LIGHT UP THE WORLD

FIEM INDUSTRIES LTD.

(AN ISO / TS 16949 : 2009, ISO 14001: 2004, 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

January 4, 2016

By email/ NEAPS

Email: cmlist@nse.co.in

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

Dear Sir,

Sub: Analyst / Investor Meeting / Interaction - Presentation
Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations).

Please refer our Letter dated January 2, 2016 on captioned subject wherein we had intimated the schedule of meeting / interaction on January 4, 2016 with **Analyst / Investor.**

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 45(2)(o), the Presentation is already uploaded on the website of the Company www.fiemindustries.com under Investor Relations section.

This is for your information and records please.

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)

NOV-2015

Fiem Industries Ltd. – Investor Presentation

INDEX

Light Up The World

Summary

Company

Auto Components

LED

Financials

EXECUTIVE SUMMARY

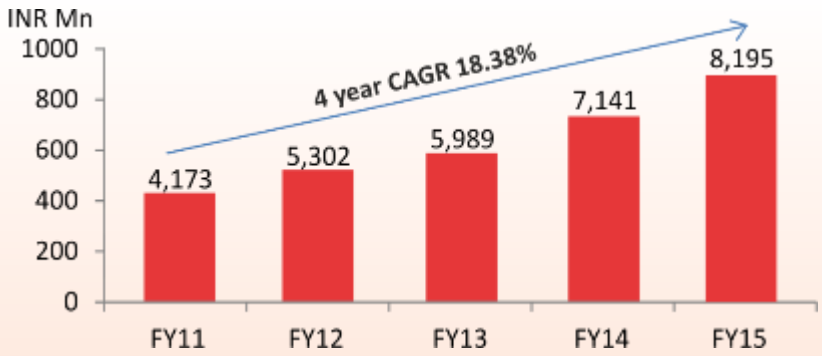
Light Up The World

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 Division** • Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc. • Rear View Mirrors • Sheet Metal Parts • Plastic Moulded Parts	**LED Division** • 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 Segment –** Honda, TVS, Suzuki, Yamaha, Mahindra, Harley Davidson etc. • **Four Wheeler Segment -** 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 8,264 mn** in FY15 at 4 year CAGR of **17.89%** • **EBITDA** has grown from **INR 379mn** in **FY11 to INR 1037mn** in FY15 at a 4 year CAGR of **28.61%** • **Net Profit** has grown from **INR 111mn** in FY11 to **INR 425mn** in FY15 at a 4 year CAGR of **39.88%**		

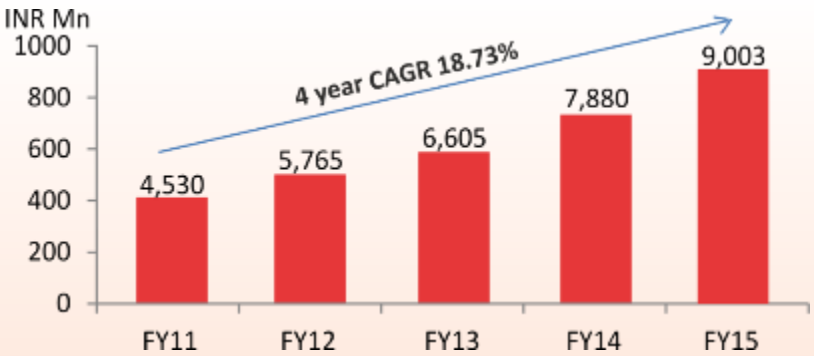
FINANCIAL SUMMARY (STANDALONE)

Light Up The World

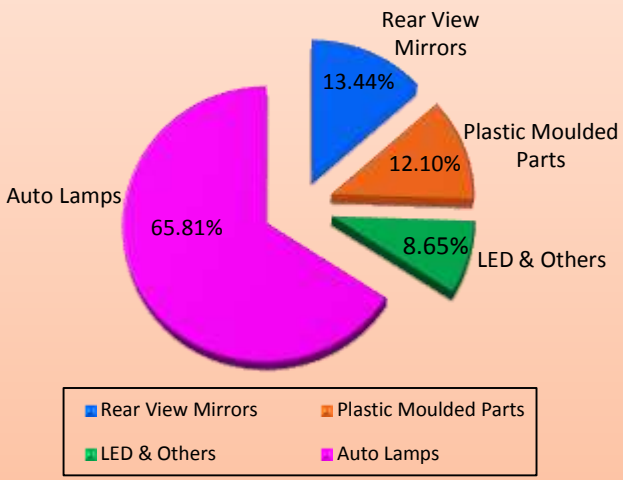
FY15 Turnover (Net) Rs. in million



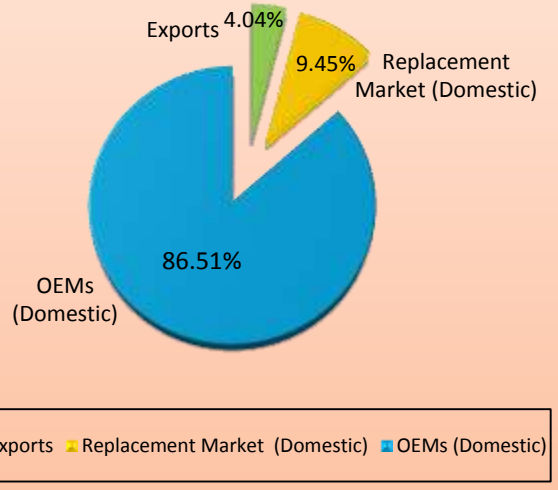
FY15 Turnover (Gross) Rs. in million



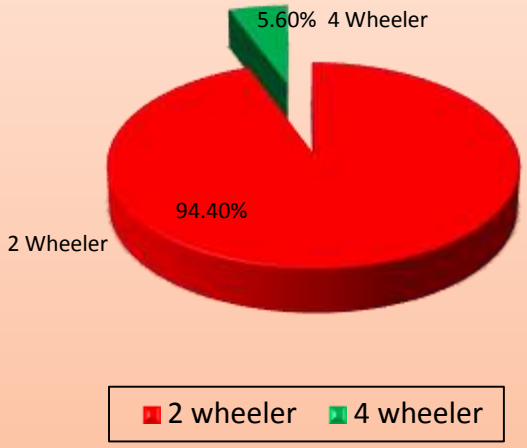
FY15 Revenue Breakup Product Mix



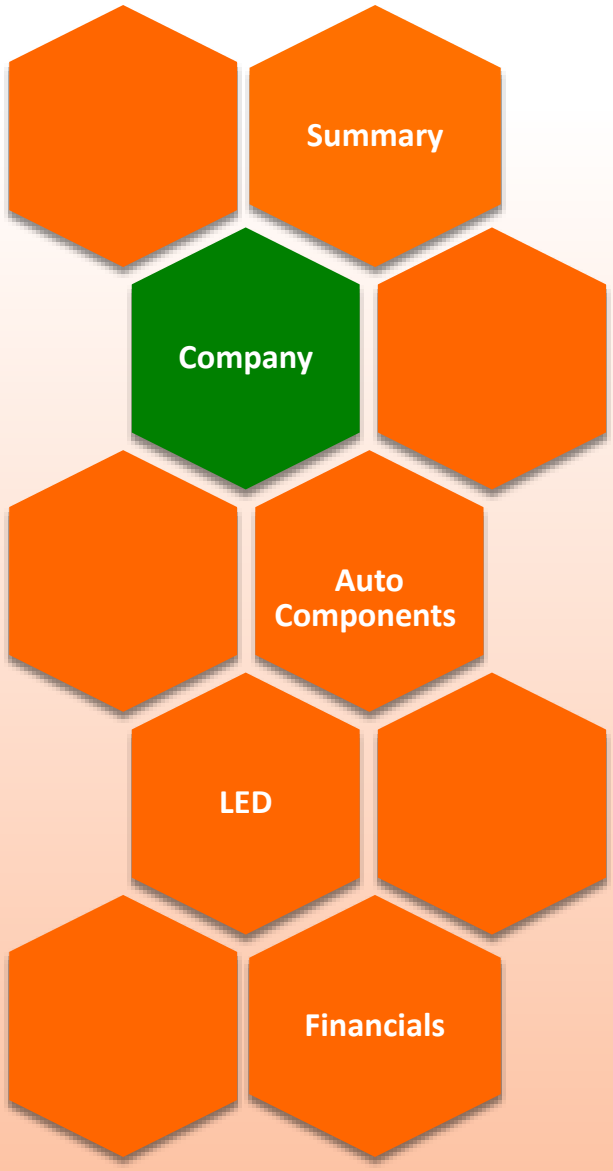
FY 15 Revenue Breakup Exports / OEMs / Replacement Market



FY 15 Revenue Breakup 4 Wheeler / 2 Wheeler



INDEX



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, a first generation entrepreneur.
- 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

Light Up The World

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

- He is the founder of the Company and is a first generation entrepreneur. He has rich experience over 40 years and is one of the pioneers in the Automotive Lighting Industry in India. He has commenced his business journey since 1970 as a small scale industry and today with his true vision and hard work the company has grown multifold with 9 state-of-art manufacturing facilities in different locations in the North and the South of India. He has emerged as a major leader in the automotive component industry.

Mrs. Seema Jain, Whole-time Director

- She belongs to Business family and was involved in her family business activities right from her college days. Holding B.Sc. Degree from Delhi University with long relevant experience. Actively involved in decision making in the Company besides oversees Finance Functions.

Mr. Rahul Jain, Whole-time Director

- He has done Masters in Business Management from London. He is mainly involved in strategic affairs and Corporate Planning besides close interaction with customer for total customer satisfaction and initiative for new projects. He also oversee the manufacturing operations of various units periodically.

Ms. Aanchal Jain, Whole-time Director

- She has done her Masters in Business Administration in Human Resource & Management from USA. She takes care of Human Resource Management functions of the Company and is also actively involved in Skill Development and Labour Welfare Programme in the Company.

KEY MANAGEMENT

Light Up The World

Mr. J.S. S. Rao – Whole-time Director

- He has an overall experience of over 30 years in automotive lighting and components industry involving manufacturing, operational & business strategic functions. He is on the board of the company and presently responsible for the overseas and South India operations of the Company.

Mr. Kashi Ram Yadav – Whole-time Director

- He has more than 30 years experience in production & manufacturing operations of automotive lightings, signalling equipments and rear view mirrors. He is on the board of the company and responsible for production and manufacturing operations in North India Units of the Company.

Mr. Rajesh Sharma - Executive Director

- He is having an experience of more than 30 years in the fields of Marketing, Sales and new product developments, majorly in Automotive Lighting and Rear View Mirrors along with other Auto Components. Presently, he is heading Marketing and New Business Development (OEMs).

CORPORATE FUNCTIONAL HEADS

Light Up The World

- He is having experience of over 26 years in the fields of accounts, finance and taxation. He is a member of the ICAI, ICSI and ICWAI. He is responsible for financial planning, budgeting, taxation, fund management and financial reporting functions in the company

Mr. O.P. Gupta - Chief Financial Officer

- With 13 Years experience in secretarial & legal field, he is responsible for secretarial, legal and corporate compliance matters of the Company. He is a Fellow Member of Institute of Company Secretaries of India and LLB from Delhi University

Mr. Arvind K. Chauhan - Company Secretary

- With around 20 years experience and vast knowledge in the field of Lighting Electronics R&D & Business Development. He has worked with lighting Industry leaders like Surya Roshni, Havells and Osram in Product Development, Manufacturing and Quality Management especially in Solid State Lighting / LED & LED Lighting Systems in Optics, Electronics Design, Thermal Design & Mechanical Design. Currently he is heading the LED Lighting Division in the Company.

Mr. Piyush Gahalaut – Head LED

- He is having an experience of more than 30years in the field of R&D in Automotive Components, with major focus in testing evaluation and homologation. Presently he is looking after testing, products validation and homologation etc.
- He is an active member in AISC Panel and BIS Panel for the formulation of Indian Automotive Standards.

Mr. G.V. George – Head (Product Validation & Homologation)

- He has over 30 years of experience, in Electronics & Electrical industry. He is BE in E&C Engg. and has vast experience of new product development. He is heading the product development for LED Luminaires and Integrated Passenger Information Systems.

Mr. R.K. Bansal- Head (Electronics & Electrical)

- He was formerly the Chief Scientist , National Physical Laboratory, New Delhi, and Professor of AcSIR ,New Delhi. He is Lead and Technical Assessor for NABL
- He is having R&D experience in Lighting for more than 40 years. He is an internationally reputed scientist in the field of Lighting and basic research. He is recipient of CSIR Young Scientist -Award in Lighting and Fellow National Academy of Sciences (FNASc) in Lighting and Optics. He has guided several students, in the capacity as a Professor, for their Doctoral Degree.
- He is known Nationally and Internationally for establishing Research Labs for Photometry Solutions.

Dr. H.C. Kandpal (MSc, Ph.D)

Vice-President (R&D)

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 a 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 - 2014

- 2013 - Entered into a 50:50 JV with Horustech Lighting of Italy for setting up a design centre
- 2014 - Integrated Passenger Information System with LED Display (IPIS) approval received from RDSO (Railways).
- 2014 – MOU with two Japanese companies Honda Lock Mfg. Co. and Toyota Tsusho Corporation, for mfg of Key Sets, Door Mirrors and Outside Handles

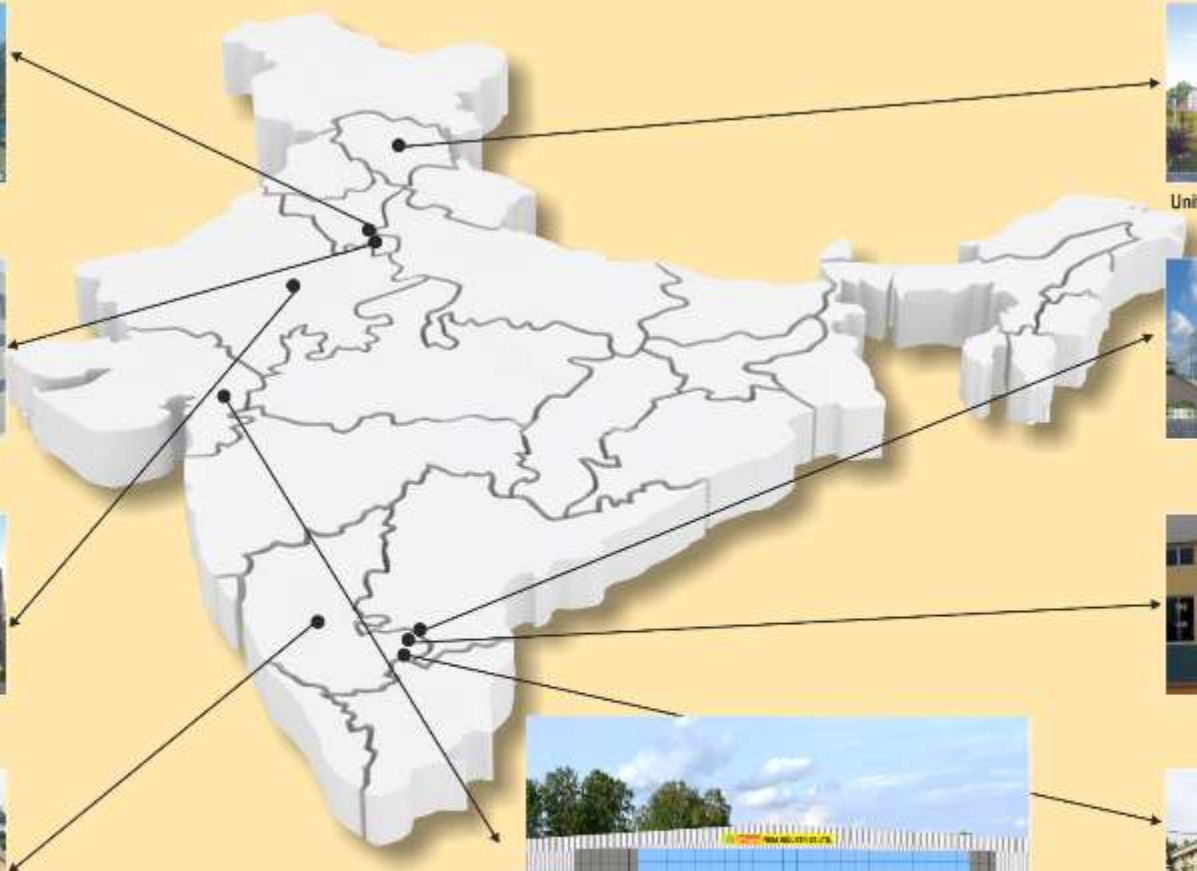
PLANT LOCATIONS

Unit 1: Kundli, Sonepat (Haryana)

Unit 7 Rai, Sonepat (Haryana)

Unit 8: Tapukara (Rajasthan)

Unit 4: Mysore (Karnataka)



Unit 9: Ahmedabad (Gujarat)

Unit 6: Nalagarh (Himachal Pradesh)

Unit 2: Hosur (Tamil Nadu)

Unit 3: Hosur (Tamil Nadu)

Unit 5: 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

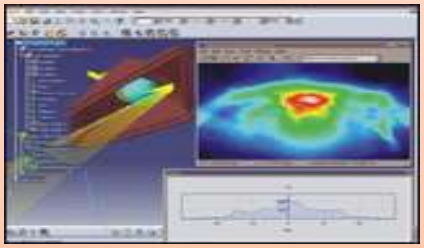
GOVT. APPROVED R&D CENTRE

Light Up The World

- FIEM's state of the art R&D Unit 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 Unit is established with modern infrastructure, state-of-the-art technology, equipped with latest software, qualified and experienced manpower.
- FIEM's in-house R&D unit does various kinds of testing such as Product Testing, Photometry Testing, Environmental Testing, Thermal Tests, Electronic Test, Vibration Test, Chemical Test, Mechanical Tests etc.
- **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

FIEM ADVANTAGE

Light Up The World

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 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
- Also 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

- Signed 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. These companies are group companies of **Japanese conglomerates Honda** and **Toyota** respectively. The Key Sets will be for four-wheeler as well as for two-wheeler vehicles.
- **MOU signed with Yamato Industrial Co. Ltd**., Japan for manufacturing of automotive parts, i.e., Control Cables, Pipes, Resin Dies, Throttle Wires, Sensors & Switches etc.

ACCOLADES RECEIVED

Light Up The World

MORE THAN 50+ AWARDS SINCE 1991

- **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

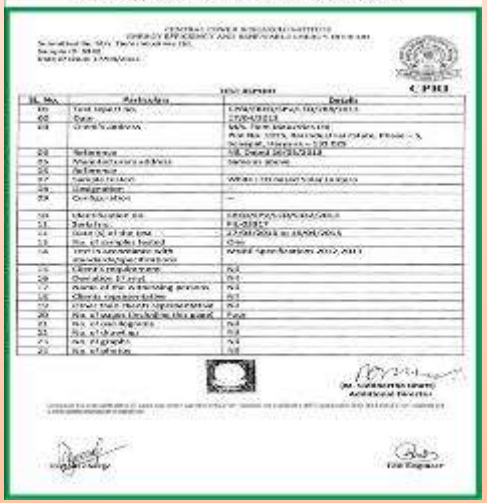
Government approval for In-House R&D Centre

Approval from Ministry of Railway

Approval from RDSO

MNRE Approved Solar Lantern

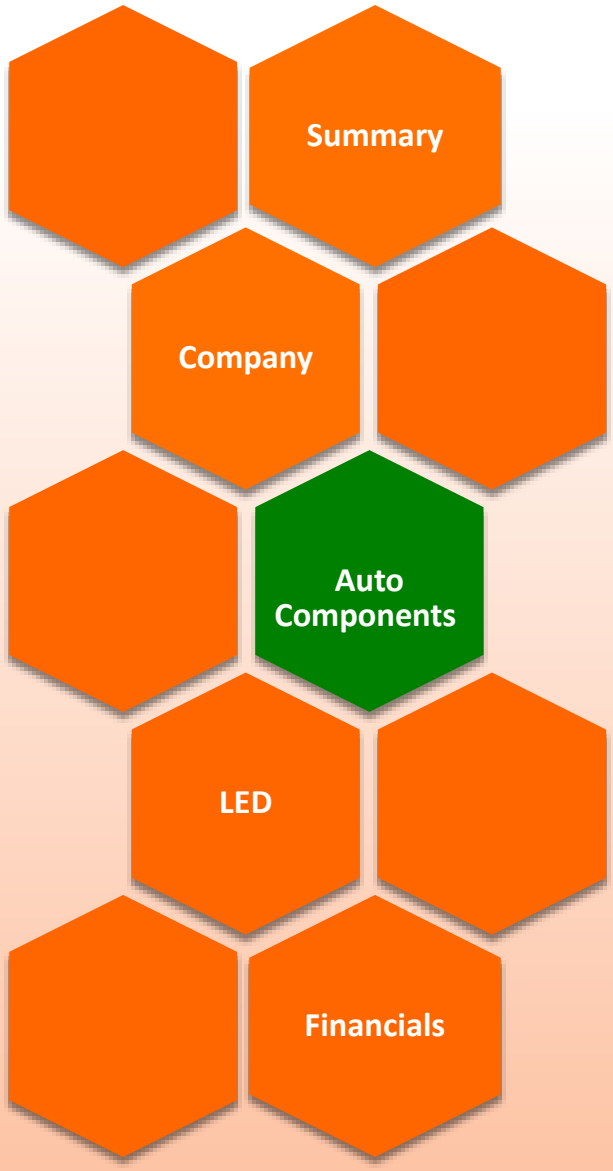
MNRE approved LED Solar Lantern (by CPRI Lab)



Approval from PWD, Haryana for LED products

Approval from PWD (B&R), Haryana

INDEX



AUTOMOTIVE LIGHTS

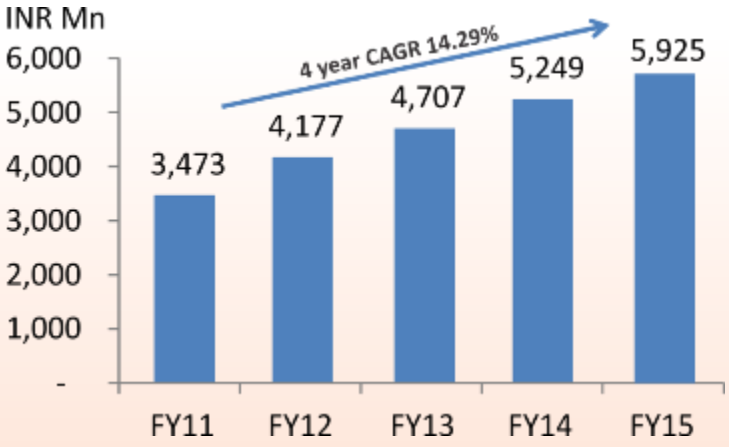
Light Up The World

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.

- **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**

Automotive Light Contribution



Head and Rear 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

Light Up The World

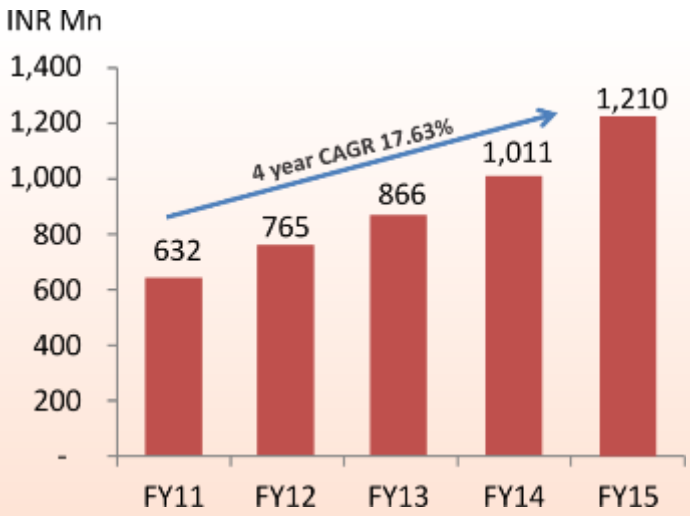
- **Rear-View Mirror –** FIEM has four state-of-the-art mirror manufacturing plants in its different units having all the processes in-house which includes:
  - **Mirror Plate Making** - Profile cutting, Washing, Grinding, Convexing, Cleaning, Aluminium coating/Chrome coating and finally back side painting.
  - **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**

HONDA, TVS, YAMAHA, SUZUKI, Mahindra, HARLEY-DAVIDSON, GM, NISSAN, FORCE, TATA, Ashok Leyland

Rear View Mirror Contribution



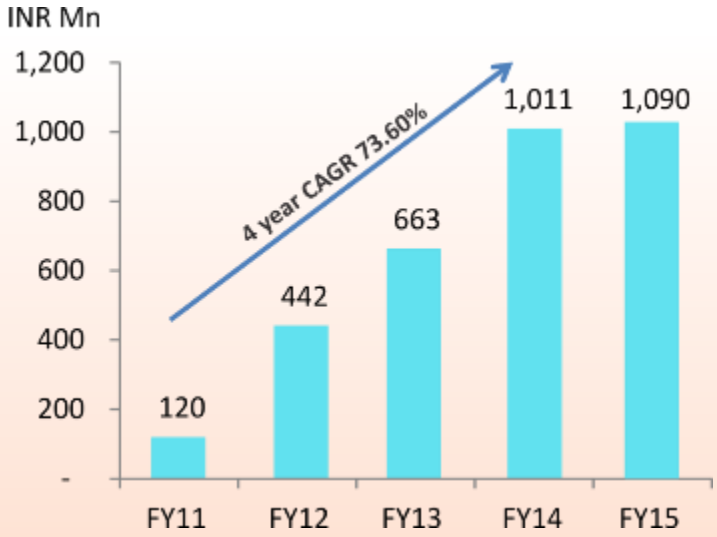
Rear View Mirrors

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. etc.

Plastic Molded Parts Contribution



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

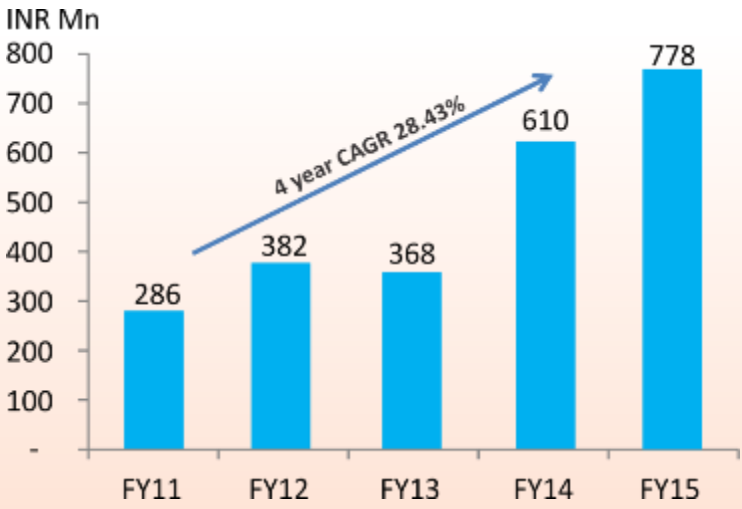
Plastic Molded Parts

OTHERS

Others Include items contributing less than 10% of Total Sale, mainly includes Fabrication items, LED products, 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

Light Up The World

- 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

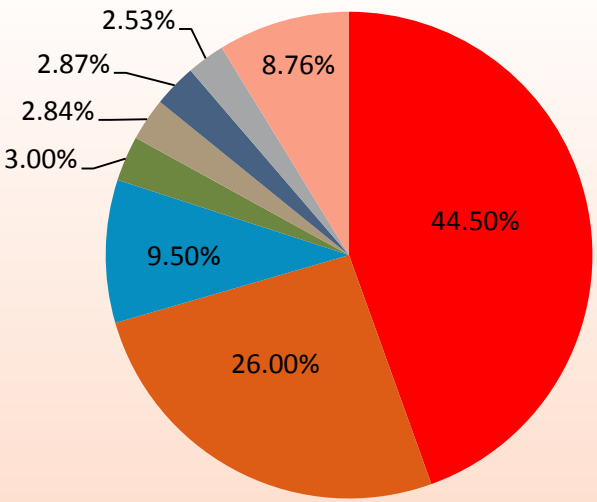
Two wheeler segment (Domestic)-

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)-

Four wheeler segment (Global Customers)-

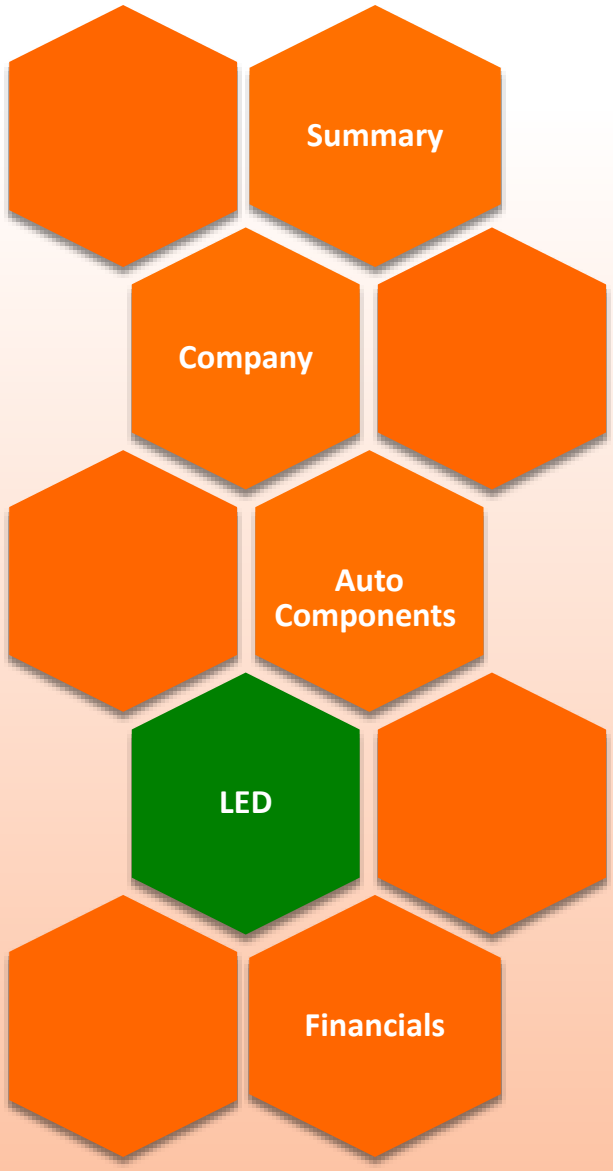
FY15 Top Clientele Contribution



- HONDA MOTORCYCLE
- TVS MOTOR COMPANY
- REPLACEMENT MARKET
- SUZUKI Motorcycle
- MAHINDRA Two Wheeler
- Eicher Royal Enfield
- INDIA YAMAHA
- Other Customers

INDEX

Light Up The World



LED DIVISION

Light Up The World

- After strengthening its position in the Automotive Industry, FIEM has already diversified into two more additional segments:
  - 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 LEDs 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.**

- 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 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

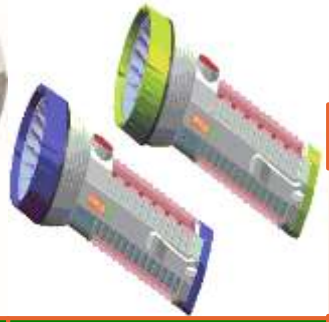
FIEM manufactures the following types of LED Luminaires:

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.

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

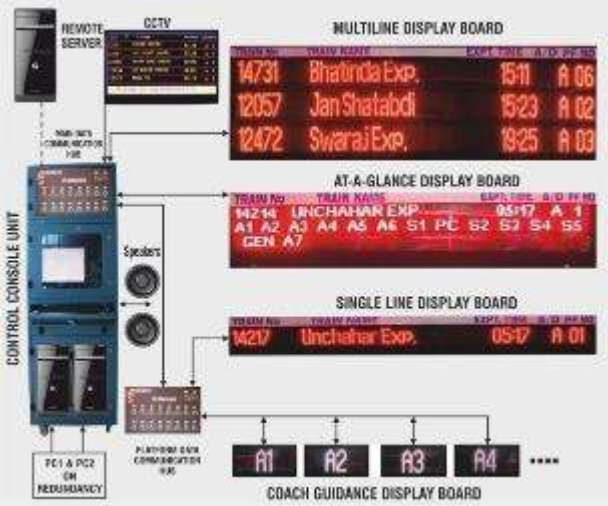
LED DISPLAY SYSTEMS

Light Up The World

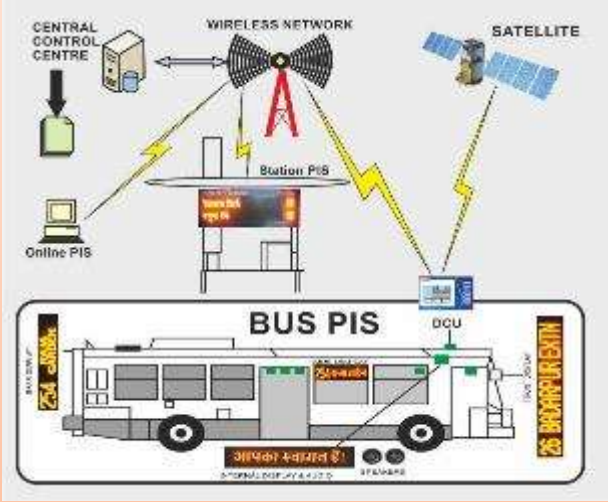
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role in helping its partners deliver an effective solution.
- Company has successfully installed this Passenger Information System in many DTC buses in Delhi operating at different routes and has also installed the same in many of the school buses of Delhi Public School, GD Goenka School, PP international school, Dynasty International School, Manav Rachna International School etc.
- 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

INTERVIEW

EESL

MR. SAURABH KUMAR, MANAGING DIRECTOR, ENERGY EFFICIENCY SERVICES LIMITED (EESL) TELLS LED WORLD THE POTENTIAL OPPORTUNITIES THAT HAVE RECENTLY OPENED UP FOR INDIA FOR BECOMING A MAJOR LED MANUFACTURING HUB AND ITS PLANS TO SUPPORT LED USAGE IN THE COUNTRY THROUGH INITIATIVES LIKE DELP

Excerpts from Interview of Mr. Saurabh Kumar, Managing Director, EESL With LED WORLD Magazine Jan-feb'2015 Issue

MAKE IN INDIA initiative rolling for the LED industry as well

...we are already looking at 24,000 crores worth of market for bulbs alone and this is excluding tube light or any other form of domestic lighting.

...we're looking at an astounding number for public lighting alone. In the next 4-5 years, the market size should at least be 50,000 crores.

LW: What are your views on the LED market in India?

Mr. Saurabh Kumar: Let's talk about the two important sub sectors in the LED market: household lighting & street lighting. In the country as of now, 120 crores CFL's and incandescent bulbs are sold every year. Potentially all of them can be replaced by LED and they will at some point in time because that is the future of lighting. If I assume a cost of 200 for LED in terms of volumes, then we are already looking at 24,000 crores worth of market for bulbs alone and this is excluding tube lights or any other form of domestic lighting. When it comes to street lights, there are close to 300 crores street lights in the country. Take an average of about 10,000 for street lights with maintenance etc. and we're looking at an astounding number for public lighting alone. In the next 4-5 years, the market size should at least be 50,000 crores. I'm presuming in 5 years we should be in a position to replace most of the street lights and encourage people to change over to LEDs. Hopefully EESL's direct interventions will encourage people to invest in LED bulbs.

LW: What are your thoughts on the PM's recent announcement of a national programme for LED-based home and street lighting?

Mr. Saurabh Kumar: It has many repercussions. India is a country which will always require a lot of energy. What the PM very rightly has transitioned is that it has starting taking energy efficiency as a resource. Although there are products and technologies available today, nothing will happen unless there's a push from the government's side.

The amount of energy efficiency that is possible is enormous. It is about 20% of what we produce today. So if we are able to do this, obviously it will help the country in the short run to reduce the requirements from traditional supply of power thereby bringing down the fuel bills. Another element attached to this is climate change. Secondly, domestic manufacturing will pick up pace once such large scale demand is created. This has positive repercussions on jobs and other economic activities. Hopefully we should see India as becoming the largest manufacturing hub for LEDs in the world.

LW: Please share EESL's plan of action with regard to this scheme.

Mr. Saurabh Kumar: The entire thing is being done by us. We have the responsibility to take up the Rs.10 bulb program in 100 cities and the street light programs under 100 local bodies. So far we have got about 70 cities for the bulb program and we expect that we will procure at least 10 crore bulbs in the next financial year. Similarly, we have roped in about 80 municipal bodies and we expect about 30 lakh LED street lights to be procured in the next 1 year. So we are the main drivers of this program as per the announcement by the PM and we will be implementing it.

LW: What kind of opportunities will this open up for LED manufacturers?

Mr. Saurabh Kumar: Tremendous. If you look at the numbers that I have just told you i.e. 10 crore LED bulbs, it implies that more lines have to be put up, new players need to be added and old players have to expand their capacity. Secondly, since we're following a model where I'm procuring everything, so EESL is a single point agency. It cuts a lot of their cost like awareness cost. In the long term, for the sustainability of the LED program particularly for home lighting and street lighting, if the retail price of LED starts coming down to Rs.120-125, I think we've achieved what we started out to do. Then there is no need for us to intervene and people will buy LEDs the way they buy CFLs and that would be actually good in the long run for the industry as well because they will be able to sustain themselves for a long time.

INDEX

Light Up The World

Summary

Company

Auto Components

LED

Financials

CONSOLIDATED INCOME STATEMENT

Light Up The World

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15
Total Income*	**4,279**	**5,354**	**6,068**	**7,211**	**8,264**
Expenses	3,900	4,675	5,361	6,321	7,227
EBITDA	**379**	**680**	**707**	**891**	**1,037**
EBITDA Margin	***8.85%***	***12.70%***	***11.65%***	***12.35%***	***12.55%***
Depreciation & Amortization	130	169	183	218	307
Finance Cost	95	208	130	145	121
PBT	154	303	394	528	609
Taxes	43	92	116	155	184
PAT	**111**	**211**	**277**	**373**	**425**
PAT Margin	***2.59%***	***3.95%***	***4.57%***	***5.17%***	***5.14%***
EPS	**9.25**	**17.67**	**23.17**	**31.16**	**35.51**

* Includes Other Income

CONSOLIDATED BALANCE SHEET

Light Up The World

Particulars (INR Mn)	FY14	FY15
Share holders Fund		
Share Capital	120	120
Reserve and Surplus	1,849	2,153
Total Shareholders Fund	**1,969**	**2,273**
Non Current Liability		
Long Term Borrowing	580	515
Deferred Tax liabilities (net)	275	276
Other Long Term Liabilities	0	0
Long Term Provision	11	20
Total Non Current Liability	**866**	**811**
Current Liabilities		
Short Term Borrowing	293	343
Trade Payable	778	882
Other long Term Liabilities	547	582
Short Term Provision	98	122
Total Current Liability	**1,716**	**1,929**
Total	**4,551**	**5,013**

Particulars (INR Mn)	FY14	FY15
Non Current Assets		
Fixed Assets	3,131	3,391
Non Current Investment	0	0
Long term Loan and Advances	55	77
Other Non Current Assets	1	1
Total Non Current Assets	**3,187**	**3,469**
Current Assets		
Inventories	424	514
Trade Receivables	768	868
Cash and Bank Balance	20	34
Short term Loans and Advances	145	124
Other Current Assets	8	4
Total Current Assets	**1,364**	**1,544**
Total	**4,551**	**5,013**

STANDALONE INCOME STATEMENT

Light Up The World

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15	H1FY15
Total Income*	**4,213**	**5,339**	**6,025**	**7,190**	**8,257**	**4,403****
Expenses	3,831	4,659	5,323	6,299	7,223	3,857
EBITDA	**382**	**680**	**702**	**891**	**1,034**	**546**
EBITDA Margin	**9.10%**	**12.70%**	**11.70%**	**12.40%**	**12.52%**	**12.40%**
Depreciation & Amortization	130	169	183	218	306	158
Finance Cost	95	208	129	144	121	64
PBT	157	303	389	529	607	324
Taxes	43	92	116	155	184	103
PAT	**114**	**211**	**273**	**374**	**423**	**220**
PAT Margin	**2.71%**	**3.96%**	**4.53%**	**5.20%**	**5.12%**	**5.00%**
EPS	**9.55**	**17.68**	**22.83**	**31.27**	**35.33**	**18.45**

* Includes Other Income

** During the Quarter ended Sep 30th 2015, Non-Automotive LED Sales was Rs.102.8 Million

STANDALONE BALANCE SHEET

Light Up The World

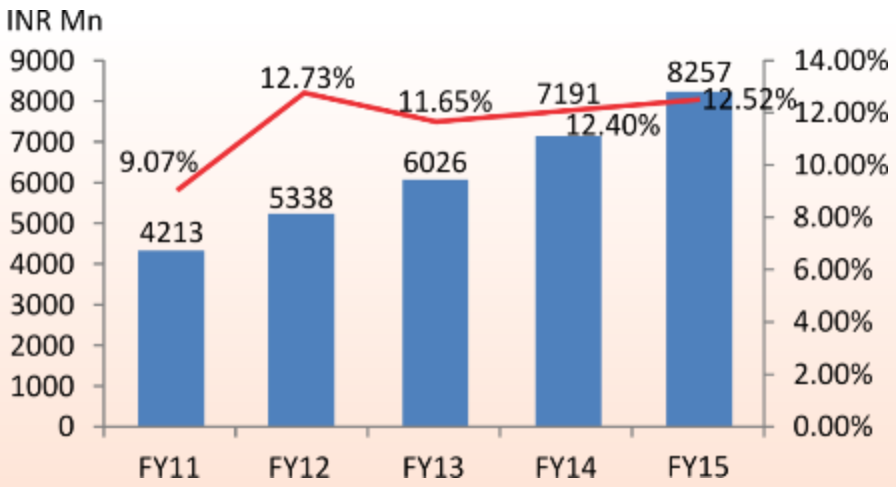
Particulars (INR Mn)	FY14	FY15	30.09.15
EQUITY AND LIABILITIES			
Shareholders Funds			
Share Capital – Equity	120	120	120
Reserves & Surplus	1,851	2,153	2,374
Total - Shareholders Funds	**1,971**	**2,273**	**2,494**
Non Current Liabilities			
Long term Borrowings	580	515	933
Deferred Tax Liabilities (Net)	275	276	284
Other Long Term Liabilities	0	0	0
Long Term Provision	11	20	25
Total Non Current Liabilities	**866**	**811**	**1,242**
Current Liabilities			
Short-Term Borrowings	293	343	469
Trade Payables	775	884	1,169
Other Current Liabilities	545	580	788
Short-term provisions	98	122	76
Total Current Liabilities	**1,711**	**1,929**	**2,502**
GRAND TOTAL	**4,548**	**5,013**	**6,238**

Particulars (INR Mn)	FY14	FY15	30.09.15
ASSETS			
Non Current Assets			
Fixed Assets	3,130	3,388	3,752
Non Current Investment	1	4	4
Long term Loan and Advances	57	79	187
Other Non Current Assets	1	1	18
Total Non Current Assets	**3,189**	**3,472**	**3,961**
Current Assets			
Inventories	424	514	778
Trade Receivables	764	867	980
Cash and Bank Balance	18	33	299
Short term Loans and Advances	145	123	210
Other Current Assets	8	4	10
Total Current Assets	**1,359**	**1,541**	**2,277**
GRAND TOTAL	**4,548**	**5,013**	**6,238**

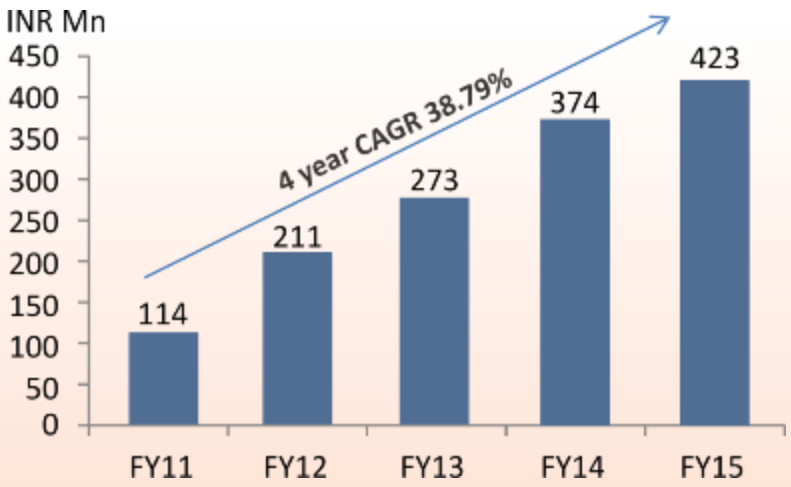
STANDALONE FINANCIAL OVERVIEW

Light Up The World

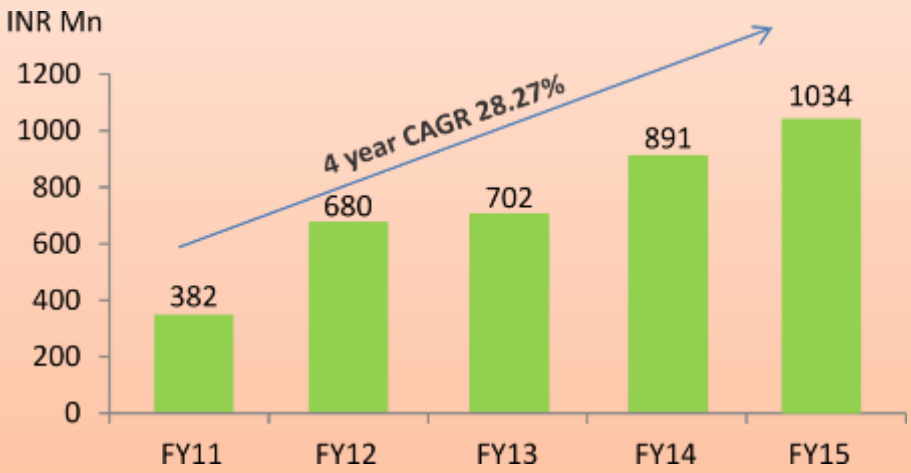
Total Revenue & EBIDTAM%



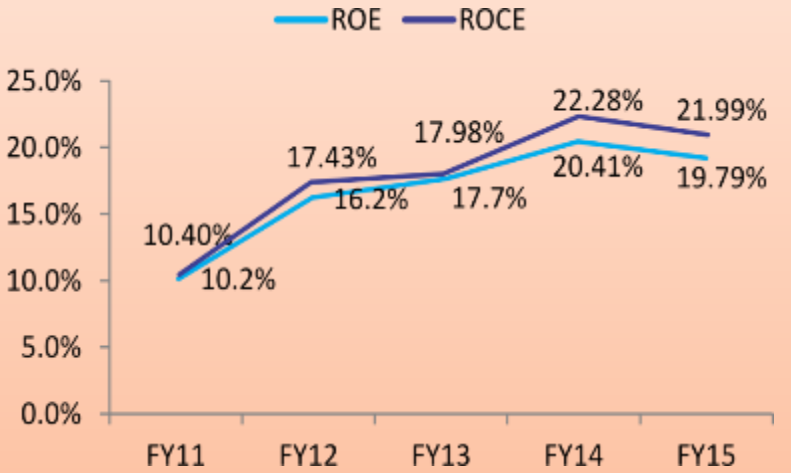
Net Profit



EBITDA



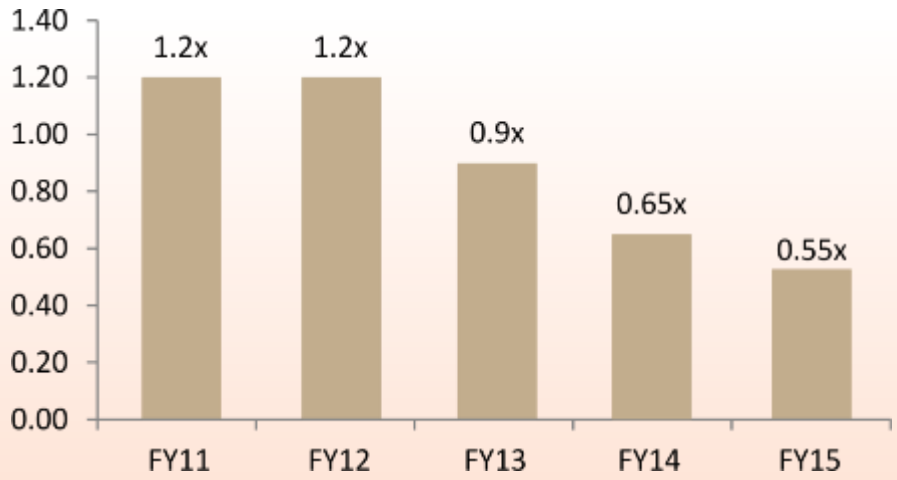
Efficiency Ratio



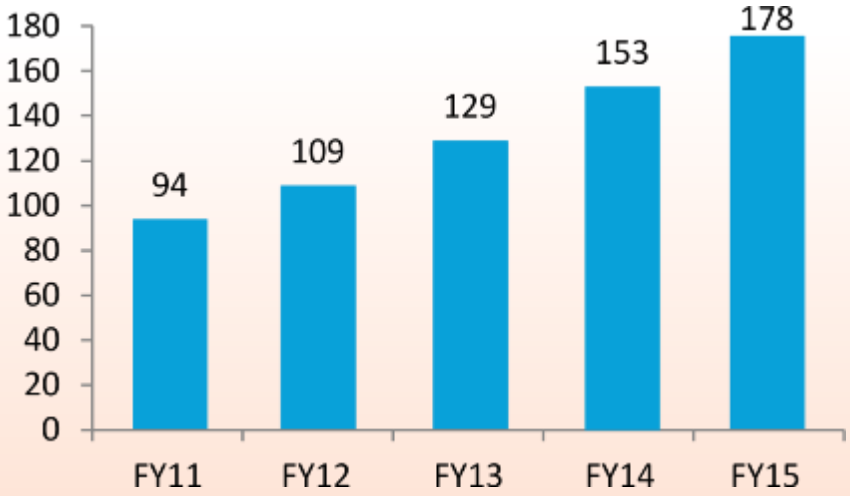
STANDALONE FINANCIAL OVERVIEW

Light Up The World

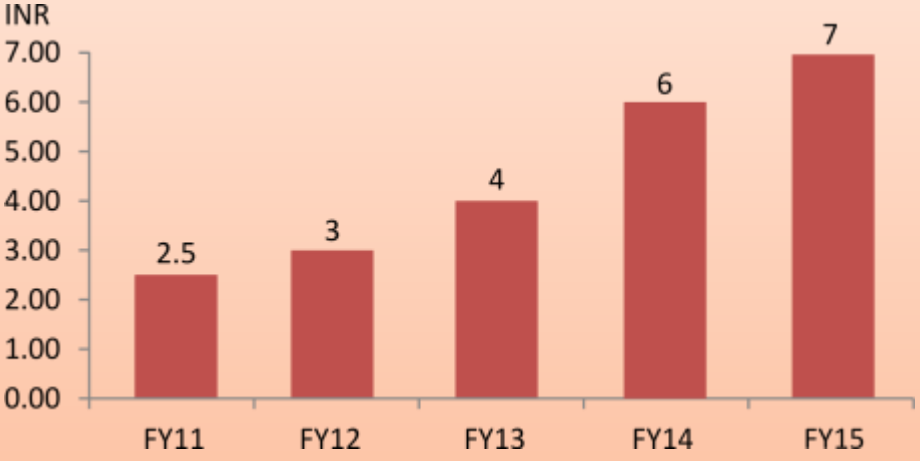
Gross Debt/Equity



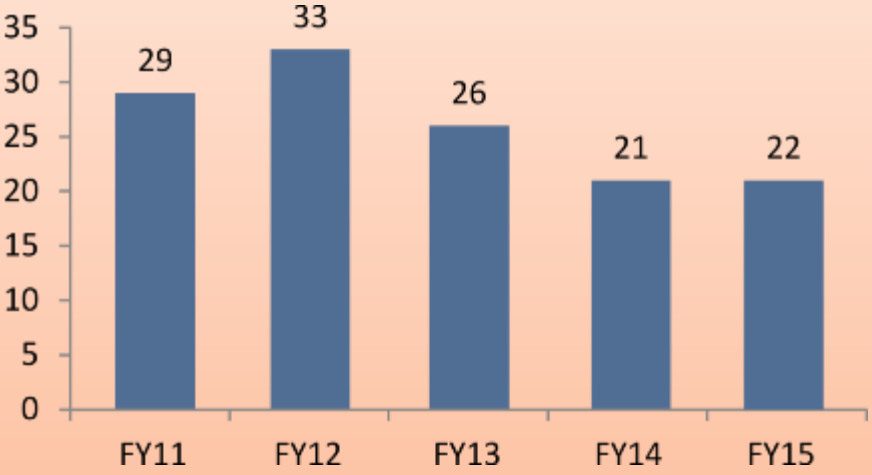
Book Value Per Share



Dividend Per Share



Working Capital Days



DISCLAIMER

Light Up The World

Fiem Industries Limited

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Fiem Industries Limited ("Company"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities can be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

For further information please contact :

Mr. Arvind K. Chauhan
Company Secretary
Tel: +91-130-2219172
Email: arvind.chauhan@fiemindustries.com

THANKS