

LIL:CS:PR:2020-21

Date : 09.11.2020

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| <b>BSE Limited</b><br>Listing & Compliance Department<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Mumbai - 400001 | <b>The National Stock Exchange of India Limited</b><br>Listing & Compliance Department<br>Exchange Plaza, C-1 Block G,<br>Bandra Kurla Complex,<br>Bandra (E), Mumbai – 400051 |
| <b>Security Code : 517206</b>  | <b>Symbol: LUMAXIND</b>  |

**Subject: Investor Release of Financial Results for the 2nd Quarter and Half Year ended 30<sup>th</sup> September, 2020**

Dear Sir/ Ma'am,

We are enclosing herewith the Investor Release being issued by the Company, Lumax Industries Limited, for the 2nd Quarter and Half Year ended 30<sup>th</sup> September, 2020.

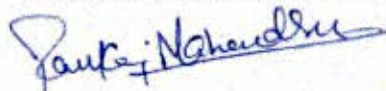
The same shall be made available on the website of the Company [www.lumaxworld.in/lumaxindustries](http://www.lumaxworld.in/lumaxindustries).

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX INDUSTRIES LIMITED



**PANKAJ MAHENDRU**  
**COMPANY SECRETARY**  
**M.NO. A-28161**



Encl: As Stated above

## Investor Release

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### LUMAX INDUSTRIES LIMITED

#### Q2FY21 Consolidated Results

- **Q2FY21 Revenue at Rs. 397 Cr; gradual recovery post lockdown with each passing month**
- **Witnessed higher Revenues in Sep 20 from Sep 19; the upward trend is expected to continue post the festive season**
- **EBITDA margin at 10.4%, up by 20 bps from Q2FY20**

**New Delhi – November 9<sup>th</sup>, 2020** – Lumax Industries Limited, the leader in automotive Lighting and illumination today announced its Un-audited Financial Results for the quarter and half year ended September 30<sup>th</sup>, 2020.

- The Revenue stood at Rs. 397 Cr for Q2 FY21 as against Rs. 429 Cr in Q2 FY20 down by 7%. The shortfall was on mainly on account of lower revenues in July month. There was considerable increase in Aug & Sep month revenues put together from previous year resulting in shortfall of only 7% for the whole quarter.
- Excluding Mould sales, the Revenues for Q2 FY21 stood at Rs. 376 Cr as compared to Rs. 386 Cr in Q2 FY20, down by 3%
- The company reported consolidated EBITDA of Rs. 41 Cr in Q2 FY21 against Rs. 44 Cr for Q2 FY20, down by 6%.
- EBITDA margin stands at 10.4% for Q2 FY21 as against 10.2% for Q2 FY20 aided by various cost down initiatives and better productivity and utilization.
- Profit after Tax & share of associate stood at Rs. 7 Cr in Q2 FY21 as against Rs. 20 Cr in Q2 FY20, down by 64%. The lower PAT is mainly on account of less profitability in Associate Company, SL Lumax due to one-time price reduction from customer.

#### Divisional Performance

- The share of **LED Lighting** stands at 35% of our total Revenues & that of **Conventional Lighting** stands at 65%, during H1FY21
- The **Product Mix** for H1 FY21 as a percentage of total revenues is **67% Front Lighting, 24% Rear Lighting & 9% Others**
- The **Segment Mix** for H1 FY21 as a percentage of total revenues is **61% Passenger Vehicles, 33% two Wheelers & 6% Commercial Vehicles**

## Investor Release

### Business & Customer Update

The Company has made following new launches during the quarter:

| Category                 | Customer Name          | Model         | Product  |
|--------------------------|------------------------|---------------|--|
| Passenger Vehicle        | M&M                    | New Thar      | Head Lamp<br>Front Combination Lamp<br>Front Fog Lamp<br>Rear Fog Lamp |
|                          |                        | Bolero        | Head Lamp  |
| 2-wheeler                | Suzuki Motorcycle      | Access 125    | Front Combination Lamp   |
|                          | HMSI                   | Harness CB350 | Head Lamp LED  |
| Commercial Vehicle / FES | Piaggio                | Ape           | Head Lamp<br>Front Direction Indicator                                 |
|                          | Sonalika International | RX Facelift   | Head Lamp with LED<br>Signature<br>Fender Lamp with LED<br>Signature   |
|                          |                        | ITL           | Projector Head Lamp<br>Full LED Fender Lamp                            |

### Awards

- The Chinchwad Plant of the Company was adjudged 1st in top 3 categories at the ACMA QCC Virtual Competition of Western Region held in August, 2020.
- The Bengaluru Plant was adjudged 3rd at the 15<sup>th</sup> National Quality Circle Competition organized by ACMA India held in August, 2020.

**Commenting on the performance Mr. Deepak Jain, Chairman & Managing Director, Lumax Industries Limited said,** *“As the markets are opening up, people have started adapting to new normal. With each passing month, Auto sector is showing signs of recovery. We are glad to update on supply chain side that the disruption is a history now and we expect smooth operations going forward. I am happy to share the statistics that we have achieved double digit EBITDA in the current quarter after the slowdown in previous quarter.*

*Surprisingly, high end cars as opposed to one’s belief, have also reported notable growth and car manufacturers are continuously improving the models with better technology and we are proud to say that Lumax LEDs are one of the most preferred brands by OEMs when it comes to lighting system.*

## Investor Release

*Companies that envision their operations in the current scenario, will lead the market in the next normal. We at Lumax Group believe in moving in tandem with time. It takes years to develop a technology in lighting and Lumax has competitive edge on that. Our core capability, panel of experts in our management team who put in continuous efforts to improve our business operations lead us to the path of success.”*

### **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 35 years 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 Hero Motocorp, HMSI, Honda Cars, Mahindra & Mahindra, Maruti Suzuki, Tata Motors and others.

For more information about the Group and its businesses, please visit website at [www.lumaxworld.in/lumaxindustries](http://www.lumaxworld.in/lumaxindustries)

### **Safe Harbour 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.

| Company   | Investor Relations Advisors   |
|---|---|
|  <p><b>Lumax Industries Limited</b><br/>           CIN No: L74899DL1981PLC012804<br/>           Priyanka Sharma<br/>           Email id: <a href="mailto:priyanka.sharma@lumaxmail.com">priyanka.sharma@lumaxmail.com</a><br/>           Tel No: +91 98102 66637</p> |  <p><b>Strategic Growth Advisors Pvt Ltd.</b><br/>           CIN No: U74140MH2010PTC204285<br/>           Shogun Jain / Akashi Modi<br/>           Email id: <a href="mailto:shogun.iain@sgapl.net">shogun.iain@sgapl.net</a> / <a href="mailto:akashi.modi@sgapl.net">akashi.modi@sgapl.net</a><br/>           Tel No: +91 77383 77756 / +91 96198 96128</p> |