25	-20%	76.34	111.04	45%

*Excludes Foreign Exchange Impact

**Excludes Exceptional items of Rs. 36.20 cr being gain on sale of land and building

- The revenue stood at Rs. 1,851 Cr for FY19 as against Rs. 1,649 Cr (net of excise duty) in FY18, up by 12% YoY led by increase in volumes and value addition of new technology lighting components
- The company reported consolidated EBITDA of Rs. 165 Cr for FY19, a growth of 18% YoY
- EBITDA margins excluding forex fluctuation stands at 9.1% for FY19 as against 8.3% for FY18 last year. For FY19, company witnessed the foreign exchange loss of Rs. 3.50 Crores as against gain of Rs. 2.80 Crores in last year.

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- Profit after Tax (after share of associate) stood at Rs. 104 Cr in FY19 as against Rs. 71 Cr in FY18. The profit was higher on account of one-time gain from sale of land and building. Even after excluding the gain from sale of land and building, the profits are higher on a YoY basis.
- EPS stands at Rs. 111.04 per share for FY19 compared to Rs. 76.34 for FY18
- The company has reported ROE of 17% & ROCE of 32% during FY19
- The Board of Directors have recommended a dividend of Rs. 35 per share for the year ended 31st March 2019. This includes special dividend of Rs. 10 per share on account of gain from sale of land and building.

Awards

- The company received the “Overall Performance” award from its esteemed customer Maruti Suzuki India Limited in its Vendor Conference held in Macau on May 1st & 2nd, 2019

Business & Customer Update

The Company has made following new launches during the quarter:

Category	Customer Name	Model	Product
2-Wheeler	Hero MotoCorp Limited	Maestro Refresh	Head Lamp Position Lamp
		Xpulse	Tail Lamp Winker Lamp License Lamp

Commenting on the performance Mr. Deepak Jain, Chairman & Managing Director, Lumax Industries Limited said

“Despite tough industry scenario, the company has been able to deliver a 12% growth on a year on year basis. The Board has also recommended a dividend of 350%. Our continuous endeavours towards cost rationalization & product innovation has helped us stay ahead of the curve. We continue to focus on enhancement of Operational efficiencies through leaner operating model, localization, electronic skill development of the people and deployment of latest technologies.

The auto OEMs are currently facing a challenging time, which is likely to impact the performance of the Auto Component industry. However, we are preparing ourselves for the future and are confident to outperform given the strong dynamics of the Indian Economy.”

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About Lumax Industries Limited:

Lumax Industries Limited, a flagship company of D.K. Jain Group, is India's pioneer and most experienced player in the Automotive Lighting Industry. The company has over 3 decades of strong partnership with Stanley Electric Co. Limited, Japan, a world leader in Vehicle Lighting and illumination products. Lumax has nine ultra-modern manufacturing plants in India, strategically located near manufacturing locations of major OEMs.

Lumax is one of the major suppliers to OEMs including Maruti Suzuki, Mahindra & Mahindra, Tata Motors, Honda Cars, HMSI, Hero Motocorp and others.

For more information about the Group and its businesses, please visit website at www.lumaxindustries.com

Safe Harbor Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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