LIGHT UP THE WORLD

FIEM INDUSTRIES LIMITED

(AN ISO / TS 16949 : 2009, ISO 14001, OHSAS 18001 : 2007 & ISO 9001 : 2008 CERTIFIED COMPANY)
Unit-VII : Plot No. 1915, Rai Industrial Estate, Phase-V, Sonepat-131029 Haryana (INDIA)
Tel. : +91-130-2367905/906/907/908/909/910 Fax : +91-130-2367903
E-mail : fiemunit7@fiemindustries.com

February 14, 2017 **(through NEAPS)**

The Manager,
Listing Department,
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai -400051

Dear Sir,

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

Please refer our Letter dated February 10, 2017 on captioned subject wherein we had intimated the schedule of meeting / interaction on February 14, 2017 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** made in the above meeting.

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

Fiem

LIGHT UP THE WORLD

(AN ISO/TS 16949 : 2009, ISO 14001 : 2004, OHSAS 18001 : 2007 & ISO 9001 : 2008 CERTIFIED COMPANY)

FEB-2017

Fiem Industries Ltd. – Investor Presentation

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Light Up The World

Summary

Company

Auto Components

LED

Financials

EXECUTIVE SUMMARY

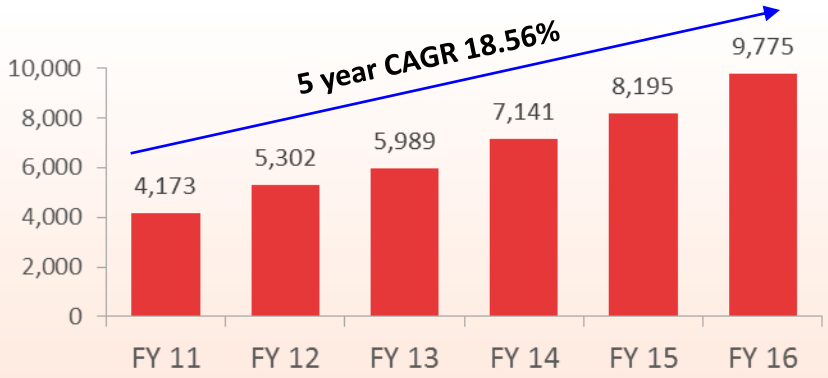
Light Up The World

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 Siel, GM, Hyundai, Daimler, Mahindra Reva etc.
Consolidated Financial Performance	• **Total Income** has grown from **INR 4,279mn** in FY11 to **INR 9,891 mn** in FY16 at 5 year CAGR of **18.24%** • **EBITDA** has grown from **INR 379mn** in **FY11 to INR 1,282mn** in FY16 at a 5 year CAGR of **27.60%** • **Net Profit** has grown from **INR 111mn** in FY11 to **INR 573mn** in FY16 at a 5 year CAGR of **38.86%**

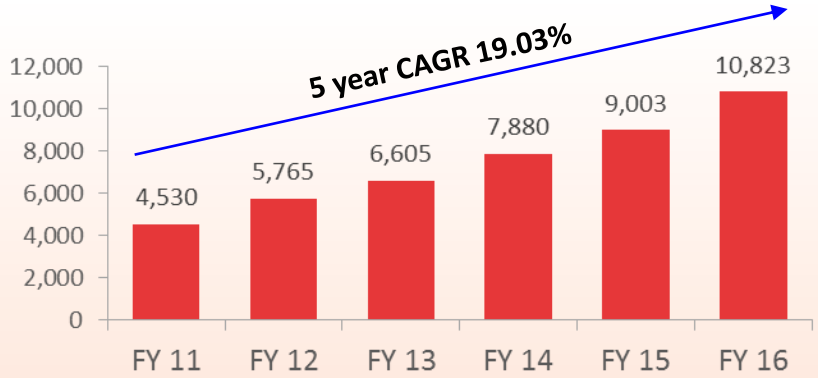
FINANCIAL SUMMARY (STANDALONE)

Light Up The World

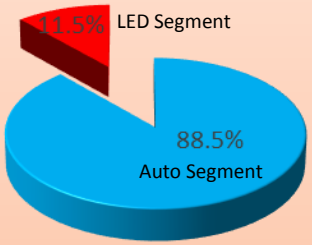
Turnover (Net) Rs. in million



Turnover (Gross) Rs. in million

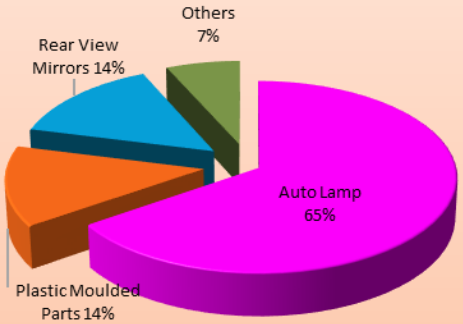


FY16 Segment wise Sales Breakup



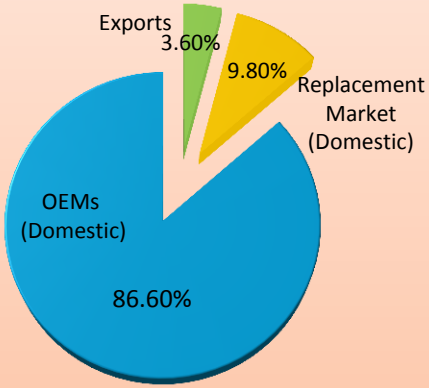
Auto Segment | LED Segment

FY16 Revenue Breakup Auto Segment - Product Mix



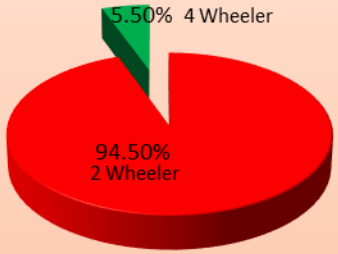
Auto Lamp | Plastic Moulded Parts | Rear View Mirrors | Others

FY 16 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market



Exports | Replacement Market (Domestic) | OEMs (Domestic)

FY 16 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



2 wheeler | 4 wheeler

RESULTS HIGHLIGHTS :
THIRD QUARTER (Q3)/ NINE MONTHS (9M) FY 2016-17

Light Up The World

Financial Highlights (Standalone)

- During Q3 FY16-17, Indian economy went through major reforms in terms of demonetization of its currency. The two wheeler was one of the industry which got impacted. As a result of which, the sales of the Company to its major OEM customers, mainly to HMSI also got impacted, thereby the turnover of the Company came down. The financial highlights are as under:

(Rs. In crores)

	Q3 FY 16-17	Q3 FY 15-16	
INCOME FROM OPERATIONS	235.36	258.59	Down by 8.98%
PAT	9.06	15.67	Down by 42.18%
	9M FY 16-17	**9M FY 15-16**	
INCOME FROM OPERATIONS	772.38	698.12	Up by 10.64%
PAT	34.59	37.74	Down by 8.35%

- **Sales from LED Segment**
  - Q3 FY 16-17 is Rs. 19.60 Crore (Net) in comparison to Rs 44.93 Crore during Q3 FY 15-16.
  - 9M FY 16-17 is Rs. 56.20 Crore in comparison to Rs 55.91 Crore in 9M FY 15-16.
- EBIDTA Margin in LED Segment for 9M FY 16-17 is approx. 11.01% and in Auto Segment approx. 12.34%.
- Total Long Term Loans of the Company as on 31st December 2016 are Rs. 172 Crore which were Rs.122 Crore as on 31st March 2016.

Operational Highlights (Standalone)

- During 9M FY 16-17, investment in Company's newly set-up facility in Gujarat is Rs 13 Crore. During Q3 FY 16-17 it is approx. Rs. 2.50 Crore. Total Investment as on 31st December 2016 for this unit is Rs 62 Crore.
- Investment in Tapukara Plant (Rajasthan) in LED Lighting products facilities during the 9MFY 16-17 is Rs. 33 Crore and Q3 FY 16-17 it is Rs 7 Crore. Total investment in LED Lighting facilities as on December 31, 2016 is Rs. 109 Crore.

- **Progress on LED orders :**
  - **LED Street Light Order with EESL:**
  - Partly completed during FY 2015-16. Approx. Rs. 60 Crore.
  - During the current period of nine months order completed worth Rs. 15 Cr.

LED Bulbs (9W and 7W) Orders with PVVNL–Meerut (Supply and Distribution):

- 7W LED Bulbs: 20 Lac and 9 W LED Bulbs : 8 Lac
  - Total Value: Rs 23.92 Crore
  - Bulb Supplied 9MFY 16-17: 10.93 Lac Bulbs, Value Rs 7 crore.

LED Bulbs 9W Orders with EESL:

- Quantity - 10.00 Lac, Total value - Rs 5.49 Crore: The order is short closed due to sharp fall in LED prices.

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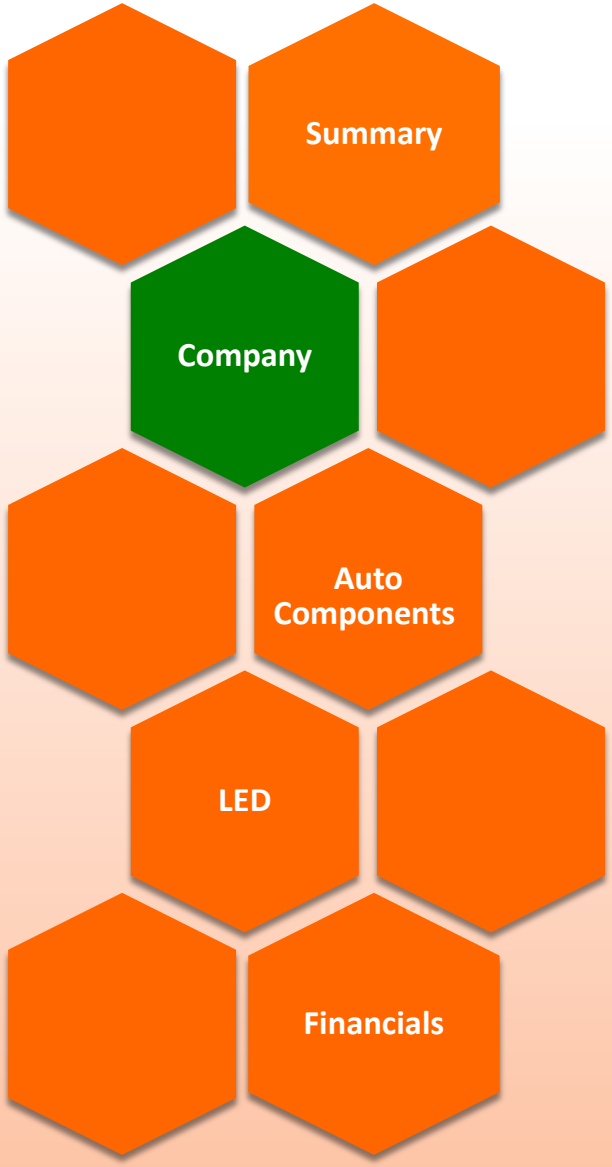
Light Up The World



COMPANY OVERVIEW

Light Up The World

- 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.
- Outside India, the Company has one Wholly owned Subsidiary & one J.V. Company
  - Wholly Owned Subsidiary - Fiem Industries Japan Co., Ltd.
  - JV Company - Centro Ricerche Fiem Horustech SRL, Italy

PROMOTERS & WHOLE TIME DIRECTORS

Light Up The World

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

- aged 64 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 62 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 34 years, is the whole-time Director of our Company. She has competed 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.

WHOLE TIME DIRECTORS…

Light Up The World

Mr. Rahul Jain, Whole-time Director

- aged 29 years, is a whole-time Director of our Company. He has completed his Bachelor of Science in Business & 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 59 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 60 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.

FIEM JOURNEY

Light Up The World

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, Sonepat (Unit 1)
- 1996- Fiem Sung San (India) Ltd., a JV Company was established
- 1998- Multi Focal Reflector first time introduced in India by FIEM

2001-2007

- 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 – Setup LED SMT plant
- 2007-Merged Fiem Sung San with Fiem Industries

2008-2012

- 2010 - Started new manufacturing Unit in Rai, Sonepat (Unit 7)
- 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 - 2016

- 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.

PLANTS & DEPOTS LOCATIONS

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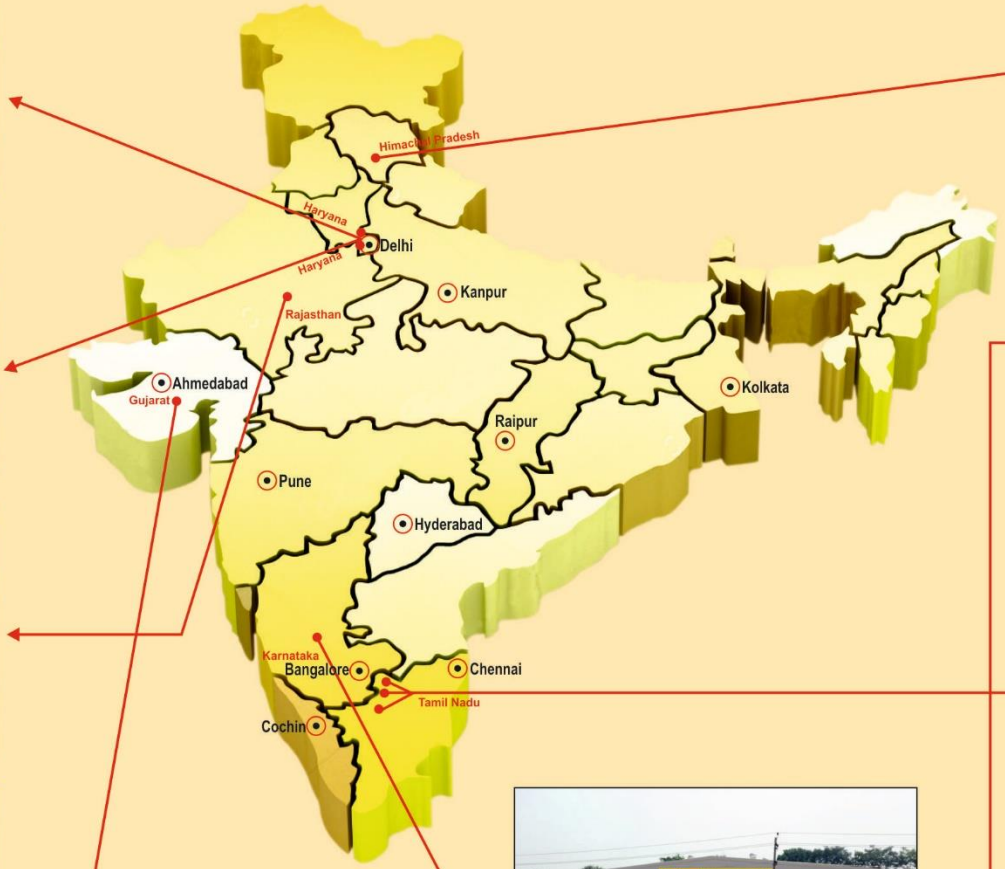
Plants & Depots Across India

Unit-I, Kundli (HARYANA)

Unit-VII, Rai, Sonepat (HARYANA)

Unit-VIII, Tapukara (RAJASTHAN)

Unit-IX, Ahmedabad (GUJARAT)



Unit-IV, Mysore (Karnataka)

Unit-VI, Nalagarh (HIMACHAL PRADESH)

Unit-II, Hosur (TAMIL NADU)

Unit-III, Hosur (TAMIL NADU)

Unit-V, Hosur (TAMIL NADU)

PLANT DETAILS

Light Up The World

Unit - 1 Kundli, Sonepat, Haryana

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

Unit - 2 Hosur, Tamil Nadu

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

Unit - 3 Hosur, 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 Fender Assembly

Unit - 5 Hosur, 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, Sonepat, 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 42,863 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

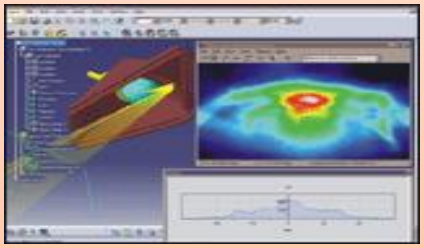
GOVT. APPROVED R&D CENTRE

Light Up The World

- 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, Sonepat
- 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 Accrediated**
- **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

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

Up-Coming Ventures

- **MoU** with **Honda Locks Mfg. Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for a joint venture proposal in India for manufacturing of Key Sets, Door Mirrors and Outside Handles.. The Key Sets will be for four-wheeler as well as for two-wheeler vehicles.
- **MoU** with **TOYODENSO Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for a joint-venture proposal in India for manufacturing of automotive switch assemblies.

ACCOLADES RECEIVED

Light Up The World

MORE THAN 50+ AWARDS SINCE 1991

- 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
- Appreciation Certificate from **Hyundai Motor India Ltd.** -2008

CERTIFICATIONS AND APPROVALS

Light Up The World

Government Approved R&D Center

Government approval for In-House R&D Centre

TELEGRAM : SCINDRFCH
दूरभाष/TEL : 26962819, 26567373
: 26565694, 26562133
: 26565687, 26562144
: 26562134, 26562122 (EPBAX)
फैक्स/FAX : 26960629, 26529745
Website : http://www.dsir.gov.in

सूचना का अधिकार

भारत सरकार
विज्ञान और प्रौद्योगिकी मंत्रालय
वैज्ञानिक और औद्योगिक अनुसंधान विभाग
टेक्नोलॉजी भवन
नया महरौली मार्ग, नई दिल्ली – 110 016

GOVERNMENT OF INDIA
MINISTRY OF SCIENCE AND TECHNOLOGY
Department of Scientific and Industrial Research
Technology Bhavan
New Mehrauli Road, New Delhi - 110 016

F.No. TU/IV-RD/3365/2014 6th June, 2014

To

M/s Fiem Industries Ltd.
D-34, DSIDC Packaging Complex,
Kirti Nagar,
New Delhi -110 015

Subject: RENEWAL OF RECOGNITION OF IN-HOUSE R&D UNIT(S)

Dear Sirs,

This has reference to your application for renewal of recognition of your In-House R&D Unit(s) beyond 31-03-2014 by the Department of Scientific and Industrial Research.

2. This is to inform you that it has been decided to accord renewal of recognition to the In-House R&D unit(s) of your firm at **Plot No. 1915, Rai Industrial Estate, Phase- V, Distt. Sonepat (Haryana)** upto **31.03.2017**. Terms and condition pertaining to this recognition are given overleaf.

3. Kindly acknowledge the receipt of this letter.

Yours faithfully,

(K.V.S.P. Rao)
Scientist – 'G'

Approval from Ministry of Railway

Approval from RDSO

Approval From Ministry of Railways (RDSO)

Certificate of Approval

LED Integrated Passenger Information System

MNRE Approved Solar Lantern

MNRE approved LED Solar Lantern (by CPRI Lab)

CPRI

NABL Accreditation for Photometry Laboratory

NABL

National Accreditation Board for Testing and Calibration Laboratories

(An Autonomous Body under Department of Science & Technology, Govt. of India)

CERTIFICATE OF ACCREDITATION

FIEM INDUSTRIES LTD., R & D DIVISION

has been assessed and accredited in accordance with the standard

ISO/IEC 17025:2005

"General Requirements for the Competence of Testing & Calibration Laboratories"

for its facilities at

Plot No. 1915, Rai Industrial Estate, Phase V, Sonepat, Haryana

in the discipline of

PHOTOMETRY TESTING

(To see the scope of accreditation of this laboratory, you may also visit NABL website www.nabl-india.org)

Certificate Number T-3759
Issue Date 15/02/2016 Valid Until 14/02/2018

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continued satisfactory compliance to the above standard & the additional requirements of NABL.

Signed for and on behalf of NABL

N. Venkateswaran, Program Manager
Anil Rolia, Director
Prof. S. K. Joshi, Chairman

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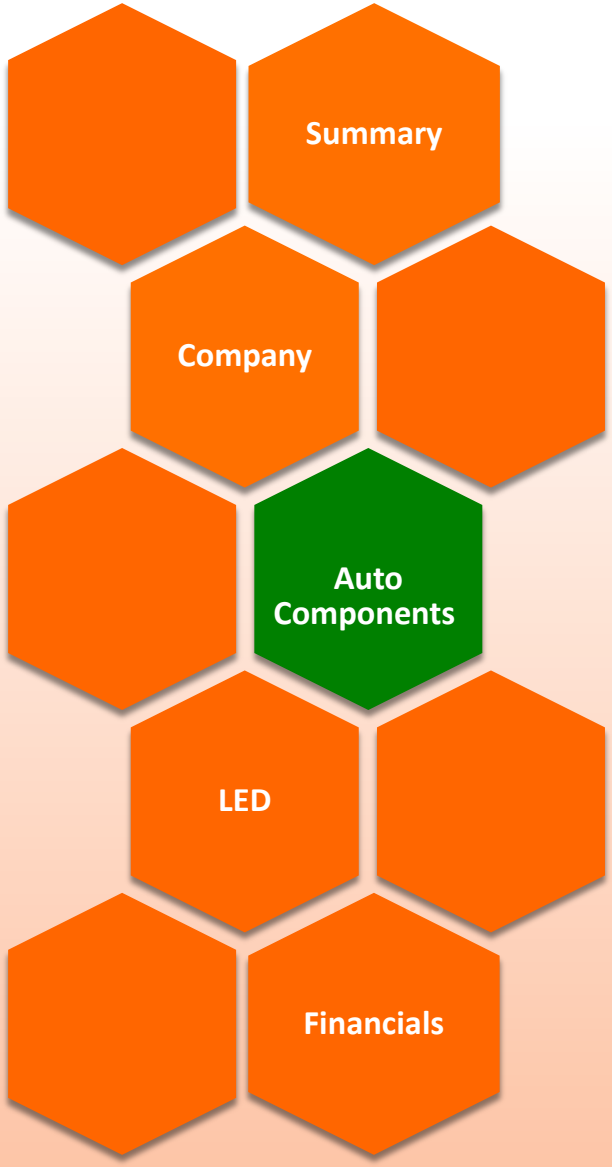


AUTOMOTIVE LIGHTS

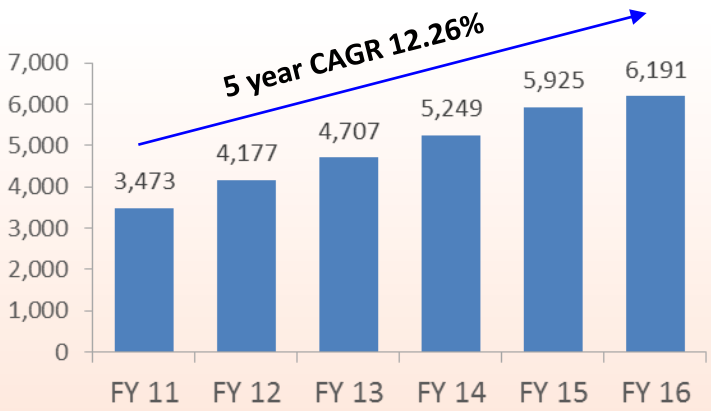
Light Up The World

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, Sonepat, Haryana
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 5 - Hosur, Tamil Nadu
  - Unit 6 - Nalagarh, Himachal Pradesh
  - Unit 7 – Rai, Sonepat, Haryana
  - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**

Cert. No. T - 3799
NABL Accredited Lab.

Automotive Light Contribution



Head and Rear Lamps

Mahindra Reva Electric Car Lamps

AUTOMOTIVE LIGHTS & REAR VIEW MIRRORS

Light Up The World

HONDA

Activa-Head Lamp

Activa-Tail Lamp

Eterno-Blinker Light

Shine-Blinker Light

Activa-Rear View Mirror

TVS

Apache-Head Lamp

Scooty-Head Lamp

Apache-Tail Lamp

Star Sports Blinker Light

Scooty Pep Rear View Mirror

TATA

Indica-Head Lamp

Sumo-Tail Lamp

Safari-Roof Light

Sumo-Blinker Light

Tata Estate/Sierra/Sumo Rear View Mirror

FORCE

Traveller New -Head Lamp

Traveller New -Tail Lamp

Traveller New -Fog Light

Matador Tail Lamp

Traveller New Rear View Mirror

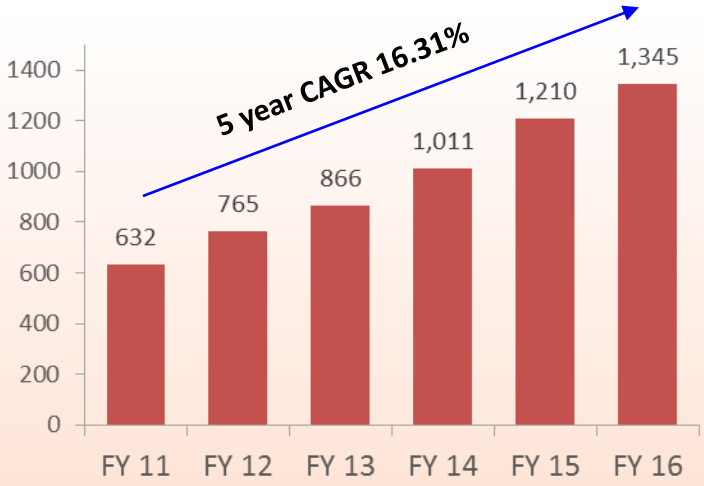
REAR VIEW MIRRORS

- **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, Sonepat, Haryana
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 5 - Hosur, Tamil Nadu
  - Unit 6 - Nalagarh, Himachal Pradesh

- **Top Clients**

Rear View Mirror Contribution



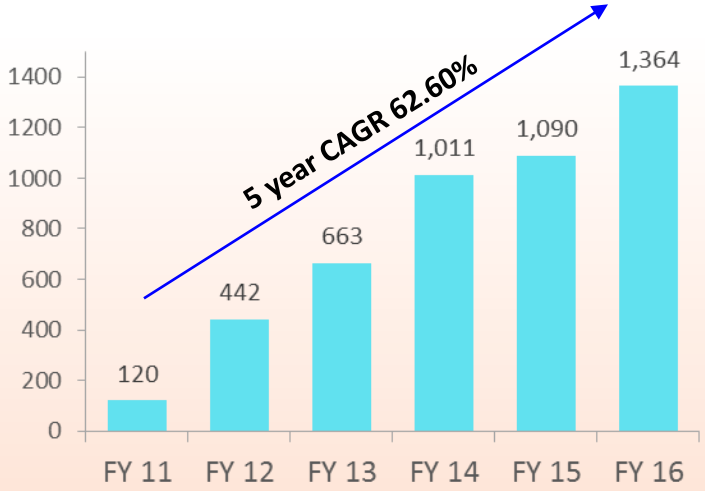
Rear View Mirrors

PLASTIC MOULDED PARTS

Light Up The World

- **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.

Plastic Moulded Parts Contribution



- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 8 - Tapukara, Rajasthan
- **Top Clients**

HONDA TVS SUZUKI

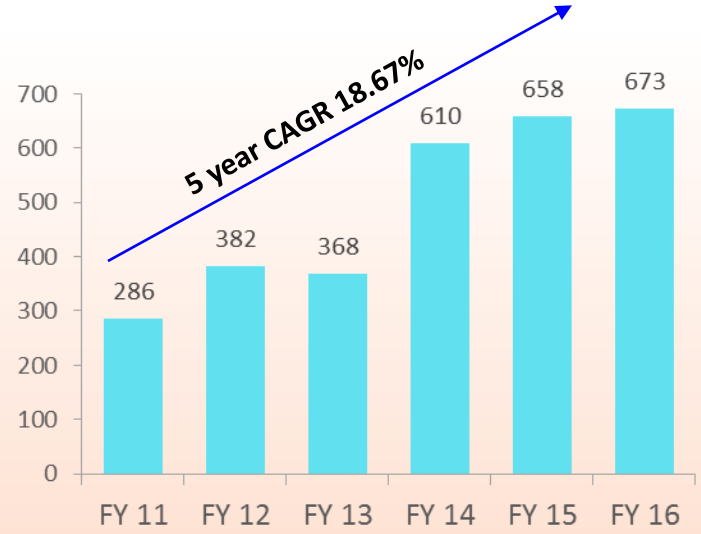
Plastic Moulded Parts

OTHERS

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, CO_2 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



Sheet Metal Parts

SUPPLY TO HONDA JAPAN

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- 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

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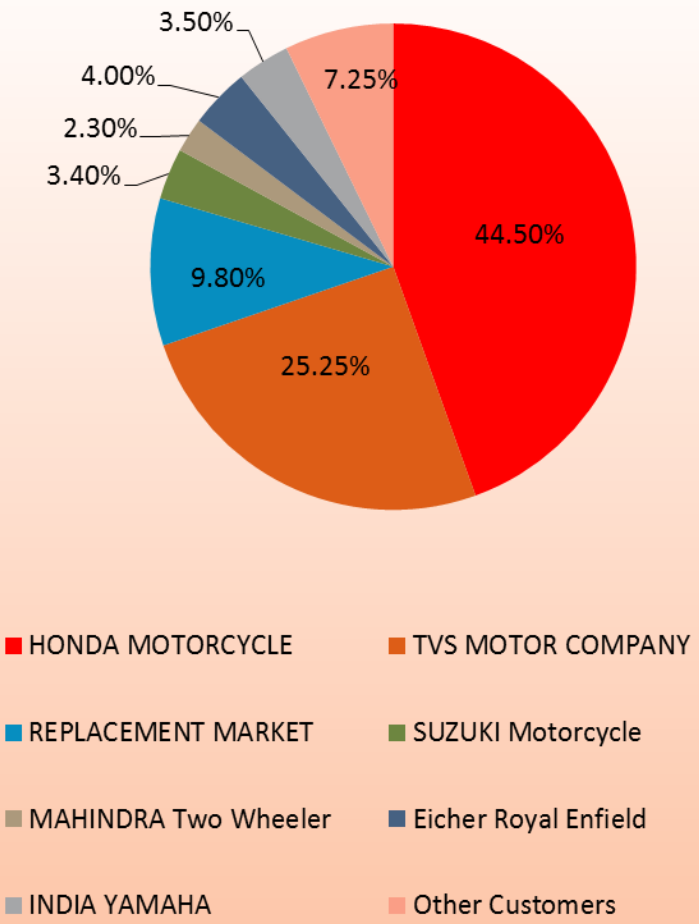
Two wheeler segment (Domestic)-

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)-

Four wheeler segment (Global Customers)-

FY16 Top Clientele Contribution – Automotive Segment



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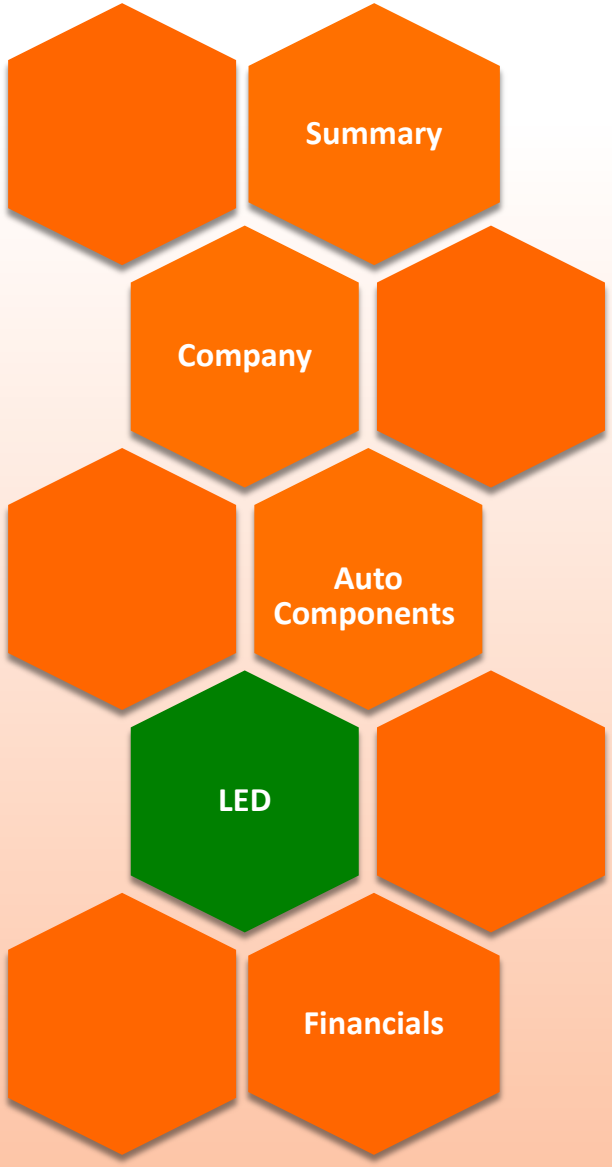


LED DIVISION

Light Up The World

- After strengthening its position in the Automotive Industry, FIEM has already diversified into LED Segment having two major product catgaories 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, Sonepat, 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 Luminaries & Display

LED Luminairies

LED Passenger Info Display System

LED Solar Lantern

LED LUMINAIRES

Light Up The World

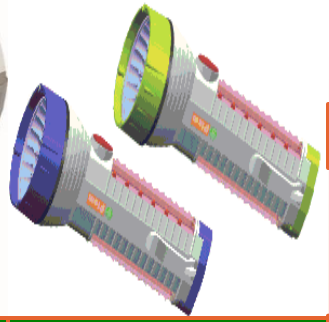
FIEM manufactures the following types of LED Luminaires:

Indoor LED Lights

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

LED Tubes

LED Bulbs



LED Torches

Ceiling Lights

Down Lights

- **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

LED Park Lights

LED Street 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

Light Up The World

Energy Efficiency Services Ltd.

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

Amity University

INTERNATIONAL CENTRE FOR AUTOMOTIVE TECHNOLOGY (ICAT)

Hyatt Regency

Honda Motorcycle and Scooter Pvt. Ltd.

SUZUKI Motorcycle

Motherson Sumi Systems Ltd.

Scooters India Limited. (A Government of India Enterprise)

Delhi Golf Club

Samsung India Electronics Pvt. Ltd.

Bikanerwala Foods Pvt. Ltd.

BAFCO Pharmaceuticals

Flying Wings Badminton Academy

GK Energy Marketers Pvt. Ltd.

JBJ Technologies

UFLEX Limited

Ravenbhel Health Care Pvt Ltd.

Verve Human Healthcare

ADVANTAGE OF FIEM LED BULB VS CONVENTIONAL LIGHTS

Light Up The World

	Fiem LED Bulb	CFL	Incandescent Bulbs
Life Expectancy	>35,000hrs	8,000hrs	1,200hrs
Watt	7watts	13-15watts	60watt
Kwh of electricity used in 50,000hrs	350	700	3,000
Hazardous Material	None	5mg mercury/bulb	None
Color Rendition	Wide range of color	Restricted color	Restricted color
Dimmability	Yes	Restricted Possibility	Yes
Robustness	Breakable	Sensitive	Sensitive
Start up time	Instant	Delay	Instant
Disposal	Via Landfill	As per guidelines	Via Landfill
Light Efficiency	620lum/7=90 lm/wtt	620/15=53 lm/wtt	620/60=13 lm/wtt
Maintenance	Negligible	High	High

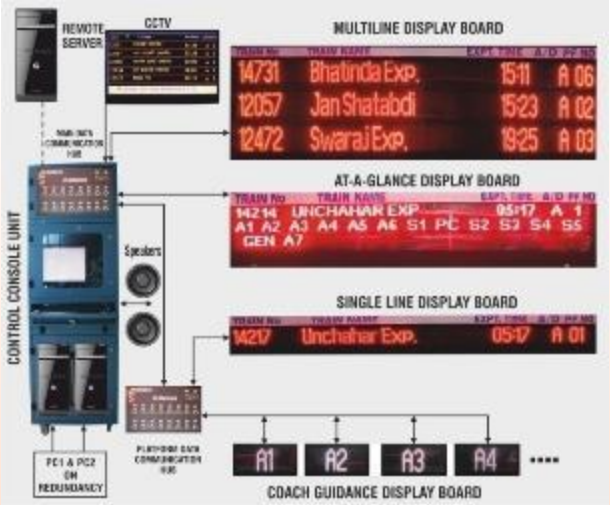
LED DISPLAY SYSTEMS

Light Up The World

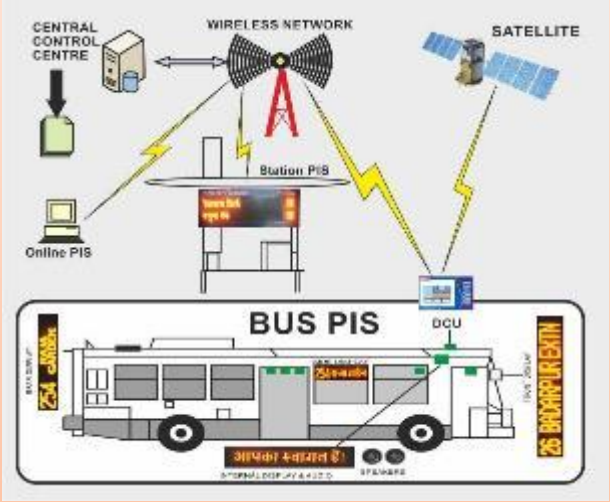
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role 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

OUR CUSTOMERS - LED DISPLAY SYSTEM

Light Up The World

Railway Stations where IPIS Systems Installed / Under Installation

- Uttar Pradesh - Lucknow Main Station, Varanasi, Phaphund
- Andhra Pradesh - Parvathipuram
- Maharashtra - Dhanu Road Station
- Rajasthan - Bikaner, Lalgarh, Suratgarh, Hanuman Garh, Sriganganager, Chittorgarh
- Haryana - Hisar & Bhiwani
- Gujarat - Bhavnager, Veraval,Junagarh
- Andhra Pradesh - Vishakhapatnam Main Station, Vankatagiri, Sri Kala Hasti
- Madhya Pradesh - Ujjain, Indore, Ratlam , Dewas, Nimuch, Mandsaur
- Bihar - Chhapra
- Uttar Pradesh - Gonda, Badshanagar, Mankapur, Khalilabad, Basti, Kasganj, Farrukhabad
- Uttarakhand - Haridwar, Kathgodam, Haldwani, Lalkuan

IPIS Systems for Buses

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

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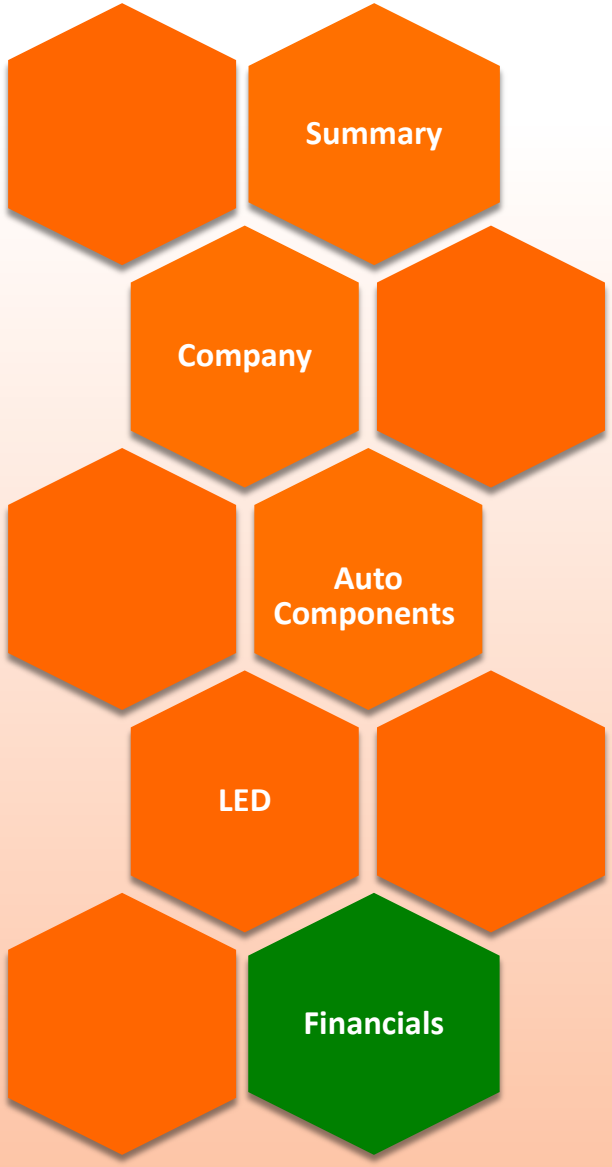


CONSOLIDATED INCOME STATEMENT

Light Up The World

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15	FY16
Total Income*	**4,279**	**5,355**	**6,068**	**7,212**	**8,264**	**9,891**
Expenses	3,900	4,675	5,361	6,321	7,227	8,609
EBITDA	**379**	**680**	**707**	**891**	**1,037**	**1,282**
EBITDA Margin	***8.85%***	***12.70%***	***11.65%***	***12.35%***	***12.55%***	***12.96%***
Depreciation & Amortization	130	169	183	218	307	331
Finance Cost	95	208	130	145	121	158
PBT	154	303	394	528	609	793
Taxes	43	92	117	155	184	220
PAT	**111**	**211**	**277**	**373**	**425**	**573**
PAT Margin	***2.59%***	***3.95%***	***4.57%***	***5.17%***	***5.14%***	***5.79%***
EPS	**9.25**	**17.67**	**23.17**	**31.16**	**35.51**	**47.93**

* Includes Other Income

CONSOLIDATED BALANCE SHEET

Light Up The World

Particulars (INR Mn)	FY14	FY15	FY16
EQUITY AND LIABILITIES			
Shareholders Fund			
Share Capital	120	120	120
Reserve and Surplus	1,849	2,153	2,612
Total Shareholders Fund	**1,969**	**2,273**	**2,732**
Non Current Liability			
Long Term Borrowing	580	515	908
Deferred Tax liabilities (net)	275	276	297
Other Long Term Liabilities	0	0	2
Long Term Provision	11	20	85
Total Non Current Liability	**866**	**811**	**1,292**
Current Liabilities			
Short Term Borrowing	293	343	183
Trade Payable	778	882	1,508
Other long Term Liabilities	547	582	790
Short Term Provision	98	122	83
Total Current Liability	**1,716**	**1,929**	**2,564**
Total	**4,551**	**5,013**	**6,588**

Particulars (INR Mn)	FY14	FY15	FY16
ASSETS			
Non Current Assets			
Fixed Assets	3,131	3,391	4,276
Non Current Investment	0	0	0
Long term Loan and Advances	55	77	114
Other Non Current Assets	1	1	87
Total Non Current Assets	**3,187**	**3,469**	**4,477**
Current Assets			
Inventories	424	514	661
Trade Receivables	768	868	1186
Cash and Bank Balance	20	34	45
Short term Loans and Advances	145	124	209
Other Current Assets	8	4	10
Total Current Assets	**1,364**	**1,544**	**2,111**
Total	**4,551**	**5,013**	**6,588**

STANDALONE INCOME STATEMENT

Light Up The World

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15	FY16	9MFY17
Total Income*	**4,213**	**5,339**	**6,025**	**7,190**	**8,257**	**9,880**	**7,750****
Expenses	3,831	4,659	5,323	6,299	7,223	8,600	6,788
EBITDA	**382**	**680**	**702**	**891**	**1,034**	**1,280**	**962**
EBITDA Margin	**9.10%**	**12.70%**	**11.70%**	**12.40%**	**12.52%**	**12.95%**	**12.41%**
Depreciation & Amortization	130	169	184	218	306	330	291
Finance Cost	95	208	129	144	121	158	177
PBT	157	303	389	529	607	792	494
Taxes	43	92	116	155	184	220	148
PAT	**114**	**211**	**273**	**374**	**423**	**572**	**346**
PAT Margin	**2.71%**	**3.96%**	**4.53%**	**5.20%**	**5.12%**	**5.79%**	**4.46%**
EPS	**9.55**	**17.68**	**22.83**	**31.27**	**35.33**	**47.80**	**28.08**

* Includes Other Income

** During the Nine Months FY 16-17, LED Segment sales is Rs. 562 Million

STANDALONE BALANCE SHEET

Light Up The World

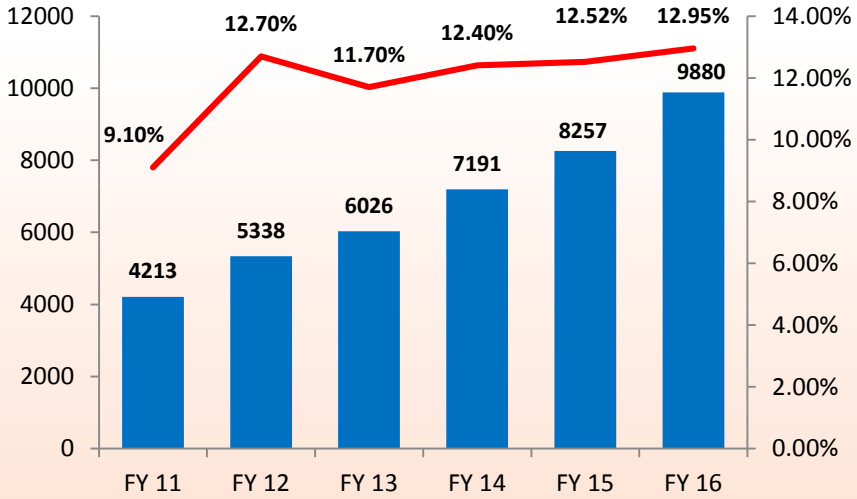
Particulars (INR Mn)	FY14	FY15	FY16	30.09.16
EQUITY AND LIABILITIES				
Shareholders Funds				
Share Capital	120	120	120	132
Reserves & Surplus	1,851	2,153	2,611	4,030
Total - Shareholders Funds	**1,971**	**2,273**	**2,731**	**4,162**
Non Current Liabilities				
Long term Borrowings	580	515	908	1,409
Deferred Tax Liabilities (Net)	275	276	297	327
Other Long Term Liabilities	0	0	2	3
Long Term Provision	11	20	84	79
Total Non Current Liabilities	**866**	**811**	**1,291**	**1,818**
Current Liabilities				
Short-Term Borrowings	293	343	183	781
Trade Payables	775	884	1,508	1,312
Other Current Liabilities	545	580	790	858
Short-term provisions	98	122	82	59
Total Current Liabilities	**1,711**	**1,929**	**2,563**	**3,010**
GRAND TOTAL	**4,548**	**5,013**	**6,585**	**8,990**

Particulars (INR Mn)	FY14	FY15	FY16	30.09.16
ASSETS				
Non Current Assets				
Fixed Assets	3,130	3,388	4,273	4,613
Non Current Investment	1	4	7	7
Long term Loan and Advances	57	79	116	254
Other Non Current Assets	1	1	87	101
Total Non Current Assets	**3,189**	**3,472**	**4,483**	**4,975**
Current Assets				
Current Investments	-	-	-	750
Inventories	424	514	661	963
Trade Receivables	764	867	1186	1,511
Cash and Bank Balance	18	33	37	527
Short term Loans and Advances	145	123	208	254
Other Current Assets	8	4	10	10
Total Current Assets	**1,359**	**1,541**	**2,102**	**4,015**
GRAND TOTAL	**4,548**	**5,013**	**6,585**	**8,990**

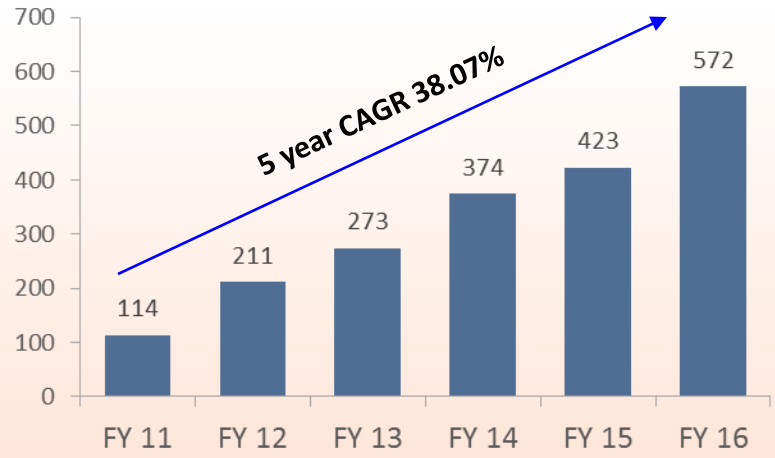
STANDALONE FINANCIAL OVERVIEW

Light Up The World

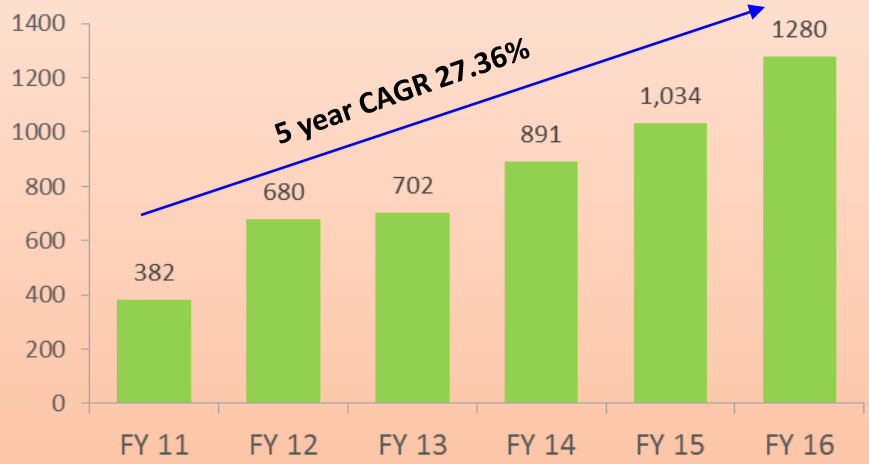
Total Income & EBIDTAM%



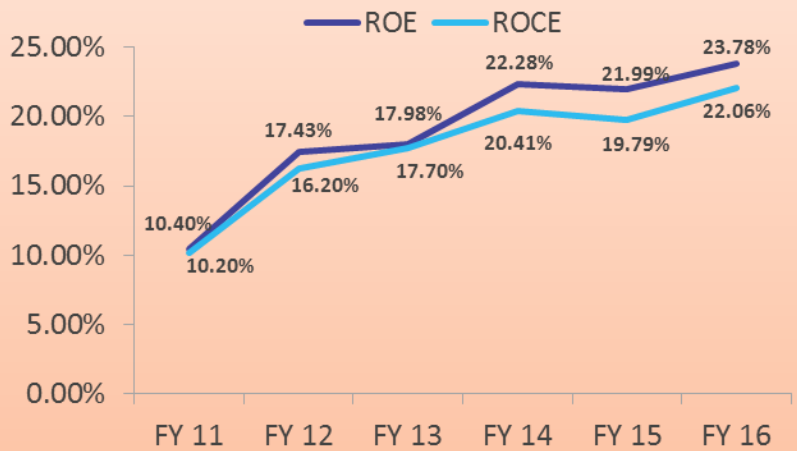
Net Profit



EBITDA



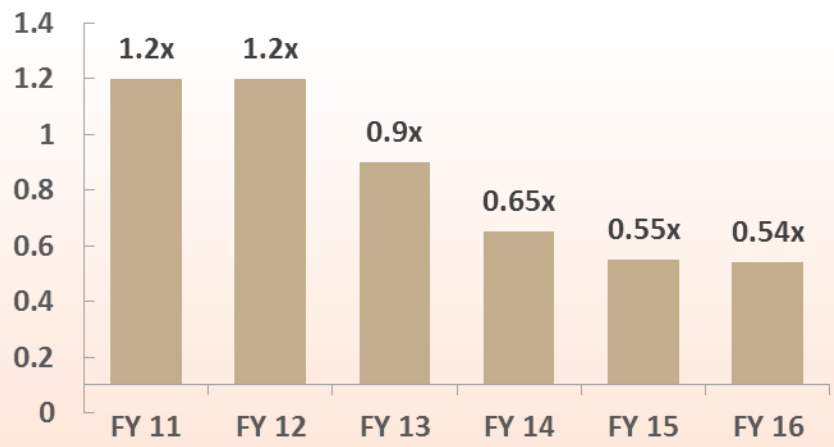
Efficiency Ratio



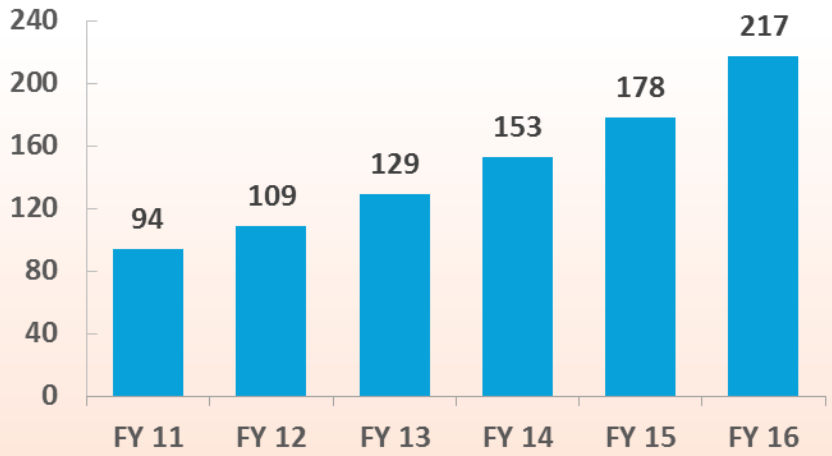
STANDALONE FINANCIAL OVERVIEW

Light Up The World

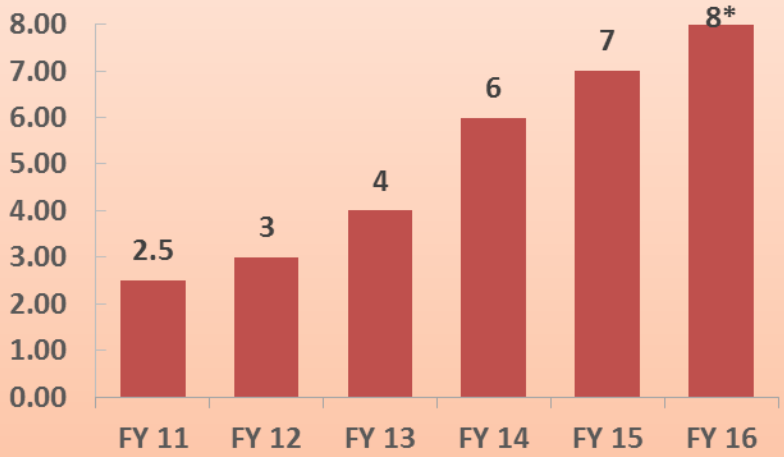
Gross Debt/Equity



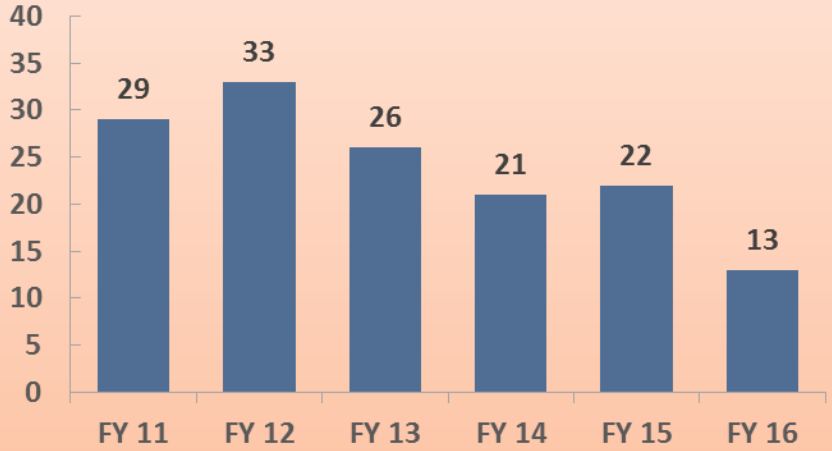
Book Value Per Share



Dividend Per Share



Working Capital Days



* Rs 5 Interim Dividend and Rs. 3 final Dividend

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THANKS