

## Investor Release

### LUMAX AUTO TECHNOLOGIES LIMITED

#### Q2 FY18 & H1 FY18 Consolidated Results

##### Q2 FY18 Consolidated Performance

- Revenue (Net) up by 4% YoY to Rs. 268 Cr
- EBITDA grew by 13% YoY to Rs. 28.70 Cr; Margin at 10.7%
- PBT grew by 19% YoY to Rs. 22 Cr; Margin at 8.2%
- PAT (after MI) grew by 13% YoY to Rs. 13.33 Cr ; Margin at 5.0%

**New Delhi – December 4<sup>th</sup>, 2017:** Lumax Auto Technologies Ltd., a leading full-service provider in Automotive Components Industry, announced its unaudited Financial Results for the Quarter ended September 30th, 2017. The Financial Results has been prepared as per Ind-AS.

##### Key Consolidated Financial Highlights are as follows:

Particulars	QII FY17	QII FY18	YoY%	HI FY17	HI FY18	YoY%
Revenue (Net of Excise duty)	258.24	267.64	4%	521.86	502.67	-4%
EBITDA*	25.31	28.70	13%	49.92	52.87	6%
Margin (%)	9.8%	10.7%	+90 bps	9.6%	10.5%	+90 bps
PBT*	18.49	22.00	19%	36.53	39.33	8%
Margin (%)	7.2%	8.2%	+100 bps	7.0%	7.8%	+80 bps
PAT after MI	11.75	13.33	13%	23.53	22.50	-4%
Margin (%)	4.5%	5.0%		4.5%	4.5%	

\* includes other Income. The above results are in compliance with the Indian Accounting Standards (Ind-AS) prescribed under Section 133 of the Companies Act, 2013. Consequently, previous Indian Generally Accepted Accounting Principles (IGAAP) for the quarter and half year ended September 30, 2016 have been restated to make them comparable.

The company reported EBITDA of Rs. 28.70 Cr in QII FY18 as against Rs 25.31 Cr in QII FY17. EBITDA margin has increased by 90 basis points to 10.7% against 9.8% in last year, largely on account of better operating efficiencies and improved performance of the subsidiaries & JV's.

The PAT after Minority Interest stood at Rs. 13.33 Cr in QII FY18 as against Rs. 11.75 Cr in QII FY17. There is a higher taxation in the Pantnagar plant, as exemption for tax benefits is no longer available from this financial year.

EPS stands at Rs. 16.50 per share for H1 FY18 compared to Rs. 17.26 in H1 FY17

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### Rebranding

The Company revealed its new logo and the newly launched visual brand identity on November 8, 2017 that epitomises its journey and serves as the torchbearer of future growth and aspirations. This will enable the aftermarket division of the company to further strengthen its position in the market.

**Commenting on the relaunch Mr. DK Jain, Chairman, Lumax Auto Technologies said** ‘We have grown our business significantly over the last several years, our brand relaunch represents the natural evolution of that transformation. The release of the new visual identity marks a significant milestone and start of a new era for our Company, illustrating our purpose and vision for the future. We are excited and committed to establish our new brand and strengthen our position in the Indian automotive market and proudly continue our legacy of over seven decades.

### Business Updates:

- The Company has received following orders during the quarter:-

Customer Name	Model	Product
Bajaj Auto	Avenger, Pulsar	Swing Arm
Bajaj Auto	CT100 (ES)	Chassis
Honda Motorcycles & Scooters India (HMSI)	Dio	Moulded Parts
Fiat India	Jeep Compass	Seat Frame

- The Company has added a new customer “Morris Garages (MG) Motor India” for supply of Air Intake system & also received LOI from Tata motors for development of Urea Tank for LCV & HCV in its subsidiary “Lumax Cornaglia Auto Technologies Pvt. Limited”.

**Commenting on the results Mr. Anmol Jain, MD, Lumax Auto Technologies said** ‘Post the implementation of GST, Aftermarket business has witnessed a strong recovery in sales for the current quarter. There has been sustained growth in volumes of Bajaj Auto and the passenger vehicles segment led by Maruti Suzuki.

We expect the growth momentum to sustain on the back of the good monsoons resulting in improved rural demand & lower interest rates for vehicle financing. Our diverse product portfolio and customers will enable us to post a strong performance going forward.’

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### About Lumax Auto Technologies Limited:

Lumax Auto Technologies Ltd. through its wholly owned subsidiaries and joint ventures, has been a manufacturer of wide range of products (Lighting Module, Frame Chassis, Integrated Plastic Modules, Gear Shift Lever, Intake systems, Seat Frames, etc). We are market leaders in Design, Testing and Manufacturing Gear Shift levers in India with an overall domestic market share of approximate 70%. The Company has a robust pan-India distribution network with 13 manufacturing plants across India in all major Auto clusters.

Our key customers include Bajaj Auto, HMTI, Maruti Suzuki, Honda Cars, Toyota, Daimler, V.E Commercial Vehicles and Tata Motors. For more information about the Group and its businesses, please visit our website <http://www.lumaxautotech.com/>

### Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.


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Thanking you,

Yours faithfully,

For LUMAX AUTO TECHNOLOGIES LIMITED

  
SWAPNAL PATANE  
COMPANY SECRETARY  
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