



4Sight

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Investor information

Market Capitalisation	: ₹ 1700 Cr
as at 31 March 2019	
CIN	: L74899DL1981PLC012804
BSE Code	: 517206
NSE Symbol	: LUMAXIND
Bloomberg Code	: LUMX:Natl India
Dividend Declared	: ₹ 35/- per share
AGM Date	: 23 August 2019
AGM Venue	: Air Force Auditorium, Subroto Park New Delhi-110010

Disclaimer

This document contains statements about expected future events and financials of Lumax Industries Limited which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management's Discussion and Analysis of this Annual Report.

Please find our online version at [<https://www.lumaxworld.in/lumaxindustries/annual-report.html>]

Or simply scan to download



Business is about identifying a gap that can be filled with a possibility - something which is not, but can be. It is about building an appropriate strategy using insights and turning them into a reality, a need.

Simply put, business is looking into the future, it is a foresight.

For years, Lumax has directed its energies in creating an environment that allows technology to flourish and employees to thrive. Our value system is based on our vision to think beyond the present. And technology is what helps us take this vision beyond. We look at technology as a capacity to foresee what lies ahead. It gives us foresight. But it does not just end there. There is a difference between knowing what will be needed and providing the same. This is where the 4 pillars of our business come into practice. Technology, Innovation, Collaboration and Customers – together these 4 pillars help make our foresight a reality. Hence becoming our '4sight'.

Today, our 4sight is what we are known and recognised for in the Indian automotive lighting space. To us, 4sight is more than what meets the eye. It is a dimension of our identity and it would only be fitting to say that.

4Sight is POSSIBILITY.

4Sight is INNOVATION.

4Sight is STRATEGY.

4Sight is FUTURE.

**₹ 1,851
Crore**

*Revenue in
2018-19*

**₹ 179
Crore**

EBITDA in 2018-19

**₹ 107
Crore**

PAT in 2018-19

21%*

*RoE as on
31 March 2019*

32%

*RoCE as on
31 March 2019*

₹ 115

*EPS as on
31 March 2019*

EBITDA: Earnings before interest, tax, depreciation and amortisation | PAT: Profit after tax | EPS: Earnings per share

RoE: Return on equity | RoCE: Return on capital employed

* Excluding exceptional items

Leaders in Automotive Lighting and Gear Shifters

The DK Jain Group is one of the pioneers and leading business houses of the automotive industry.

The DK Jain Group commenced operations in the year 1945 with the establishment of Globe Auto. Late Mr S. C. Jain, the Group's true visionary, was the man behind this beginning and starting of a trading firm. Over the years, the Group has grown from strength to strength.

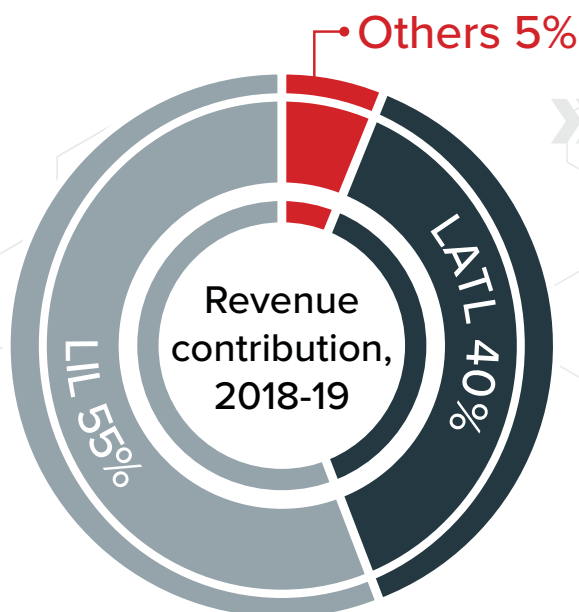
After the successful establishment of Globe Auto, Lumax was incorporated, the flagship brand of the DK Jain Group of Companies.

Today, the DK Jain Group enjoys a remarkable half-a-century old history that has witnessed path-breaking innovations, leading technology and a well-sustained manufacturing and market

leadership through the years.

The Group is a complete solution provider and a global player in the automotive components space, comprising two listed entities viz-a-viz Lumax Industries Limited (LIL) and Lumax Auto Technologies Limited (LATL).

The DK Jain Group takes the centre stage as a market leader in automotive lighting and gear shifters in India. It also enjoys over 3 decades of well-established relations with the Stanley Electric Co. Ltd., Japan. It also boasts of many other successful joint ventures and technical partnership with reputed global companies across the world.





7

DECADES OF EXPERIENCE

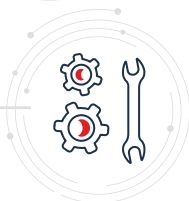

9

PARTNERSHIPS


4

R&D CENTRES


1

**STATE-OF-THE-ART DESIGN
CENTRE AT TAIWAN**


29

MANUFACTURING FACILITIES


Presence
across

8

INDIAN STATES


9,000+

EMPLOYEES

Note: All the above data is as on 31 March 2019

TPM Milestones over the years

LIL Pantnagar
JIPM TPM Excellence
Award Category - A -
2014, received in 2015

LATL Chakan
JIPM TPM Excellence
Award Category - B -
2016, received in 2017

LIL Pantnagar
JIPM Award for Excellence in
Consistent TPM Commitment
- 2018, received in 2019

LDK Pantnagar
JIPM TPM Excellence
Award Category - A -
2012, received in 2013

LDK Pantnagar
JIPM Award for
Excellence in Consistent
TPM Commitment - 2015,
received in 2016

LIL Bawal
JIPM TPM Excellence
Award Category - A -
2017, received in 2018

LIL Bengaluru
JIPM TPM Excellence
Award Category - A -
2018, received in 2019

About Lumax Industries Limited

Market leader and ace solution provider of automobile lighting in the Indian automotive industry

Lumax Industries Limited is the flagship company of the DK Jain Group. Through the years, the Company has gradually evolved from being a trading firm to a leading company today in the automotive industry. Equipped with the latest and best-in-class technology and expertise to manufacture world-class products, the Company is on course towards capitalising opportunities of the near future.

Lumax has enjoyed a significant presence in the Automotive Industry for over 7 decades. The Company is one of the leading manufacturer of automotive lighting for the OEMs. Its impressive and unmatched product range right from 2-wheeler to 3-wheeler and from 4-wheeler to commercial vehicles, make the Company an established automotive lighting player in the domestic market.

Lumax offers an array of automobile lighting systems and solutions,

comprising complete lighting solutions for front and rear (head lamps and tail lamps), sundry and auxiliary lamps and other related products and accessories for 4-wheelers, 2/3-wheelers, trucks, buses, tractors - farm equipment and for various other diverse applications.

Keeping technology at the frontier of knowledge, Lumax stands tall on its technical collaboration with Stanley, Japan. This enables the Company to lead in all aspects while also foreseeing the future. With the focus on the automotive industry's changing market dynamics, Lumax is now equipping itself to adopt a multi-pronged approach to address this same growing need. The Company strives and continuously works towards improving manufacturing processes with emphasis on products from the future while being constantly updated on technological frontier.



Our Group Purpose

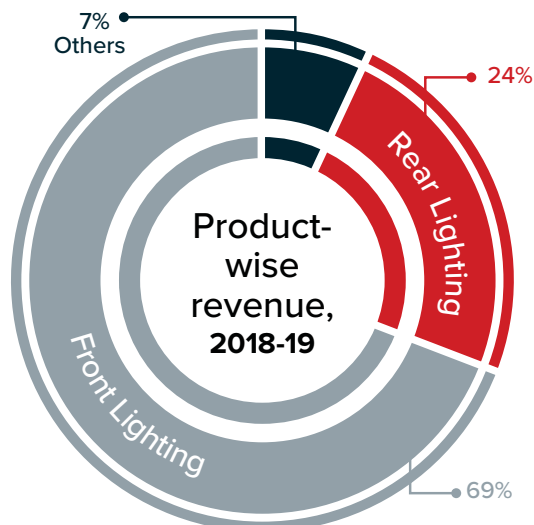
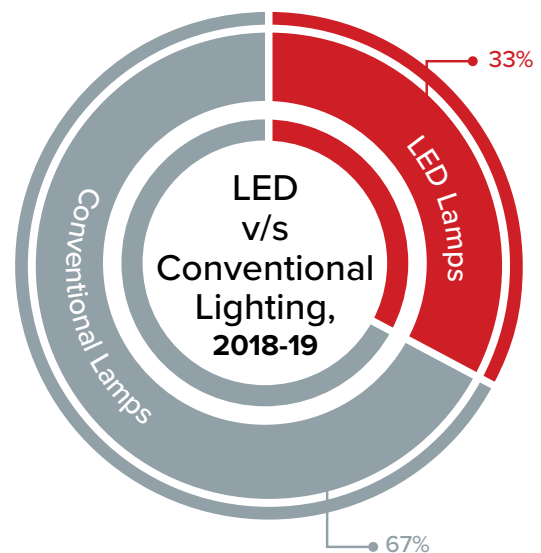
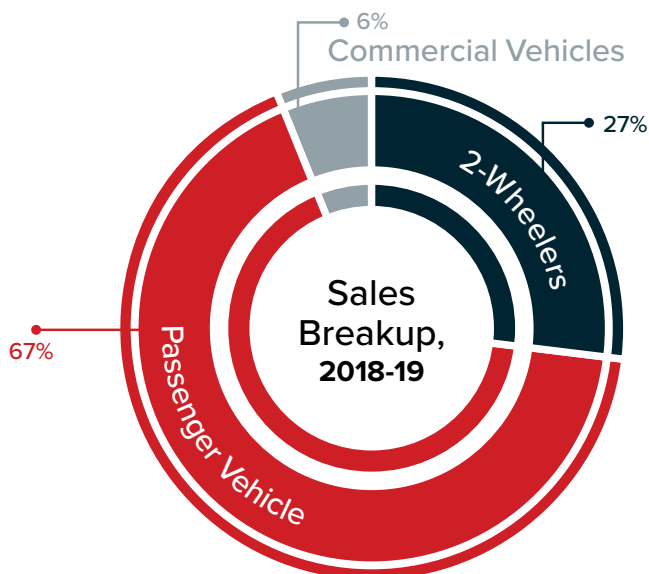
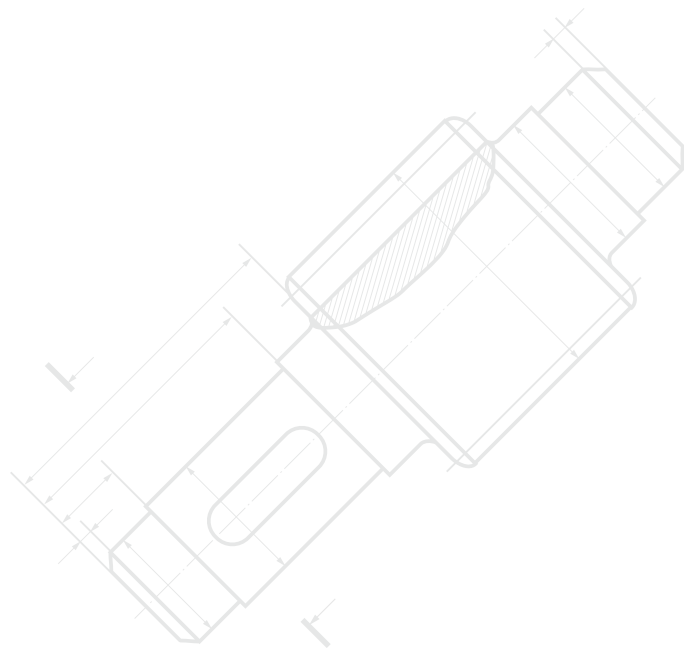
We deliver pride and progress with positivity

Our Vision

Building an admired, high-performance global organisation in whom all stakeholders have absolute trust.

Our Values

*Respect
Integrity
Passion
Excellence*



Front Lighting: Head Lamp & Fog Lamp

Rear Lighting: Tail Lamp & High Mount Stop Tail Lamp

Others: Auxiliary Lamps, Indicators

Note: All the above data are as on 31 March 2019

Value creation capitals

Lumax operates in a highly dynamic business environment that is constantly required to adapt to the fast-changing technological advancements in the domestic and international market. The Company's vision is to align its business activities so as to realise the market potential by offering value-added products. Over the years, Lumax has

been gradually developing its strengths in lighting domain with special attention and efforts in the area of innovation and technology. Together, the Company's technological expertise, backed by its strong R&D and a customer-centric approach has well translated into market leadership, creating value for the clients as well as the Company. Given below is our comprehensive value creation model through our six important capitals.

INPUT

Financial capital

- ₹ 94 Cr Capex
- 0.01 Debt: Equity

Manufacturing capital

- 10 Production facilities

Intellectual capital

- ₹ 43 Cr R&D spend
- 1 Technical collaboration

Human capital

- 9,202 Training hours
- 488 New employees hired

Natural capital

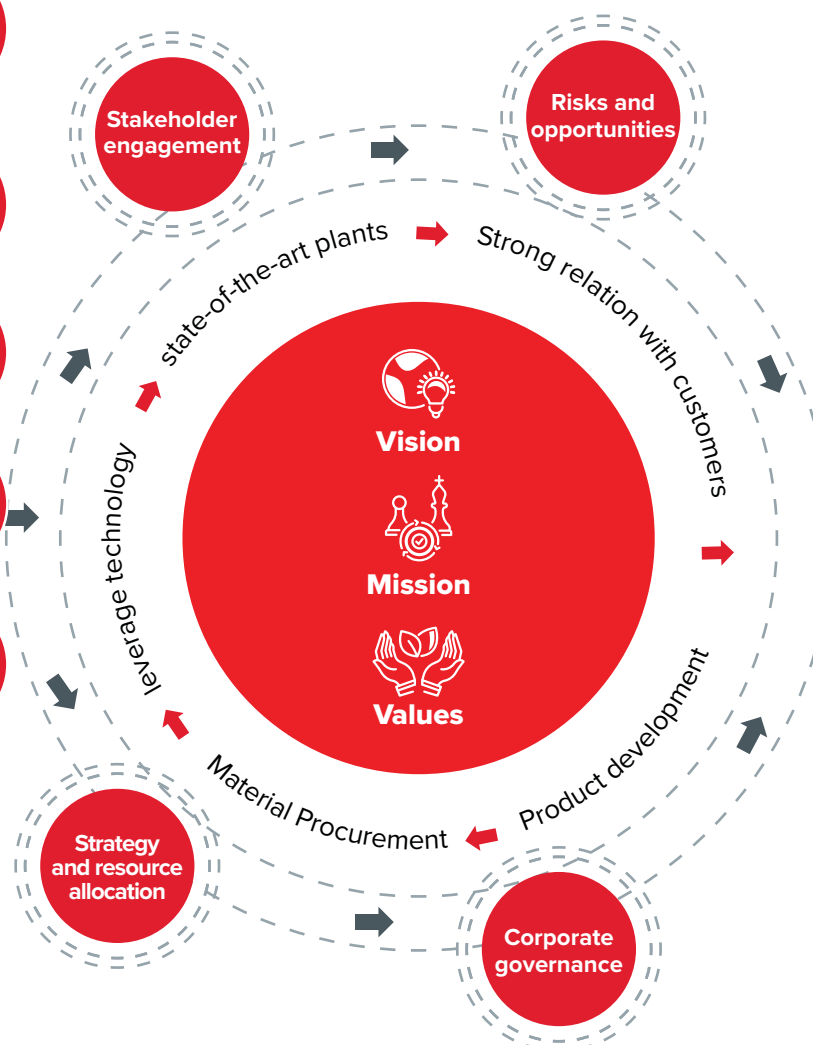
- 74217279 kWh Energy consumption

Social relationship capital

- Key stakeholders
- Government and Regulatory bodies
- Vendors
- Customers
- Investors
- Communities
- Education & Health

Process

Business activities and processes





OUTPUT

Financial capital

- ₹ 1,851 Cr Sales, up 12%
- EBITDA, up 9.7%

Manufacturing capital

- 4,80,54,161 Lamps manufactured
- 3 TPM Facilities

Intellectual capital

- 3 Design Registration

Human capital

- 4893 Total employees
- 7% Women employees
- 12 Years of average experience
- 45 Designed workshops
- 864 Safety training hours

Natural capital

- 6,212 tons reduction in carbon emissions

Social relationship capital

- ₹ 128 Cr contribution to exchequers by way of taxes etc.
- 293 Vendors
- 32 customers
- 466 Cataract surgeries conducted
- Career counselling to 2200 students
- 200 Students integrated in school

OUTCOME

Financial capital

- Debt reduction and low-dependency on loans
- In-house capex funding

Manufacturing capital

- Increase in revenue base due to capacity expansion
- Concreting and reinforcing customer relations
- Efficient supply chain management resulting in low logistics cost
- Improved market share

Intellectual capital

- Steady presence at the forefront of cutting-edge technological solutions in the automotive lighting systems while strengthening position as market leaders
- Improved operational efficiencies through streamlined processes

Human capital

- Low attrition rate
- Low operational accidents
- Improved quality and productivity
- Optimal use of human resource
- Alignment of organisational policies and practices to national legislation and best practice standards
- Improvement in communications

Natural capital

- 910273 kWh Energy saving

Social relationship capital

- Uplifted communities in operational areas
- Understanding environmental impact
- Strong governance and transparency
- 25 years+ Average relationship with key customers
- 10 years+ Average relationship with vendors
- Strong investor confidence
- Top 6 customers contributing 80% revenue

Our journey through milestones

