

December 3, 2018

(Through Listing Centre)

The Manager,
Dept. of Corporate Services
B S E Limited
25th Floor, P. J. Towers, Dalal Street,
Fort, Mumbai - 400 001

Dear Sir,

Sub: Analyst / Mutual Fund/ Investor Meeting / Con-call – Presentation
Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (referred herein as Listing Regulations).

Please refer our even dated Letter on captioned subject wherein we had intimated the schedule of meeting on December 4, 2018 with **Fund House/ Analyst**.

Pursuant to Regulation 30(6) of Listing Regulations read with Para A of Part A of Schedule III, we hereby submit the copy of **Presentation** for above meeting(s).

Pursuant to Regulation 30(8) read with 46(2)(o), the Presentation is also uploaded on the website of the Company www.fiemindustries.com under Investor Relations section.

We also wish to inform that this presentation will be used for subsequent meetings till further updation / intimation to the exchange.

Thanking you,

Yours faithfully
For Fiem Industries Limited



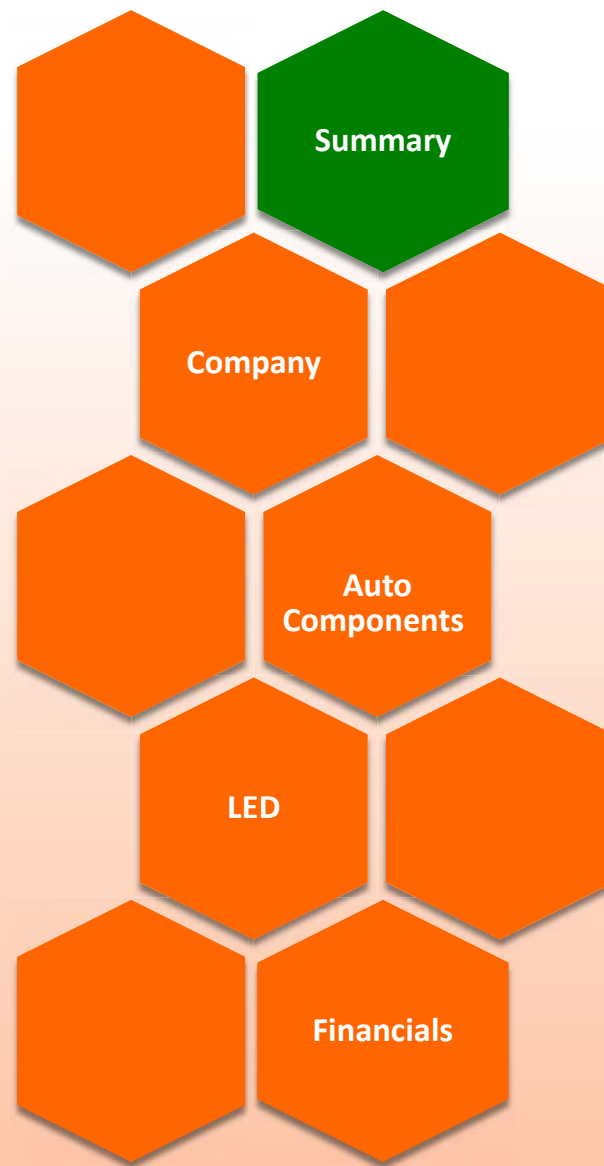
Arvind K. Chauhan
Company Secretary

Encls: Investor Presentation



November 2018

Fiem Industries Ltd. – Investor Presentation



Overview

- Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain.
- The Company was listed on BSE and NSE in 2006.
- FIEM is one of the leading manufacturers of Automotive Lighting & Signalling Equipments and Rear View Mirrors in India. FIEM is among first companies in India introducing LED lights in two wheelers.
- FIEM has diversified its product portfolio by entering into LED luminaires for Indoor and Outdoor applications and Integrated Passenger Information System for Railways & Buses.

Products

Automotive Segment

- Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc.
- Rear View Mirrors
- Sheet Metal Parts
- Plastic Moulded Parts

LED Segment

❑ LED Luminaires for Indoor and Outdoor applications

- LED Bulbs
- LED Tubes
- LED Down lights
- LED Street Lights
- Solar Based LED Street lights
- Solar Based LED Lantern

❑ Integrated Passenger Information Systems with LED Display (IPIS) for:

- Buses, Railways, Metros, Airports, Malls

Top Clients

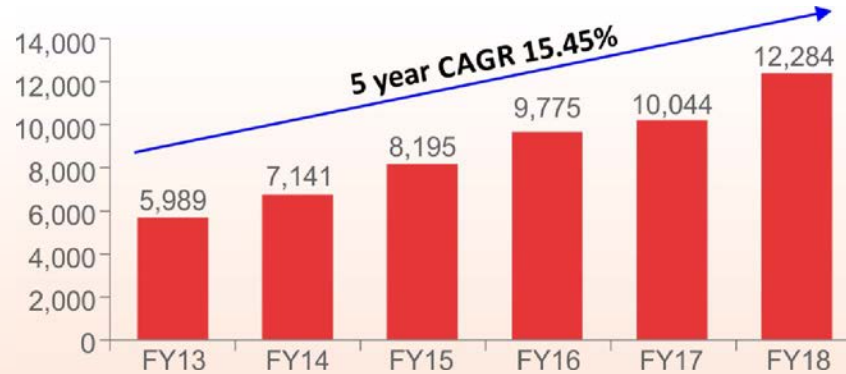
- **Two Wheeler** – Honda, TVS, Suzuki, Yamaha, Eicher Royal Enfield, Mahindra, Harley Davidson etc.
- **Four Wheeler** - Tata Motors, Force Motors, Honda Sael, GM, Hyundai, Daimler, Mahindra Reva etc.

Standalone Financial Performance

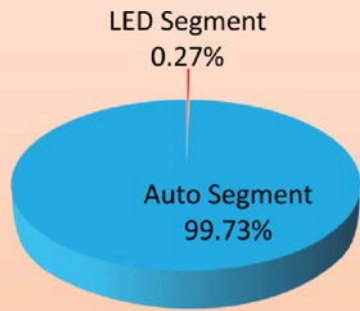
- **Net Sales** has grown from **INR 5,989 mn** in FY13 to **INR 12,284 mn** in FY18 at 5 year CAGR of **15.45%**
- **EBITDA** has grown from **INR 702 mn** in FY13 to **INR 1,452 mn** in FY18 at a 5 year CAGR of **15.64%**

FINANCIAL SUMMARY (STANDALONE)

Turnover (Net) Rs. in million

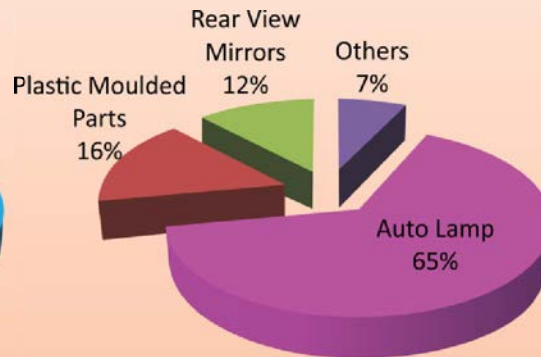


FY18 Segment wise Sales Breakup



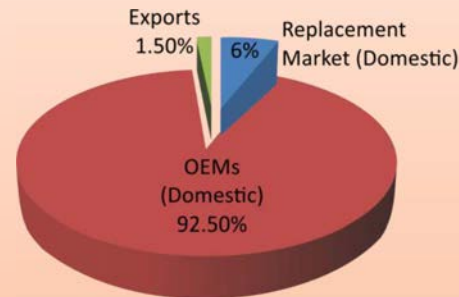
Auto Segment LED Segment

FY18 Revenue Breakup Auto Segment - Product Mix



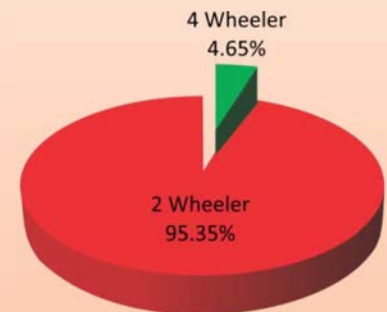
Auto Lamp Plastic Moulded Parts
Rear View Mirrors Others

FY 18 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market

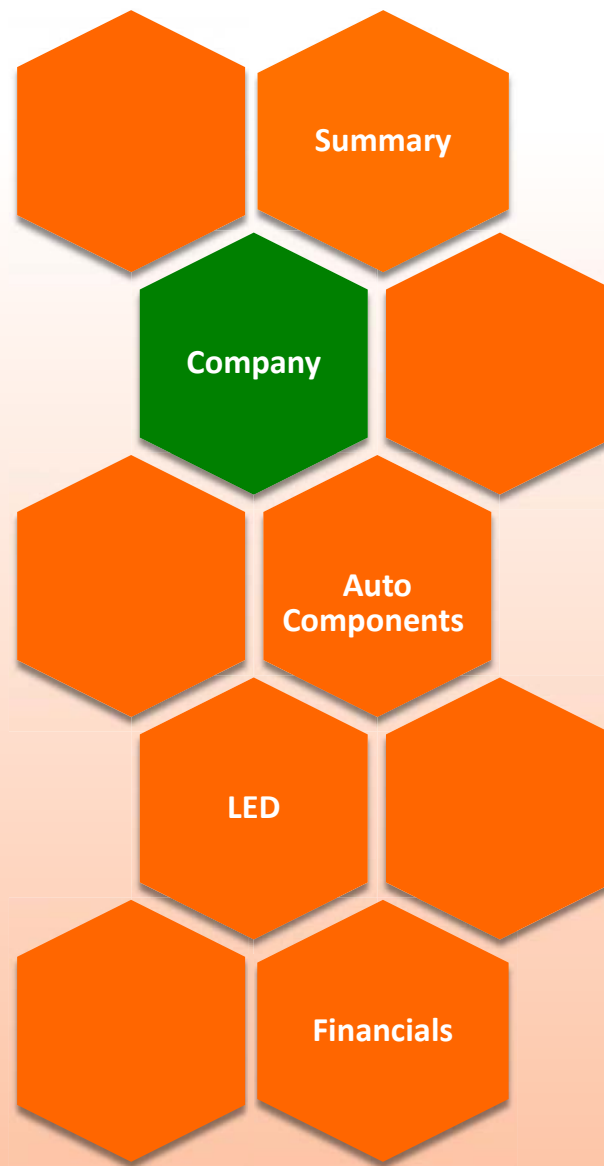


Exports OEMs (Domestic)
Replacement Market (Domestic)

FY 18 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



2 Wheeler 4 Wheeler



- The Company was originally incorporated in India as Rahul Auto Private Limited on February 6, 1989 in New Delhi and was founded by Mr. J.K. Jain, who is a first generation entrepreneur and is in the automotive lighting business since 1970's.
- FIEM is one of the leading manufacturers of automotive lighting & signalling equipments and rear view mirrors in India. Its major business comes from the two-wheeler segment of the automotive industry.
- FIEM has a diversified product portfolio ranging from head lamps, tail lamps, signalling lamps, roof lamps, rear view mirrors, wheel covers, warning triangles, complete rear fender assembly, frame assembly, mudguards, various automobile sheet metal and plastic parts.
- FIEM has already diversified its product portfolio by venturing into LED Luminaires for Indoor and Outdoor applications and Integrated Passenger Information Systems with LED Display.
- The Company is fully equipped with world class R&D and testing facility and has developed in-house capabilities in LED technology and manufacturing.
- The Company has following Wholly-owned Subsidiaries and J.V. Companies
 - Wholly-owned Subsidiaries
 - Fiem Industries Japan Co., Ltd. (Japan)
 - Fiem (Thai) Design & Technology Co., Ltd. (Thailand)
 - JV Company
 - Centro Ricerche Fiem Horustech SRL (Italy)
 - Fiem Kyowa (HK) Mould Company Limited (Hong Kong)
 - Aisan Fiem Automotives India Pvt. Ltd. (India)

Mr. J. K. Jain, Chairman & Managing Director



- aged 66 years is the Chairman and Managing Director of our Company. As the chairman and managing director of our Company, he is involved in mentoring the leadership team, advising on business strategies and in various aspects of the Company's expansion and diversification plans. He has more than four decades of experience in manufacturing of automotive lighting and signalling equipment and has played a significant role in growth and diversification of our Company. He has won many accolades and awards in India and overseas Including Life Time Achievement Award presented by India International Council for Industries & Trade, National Achievement Award for Business Excellence presented by Indian Society for Industry & Intellectual Development and Outstanding Entrepreneurship Award presented by Enterprise Asia.

Mrs. Seema Jain, Whole-time Director



- aged 64 years, is the whole-time Director of our Company. She is the wife of J.K. Jain. She belongs to a business family and was involved in her family business from an early age. She holds a bachelors' degree in Science from the University of Delhi. She is actively involved in decision making in our Company besides overseeing the finance functions.

Ms. Aanchal Jain, Whole-time Director



- aged 36 years, is the whole-time Director of our Company. She has completed her Masters in Business Administration from Indiana Institute of Technology. She takes care of the human resource management functions of our Company and is also actively involved in skill development and labour welfare programmes being undertaken in our Company.



Mr. Rahul Jain, Whole-time Director

- aged 33 years, is a whole-time Director of our Company. He has completed his Bachelor of Science and thereafter Management Studies from University of Bradford. He is involved in strategic affairs and corporate planning besides close interaction with customer for customer satisfaction and initiatives for new projects. He also oversees the manufacturing operations of various units periodically.



Mr. J.S. S. Rao – Whole-time Director

- aged 61 years, is the whole-time Director of our Company. He was appointed on the Board of our Company in December, 2005. He has an overall experience of over 30 years in automotive lighting and components industry involving manufacturing, operational and business strategic functions. He is presently responsible for the overseas and south India operations of our Company.



Mr. Kashi Ram Yadav – Whole-time Director

- aged 62 years, is the whole-time Director of the Company. He has been associated with our Company since its inception and has more than 30 years' experience in production and manufacturing operations of automotive lightings, signaling equipment and rear view mirrors. He was appointed on the Board of our Company in October, 2008. He is presently responsible for production and manufacturing operations in north India facilities of our Company.



1989-1993

- 1989- Incorporated as Rahul Auto Private Limited
- 1992- Name changed to Fiem Industries Pvt. Ltd.
- 1993- Converted into Public Limited- Fiem Industries Limited



1994-2000

- 1994- A new state of art Plant was established at Kundli, Sonapat (Unit 1)
- 1996- Fiem Sung San (India) Ltd., a JV Company was established
- 1998- Multi Focal Reflector first time introduced in India by FIEM



2001-2010

- 2004 & 2005- setup mfg facilities in Hosur (Unit 2&3) Mysore (Unit 4)
- 2005 & 2006 – setup mfg facilities Hosur (Unit 5), Nalagarh (Unit 6)
- 2006 – Initial Public Offering
- 2007- Merged Fiem Sung San with Fiem Industries
- 2007 – Setup LED SMT plant
- 2010 - Started new manufacturing Unit in Rai, Sonapat (Unit 7)



2011-2016

- 2011 – Setup facility for mfg Plastic moulded parts in Tapukara (Unit 8)
- 2011 – FIEM R&D Centre approved by Govt. of India
- 2012- Started manufacturing auto lamps and components for Honda Japan
- 2013 - Entered into a 50:50 JV with Horustech Lighting of Italy for setting up a design centre
- 2015 – Starting receiving Tenders from EESL for LED Bulbs and Street Lights.
- 2016 – Unit -9, Ahmedabad started Commercial Production in January, 2016.
- 2016 - NABL Accreditation received for Photometry Laboratory.



2017 - 2018

- 2017 – Set up plant for manufacturing of **Canister** in technical collaboration with Aisan Industry Co., Ltd, Japan
- 2017 - A 50:50 Joint Venture Company in Hong Kong with **KYOWA Co., Ltd., Japan** to engage in the business of high class molds / tools for Automotive and other applications.
- 2018 – Joint Venture with **Aisan Industry Co. Ltd., Japan and Toyota Tsusho India Pvt. Ltd.** for manufacture of **Fuel Pump Module and IC Connector** for Indian Market.
- 2018 - Technical Assistance Agreement with **TOYODENSO Co. Ltd. Japan and Toyota Tsusho Corporation, Japan** for manufacturing of Bank Angle Sensor for Indian market.

PLANTS & DEPOTS LOCATIONS

10

Plants & Depots Across India



Unit-I, Kundli (HARYANA)



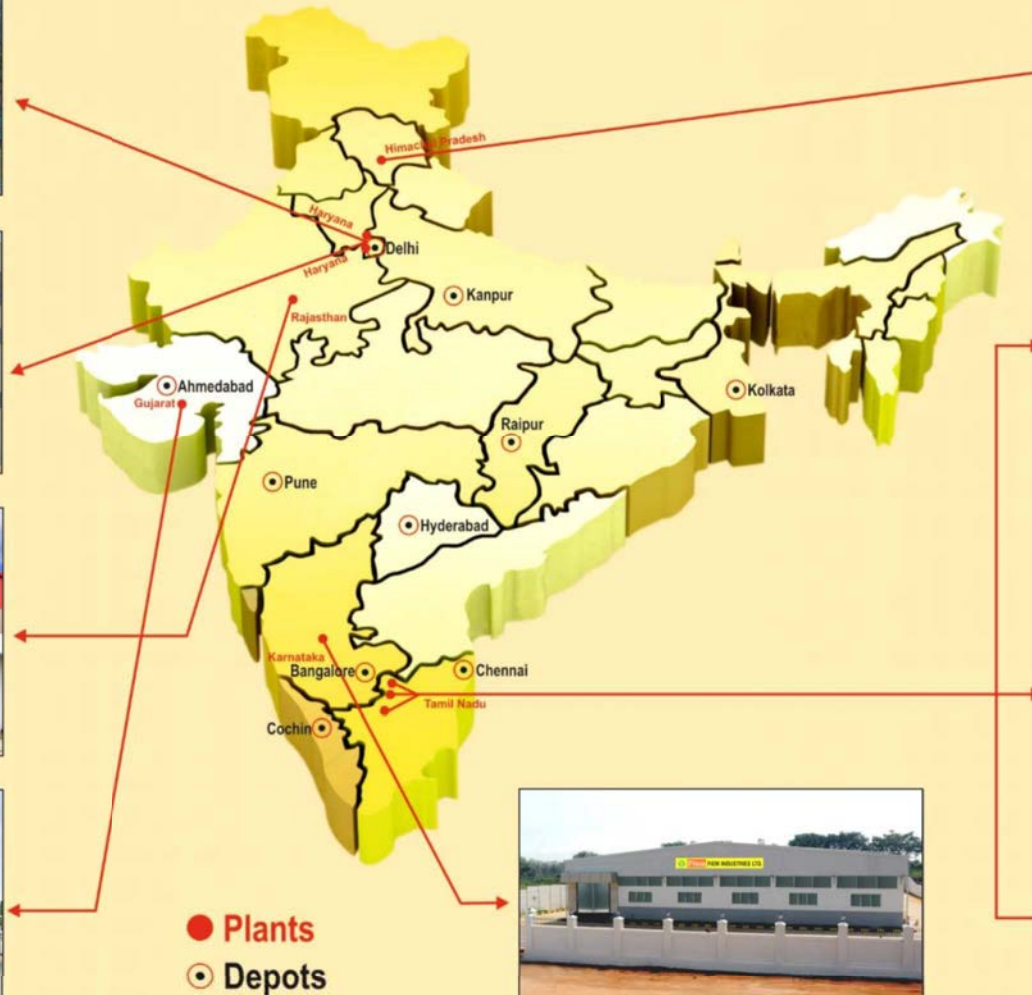
Unit-VII, Rai, Sonapat (HARYANA)



Unit-VIII, Tapukara (RAJASTHAN)



Unit-IX, Ahmedabad (GUJARAT)



Unit-VI, Nalagarh (HIMACHAL PRADESH)



Unit-II, Hosur (TAMIL NADU)



Unit-III, Hosur (TAMIL NADU)



Unit-IV, Mysore (KARNATAKA)



Unit-V, Hosur (TAMIL NADU)



Unit -1 Kundli, Sonapat, Haryana

- Established in 1994
- Land 16,588 Sq. Mtrs.
- Products Mfg. - Rear View Mirrors, Automotive Lights



Unit -2 Hosour, Tamil Nadu

- Established in 2004
- Land 12,505 Sq. Mtrs.
- Products Mfg. - Automotive Lights, Reflex Reflectors



Unit -3 Hosour, Tamil Nadu

- Established in 2005
- Land 19,110 Sq. Mtrs.
- Products Mfg. - Sheet Metal Parts



Unit -4 Mysore, Karnataka

- Established in 2005
- Land 4,014 Sq. Mtrs.
- Products Mfg. - Rear View Fender Assembly



Unit - 5 Hosour, Tamil Nadu

- Established in 2006
- Land 13,467 Sq. Mtrs.
- Products Mfg. - Rear View Mirrors, Automotive Lights



Unit - 6 Nalagarh, Himachal Pradesh

- Established in 2006
- Land 19,191 Sq. Mtrs.
- Products Mfg. - Rear View Mirrors, Automotive Lights, Plastic Parts



Unit - 7 Rai, Sonapat, Haryana

- Established in 2010
- Land 28,357 Sq. Mtrs.
- Corporate Office
- Products Mfg. - Automotive Lights, LED Lights



Unit - 8 Tapukara, Rajasthan

- Established in 2011
- Land 42,983 Sq. Mtrs.
- Products Mfg. - Plastic Injection Moulded components, LED Lights



Unit - 9 Ahmedabad, Gujarat

- Established in 2015
- Land 32,500 Sq. Mtrs.
- Products Mfg. - Automotive Lights, Plastic Parts

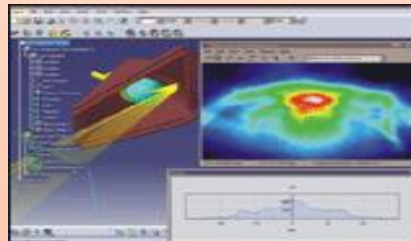
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science and Industrial Research has accorded Recognition to Company's in-house R&D Unit situated at Rai Industrial Estate, Sonapat
- The Company's R&D Centre is established with modern infrastructure, state-of-the-art technology, equipped with latest software, qualified and experienced manpower.
- FIEM's in-house R&D Centre has various kinds of testing facilities such as Product Testing, Photometry Testing, Environmental Testing, Thermal Tests, Electronic Test, Vibration Test, Chemical Test, Mechanical Tests etc.
- **Photometry Laboratory of the Company is NABL Accredited**
- **Some examples of R&D conducted by company:**
 - Developed more than 100 new generation LED Luminaires for industrial & domestic applications for Indoor and Outdoor including LED drivers
 - In-house design and development of Railway IPIS (Integrated Passenger Information Systems with LED Display)
 - In-house design and development for four wheeler LED Rear combination, LED direction indicator lamp etc.
- **Advantages of in-house R&D unit:**
 - Diversified and large portfolio of lighting products developed
 - New generation LED technology in automotive and home lighting segments developed
 - Reduction in development time and cost savings to clients



Electrical Testing



Environmental Testing



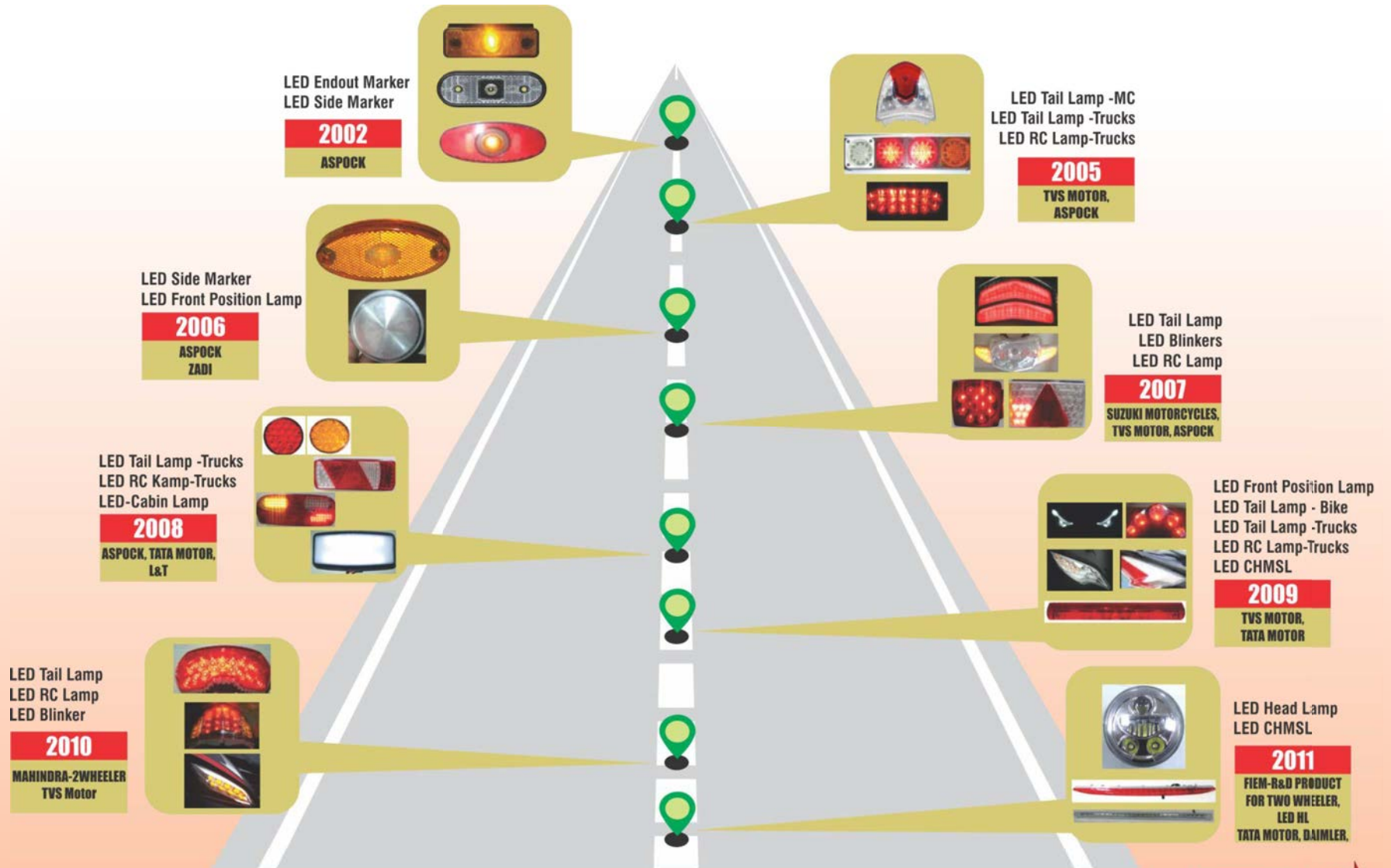
Light Simulation Test



Mechanical Durability Test

AUTOMOTIVE LED LAMP JOURNEY

13



CONT...

AUTOMOTIVE LED LAMP JOURNEY

LED Tail Lamp
LED Parking Lamp
LED Work Lamp

2012

MAHINDRA -2WHEELER
TVS MOTOR,
ASPOCK, JHON DEERE



LED Head Lamp
LED Tail Lamp
LED Projector Lamp
LED RC Lamp

2014

TVS MOTOR,
FIEM-R&D PRODUCT,
MAHINDRA REVA
YAMAHA



LED Tail Lamp
LED Blinker
LED Indicators
LED Roof Lamp
LED Outline Marker
LED Side Marker
LED License Lamp

2016

TVS MOTOR, DAIMLER,
HARLEY DAVIDSON,
SUZUKI MOTORCYCLES



UPCOMING TECHNOLOGY PRODUCTS



O-LED Tail Lamp



3D LED Tail Lamp

LED Fog Lamp
LED Tail Lamp
LED Reading Lamp
LED parking Lamp

2013

HARLEY DAVIDSON,
DAIMLER, L&T, MAHINDRA
-TWO WHEELER
MARUTI SUZUKI,
SUZUKI MOTORCYCLES-SMC,
MAHINDRA REVA



LED Head Lamp
LED - Indicators

2015

YAMAHA
TVS MOTOR



LED Head Lamp
LED Tail Lamp
LED Drl
LED Position Lamp

2017

HONDA MOTORCYCLE,
YAMAHA, TVS MOTORS,



**JOURNEY
CONT...**



AUTOMOTIVE LED LAMPS

15



ACTIVA 5G
HEADLAMP



DIO
PARKING LAMP



TAIL LAMP



BLINKER



FZ 25
HEADLAMP



R 15 VER3.0
HEADLAMP



FZ 250
TAIL LAMP



R 15 VER3.0
TAIL LAMP



FZ 250
POSITION LAMP



APACHE
TAIL LAMP



ZEST
DRL



MOPED/VICTOR
DRL



N-TORQ 125
DRL



N-TORQ 125
TAIL LAMP



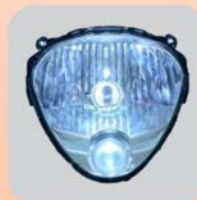
APACHE NEW
TAIL LAMP



GIXER
TAIL LAMP



GS 150R
TAIL LAMP



INTRUDER
PROJECTOR PARKING LAMP



INTRUDER
TAIL LAMP



BURGMAN
HEAD LAMP

Strong Client Base

- FIEM has a strong client base of more than 50 OEMs and is supplying to its prestigious customers since their inception.
- Significant market share for supply of automotive lighting & signalling equipments and rear view mirrors to Two-wheeler and Four-wheeler OEM's
- Exporting automotive lighting to Honda Japan, Kubota Japan (Tractors & Farm equipments) besides exporting to Austria, UK, Germany, Thailand, Indonesia & Vietnam.

Manufacturing Edge...Cost Saving to the Customers

- State-of-the-art manufacturing facilities located close to the OEM Customers offering Logistic cost saving and just in-time delivery
- FIEM has three world class R&D / Design Centres located in India, Italy and Japan having more than 120 personnel in Designing, Optical Simulation and Guest Engineering facilities for development of the lamp assembly and LED luminaires as per Indian and Global standards
- Strategic technological tie ups with global players to provide advance and cost efficient products

Diversified Product Portfolio

- Leading manufacturers of automotive lighting & signalling equipments and rear view mirrors for two and four wheelers
- Diversified into LED luminaires for indoor and outdoor applications
- Diversified into Integrated Passenger Information Systems with LED Display (IPIS)

LED Products

- In-house LED R&D, manufacturing and assembly unit offering low cost and high quality LED luminaires
- Diverse and cost efficient range of indoor and outdoor LED luminaires
- Approval from Ministry of Railway (RDSO) for Integrated Passenger Information System

MORE THAN 50+ AWARDS SINCE 1991



- **Performance Award (VA-VE) for the year 2016-17 from Suzuki Motor Cycle India Private Limited**
- **Achievement Award for Strong Cost Reduction Efforts for 2015-16 from Honda Motorcycle & Scooter India Pvt. Ltd.**
- **The Grand Award for QCDDM 2013-14 from Honda Motorcycle and Scooter India Ltd.-2014**
- **Achievement Award for Vendor Performance in the field of 'Development' in the year 2013-14 from Suzuki Motor Cycle India Private Limited-2014**



- **Bellwether Award 2012-13 in Auto Lighting for 40 Years from Business Sphere-2014**
- **Supplier Recognition Award bestowed by Harley-Davidson India for their new motorcycle model 'Harley-Davidson Street' and support in recognition of our best practices in Quality, Cost, Development, Delivery and Management.-2014**



- **Bronze Award for Excellence in Quality for 2013 from India Yamaha Motor Pvt. Ltd.-2014**
- **ESQR'S Quality Achievement Award 2013 in the GOLD CATEGORY for the Extra Ordinary achievement in quality management - 2013**
- **Manufacturing Today Award "Champion of Indian Manufacturing" for Small and Medium Enterprise - 2013**
- **Achievement Award for Honda Global Support for 2012-13 from Honda Motorcycle & Scooter India Ltd. 2013**
- **1st Prize for Entrepreneurial Excellence Award in Electronics 2012-13 from ELCINA for LED-Luminaires & Display-2013**

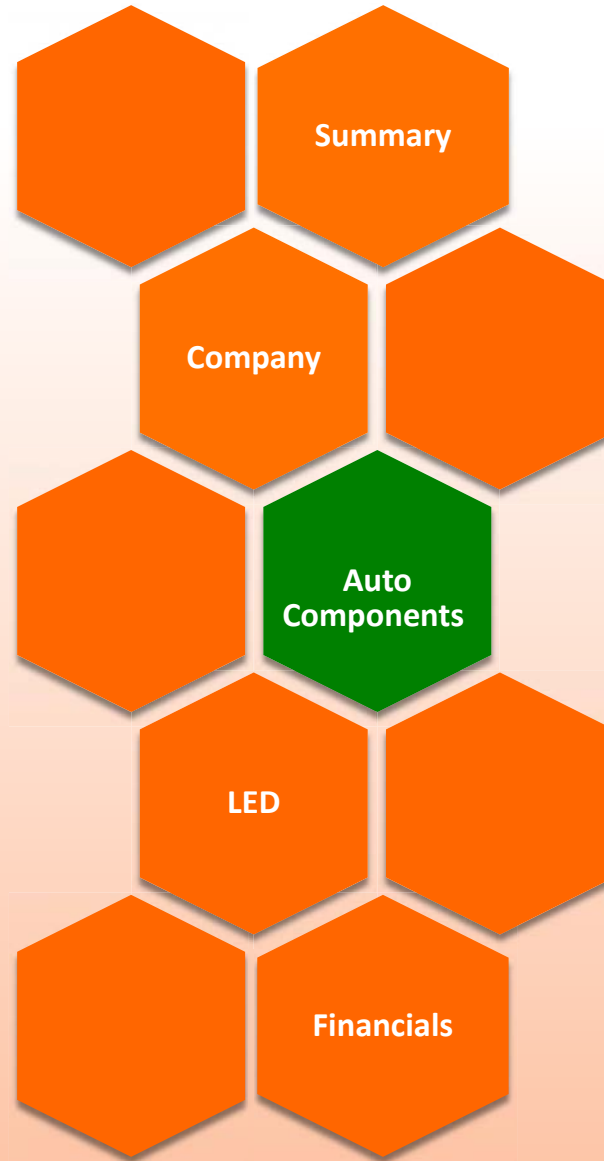


- **Achievement Award for Delivery Management for 2011-2012 from Honda Motorcycle & Scooter India Ltd - 2012**
- **Award for Q.D Performance from Honda Motorcycle & Scooter India Ltd-2011**
- **Outstanding Entrepreneurship Award from Enterprise Asia.-2011**



- **National Achievement Award for Business Excellence from Indian Society for Industry & Intellectual Development -2010**
- **Grand Award for Development from Honda Motorcycle & Scooter India Ltd.-2009**
- **SMB Award for superior performance during 2007-2008 from Industry 2 Magazine.-2009**
- **Appreciation Certificate from Hyundai Motor India Ltd. -2009**





FIEM is one of the most renowned names in Automotive Lightings & Signalling Equipments with the history of around four decades. The company is associated with some of the most prestigious OEM customers in India.

- **Automotive Lighting** - In the automotive components segment the Company makes various types of Head lamps, Tail Lamps, Blinker lamps, Fog lamps, Warning triangles, Interior lamps and Beacon lights etc. for Two Wheelers and Four Wheelers.
- **India's First NABL Accredited Lab for Testing of Automotive Lamps.**
- **Manufacturing Facilities for Automotive Lights:**
 - Unit 1 - Kundli, Sonapat, Haryana
 - Unit 2 - Hosur, Tamil Nadu
 - Unit 5 - Hosur, Tamil Nadu
 - Unit 6 - Nalagarh, Himachal Pradesh
 - Unit 7 – Rai, Sonapat, Haryana
 - Unit 9 – Ahmedabad, Gujarat

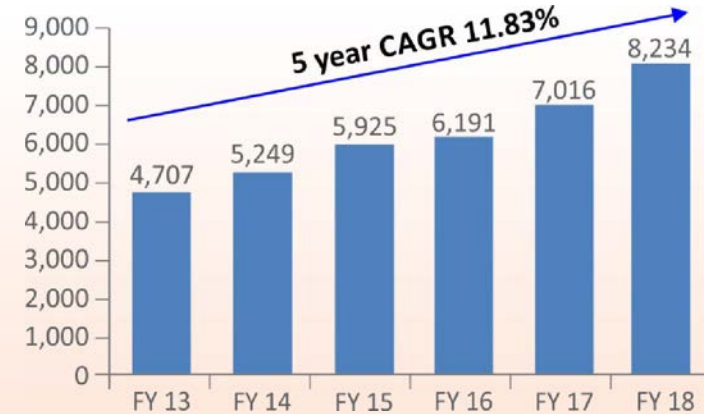


Cert. No. T - 3799
NABL Accredited Lab.

Top Clients



Automotive Light Contribution (Rs. In mn)



Head and Rear Lamps



AUTOMOTIVE LIGHTS & REAR VIEW MIRRORS

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**Activa-Head
Lamp**



**Activa-Tail
Lamp**



**Eterno-Blinker
Light**



**Shine-Blinker
Light**



**Activa-Rear
View Mirror**



**Apache-Head
Lamp**



**Scooty-Head
Lamp**



**Apache-Tail
Lamp**



**Star Sports
Blinker Light**



**Scooty Pep
Rear View Mirror**



**Indica-Head
Lamp**



**Sumo-Tail
Lamp**



**Safari-Roof
Light**



**Sumo-Blinker
Light**



**Tata Estate/Sierra/Sumo
Rear View Mirror**



**Traveller New
-Head Lamp**



**Traveller New
-Tail Lamp**



**Traveller New
-Fog Light**



**Matador
Tail Lamp**



**Traveller New
Rear View Mirror**

- Rear-View Mirror** – FIEM has four state-of-the-art mirror manufacturing plants in its different units having all the processes in-house which includes:
 - Mirror Plate Making** - Profile cutting, Washing, Grinding, Convexing, Cleaning, Aluminium coating/Chrome coating and finally back side painting.
 - Plastic Housing:** In-house manufacturing with injection moulding machines.
 - Rod Making:** In-house complete rod making facilities such as machining, bending, welding, powder coating etc.
 - Final Assembly:** All the above sub-components are assembled in the assembly lines to make the complete mirror assembly.

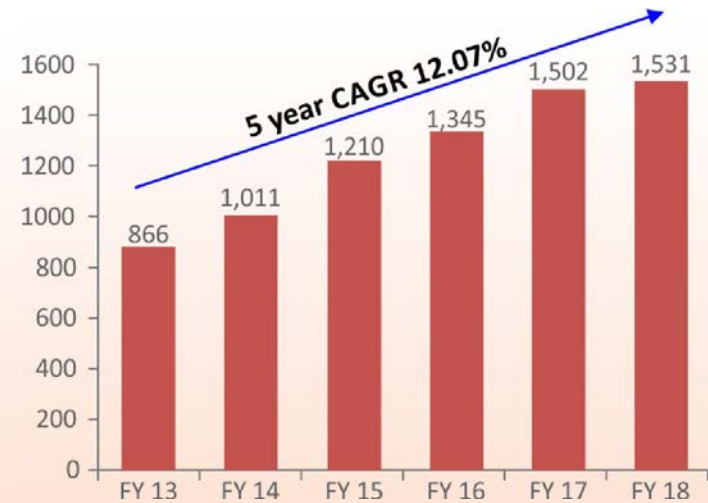
- Manufacturing Facilities for Rear View Mirrors:**

- Unit 1 - Kundli, Sonapat, Haryana
- Unit 2 - Hosur, Tamil Nadu
- Unit 5 - Hosur, Tamil Nadu
- Unit 6 - Nalagarh, Himachal Pradesh

- Top Clients**



Rear View Mirror Contribution (Rs. In mn)



Rear View Mirrors



- **Plastic Moulded Parts** – Plastic moulding is integral part of automotive lamps as well as rear view mirrors, as these parts are required to make final assembly of all the products.
- FIEM has installed world class more than 450 latest injection moulding machines in their **six plants** ranging from 50 tonnes to 1400 tonnes capable of making parts weighing 20 gms to 2.5 kgs .
- Apart from above, FIEM also supply standalone plastic moulded parts to its customers from Unit 2 and Unit 8.
- The above mentioned moulding machines can easily make even big products of two wheelers like front fender, floor panel, side cover, rear fender, handle bar, seat base etc.

Manufacturing Facilities for Standalone Plastic Moulded Parts:

- Unit 2 - Hosur, Tamil Nadu
- Unit 8 - Tapukara, Rajasthan

Top Clients



Plastic Moulded Parts Contribution (Rs. In mn)



Plastic Moulded Parts



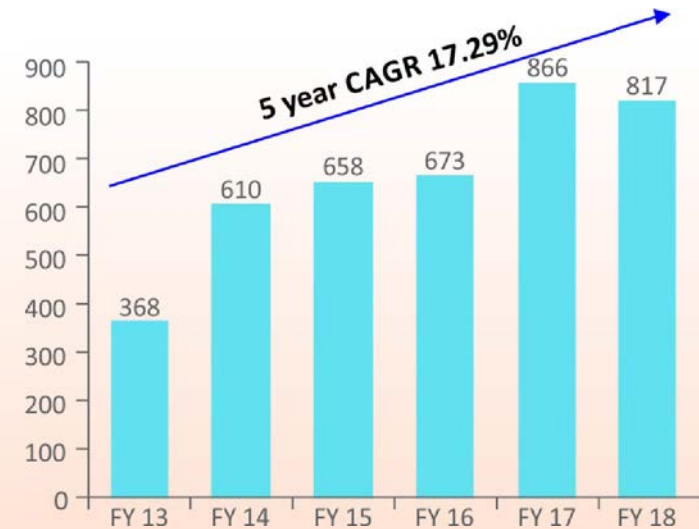
Others Automotive Segment Include items contributing less than 10% of Total Sale, mainly includes Fabrication items etc.

- **Sheet Metal Parts (fabrication Item)** – FIEM has full fledged sheet metal fabrication facilities as well as Mudguard rolling plants for manufacturing Front and Rear mudguard for Motorcycles & Mopeds. The fabrication facility have the following in-house processes:
 - **Presses:** More than 50 presses such as hydraulic, double action deep draw, single action presses etc.
 - Rolling Plant
 - Pipe Bending
 - Spot welding, Projection welding, Argon welding, CO₂ welding etc.
 - **Zinc Plating:** Blue/Black passivation, Yellow passivation
 - Phosphating facilities
 - Powder Coating for base coat and top coat
- **Manufacturing Facility used for making Sheet Metal Parts**
 - Unit 3 - Hosur, Tamil Nadu
 - Unit 6 – Nalagargh, Himachal Pradesh

Top Clients



Others Contribution (Rs. In mn)



Sheet Metal Parts



- In 2012, FIEM commenced their supplies to **Honda Japan** for 670cc Integra-4 Motorcycle which includes all lamps such as Head lamps, RC Lamps, Blinker lights etc. and become global supplier to Honda.
- FIEM also supplying through **Honda Trading** to **Honda Vietnam** and **Honda Thailand**.
- The component for supplying to Honda Motorcycle is developed by FIEM's in-house design and development center.

Honda Integra 4-670CC



Parts Manufactured for Honda Japan



Honda Award for Global Support Supplier 2012-13

Grand Award for QCDDM 2013-14 from Honda Motorcycle and Scooter India Ltd.



OUR CUSTOMERS

26

Two wheeler segment (Domestic)-



Two wheeler segment (Global Customers)



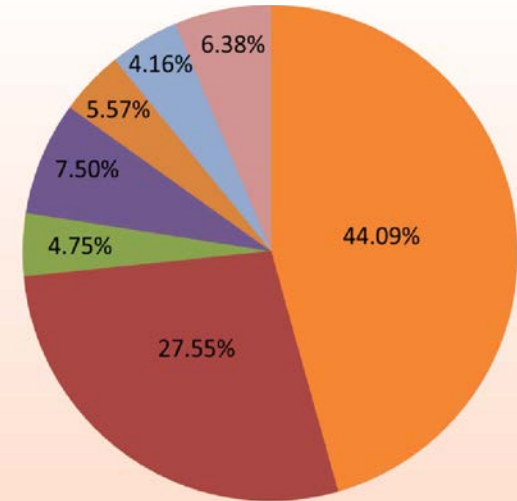
Four wheeler segment (Domestic)-



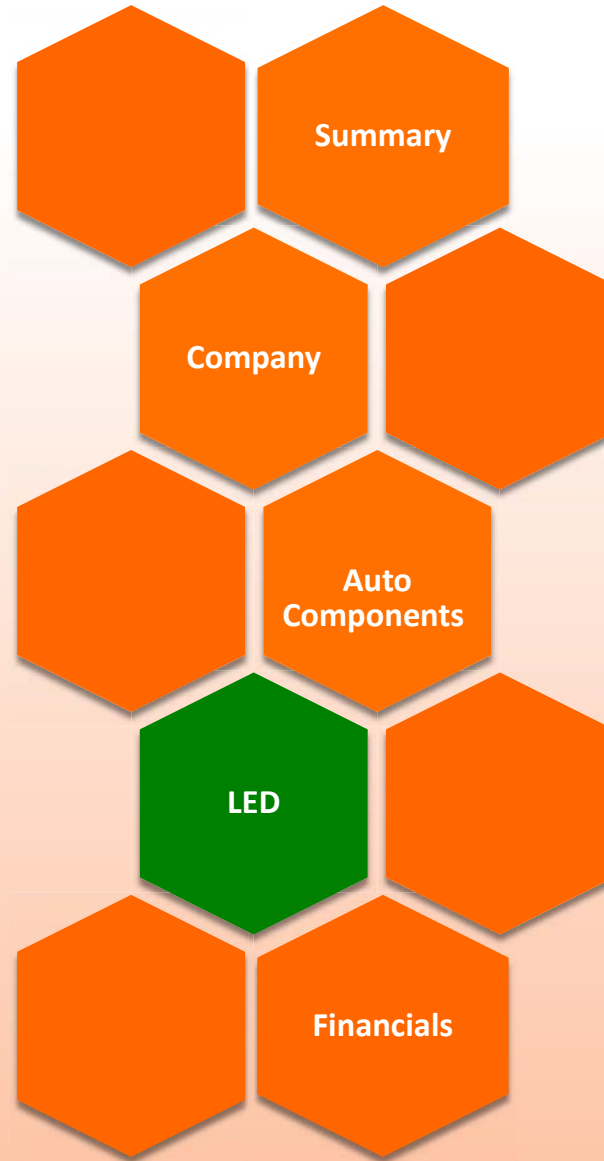
Four wheeler segment (Global Customers)-



H1FY18-19 Top Clientele Contribution – Automotive Segment



- HONDA MOTORCYCLE
- TVS MOTOR COMPANY
- REPLACEMENT MARKET
- SUZUKI MOTORCYCLE
- INDIA YAMAHA
- EICHER ROYAL ENFIELD
- OTHER CUSTOMERS



- After strengthening its position in the Automotive Industry, FIEM has already diversified into LED Segment having two major product categories as under:
 - LED luminaires for indoor and outdoor applications
 - Integrated Passenger Information Systems with LED Display for Railways and Buses
- FIEM has in-house R&D and manufacturing facilities for LED Products in Rai, Sonapat, Haryana. The Company only imports LED chips and electrical component and rest of the LED luminaires parts are manufactured in-house including the most crucial part i.e. **LED Drivers**.
- **India's First BIS Approved 7W LED Bulb.**
- **NABL Accredited Photometry Laboratory.**
- Company has already developed more than 100 products and developing more & more LED luminaires to attain significant market share

• Benefits of Fiem Technology for LED

- Strong R&D and development team consisting around 100 engineers having experience of more than a decade
- Govt. approved R&D center
- PCB circuit designing
- Cost and Energy Efficient designs
- Structural product designing
- Innovative optical designing, thermal simulation to achieve higher efficiency
- Complete SMT plant installed a decade ago
- Strong team for OEM and after market service



**First Prize from ELCINA
for Entrepreneurial
Excellence Award in Electronics for
LED Luminaires & Display**

LED Luminaires



LED Passenger Info Display System

TRAIN No	TRAIN NAME	EXPT. TIME	A/D	PF NO
14217	UNCHAHAR EXP	05:17	A	1
A1	A2	A3	A4	A5
A6	S1	PC	S2	S3
S4	S5	GEN	A7	

LED Solar Lantern



FIEM manufactures the following types of LED Luminaires:

Indoor LED Lights

- LED Bulbs
- LED Tubes
- LED Ceiling Lights
- LED Down Lights
- LED Solar Lanterns
- LED Torches



- **Applications** - Commercial, Industrial, Residential and other buildings such as Showrooms, Offices & Bank, Malls, Factories, Industrial shed, Warehouses, Residential Houses/Flats etc. LED Torches have safety features like glass breaking, seat belt cutter and warning lights which helps the vehicle driver during emergency

Outdoor LED Lights

- LED Bay Lights
- LED Street Lights
- LED Spot Lights
- LED Park Lights
- LED Flood Lights
- Bollards



- **Applications** - Roads, Highways, Tunnels, Open spaces in the building compounds such as Farm houses, Amusement parks, Hotels, Banquets, Gardens & parks, Residential apartments, Institutional & Industrial compounds etc.

OUR CUSTOMERS - LED LUMINAIRES



Hyatt Regency



Ministry of Shipping
(Govt. of India)



CRPF



Indian Railways



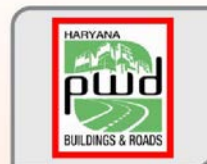
Indian Oil Corporation Limited



Rashtriya Chemicals & Fertilizers Ltd.
(A Government of India Enterprise)



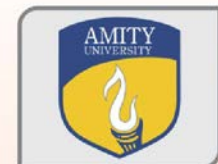
Indian Trade Promotion
Organisation



PWD Haryana



Energy Efficiency Services Limited



Amity University



International Centre for
Automotive Technology (ICAT)



Honda Motorcycle and
Scooters Pvt Ltd



SUZUKI Motorcycle



Motherson Sumi Systems Limited



Scooter India Limited
(A Government of India Enterprise)



Delhi Golf Club



Samsung India Electronics Pvt. Ltd.



Bikanerwala Foods Pvt Ltd



BACFO Pharmaceuticals



Flying Wings Badminton Academy



GK Energy Marketers Pvt Ltd



JBJ Technologies



UFLEX Limited



Ravenbhel Health Care Pvt Ltd

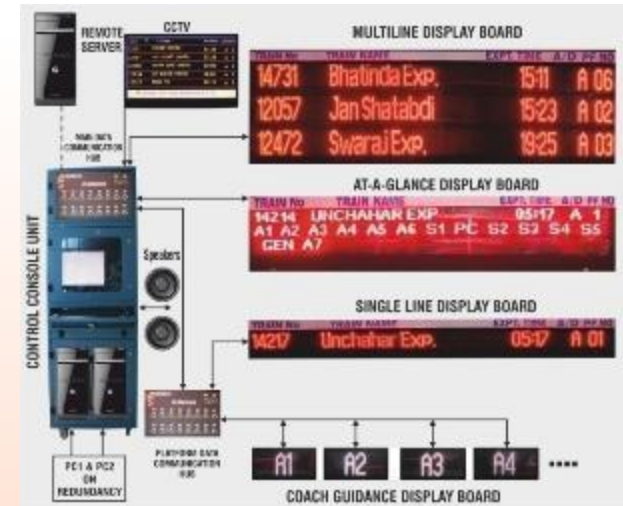


Verve Human Healthcare

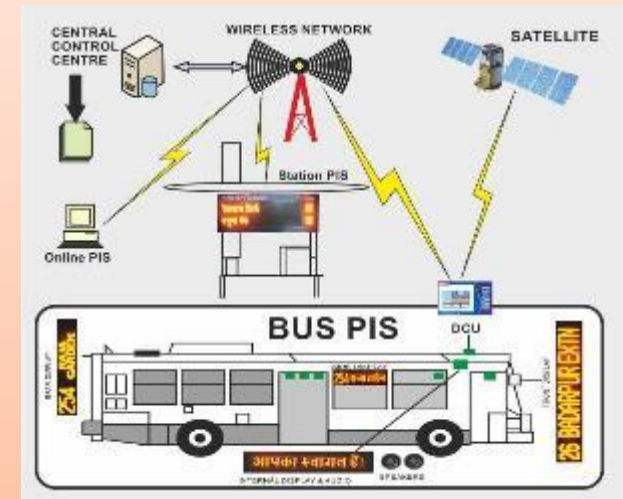
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role in helping its partners deliver an effective solution.
- Association of State Road Transport Undertakings has also inspected the Company's LED based Destination system and found it satisfactory.
- Also received approval for Integrated Passenger Information System with LED Display (IPIS) from **Ministry of Railways - Research Design and Standard Organization (RDSO)** for manufacture and supply of this system (consisting of Train indication, Coach Guidance & PC based announcement).
- FIEM is looking for big business opportunities from Railways, Central & State Government, Metro, Overseas Market etc.

LED Integrated Passenger Information System

Railway



Buses



LED Display Panel





Railway Stations where IPIS Systems Installed / Under Installation

- Delhi – Anand Vihar, Delhi Sarai Rohilla
- Goa – Sanvordem
- Haryana - Hisar, Bhiwani, Faridabad
- Rajasthan - Bikaner, Lalgah, Suratgarh, Hanuman Garh, Sri Ganganagar, Chittorgarh, Beawar, Madar
- Uttar Pradesh - Lucknow Main Station, Varanasi, Phaphund, Mathura, Bareilly, Subedarganj (Allahabad), Gonda, Badshanagar, Mankapur, Khalilabad, Basti, Kasganj, Farrukhabad, Izzatnagar, Fatehgarh, Kannoji, Dildarnagar
- Maharashtra - Dhanu Road Station
- Gujarat - Bhavnagar, Veraval, Junagarh, Sabarmati
- Andhra Pradesh - Vishakhapatnam Main Station, Vankatagiri, Sri Kala Hasti, Mantralayam Road, Parvathipuram, Parvathipuram Town, Vizianagaram
- Madhya Pradesh - Ujjain, Indore, Ratlam, Dewas, Nimuch, Mandsaur
- Bihar – Chhapra, Patna, Ara, Baxar
- Uttarakhand - Haridwar, Kathgodam, Haldwani, Lalkuan
- Karnataka – Ghatprabha, Wadi
- Chattisgarh – Jagdalpur
- Odisha – Rayagada, Koraput, Jeypore
- Jharkhand – Koderma



Railway Coaches for GPS Based PIS System for Indian Railway

- Delhi – Bikaner Superfast Express

LED based Coach Light of Train Coaches

Rail Coach Factory



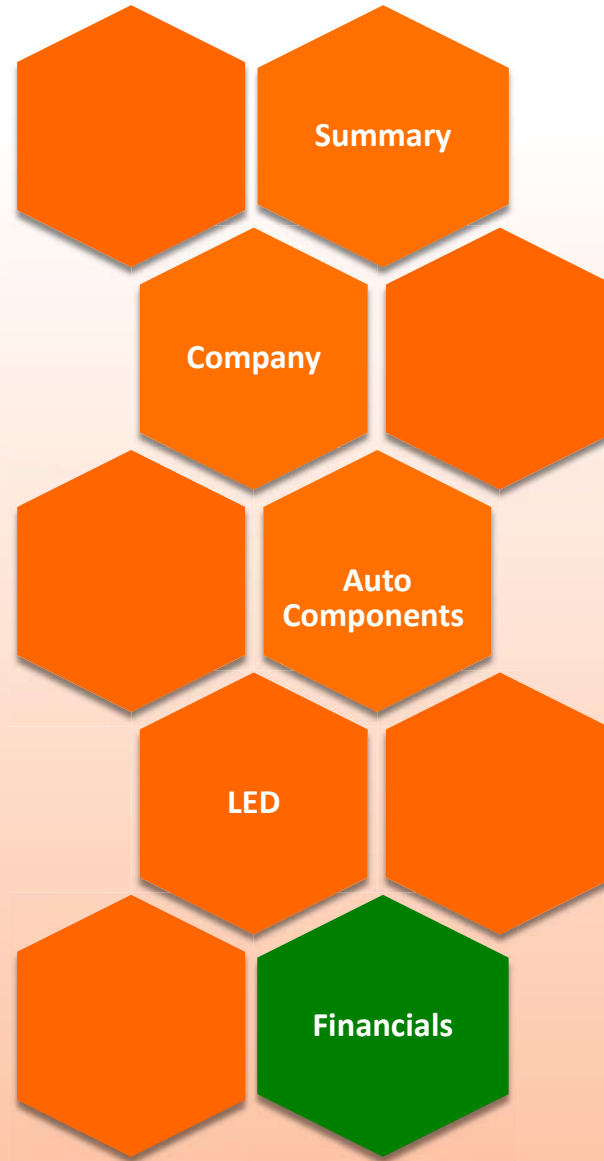
IPIS Systems for Buses

- DTC Buses, Haryana Roadways, U.P. Roadways, Gujarat State Road Transport (Ahmedabad), Uttarakhand Roadways, Jaipur Buses.
- Delhi Public School, GD Goenka School, PP International School, Dynasty International School, Manav Rachna International School etc.
- Nepal Buses for Kathmandu City.



LED Display System for Other Clients

- Delhi Fire Service
- CRPF
- Hospitals & Public Places.



CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY13	FY14	FY15	FY16	FY17	FY18
Total Income*	6,068	7,212	8,264	9,891	10,193	12,623
Expenses	5,361	6,321	7,227	8,609	8,970	11,170
EBITDA	707	891	1,037	1,282	1,223	1,453
<i>EBITDA Margin</i>	<i>11.65%</i>	<i>12.35%</i>	<i>12.55%</i>	<i>12.96%</i>	<i>12%</i>	<i>11.51%</i>
Exceptional Item	—	—	—	—	142	(34)
Depreciation & Amortization	183	218	307	331	393	444
Finance Cost	130	145	121	158	233	227
PBT	394	528	609	793	457	816
Taxes	117	155	184	220	126	290
PAT	277	373	425	573	331	526
<i>PAT Margin</i>	<i>4.57%</i>	<i>5.17%</i>	<i>5.14%</i>	<i>5.79%</i>	<i>3.25%</i>	<i>4.17%</i>
EPS	23.17	31.16	35.51	47.93	26.30	39.40

* Includes Other Income and Net of Excise Duty

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	01.04.16	01.04.17	31.03.18
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,017	4,785	5,526
b) Capital Work-in-Progress	116	56	56
c) Intangible Assets	4	7	12
d) Intangible Assets under Development	0	0	13
e) Financial Assets	148	199	91
f) Income Tax Assets (Net)	0	43	45
g) Other Non-Current Assets	56	64	114
Total Non Current Assets	4,341	5,154	5,857
II. CURRENT ASSETS			
a.) Inventories	661	1,024	1,403
b) Financial Assets			
i) Investments	0	861	191
ii) Trade Receivables	1,185	1,194	1,443
iii) Cash and Cash Equivalents	18	229	18
iv) Bank Balances other than (iii) above	26	1	4
v) Loans	4	5	6
vi) Other Financial Assets	10	7	279
c) Other Current Assets	204	220	152
Total Current Assets	2,108	3,541	3,496
TOTAL ASSETS (I + II)	6,449	8,695	9,353

Particulars (INR Mn)	01.04.16	01.04.17	31.03.18
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	120	132	132
Other Equity	2,518	3,970	4,362
Total Equity	2,638	4,102	4,494
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	909	1,194	865
ii) Other Financial Liabilities	0	26	19
b) Provisions	85	27	38
c) Deferred Tax Liabilities (Net)	296	325	438
Total Non Current Liability	1,290	1,572	1,360
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	183	641	371
ii) Trade Payables	1,509	1,504	2,195
iii) Other Financial Liabilities	608	666	741
b) Other Current Liabilities	181	172	156
c) Provisions	30	38	25
d) Current Tax Liabilities (Net)	10	0	11
Total Current Liability	2,521	3,021	3,499
TOTAL LIABILITIES (I + II)	3,811	4,593	4,859
TOTAL EQUITY AND LIABILITIES (A+B)	6,449	8,695	9,353

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY13	FY14	FY15	FY16	FY17	FY18	Six Months FY19
Total Income*	6,025	7,190	8,257	9,880	10,188	12,429	7,554
Expenses	5,323	6,299	7,223	8,600	8,967	10,977	6,790
EBITDA	702	891	1,034	1,280	1,221	1,452	764
EBITDA Margin	11.70%	12.40%	12.52%	12.95%	11.98%	11.68%	10.11%
Exceptional Item	—	—	—	—	142	(34)	—
Depreciation & Amortization	184	218	306	330	392	443	241
Finance Cost	129	144	121	158	233	227	110
PBT	389	529	607	792	455	816	413
Taxes	116	155	184	220	126	290	139
PAT	273	374	423	572	329	526	274
PAT Margin	4.53%	5.20%	5.12%	5.79%	3.22%	4.23%	3.53%
EPS	22.83	31.27	35.33	47.80	26.12	39.39	20.53

* Net of Excise Duty and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

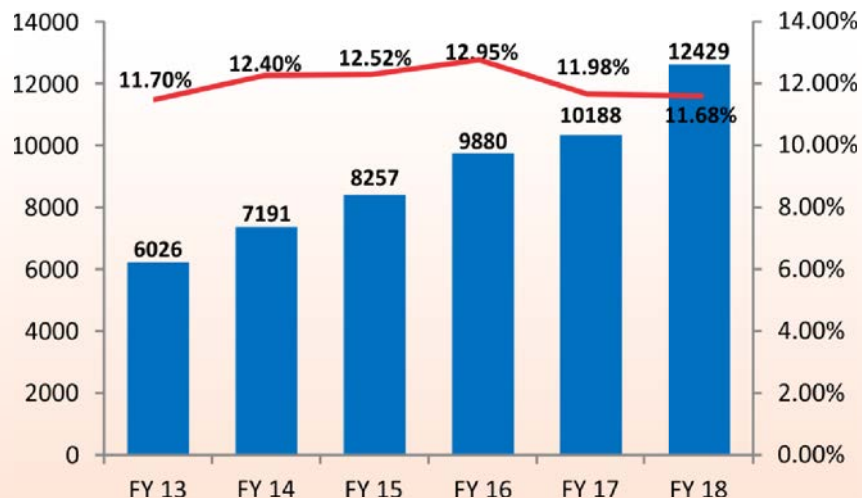
Particulars (INR Mn)	01.04.17	31.03.18	30.09.18
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,785	5,526	5,669
b) Capital Work-in-Progress	56	56	1
c) Intangible Assets	7	12	8
d) Intangible Assets under Development	0	13	25
e) Financial Assets	205	99	444
f) Income Tax Assets (Net)	43	45	45
g) Other Non-Current Assets	64	114	61
Total Non Current Assets	5,160	5,865	6,253
II. CURRENT ASSETS			
a) Inventories	1,024	1,403	1,512
b) Financial Assets			
i) Investments	861	191	0
ii) Trade and Receivables	1,188	1,440	1,796
iii) Cash and Cash Equivalents	227	11	10
iv) Bank Balances other than (iii) above	1	4	6
v) Loans	5	6	7
vi) Other Financial Assets	7	278	274
c) Other Current Assets	220	152	178
Total Current Assets	3,533	3,485	3,783
TOTAL ASSETS (I + II)	8,693	9,350	10,036

Particulars (INR Mn)	01.04.17	31.03.18	30.09.18
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	3,966	4,358	4,486
Total Equity	4,098	4,490	4,618
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	1,195	865	926
ii) Other Financial Liabilities	26	19	0
b) Provisions	27	39	78
c) Deferred Tax Liabilities (Net)	325	438	493
Total Non Current Liability	1,573	1,361	1,497
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	641	370	1,052
ii) Trade Payables	1,507	2,197	1,946
iii) Other Financial Liabilities	666	741	638
b) Other Current Liabilities	170	155	259
c) Provisions	38	25	23
d) Current Tax Liabilities (Net)	0	11	3
Total Current Liability	3,022	3,499	3,921
TOTAL LIABILITIES (I + II)	4,595	4,860	5,418
TOTAL EQUITY AND LIABILITIES (A+B)	8,693	9,350	10,036

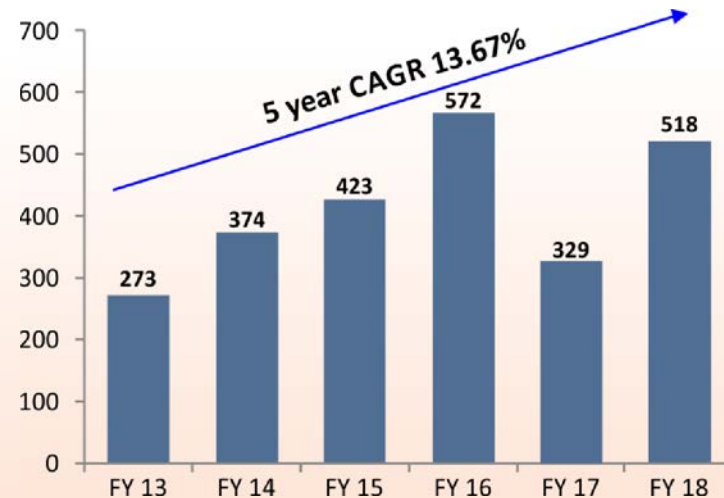
STANDALONE FINANCIAL OVERVIEW

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Total Income & EBIDTAM% (Rs. In mn)



Net Profit (Rs. In mn)



EBITDA (Rs. In mn)



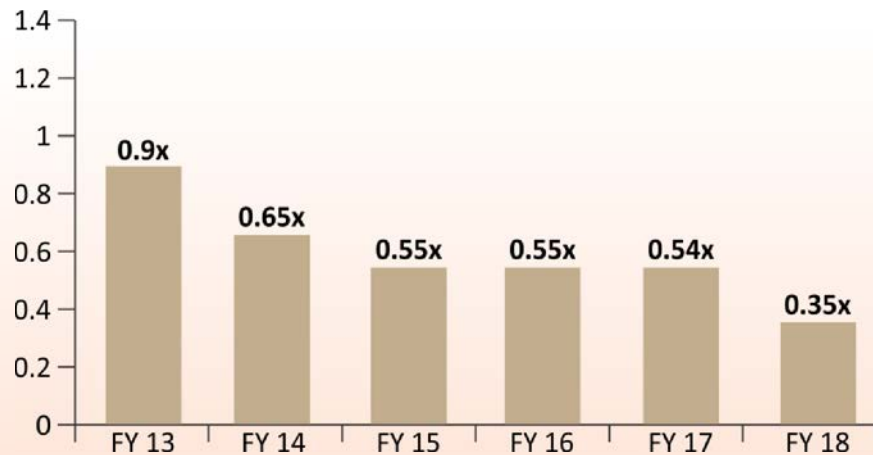
Efficiency Ratio



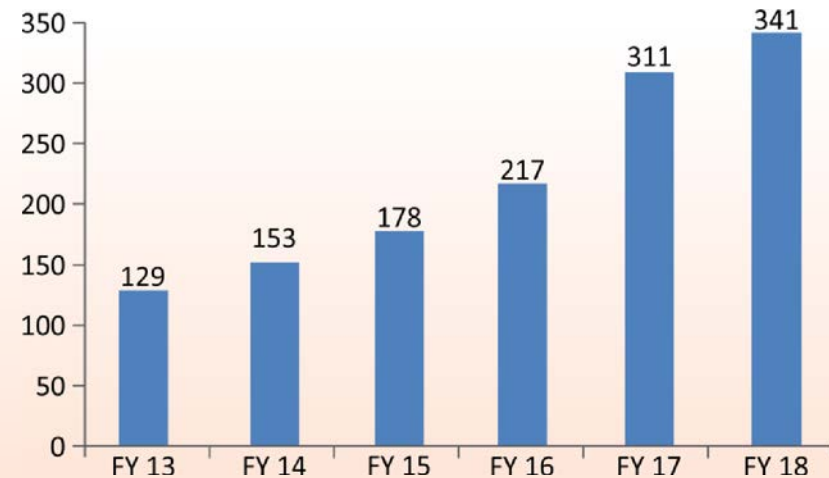
STANDALONE FINANCIAL OVERVIEW

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Gross Debt/Equity



Book Value Per Share



Dividend Per Share



Working Capital Days



Fiem Industries Limited

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