

LIL:CS:IP:2020-21

Date : 11.02.2021

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
Security Code : 517206	Symbol: LUMAXIND

Subject: Investor Presentation for the 3rd Quarter and Nine Months ended 31st December, 2020

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter and Nine Months ended 31st December, 2020.

The same shall also be made available on the website of the Company 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



Lumax Industries Limited



Investor Presentation – February 2021

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75 Glorious Years of Lumax DK Jain Group

RESPECT
INTEGRITY
PASSION
EXCELLENCE

**GLOBAL STANDARDS
...INDIAN ROOTS**





**WE COME TOGETHER
TO FORM
WINGREAT**



**WE COME TOGETHER
TO FORM
WINGREAT**

**We play TOGETHER
We play RIGHT
We play to WIN**



RESPECT
INTEGRITY
PASSION
EXCELLENCE



Seven Decade Strong

Leader in Automotive Lighting &
Gear Shifters

15 Entities in 8 States

33 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
HVAC Panels and other electronic components

Partnerships

- Stanley – Japan
- SL Corporation - Korea

Lumax Auto Technologies Limited

Products & Services

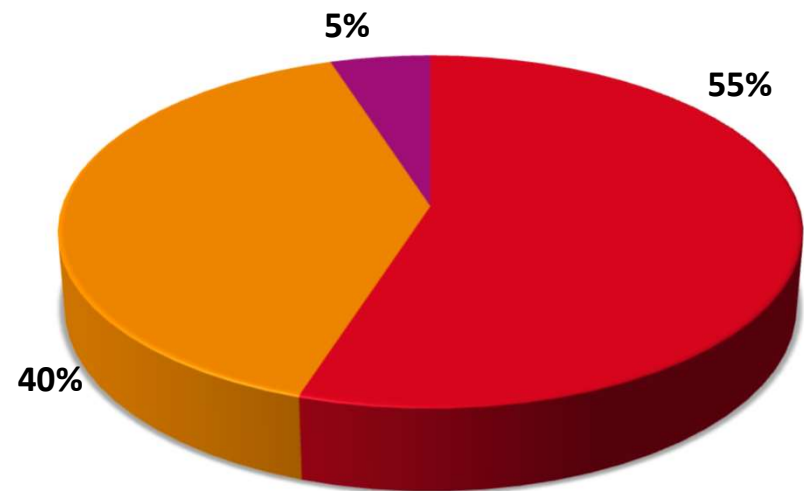
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Seat Structures, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas

Partnerships

- Cornaglia SPA - Italy
- Mannoh Industrial Co. Limited – Japan
- Alpine – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan

Group Revenue Break Up (%)

FY20 Revenue of Rs. 2,900 Cr




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





OUR GROUP PURPOSE

We deliver
pride
and
progress
with
positivity




OUR VALUES

Respect
Integrity
Passion
Excellence

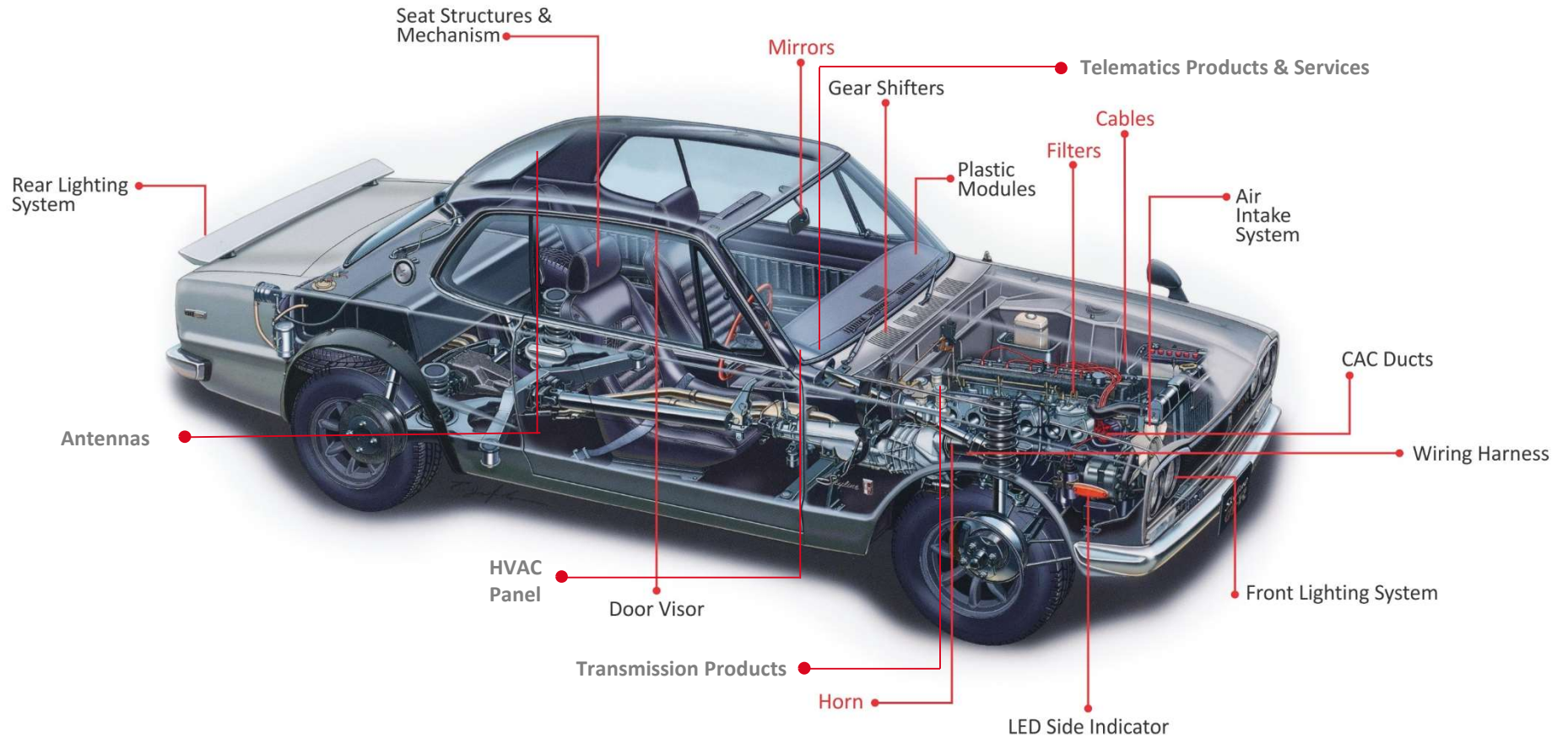


OUR VISION

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

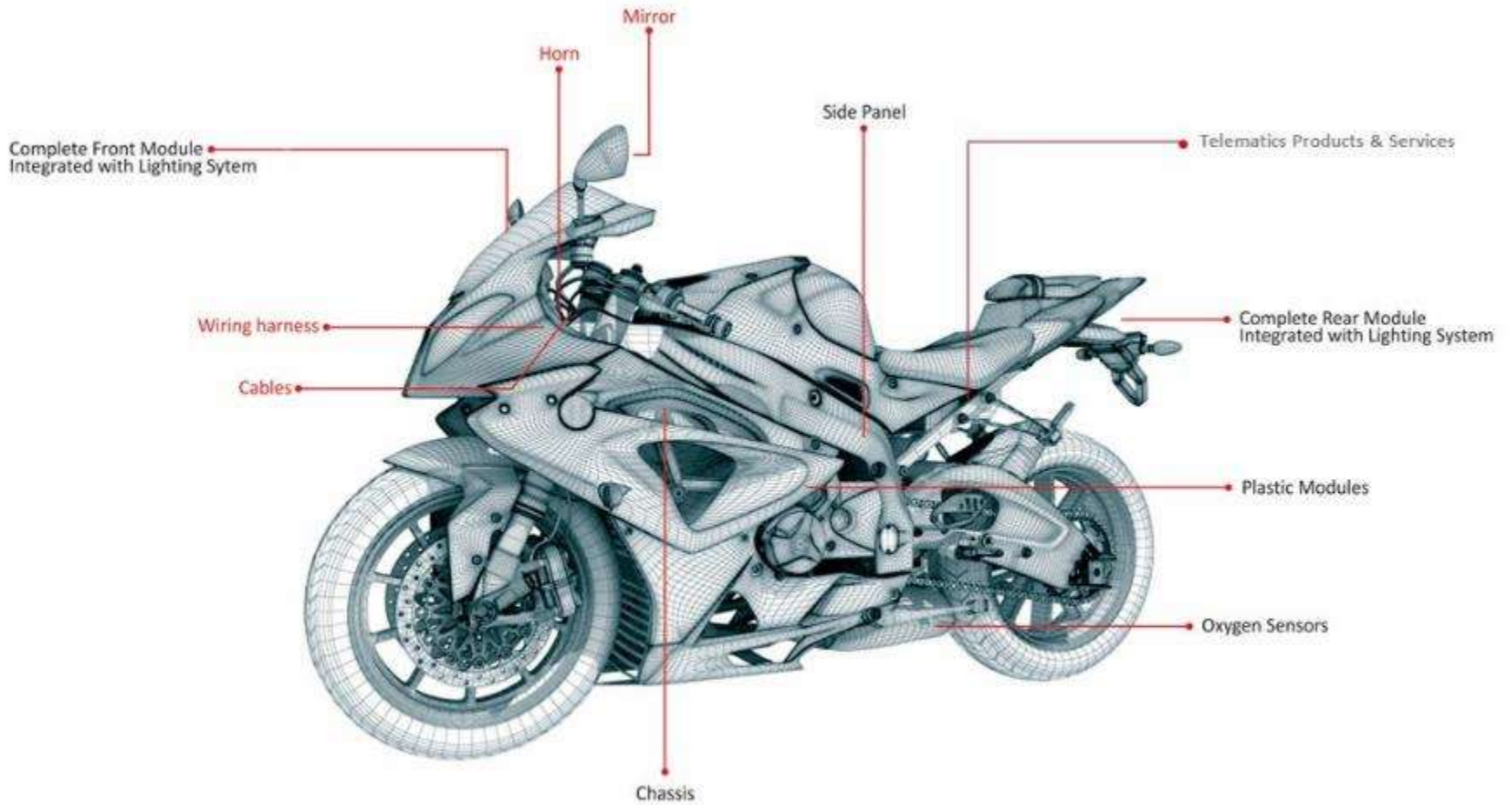


Diversified Product Range – 4-wheelers & CV



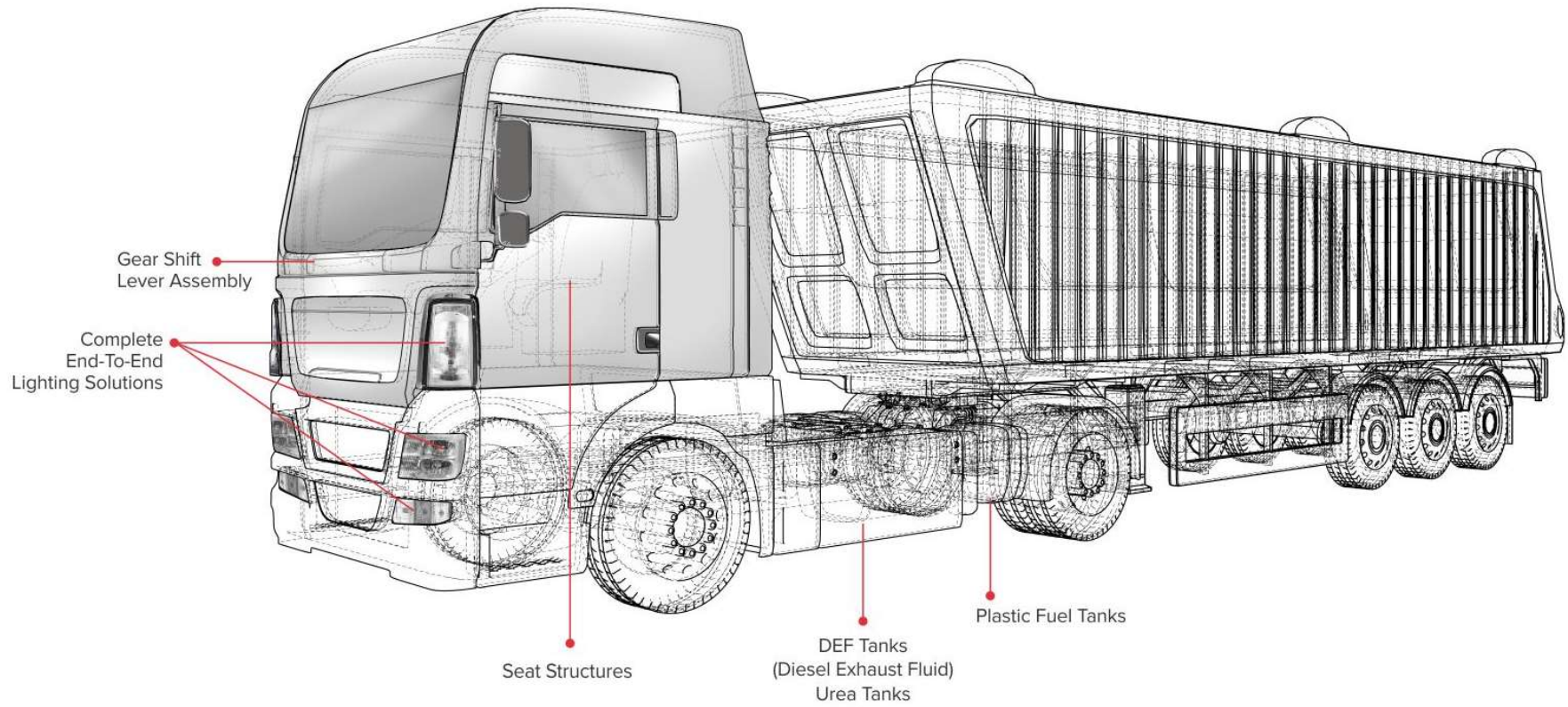
- Destination Boards & Urea Tanks for Commercial Vehicle
Aftermarket products

Diversified Product Range – 2-wheelers



■ *Aftermarket products*

Diversified Product Range – Commercial Vehicles



Diversified Product Range – Farm Equipment Sector (FES)



Fostering Partnerships to Deliver Excellence



Japan

JV FOR LIGHTING, HVAC PANELS
AND OTHER ELECTRONICS

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

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
50% in Lumax Jopp Allied Technologies Ltd

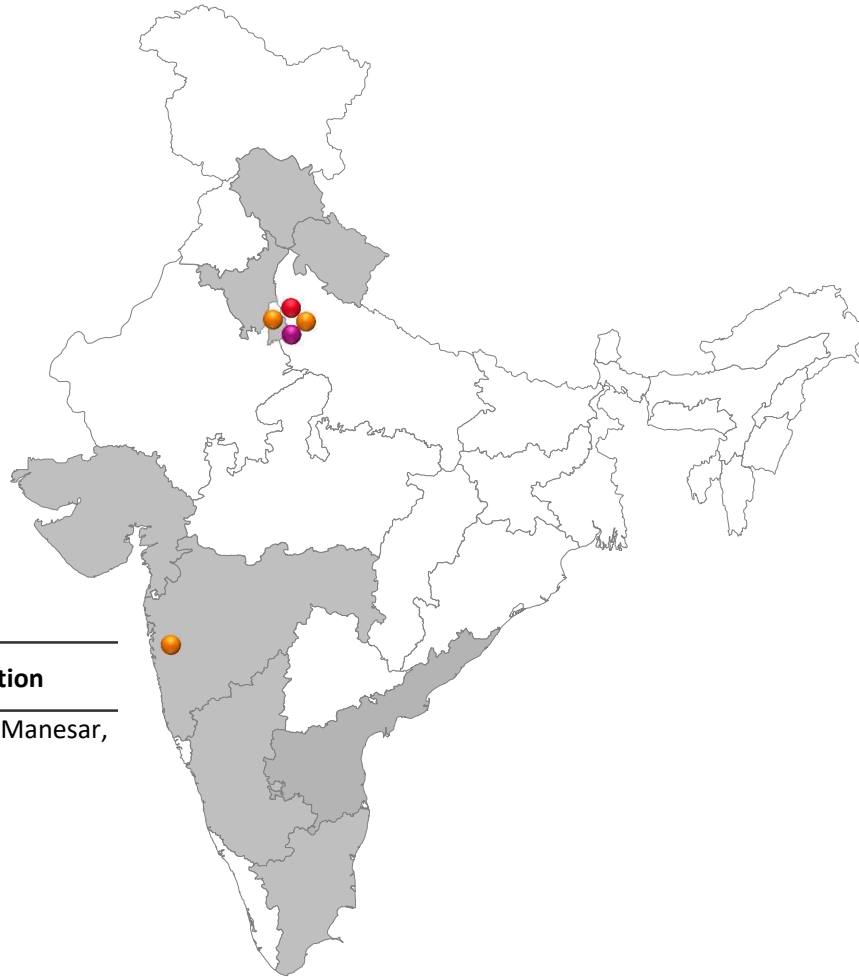


JAPAN

JV FOR MANUFACTURE AND SUPPLY ANTENNAS & OTHER VEHICLE COMMUNICATION PRODUCTS

Relationship Since 2020

33 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	3
	Manesar	4
Maharashtra	Pune	9
	Waluj	3
Karnataka	Bengaluru	2
Gujarat	Sanand	1
	Mehsana	1
Tamil Nadu	Sriperumbudur	1
Andhra Pradesh	Anantpur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Himachal Pradesh	Kale Amb	1
Total		33

33 Plants in 8 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

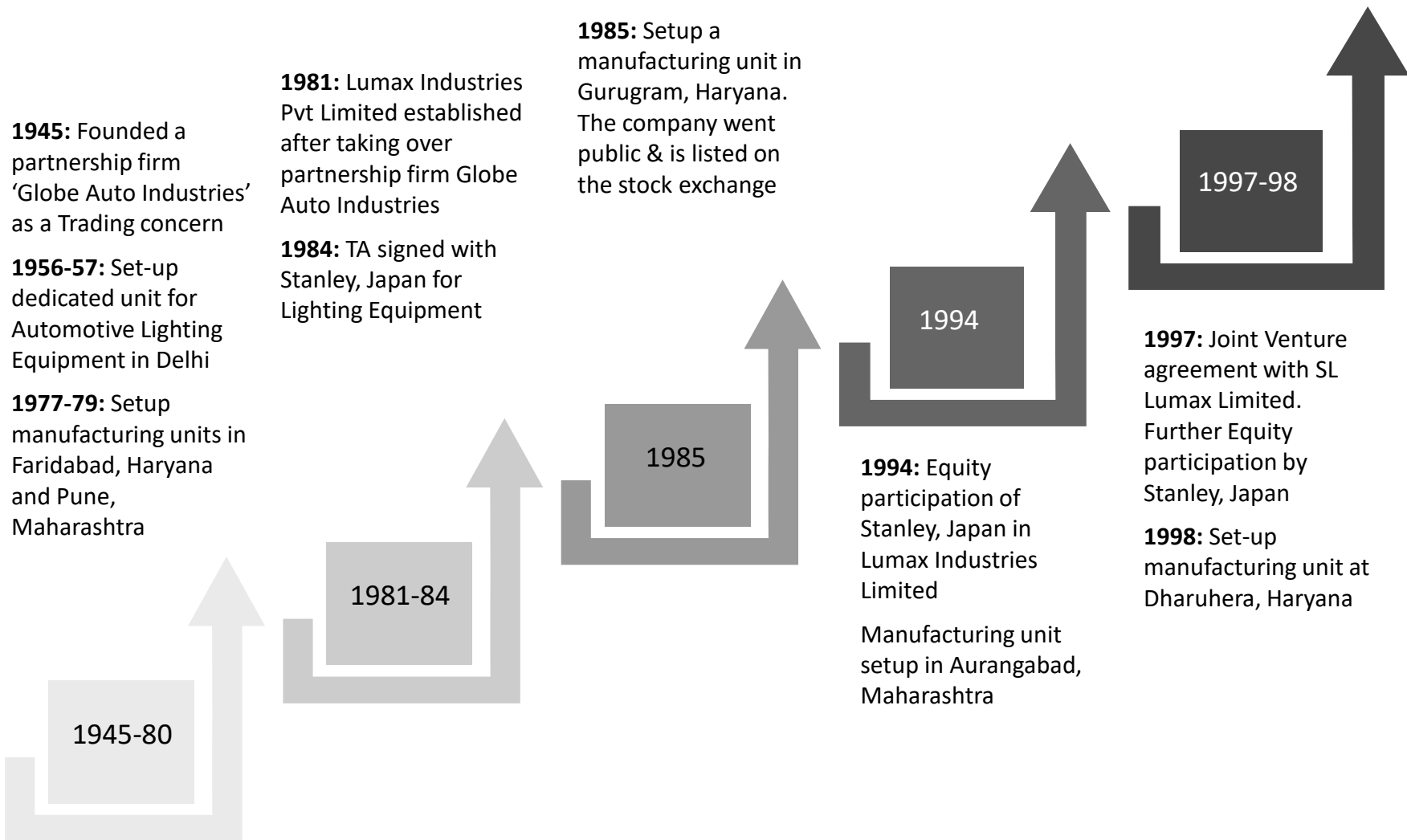


Lumax Industries Limited

Driving Leadership in Automotive Lighting



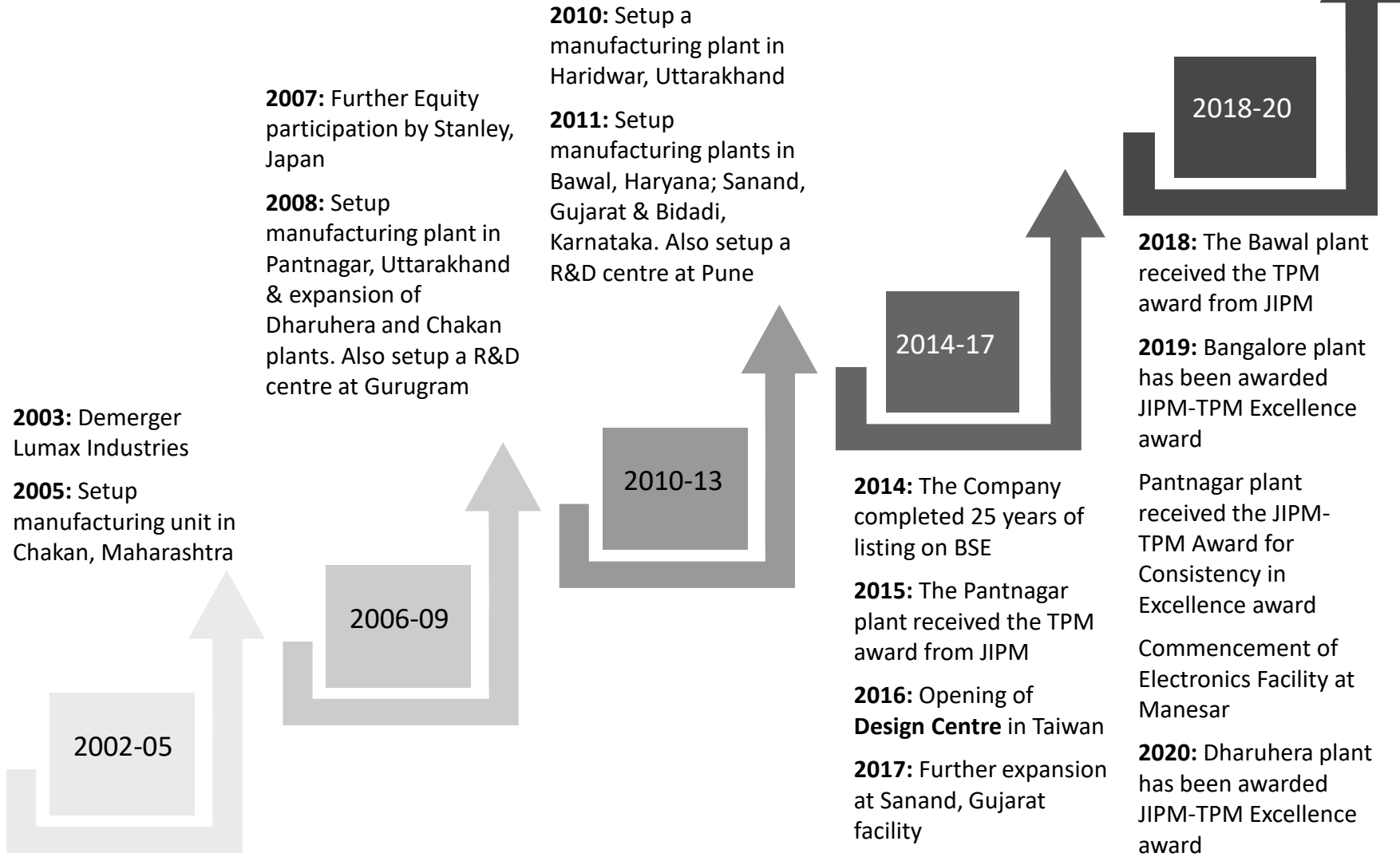
Milestone



Milestone



...2005 -2020 a period of strategic expansion



Competitive Advantages



Market Leaders

Leadership in Lighting

Partnerships

With more than three & half decades of partnership with Stanley, Japan, the only global auto lighting company to manufacture LED worldwide, having presence in Japan, America, China, Asia Pacific and Europe

Product Portfolio

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

Technology Expertise

State-of-the-art facilities allows us to benchmark our products

In-House Design

2 R&D centers & 1 Overseas Design centre to stay ahead of the curve in design trends

Financial Stability

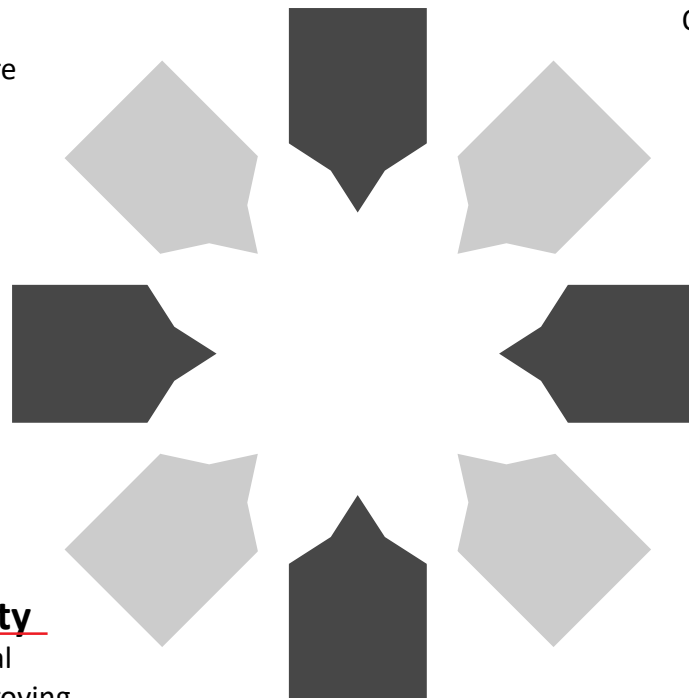
Consistent financial performance with improving return ratios

Experience

Over 7 decades of OEM relationships

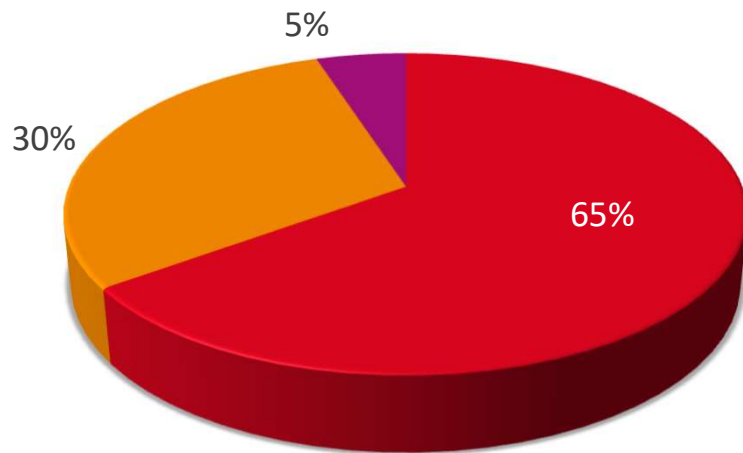
Proximity to Customers

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



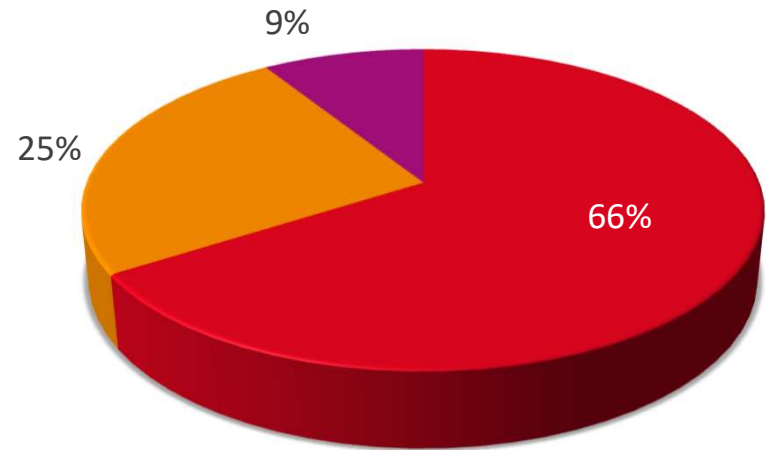
Product Mix Q3FY21

Product wise Sales Q3FY20 (Rs. 360 Crores)*



■ Front Lighting
 ■ Rear Lighting
 ■ Others

Product wise Sales Q3FY21 (Rs. 435 Crores)*



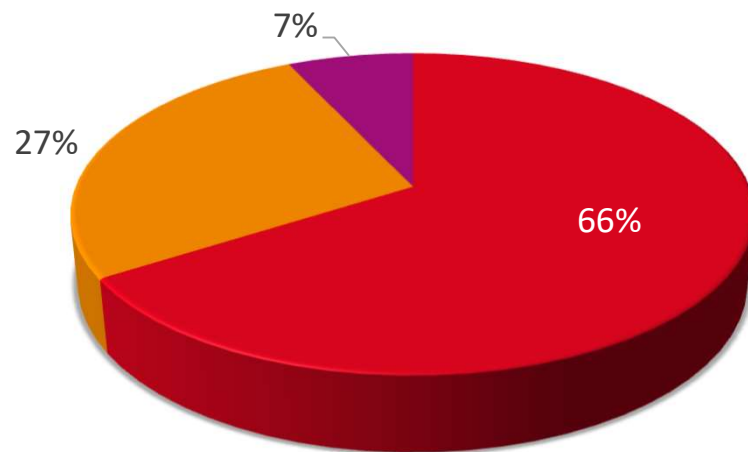
■ Front Lighting
 ■ Rear Lighting
 ■ Others

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

* Excludes Mould Sales

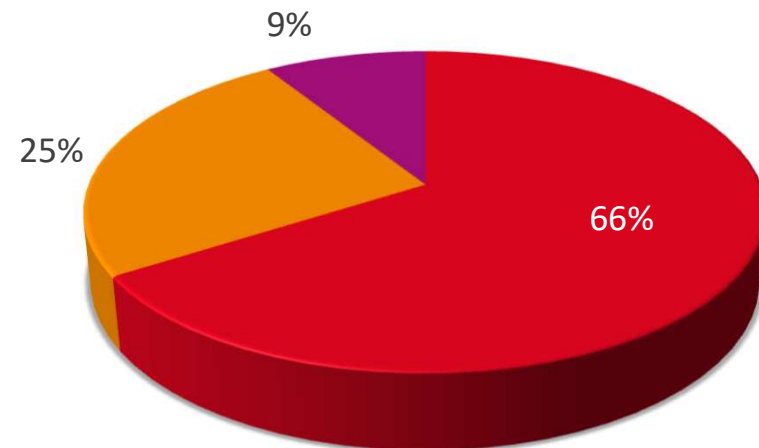
Product Mix 9MFY21

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



■ Front Lighting ■ Rear Lighting ■ Others

Product wise Sales 9MFY21 (Rs. 885 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

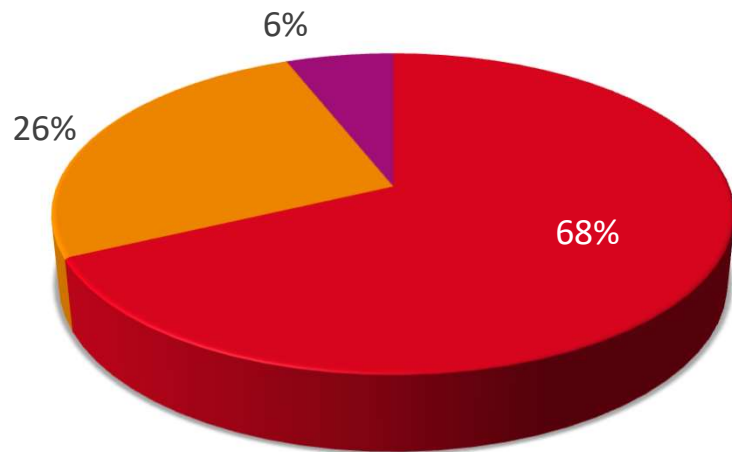
Front Lighting – Head Lamp & Fog Lamp
 Rear Lighting – Tail Lamp & High Mount Stop Lamp
 Others – Auxiliary Lamps, Indicators

* Excludes Mould Sales

Segment Mix Q3FY21

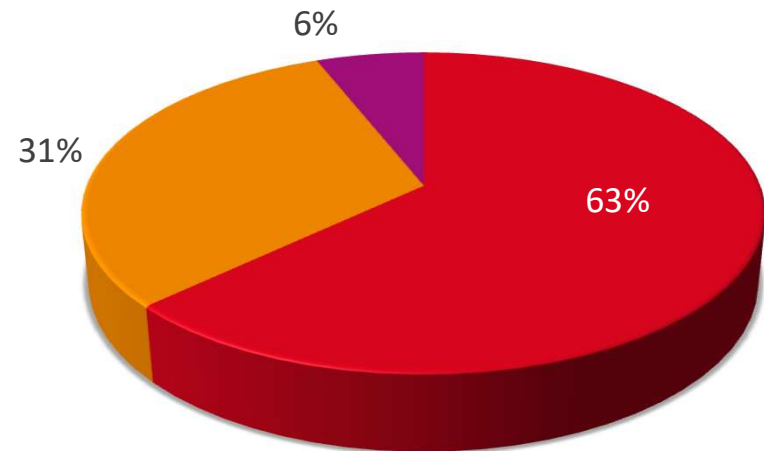


Segment wise Sales Q3FY20 (Rs. 360 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

Segment wise Sales Q3FY21 (Rs. 435 Crores)*



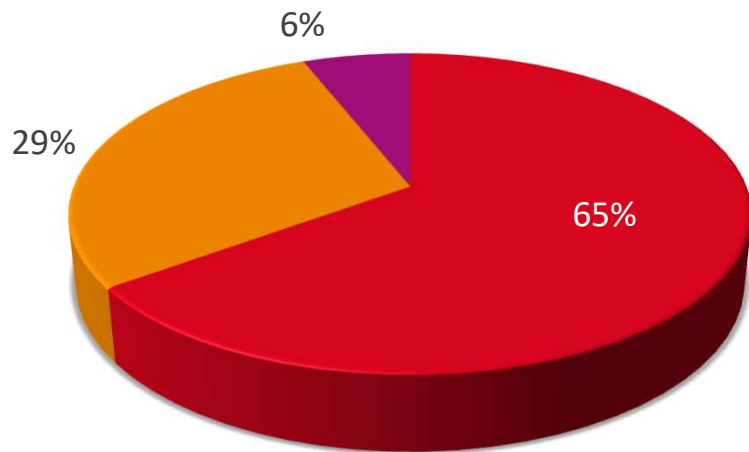
■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

* Excludes Mould Sales

Segment Mix 9MFY21

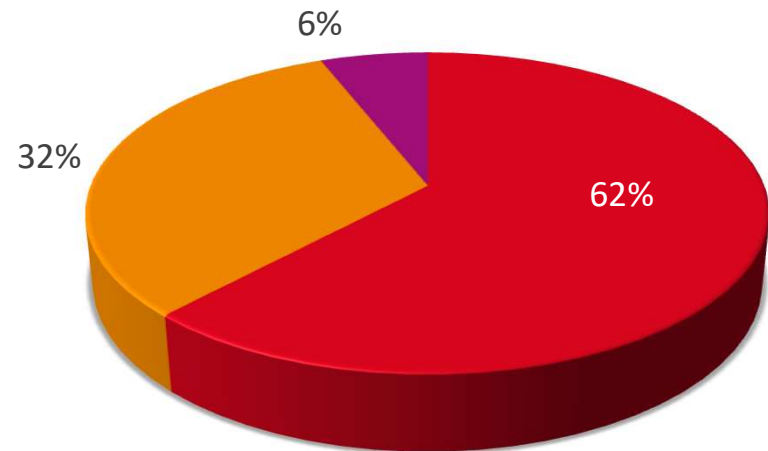


Segment wise Sales 9MFY20 (Rs. 1,137 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

Segment wise Sales 9MFY21 (Rs. 885 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

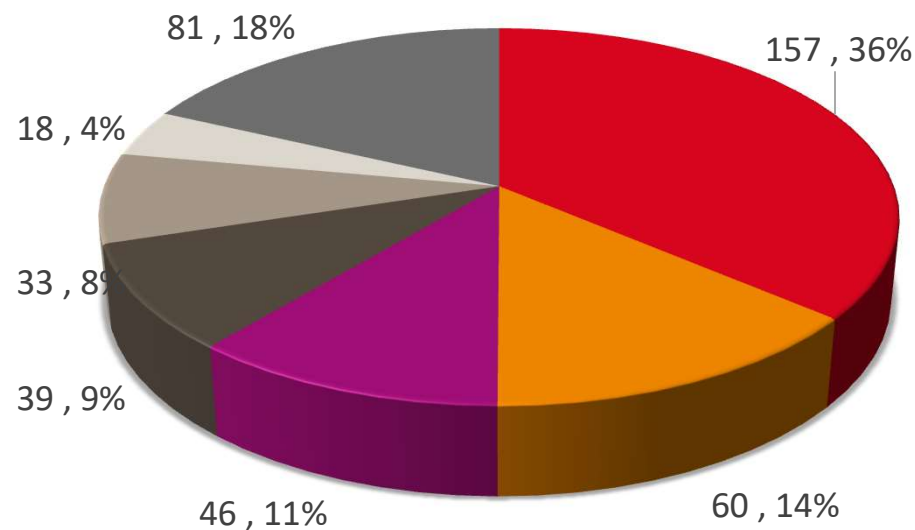
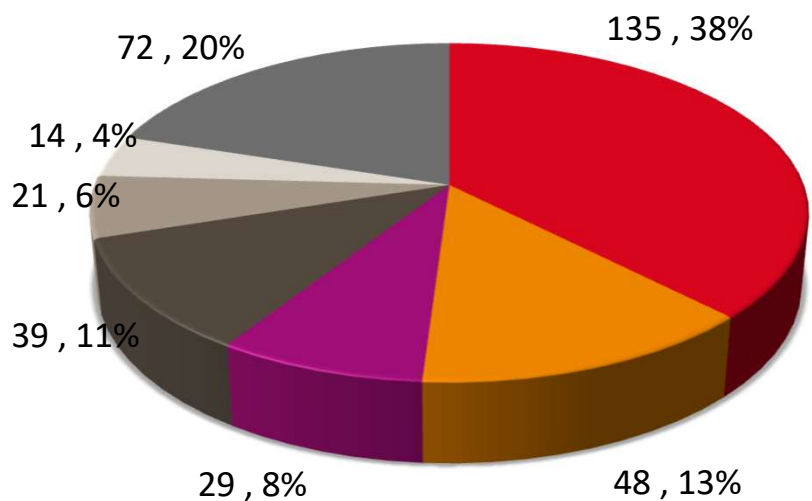
* Excludes Mould Sales

Customer Mix Q3FY21



Customer wise Sales Q3FY20 (Rs. 360 Crores)*

Customer wise Sales Q3FY21 (Rs. 435 Crores)*



Figures in Rs. Crores

MSIL/SMG HMSI HML M&M TATA HCIL Others

MSIL/SMG HMSI HML M&M TATA HCIL Others

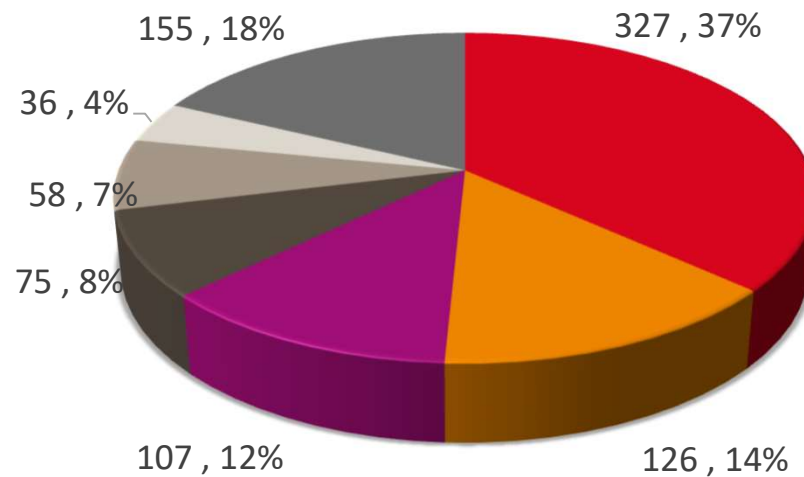
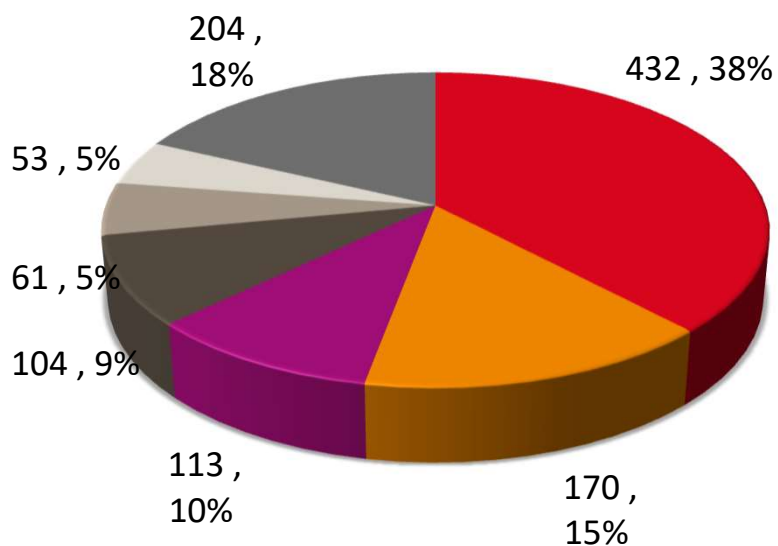
* Excludes Mould Sales

Customer Mix 9MFY21



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

Customer wise Sales 9MFY21 (Rs. 885 Crores)*



Figures in Rs. Crores

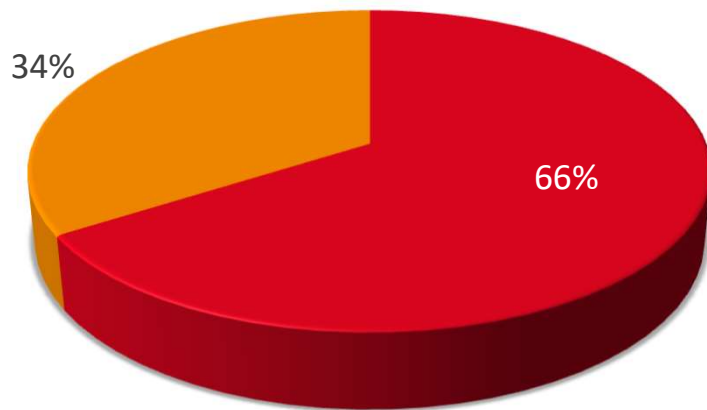
■ MSIL/SMG
 ■ HMSI
 ■ HML
 ■ M&M
 ■ TATA
 ■ HCIL
 ■ Others
 ■ MSIL/SMG
 ■ HMSI
 ■ HML
 ■ M&M
 ■ TATA
 ■ HCIL
 ■ Others

* Excludes Mould Sales

LED Lighting vs Conventional Lighting

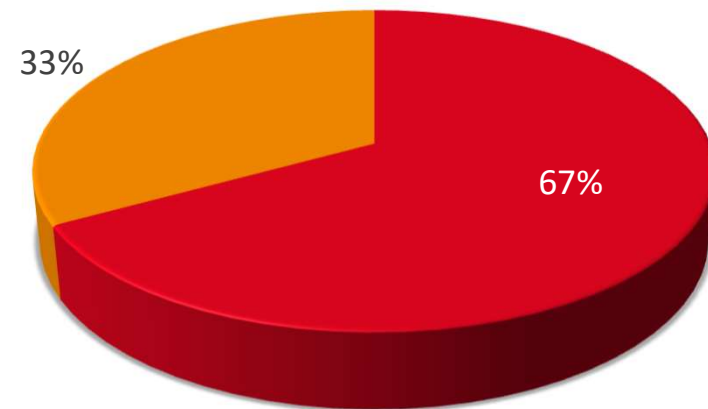


Product wise Sales FY20 (Rs. 1,471 Crores)*



■ Conventional Lighting ■ LED Lighting

Product wise Sales 9MFY21 (Rs. 885 Crores)*



■ Conventional Lighting ■ LED Lighting

* Excludes Mould Sales

SL Lumax Limited

Associate Company with 21.28% holding

Plants in Sriperumbudur near Chennai and Anantapur in Andhra Pradesh

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

Products

Lamps

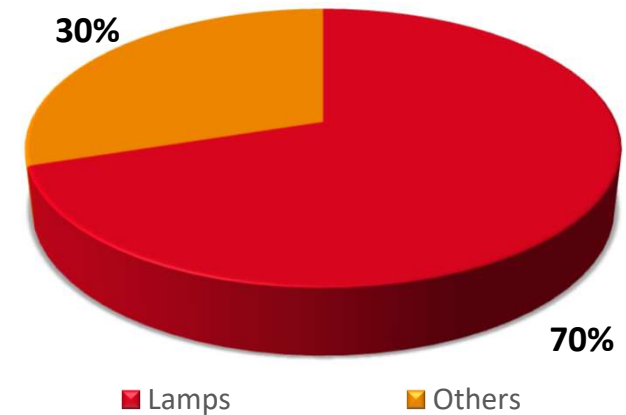
Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

Sales Breakup FY20 – Rs. 1,402 Crores



Strong Customer Base ...



Four Wheeler



Two Wheeler



Commercial Vehicle



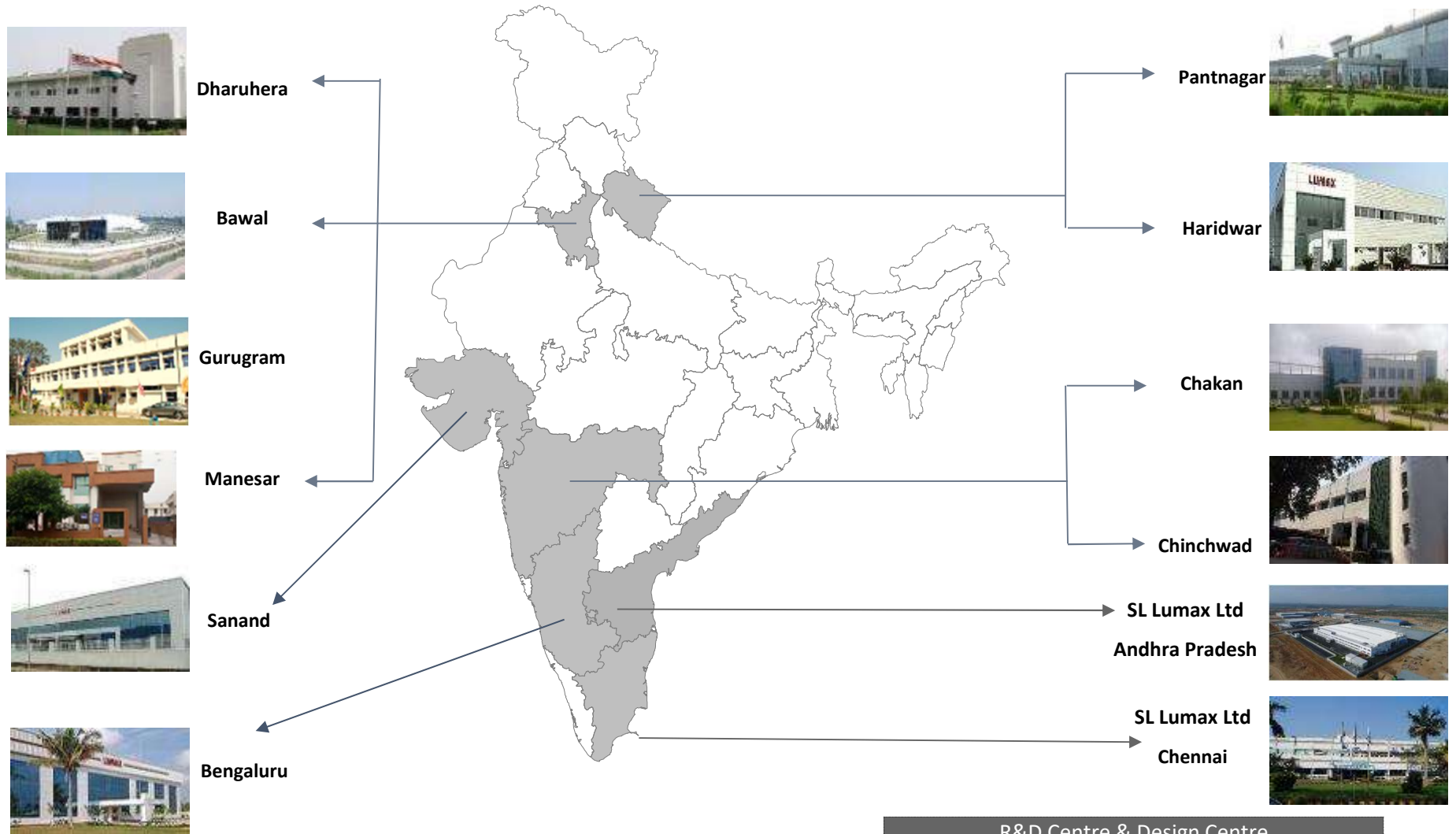
Export



... 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



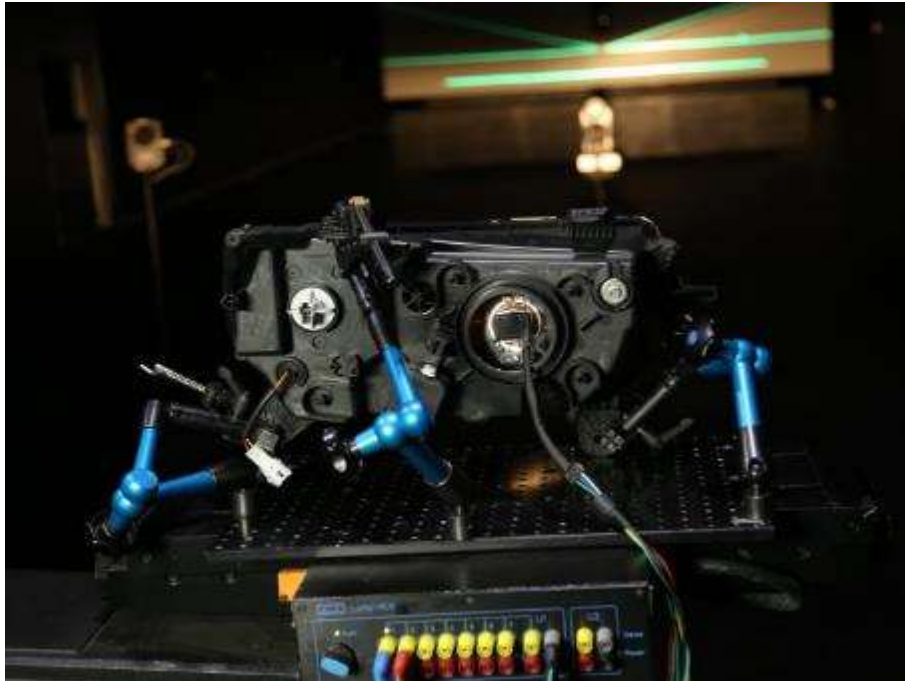
State of Art Manufacturing Facilities



State of Art Manufacturing Facilities



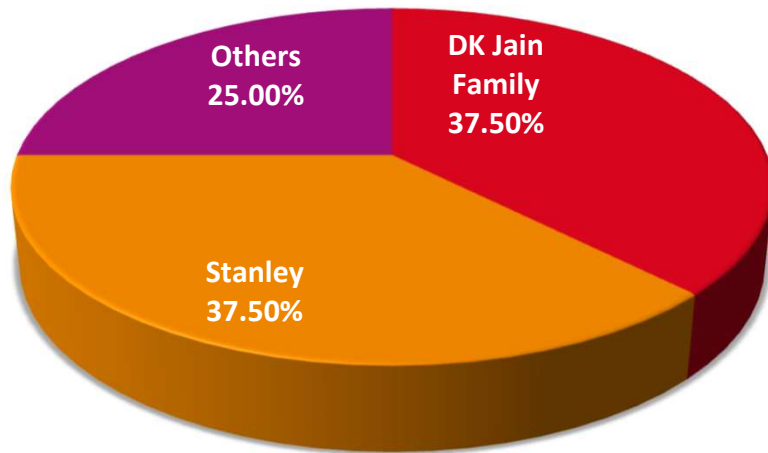
...In-house R&D & Validation Facility



...In-house Design Studio



Shareholding breakup



Stanley Electric Company Ltd

Over three and a half 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 78 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 41 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 20 years of experience
- He has held various positions in Industry associations like 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 Associations

Promoter Group



Mr. Tadayoshi Aoki
Senior Executive Director

- He is 54 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. Toru Tanabe
Non-Executive Director

- He is 61 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



Mr. Kenjiro Nakazono
Executive Director

- He is 50 years old & is a graduate from Hamamatsu Commercial High School
- He has over 30 years of rich experience in Procurement, Planning, Audit and NPD

...Supported by Strong Independent Directors



Mr. A P Gandhi

- He is 82 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 68 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. Dhiraj Dhar Gupta

- He is 70 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 63 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

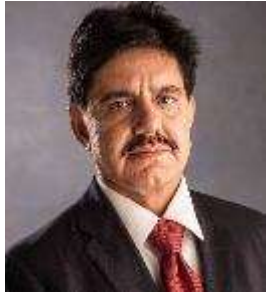
- She is 54 years old and has an industry experience of over 25 years in the travel and airline industry
- She is currently Regional President of UNIGLOBE Travel South Asia, heading the largest single brand travel franchise network in South Asia region



Mr Vikrampati Singhania

- He is 55 years old & he is MBA from Fuqua School of Business, Duke University, USA
- He is currently MD of JK Fenner (India) & JK Agri Genetics having an experience of over 27 years in industry
- He is a 4th generation industrialist from the industrial group- JK Organisation
- He is also deeply involved in the Motors Sports activity of the Organisation.

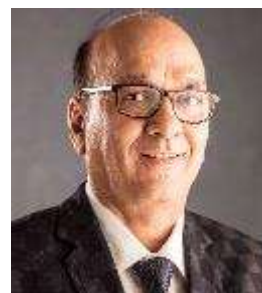
Professional & Experienced Team



Mr. Vineet Sahni
CEO & Sr Executive Director
Age: 55 years
Experience: over 30 Years



Mr. Sanjay Mehta
Group CFO
Age: 53 years
Experience: 29 Years



Mr. Naval Khanna
Corporate Head – Taxation
Age: 63 years
Experience: 43 years



Mr. Todd Morgan
Chief Technology &
Innovation Officer
Age: 54 Years
Experience: 27 Years



Mr. Shrutikant Rustagi
Chief Financial Officer
Age: 50 Years
Experience: 25 Years



Mr. Atul Jain
Corporate Head - Materials
Age: 50 Years
Experience: 27 Years



Mr. Lalitentu Samanta
Corporate Head - HR
Age: 54 Years
Experience: 30+ Years



Ms. Priyanka Sharma
Corporate
Communication
Age: 52 Years
Experience: 26 Years



Mr. Raajesh Kumar Gupta
Group Company Secretary
Age: 51 Years
Experience: 28 Years



Mr. Pankaj Mahendru
Company Secretary
Age: 34 Years
Experience: 9 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



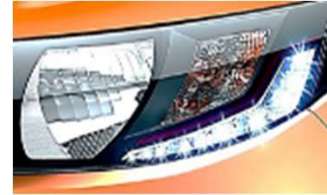
Head Lamp with Bulb



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 become 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

Increased styling demands by OEMs to individualise & differentiate

Influencing the cost of lighting cluster

Creating revenue opportunities for Tier I suppliers

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



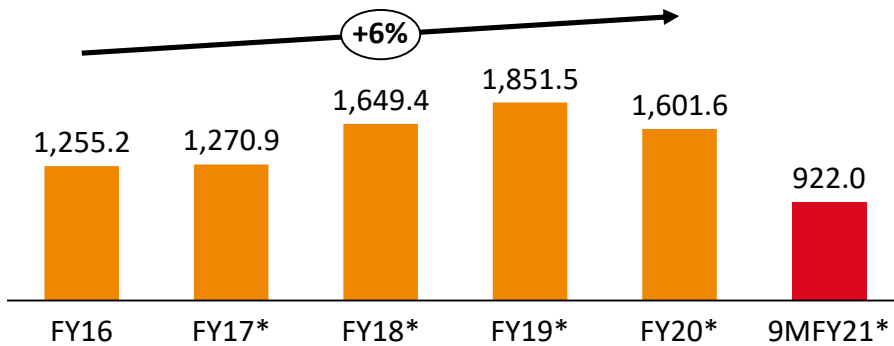
Financials



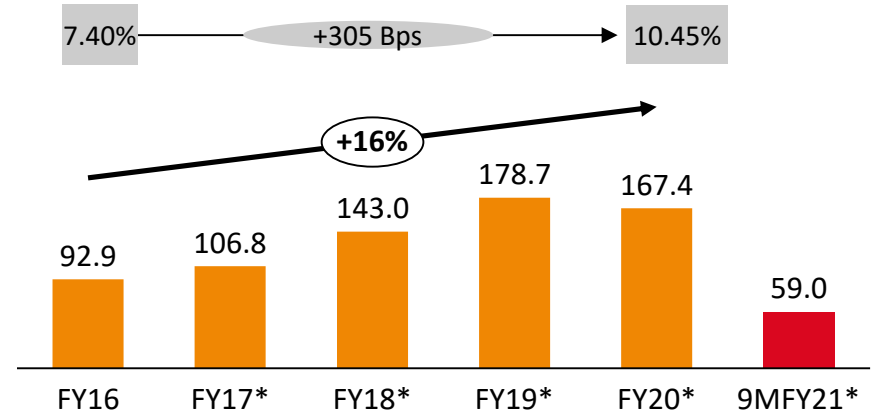
Strong Growth in Total Income with Healthy Margins



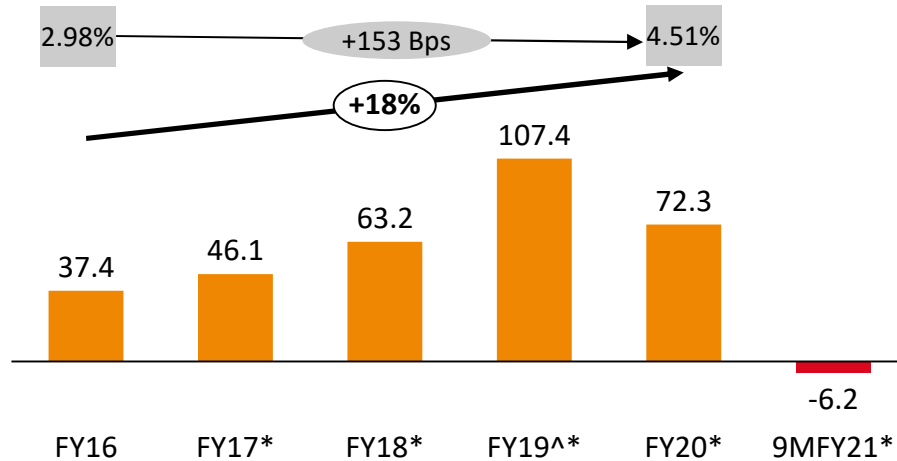
Revenue



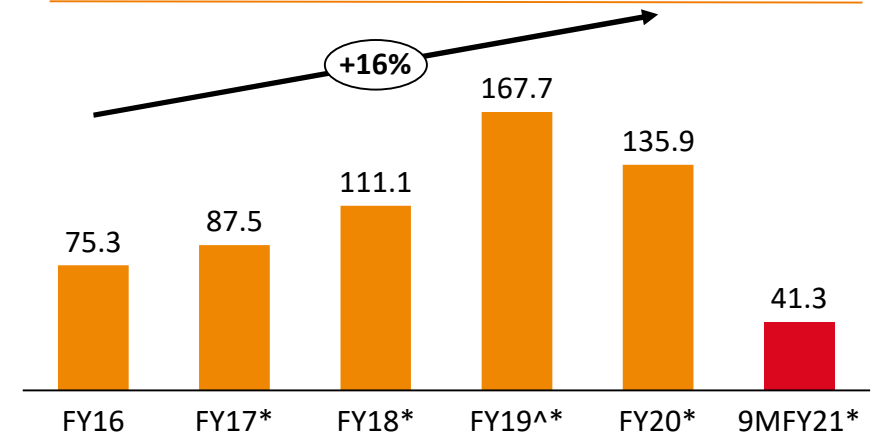
Reported EBITDA#



PAT



Cash PAT



Standalone Results * Numbers updated as per IND-AS
Rs. Crores # Including Other Income

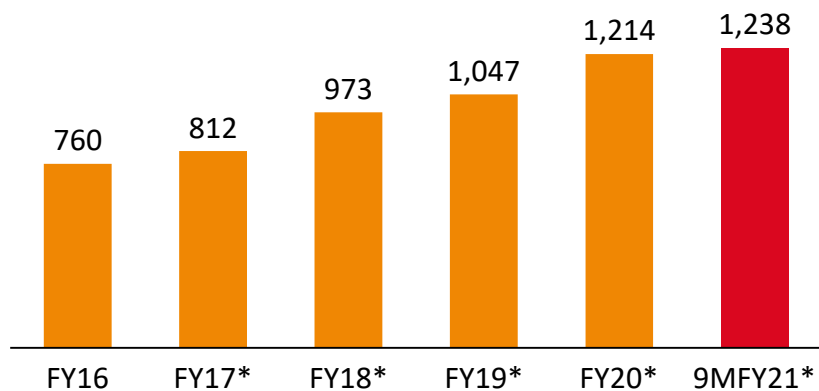
Margins

^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

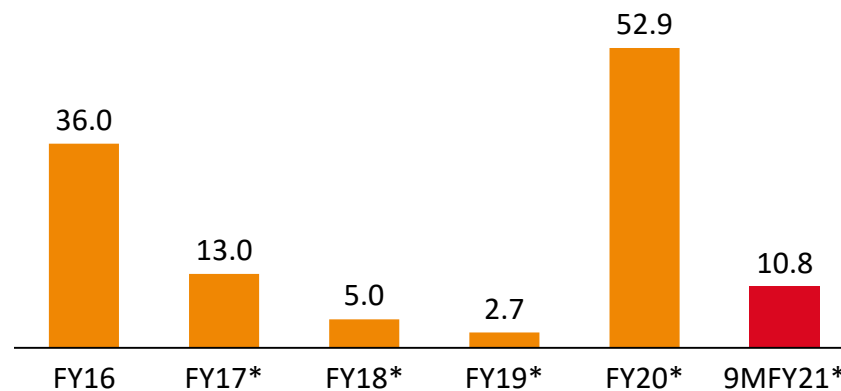
Expansion funded through Internal Accruals



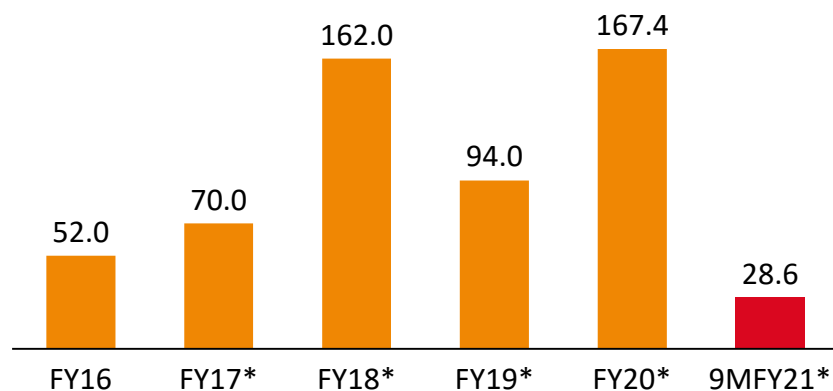
Gross Block



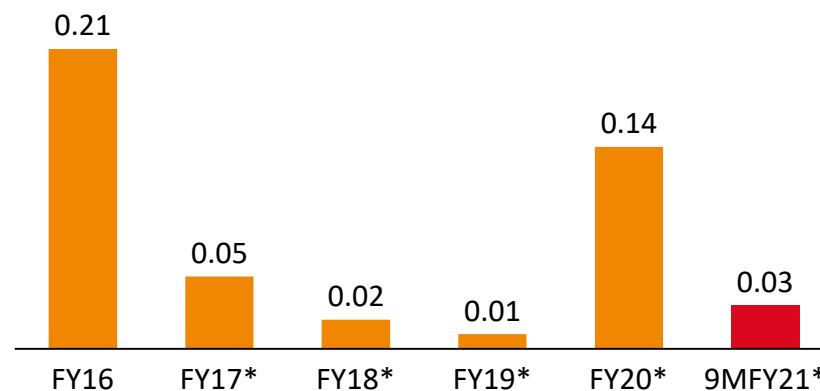
Long Term Loan



Capex



Long Term Debt / Equity



Standalone Results

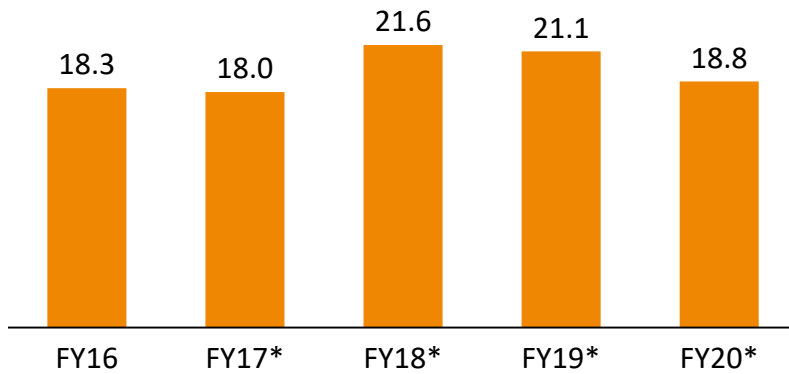
Rs. Crores

* Numbers updated as per IND-AS

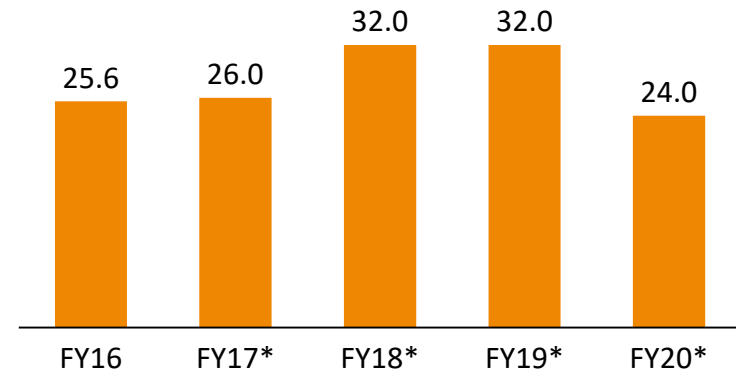
Healthy Return Ratios



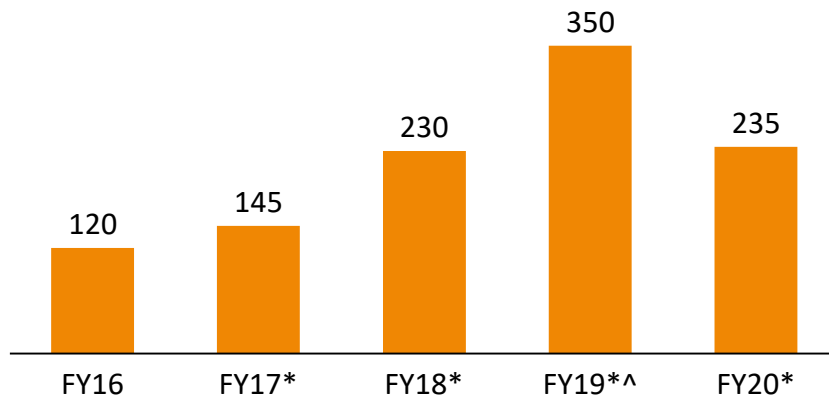
ROE (%)



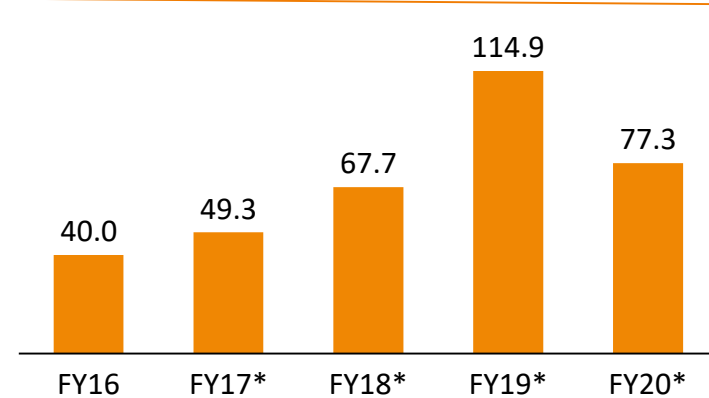
ROCE (%)



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

ROCE = EBIT / Capital Employed

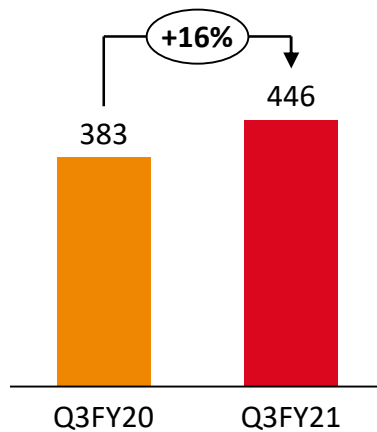
Capital Employed = Networth + Long term debt including Current Maturity

Q3FY21 Highlights – Consolidated

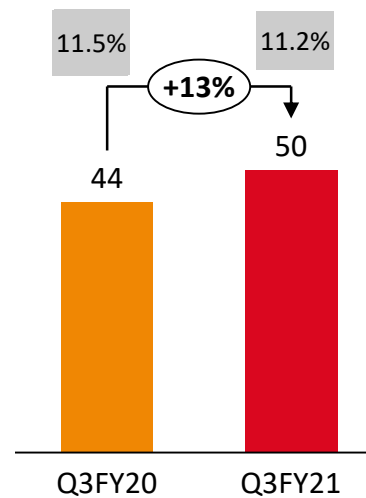


Y-o-Y Performance

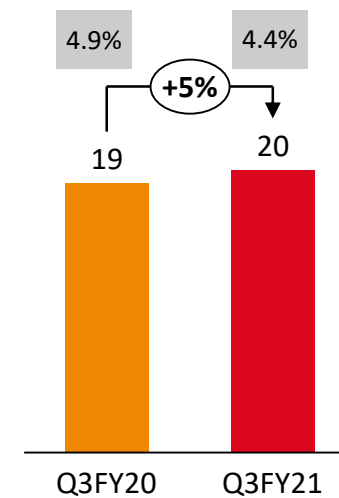
Revenue



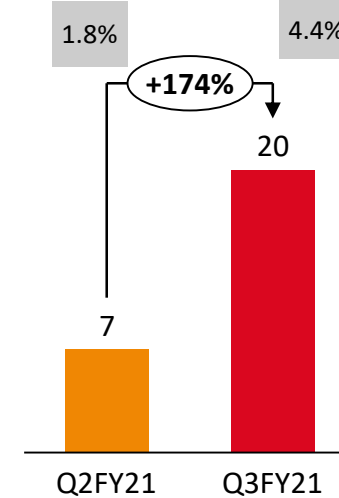
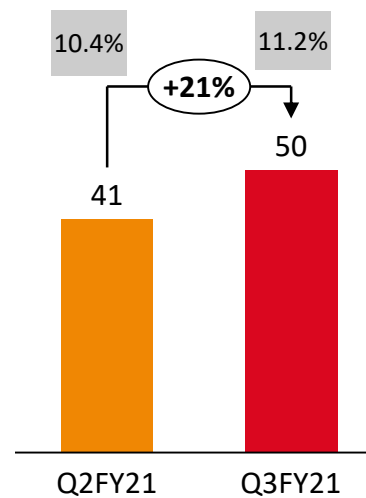
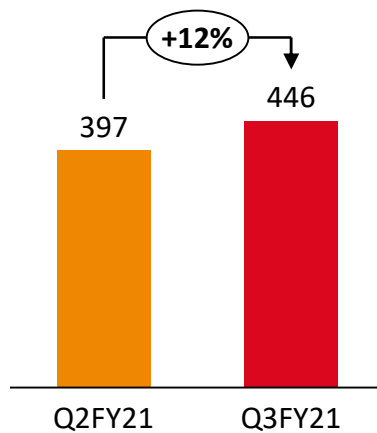
EBIDTA*



PAT



Q-o-Q Performance



Rs. Crores

* Including other income

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y	FY20
Manufacturing Revenue	434.9	360.2	20.7%	884.7	1,137.1	-22.2%	1,471.0
Molds Revenue	11.4	23.1		36.9	77.2		130.6
Total Operating Revenue	446.2	383.2	16.4%	921.6	1,214.3	-24.1%	1,601.6
Other Income	1.9	1.0		9.4	3.3		7.4
Total Income	448.1	384.2	16.6%	931.0	1,217.6	-23.5%	1,608.9
Raw Material	278.5	228.7		584.8	744.3		983.9
Employee Expenses	56.9	53.7		142.9	160.0		209.9
Other Expenses	62.9	57.7		144.3	185.9		250.0
EBITDA	49.8	44.2	12.8%	59.0	127.4	-53.7%	165.1
EBITDA Margin	11.2%	11.5%		6.4%	10.5%		10.3%
Depreciation	17.2	16.1		47.5	47.2		63.5
Finance Cost	6.8	6.0		22.9	15.6		21.9
PBT before Tax & Exceptional items & share of profit/ (loss) of associate	25.8	22.1	16.9%	-11.3	64.5	-117.6%	79.6
Profit from Associates	9.5	3.1		2.5	9.8		12.1
Profit before Tax	35.3	25.2	40.0%	-8.8	74.3	-111.9%	91.7
Tax	15.4	6.3		-4.3	18.8		19.8
Reported PAT	19.8	18.9	4.9%	-4.6	55.5	-108.2%	71.9
Reported PAT Margin	4.4%	4.9%		-0.5%	4.6%		4.5%
EPS	21.20	20.22		-4.87	59.42		76.91

Standalone P&L Statement



Particulars (Rs. in Crores.)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y	FY20
Manufacturing Revenue	434.9	360.2	20.7%	884.7	1,137.1	-22.2%	1,471.0
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EBITDA Margin	11.2%	11.5%		6.4%	10.7%		10.5%
Depreciation	17.2	16.1		47.5	47.2		63.5
Finance Cost	6.8	6.0		22.9	15.6		21.9
PBT before Tax	25.8	22.1	16.9%	-11.3	66.8	-117.0%	82.0
Tax	12.1	5.8		-5.2	17.7		9.6
Reported PAT	13.7	16.3	-16.1%	-6.2	49.2	-112.6%	72.3
Reported PAT Margin	3.1%	4.2%		-0.7%	4.0%		4.5%
EPS	14.61	17.42		-6.61	52.60		77.35



Awards & Recognitions



Awards & Recognition



Lumax Industries Limited, Dharuhera won JIPM-TPM award for excellence in Category A for year 2019



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.



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.



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.



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

Awards & Recognition



Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for the past fiscal year.



Lumax Industries Limited bagged The Gold Award at ICQCC for the third year in a row in FY20. Each of our plants located at Haridwar, Bawal & Bengaluru have been accorded with this prestigious award.

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.



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



HMSI Awards for New Product Development



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



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 / Ms. Akashi Modi
shogun.jain@sgapl.net / akashi.modi@sgapl.net

Tel: +91 77383 77756 / +91 96198 96128
www.sgapl.net