

## Investor Release

### LUMAX INDUSTRIES LIMITED

#### Q3 and 9M FY19 Results

##### 9M FY19 Consolidated Performance

- Revenue (Net) up by 32% YoY to Rs. 1445 Cr
- EBITDA including other income & excluding forex items grew by 47% YoY to Rs. 130 Cr; Margin at 9.0%
- PBT (before exceptional items) grew by 35% YoY to Rs. 73 Cr; Margin at 5.0%
- PAT (after Share of Associate) grew by 13% YoY to Rs. 61 Cr; Margin at 4.2%
- Reported PAT (after exceptional items) grew by 67% YoY to Rs. 90 Cr

New Delhi – February 4<sup>th</sup>, 2019 – Lumax Industries Limited, the leader in automotive Lighting and illumination products, announced its Un-audited Financial Results for the Quarter and Nine Month ended December 31<sup>st</sup>, 2018.

Lumax Industries Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q3 FY18	Q3 FY19	YoY%	9M FY18	9M FY19	YoY%
Revenue (Net of Excise duty)	371	431	16%	1,090	1,445	32%
EBITDA (Including Other Income)*	33	39	18%	88	130	47%
Margin (%)	9.0%	9.1%		8.1%	9.0%	
PBT**	22	24	11%	54	73	35%
Margin (%)	5.9%	5.6%		5.0%	5.0%	
PAT (after share of associate)**	18	20	10%	54	61	13%
Margin (%)	4.8%	4.6%		4.9%	4.2%	
Reported PAT	18	49	171%	54	90	67%
Reported EPS	19.18	52.02	171%	57.38	95.79	67%

\*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. 1,445 Cr for 9M FY19 as against Rs. 1,090 Cr (net of excise duty) in 9M FY18 up by 32% YoY led by increase in volumes and value addition of new technology lighting components.
- The company reported consolidated EBITDA of Rs. 125 Cr for 9M FY19, a growth of 36% YoY
- EBITDA margins excluding forex fluctuation stands at 9.0% for 9M FY19 as against 8.1% for 9M FY18 last year. For 9MFY19, company witnessed the foreign exchange loss of Rs. 4.50 Crores as against gain of Rs. 3.50 Crores in 9M last year.
- Profit after Tax & share of associate (before exceptional items) stood at Rs. 61 Cr in 9M FY19 as against Rs. 54 Cr in 9M FY18.

## Investor Release

---

- PAT margin stood at 4.2% in 9M FY19 as against 4.9% in 9M FY18 due to extra-ordinary customer price increase impact in the Associate Company in 9M FY18.
- The reported PAT after share of associate (after exceptional items) stood at Rs. 90 Cr in 9M FY19 as against Rs. 54 Cr in 9M FY18.
- EPS stands at Rs. 95.79 per share for 9M FY19 compared to Rs. 57.38 for 9M FY18

### Awards

- The Bawal plant of the Company won three awards namely Gold award, Star award & Special award for “Best overall Project” in International Convention on Quality Control Circles (ICQCC) competition held in Singapore on October 23<sup>rd</sup> & 24<sup>th</sup>, 2018. Out of total participated 470 teams, the Bawal plant declared as “**Ranked One**” in overall performance.
- The Dharuhera plant of the Company won Gold award in International Convention on Quality Control Circles (ICQCC) competition held in Singapore on October 23<sup>rd</sup> & 24<sup>th</sup>, 2018.
- The Company was awarded with Design & Development award from SML Isuzu in December 2018.
- The Pantnagar plant of the Company has been declared as winner of “Excellence in Consistent TPM Commitment” on January 29, 2019.
- The Bengaluru plant of the Company has been declared as winner of “TPM Excellence Category A Award” on January 29, 2019.
- The Pantnagar plant of the Company won “Best Practice Awards” in ACMA Technology Summit held in Pune on January 29<sup>th</sup> & 30<sup>th</sup>, 2019.
- The Pantnagar & Bawal plant of the Company were awarded with Silver & Bronze awards respectively in “Manufacturing Excellence” in ACMA awards held in Pune on January 29<sup>th</sup> & 30<sup>th</sup>, 2019.
- The Bawal plant of the Company won Bronze award in “Excellence in Supplier Development” in ACMA awards held in Pune on January 29<sup>th</sup> & 30<sup>th</sup>, 2019.
- The Chakan R&D centre of the Company won Bronze award in “Excellence in Technology Product” in ACMA awards held in Pune on January 29<sup>th</sup> & 30<sup>th</sup>, 2019.

## Investor Release

### **Business & Customer Update**

The Company has made following new launches during the quarter: -

Category	Customer Name	Model	Product
Passenger Vehicle	Maruti Suzuki India Ltd. (MSIL)	Ertiga	Tail Lamp, Rear Combination Lamp, Rear Panel Garnish
		Wagon R	Head Lamp
2-Wheeler	Mahindra Two Wheelers Ltd.	Jawa	Tail Lamp, Reflector, Front Lamp
Commercial Vehicle	Mahindra & Mahindra	Marazzo	Rear Fog Lamp, Map Reading Lamp, Rear Reflector

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

“During the quarter, Auto sales has been soft amidst high interest rates, insurance premiums, tight liquidity conditions, higher inventory at dealers, lukewarm consumer sentiment, increasing crude price etc. However, growing adoption of technologically advanced lighting products has helped us to uphold steady growth. We have significantly out-performed the industry growth.

We would like to reiterate that design, quality and aesthetic facet are the key demand drivers for our products. Recent transition in the industry like BSVI norms and electric vehicles are clear mandate for all auto manufacturers to supply cleaner, safer and sustainable vehicles. These developments have led to an aggressive transition from conventional to LED lighting. We are continuously focusing on development of new products with the support of our partners for our longstanding customers.”

### **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 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.lumaxindustries.com](http://www.lumaxindustries.com)

### **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.

## Investor Release

---

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></p> <p>CIN No: L74899DL1981PLC012804</p> <p>Priyanka Sharma</p> <p>Email id: priyanka.sharma@lumaxmail.com</p> <p>Tel No: +91 98102 66637</p>	<p><b>Strategic Growth Advisors Pvt Ltd.</b></p> <p>CIN No: U74140MH2010PTC204285</p> <p>Rahul Agarwal / Shrikant Sangani</p> <p>Email id: <a href="mailto:rahul.agarwal@sgapl.net">rahul.agarwal@sgapl.net</a></p> <p><a href="mailto:shrikant.sangani@sgapl.net">shrikant.sangani@sgapl.net</a></p> <p>Tel No: +91 79770 90416 / +91 96195 9566</p>