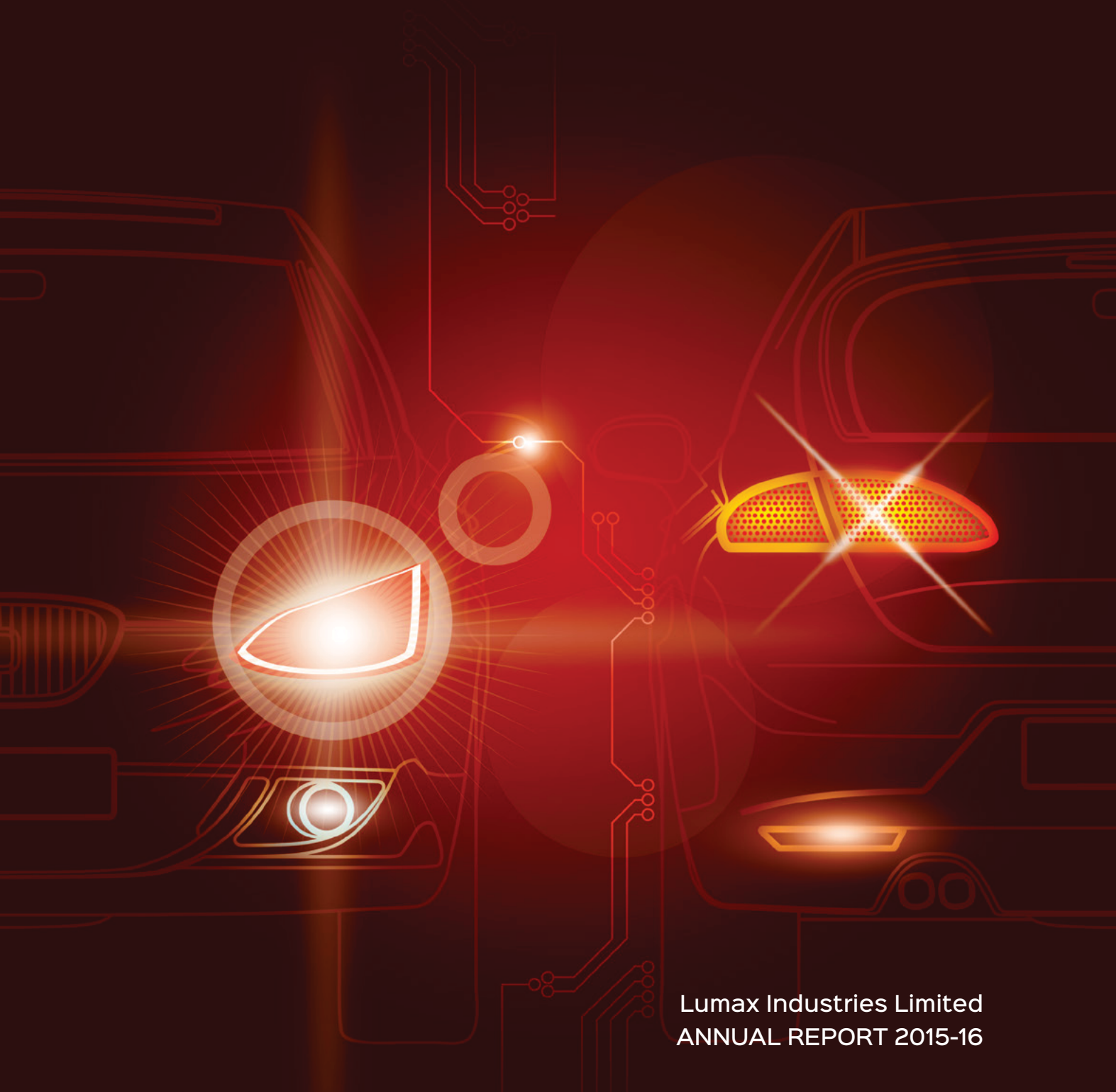


**LUMAX**



Lumax Industries Limited  
ANNUAL REPORT 2015-16

# LEADERSHIP

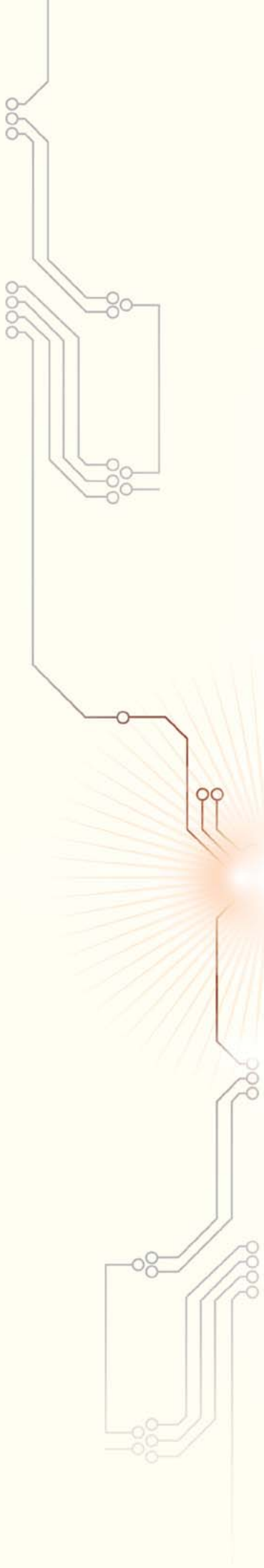
LEADING THROUGH EXCELLENCE

DISCLAIMER

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties, and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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**F**irst levels of success comes easy. It's when you strive to reach the next-level and peak of success and refuse to be the second best, then the journey becomes an uphill one. But in the decades that we have spent in the industry, we have realised that though leadership comes at a price, there can never be a substitute for it. Hence, we have innovated, done excellent work, set up a robust value system and built all the right partnerships that have helped us in our journey to the top. **And now that we are reigning the 'leaders' zone,** we can tell you for sure that all the efforts put in reaching and sustaining leadership is truly worth it!

**LEADING THROUGH  
EXCELLENCE**

# ABOUT D.K. JAIN GROUP



The Group has formulated a five-year plan Vision 2020. This plan is an important tool for the group to bring together the entire organisation and to focus as a team on a common goal. We remain confident of achieving the Vision 2020 plan of the group.

## Group companies

The D.K. Jain Group is among the market leaders in manufacturing automotive components. The Group manufactures, markets and serves its diverse customers through its 10 companies: Lumax Industries Limited, Lumax Auto Technologies Ltd, Lumax DK Auto Industries Ltd, Lumax Ancillary Limited, Lumax Cornaglia Auto Technologies Pvt. Ltd, Lumax Gill-Austem Auto Technologies Pvt. Ltd, Lumax Mannoh Allied Technologies Ltd, Lumax Tours and Travels Ltd, Lumax Energy Solutions Private Limited and Lumax Sipal Engineering Private Limited

## Robust facilities

D.K. Jain Group has 27 existing manufacturing facilities across 7 Indian states. In addition to that, it has 3 R&D centres situated in India and one design centre at Taiwan. The current employee base of the group stands at 3740 as on 31st March, 2016

## Partnering with the best

The group has developed a sustainable long-term business model by partnering with some of the global leaders in industry. The group collaborators include Stanley & Mannoh, (from Japan), Austem & SL (from South Korea), Cornaglia and Sipal S.p.A (from Italy) and Gill Group (from the USA). Technology and knowledge sharing from them has complemented the D.K. Jain Group to expand its operations and customer base and gain market leadership.


## Strong customer base

The products manufactured by the group are used in vehicles manufactured by leading automakers across the world. The global brands that the group works with comprises of renowned


names such as Audi, Jaguar, Land Rover, Nissan and many more. Its domestic client portfolio comprises of names like Bajaj, Ford, Hero, Honda, Mahindra, Maruti Suzuki and Tata Motors among others. Through its dedication and innovative approach, the Group has been able to establish itself as a preferred supplier.


## Diversified product basket


The Group's portfolio comprises of technologically advanced and high-quality products ranging from automotive lighting, motorcycle chassis, moulded parts, exhaust / emission parts, seating mechanism and frames to parking brakes, gear shifters and many more. Operations of the D.K. Jain Group are divided into six product domains and they are:

 *Electrical and Electronics*

 *Metallic*

 *Emission*

 *Body & Trim*

 *Polymer & Paint*

 *Retail*

01

Design  
centre in  
Taiwan

03

R&D centre  
in India

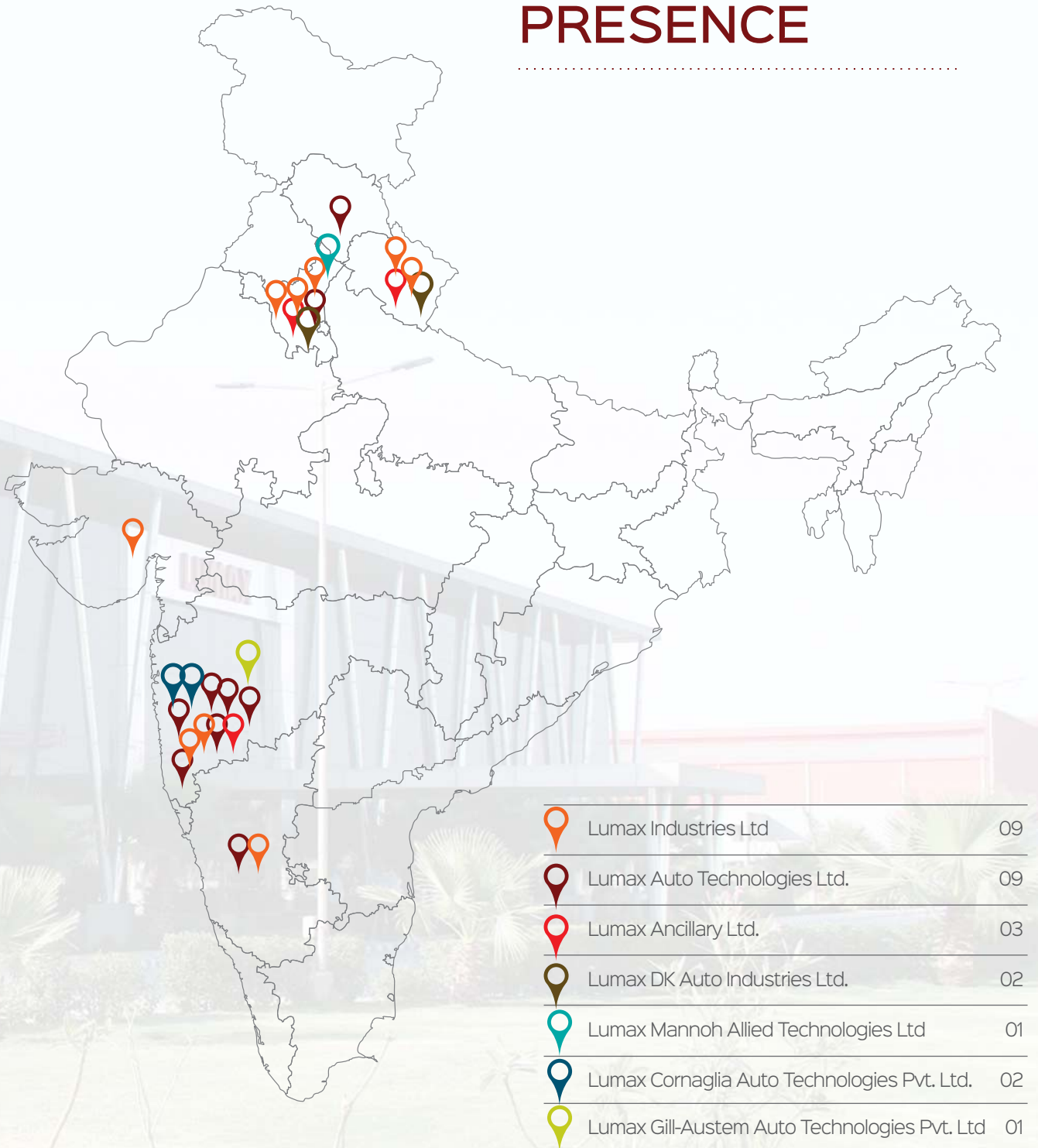
06

Number  
of Joint  
Ventures

06

Number  
of product  
domains

## OUR PRESENCE



**07**

Number of  
states present  
across India

**10**

Number of  
companies in  
the Group

**27**

Number of existing  
manufacturing  
facilities

**70+**

Years of  
business  
operations

**25**

**years**  
Of after-  
market  
service

# ABOUT LUMAX INDUSTRIES LIMITED



**Lumax Industries Limited today is present in India for more than 70 years**

since its inception. Having started as a trading concern in 1945, the Company has today evolved into a leading automotive component giant. Headquartered in Gurgaon, Haryana, the Company is engaged in the production and delivery of high class automotive lighting solutions, with business operations present across four, two-wheeler and farm equipment segments. In terms of market share, Lumax continues to be a leader and the most preferred brand of the OEMs in India.

**Luminosity Maxima**

**Our** product portfolio comprises of wide array of complete Automobile lighting systems and solutions. The portfolio includes stellar quality tail lamps and head lamps, sundry and auxiliary lamps, and all other products related to lighting accessories.

**Strong collaboration**

**The** Company's collaboration with the Japanese Auto Lighting manufacturer Stanley Electric Co. Ltd. for more than three decades is a testimony to the corporate ethos that the Company possesses. This partnership has helped Lumax not only develop pioneering products in India, but has also helped enhance brand visibility among the global OEMs in India.

**09**

Ultra-modern manufacturing facilities

**32 years**

Of collaboration with Stanley

**06**

Number of states present across India



#### Excellent manufacturing facilities

**Lumax** Industries has 9 ultra-modern manufacturing facilities across India. These manufacturing facilities are located at Dharuhera, Gurgaon and Bawal, Haryana, two plants at Pune, Maharashtra, two plants at Pantnagar and Haridwar, Uttarakhand, one in Sanand, Gujarat and the one at Bidadi in Karnataka.

#### Certifies as the best

**The** DNV, NORWAY has certified the plants in Gurgaon and Dharuhera with ISO/TS 16949:2009 gradation. In 2015, the company's Pantnagar plant was awarded with JIPM-TPM Award for excellence in Category 'A'. As a whole, Lumax Industries Limited has been granted ISO/TS-16949 and ISO-14001 certification.

# 2241

TOTAL NUMBER OF  
EMPLOYEES AS ON 31ST  
MARCH, 2016

.....  
In 2015, the company's Pantnagar plant was awarded with JIPM-TPM Award for excellence in Category 'A'  
.....

# 03

Strong in-house design capability

# 35

Average age of employees

# 18

Number of countries our products are exported

## Vision

To be a sustainable, respected & profitable brand with a global presence, that continues to enhance stakeholder value and exceed customer expectations as the preferred supplier

## Mission

To be a Lean, Profitable, Diversified and Learning Organisation that is highly responsive, energetic and innovative by involving people as partners and attaining highest levels of quality, excellence and technology across our domains

## Core Purpose

To create a happy, safe, participative, proud & admirable place to work that inspires individuals to consistently deliver total customer satisfaction

## Value System

# VELOCITY

At D.K. Jain Group, we are bound strongly by our values. In fact, we operate following our own system of values and in one word, our value system is termed as 'VELOCITY'.

# V

Values

# E

Excellence delivered by passion

# L

Leadership Development & continuous training of our people

# O

Openness & transparency to nurture everlasting partnerships

## Core team members



# C

Commitment  
& dedication  
towards society

# I

Integrity & trust  
to always do the  
right thing

# T

Teamwork through  
mutual respect  
of all

# Y

Y factor- Giving  
back to society and  
community

**1945**

A trading concern was established by Late Mr. S.C. Jain  
.....

**1956-66**

A dedicated unit for automotive light equipment manufacturing was set up  
.....

**1975**

Set up a manufacturing unit for automotive filters  
.....

**1977-79**

Commercial production begins at unit in Faridabad, Haryana and Pune, Maharashtra  
.....

**1995**

TUV Germany certified the Gurgaon Unit of the company as an ISO-9002 facility  
.....

# MILE

**1998**

DNV Netherlands certified QS-9000 certification to the unit at Gurgaon  
.....

Lumax's unit at Dharuhera sees first production  
.....

**1999**

Dharuhera unit is provided with QS-9000 certification by the DNV Netherlands  
.....

**2003**

DNV, USA certifies the Gurgaon and Dharuhera plants with ISO/TS 16949:2002 accreditation  
.....

**2004**

ISO 14001 Certification for Gurgaon, Dharuhera and Chennai Plants by DNV. De-merger-Core Lighting Technology  
.....

**2005**

Manufacturing unit near Pune (Chakan) started functioning  
.....