

LIL:CS:IP:2020-21

Date : 09.11.2020

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
Security Code : 517206	Symbol: LUMAXIND

Subject: Investor Presentation for the 2nd Quarter and Half Year ended 30th September, 2020

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 2nd Quarter and Half Year ended 30th September, 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 - November 2020

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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

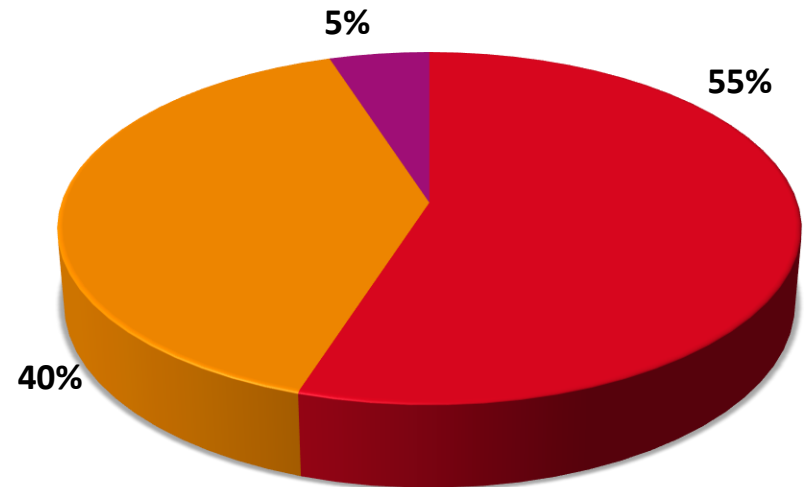
Intake Systems, Integrated Plastic modules, 2-wheeler Chassis & Lighting, Gear Shifters, Transmission Products, Seat Structures, Aftermarket, Telematics Products and Services, Oxygen Sensors, On-board Antennas

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



DK JAIN
GROUP

OUR GROUP PURPOSE

We deliver
pride
and
progress
with
positivity

LUMAX




LUMAX

OUR VALUES

Respect
Integrity
Passion
Excellence

DK JAIN
GROUP



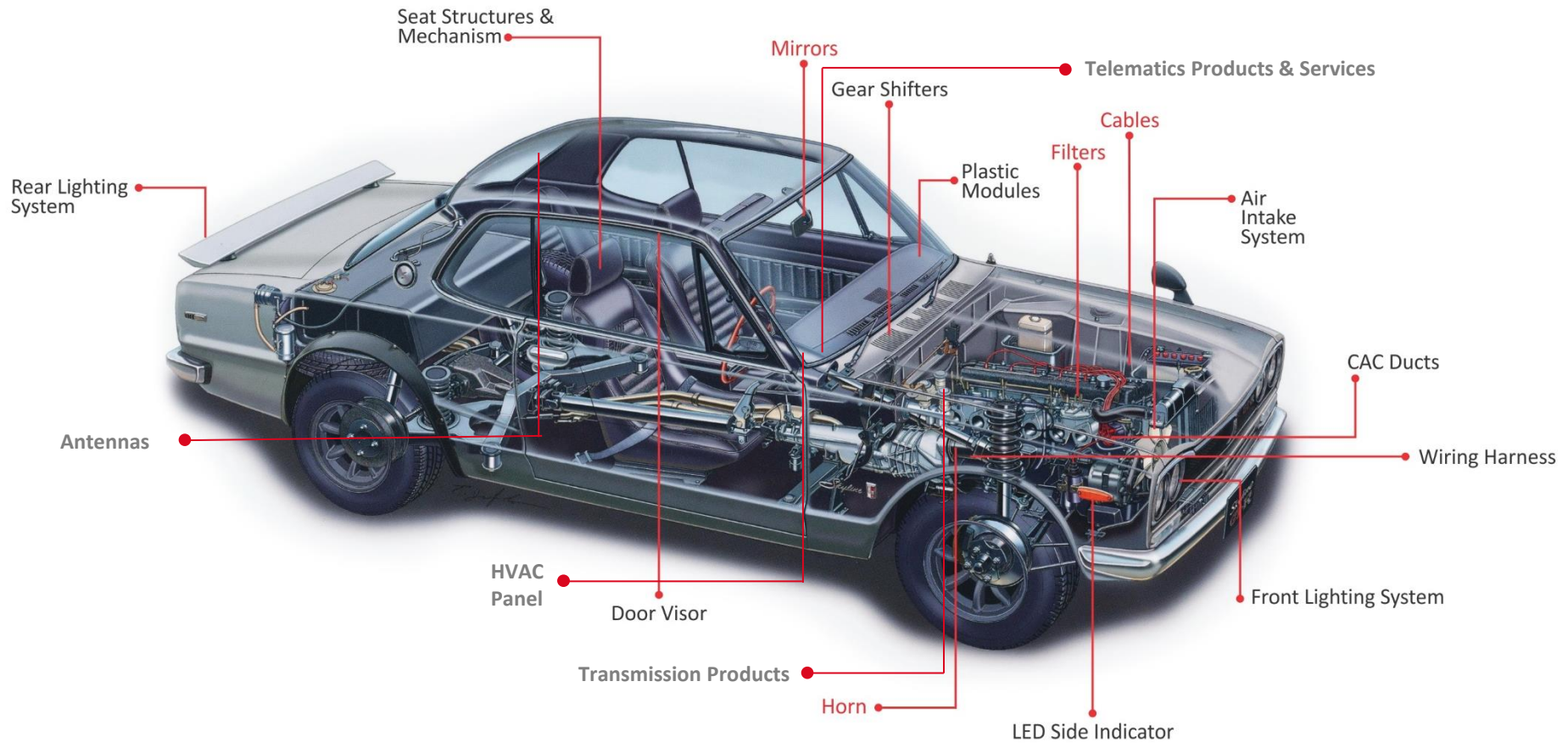
LUMAX

OUR VISION

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

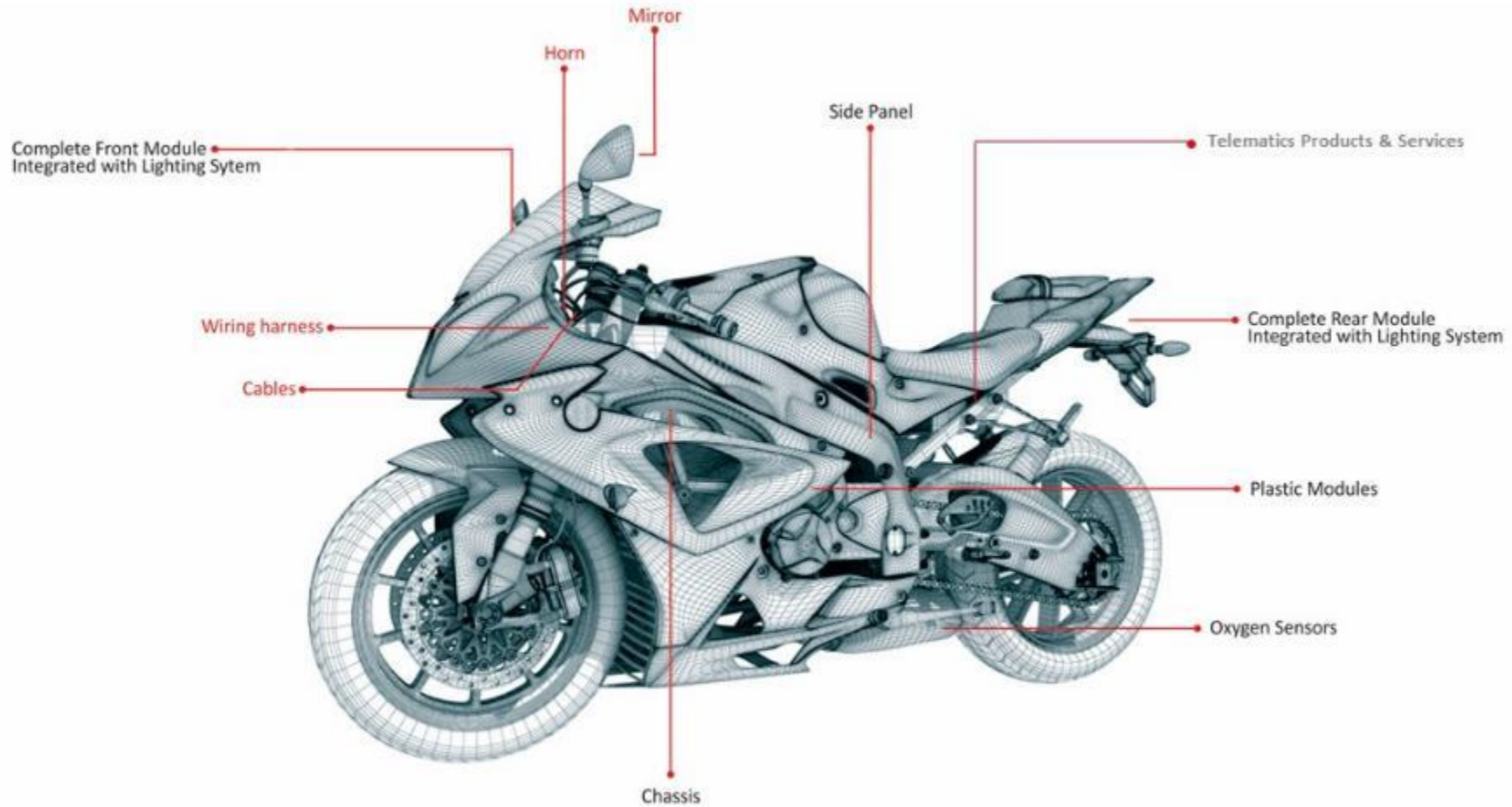
DK JAIN
GROUP

Diversified Product Range – 4-wheelers & CV



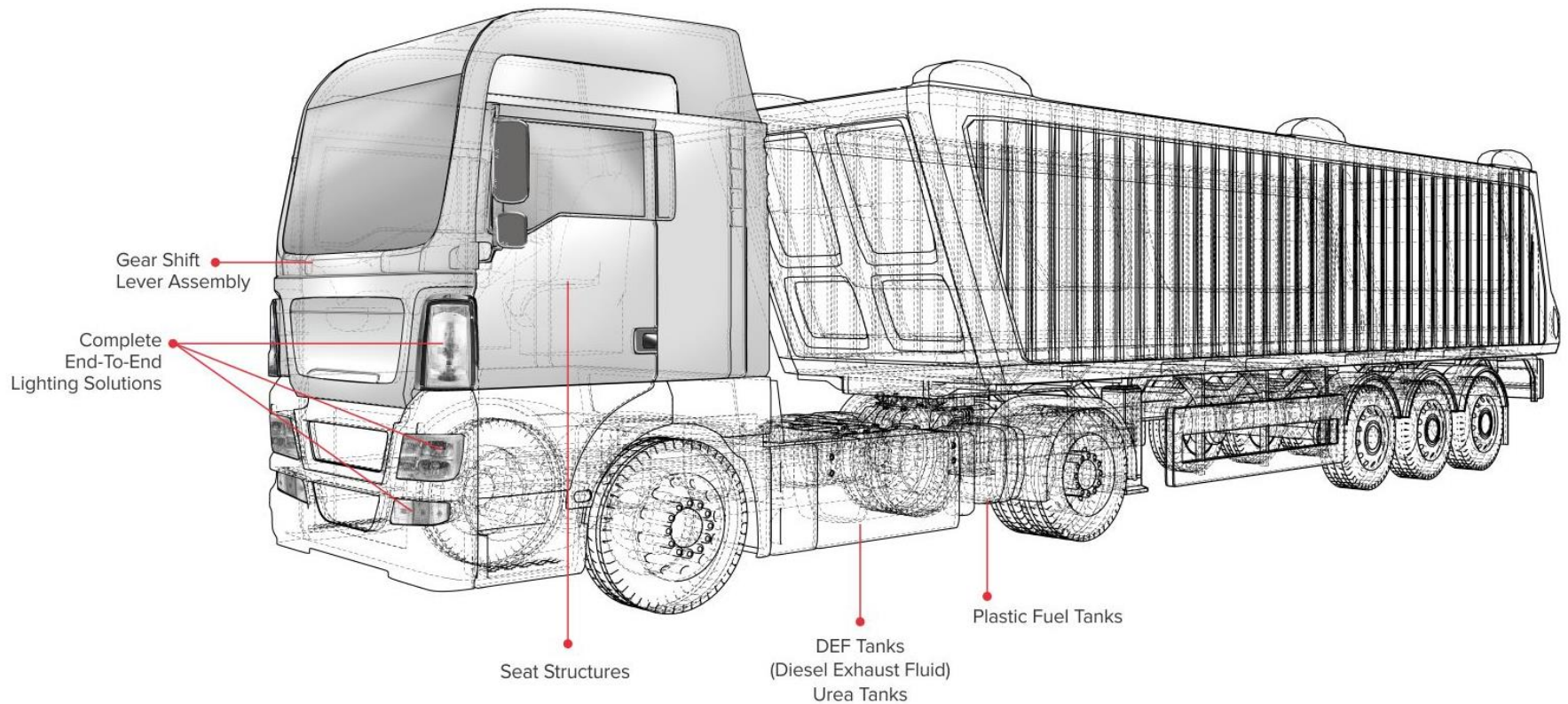
- Destination Boards & Urea Tanks for Commercial Vehicle
Aftermarket products

Diversified Product Range – 2-wheelers

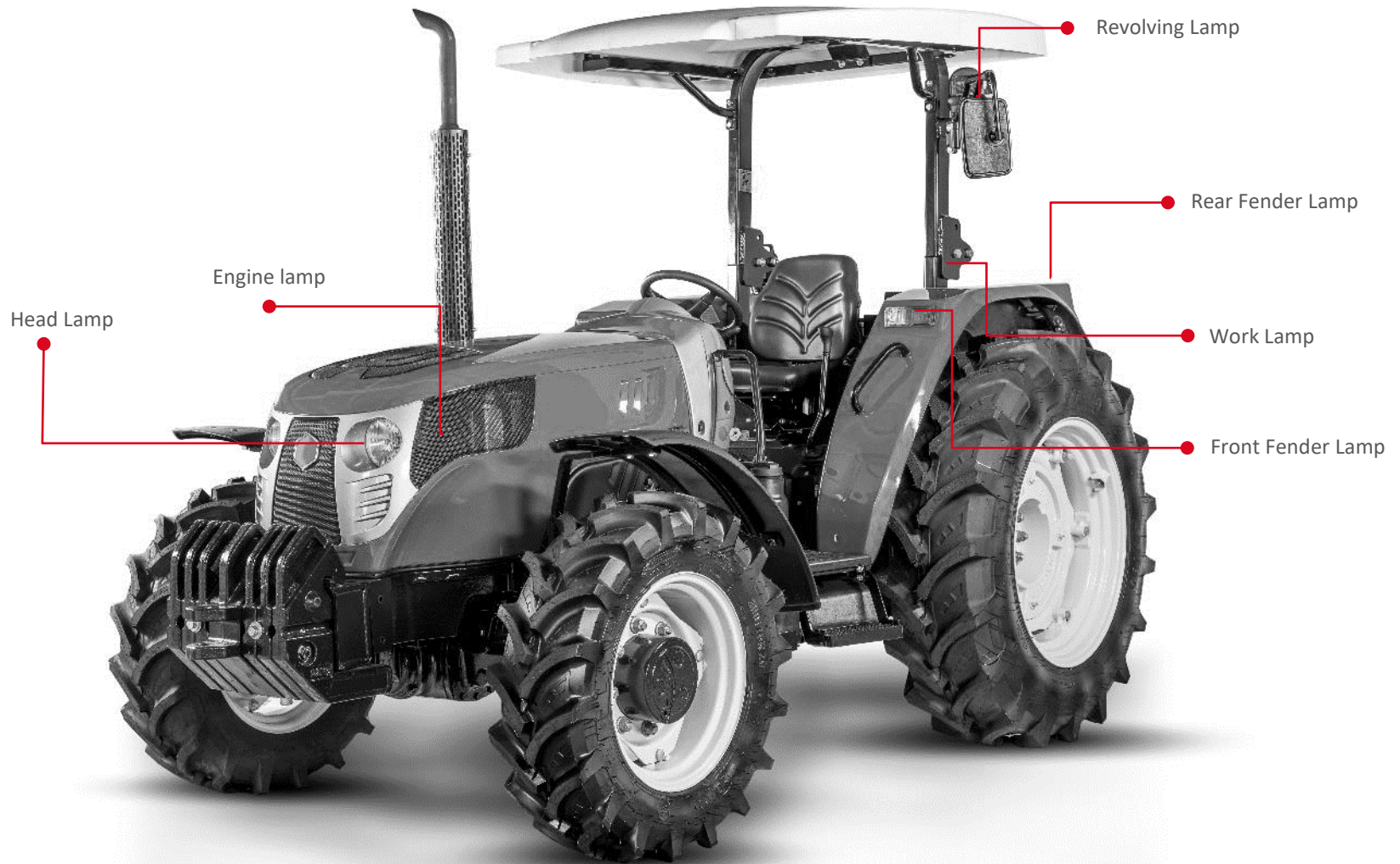


■ *Aftermarket products*

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

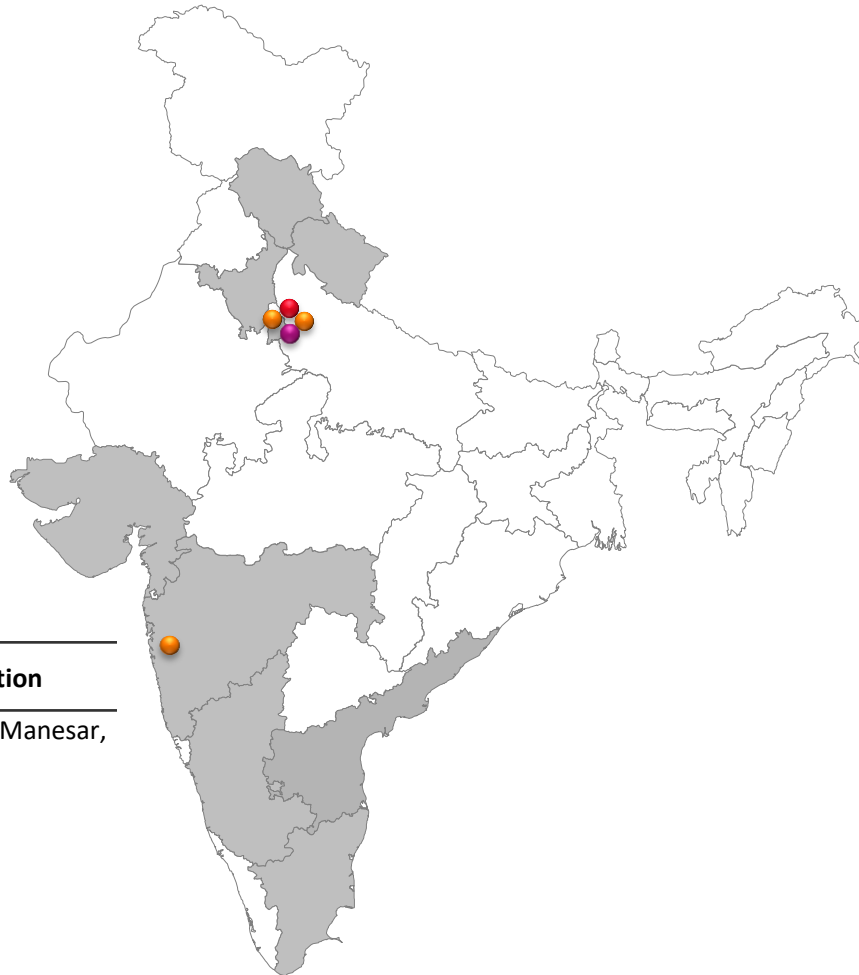


JAPAN

JV FOR MANUFACTURE AND SUPPLY
ANTENNAS & OTHER VEHICLE
COMMUNICATION PRODUCTS

Relationship Since 2020

33 Locations close to Customers



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

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

33 Plants in 8 States

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

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



Commercial Vehicle



Tractor/FES



Defence & Aero Space



Export



... Strong After Market Exports Presence

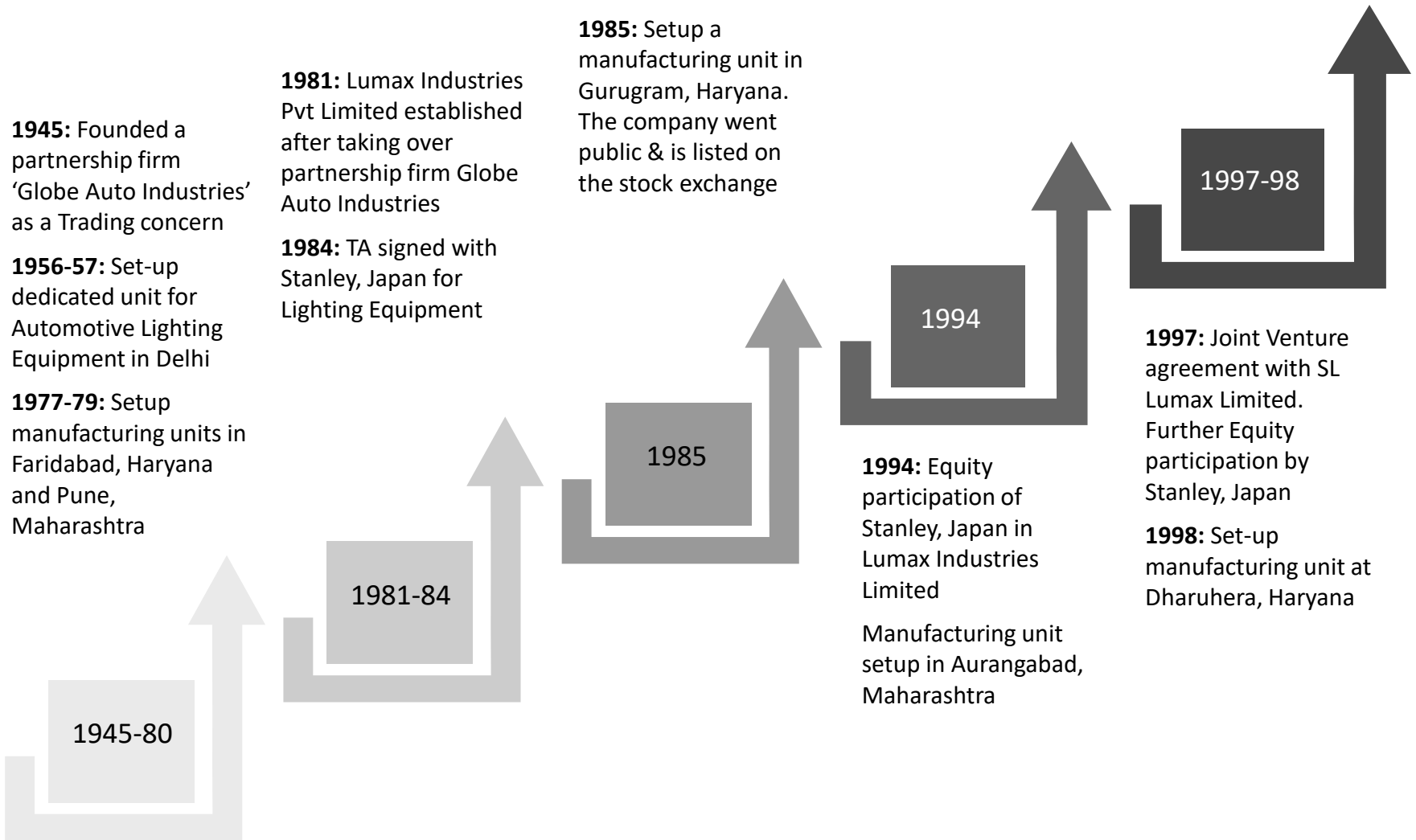


Lumax Industries Limited

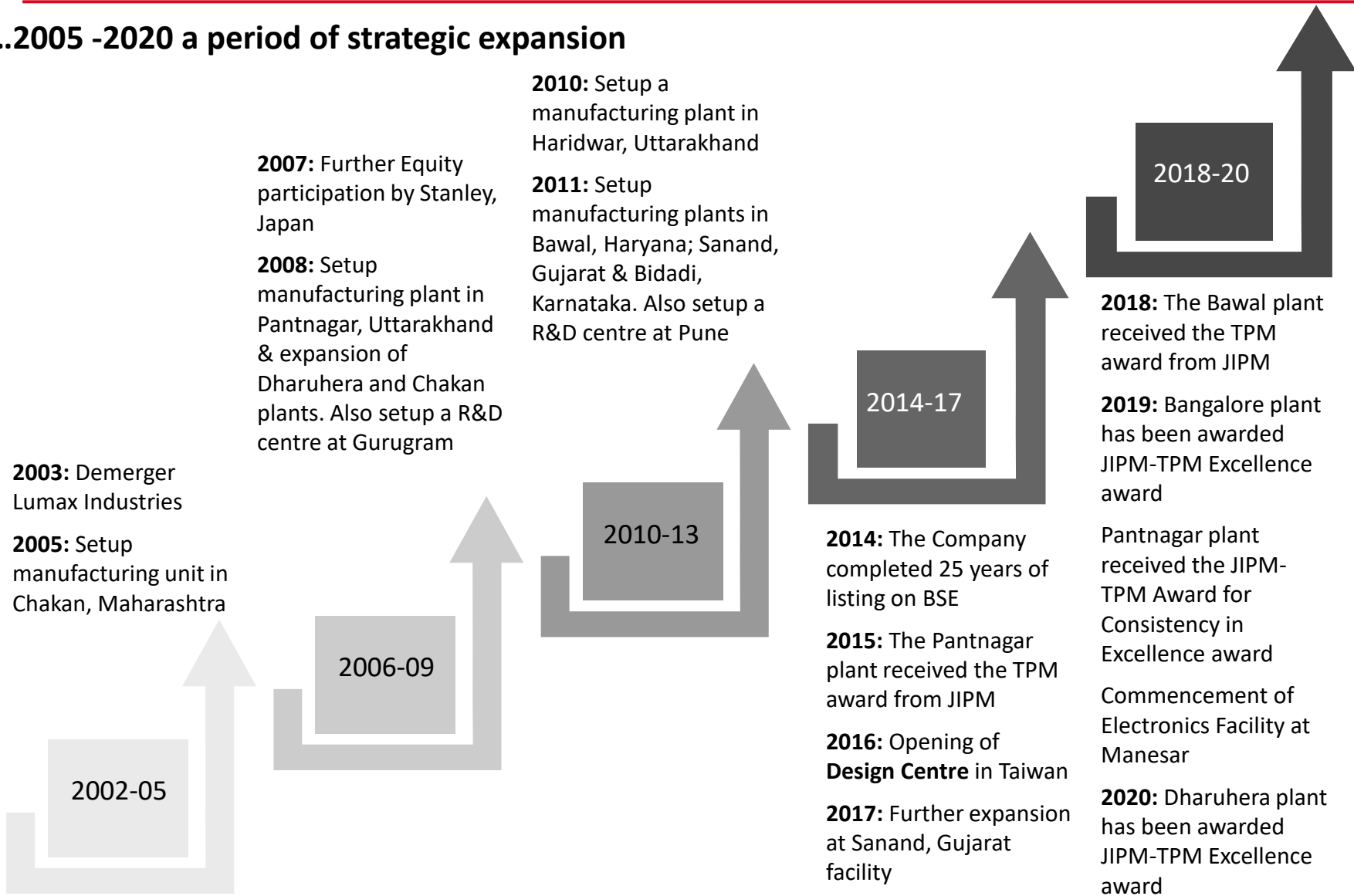
Driving Leadership in Automotive Lighting

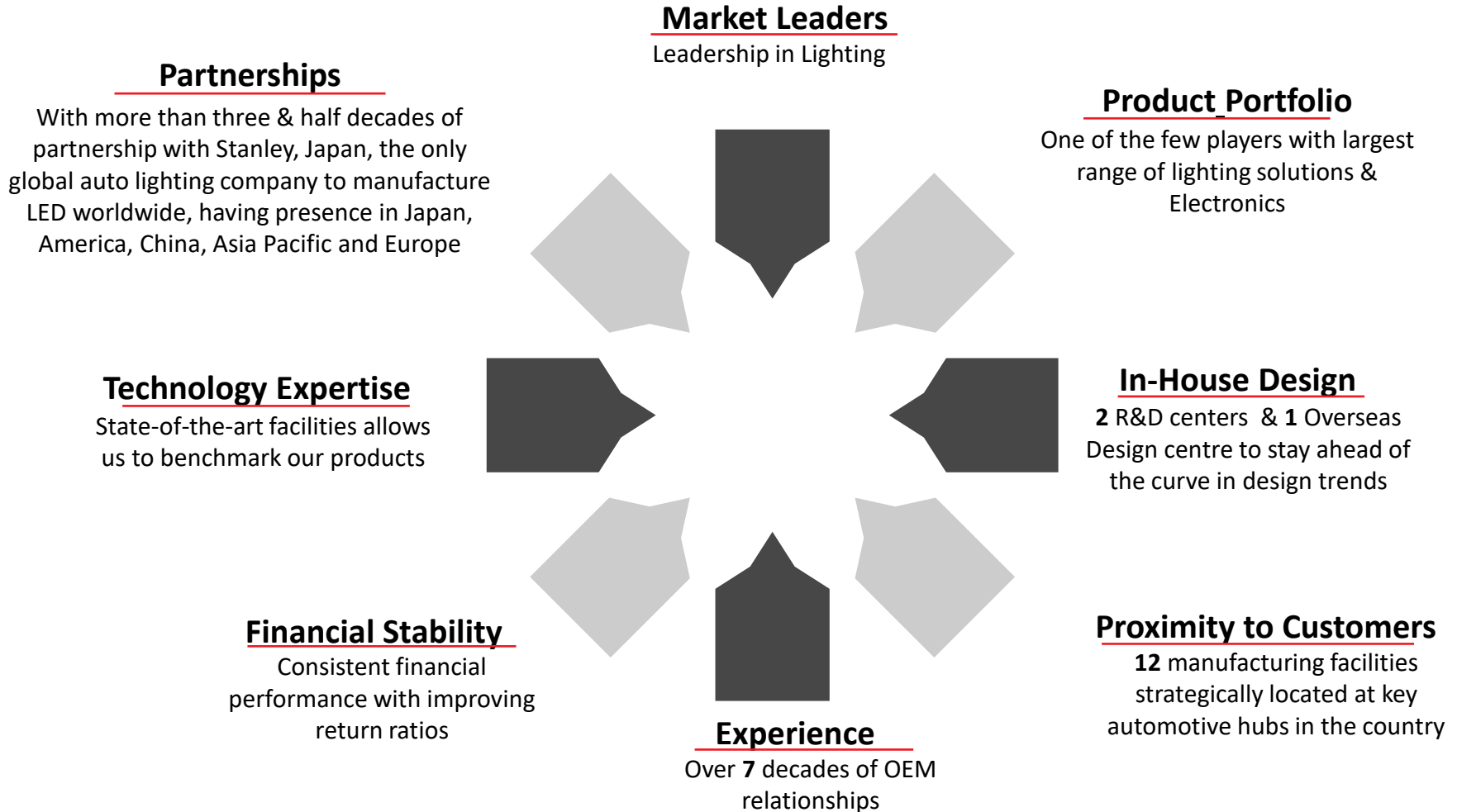


Milestone

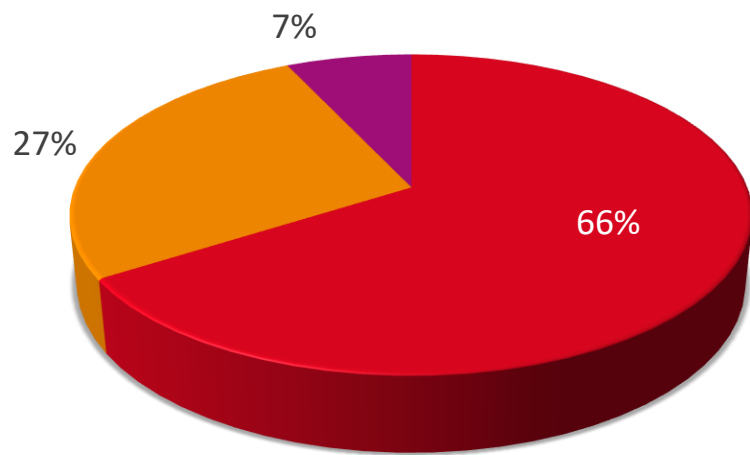


...2005 -2020 a period of strategic expansion



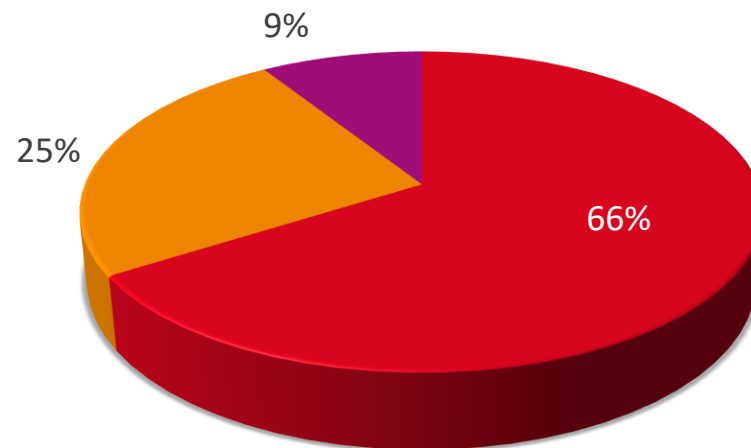


Product wise Sales Q2FY20 (Rs. 386 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

Product wise Sales Q2FY21 (Rs. 376 Crores)*

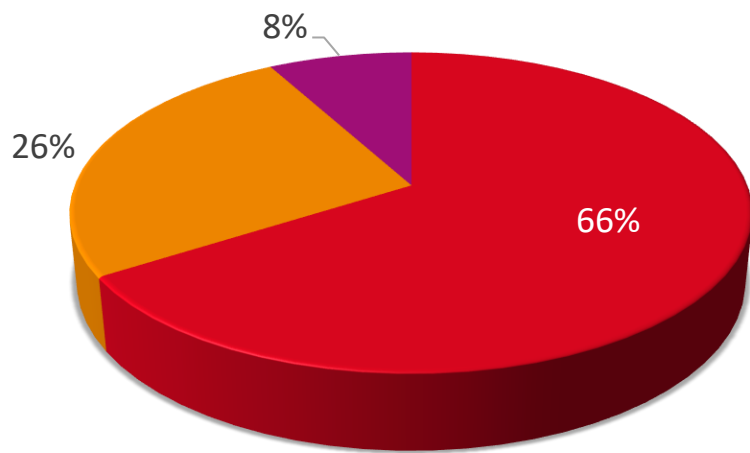


■ Front Lighting ■ Rear Lighting ■ Others

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

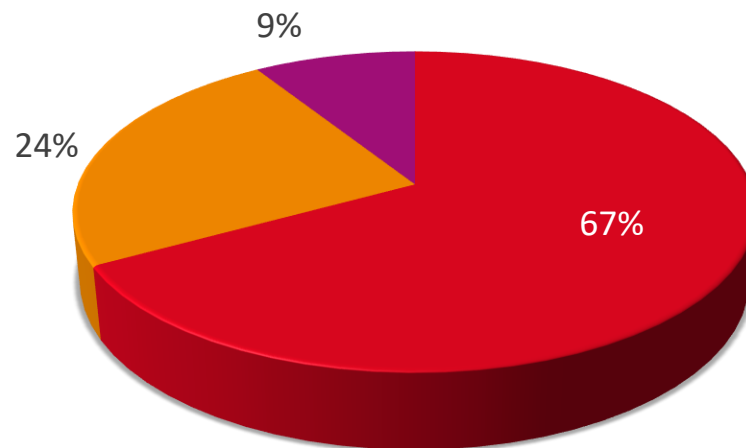
* Excludes Mould Sales

Product wise Sales H1FY20 (Rs. 777 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

Product wise Sales H1FY21 (Rs. 450 Crores)*



■ Front Lighting ■ Rear Lighting ■ Others

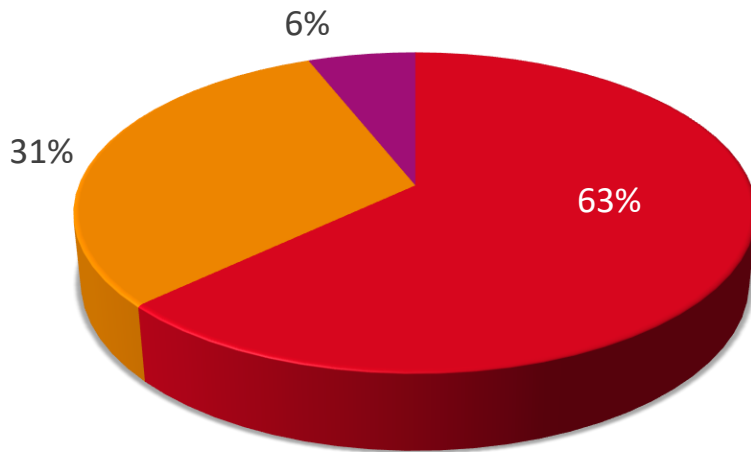
Front Lighting – Head Lamp & Fog Lamp
Rear Lighting – Tail Lamp & High Mount Stop Lamp
Others – Auxiliary Lamps, Indicators

* Excludes Mould Sales

Segment Mix Q2FY21

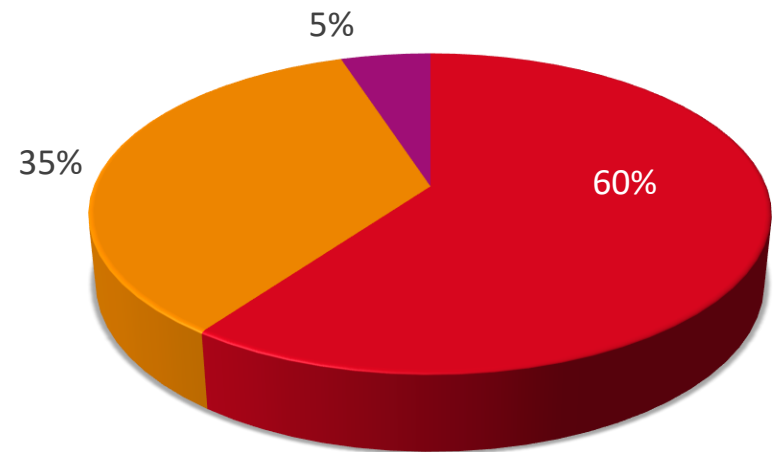


Segment wise Sales Q2FY20 (Rs. 386 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

Segment wise Sales Q2FY21 (Rs. 376 Crores)*



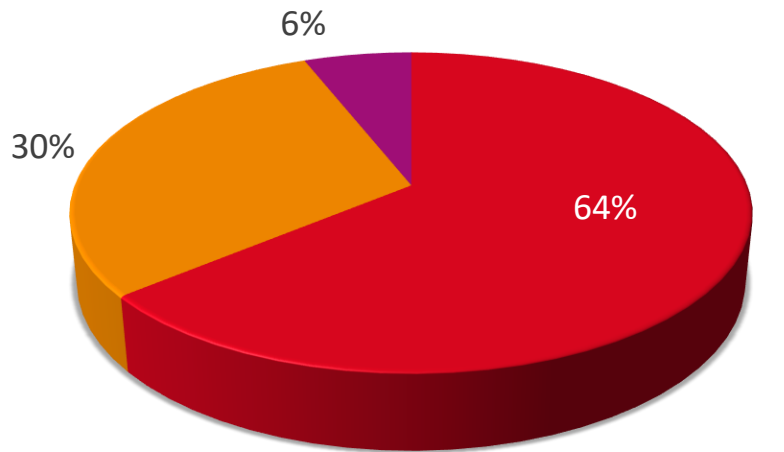
■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

* Excludes Mould Sales

Segment Mix H1FY21

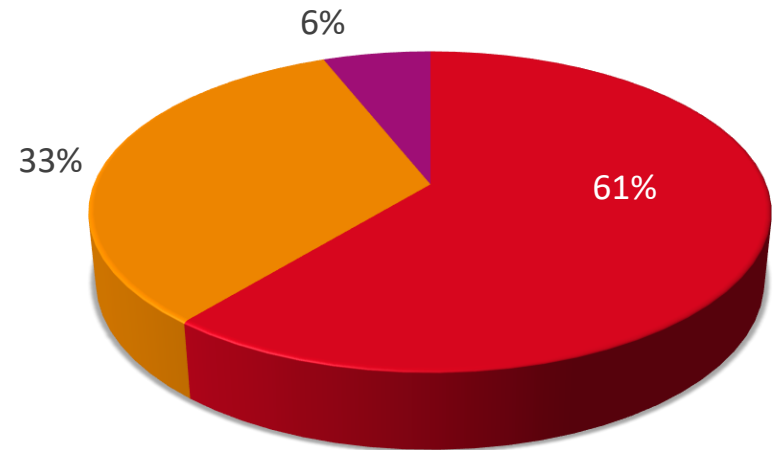


Segment wise Sales H1FY20 (Rs. 777 Crores)*



■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

Segment wise Sales H1FY21 (Rs. 450 Crores)*



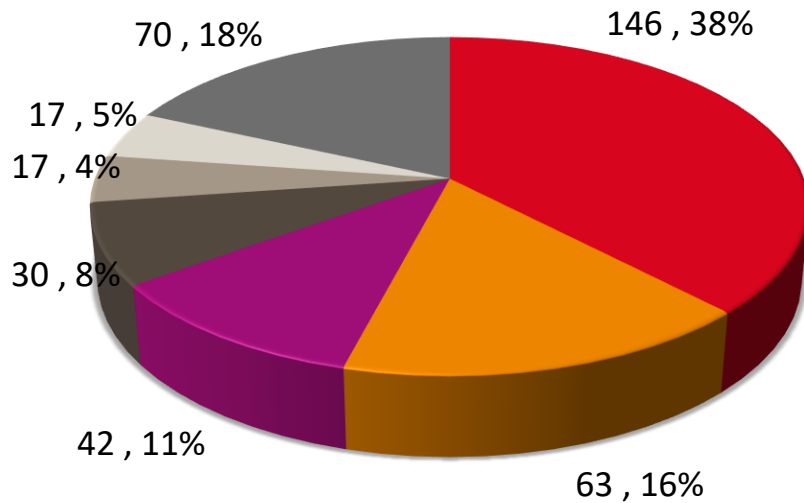
■ Passenger Vehicles ■ 2-Wheelers ■ Commercial Vehicles

* Excludes Mould Sales

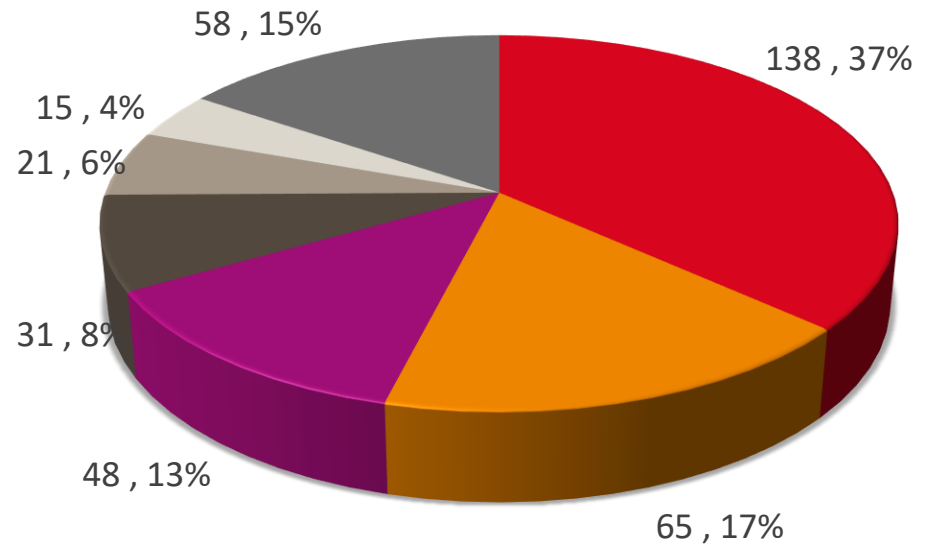
Customer Mix Q2FY21



Customer wise Sales Q2FY20 (Rs. 386 Crores)*



Customer wise Sales Q2FY21 (Rs. 376 Crores)*

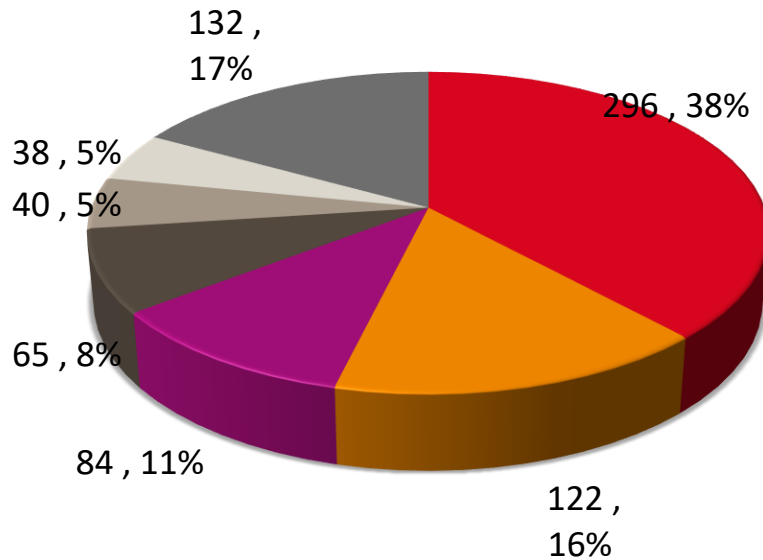


Figures in Rs. Crores

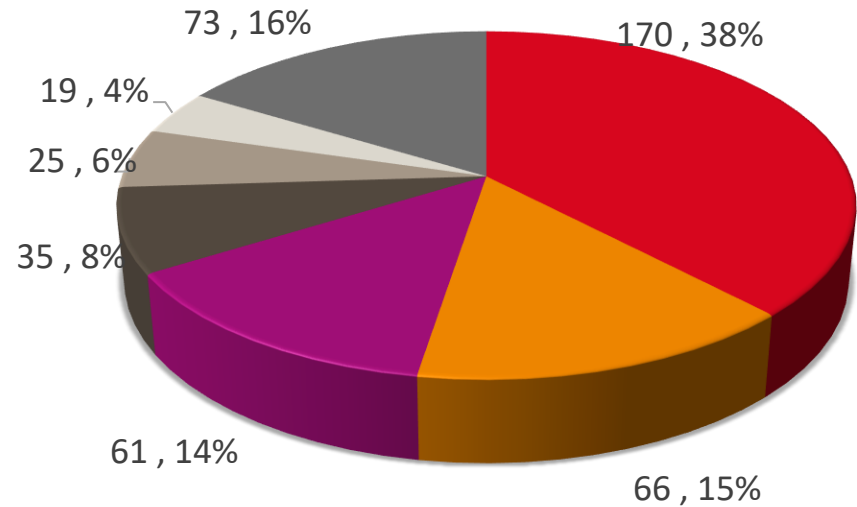
■ MSIL/SMG
 ■ HMSI
 ■ HML
 ■ M&M
 ■ TATA
 ■ HCIL
 ■ Others
 ■ MSIL/SMG
 ■ HMSI
 ■ HML
 ■ M&M
 ■ TATA
 ■ HCIL
 ■ Others

* Excludes Mould Sales

Customer wise Sales H1FY20 (Rs. 777 Crores)*



Customer wise Sales H1FY21 (Rs. 450 Crores)*



Figures in Rs. Crores

■ MSIL/SMG
 ■ HMSI
 ■ HML
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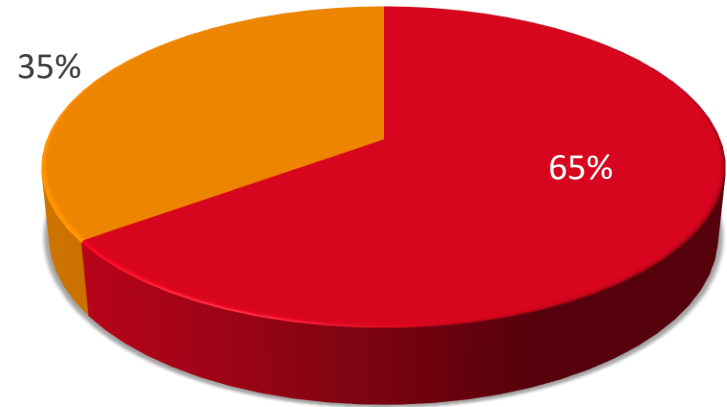
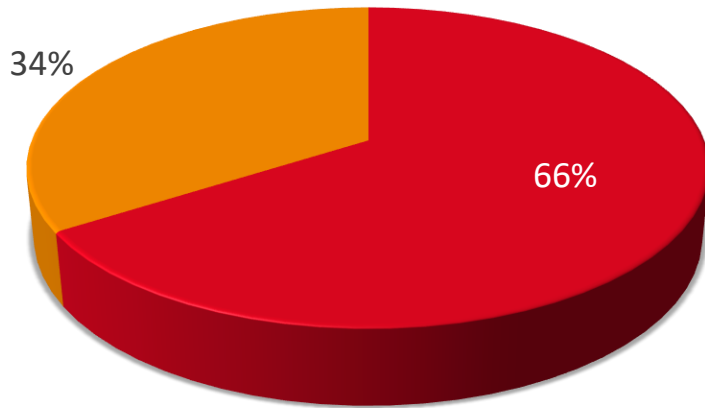
* Excludes Mould Sales

LED Lighting vs Conventional Lighting



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

Product wise Sales H1FY21 (Rs. 450 Crores)*



■ Conventional Lighting ■ LED Lighting

■ 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

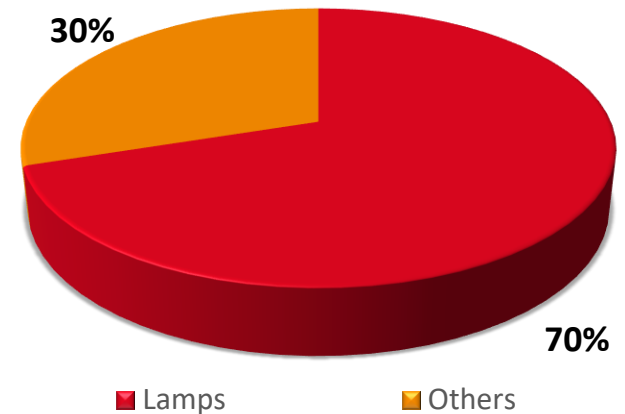
Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

Sales Breakup FY20 – Rs. 1,402 Crores



Strong Customer Base ...



Four Wheeler



Two Wheeler



PIAGGIO*



Commercial Vehicle



Ashok Leyland



DAIMLER



Export

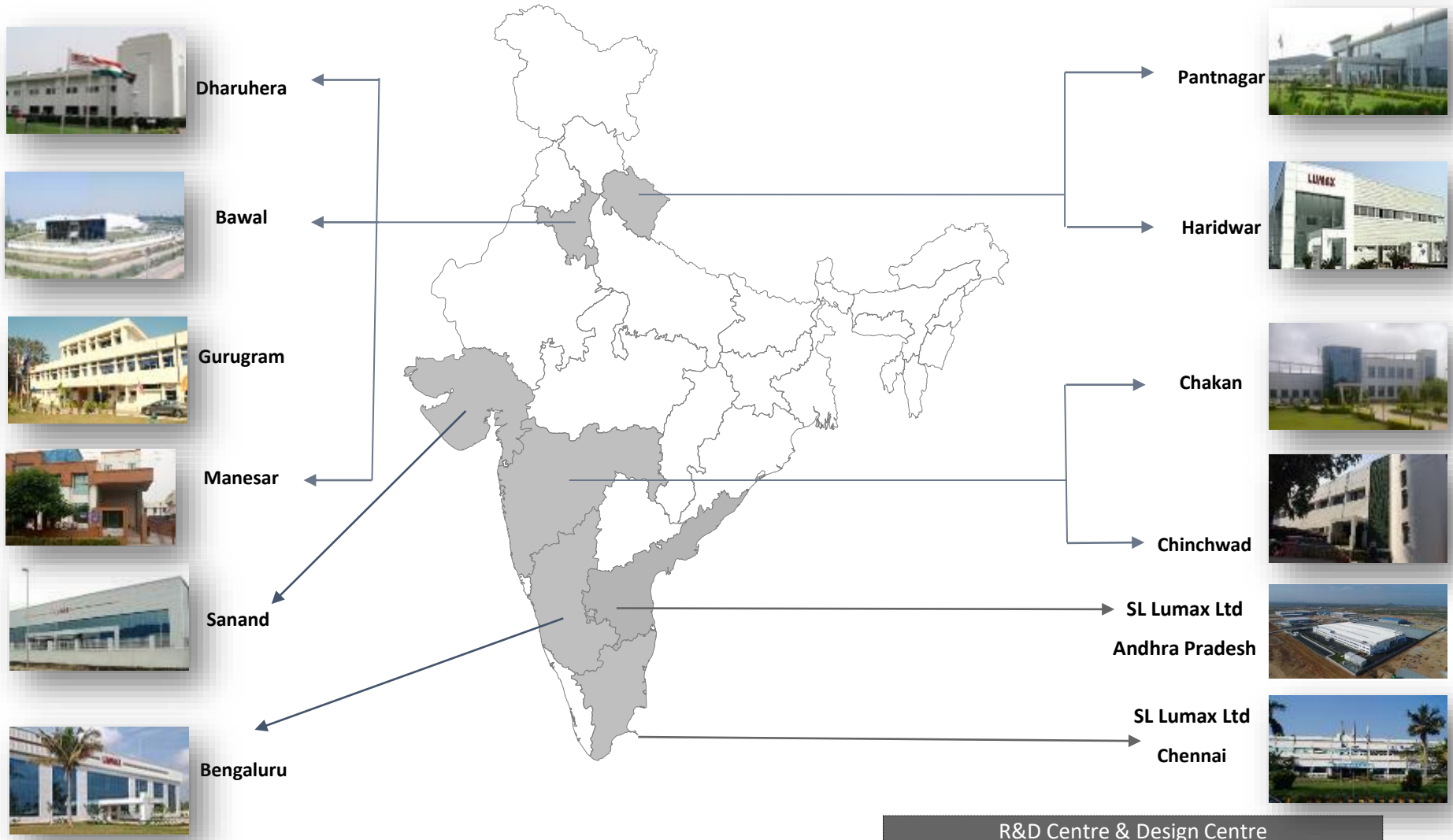


Tractor /FES



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

... 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

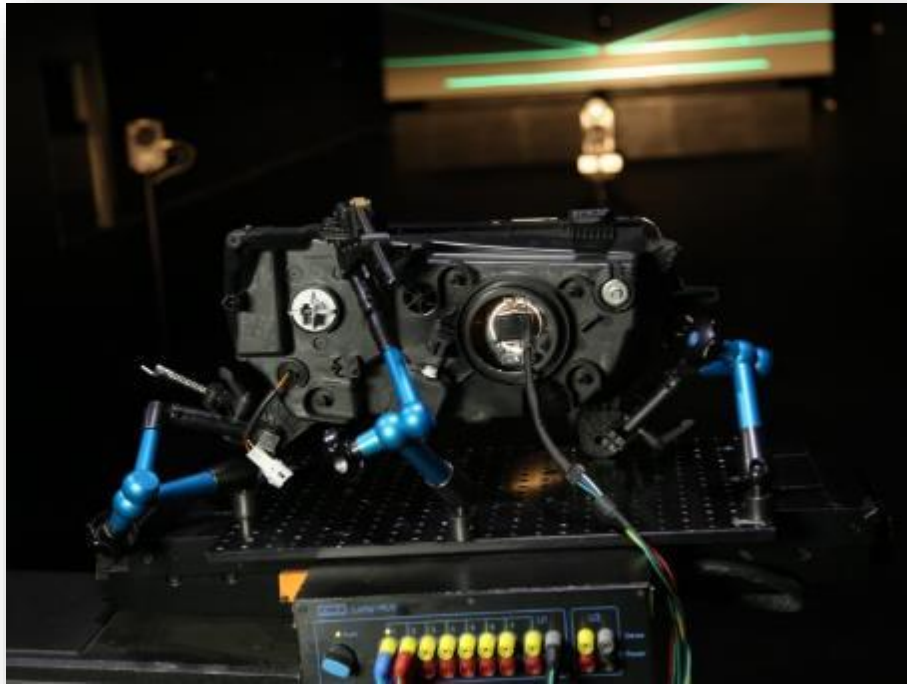


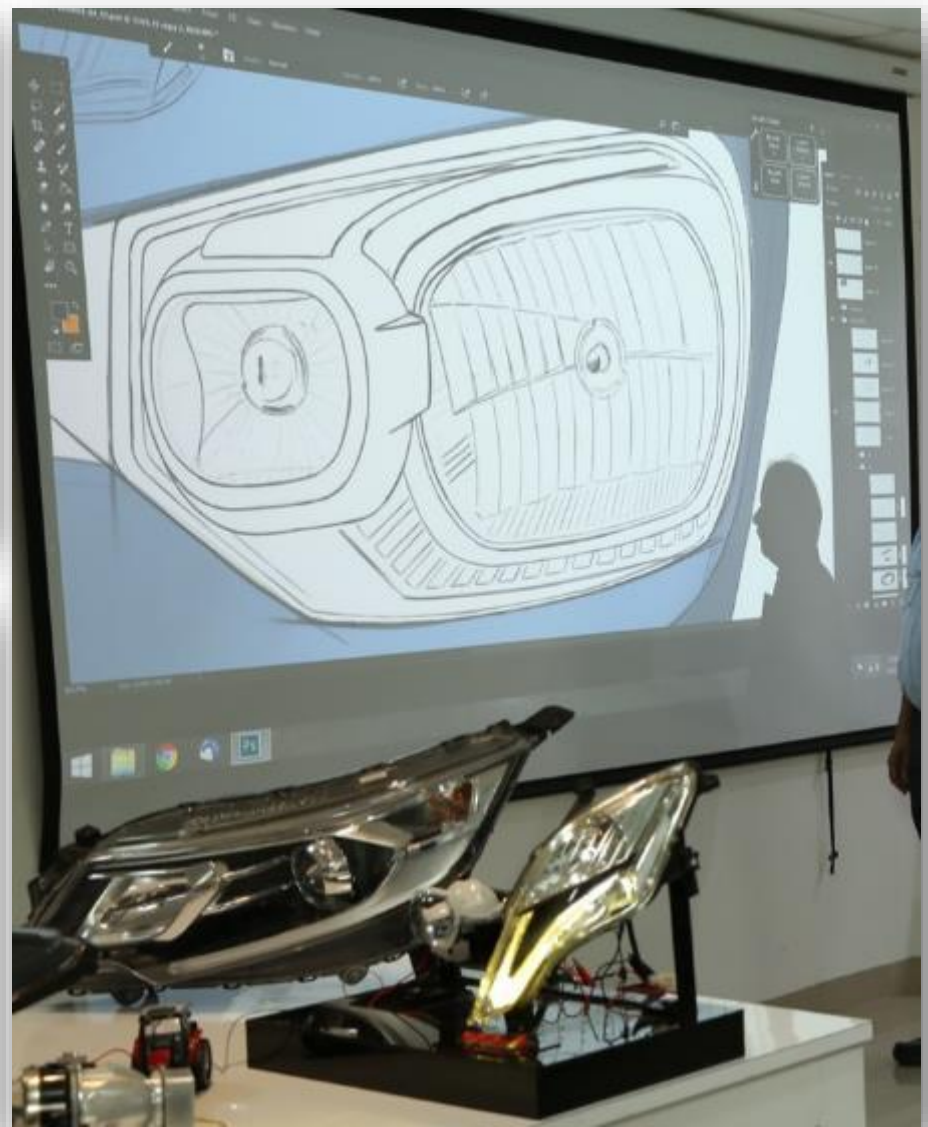
State of Art Manufacturing Facilities



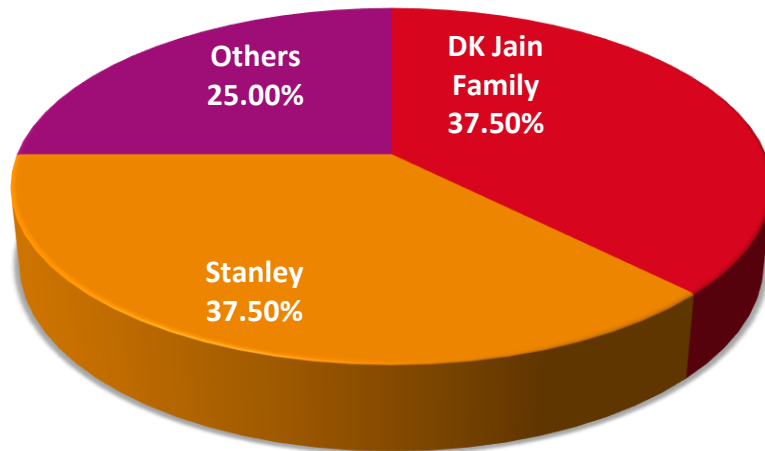
State of Art Manufacturing Facilities







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



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 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. M.C. Gupta

- He is 82 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 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

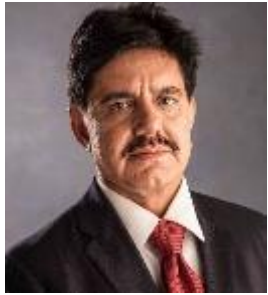
- He is 63 years old & is a B.Com Graduate from Delhi University
- He is an Industrialist & possesses more than 32 years of experience in Auto Component Industry
- He is the Past President of ACMA & Chairman of Haryana State Council of CII



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

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



Mr. Raajesh Gupta
Group Company Secretary
Age: 51 Years
Experience: 28 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: 51 Years
Experience: 25 Years



Mr. Pankaj Mahendru
Company Secretary
Age: 33 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

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



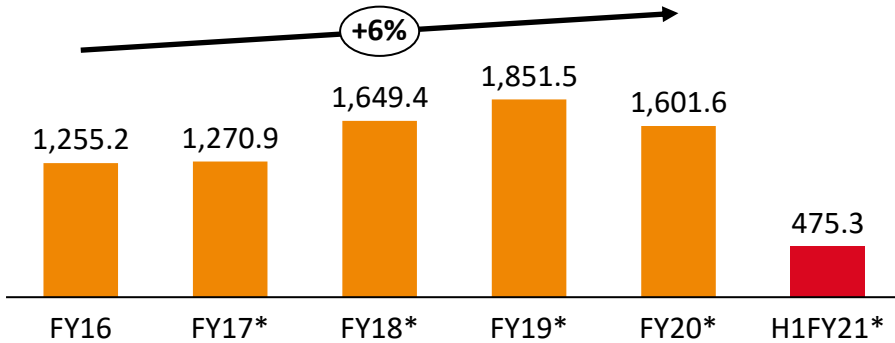
Financials



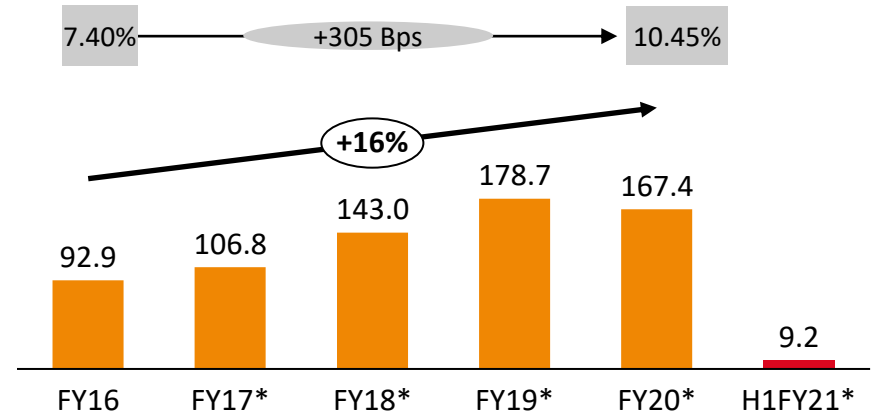
Strong Growth in Total Income with Healthy Margins



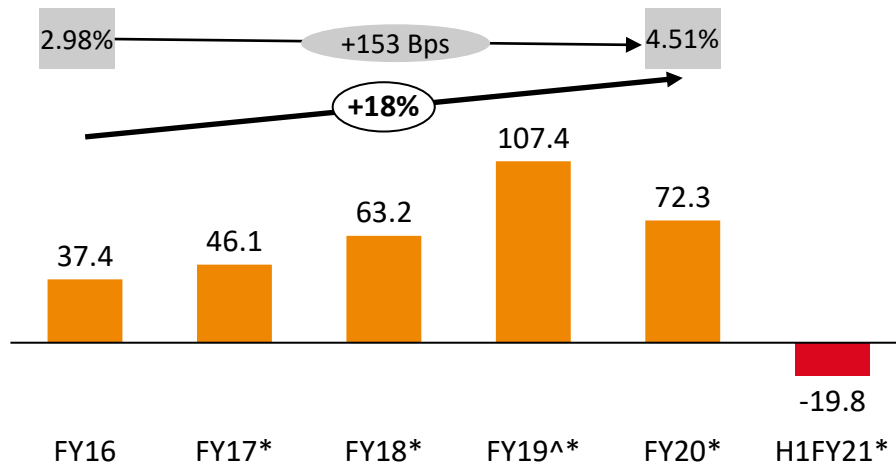
Revenue



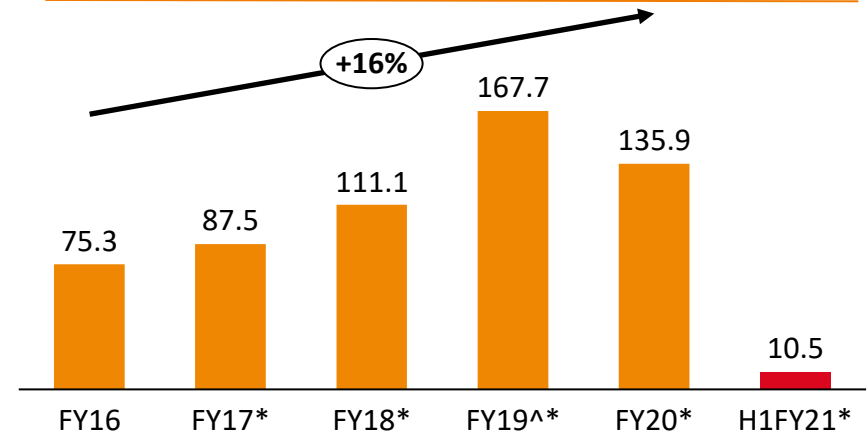
Reported EBITDA#



PAT



Cash PAT



Standalone Results
Rs. Crores

* Numbers updated as per IND-AS
Including other income

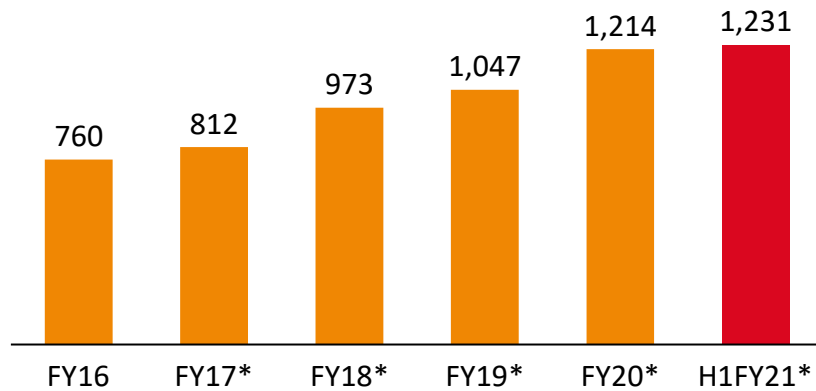
Margins

^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

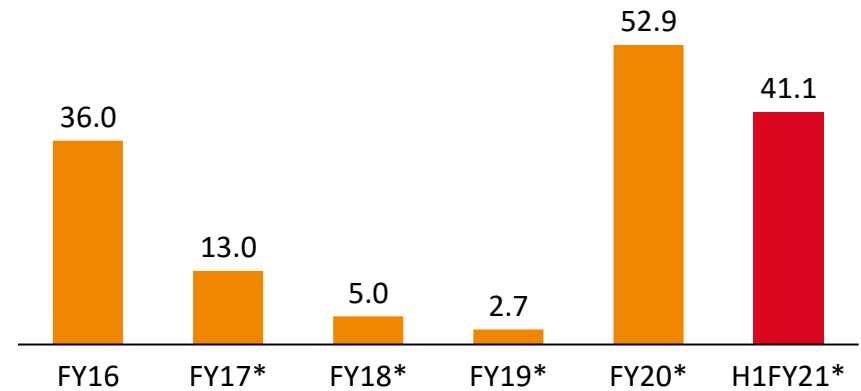
Expansion funded through Internal Accruals



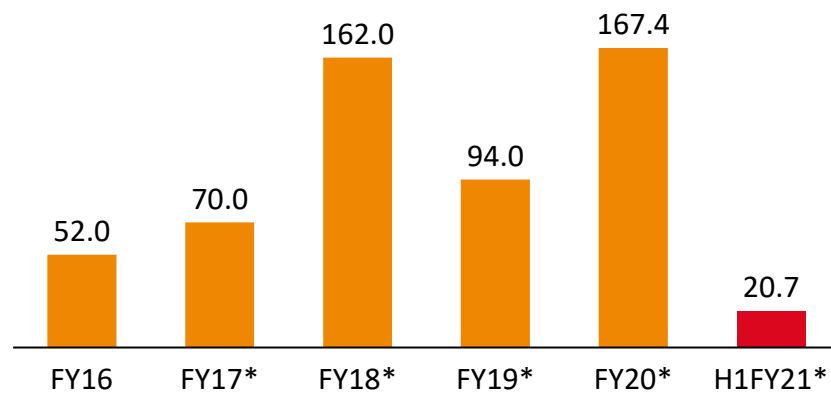
Gross Block



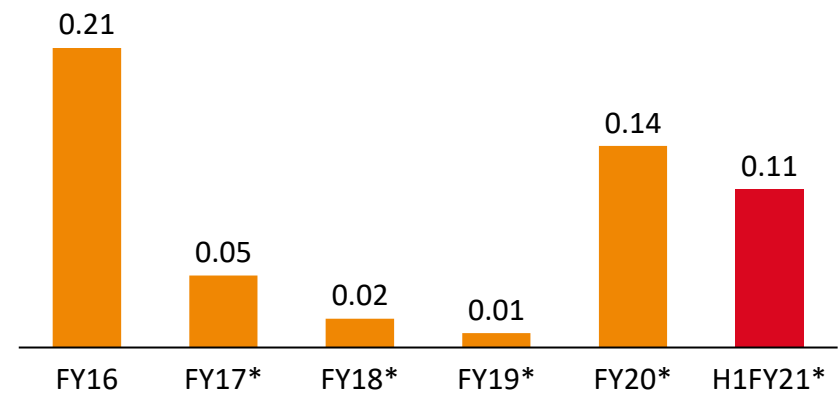
Long Term Loan



Capex



Long Term Debt / Equity



Standalone Results

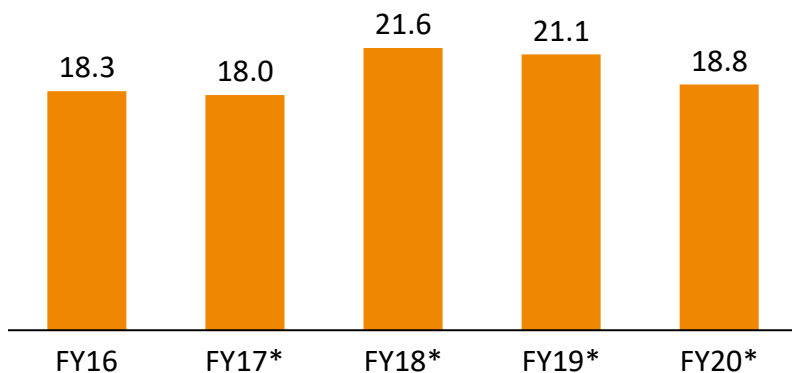
Rs. Crores

* Numbers updated as per IND-AS

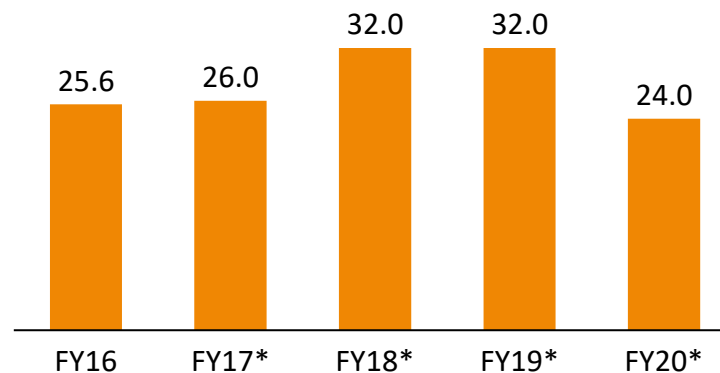
Healthy Return Ratios



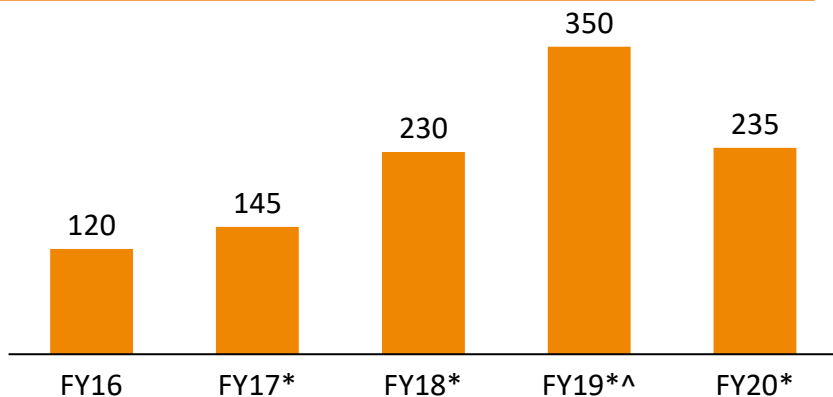
ROE (%)



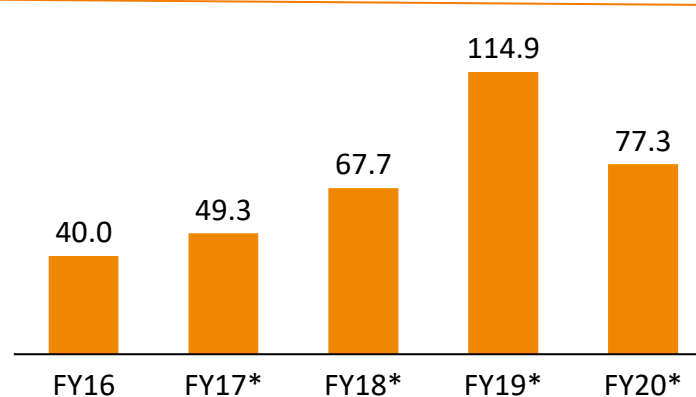
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)



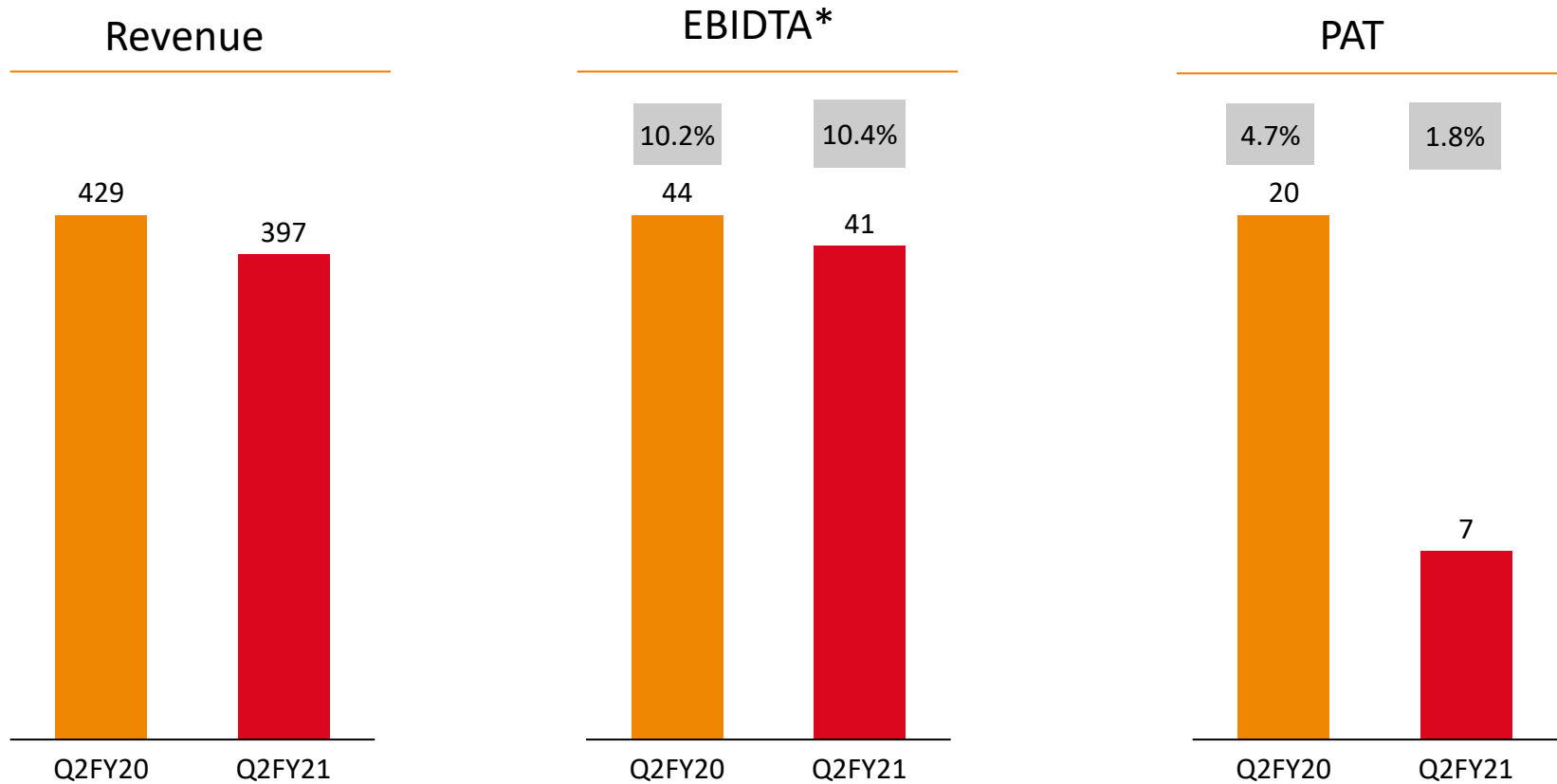
[^] Total Dividend includes special dividend of Rs. 10/share on account of income on sale of land and building in FY19

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

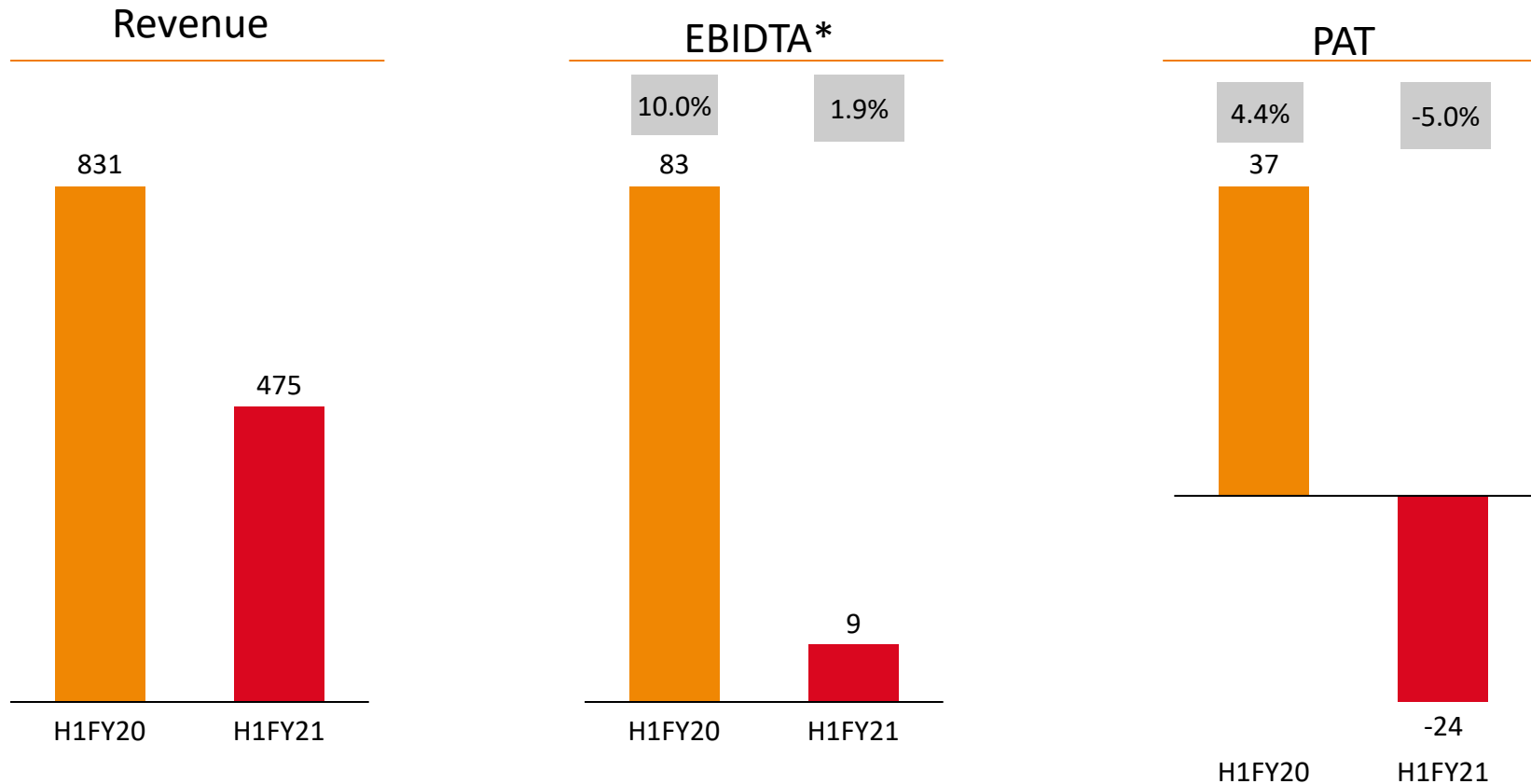
Standalone Results
* Numbers updated as per IND-AS

Q2FY21 Highlights - Consolidated



The lower PAT is mainly on-account of lower profitability in Associate Company, SL Lumax due to one-time price reduction from customer.

H1FY21 Highlights - Consolidated



HI Numbers are not comparable due to abnormal Q1 of FY21 because of Covid 19

Consolidated P&L Statement



Particulars (Rs. in Crores.)	Q2 FY21	Q2 FY20	H1 FY21	H1 FY20
Manufacturing Revenue	375.9	385.8	449.8	776.9
Molds Revenue	21.4	43.2	25.5	54.2
Total Operating Revenue	397.3	429.0	475.3	831.1
Other Income	4.6	1.2	7.5	2.3
Total Income	401.9	430.2	482.8	833.3
Raw Material	251.8	267.7	306.2	515.6
Employee Expenses	49.8	53.2	86.0	106.3
Other Expenses	59.1	65.6	81.4	128.2
EBITDA	41.2	43.8	9.2	83.2
EBITDA Margin	10.4%	10.2%	1.9%	10.0%
Depreciation	16.5	15.9	30.3	31.1
Finance Cost	8.3	5.0	16.0	9.6
PBT before Tax & Exceptional items & share of profit/ (loss) of associate	16.3	22.9	-37.1	42.5
Profit from Associates	-1.8	3.6	-7.0	6.7
Profit before Tax	14.6	26.5	-44.1	49.1
Tax	7.4	6.4	-19.7	12.5
Reported PAT	7.2	20.1	-24.4	36.6
Reported PAT Margin	1.8%	4.7%	-5.1%	4.4%
EPS	7.74	21.48	-26.07	39.20

Consolidated Balance Sheet



ASSETS (Rs. in Crores)	Sep-20	Mar-20
Non-current assets		
Property, plant and equipment	602.0	612.6
Capital work-in-progress	24.3	32.2
Right of use assets	22.9	23.8
Investment property	0.7	0.7
Goodwill	9.8	9.8
Intangible assets	4.9	5.8
Intangible assets under development	0.0	0.0
Investments accounted using the equity method	81.7	88.6
Financial assets		
Investments	1.6	1.6
Loans	6.7	6.9
Others	1.7	1.6
Other tax Assets	6.6	7.5
Other non-current assets	63.9	63.3
Sub-total - Non-Current Assets	826.7	854.4
Current assets		
Inventories	184.2	179.2
Financial assets		
Investments	3.2	0.1
Trade receivables	186.9	173.2
Cash and cash equivalents	2.6	8.0
Bank balances other than Cash	0.0	30.0
Loans	0.8	1.0
Derivatives	0.1	2.4
Others	6.4	10.3
Other current assets	29.7	24.7
Sub-total - Current Assets	413.9	428.8
TOTAL - ASSETS	1,240.6	1,283.2

EQUITY & LIABILITIES	Sep-20	Mar-20
Equity		
Equity Share capital	9.3	9.3
Other equity	406.7	437.1
Sub-total - Shareholders' funds	416.1	446.5
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	22.5	26.4
Lease liability	27.8	28.0
Provisions	29.9	28.4
Deferred tax liabilities (net)	9.5	22.9
Sub-total - Non-current liabilities	89.8	105.7
Current liabilities		
Financial liabilities		
Borrowings	310.9	265.6
Lease liability	0.7	0.7
Trade payables	285.4	315.2
Other financial liabilities	94.4	105.4
Other current liabilities	36.0	37.3
Provisions	7.3	6.9
Sub-total - Current liabilities	734.8	731.1
TOTAL - EQUITY AND LIABILITIES	1,240.6	1,283.2

Consolidated Cash Flow Statement



Particulars (Rs in Cr)	H1FY21	H1FY20
PBT	-44.1	49.1
Adjustments	47.2	37.9
Operating profit before working capital changes	3.1	87.1
Changes in working capital	-34.4	-50.8
Cash generated from operations	-31.3	36.3
Direct taxes paid (net of refund)	-7.3	5.4
Net Cash from Operating Activities	-24.0	30.9
Net Cash from Investing Activities	3.5	-72.8
Net Cash from Financing Activities	15.1	40.6
Net Change in cash and cash equivalents	-5.4	-1.3
Opening Cash Balance	8.0	2.0
Closing Cash Balance	2.6	0.7

Standalone P&L Statement



Particulars (Rs. in Crores.)	Q2 FY21	Q2 FY20	H1 FY21	H1 FY20
Manufacturing Revenue	375.9	385.8	449.8	776.9
Molds Revenue	21.4	43.2	25.5	54.2
Total Operating Revenue	397.3	429.0	475.3	831.1
Other Income	4.6	3.5	7.5	4.6
Total Income	401.9	432.5	482.8	835.6
Raw Material	251.8	267.7	306.2	515.6
Employee Expenses	49.8	53.2	86.0	106.3
Other Expenses	59.1	65.6	81.4	128.2
EBITDA	41.2	46.1	9.2	85.5
<i>EBITDA Margin</i>	10.4%	10.7%	1.9%	10.3%
Depreciation	16.5	15.9	30.3	31.1
Finance Cost	8.3	5.0	16.0	9.6
PBT before Tax & Exceptional items	16.3	25.2	-37.1	44.8
PBT before Tax	16.3	25.2	-37.1	44.8
Tax	7.9	6.3	-17.3	11.9
Reported PAT	8.4	19.0	-19.8	32.9
<i>Reported PAT Margin</i>	2.1%	4.4%	-4.2%	4.0%
EPS	9.01	20.27	-21.22	35.18

Standalone Balance Sheet



ASSETS (Rs. in Crores)	Sep-20	Mar-20
Non-current assets		
Property, Plant and Equipment	602.0	612.6
Capital work-in-progress	24.3	32.2
Right of use assets	22.9	23.8
Investment property	0.7	0.7
Goodwill	9.8	9.8
Intangible assets	4.9	5.8
Intangible assets under development	0.0	0.0
Financial assets		
Investments	5.1	5.1
Loans	6.7	6.9
Others	1.7	1.6
Other tax Assets	6.6	7.5
Deferred tax assets (net)	11.1	0.1
Other non-current assets	63.9	63.3
Sub-total - Non-Current Assets	759.6	769.5
Current assets		
Inventories	184.2	179.2
Financial assets		
Investments	3.2	0.1
Trade receivables	186.9	173.2
Cash and cash equivalents	2.6	8.0
Bank balances other than Cash	0.0	30.0
Loans	0.8	1.0
Derivatives	0.1	2.4
Others	6.4	10.3
Other current assets	29.7	24.7
Sub-total - Current Assets	413.9	428.8
TOTAL - ASSETS	1173.5	1198.2

EQUITY & LIABILITIES	Sep-20	Mar-20
Equity		
Equity Share capital	9.3	9.3
Other equity	349.2	375.1
Sub-total - Shareholders' funds	358.5	384.4
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	22.5	26.4
Lease liabilities	27.8	28.0
Provisions	29.9	28.4
Deferred tax liabilities (net)	0.0	0.0
Sub-total - Non-current liabilities	80.3	82.7
Current liabilities		
Financial liabilities		
Borrowings	310.9	265.6
Lease liabilities	0.7	0.7
Trade payables	285.4	315.2
Other financial liabilities	94.4	105.4
Other current liabilities	36.0	37.3
Provisions	7.3	6.9
Sub-total - Current liabilities	734.8	731.1
TOTAL - EQUITY AND LIABILITIES	1173.5	1198.2

Standalone Cash Flow Statement



Particulars (Rs in Cr)	H1FY21	H1FY20
PBT	-37.1	44.8
Adjustments	40.2	42.0
Operating profit before working capital changes	3.1	86.8
Changes in working capital	-34.4	-50.5
Cash generated from operations	-31.3	36.3
Direct taxes paid (net of refund)	-7.3	5.4
Net Cash from Operating Activities	-24.0	30.9
Net Cash from Investing Activities	3.5	-72.8
Net Cash from Financing Activities	15.1	40.6
Net Change in cash and cash equivalents	-5.4	-1.3
Opening Cash Balance	8.0	2.0
Closing Cash Balance	2.6	0.7



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.



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 & Bangluru 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



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

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