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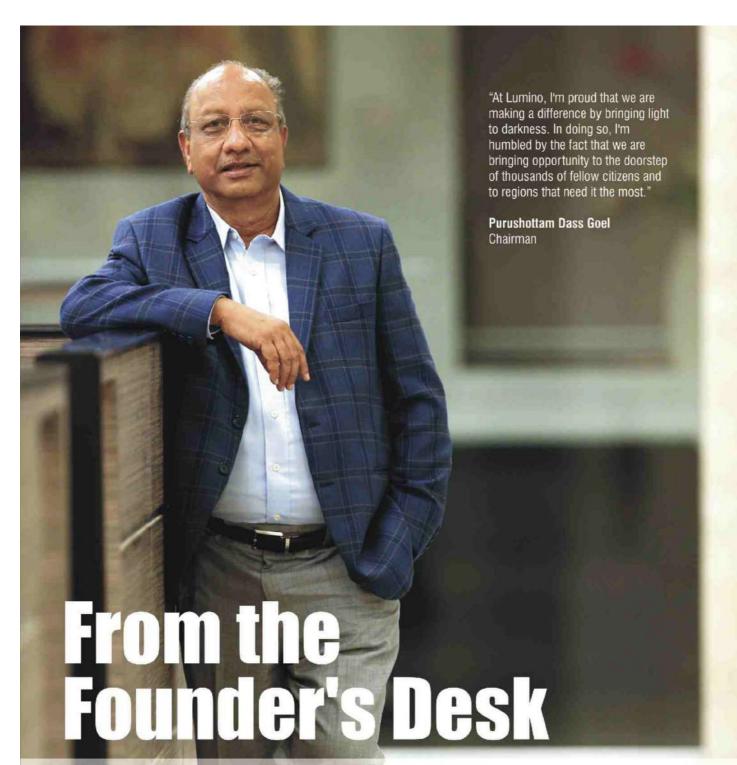
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Established in 1989 Lumino Industries Limited is one of India's few integrated power infrastructure companies, broadly structured into two different business verticals that comprise the Manufacturing Division and the Engineering Procurement Construction (EPC) Division.

The Company enjoys the distinction of manufacturing and supplying various types of overhead transmission line conductors and AB cables which has enabled to receive appreciation from both National and International customers.

Powered by the confidence of superior-quality products, rich technical know-how and scalable production capacities, Lumino ventured into the Engineering Procurement Construction (EPC) power distribution sector and has emerged as a frontline player in last-mile electricity distribution that is crucial for sustainable economic development.





Dear friends,

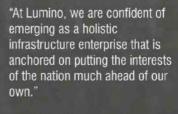
"We started Lumino as a small trading house in Ezra Street, the electrical hub of Kolkata. With the unwavering philosophy of putting the customer at the center of everything we do, we steadily progressed and soon diversified into manufacturing conductors and cables and venturing into the EPC business for transmission projects.

Today, Lumino has emerged as one of the largest manufacturers of conductors and cables and a force to reckon within the EPC contracting business with hundreds of dedicated employees and strong managerial bandwidth.

We dream bigger by aligning our purpose with the ambitious governmental emphasis of providing power for all.

We welcome you to be a part of our journey, which is really the journey of making a meaningful contribution to the economic growth and development of the nation."

Purushottam Dass Goel is a first-generation entrepreneur who laid the foundations of Lumino Industries Ltd. As a people-oriented person, he has greatly emphasized the importance of human resources in the business and has been instrumental in instilling in every employee the Company's core guiding principles of Reliability, Sincerity and Commitment.



Devendra Goel Managing Director

Managing Director's Overview

Welcome to Lumino!

"Lumino has today emerged as a well-established brand in aluminium conductors with a large customer base being supplied with quality products and cutting-edge solutions. I'm proud that we have been engaged in the electrification of over Seven thousand villages, providing connections to Five lacs BPL households across rural India.

Today, drawing from the achievements of our past, we are forging ahead to transform ourselves into a holistic infrastructure player engaged in the construction and development of transmission lines, sub-stations, solar power projects, roads and highways, etc. Importantly, we are building an enduring institution that is anchored on values, governance, excellence and meritocracy."

Devendra Goel has been instrumental in the growth of Lumino and under his leadership, the Company has been able to bag and execute prestigious turnkey projects. Spearheading marketing, finance and administration, he is responsible for increasing operational efficiency and enhancing the Company's turnover and profitability.

LUMINOITES

Our human resources



We consider our people to be our most important asseuair 'One Company, One Team' philosophy is an extension of this belief and helps nurture team morale, while ensuring that our employees are engaged, motivated and loyal. It also helps reinforce synergies among the various organisational disciplines, thereby ensuring prompt customer service. Under the able guidance of our Founder-cum-Chairman, Mr Purushottam Dass Gael, and led by the dynamic leadership of the young Managing Director, Mr. Devendra Goel, 'Team Lumina' is infused with the 'Can do' spirit with a drive for excellence that has come to represent the basis of our continuous commitment to anticipate and rise to the ever-challenging requirements of both national as well as international customers.

PASSIONATE | DEDICATED | DRIVEN | COMMITTED



The team comprises of well-qualified engineers and other technical professionals, experienced finance and administrative personnel and competent workers and office staff who together are mandated with the task of ensuring that product and service quality is consistently maintained and aligned with national as well as international standards and requirements. With a strong human resource orientation, the Company organizes training and self-development programs on an ongoing basis, encouraging innovative thinking and out-of-the-box ideas from employees. The Company also encourages all team members to continually sharpen their knowledge and skills, thereby providing opportunities forfast-tracking their careers. Lumino's 1000+ workforce adheres to corporate values and management policies and remains committed towards ensuring timely production, superior product quality and efficient levels of service in achieving customer satisfaction and delight, thereby opening up the prospect of repeat orders.



At Lumino Industries Limited, we are inspired by our purpose of relentlessly working towards achieving national electrification, aligned with the government's clarion call of providing power for all.

Lumino's work domain can be broadly classified into Manufacturing Division and the other being EPC Division.

Lumino is engaged in the manufacture of Aluminium Conductors, Aerial Bunched Cables and various types of Power Cables and has an international footprint by exporting their products to several countries around the world. It has established itself as a major supplier of conductors and cables, catering to the needs of various state electricity boards (SEBs), power utilities, turnkey contractors and other private sector industries.

The Company also plays a vital role in the execution of Engineering Procurement Construction (EPC) projects. It undertakes turnkey projects in power distribution / transmission assignments, including design and reconnaissance survey, right up to testing and final commissioning.



Quality is not an act, It is a habit

Lumino firmly believes that quality is not an act but a habit that has become an intrinsic part of their work culture.

Stringent quality control checks exist at every stage – right from raw material procurement through to the various manufacturing stages and finally up to the end product. These checks are carried out by well-qualified technical personnel to ensure that product quality is consistently maintained and aligned with national as well as international standards.

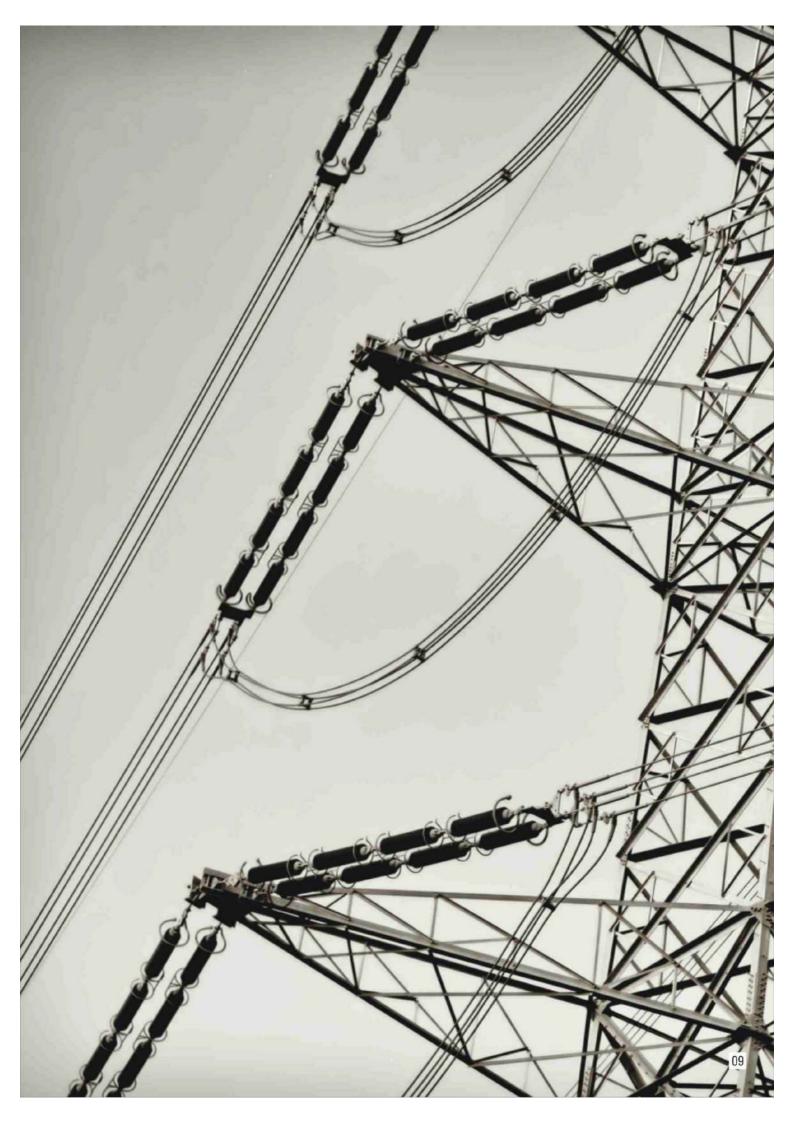
Lumino reaffirms its focus on continual improvement in customercentricity by providing the best-rated products and services that surpass the expectations of the customers in terms of value, quality, relevance, promptness and reliability.

The quality management policy is an integral part of their work ethics and is regularly reviewed and communicated to all those who work for and on behalf of the Company, emerging as an ongoing focus to continually strengthen their product propositions.



- Large and state-of-the-art manufacturing capacities located in Howrah, West Bengal enable us to meet demand and supply cycles efficiently
- Expansive product portfolio, including various types of Overhead Aluminium Conductors, Al59, High Tension Low Sag (HTLS) Conductors, Aerial Bunched Cables and various types of Power Cables etc. have ensured technical compliance and customer satisfaction
- Entrenched presence in the manufacture of electrical conductors and cables with strong process knowledge
- Continual emphasis on new product development and technical collaborations
- Expert technical and design teams that enable the development of conductors and other products as per demanding customer requirements
- Products approved by all major power boards and power utilities, thereby providing seamless distribution access
- Robust turnkey EPC contract execution capabilities with cost discipline and timeline adherence
- Strong R&D capabilities supports our endeavour towards new innovation
- Commitment to timely production, unmatched product quality standards and efficient services
- 1000 + workforce with a performance-oriented and meritocratic culture
- Emphasis on 100% customer satisfaction, also reinforced through the issue of performance certificates

Tech-driven | Growth-focused | People-centric | Customer-led

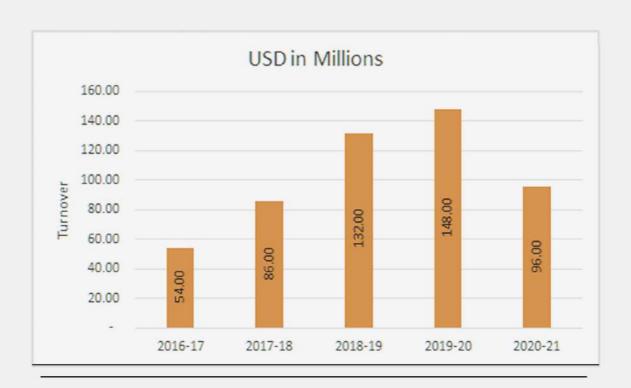


Key Financials

Lumino is one of the fastest-growing companies in its space in Eastern India with a robust revenue (standalone) growth of more than 72% over the past two years ending 2019-20.

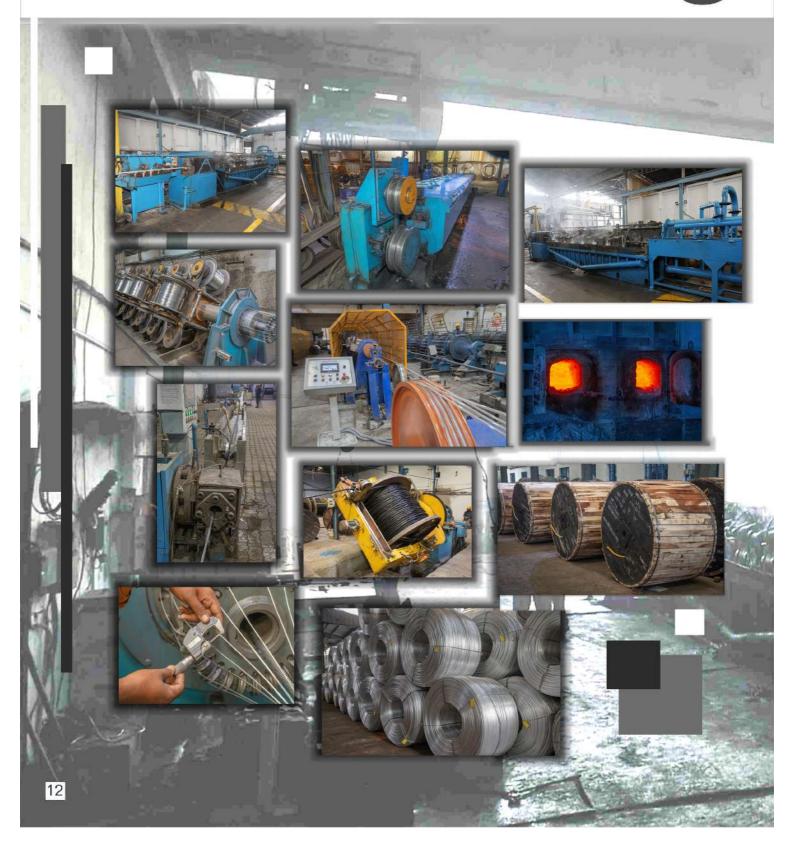
With turnover (standalone) for the fiscal year 2017-18 at 86 Million USD, 2018-19 at 132 Million USD and 2019-20 at 148 Million USD, Lumino has achieved respectable results even as the Company now expects a projected turnover of 274 Million USD down the line in next three years, which represents doubling of turnover from the 2019-20 levels.

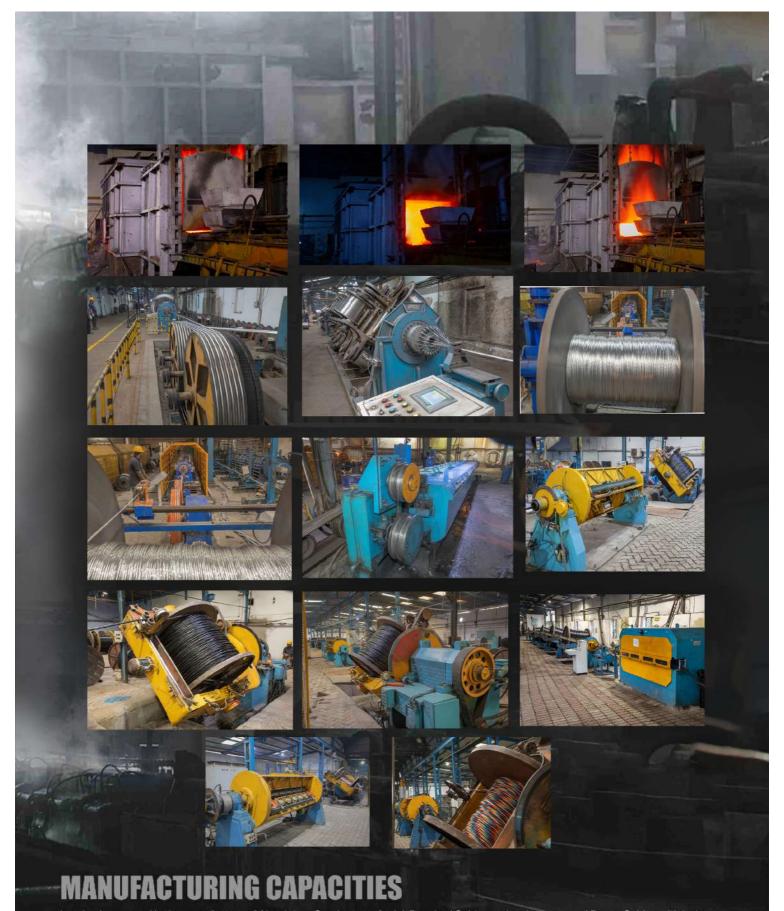




Turnover of Lumino Industries Ltd for the last 5 years

Manufacturing





Lumino is engaged in the manufacture of Aluminium Conductors, Aerial-Bunched Cables and various types of Power Cables with its large-scale modern manufacturing facility spread over 10-acres of land located in Howrah, West Bengal. State-of-the-art manufacturing infrastructure facilitates to serve the dual purposes of ensuring high-quality production and optimised costs of production.

The Company continually monitors and improves product and process efficiencies while adhering to regulatory frameworks, statutory product specifications and timely delivery.

The organization has an annual production capacity of 40,000 MT of Aluminium rods with a yearly capacity to manufacture 20,000 km. of multi-strand conductors and 80,000 km. of 7 strand conductors in assorted sizes. The annual consolidated production capacity for manufacturing AB Cables and Power Cables stands at 75,000 km. in multiple sizes.

Product Portfolio

- Overhead Conductors: AAC, AAAC, ACSR, ACAR, AACSR, AL59, HTLS
- Aerial Bunched Cables
- LT Power and Control Cables
- Service Cables
- Earth Wires

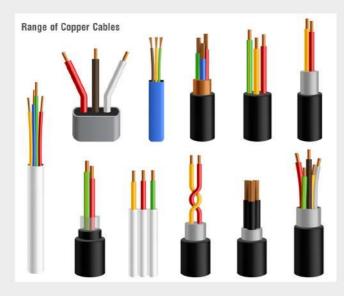


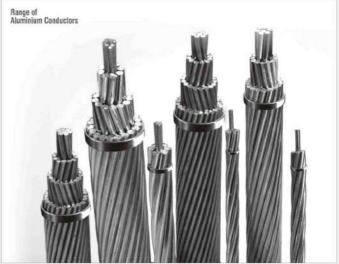












A proud addition into our array of products

HTLS (High Tension Low Sag) Conductors





Lumino launches a new product under HTLS conductors

In India, ACSR and AAAC are commonly used conductors for transmission of Power on overhead lines for transmission and distribution system. Such conductors constitutes about 30-40% of total cost of overhead EHV transmission lines and it plays an important role in quantum of power flow as well in Transmission & Distribution (T&D) losses. Wherever transmission constrains are felt and enhancement in power transmission capacity in existing corridor becomes necessity, alternative means needs to be explored. New technologies are emerging out globally and there is need to adopt them rationally to suit India's Transmission and Distribution Sector. New generation High Performance Conductor (HPC), which includes High Temperature(HT) and High Temperature Low Sag (HTLS) conductors, are one of the options among others that could help electric power delivery system to meet the desired objective.

Clientele

National Level

Public Sector































Private Sector























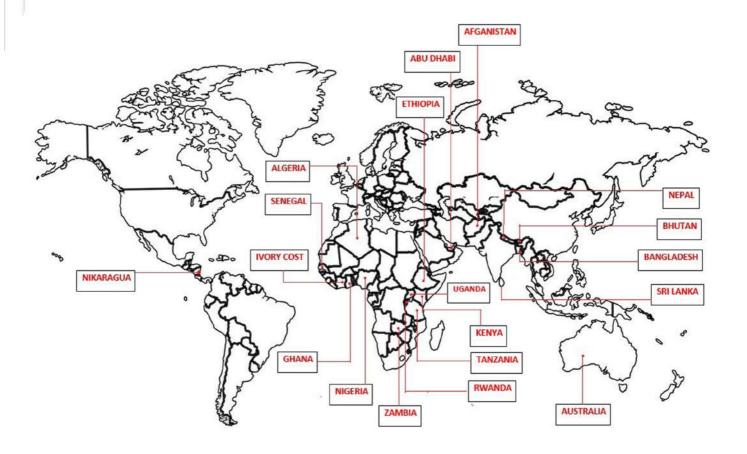








International Level



Lumino's products are recognized globally and are exported on a regular basis to various countries across the globe, including Bhutan, Bangladesh, Nepal, Sri Lanka, Kenya, Nicaragua, Senegal, Ivory Coast, Algeria, Nigeria, Rwanda, Ethiopia, Tanzania, Ghana, Australia, Zambia, Uganda, Afghanistan and Abu Dhabi among others.







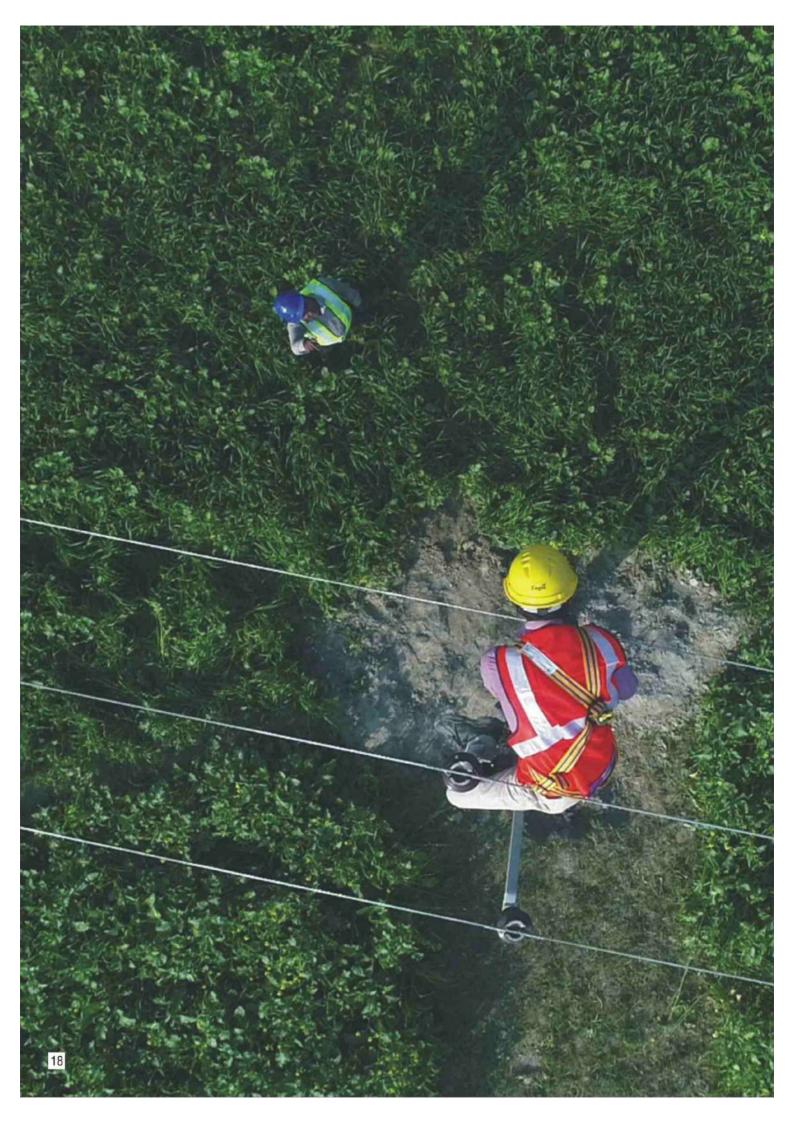


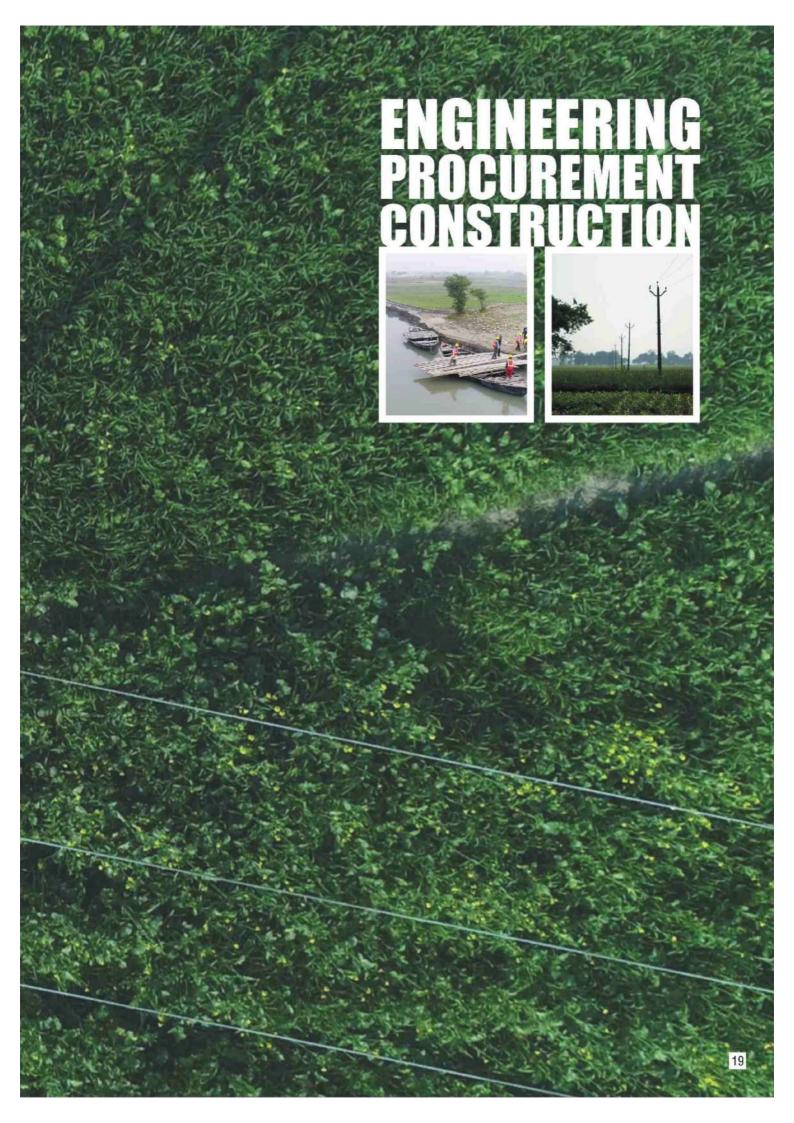


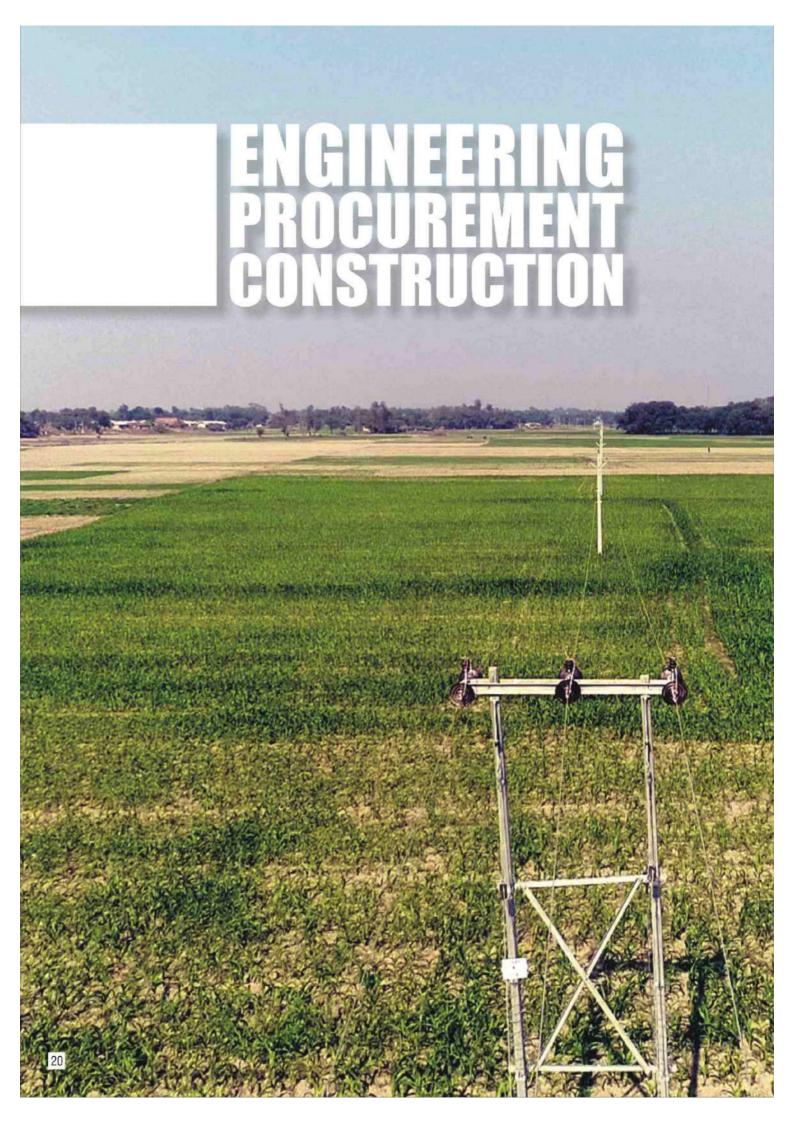












Engineering Procurement & Construction (EPC)

Aligned with our focus on maximizing customer value and in a bid to forward integrate operations, Lumino entered into the EPC business in 2003 and is presently engaged in various rural electrification projects. The work portfolio includes providing erection of power distribution infrastructure like construction of feeder lines, installation of distribution sub-station, erection of 33/11 kV HT and LT Lines, installation and augmentation of 33/11 kV Sub-Station, providing household (BPL & APL) connections under various Central and State Government Schemes. Importantly, the organization provides a one-stop solution for survey, design and construction for rural electrification projects across India.

Lumino's EPC project management team comprises highly experienced and dynamic managers with strong expertise in the planning and execution of transmission and distribution projects on turnkey basis. With a full-fledged construction division bolstered with modern equipments and contemporary tools and testing instruments for erection, overcoming challenges becomes successful in the commissioning of such projects. Strength and confidence drawn from meeting customer commitments has enabled the skilled and dedicated team members to compete with the best names in power transmission and distribution domain.



Rura Electrification-



Past Projects

						COM	LETEO	COMPLETED PROJECT SYNOPSIS	T SYNOP	SIS										
SI.No.	. PROJECT NAME	CONTRACT VALUE in US\$ (Million)	Completion 33/11 KV Date New PSS	33/11 KV New PSS		33/11 KV Additional / Augmentation PSS		33 KV Bay Extention	11 KV Bay Extention		33 KV R&M line	11 KV new line	11 KV R&M line	33 KV 33 KV 11 KV 11 KV New DTR Augment new line R&M line new line R&M line Installed ation DTR	lugment tion DTR	R&M DTR	LT new line	LT R&M line	148 148	APL
		1 USD = 74.5 ₹		Nos.	MVA	Nos.	MVA	Nos.	Nos.	CKm	CKm	CKm	S.	KVA	KVA	No.	Ř	Æ.	Nos.	
	RGGVY NGN-4 ASEB	1.4										123.5	0	2624			123.5		6906	
2	RGGVY NGN-1 ASEB	1.6		4	10					62		42	3			.::				
c	RAPDRP PK-A1	*	31.03.15	1	18.9		6.3			3.043		28.706		5345		147	93.769			362
4	RGGVY Xi Plan PK-6		18.10.12	1	12.6							261.28		11670			782.411		36706	
5	RGGVY XI Plan PK-5	٠	17.10.12	1	12.6							256.39		10995			718.331		34547	
9	Rhhe Bankura WBREP	*	11.04.13									398.41		23000			781.26		40112	
1	RGGVY Tech-4 Kanch -5	12.2										1178.4		9915		6 5	902.6		8810	
∞	RGGVY Tech-5 Kanch -5	2.2										190.7		12563			155.4		1014	
6	Burnt DTR Replacemet at Saharsa District	2.6	11.07.15									111.34			36036		154.05			
10	RGGVY Saharsa District	27.0	25.05.19	1	70	4	25		5	14.118		658.886		96138			1892.007		80000	
11	BRGF Saharsa Circle	42.9	30-10-2021	3	20	12	75	13	73	189.9	24.8	434	778.23	92285	36040	1723	1549	686.799		
12	IPDS Saharsa	10.2	09.02.21	1	20	5	20			11.722		54.27	30.98	37552	24000	95	203.46	108.84		
13	Reconductoring Saharsa	37.6	37.6 30-10-2021								341.19		3304.31					4530.39		
14	Reconductoring Patna	34.4	34.4 30-10-2021								171.3		2023.1					3655		
15	APL Saharsa	9.1	31.07.21									627.448								178814
16	APL Darbhanga	12.0	31.07.21									680.45								246600
17	DDUGJY Kishanganj	20.6	20.6 30-10-2021	7	0/	0	0	2	17	92.699	0	1035	0	42980	0	0	746	0	0	
18	DDUGJY Burdwan	17.9	17.9 30-10-2021									1678.341		48455						
19	IPDS Midnapur	13.2	13.2 03.07.19									179.01	46.96	23600	20900		94.02	811.44		28000
20	HBDS Ghatal	13.5	13.5 30-10-2021									68.13		16515		55.00	82.66	2,174.04		
21	HBDS Baruipur	18.7	18.7 30-10-2021									91.178		22008		11	28.511	2900		
22	DDUGIY - UG - PINGLA	0.1	0.1 16.07.20		3.0					4,46										
23	J&K_IPDS & PMDP	15.0	15.0 30-10-2021	7	70	3	20	0	0	8.73	29.3	47.2	49.26	45831	0	0	257	0	0	
24	IPDS-GIS SILIGURI	1.1	1.1 30-10-2021	1	70					980.9						1.5				
52	IPDS-GIS ALIPURDUAR	1.3	1.3 30-10-2021	1	70					14.87										
36	IDPS-GIS RAIGANJ	1.1	1.1 30-10-2021	-1	70					9.735										
17	IPDS-GIS BARASAT	0.8	30-10-2021		70					1.61										
	TOTAL	296.5		30	364.1	22	176.3	15	49	418.973	566.59	8144.639	6232.84	501476	116976	2091	3466.979	8466.979 14866.51	210258	453776

Past Projects

	ACHIEVEMENTS					
SL No.	Areas	Unit	Previous Volume	This year Achievements	Total Volume	
-	Villages electrified	Nos.	6555.00	944.00	7499.00	
2	No of BPL & APL household connections	Nos.	433846.00	84774.00	518620.00	
co	Erection & commissioning of 33 kV HT Overhead Line	Ckm.	750.03	106.20	856.23	
4	Erection & commissioning of 11 kV HT Overhead Line	Ckm.	31138.12	591.42	31729.54	
2	Erection & commissioning of LT overhead line	Ckm.	20220.51	39.64	20260.15	
9	Renovation of 11 kV overhead line	Ckm.	985.00	261.11	1246.11	
7	Erection & commissioning of 11 kV HT overhead line with HT aerial Bunched Cables	Ckm.	517.00	7.25	524.25	
8	Erection & commissioning of LT overhead line with LT aerial bunched cables	Ckm.	3602.00	1201.82	4803.82	
6	Laying of 33 KV U/G HT POWER CABLES	Ckm.	7.00	0.00	7.00	
10	Laying of 11 KV U/G HT Power	Ckm.	23.00	5.71	28.71	
11	Laying of 1.1 KV U/G HT Power/Control cables	Ckm.	27.00	2.00	32.00	
12	Installation & commissioning of new 33/11 KV Sub Station including all associated works.	Nos.	37.00	3.00	40.00	
13	Erection & commissioning of 33/11 KV power Transformers	Nos.	39.00	00.9	45.00	
14	Augmentation/Renovation of 33/11 KV Sub station	Nos.	38.00	4.00	42.00	
15	Commissioning of 11 KV Distribution Transformers	Nos.	11892.00	1184.00	13076.00	

On-going Projects

Lumino is meticulously working on several power transmission and distribution projects in rural areas under RGGVY, APDRP, RAPDRP, DDUGJY, BRGF and SAUBHAGYA schemes on a turnkey basis in various states.

	PROJECT UNDER EXECUTION					
SL No.	Name of Contract	Employer				
1	Re-Conductoring / Re-Strengthening of Existing HT (33kV & 11kV) Feeders & LT Lines with Allied Works of Electric Supply Circle, Saharsa on Turnkey Basis, Against NIT No. 06/PR/NBPDCL/2018.	North Bihar Power Distribution Company Limited				
2	Re-Conductoring / Re-Strengthening of Existing HT (33kV & 11kV) Feeders & LT Lines with Allied Works of Electric Supply Circle, Patna on Turnkey Basis, Against NIT No. 04/PR/SBPDCL/2018	South Bihar Power Distribution Company Limited				
3	Construction of 33/11kv Substations, Distribution Substations along with associated lines and related works on turnkey basis in Sopore & Ganderbal Circle of Jammu & Kashmir State under Integrated Power Development Scheme (IPDS) & Prime Ministers Development Package (PMDP), Against NIT No.: RECPDCL/TECH/JKPDD/e-Tender/2018-19/2273 Dated: 21.08.2018	REC Power Distribution Company Limited				
4	Rural Electricity Infrastructure Development for Connecting Un-Connected House Holds and Metering work in Burdwan District of West Bengal Under Deendayal Upadhyaya Gram Jyoti Yojana Spec. No.: WBSEDCL/PROJECTII/DDUGJY/2016-17/NIT 02e(5), Package -5	West Bengal State Electricity Distribution Company Limited				
6	Construction of 2 nos. New Gas Insulated Indoor Type (GIS) 33/11 KV sub-station and associated 33 KV & 11 KV lines through turn-key mode for execution of work under Integrated Power Development Scheme (IPDS) in urban area of Paschim Medinipur Region & Darjeeling Region of WBSEDCL vide NIT No.WBSEDCL/Project-III/IPDS/2018-19/NIT-10 Dated 22.02.2019					
7	Contract for Construction of 2 nos. New Gas Insulated Indoor Type (GIS) 33/11 KV sub-station and associated 33 KV & 11 KV lines through turn-key mode for execution of work under Integrated Power Development Scheme (IPDS) in urban area of Uttar Dinajpur & Alipurduar Region (Erstwhile Coochbehar Region) of WBSEDCL vide NIT No. WBSEDCL/Project-III/IPDS/2018-19/NIT-10 Dated 22.02.2019	West Bengal State Electricity Distribution Company Limited				
8	Design, Engineering, Procurement, Supply, Construction, Erection, Installation, Testing and Commissioning including 05 (Five) years Comprehensive Operation and Maintenance of 10 MW (AC) Solar Photovoltaic Power Plant at Sankrall, Jhargram Dist., WB against NIT No. WBSEDCL/SPGD/Sankrall/2nd Call/ NIT-21	West Bengal State Electricity Distribution				
9	Supply and Installations of 2 nos. New 33/11 KV GIS sub-station and associated 33 KV& 11 KV lines in Alipurduar Region of WBSEDCL in West Bengal vide RFB No: Tender ID no. IN-WBSEDCL-189972 CW-RFB	Company Limited				
10	"Design, Drawing, Supply, Erection, Testing & Commissioning of 25 KV OHE system with modification for Rail infrastruture facilities under railway boundary (Manatu Station) for the proposed Amrapali Open cast project of CCL, Dist- Chatra, Jharkhand, PKG-V". vide E-TENDER NOTICE NO: 78/OT/Amrapali/OHE / PKG-V/2020 Dated 03.03.2020.	The General Manager (P)/Ranchi, Project Office, RITES Ltd.				
11	Construction of 220/132/33kV Substation Kirawali (Agra), with SAS on turn-key basis	Uttar Pradesh Power Transmission Corporation Ltd.				
12	Construction of 33/11kv Substations, Distribution Substations along with associated lines and related works on turnkey basis in Sopore & Ganderbal Circle of Jammu & Kashmir State under Integrated Power Development Scheme (IPDS) & Prime Ministers Development Package (PMDP), Against NIT No.: RECPDCL/TECH/JKPDD/e-Tender/2018-19/2273 Dated: 21.08.2018	REC Power Distribution Company Limited				















Awards & Achievements



- 1. Bihar State Power (Holding) Company Ltd-Appreciation Certificate
- 2. Bihar State Power (Holding) Company Ltd-Appreciation Certificate under Saubhagya Scheme







Solar Power

As digitalizing India and developing smart cities are becoming one of the priorities of the nation, Lumino ventured into renewable energy. Keeping in mind the ever-increasing energy needs, Lumino envisages to be a leading sustainable power Company that provides reliable and sustainable energy by leveraging technology, expertise, knowledge and infrastructure solutions. The fundamental mission is to improve lives by providing safe, reliable and sustainable energy solutions on one hand and enabling the country to shore-up its economic growth on the other.

In an initiative to conserve the environment and provide an environment-friendly, sustainable and conflict-free generated power supply and make our planet a better place to live, Lumino strides continuously towards a greener future. There is an immediate need to merge and manage energy generated from renewable sources along with the conventional energy sources. Aligning the vision to develop Smart Grid Technology, Lumino ventured into Solar EPC projects.

Lumino committed to reduce the carbon foot print with Sustainable Renewable Energy to support the nation, by providing best engineering design solutions for MW, KW and Roof top Scale Solar projects which emerge to environmental friendly to fulfil the power requirement of Commercial, Rural and Industrial requirement

We provide the best solar solution for your power needs...



M/s Lumino Industries Ltd Executed Project

SI	No Project Name C	apacity of Plant	Commissioning Date
1	WBSEDCL-Jhargram-Sankrail_10MW SPVPP Project	10.00 MW	On Going
2	WBREDA-Bhajanghat_10MW SPVPP Project	10.00 MW	07-Mar-2021
3	DDUGJY Murshidabad Solar Project	1.30 MW	27-Feb-2021
4	WBSEDCL-Dhaka-1_10MW SPVPP Project	10.00 MW	07-Oct-2020
5	Various Solar Rooftop Projects	1.50 MW	Various Dates

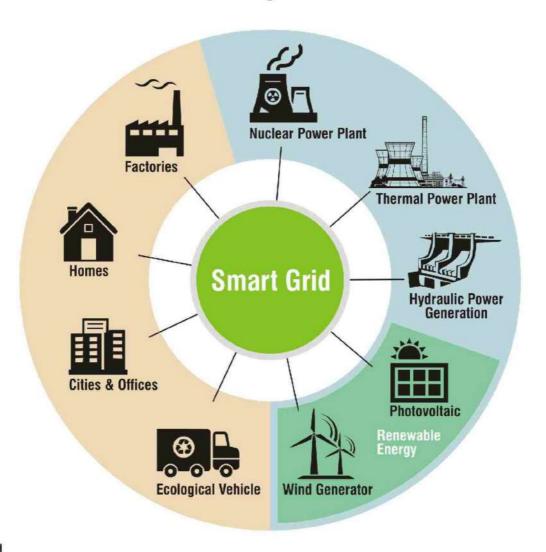
M/s Lumino Industries Ltd - Future Solar Project Scale up Plan for next Five Years

Financial Year	MW
2021-2022	15.00
2022-2023	50.00
2023-2024	200.00
2024-2025	500.00
2025-2026	1000.00





Downloading Lumino 2.0



Smart Grid

Lumino is looking forward to bring in the smart grid technology in its portfolio of services as we recognize the increasing need for electricity with greater reliability and better quality than what is typically delivered through conventional power distribution systems. Lumino is gearing to realize its vision of adding the smart grid technology in its service portfolio soon.

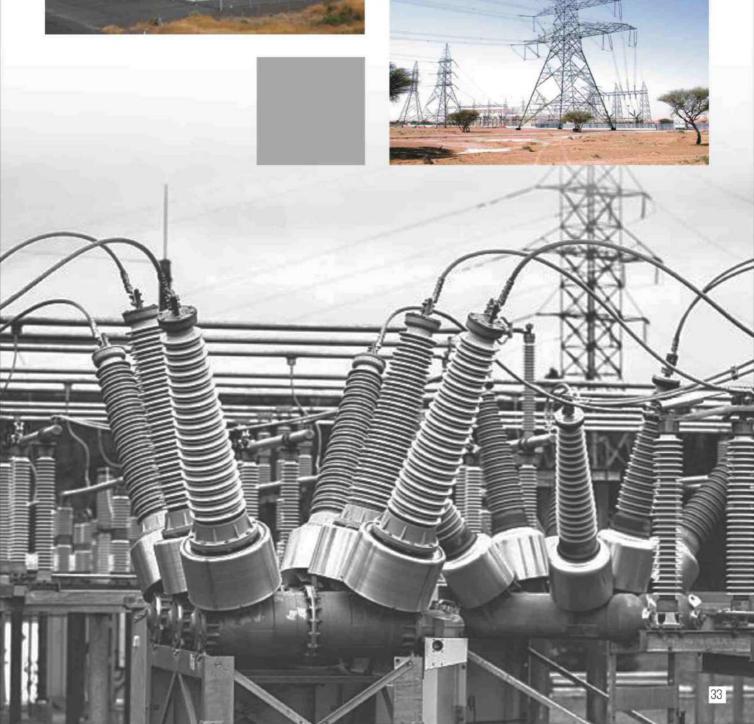
Establishing EAV 400/220/132kV GIS and AIS sub-stations

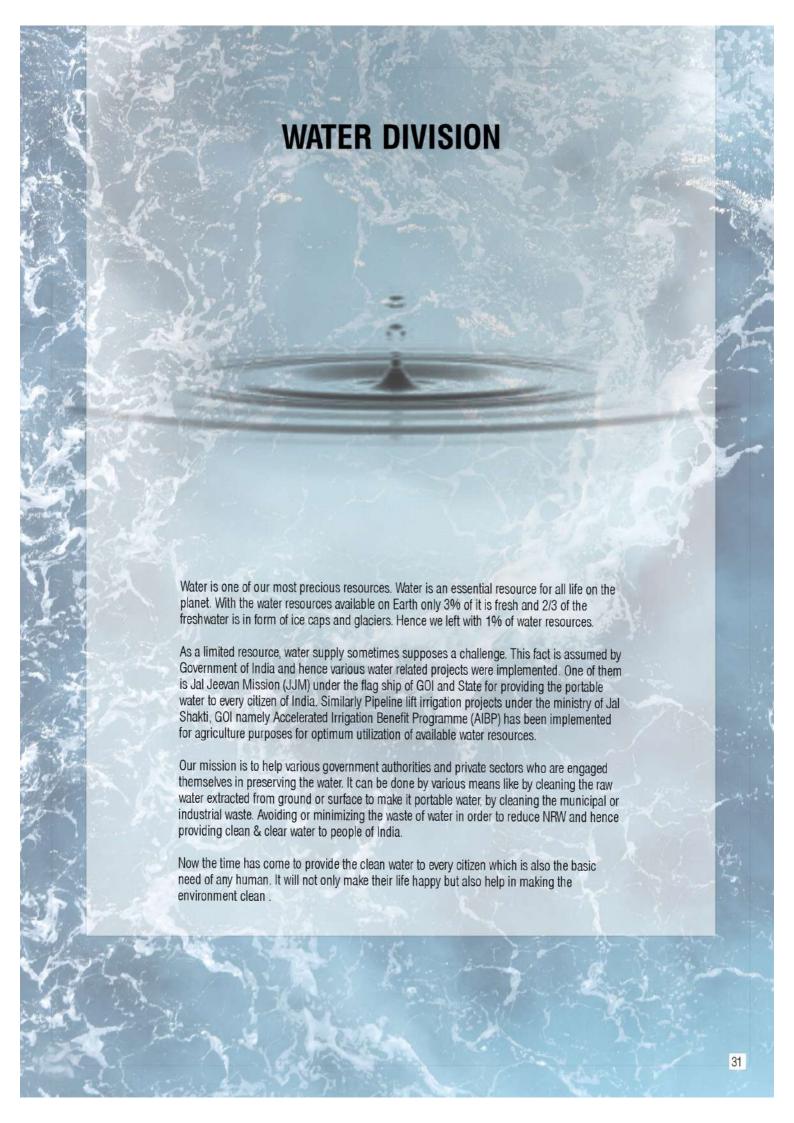
In recognition that electricity is a key enabler of the country's rapid developmental agenda, the Company aims to further accelerate quality electricity to consumers by establishing EAV 400/220/132kV GIS and AIS substations.



Transmission line carrying upto 400kV

The Company intends to step-up its power transmission capacity and actively engage in projects requiring the construction of transmission lines of upto 400 kV.





Downloading Lumino 2.0

Roads & Highways

The Company's vision 2020-22 encompasses venturing into the business of roads and highways construction while aligning its growth trajectory with the development of the nation. Roads and Highways act as the bloodline influencing the growth and development of any country. Good Roads facilitate easy mobility and better connectivity between cities, towns and villages. Which in turn play an important role in the overall growth of the nation. Lumino is meticulously drawing the roadmap to become a part of the opportunity filled highway construction project space initiated by the government of India and NHAI.



Works: At/PO – Biprannapara, Jalan Complex PS- Domjur Howrah – 711411

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