

LUMAX INDUSTRIES LIMITED

Annual Report 2016-17

PASSION
TO EXCEL

LUMAX



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In this annual report, we have disclosed forward looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements, written and oral, that we periodically make contain forward looking statements that set out anticipated performance/results based on the management's plan and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'project', '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 realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and realization of assumptions. Should known or unknown risks or uncertainties materialise or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.

AT LUMAX INDUSTRIES LIMITED,
WE ARE DRIVEN BY THE
PASSION TO EXCEL.

THIS INSPIRES OUR EVERY
ACTION AND IS BEHIND OUR
EVERY ACCOMPLISHMENT.

Aesthetics, driving experience and safety performance are being redefined in the automotive industry. Vehicle lighting, an important aspect of every automobile - be it a two, three or a four-wheeler, is steadily witnessing a change from conventional lighting to LED lighting - a safer, stylish and sustainable lighting solution. Lumax is aligned to this change and through our excellent technological and manufacturing capabilities, which enable us to deliver end-to-end solutions; we are confident about making the most of these opportunities.

Our passion to excel is founded on inherent strengths – successful collaboration with our global partners, readiness to embrace new technology, sustained investments in capacity expansion and technology augmentation, staying lean and fit by continually improving operations and continued stable relationships with our suppliers and customers. Our capabilities and determination to excel will enable us to make new inroads in the products we offer and the customers we serve.

The automotive industry is at the forefront of technological growth and innovation and we are excited and energised about where we are headed, driven by this passion to excel.



ABOUT US



Core Management Team

GROUP SNAPSHOT

The D.K. Jain Group is the market leader in manufacturing automotive components. Steered by an industry leading experience of almost seven decades and by staying at the forefront of technology and innovation; the Group through its twelve entities caters to diverse and reputed customers across the world. The Group operations are located at 26 manufacturing facilities across seven Indian states. In addition, it has three research & development (R&D) centres situated in India and one design centre at Taiwan. Raising the bar of performance at the Group are its 7,000+ people always working as a team to deliver the highest standards.

CORPORATE SNAPSHOT

Lumax Industries Limited (the 'Company') is engaged in the production and delivery of high-class end-to-end automotive lighting solutions. From a humble beginning as a trading concern in 1945, the Company has today, evolved into a pioneering and leading automotive lighting giant. The Company's business operations span across four-wheeler, two-wheeler and farm equipment segments for leading OEMs (Original Equipment Manufacturer). By remaining steadfast to the path of collaboration, innovation and excellence, the Company has emerged as the most preferred supplier for OEMs in India, accounting for over 60% market share in the Indian automobile lighting business.

COLLABORATIONS

Our passion to excel inspired us to collaborate with the best. We are proud of our more than three-decade-long partnership with Stanley Electric Co., Ltd., Japan – a world leader in vehicle lighting and illumination products for automobiles. Our collaboration with SL Corporation, Korea – a globally recognised company for automotive parts spans two decades for our associate company SL Lumax. Leveraging their technical expertise and financial strength and driven by our shared passion for advanced lighting solutions, we have been able to consistently deliver superior products for global OEMs.

OUR BUSINESS IN NUMBERS

70+

Years of proven track record

33

Years of collaboration with Stanley, Japan

10

Ultra-modern manufacturing facilities

2

R&D centres

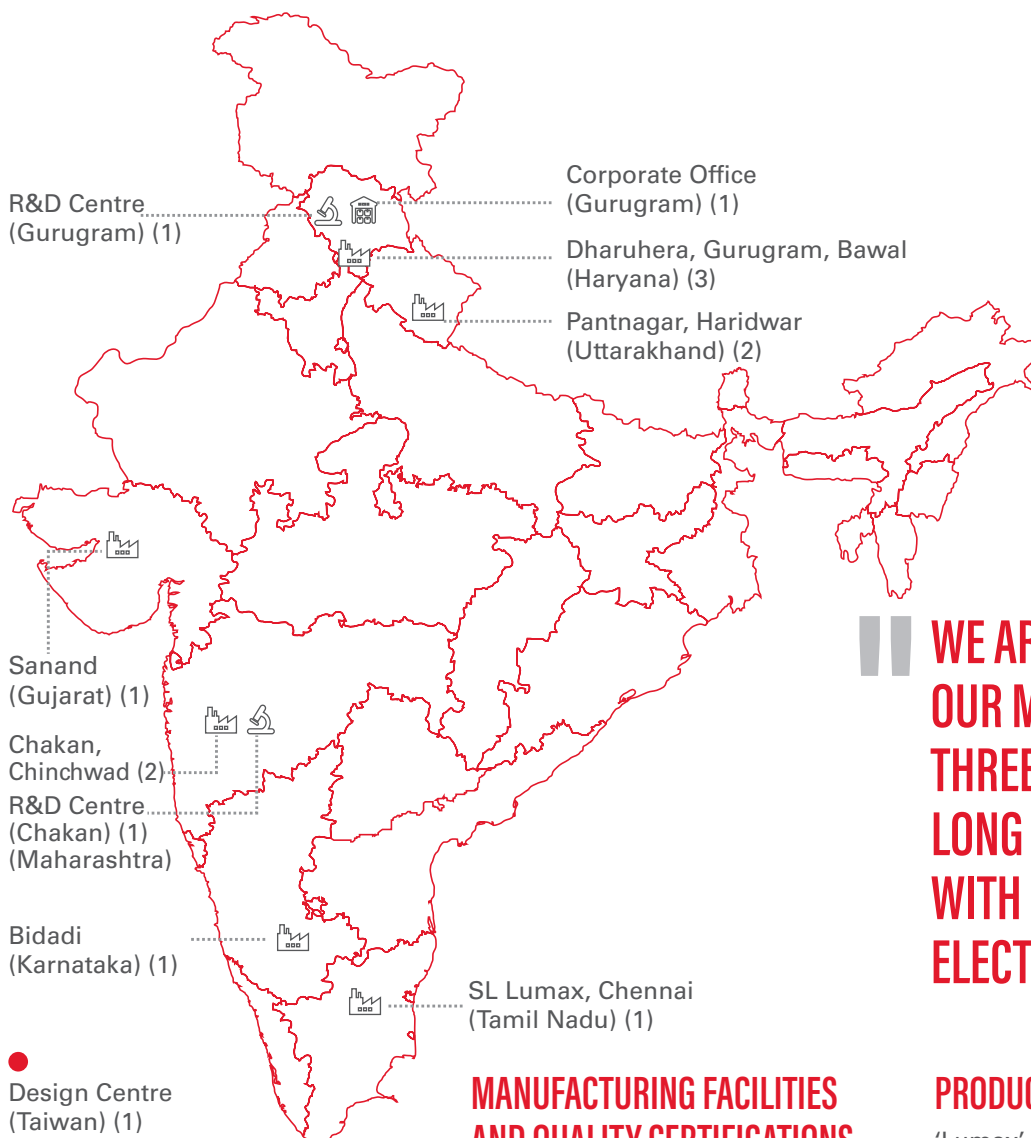
1

Design centre in Taiwan

2292

Employees

GEOGRAPHICAL PRESENCE



Note: Map not to scale

**WE ARE PROUD OF
OUR MORE THAN
THREE-DECADE-
LONG PARTNERSHIP
WITH STANLEY
ELECTRIC CO., LTD.**

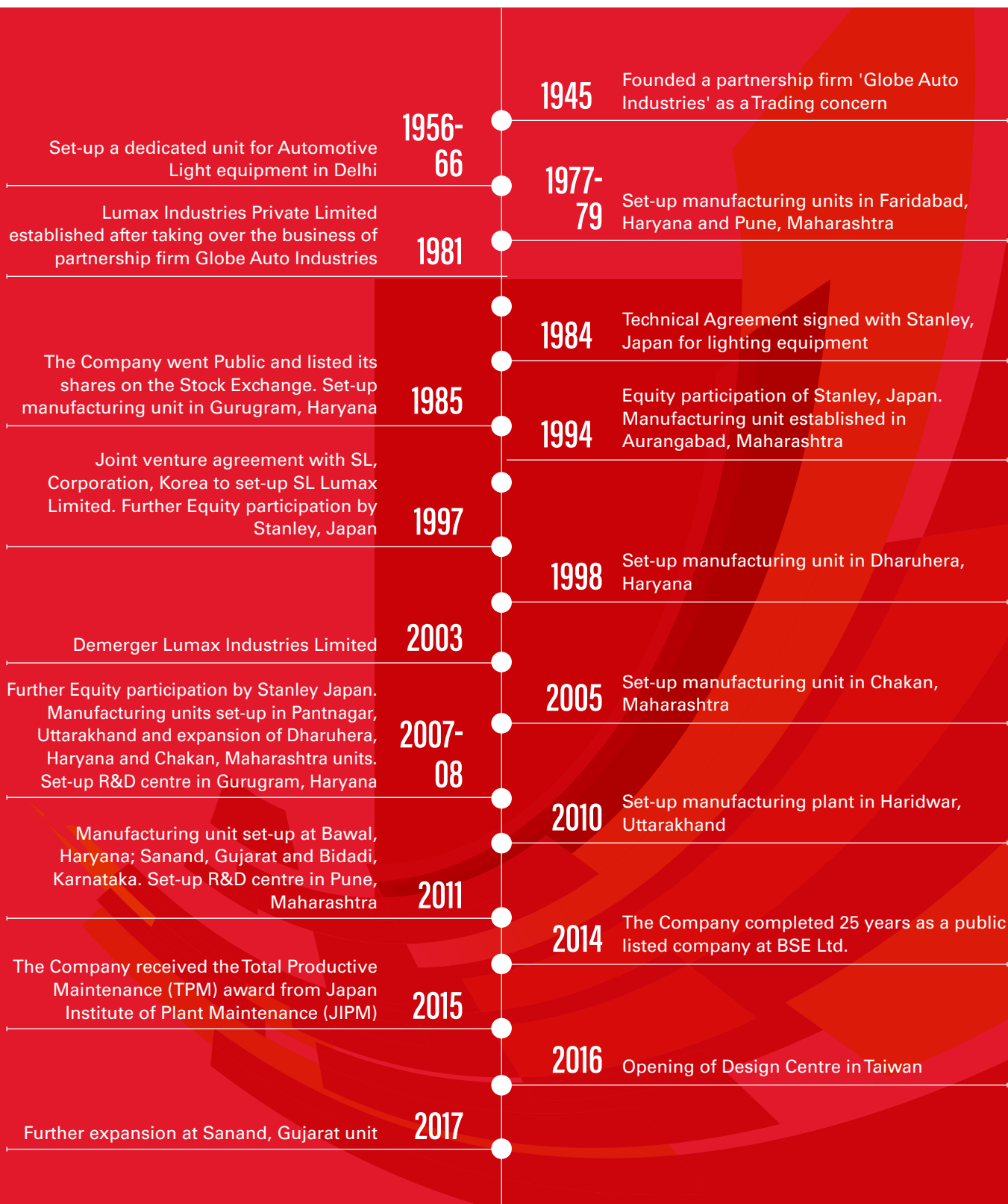
MANUFACTURING FACILITIES AND QUALITY CERTIFICATIONS

Our ability to excel is powered by our nine state-of-the-art manufacturing facilities located across the country. All the facilities comply with the Quality Management Standard: ISO/TS 16949:2009 as well as to the Environmental Management System standard: ISO 14001:2004.

PRODUCT PORTFOLIO

'Lumax' stands for Luminosity Maxima. Embodying this attribute, the products of the Company take automotive lighting to an entirely new level, meeting the customer requirements in today's highly competitive business environment. The Company's product portfolio comprises a wide array of complete automobile lighting systems and solutions and includes stellar quality Headlamps, Rear lamps, Sundry and Auxiliary lamps for four wheelers, two wheelers, trucks, buses, earthmovers, tractors and a variety of diverse applications.

OUR JOURNEY



CUSTOMER PORTFOLIO

TWO-WHEELER



FOUR-WHEELER



COMMERCIAL VEHICLE



EXPORTS



TRACTOR/FES



BUSINESS MODEL



PASSION TO EXCEL AT MEETING CUSTOMERS' NEEDS

At the heart of our business model is the constant endeavour of meeting customers' needs. Starting from understanding their specific requirements to manufacturing world-class products through advanced processes and robust supply chain, we believe that we can create sustainable business value, only when we create enhanced value for our customers.



UNDERSTANDING CUSTOMERS' NEEDS

A deep understanding of our customer's specifications and the ability to design and engineer products to meet these specific needs is a non-negotiable attribute for success in our business. Guided by our deep domain expertise and experience of over 70 years, we are able to deliver the right products to global OEMs for their vehicles.



INVEST IN PRODUCT DEVELOPMENT

Unerring commitment to product development - both of the existing range and of new products - is crucial as a supplier to the automotive industry, which is always driving new designs and technology. Supported by our two in-house R&D centres and one overseas design centre in Taiwan, we are ahead of the curve in developing the perfect automotive lighting solution. Our investments in new product development, R&D, enables us to stay at the forefront of technology and develop products that meet our customers' evolving needs.



STRONG SUPPLY CHAIN

Ensuring an efficient and reliable supply chain is critical to providing the levels of quality and service our customers expect. Keeping this in perspective, we have laid strong emphasis in selecting the right suppliers for our raw material procurement. Not only does this ensure uninterrupted supply of quality inputs but also ensures a smoother ride through lower operational costs and risk, and most importantly increases our speed to market.



LEVERAGING TECHNOLOGY

To stay relevant and demonstrate efficiencies in business operations, embracing technology is undisputable, especially when serving the ever-evolving automobile industry. We recognised that long before, when almost three decades ago we entered into a Technical Assistance Agreement with Stanley Electric Co. Ltd., Japan, a world leader in vehicle lighting and illumination products for automobiles. Today, through this collaboration and by embedding cutting-edge technical solutions at our facilities, we are pioneers in bringing advanced automotive lighting solutions to the market.



STATE-OF-THE-ART MANUFACTURING

We are continually investing in our capabilities and capacities to improve our manufacturing performance for our customers. Our ten state-of-the-art manufacturing facilities located across six states in India are in compliance with internationally recognised benchmarks. These facilities are well-equipped with latest international machinery and equipment for testing (with the latest engineering software) and simulation facilities, enabling us to deliver on our promise of quality products.



STRONG CUSTOMER RELATIONS

In a business like ours, there is an imperative need to keep abreast of customer feedback, new technologies, new trends, etc. Through well-defined processes which regularly evaluate customer expectations, response and satisfaction for our products, we are able to develop strong relations with our customers. This high degree of customer understanding enables us to foster long-term relationship and provide access to new customers. Our reduced response time through process efficiency is another vital reason why we are able to maintain our competitive edge in this dynamic industry.

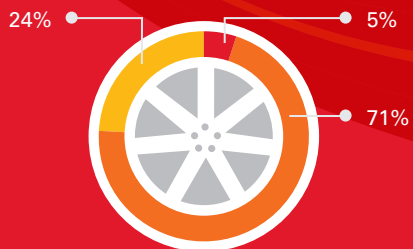
WHEN PASSION TO EXCEL MEETS PERFORMANCE

PRODUCT-WISE SALES FINANCIAL YEAR 2016-17 (₹ 1,299 Crores)



Front Lighting Rear Lighting Others

SEGMENT-WISE SALES FINANCIAL YEAR 2016-17 (₹ 1,299 Crores)



Passenger Vehicles Commercial Vehicles 2-Wheelers

