LIGHT UP THE WORLD

FIEM INDUSTRIES LIMITED

Unit-VII : Plot No. 1915, Rai Industrial Estate, Phase-V, Sonepat-131029 Haryana (INDIA)
Tel. : +91-130-2367905/906/907/908/909/910 Fax : +91-130-2369703
E-mail : fiemunit7@fiemindustries.com

July 02, 2020 **(through NEAPS)**

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

Dear Sir,

Sub: Q4 / FY20 Earning Con-call – Presentation
Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (referred herein as Listing Regulations).

Please refer our Letter dated June 29, 2020 informing the schedule of Q4 / FY20 Earning Con-call to be held on 3rd July, 2020.

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

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

June 2020

Fiem Industries Ltd. – Investor Presentation

EXECUTIVE SUMMARY

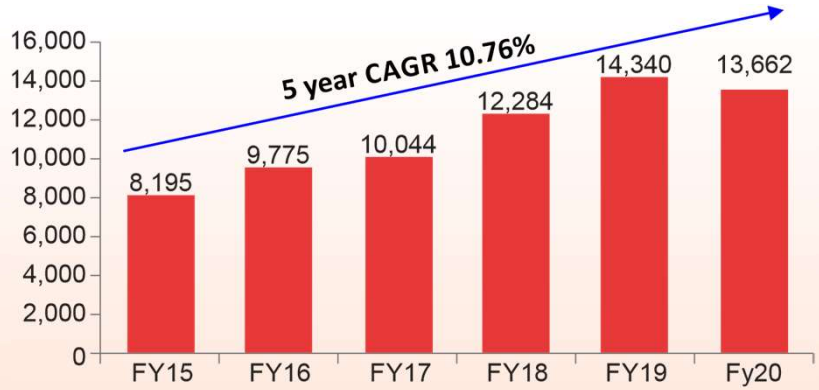
LIGHT UP THE WORLD

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**	**LED Segment**
	• Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc. • Rear View Mirrors • Sheet Metal Parts • Plastic Moulded Parts **Products under Technical Collaboration** • Canister • Bank (Lean) Angle Sensor **JV Products** • Moulds, Tools and Zig Fixtures • Fuel Pump Module and IC Connector	• LED Luminaires for Indoor and Outdoor applications • Integrated Passenger Information System with LED Display (IPIS)
Top Clients	• **Two Wheeler –** Honda, TVS, Yamaha, Suzuki, Eicher Royal Enfield, Harley Davidson, Mahindra etc. • **Four Wheeler -** Tata Marcopolo, Force Motors, Honda Siel, Hyundai, Daimler, Mahindra Reva etc.	
Standalone Financial Performance	• **Net Sales** has grown from **INR 8,195 mn** in FY15 to **INR 13,662 mn** in FY20 at 5 year CAGR of **10.76%** • **EBITDA** has grown from **INR 1,033 mn** in FY15 **to INR 1,558 mn** in FY20 at a 5 year CAGR of **8.56%**	

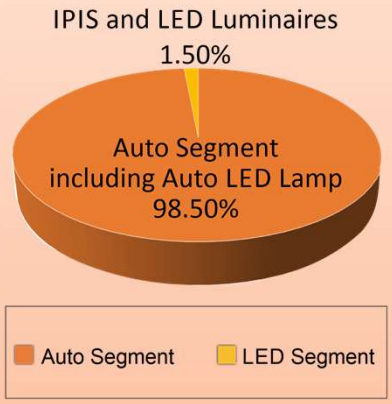
FINANCIAL SUMMARY (STANDALONE)

LIGHT UP THE WORLD

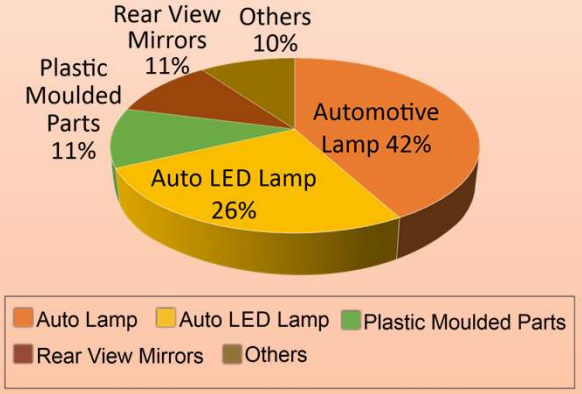
Turnover (Net) Rs. in million



FY20 Segment wise Sales Breakup

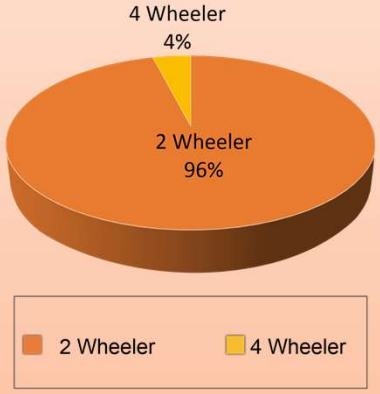


FY20 Revenue Breakup Auto Segment - Product Mix



FY20 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market

FY20 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



COMPANY OVERVIEW

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- 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, Canister and Bank (Lean) Angle Sensor.
- FIEM has already diversified its product portfolio by venturing into LED Luminaires for Indoor and Outdoor applications and Integrated Passenger Information Systems with LED Display.
- The Company is fully equipped with world class R&D and testing facility and has developed in-house capabilities in LED technology and manufacturing.
- The Company has following Wholly-owned Subsidiaries and J.V. Companies
  - Wholly-owned Subsidiaries - Fiem Industries Japan Co., Ltd. (Japan)
    - Fiem Research and Technology s.r.l (Italy)
  - JV Company - Aisan Fiem Automotives India Pvt. Ltd. (India)
    - Fiem Kyowa (HK) Mould Company Limited (Hong Kong)

PROMOTERS & WHOLE TIME DIRECTORS

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

- aged 68 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 65 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 38 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 33 years, is a Whole-time Director of our Company. He has completed his Bachelor of Science and thereafter Management Studies from University of Bradford. He is involved in strategic affairs and corporate planning besides close interaction with customer for customer satisfaction and initiatives for new projects. He also oversees the manufacturing operations of various units periodically.

Mr. Kashi Ram Yadav – Whole-time Director

- aged 64 years, is the Whole-time Director of the Company. He has been associated with our Company since its inception and has more than 35 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 Units of our Company.

Mr. Rajesh Sharma – Whole-time Director

- aged 57 years, is the Whole-time Director of our Company. He was appointed on the Board of our Company w.e.f. 01.01.2020. He is among the Senior Management of the Company for many years now and heading the Marketing & Development department of the Company as well as involved in the manufacturing operations of the factories from time to time. He is having vast experience of more than 35 years in automotive Industry.

FIEM JOURNEY

LIGHT UP THE WORLD

1989-1994

- 1989- Incorporated as Rahul Auto Private Limited
- 1992-Name changed to Fiem Industries Pvt. Ltd.
- 1993- Converted into Public Limited-Fiem Industries Limited
- 1994-A new state of art Plant was established at Kundli, Sonepat (Unit 1)

1996-2006

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

2007-2013

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

2015-2017

- 2015 – Starting receiving Tenders from EESL for LED Bulbs and Street Lights.
- 2016 – Unit -9, Ahmedabad started Commercial Production in January, 2016.
- 2016 - NABL Accreditation received for Photometry Laboratory.
- 2017 – Set up plant for manufacturing of **Canister** in technical collaboration with Aisan Industry Co., Ltd, Japan
- 2017 - A 50:50 Joint Venture Company in Hong Kong with **KYOWA Co., Ltd., Japan** for high class molds / tools for Automotive and other applications.

2018 - 2019

- 2018 – Joint Venture with **Aisan Industry Co. Ltd., Japan and Toyota Tsusho India Pvt. Ltd.** for manufacture of **Fuel Pump Module and IC Connector** for Indian Market.
- 2018 - Technical Assistance Agreement with **TOYODENSO Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for manufacturing of Bank Angle Sensor for Indian market.
- 2019 - Set up new Design Centre in Turin, Italy under newly formed subsidiary in Italy, namely **Fiem Research and Technology S.r.l**.

PLANTS & DEPOTS LOCATIONS

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Plants & Depots Across India

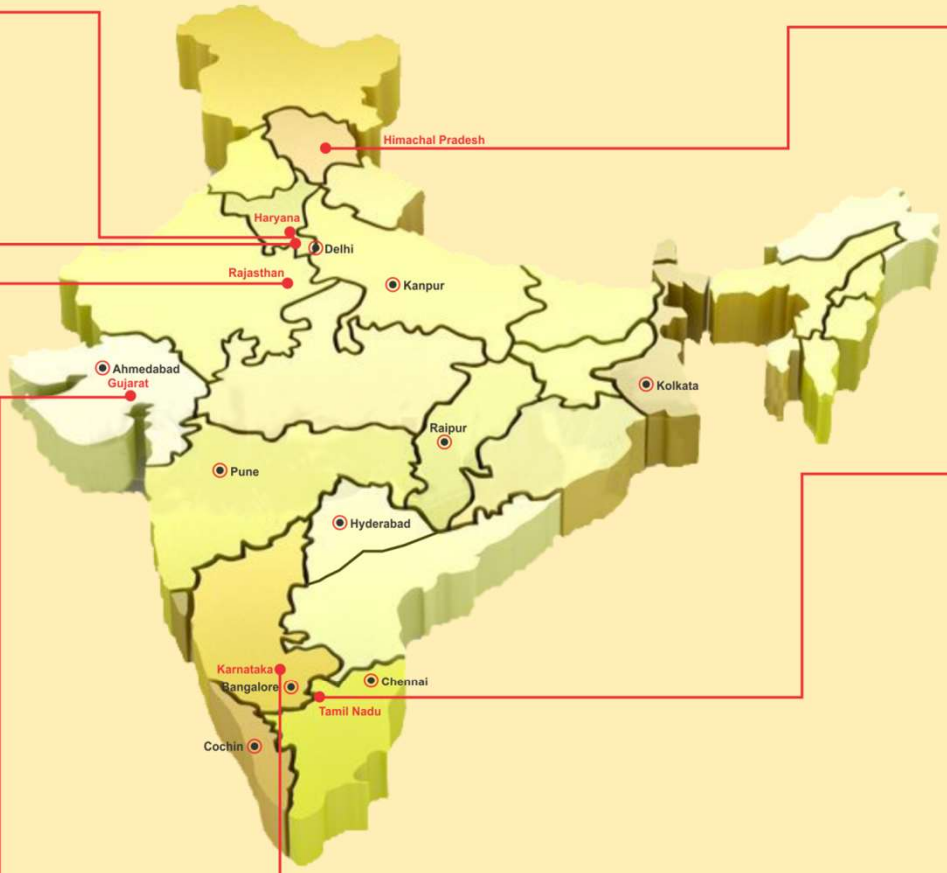
Unit-I, Kundli (Sonepat, Haryana)

Unit-VII, Rai (Sonepat, Haryana)

Unit-VIII, Tapukara (Rajasthan)

Unit-X, Tapukara (Rajasthan) Aisan Fiem Automotives India Pvt. Ltd.

Unit-IX, Ahmedabad (Gujarat)



Unit-VI, Nalagarh (Himachal Pradesh)

Unit-II, Hosur (Tamil Nadu)

Unit-III, Hosur (Tamil Nadu)

Unit-V, Hosur (Tamil Nadu)

Unit-IV, Mysore (Karnataka)

PLANTS DETAILS

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Unit-1, Kundli, Sonepat (Haryana)

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

Unit-2, Hosur (Tamil Nadu)

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

Unit-3, Hosur (Tamil Nadu)

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

Unit-4, Mysore (Karnataka)

- Establishes in 2005
- Land 4,014 Sq. Mtrs.
- Products Mfg.: Rear Fender Assembly

Unit-5, Hosur (Tamil Nadu)

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

Unit-6, Nalagarh (Himachal Pradesh)

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

Unit-7, Rai, Sonepat (Haryana)

- Establishes in 2010
- Land 28,357 Sq. Mtrs.
- Products Mfg.: Automotive Lights, LED Lights

Unit-8, Tapukara (Rajasthan)

- Establishes in 2011
- Land 42,983 Sq. Mtrs.
- Products Mfg.: Plastic Injection Moulded Components, LED Lights

Unit-9, Ahmedabad (Gujarat)

- Establishes in 2015
- Land 32,500 Sq. Mtrs.
- Products Mfg.: Automotive Lights

Unit-10, Tapukara (Rajasthan)
Aisan Fiem Automotives India Pvt. Ltd.

- Establishes in 2018
- Land 15,500 Sq. Mtrs.
- Products Mfg.: Fuel Pump Module and IC Connector

GOVT. APPROVED R&D CENTRE

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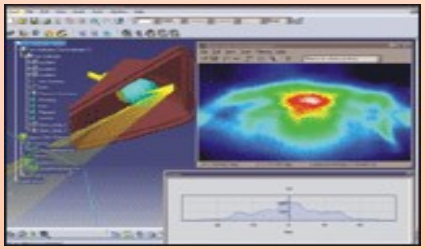
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science 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 Accredited**
- **Some examples of R&D conducted by company:**
  - Developed more than 100 new generation LED Luminaires for industrial & domestic applications for Indoor and Outdoor including LED drivers
  - In-house design and development of Railway IPIS (Integrated Passenger Information Systems with LED Display)
  - In-house design and development for four wheeler LED Rear combination, LED direction indicator lamp etc.
- **Advantages of in-house R&D unit:**
  - Diversified and large portfolio of lighting products developed
  - New generation LED technology in automotive and home lighting segments developed
  - Reduction in development time and cost savings to clients

Electrical Testing

Environmental Testing



Light Simulation Test

Mechanical Durability Test

AUTOMOTIVE LED LAMP JOURNEY

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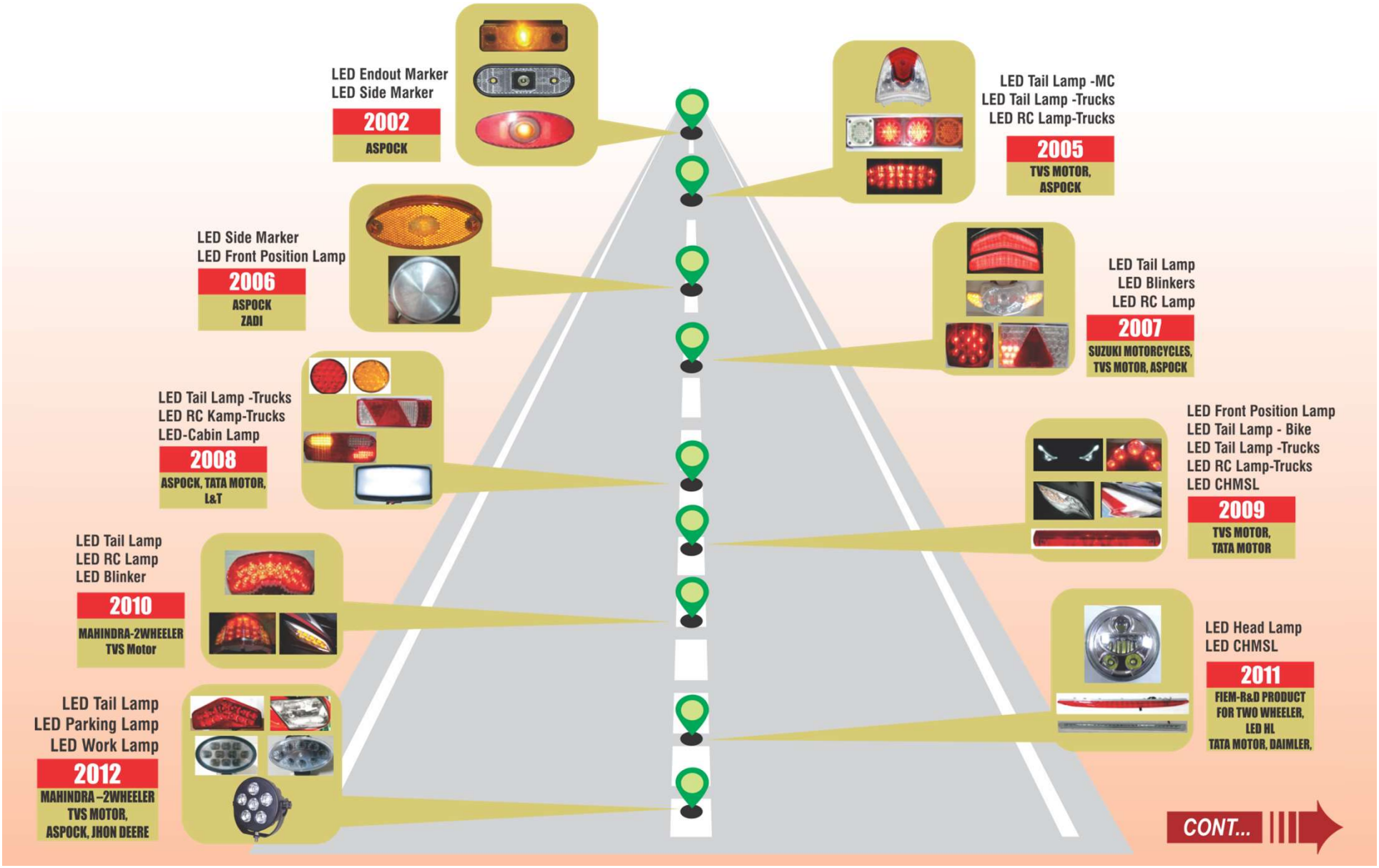

AUTOMOTIVE LED LAMP JOURNEY

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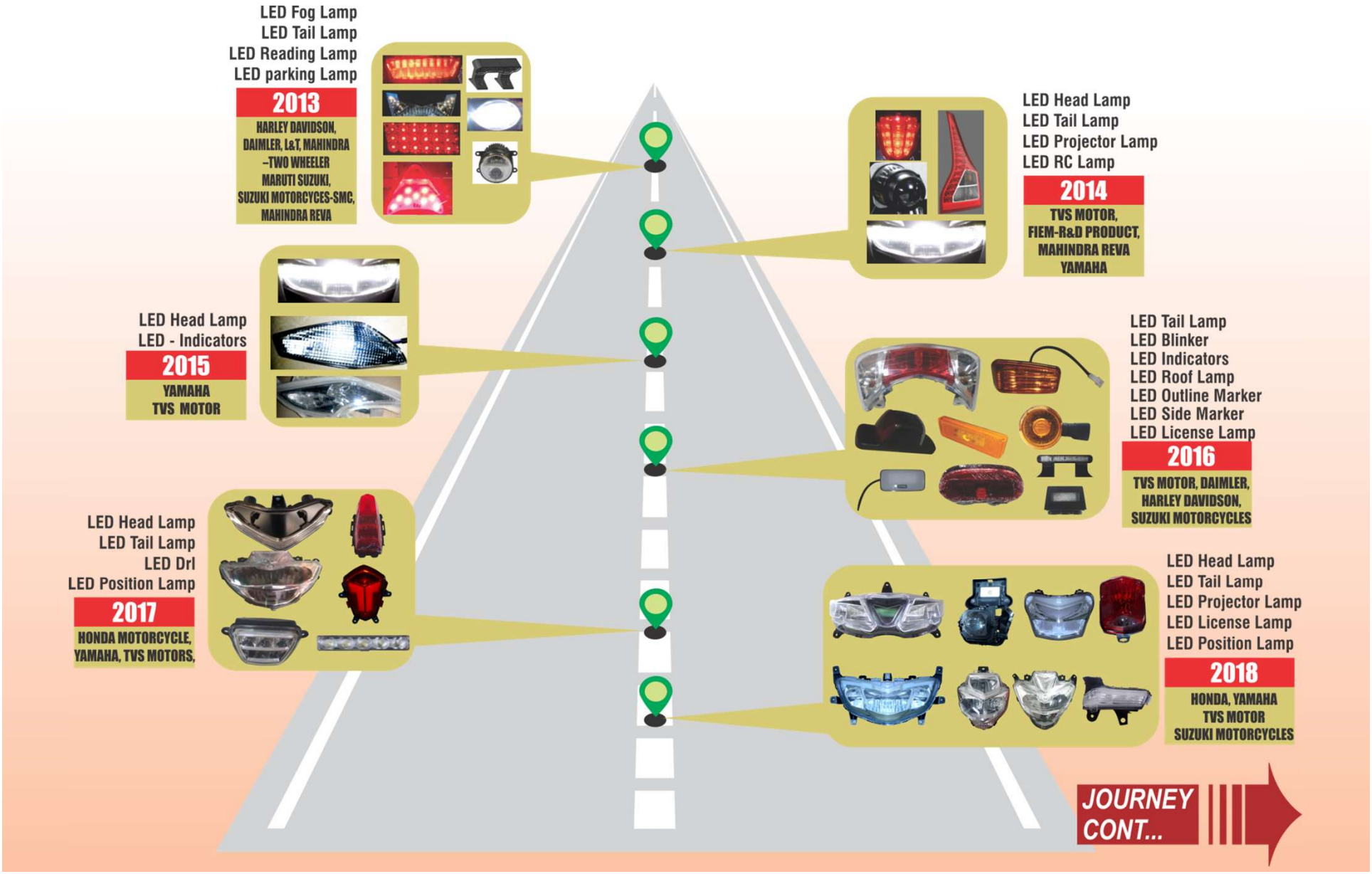

AUTOMOTIVE LED LAMPS

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HONDA

ACTIVA 6G

Head Lamp

Head Lamp

Tail Lamp

Winker Lamp

GRAZIA

Position Lamp

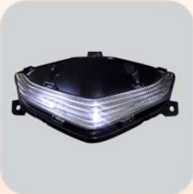
Tail Lamp

Winker Lamp

DIO

Head Lamp

Tail Lamp


Position Lamp

Winker Lamp

SHINE SP

Tail Lamp

Winker Lamp

Winker Lamp

SUZUKI

GIXXER 250

Head Lamp

Tail Lamp

GIXXER 150

Head Lamp

Tail Lamp

BURGMAN

Head Lamp

Tail Lamp

INTRUDER

Tail Lamp

GS150

Tail Lamp

License Lamp

AUTOMOTIVE LED LAMPS

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YAMAHA

M15

Head Lamp

Tail Lamp

TRACER 700

Head Lamp

Position Lamp

FZS

Head Lamp

DRL Lamp

FZ 2.0

Head Lamp

Tail Lamp

FAZER-250

Head Lamp

DRL Lamp

FASCINO

Head Lamp

RAY Z

Head Lamp

Position Lamp

TVS

MOPED

Head Lamp

NTORQ

Head Lamp

Tail Lamp

RADEON

Head Lamp

SPORT

Head Lamp

APACHE NEW

Tail Lamp

APACHE

Tail Lamp

Tail Lamp

JUPITER

Head Lamp

Tail Lamp

ZEST

Head Lamp

Tail Lamp

DRL Lamp

AUTOMOTIVE LED LAMPS

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HARLEY-DAVIDSON MOTOR CYCLES

STREET 500

Head Lamp

Tail Lamp

Front Turn Signal

LMP ASSY

License Lamp

Rear Turn Signal

STREET ROAD

Tail Lamp

Front Turn Signal

License Lamp

LMP ASSY

Rear Turn Signal

ROYAL ENFIELD

HIMALAYAN

Tail Lamp

Front & Rear Turn Signal

License Lamp

GT-CONTINENTAL

Head Lamp

AUTOMOTIVE LED LAMPS

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DAIMLER

SIDE MARKER LAMP

END OUT MARKER

Mahindra REVA
The simple, sensible, city car!

TAIL LAMP (OLD)

TAIL LAMP (NEW)

TATA

CENTRAL HIGHMOUNT STOP LAMP

HIGH MOUNT STOP LAMP

REAR INDICATOR

REVERSING LAMP

MARUTI SUZUKI

READING LAMP

EXPORT

TAIL LAMP/BLINKER/ FOG LAMP

TAIL LAMP/ BLINKER

FIEM ADVANTAGE

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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

ACCOLADES RECEIVED

LIGHT UP THE WORLD

Global Award for Excellence in Technology and Development

from Yamaha Motor Co., Ltd. Japan-2019

In recognition of outstanding achievement in the development of advanced technology in 2018 development of the **"World's Smallest Bi-Function Lighting Module for Two-wheelers' with PES Lens“**.

YAMAHA

2019
GLOBAL AWARD
for excellence in
Technology and Development

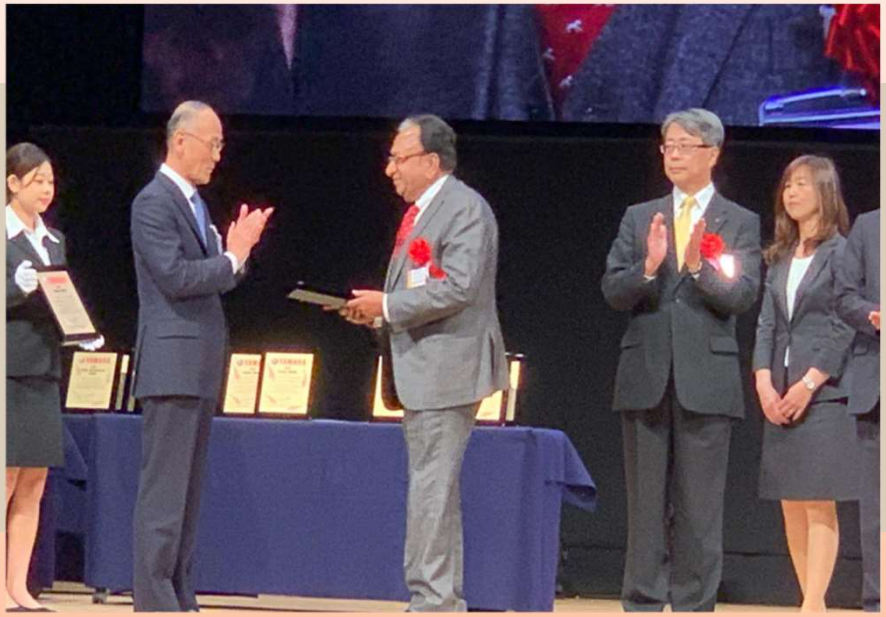
FIEM INDUSTRIES LTD.

in recognition of your outstanding achievement in the development of advanced technology in 2018 development of the "World's Smallest Bi-Function Lighting Module for Two-wheelers' PES Lens", thereby significantly improving the value of our products. Thank you for demonstrating the commitment to technology.

April, 2019

Yoshihiro Hidaka
President, CEO

YAMAHA MOTOR CO., LTD.



ACCOLADES RECEIVED

Appreciation Award for Development and Shipping Control 2018 from India Yamaha Motor Pvt. Ltd.-2019

ACCOLADES RECEIVED

Performance Award (Cost Reduction) for year 2018-19 from Suzuki Motorcycle India Private Limited-2019

ACCOLADES RECEIVED

Award for Delivery Management 2019-20
from Honda Motorcycle and Scooter India Ltd.

ACCOLADES RECEIVED

Best QCDDM from Kubota - 2019-20

ACCOLADES RECEIVED

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MORE THAN 50+ AWARDS SINCE 1991

Performance Award (VA-VE)
for year 2016-17
from Suzuki Motor Cycle India
Private Limited-2016

Grand Award for Development
from Honda Motorcycle and
Scooter India Ltd.-2009

Grand Award for QCDDM 2013-14
from Honda Motorcycle and
Scooter India Ltd.-2014

Achievement Award
for Honda Global Support 2012-13
from Honda Motorcycle and
Scooter India Ltd.-2013

Award for Q.D. Performance
from Honda Motorcycle and
Scooter India Ltd.-2011

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

ESQR'S Quality Achievement Award 2013
in the GOLD CATEGORY for the Extra Ordinary
achievement in quality management - 2013

Outstanding Contribution
to Growth of Lighting
& Auto Electronics Industry award
for Excellence in Electronics
for 2016-17

AUTOMOTIVE LIGHTS

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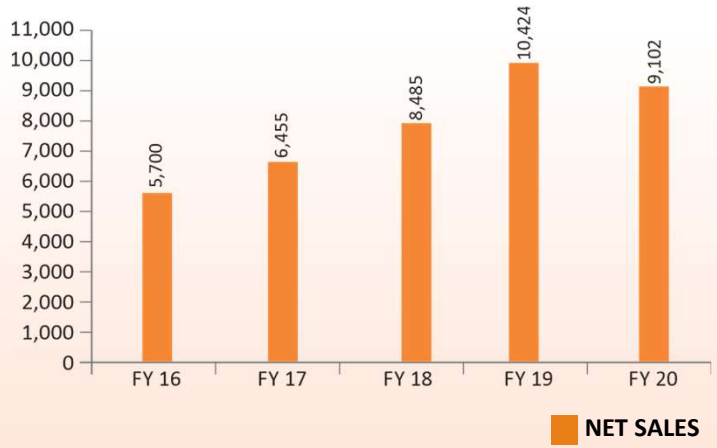
FIEM is one of the most renowned names in Automotive Lightings & Signalling Equipments with the history of around four decades. The company is associated with some of the most prestigious OEM customers in India.

- **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 8 – Tapukara, Rajasthan
  - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**

Cert. No. T - 3799
NABL Accredited Lab.

Automotive Light Contribution (Rs. In mn)



Head and Rear Lamps

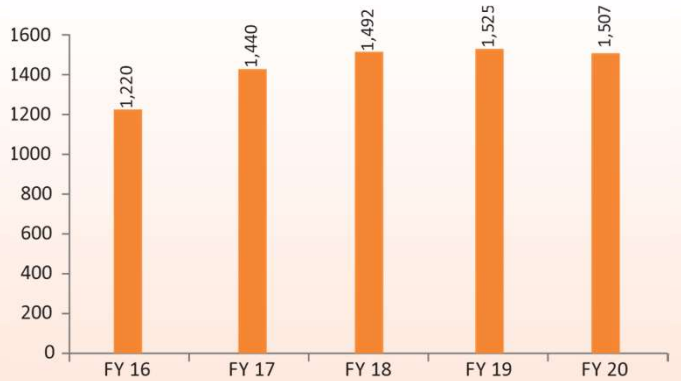
REAR VIEW MIRRORS

- **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.

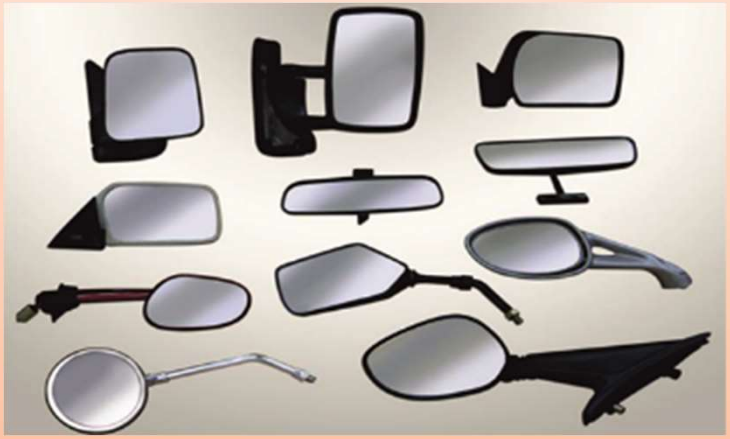
- **Manufacturing Facilities for Rear View Mirrors:**
  - Unit 1 - Kundli, Sonepat, Haryana
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 5 - Hosur, Tamil Nadu
  - Unit 6 - Nalagarh, Himachal Pradesh
  - Unit 8 - Tapukara, Rajasthan

- **Top Clients**

Rear View Mirror Contribution (Rs. In mn)



Rear View Mirrors



PLASTIC MOULDED PARTS

- **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 , Unit 8 and Unit 9.
- 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 (Rs. In mn)

- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 8 - Tapukara, Rajasthan
  - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**

Plastic Moulded Parts

OTHERS

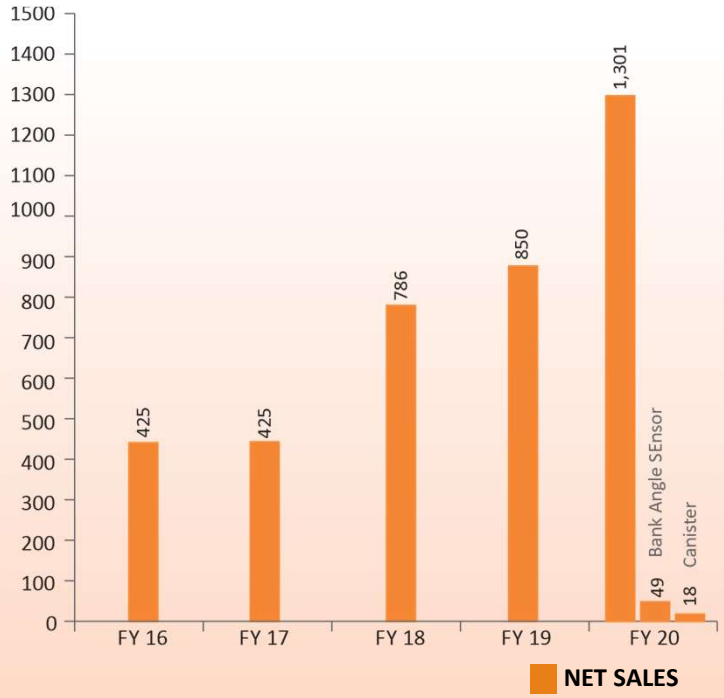
Others Automotive Segment Include items contributing less than 10% of Total Sale, mainly includes Fabrication items, Canister, Bank Angle Sensor etc.

- **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
  - Unit 8 – Tapukara, Rajasthan

- **Top Clients**

Others Contribution (Rs. In mn)



Sheet Metal Parts

Bank Angle Sensor

Canister

SUPPLY TO HONDA JAPAN

- 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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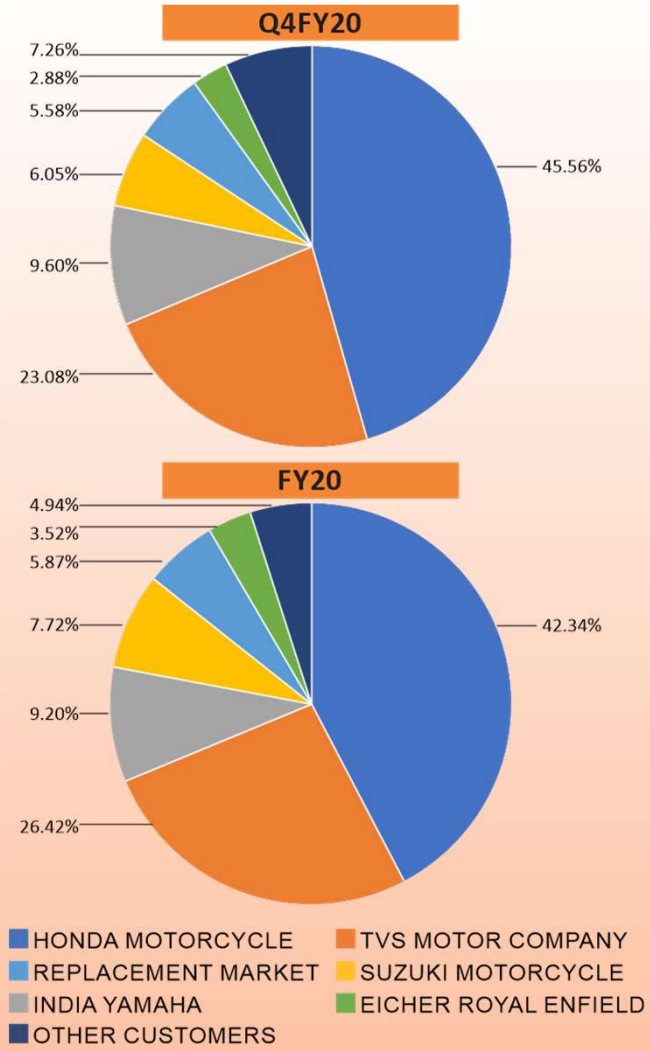
Two wheeler segment (Domestic)

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)

Four wheeler segment (Global Customers)

Q4FY20 and FY20 Top Clientele Contribution – Automotive Segment



LED LUMINAIRES

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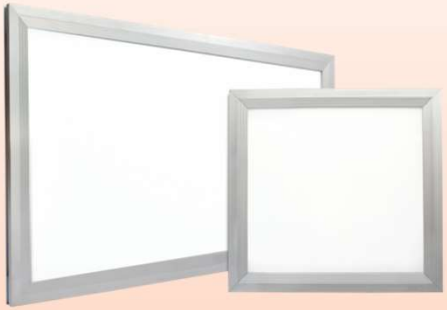
BULBS

TUBE LIGHTS

DOWN LIGHTS



PANEL LIGHTS

STREET LIGHTS

FLOOD LIGHTS

HI-BAY LIGHTS

BOLLARDS

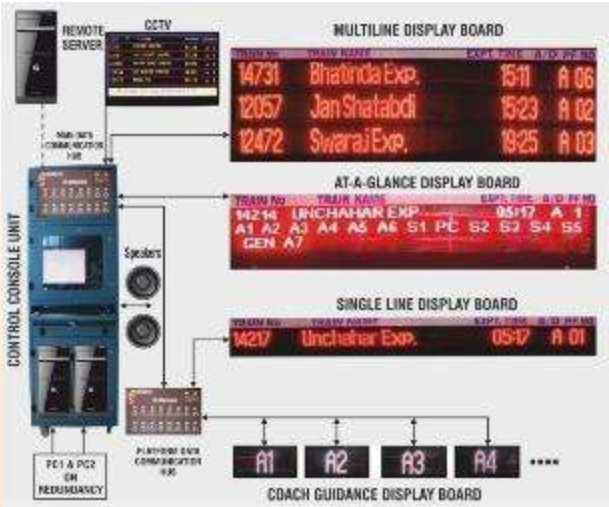
SOLAR LANTERNS

LED DISPLAY SYSTEMS

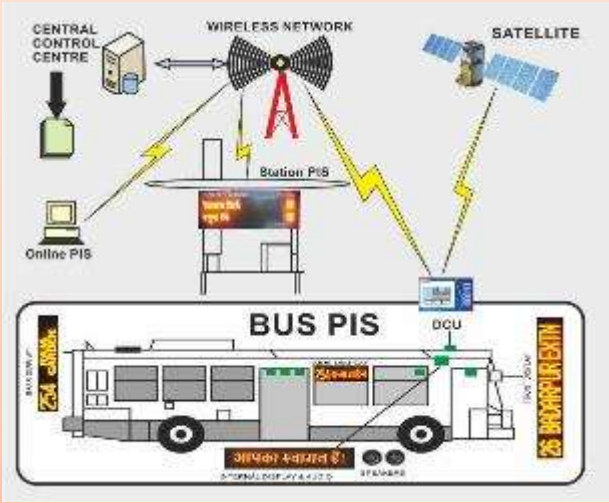
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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

CONSOLIDATED INCOME STATEMENT

LIGHT UP THE WORLD

Particulars (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Total Income*	**7,212**	**8,264**	**9,891**	**10,193**	**12,443**	**14,499**	**13,812**
Expenses	6,321	7,227	8,609	8,970	10,990	12,919	12,226
EBITDA	**891**	**1,037**	**1,282**	**1,223**	**1,453**	**1,580**	**1,586**
EBITDA Margin	***12.35%***	***12.55%***	***12.96%***	***12%***	***11.68%***	***10.89%***	***11.48%***
Exceptional Item	–	–	–	142	(34)	–	(9)
Depreciation & Amortization	218	307	331	393	444	489	532
Finance Cost	145	121	158	233	227	221	177
PBT	**528**	**609**	**793**	**457**	**816**	**870**	**868**
Taxes	155	184	220	126	290	304	82
PAT	**373**	**425**	**573**	**331**	**526**	**566**	**786**
Share of Associates Profit/(Loss)	–	–	–	–	–	-10	–41
PAT after Share of Associates Profit/(Loss)	–	–	–	–	526	556	745
PAT Margin	***5.17%***	***5.14%***	***5.79%***	***3.25%***	***4.22%***	***3.83%***	***5.39%***
EPS	**31.16**	**35.51**	**47.93**	**26.30**	**39.94**	**42.29**	**56.65**

* Includes Other Income and Net of Excise Duty

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

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Particulars (INR Mn)	31.03.18	31.03.19	31.03.20
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,526	5,633	5,500
b) Right of Use Assets	–	–	355
c) Capital Work-in-Progress	56	79	3
d) Intangible Assets	12	10	52
e) Intangible Assets under Development	13	36	0
f) Financial Assets And Investment	91	372	375
g) Income Tax Assets (Net)	45	45	9
h) Other Non-Current Assets	114	83	64
Total Non Current Assets	**5,857**	**6,258**	**6,358**
II. CURRENT ASSETS			
a.) Inventories	1,403	1,472	1,291
b) Financial Assets			
i) Investments	191	–	–
ii) Trade Receivables	1,443	1,468	770
iii) Cash and Cash Equivalents	18	42	469
iv) Bank Balances other than (iii) above	4	3	6
v) Loans	6	5	5
vi) Other Financial Assets	279	169	107
c) Other Current Assets	152	211	199
Total Current Assets	**3,496**	**3,370**	**2,847**
TOTAL ASSETS (I + II)	**9,353**	**9,628**	**9,205**

Particulars (INR Mn)	31.03.18	31.03.19	31.03.20
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,362	4,639	5121
Total Equity	**4,494**	**4,771**	**5253**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	865	930	581
ii) Lease Liabilities	–	–	251
iii) Other Financial Liabilities	–	–	–
b) Provisions	38	67	58
c) Deferred Tax Liabilities (Net)	438	519	368
Total Non Current Liability	**1,360**	**1,516**	**1258**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	371	385	-
ii) Trade Payables	2,195	1,883	1674
iii) Other Financial Liabilities	741	636	622
b) Other Current Liabilities	156	384	342
c) Provisions	25	19	44
d) Current Tax Liabilities (Net)	11	34	12
Total Current Liability	**3,499**	**3,341**	**2694**
TOTAL LIABILITIES (I + II)	**4,859**	**4,857**	**3952**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,353**	**9,628**	**9205**

STANDALONE INCOME STATEMENT

LIGHT UP THE WORLD

Particulars (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Total Income*	**7,190**	**8,257**	**9,880**	**10,188**	**12,429**	**14,449**	**13,787**
Expenses	6,299	7,223	8,600	8,967	10,977	12,888	12,203
EBITDA	**891**	**1,034**	**1,280**	**1,221**	**1,452**	**1,561**	**1,584**
EBITDA Margin	***12.40%***	***12.52%***	***12.95%***	***11.98%***	***11.68%***	***10.80%***	***11.49%***
Exceptional Item	–	–	–	142	(34)	–	(9)
Depreciation & Amortization	218	306	330	392	443	489	527
Finance Cost	144	121	158	233	227	221	177
PBT	**529**	**607**	**792**	**455**	**816**	**851**	**871**
Taxes	155	184	220	126	290	296	82
PAT	**374**	**423**	**572**	**329**	**526**	**555**	**789**
PAT Margin	***5.20%***	***5.12%***	***5.79%***	***3.22%***	***4.23%***	***3.84%***	***5.72%***
EPS	**31.27**	**35.33**	**47.80**	**26.12**	**39.93**	**42.16**	**59.98**

* Net of Excise Duty and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

LIGHT UP THE WORLD

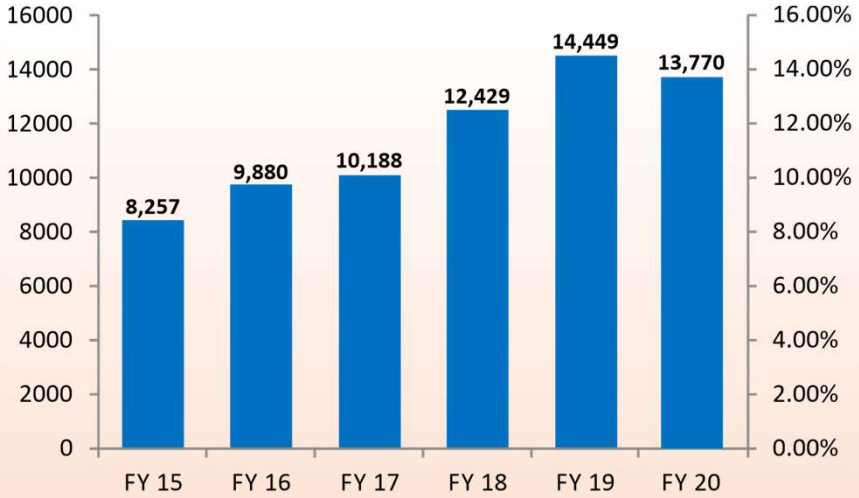
Particulars (INR Mn)	31.03.18	31.03.19	31.03.20
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,526	5,631	5,497
b) Right of Use Assets	–	–	355
c) Capital Work-in-Progress	56	79	3
d) Intangible Assets	12	10	44
e) Intangible Assets under Development	13	36	-
f) Financial Assets	99	399	453
g) Income Tax Assets (Net)	45	45	-
h) Other Non-Current Assets	114	83	64
Total Non Current Assets	**5,865**	**6,283**	**6,416**
II. CURRENT ASSETS			
a) Inventories	1,403	1,472	1,291
b) Financial Assets			
i) Investments	191	–	–
ii) Trade and Receivables	1,440	1,464	767
iii) Cash and Cash Equivalents	11	12	452
iv) Bank Balances other than (iii) above	4	3	6
v) Loans	6	5	5
vi) Other Financial Assets	278	169	107
c) Other Current Assets	152	209	188
Total Current Assets	**3,485**	**3,334**	**2,816**
TOTAL ASSETS (I + II)	**9,350**	**9,617**	**9,232**

Particulars (INR Mn)	31.03.18	31.03.19	31.03.20
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,358	4,635	5,158
Total Equity	**4,490**	**4,767**	**5,290**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	865	930	581
ii) Lease Liabilities	–	–	251
iii) Other Financial Liabilities	19	–	–
b) Provisions	39	67	56
c) Deferred Tax Liabilities (Net)	438	519	369
Total Non Current Liability	**1,361**	**1,516**	**1,257**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	370	385	-
ii) Trade Payables	2,197	1,888	1,673
iii) Other Financial Liabilities	741	635	619
b) Other Current Liabilities	155	381	338
c) Provisions	25	19	43
d) Current Tax Liabilities (Net)	11	26	12
Total Current Liability	**3,499**	**3,334**	**2,685**
TOTAL LIABILITIES (I + II)	**4,860**	**4,850**	**3,942**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,350**	**9,617**	**9,232**

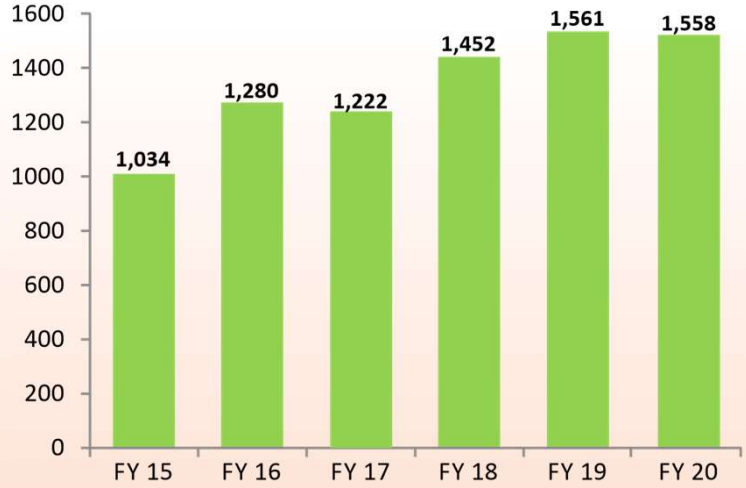
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

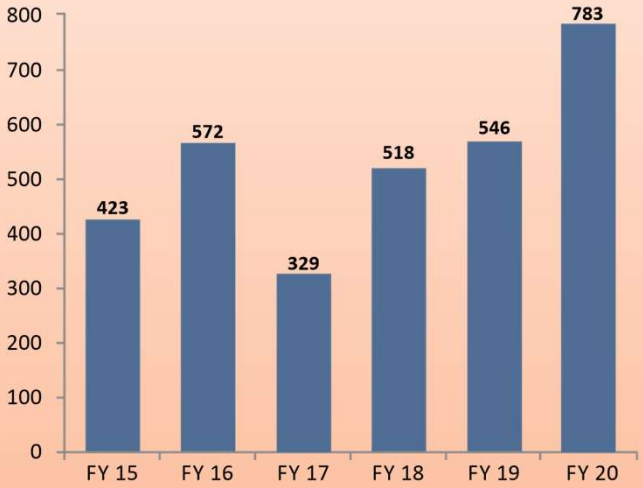
REVENUE (Rs. In mn)



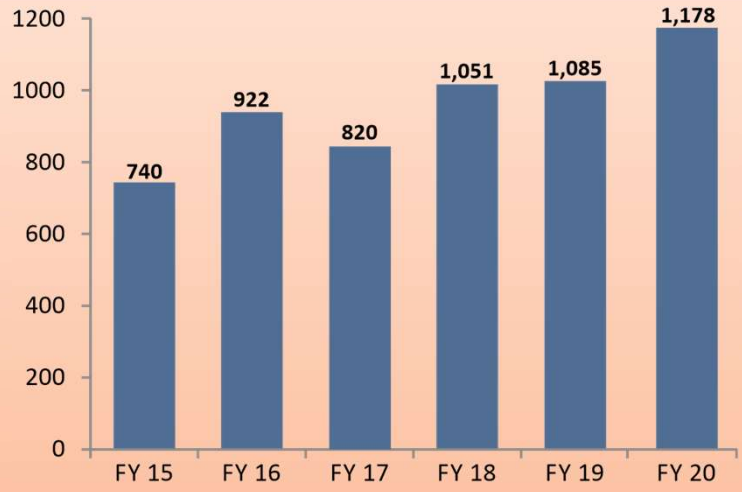
EBITDA (Rs. In mn)



PAT (Rs. In mn)



CASH PAT (Rs. In mn)



STANDALONE FINANCIAL OVERVIEW

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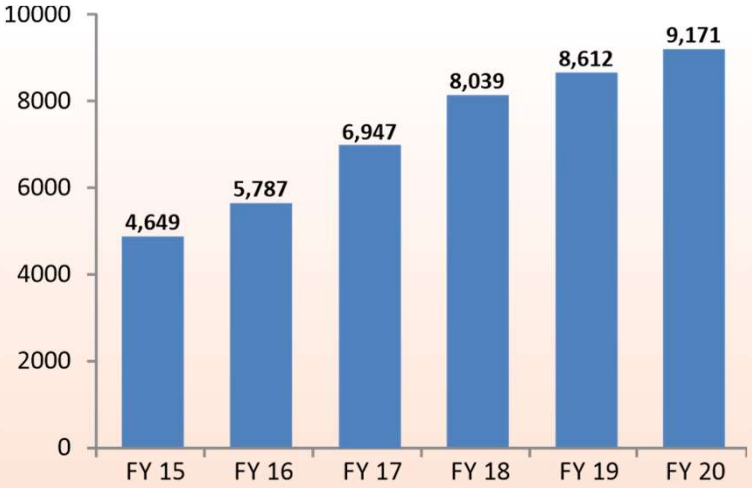
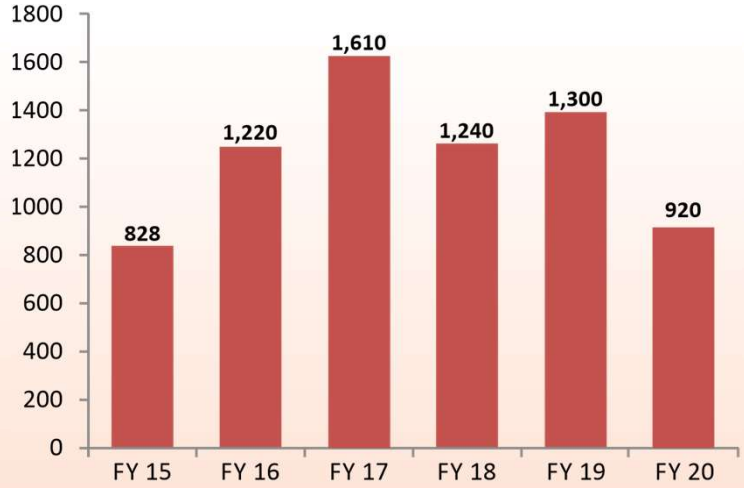
GROSS BLOCK (Rs. In mn)



LONG TERM LOANS (Rs. In mn)



CAPEX (Rs. In mn)

GROSS DEBT/EQUITY

STANDALONE FINANCIAL OVERVIEW

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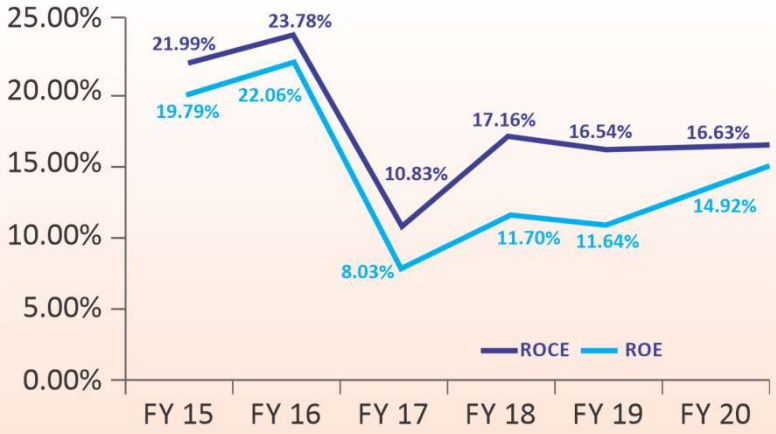
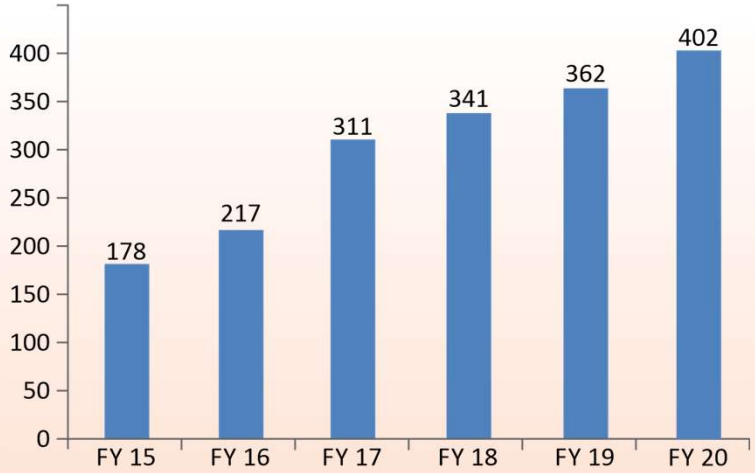
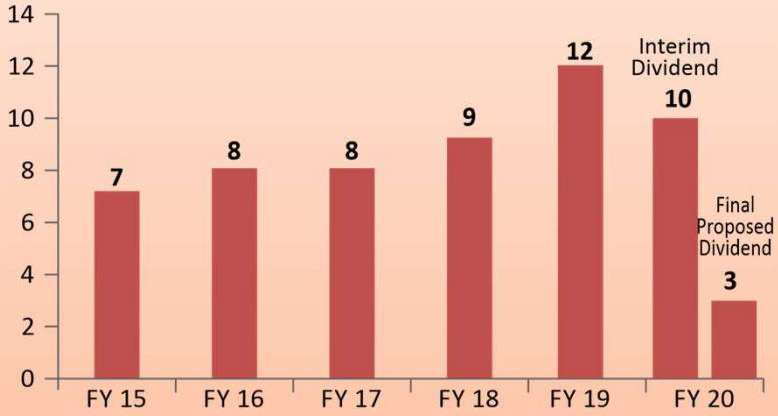
ROCE & ROE



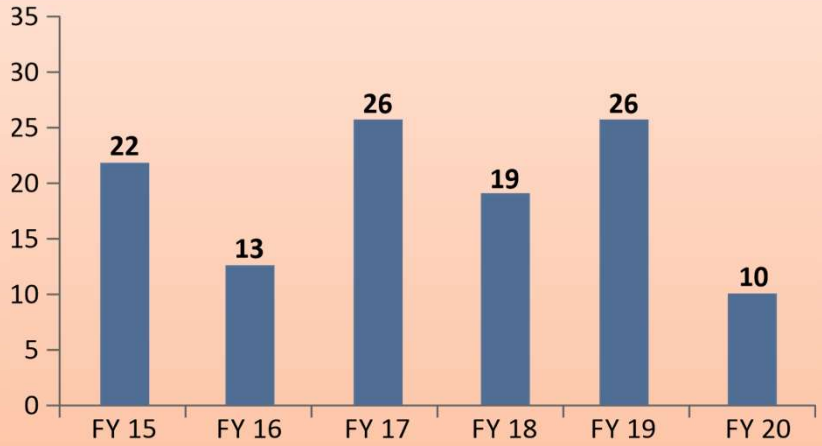
BOOK VALUE PER SHARE



DIVIDEND PER SHARE



WORKING CAPITAL DAYS



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