LIL:CS:IP:2023-24 Date: 10.02.2024

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 December 31, 2023.

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter and Nine months ended December 31, 2023.

The same shall also be made available on the website of the Company at www.lumaxworld.in/lumaxindustries.

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX INDUSTRIES LIMITED

RAAJESH KUMAR GUPTA

Digitally signed by RAAJESH KUMAR GUPTA
Date: 2024.02.09 21:02:46 +05'30'

RAAJESH KUMAR GUPTA
EXECUTIVE DIRECTOR AND COMPANY SECRETARY
ICSI M. NO. A-8709

Encl: As Stated above

Lumax Industries Limited

Investor Presentation – Q3 & 9M FY2024

DK JAIN
GROUP

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Lumax Industries Limited** (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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Lumax-DK Jain Group

DK Jain Group

01 Seven Decade Strong

02 3 R&D Centres
1 Engineering Centre
2 Design centres in Taiwan & Czech

03 14 Entities in 7 States
1 Overseas Entity in Czech Republic

04 Leader in Automotive Lighting
Gear Shifters
Vehicle interior solutions

05 38 Manufacturing Facilities

06 Over 12,000 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

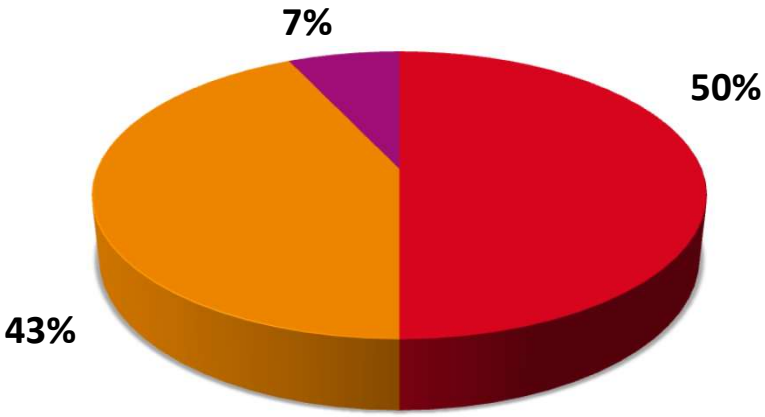
Lumax Auto Technologies Limited

Products & Services

Integrated Plastic modules, 2-wheeler Chassis, 2/3-wheeler Lighting, Gear Shifters, Transmission Products, Emission systems, Transmission Products, Seat Structures, Telematics Products and Services, Oxygen Sensors, On-board Antennas, Electric devices and components, Aftermarket solutions and Vehicle Interior Systems & Components.

Partnerships

- Cornaglia – Italy
- Mannoh – Japan
- Ituran – Israel
- FAE – Spain
- JOPP – Germany
- YOKOWO – Japan
- Alps Alpine – Japan
- IAC - USA



FY23 Group Revenue – Rs. 4,438 Crs

Purpose, Vision & Values

LUMAX

Our Group Purpose

We deliver **PRIDE** and **PROGRESS** with **POSITIVITY**

Our Values

Respect

Integrity

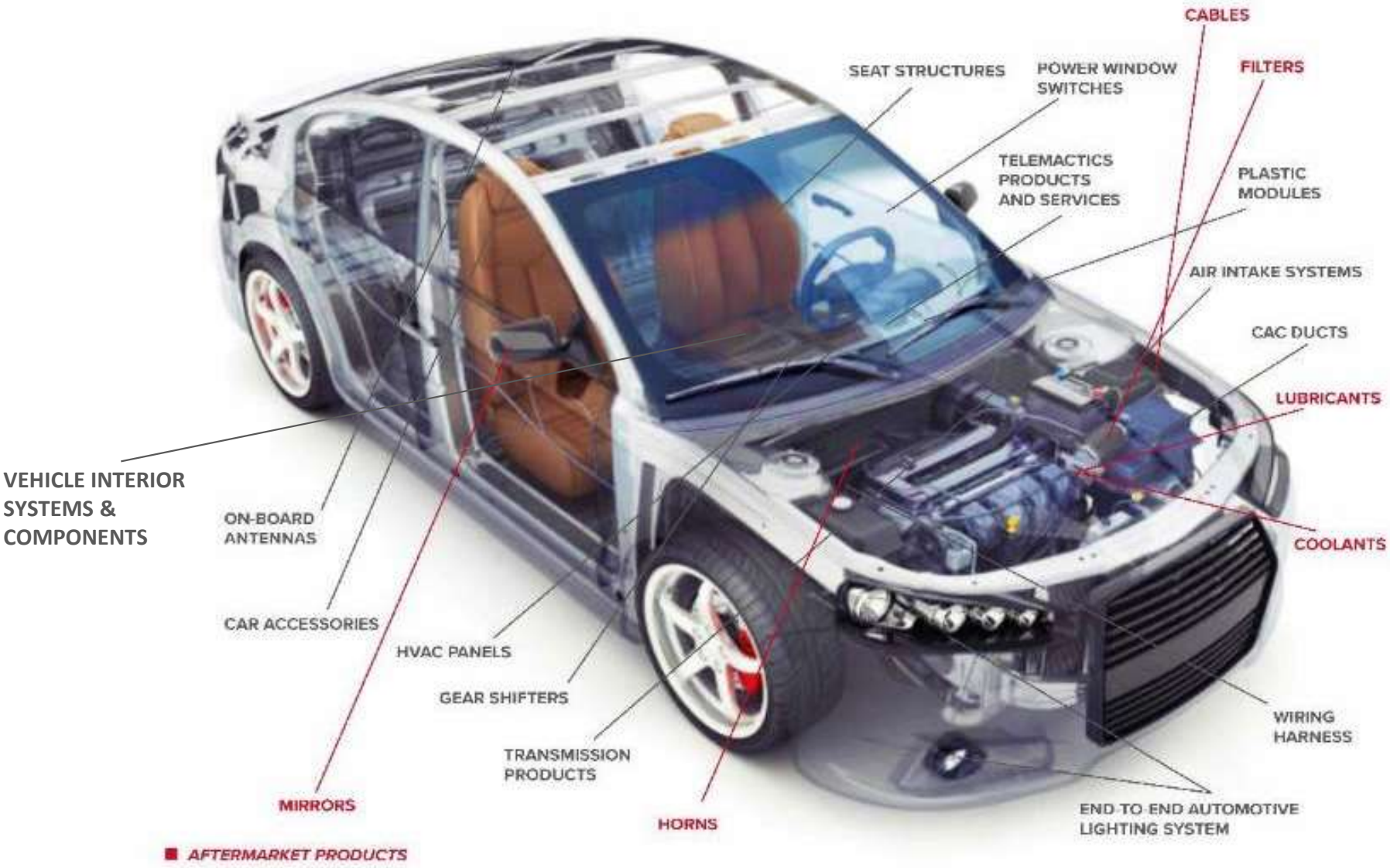
Passion

Excellence

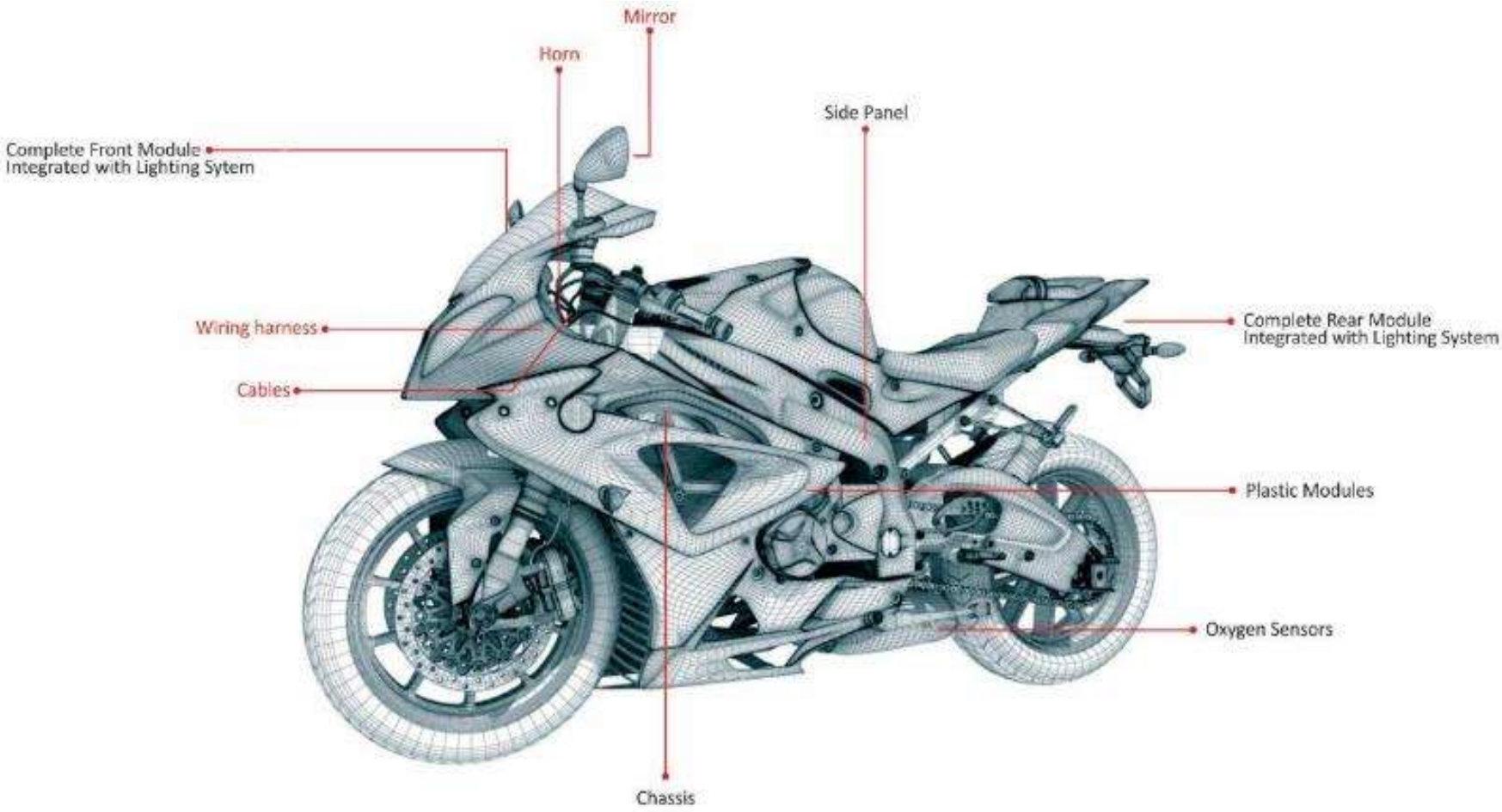
Our Vision

Building an **ADMIRED HIGH PERFORMANCE** Global Organisation in whom all stakeholders have **ABSOLUTE TRUST**

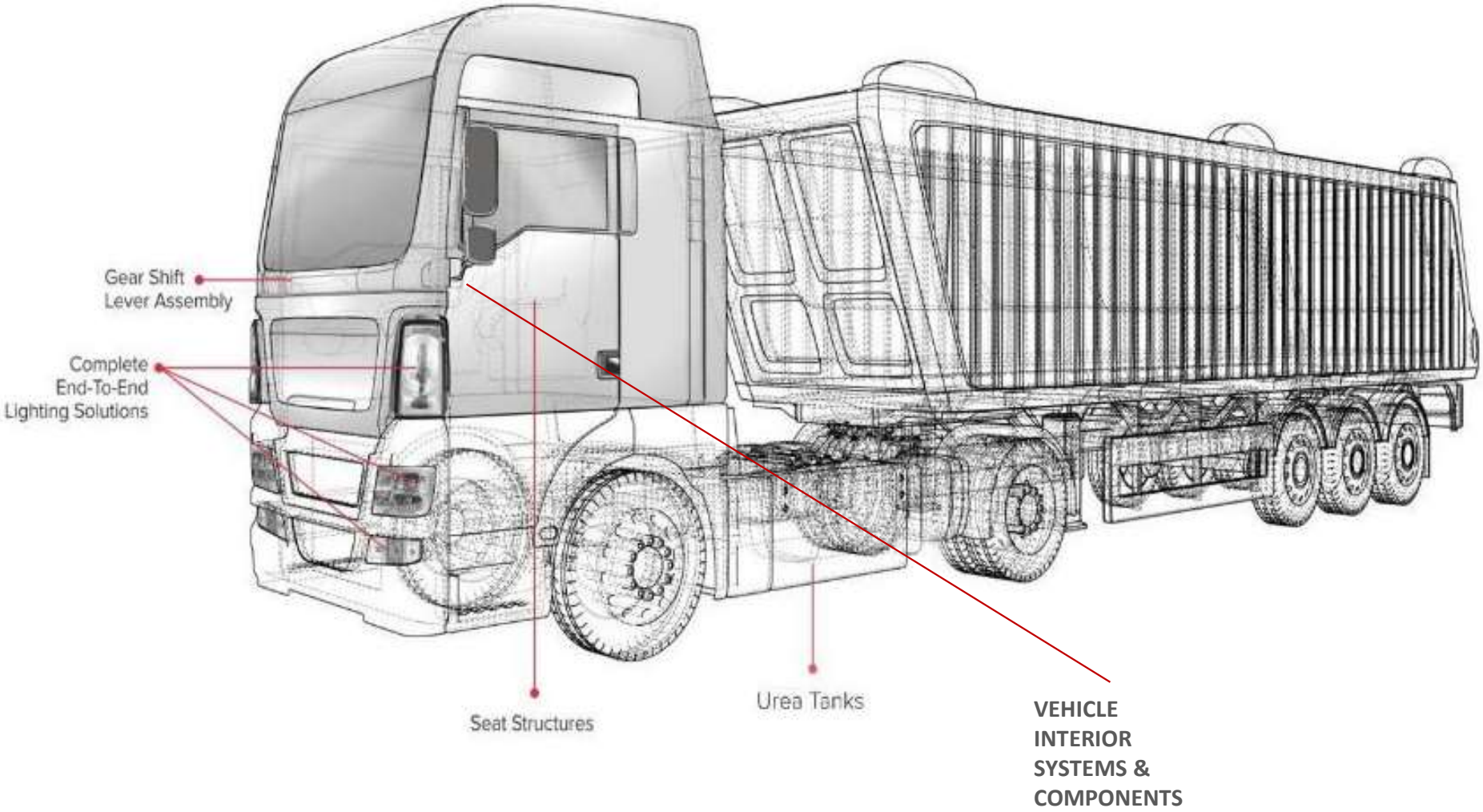
Diversified Product Range – 4-wheelers



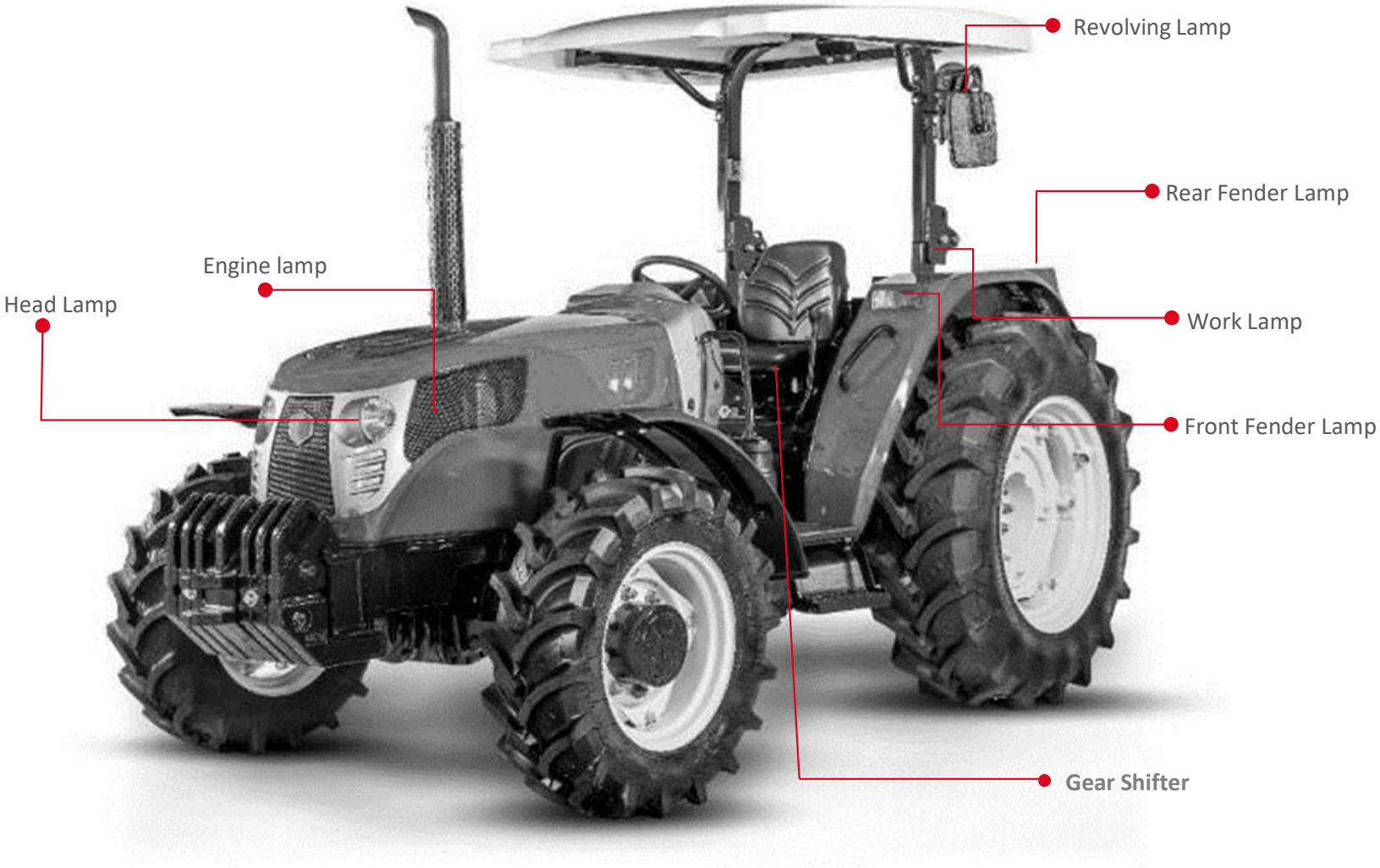
Diversified Product Range – 2-wheelers



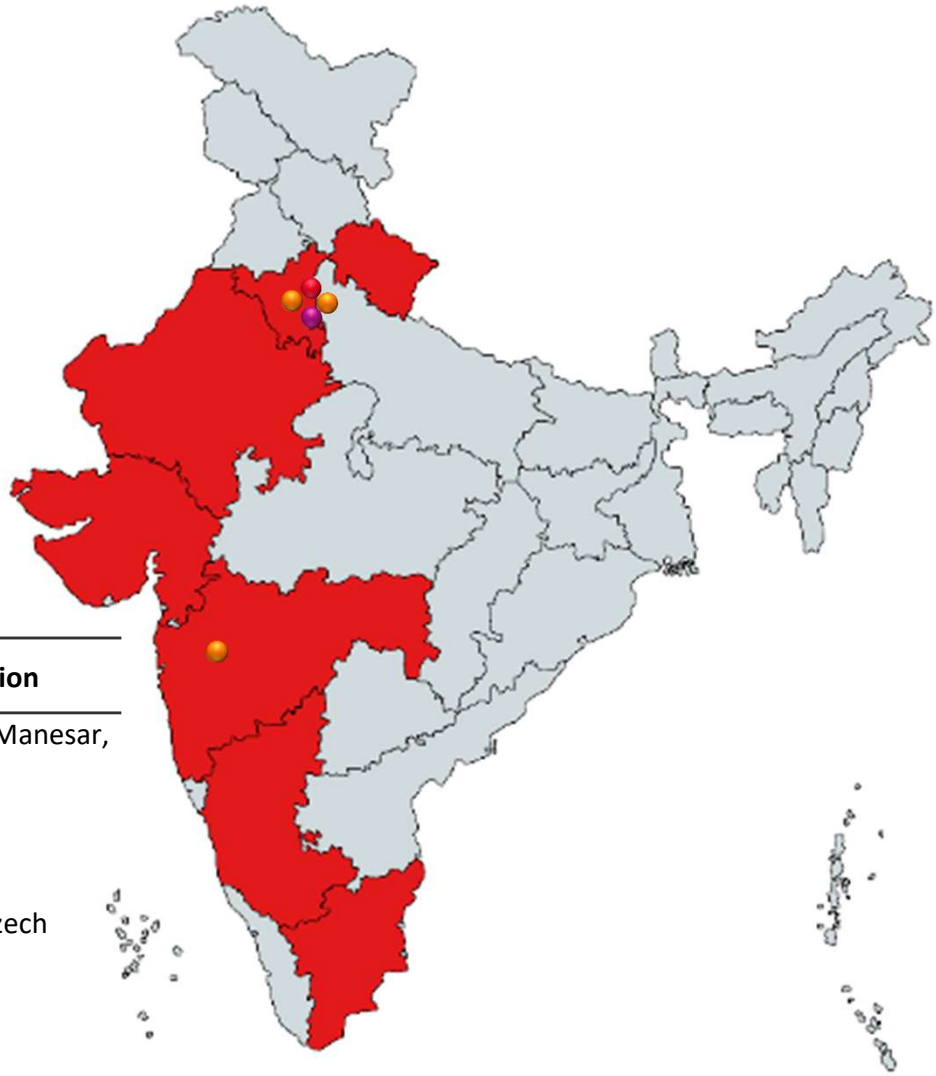
Diversified Product Range – Commercial Vehicles



Diversified Product Range – Farm Equipment Sector (FES)



38 Locations close to Customers



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

State	Plant	#
Haryana	Bawal	2
	Dharuhera	1
	Gurugram	4
	Manesar	4
Maharashtra	Pune	10
	Waluj	2
	Nashik	1
Karnataka	Bengaluru	4
Gujarat	Sanand & Mehsana	3
Tamil Nadu	Sriperumbudur	1
Uttarakhand	Haridwar	1
	Pantnagar	4
Rajasthan	Bhiwadi	1
Total		**38**

38 Plants in 7 States

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

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Fostering Partnerships to Deliver Excellence

Japan

Relationship Since 1984
JV for lighting, HVAC panels and other electronics
37.5% in Lumax Industries Ltd.

Korea

Relationship Since 1997
JV for lighting and other automotive parts
78.72% in SL Lumax Ltd.

Italy

Relationship Since 2007
JV for emission systems
50% in Lumax Cornaglia Auto Technologies Pvt. Ltd.

Japan

Relationship Since 2008
JV for gear shifters
45% in Lumax Mannoh Allied Technologies Ltd.

Israel

Relationship Since 2017
JV for sale of telematics products and services
50% in Lumax Ituran Telematics Pvt. Ltd.

Spain

Relationship Since 2017
JV for oxygen sensors
16% in Lumax FAE Technologies Pvt. Ltd.

Germany

Relationship Since 2019
JV for manufacture and supply of transmission products
50% in Lumax Jopp Allied Technologies Pvt. Ltd.

Japan

Relationship Since 2020
JV for manufacture and supply of antennas & other vehicle communication products
50% in Lumax Yokowo Technologies Pvt. Ltd.

Japan

Relationship Since 2021
JV for manufacture and supply of electric devices and components
50% in Lumax Alps Alpine India Pvt. Ltd.

Japan

Relationship Since 2022
TA for Kinematic Components

USA

Relationship Since 2023
Partnership for Vehicle Interior Systems & Components
25% in IAC International Automotive India Pvt. Ltd

Relationships with Diversified Customers

Two Wheeler

Four Wheeler

Commercial Vehicle

Tier 1

The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only

Relationships with Diversified Customers

LUMAX

Tractor/FES

Mahindra Rise.

TAFE

JOHN DEERE

SONALIKA INTERNATIONAL

ESCORTS

CNH INDUSTRIAL

Export

Trucklite

TVS AUTOSERV

NISSAN

CNH INDUSTRIAL

Audi

JOHN DEERE

M&T PTMAT

SUZUKI

SEAT

… Strong After Market Exports Presence

The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only

Lumax Industries Limited

Leading the evolution in Automotive Lighting

DK JAIN GROUP

Milestone

1945: Founded a partnership firm 'Globe Auto Industries' as a Trading concern

1956-57: Set-up dedicated unit for Automotive Lighting Equipment in Delhi

1977-79: Setup manufacturing units in Faridabad, Haryana and Pune, Maharashtra

1981: Lumax Industries Pvt Limited established after taking over partnership firm Globe Auto Industries

1984: TA signed with Stanley, Japan for Lighting Equipment

1985: Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

1994: Equity participation of Stanley, Japan in Lumax Industries Limited

Manufacturing unit setup in Aurangabad, Maharashtra

1997: Joint Venture agreement with SL Lumax Limited.

1998: Set-up manufacturing unit at Dharuhera, Haryana

2003: Demerger Lumax Industries

2005: Setup manufacturing unit in Chakan, Maharashtra

2008: Setup manufacturing plant in Pantnagar, Uttarakhand & expansion of Dharuhera and Chakan plants. Also setup a R&D centre at Gurugram

2010: Setup a manufacturing plant in Haridwar, Uttarakhand

2011: Setup manufacturing plants in Bawal, Haryana; Sanand, Gujarat & Bidadi, Karnataka. Also setup a R&D centre at Pune

2016: Opening of **Design Centre** in Taiwan

2017: Further expansion at Sanand, Gujarat facility

2019: Commencement of Electronics Facility at Manesar

2020: Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

2020: Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

2021: Opening of Design office in Czech Republic

2022: Start of Commercial Production at Bawal (New Electronics Facility) & at new Sanand plant, Gujarat

Opening of Lumax European Technical Centre (LETC) in Czech Republic as 100% subsidiary

2023: Start of Commercial Production at new Chakan plant, Maharashtra

Competitive Advantages

Market Leaders
Leadership in Lighting

Partnerships
With four 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 & **2** Overseas Design centers 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

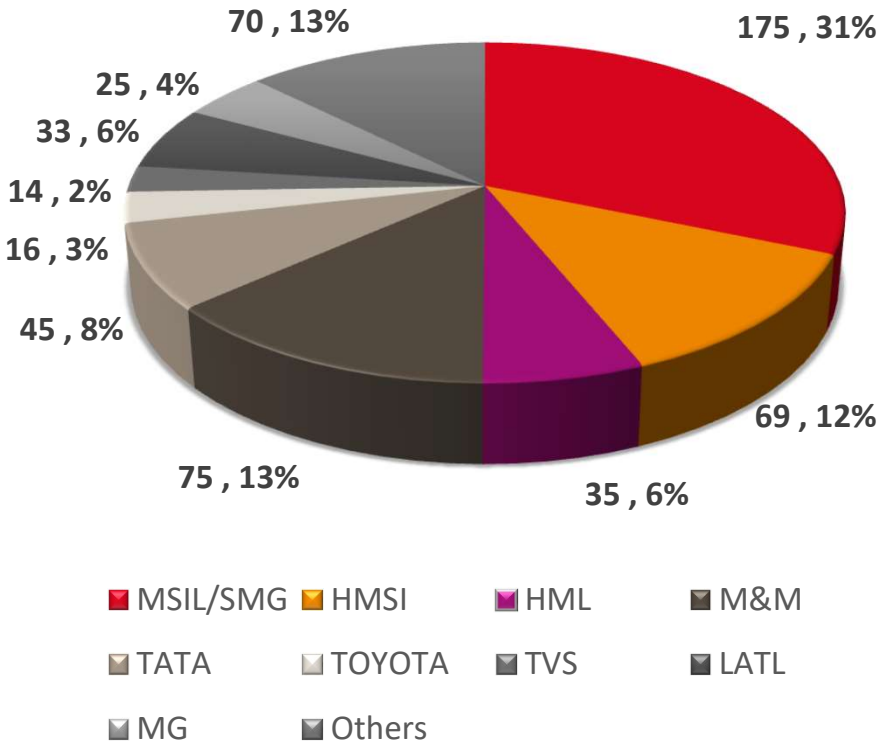
Proximity to Customers
12 manufacturing facilities strategically located at key automotive hubs in the country

Customer Mix Q3 FY24

LUMAX

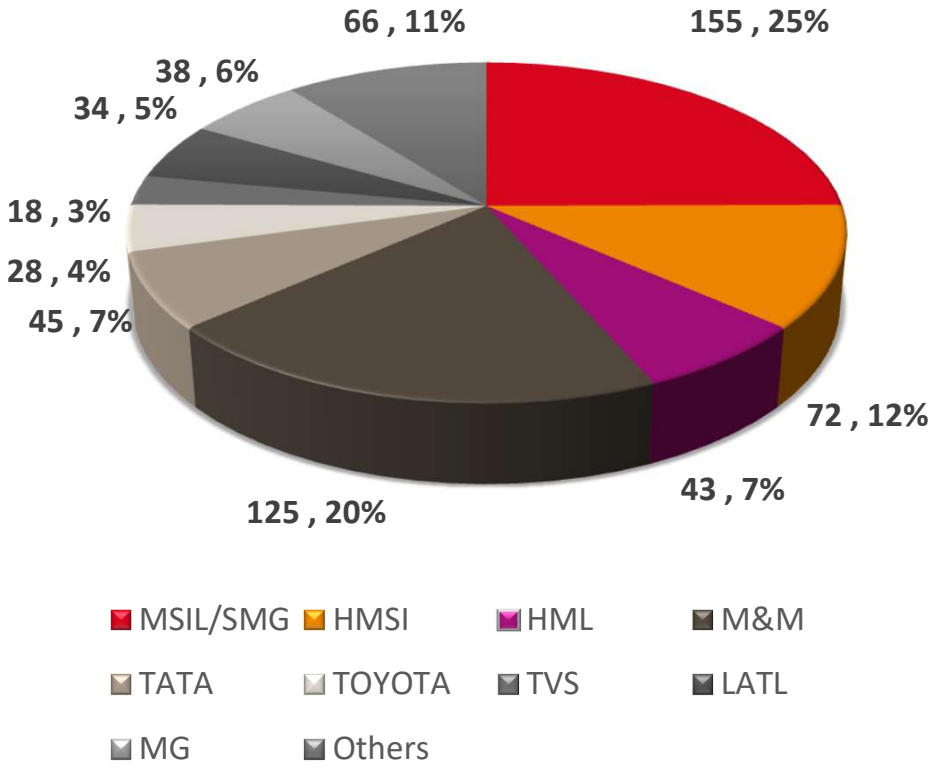
Customer wise Sales Q3FY23 (Rs. 557 Crores)*

Q3 FY23



Customer wise Sales Q3FY24 (Rs. 623 Crores)*

Q3 FY24

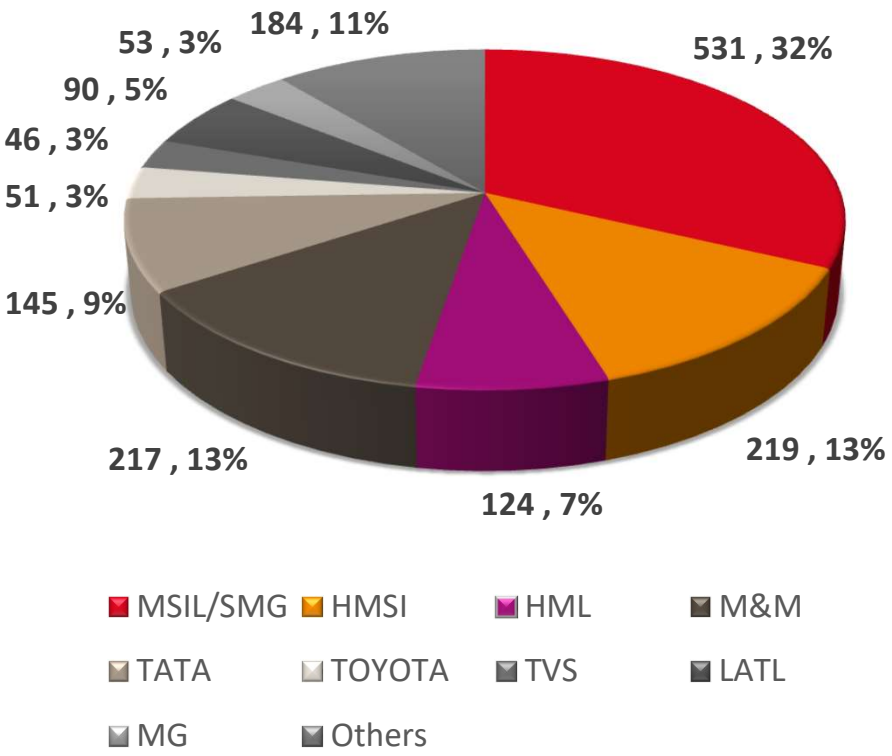


*Excludes Mould Sales

Customer Mix 9M FY24

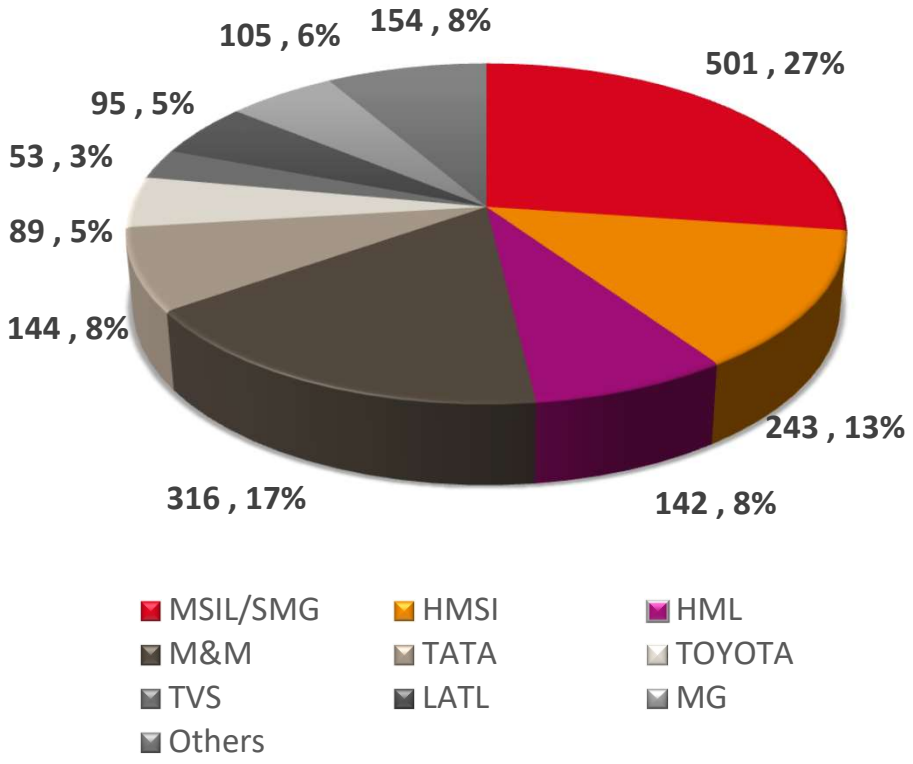
Customer wise Sales 9MFY23 (Rs. 1,659 Crores)*

9M FY23



Customer wise Sales 9MFY24 (Rs. 1,841 Crores)*

9M FY24



*Excludes Mould Sales

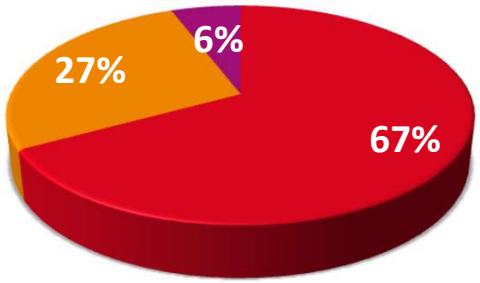
Break-up of Revenue 9M FY24

Segment Mix

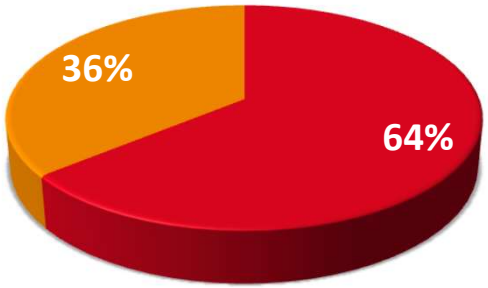
LED vs Conventional

Product Mix

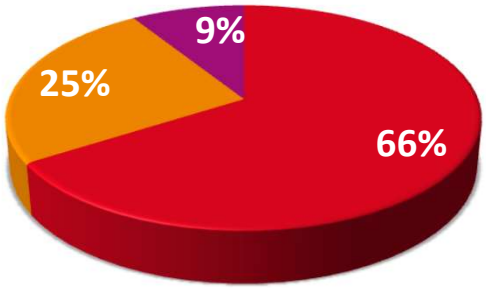
9M FY24



Passenger Vehicle Two Wheeler Commercial Vehicle

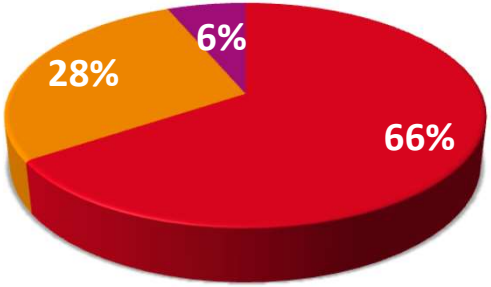


Conventional Light LED Light

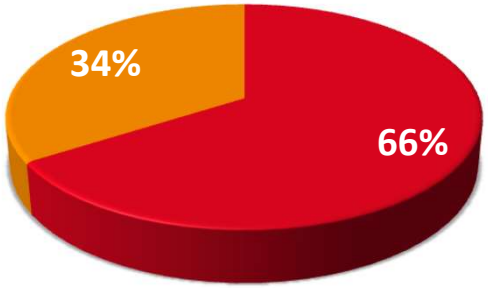


Front Lighting Rear Lighting Others

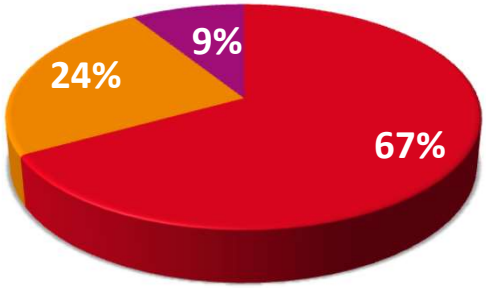
9M FY23



Passenger Vehicle Two Wheeler Commercial Vehicle



Conventional Light LED Light



Front Lighting Rear Lighting Others

SL Lumax Limited

Established in 1997

Associate Company with 21.28% holding

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

Plant in Sriperumbudur near Chennai

Products

Lamps

Head Lamp, Rear Combination Lamp, Fog Lamp

Others

Chassis, Trim & Mirrors

Shift Lever, Parking Brakes

FY23 Sales

Rs. 2,437 Crores

Key Customers

HYUNDAI

Strong Customer Base …

LUMAX

Four Wheeler

MARUTI SUZUKI
NISSAN
TATA
HYUNDAI
HONDA The Power of Dreams
TOYOTA
SPORT UTILITY VEHICLES
RENAULT
MG

Two Wheeler

Hero
HONDA
ROYAL ENFIELD
SUZUKI
YAMAHA
PIAGGIO
TVS
Mahindra Rise.

Commercial Vehicle

TATA
Mahindra Rise.
Ashok Leyland
SML ISUZU
FORCE MOTORS
DAIMLER
VOLVO
PIAGGIO

Export

Audi
JOHN DEERE
CNH INDUSTRIAL
NISSAN
Truck-Lite

Tractor /FES

JOHN DEERE
TAFE
Mahindra Rise.
SONALIKA INTERNATIONAL
CNH INDUSTRIAL
ESCORTS

… 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 …

Dharuhera

Bawal

Bawal – Electronic Facility

Sanand

Sanand II

Bengaluru

Pantnagar

Haridwar

Chakan

Chakan II

Chinchwad

SL Lumax Ltd

Chennai

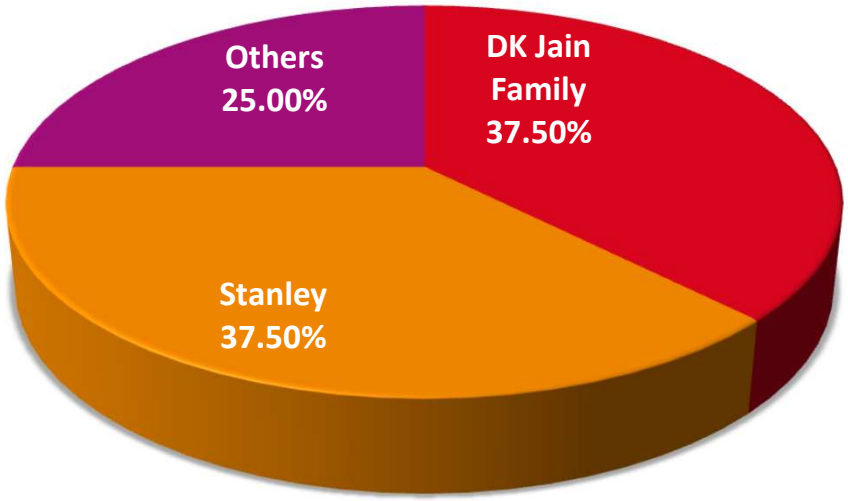
… in Key Auto Belts of India

R&D Centre & Design Centre	
R&D Centre	Gurugram
	Pune
Design Centre	Taiwan & Czech Republic

Map not to scale. All data, information and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness

Shareholding as of 31th December 2023

Shareholding Breakup



Stanley Electric Company Ltd

- Over four 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

Promoter Group

Mr. Dhanesh Kumar Jain

Chairman Emeritus

- He is 81 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 48 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 and has over 27 years experience
- He is Chairman - CII Northern Region, Member of Governing Council for national Automotive Board (NAB), Member of International Centre for Automotive Technology (ICAT), Member of Research Advisory Board (RAB) and Vice President of the Governing Council of Central Manufacturing technology Institute (CMTI)
- He also holds the position of Vice President of Toyota Kirloskar Supplier's Association(TKSA), Executive Council Member of Maruti Suzuki Supplier Welfare Association (MSSWA), Tata Motors Suppliers Council and Hero Supplier Council
- He is the immediate Past President of ACMA and is member of Young President's organization and Entrepreneurs organization.

Mr. Anmol Jain

Jt. Managing Director

- He is 44 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 22 years of experience
- He is the Past President of Honda Cars India Supplier's Club & MC member of Bajaj Auto Vendor Association and Executive Council member of ACMA, also holding the co-Chairperson positions for both the Northern Region & Business Development vertical.
- He has held various positions in Industry associations - He was the National Coordinator of ACMA- YBLF from 2014-16. He was also the Chairman CII Haryana State Council in 2012-13

Promoter Group

Mr. Tadayoshi Aoki

Senior Executive Director

- He is 57 years old & is a Mechanical Engineering from Tokoyo Denki University Japan
- He is Nominee Director of Stanley Electric Co. Limited, Japan and possesses over 30 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 64 years old & is a graduate from Hosei university, Japan
- He has over 32 years of rich experience in R&D of Electrical components & advanced Illumination systems for automotive equipment
- He also has about 17 years of experience in automotive electronics
- He joined Stanley, Japan in 1981

Mr. Yoshitsugu Matsushita

Non-Executive Director

- He is 60 years of age & has a degree in Economics from Hosei University, Japan
- He has experience of over 35 years in the Automotive Industry
- Associated with Stanley Electric Co., Limited since 1987

...Supported by Strong Independent Directors

Mr. A P Gandhi

Age: 85 years

Mechanical Engineer

He has held top leadership positions in prestigious organisations such as President at Hyundai Motors India Limited , Chief Executive – R&D at Escorts Limited & at Telco and having over 5 decades of experience.

Mr. Rajeev Kapoor

Age: 71 years

Mechanical Engineer (hons) from NIIT, Kurukshetra

He has over 45 years of experience in Automotive, Engineering and FMCG, Corporations with specific skills in General Management, Marketing / Brand Management, Performance Analysis, HRD, Business Development, Innovation and Change Management.

Mr. Dhiraj Dhar Gupta

Age: 73 years

B.Com honours from SRCC, Delhi University

He is an Industrialist having over 3 decades of experience in Auto Component manufacturing industry.

Mr. Rattan Kapur

Age: 66 years

B.Com Graduate from Delhi University

He is an Industrialist & possesses more than 34 years of experience in Auto Component Industry. He is the Past President of ACMA & Chairman of Haryana State Council of CII.

Ms. Ritika Sethi

Age: 57 years

She has an industry experience of over 28 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

Age: 58 years

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. Involved extensively in the motor sports activity of the JK Organization

Professional & Experienced Team

Mr. Raju B Ketkale
Group Head – Manufacturing & Corporate Planning
Age: 58 years
Experience: 31 Years

Mr. Sanjay Mehta
Group CFO
Age: 56 years
Experience: 30 Years

Mr. Vishnu Johri
CEO
Age: 58 years
Experience: over 30 Years

Mr. Naval Khanna
Corporate Head – Taxation
Age: 65 years
Experience: 44 years

Mr. Todd Morgan
Chief Technology & Innovation Officer
Age: 56 Years
Experience: 28 Years

Mr. Raajesh Kumar Gupta
Executive Director & Company Secretary
Age: 55 Years
Experience: 30 Years

Mr. Ravi Teltia
CFO
Age: 44 Years
Experience: over 20 Years

Mr. Abhinav Gera
Chief Human Resource Officer
Age: 44 years
Experience: 23 Years

Mr. Sanjeev Bhati
Chief Sourcing Officer
Age: 53 years
Experience: 30 Years

Ms. Priyanka Sharma
Corporate Communication
Age: 55 Years
Experience: 27 Years

LUMAX

The Path Ahead

DK JAIN GROUP

Rear Lamp – Technology Evolution

2014 - 2016	2017	2020-23	2022-24	2025 & beyond
• 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 • Almost all the new models launched were having presence of LED's either for one of the functions or for Signature Lighting	• Moving from just LED tail to full LED rear lamp applications allowing for compact functionality and a product that meets "life of vehicle" durability. Provides appearance that signature effects that are not possible using conventional bulb technology	• Animated functionality including gliding/progressive turn indicator for improved safety, and welcome/goodbye sequences that provide an unique customer experience when locking and unlocking their vehicles	• Diffractive Optics that provide an innovative 3D effect, or ultra-homogeneous appearance with high efficiency by utilizing precision micro-optics. • Provides customer with creative appearance, and optimizes energy consumption	• OLED (Organic LED)… Ultra thin and homogenously lit optical elements that be pixelized, allowing for personalization, animation and communication

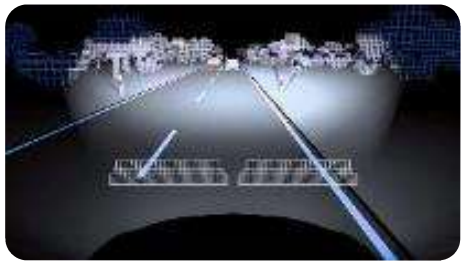
Head Lamp – Technology Evolution

2014-17

- Introduction of Projector Lamps with Halogen Bulbs for new vehicles launched in India by more number of OEM's as standard feature
- 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, OEMs shifted focus to LED
- 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

2019-21

- Increasing presence of LED headlamps. LED projectors are the most desired appearance, to give a "high tech look".
- LED offers a scalable performance with high color temperature, and significantly lower power consumption compared to halogen.
- Low profile designs are now possible, giving studios unprecedented styling freedom

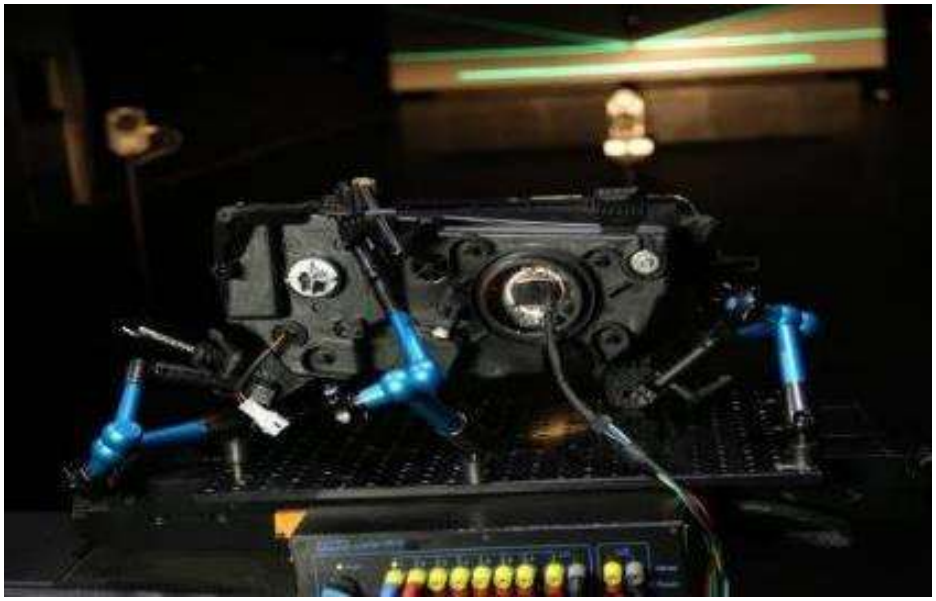


2022 onwards

- LED will continue to replace halogen, with some vehicle lines completely removing the halogen option.
- Also advanced functionality will become increasingly present, including AFS functionality that allow the beam to swivel based on steering wheel angle, and other sensors on the vehicle.
- Finally ADB (Adaptive Driving Beam) or Matrix headlamps will begin to appear in the Indian market. This technology makes use of on-board cameras to detect oncoming or following traffic to adapt the beam allowing the driver to use high beams without glaring other drivers.

State of Art Manufacturing Facilities

…In-house R&D & Validation Facility

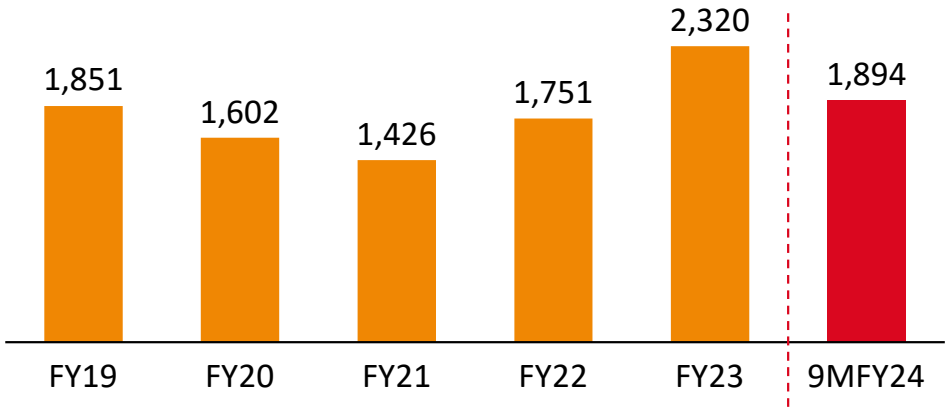


Financials

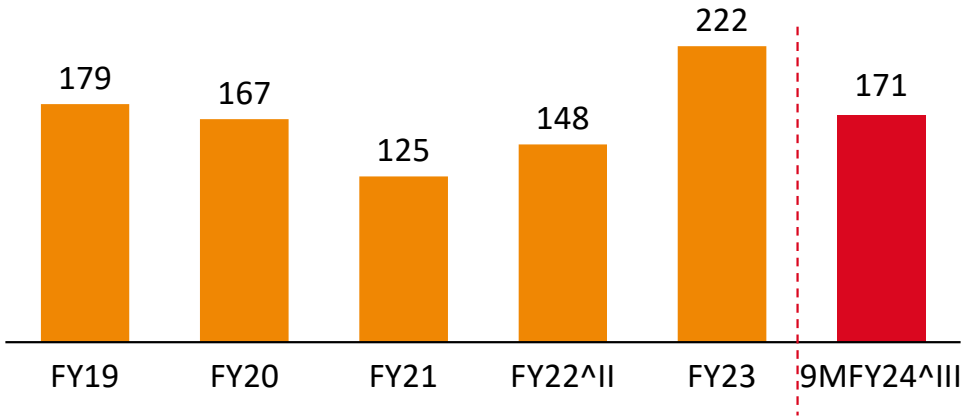
Strong Growth in Total Income with Healthy Margins

Standalone Results

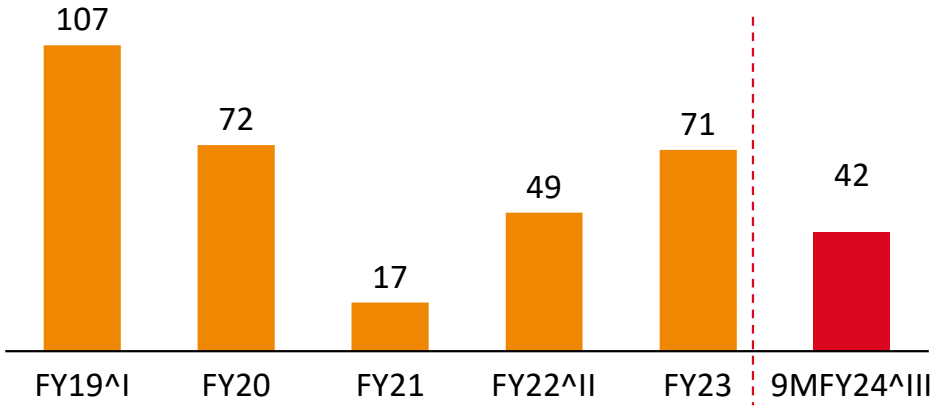
Revenue



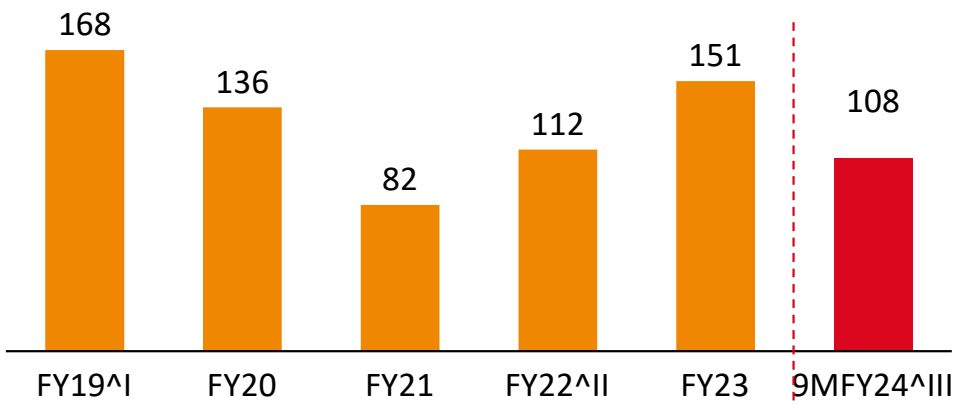
Reported EBITDA#



PAT



Cash PAT



Including Other Income

Rs. Crores

^I - 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

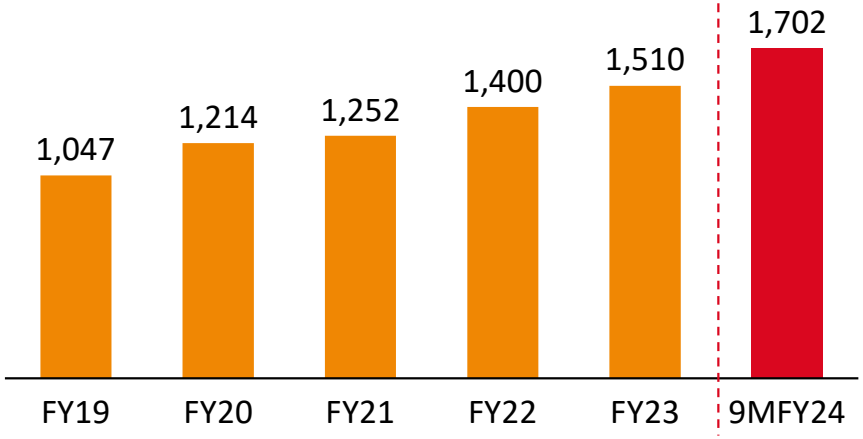
^II FY22 EBITDA & PAT is excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

^III Excluding dividend income from associate SL Lumax Rs. 26.47 crores

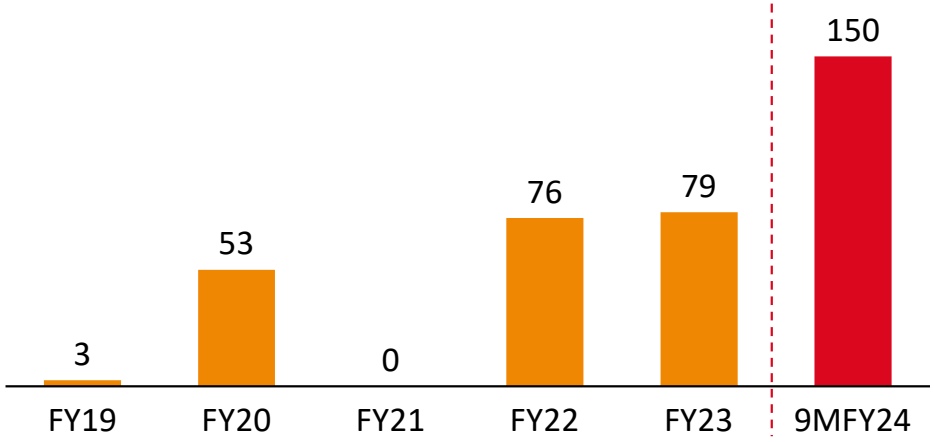
Expansion funded through Internal Accruals

Standalone Results

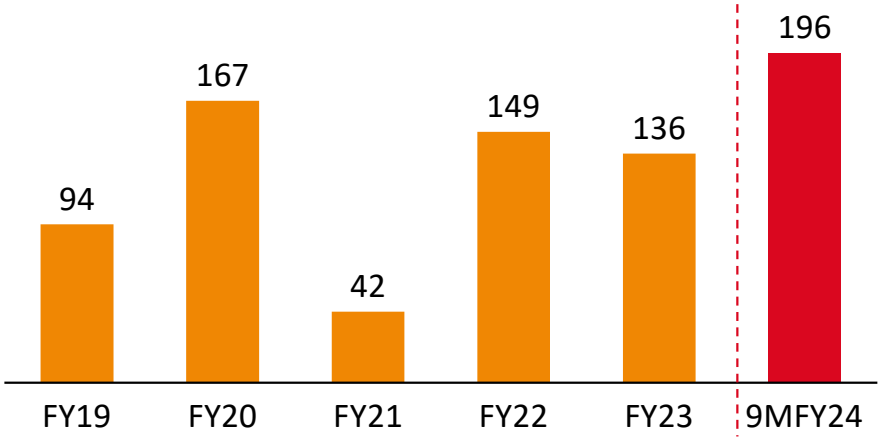
Gross Block



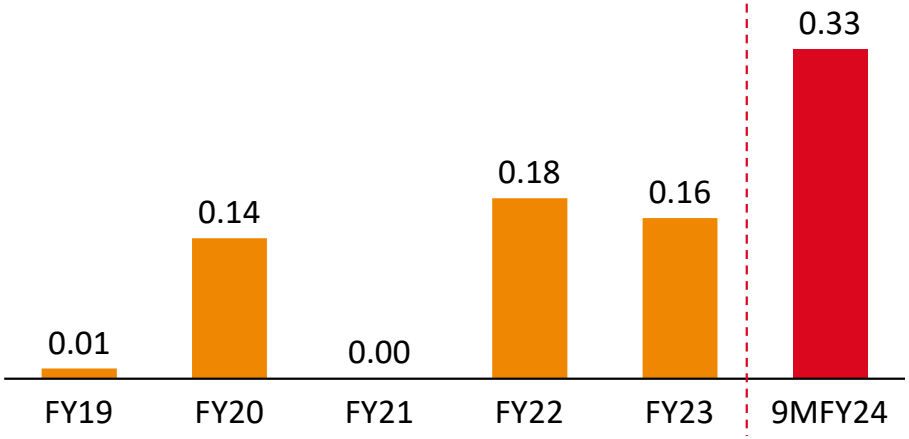
Long Term Loan



Capex



Long Term Debt / Equity

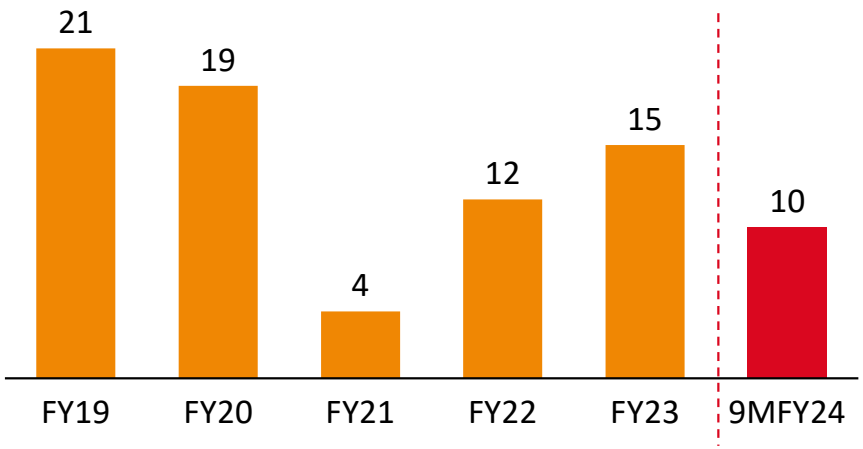


Rs. Crores

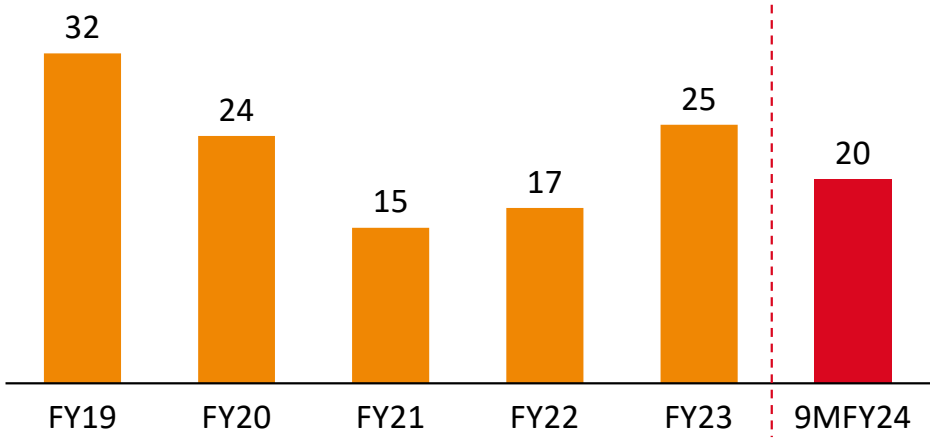
Healthy Return Ratios

Standalone Results

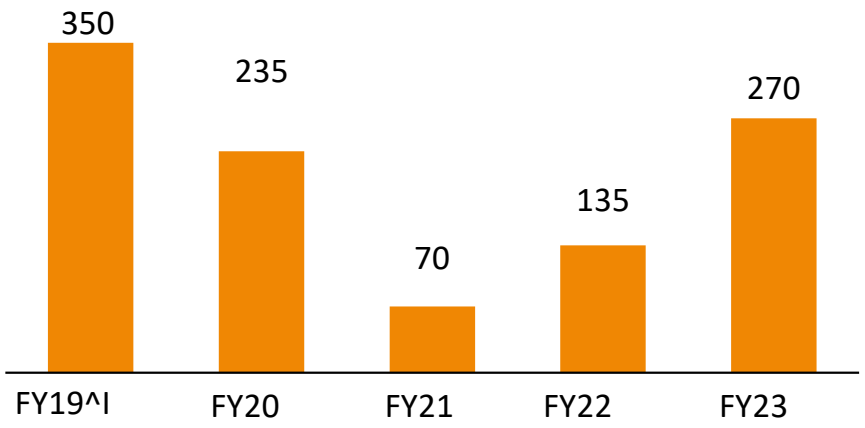
ROE (%)



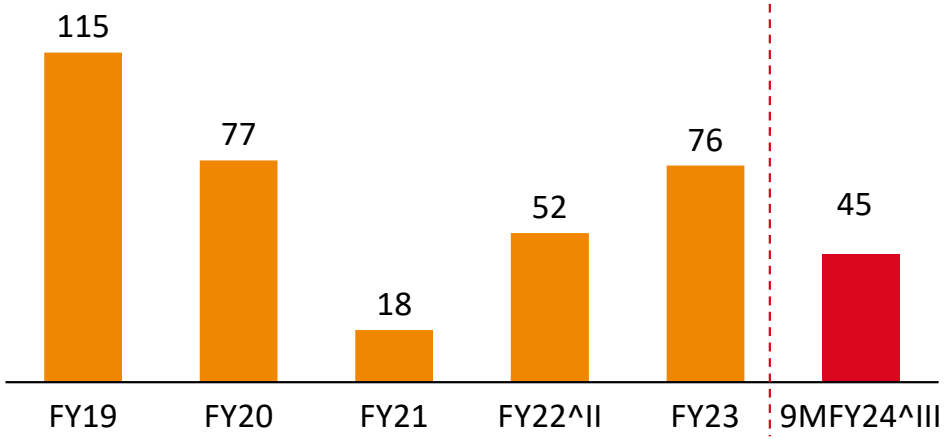
ROCE (%)



Dividend (% of Face Value)



EPS (in Rs.)



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

^II FY22 EPS is excluding exceptional expense of Rs. 17.14 cr on account of VSS, tax amount on same is Rs.3.98 cr

^III Excluding dividend income from associate SL Lumax Rs. 26.47 crores

ROCE = EBIT / Capital Employed

Capital Employed = Networth + Long term debt including Current Maturity

Standalone P&L Statement

Particulars (Rs. in Crores.)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Manufacturing Revenue	**623.5**	**557.1**		**633.3**		**1,841.0**	**1,658.5**	
Molds Revenue	**8.2**	**22.3**		**10.5**		**52.9**	**52.9**	
Total Operating Revenue	**631.7**	**579.4**	***9.0%***	**643.8**	***-1.9%***	**1,893.9**	**1,711.4**	***10.7%***
Other Income	28.0	1.3		1.8		32.5	10.2	
Total Income	**659.7**	**580.7**		**645.6**		**1,926.4**	**1,721.6**	
Raw Material Consumption	401.9	373.2		419.7		1,228.1	1,106.9	
Employee Expenses	80.5	70.0		75.8		231.5	205.0	
Other Expenses	91.6	79.9		93.8		271.1	240.2	
EBITDA	**85.7**	**57.6**	***48.7%***	**56.2**	***52.6%***	**195.7**	**169.5**	***15.5%***
EBITDA %	***13.6%***	***9.9%***		***8.7%***		***10.3%***	***9.9%***	
Depreciation	23.3	19.8		21.1		65.8	58.7	
Finance Cost	12.8	7.8		10.7		33.3	20.6	
PBT before Tax, Exceptional items & share of profit/(loss) of associate	**49.5**	**30.1**	***64.7%***	**24.3**	***103.7%***	**96.6**	**90.1**	***7.2%***
Exceptional Item Gain/(Loss)	0.0	0.0		0		0.0	-0.6	
Profit before Tax & after Exceptional items & Share of Associate	**49.5**	**30.1**	***64.7%***	**24.3**	***103.7%***	**96.6**	**89.5**	***7.9%***
Tax	13.2	8.3		8.3		29.4	27.9	
Profit After Tax	**36.4**	**21.8**	***67.1%***	**16.0**	***127.5%***	**67.2**	**61.6**	***9.1%***
PAT Margin%	**5.8%**	**3.8%**		**2.5%**		**3.5%**	**3.6%**	
EPS	**38.9**	**23.3**		**17.1**		**71.9**	**65.9**	

Standalone Balance Sheet

ASSETS (Rs. in Crores)	Sep-23	Mar-23
Non-current assets		
Property, plant and equipment	663.6	685.9
Capital work-in-progress	178.5	43.0
Right of use assets	36.7	39.4
Investment property	0.7	0.7
Investment in Subsidiary	5.0	5.0
Goodwill	9.8	9.8
Intangible assets	6.5	7.3
Financial assets		
Investments	10.7	10.7
Loans	0.3	0.5
Others	7.8	7.4
Income Tax Assets (Net)	12.0	11.6
Other non-current assets	80.8	71.1
Sub-total - Non-Current Assets	**1,012.5**	**892.4**
Current assets		
Inventories	440.4	377.9
Financial assets		
Investments	0.3	0.3
Trade receivables	300.0	306.2
Cash and cash equivalents	6.6	7.0
Bank balances other than Cash	0.3	0.2
Loans	0.7	1.2
Others	32.6	57.7
Other current assets	159.1	85.7
Sub-total - Current Assets	**940.1**	**836.1**
Assets held for Sale	**0.0**	**3.5**
TOTAL - ASSETS	**1,952.6**	**1,732.0**

EQUITY & LIABILITIES	Sep-23	Mar-23
Equity		
Equity Share capital	9.3	9.3
Other equity	478.0	472.1
Sub-total - Shareholders' funds	487.3	481.4
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	140.0	61.0
Lease liability	42.0	44.5
Employee benefit Liabilities	0.7	0.7
Provisions	42.0	40.4
Deferred tax liabilities (net)	37.5	31.4
Sub-total - Non-current liabilities	**262.2**	**178.1**
Current liabilities		
Financial liabilities		
Borrowings	410.8	320.7
Lease liability	4.6	4.3
Trade payables	526.0	560.5
Other financial liabilities	136.9	99.4
Other current liabilities	117.8	81.0
Employee benefit Liabilities	7.0	6.6
Sub-total - Current liabilities	**1,203.0**	**1,072.5**
TOTAL - EQUITY AND LIABILITIES	**1,952.6**	**1,732.0**

Standalone Cash Flow Statement

Particulars (Rs. in Crores.)	H1FY24	H1FY23
PBT	47.1	59.4
Adjustments	61.1	52.9
Operating profit before working capital changes	**108.2**	**112.3**
Changes in working capital	-98.3	-44.8
Cash generated from operations	**9.8**	**67.5**
Direct taxes paid (net of refund)	10.7	11.0
Net Cash from Operating Activities	**-0.8**	**56.5**
Net Cash from Investing Activities	**-121.1**	**-41.6**
Net Cash from Financing Activities	**121.6**	**-23.1**
Net Change in cash and cash equivalents	-0.3	-8.1
Opening Cash Balance	7.0	15.5
Closing Cash Balance	**6.6**	**7.4**

Consolidated P&L Statement

Particulars (Rs. in Crores.)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Manufacturing Revenue	**623.5**	**557.1**		**633.3**		**1,841.0**	**1,658.5**	
Molds Revenue	**8.2**	**22.3**		**10.5**		**52.9**	**52.9**	
Total Operating Income	**631.7**	**579.4**	***9.0%***	**643.8**	***-1.9%***	**1,893.9**	**1,711.4**	***10.7%***
Other Income	1.5	1.3		1.8		6.1	10.2	
Total Income	**633.2**	**580.7**		**645.6**		**1,900.0**	**1,721.6**	
Raw Material Consumption	401.9	373.2		419.7		1,228.1	1,106.9	
Employee Expenses	84.2	70.0		80.0		241.2	205.0	
Other Expenses	87.3	80.6		89.2		260.1	240.9	
EBITDA	**59.8**	**56.9**	***5.0%***	**56.7**	***5.4%***	**170.6**	**168.7**	***1.1%***
EBITDA %	***9.5%***	***9.8%***		***8.8%***		***9.0%***	***9.9%***	
Depreciation	23.5	19.8		21.3		66.2	58.7	
Finance Cost	12.8	7.8		10.7		33.3	20.6	
PBT before Tax, Exceptional items & share of profit/(loss) of associate	**23.4**	**29.3**	***-20.2%***	**24.7**	***-5.1%***	**71.1**	**89.4**	***-20.4%***
Exceptional Item Gain/(Loss)	0.0	0.0		0		0.0	-0.6	
Profit before Tax & after Exceptional items & Share of Associate	**23.4**	**29.3**	***-20.2%***	**24.7**	***-5.1%***	**71.1**	**88.8**	***-19.9%***
Profit of Associate	11.7	11.2		13.3		35.9	27.1	
Tax	9.5	11.0		11.8		32.0	33.5	
Profit After Tax	**25.6**	**29.5**	***-13.4%***	**26.3**	***-2.5%***	**75.0**	**82.3**	***-8.9%***
PAT Margin%	**4.0%**	**5.1%**		**4.1%**		**4.0%**	**4.8%**	
EPS	**27.4**	**31.6**		**28.1**		**80.2**	**88.1**	

Consolidated Balance Sheet

ASSETS (Rs. in Crores)	Sep-23	Mar-23
Non-current assets		
Property, plant and equipment	667.9	690.3
Capital work-in-progress	178.5	43.0
Right of use assets	36.7	39.4
Investment property	0.7	0.7
Goodwill	9.8	9.8
Intangible assets	7.7	8.6
Investment in Associate	163.5	139.5
Financial assets	0.0	0.0
Investments	7.1	7.1
Loans	0.3	0.5
Others	7.8	7.4
Income Tax Assets (Net)	12.0	11.6
Other non-current assets	80.8	71.1
Sub-total - Non-Current Assets	**1,172.9**	**1,029.1**
Current assets		
Inventories	440.2	377.9
Financial assets	0.0	0.0
Investments	0.3	0.3
Trade receivables	300.6	306.2
Cash and cash equivalents	9.7	7.2
Bank balances other than Cash	0.3	0.2
Loans	0.7	1.2
Others	32.6	57.7
Other current assets	159.2	86.0
Sub-total - Current Assets	**943.5**	**836.6**
TOTAL - ASSETS	**2,116.4**	**1,865.7**

EQUITY & LIABILITIES	Sep-23	Mar-23
Equity		
Equity Share capital	9.3	9.3
Other equity	598.9	574.2
Sub-total - Shareholders' funds	**608.3**	**583.6**
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	140.0	61.0
Lease liability	42.0	44.5
Provisions	0.7	0.7
Employee benefit liabilities	42.0	40.4
Deferred tax liabilities (net)	77.8	65.7
Sub-total - Non-current liabilities	**302.5**	**212.3**
Current liabilities		
Financial liabilities		
Borrowings	410.8	320.7
Lease liability	4.6	4.3
Trade payables	525.1	557.5
Other financial liabilities	139.6	99.6
Other current liabilities	118.4	81.0
Employee benefit liabilities	7.0	6.6
Current tax liabilities (net)	0.2	0.0
Sub-total - Current liabilities	**1,205.7**	**1,069.8**
TOTAL - EQUITY AND LIABILITIES	**2,116.4**	**1,865.7**

Consolidated Cash Flow Statement

Particulars (Rs. in Crores.)	H1FY24	H1FY23
PBT	71.9	75.3
Adjustments	37.1	37.0
Operating profit before working capital changes	**109.0**	**112.3**
Changes in working capital	-92.5	-44.8
Cash generated from operations	**16.5**	**67.5**
Direct taxes paid (net of refund)	10.7	11.0
Net Cash from Operating Activities	**5.8**	**56.5**
Net Cash from Investing Activities	**-124.7**	**-38.6**
Net Cash from Financing Activities	**121.6**	**-23.1**
Net Change in cash and cash equivalents	2.7	-5.1
Opening Cash Balance	7.2	15.5
Net foreign exchange difference	-0.2	0.0
Closing Cash Balance	**9.7**	**10.4**

Awards & Recognitions

Supplier Recognition Award

Lumax Industries received the Human Resource Certificate on account of successful implementation of Fixed Term Employment at Plants in MSVC 2023 hosted by Maruti Suzuki India Ltd at Dubai on 1st - 2nd May, 2023.

TPM Award

- JIPM Award for Excellence in Consistent TPM Commitment Pantnagar Plant, 2019
- Dharuhera Plant won JIPM-TPM award for excellence in Category A for year 2019
- JIPM-TPM Excellence Award Bengaluru Plant, 2019
- JIPM-TPM Excellence Award Bawal Plant, November 2017
- JIPM-TPM Excellence Award Pantnagar Plant, March 2014

Awards & Recognition

- Won the prestigious Gold award for Top 100 best annual report for excellence within its industry for FY 2018-19, 2019-20, 2020-21 & 2021-22
- The company bagged The Gold Award at ICQCC for the fifth year in a row in FY22
- Each of our plants located at Haridwar, Bawal & Bengaluru have been accorded with this prestigious award

CSR Initiatives

Social Initiatives by Lumax group towards 'Quality Education' for the society

CSR Initiatives

Social Initiatives by Lumax group towards 'Good Health' for the society

For further information, please contact:

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