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

November 12, 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: Q2FY21 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 November 9, 2020 informing the schedule of **Q2FY21 Earning Con-call**.

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 Investors section.

We also wish to inform that this presentation will be used for subsequent meetings/con-call, till further up-dation / 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

November 2020

Fiem Industries Ltd. – Investor Presentation

EXECUTIVE SUMMARY

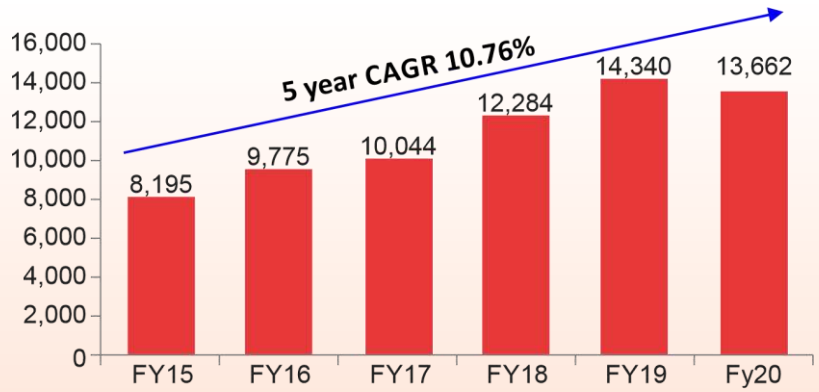
LIGHT UP THE WORLD

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 Equipment's 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%**	

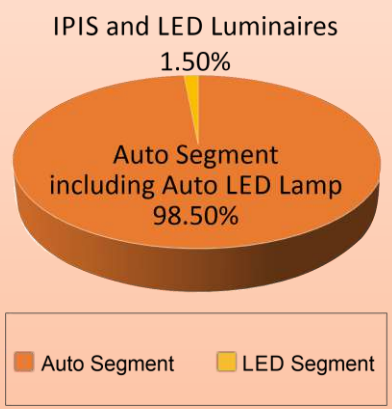
FINANCIAL SUMMARY (STANDALONE)

LIGHT UP THE WORLD

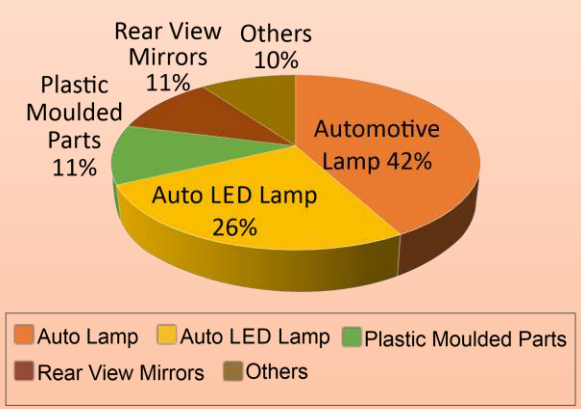
Turnover (Net) Rs. in million



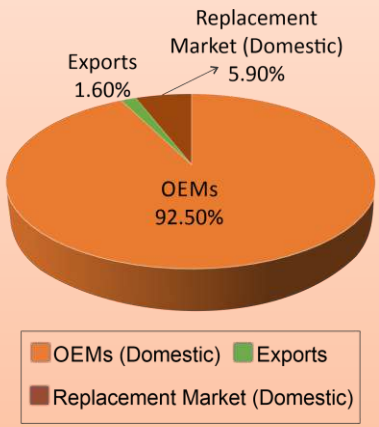
FY20 Segment wise Sales Breakup



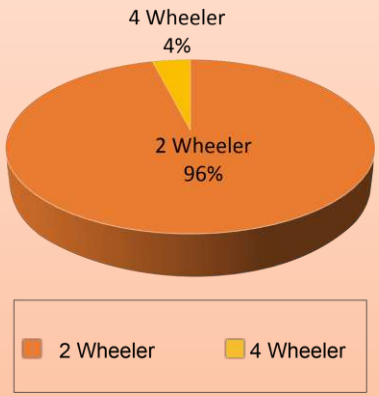
FY20 Revenue Breakup Auto Segment - Product Mix



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



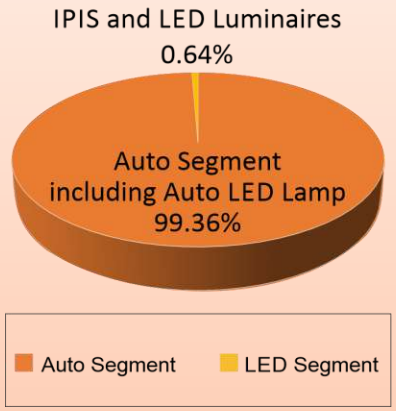
FY20 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



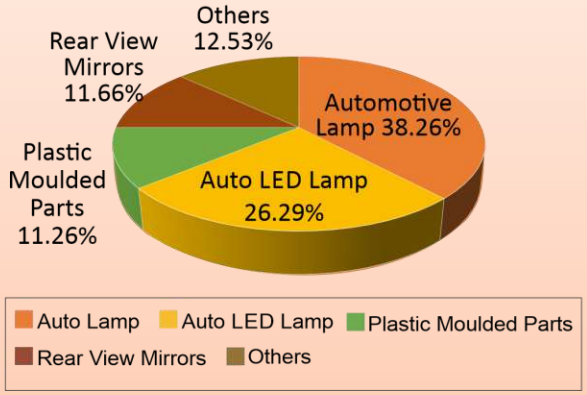
FINANCIAL SUMMARY (STANDALONE)

LIGHT UP THE WORLD

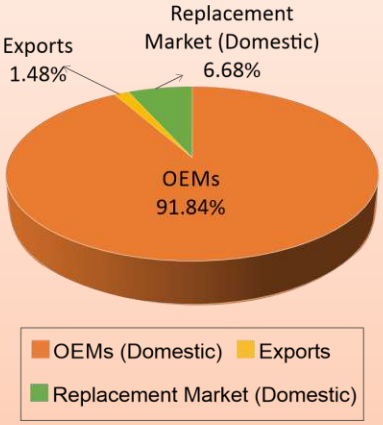
Q2FY21 Segment wise Sales Breakup



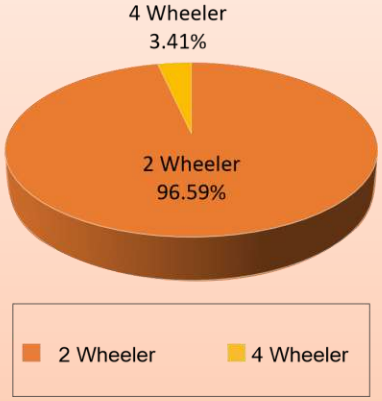
Q2FY21 Revenue Breakup Auto Segment - Product Mix



Q2FY21 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market



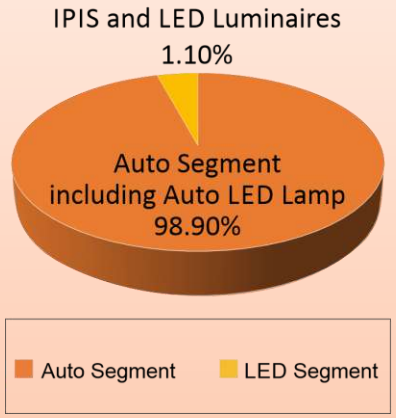
Q2FY21 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



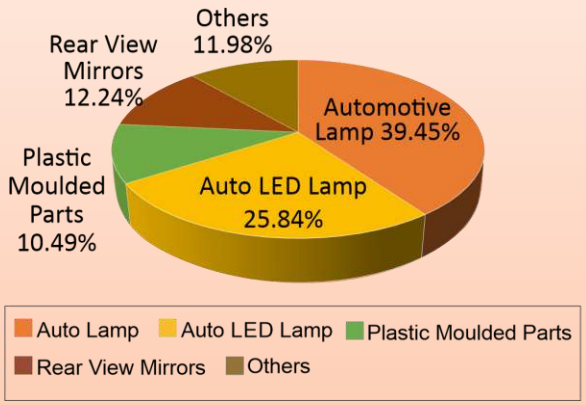
FINANCIAL SUMMARY (STANDALONE)

Fiem
LIGHT UP THE WORLD

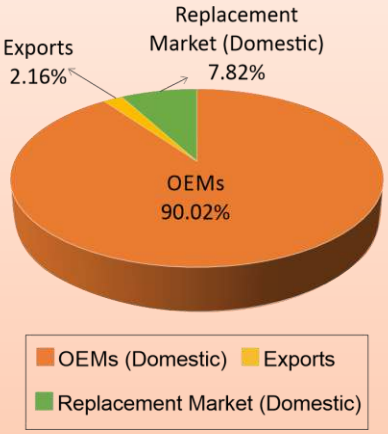
H1FY21 Segment wise Sales Breakup



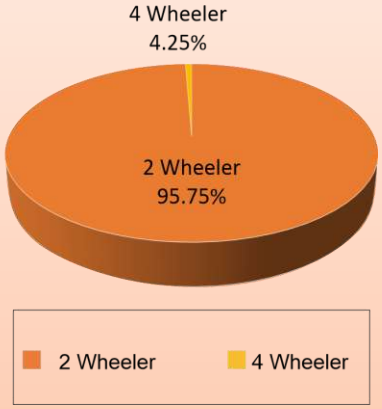
H1FY21 Revenue Breakup Auto Segment - Product Mix



H1FY21 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market



H1FY21 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



COMPANY OVERVIEW

Fiem
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 equipment's 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

Fiem
LIGHT UP THE WORLD

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...

Fiem
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 moulds / 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

LIGHT UP THE WORLD

Plants & Depots Across India

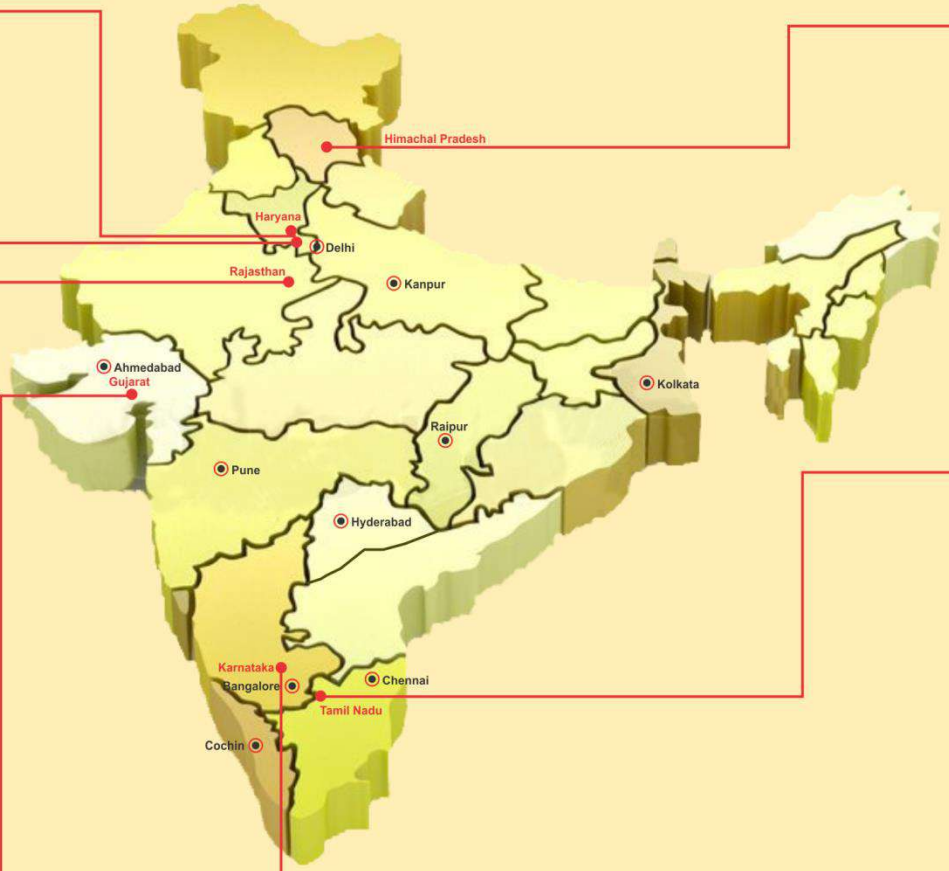
Unit-I, Kundli (Sonepat, Haryana)

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

LIGHT UP THE WORLD

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

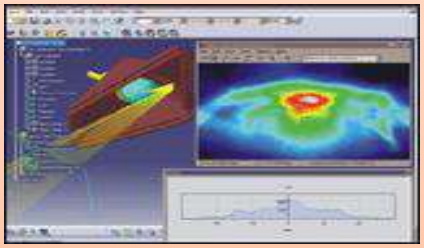
GOVT. APPROVED R&D CENTRE

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 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

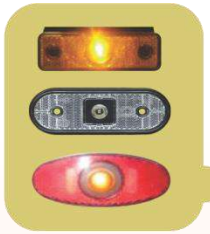


Light Simulation Test

Mechanical Durability Test

AUTOMOTIVE LED LAMP JOURNEY

Fiem
LIGHT UP THE WORLD



LED Endout Marker
LED Side Marker

2002
ASPOCK

LED Side Marker
LED Front Position Lamp

2006
ASPOCK
ZADI

LED Tail Lamp -Trucks
LED RC Kamp-Trucks
LED-Cabin Lamp

2008
ASPOCK, TATA MOTOR, L&T

LED Tail Lamp
LED RC Lamp
LED Blinker

2010
MAHINDRA-2WHEELER
TVS Motor

LED Tail Lamp
LED Parking Lamp
LED Work Lamp

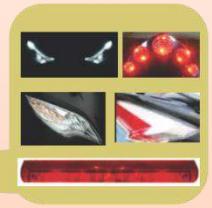
2012
MAHINDRA –2WHEELER
TVS MOTOR,
ASPOCK, JHON DEERE

LED Tail Lamp -MC
LED Tail Lamp -Trucks
LED RC Lamp-Trucks

2005
TVS MOTOR,
ASPOCK

LED Tail Lamp
LED Blinkers
LED RC Lamp

2007
SUZUKI MOTORCYCLES,
TVS MOTOR, ASPOCK



LED Front Position Lamp
LED Tail Lamp - Bike
LED Tail Lamp -Trucks
LED RC Lamp-Trucks
LED CHMSL

2009
TVS MOTOR,
TATA MOTOR

LED Head Lamp
LED CHMSL

2011
FIEM-R&D PRODUCT
FOR TWO WHEELER,
LED HL
TATA MOTOR, DAIMLER,

CONT...

AUTOMOTIVE LED LAMP JOURNEY

Fiem
LIGHT UP THE WORLD

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

2013

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

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

2014

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

LED Head Lamp
LED - Indicators

2015

YAMAHA
TVS MOTOR

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

2016

TVS MOTOR, DAIMLER, HARLEY DAVIDSON, SUZUKI MOTORCYCLES

LED Head Lamp
LED Tail Lamp
LED Drl
LED Position Lamp

2017

HONDA MOTORCYCLE, YAMAHA, TVS MOTORS,

LED Head Lamp
LED Tail Lamp
LED Projector Lamp
LED License Lamp
LED Position Lamp

2018

HONDA, YAMAHA
TVS MOTOR
SUZUKI MOTORCYCLES

JOURNEY CONT...

AUTOMOTIVE LED LAMPS

Fiem
LIGHT UP THE WORLD

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

Fiem
LIGHT UP THE WORLD

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

Fiem
LIGHT UP THE WORLD

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

Fiem
LIGHT UP THE WORLD

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

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 equipment's and rear view mirrors to Two-wheeler and Four-wheeler OEM's
- Exporting automotive lighting to Honda Japan, Kubota Japan (Tractors & Farm equipment's) 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

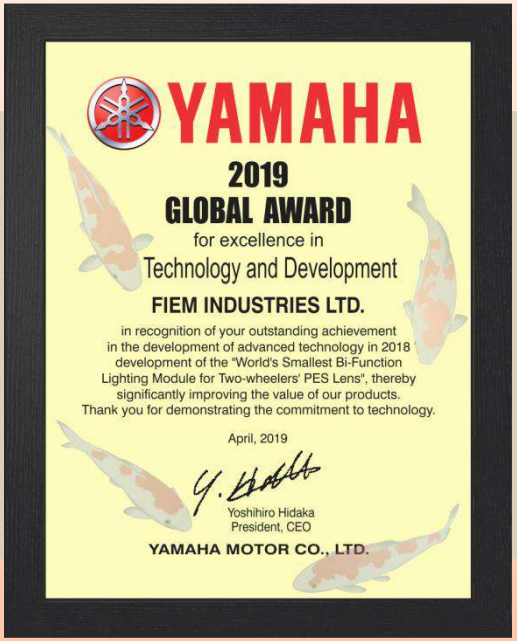
ACCOLADES RECEIVED

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

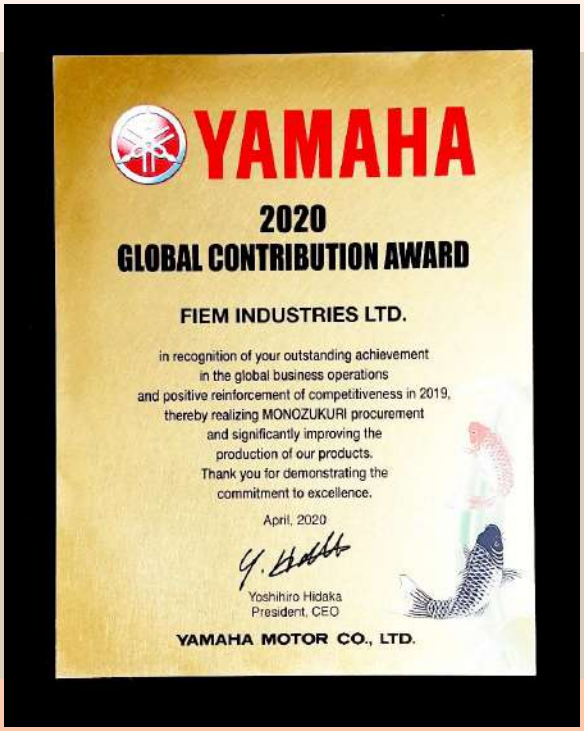
YAMAHA MOTOR CO., LTD.

ACCOLADES RECEIVED

LIGHT UP THE WORLD

Global Contribution Award, 2020

from Yamaha Motor Co., Ltd. Japan



"In recognition of your outstanding achievement in the global business operations and positive reinforcement of competitiveness in 2019, thereby realizing MONOZUKURI procurement and significantly improving the production of our products. Thank you for demonstrating the commitment to excellence."

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 Pvt. Ltd-2019

ACCOLADES RECEIVED

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

ACCOLADES RECEIVED

Excellence in Quality & Delivery Award from Kubota 2019-20

ACCOLADES RECEIVED

LIGHT UP THE WORLD

MORE THAN 50+ AWARDS SINCE 1991

Performance Award
(VA- VE)
for 2016-17 from
Suzuki Motorcycle India Pvt. Ltd.
(2017)

Grand Award from
Honda Motorcycle &
Scooter India Pvt. Ltd
(2009)

Grand Award for
QCDDM 2013-14 from
Honda Motorcycle &
Scooter India Pvt. Ltd. (2014)

Achievement Award
for Honda Global Support Supplier
2012-13
from Honda Motorcycle &
Scooter India Pvt. Ltd,

Award for
Q.D. Performance
from
Honda Motorcycle &
Scooter India Pvt. Ltd.
(2011)

Supplier Recognition Award
from Harley-Davidson India
for its new motorcycle model
(Harley-Davidson Street)
(2014)

ESQR'S Quality Achievement Award
in the Gold Category
for extraordinary achievement
in quality management
(2013)

Appreciation Award, 2019
from
Hyundai Motor India Ltd.
(2019)

Award for
Excellence in Electronics
from ELCINA
for Outstanding Contribution
to the Growth of Lighting &
Auto Electronics Industry
(2016-17)

AUTOMOTIVE LIGHTS

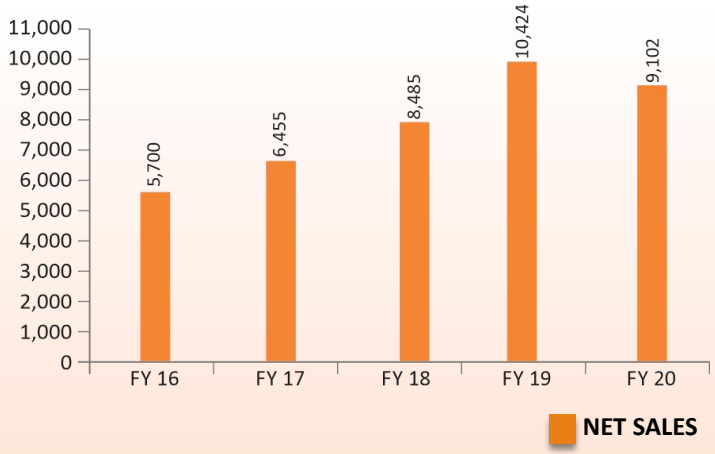
FIEM
LIGHT UP THE WORLD

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 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

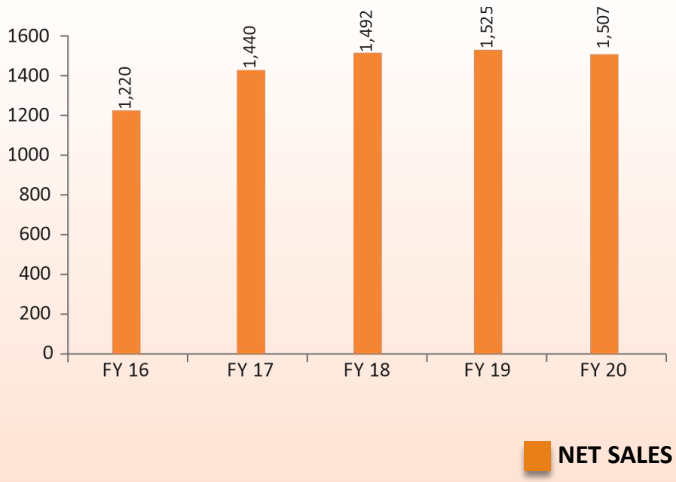
REAR VIEW MIRRORS

- **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)

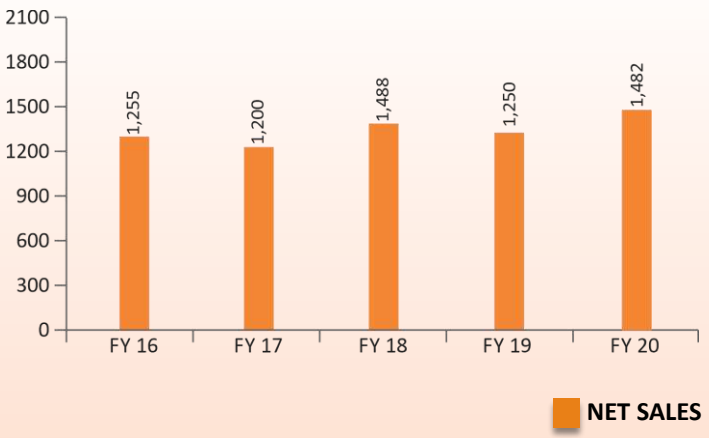


Rear View Mirrors

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

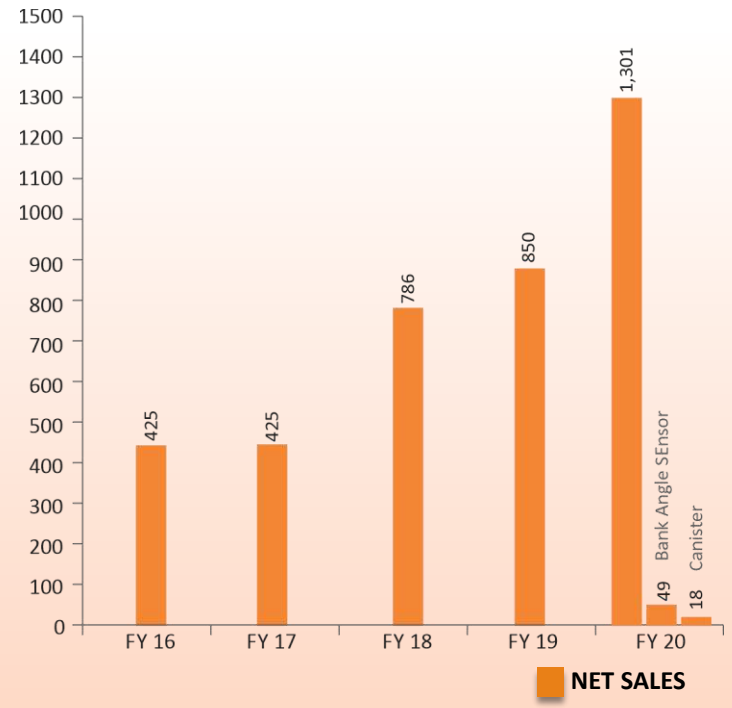
OTHERS

LIGHT UP THE WORLD

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

Others Contribution (Rs. In mn)



- **Manufacturing Facility used for making Sheet Metal Parts**
  - Unit 3 - Hosur, Tamil Nadu
  - Unit 6 - Nalagargh, Himachal Pradesh
  - Unit 8 – Tapukara, Rajasthan

- **Top Clients**

Sheet Metal Parts

Bank Angle Sensor

Canister

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

LIGHT UP THE WORLD

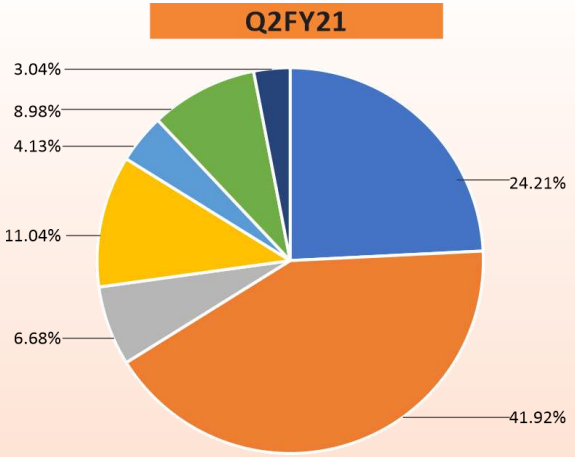
Two wheeler segment (Domestic)

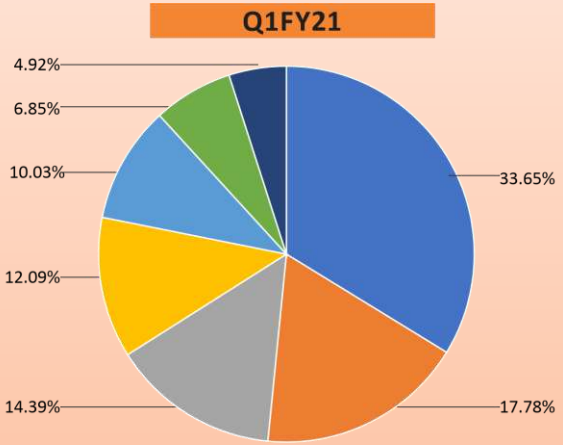
Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)

Four wheeler segment (Global Customers)

Q2FY21 and Q1FY21 Top Clientele Contribution – Automotive Segment





OUR CUSTOMERS

LIGHT UP THE WORLD

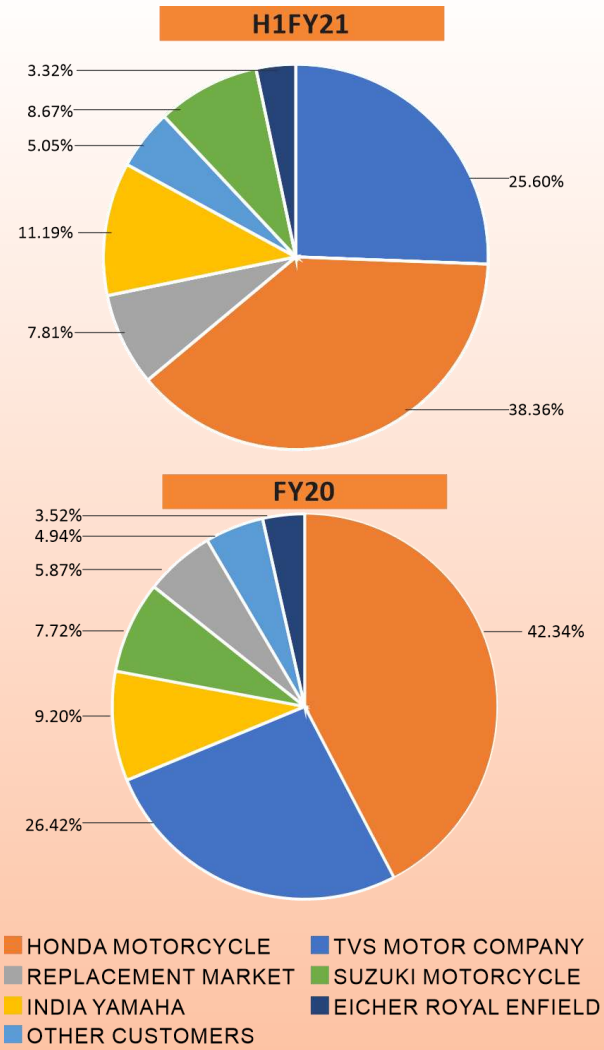
Two wheeler segment (Domestic)

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)

Four wheeler segment (Global Customers)

H1FY21 and FY20 Top Clientele Contribution – Automotive Segment



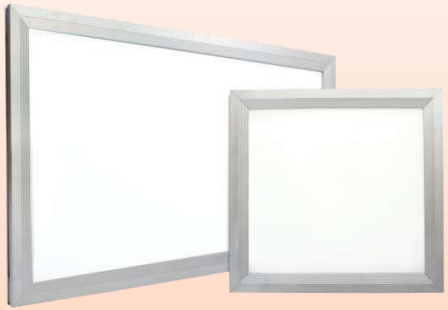
LED LUMINAIRES

Fiem
LIGHT UP THE WORLD

BULBS

TUBE LIGHTS

DOWN LIGHTS



PANEL LIGHTS

STREET LIGHTS

FLOOD LIGHTS

HI-BAY LIGHTS

BOLLARDS

SOLAR LANTERNS

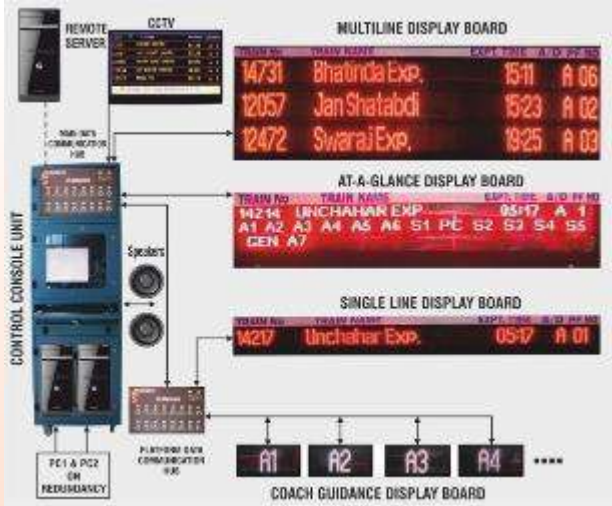
LED DISPLAY SYSTEMS

Fiem
LIGHT UP THE WORLD

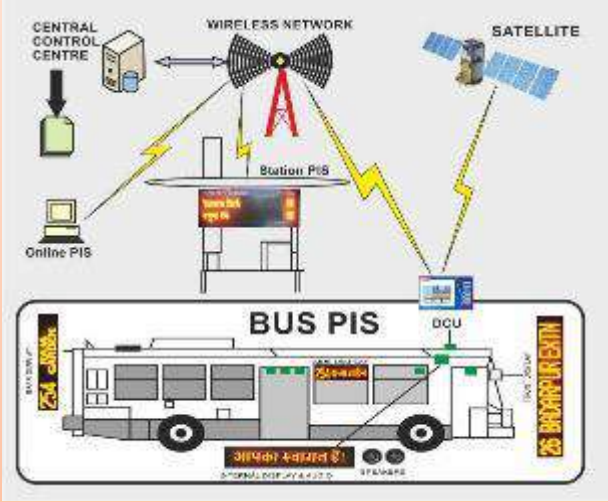
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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

CONSOLIDATED INCOME STATEMENT

Fiem
LIGHT UP THE WORLD

Particulars (INR Mn)	FY16	FY17	FY18	FY19	FY20	H1FY21
Total Income*	**9,891**	**10,193**	**12,443**	**14,499**	**13,812**	**4422**
Expenses	8,609	8,970	10,990	12,919	12,226	4043
EBITDA	**1,282**	**1,223**	**1,453**	**1,580**	**1,586**	**379**
EBITDA Margin	***12.96%***	***12%***	***11.68%***	***10.89%***	***11.48%***	***8.57%***
Exceptional Item	–	142	(34)	–	(9)	(32)
Depreciation & Amortization	331	393	444	489	532	277
Finance Cost	158	233	227	221	177	61
PBT	**793**	**457**	**816**	**870**	**868**	**9**
Taxes	220	126	290	304	82	3
PAT	**573**	**331**	**526**	**566**	**786**	**6**
Share of Associates Profit/(Loss)	–	–	–	-10	–41	-18
PAT after Share of Associates Profit/(Loss)	–	–	526	556	745	-12
PAT Margin	***5.79%***	***3.25%***	***4.22%***	***3.83%***	***5.39%***	***-0.27%***
EPS	**47.93**	**26.30**	**39.94**	**42.29**	**56.65**	**-0.90**

* Includes Other Income and Net of Excise Duty

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Fiem
LIGHT UP THE WORLD

Particulars (INR Mn)	31.03.19	31.03.20	30.09.20
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,633	5,500	5,308
b) Right of Use Assets	–	355	347
c) Capital Work-in-Progress	79	3	14
d) Intangible Assets	10	52	41
e) Intangible Assets under Development	36	0	
f) Financial Assets And Investment	372	375	326
g) Income Tax Assets (Net)	45	9	9
h) Other Non-Current Assets	83	64	53
Total Non Current Assets	**6,258**	**6,358**	**6,098**
II. CURRENT ASSETS			
a.) Inventories	1,472	1,291	991
b) Financial Assets			
i) Investments	–	–	–
ii) Trade Receivables	1,468	770	990
iii) Cash and Cash Equivalents	42	469	1,162
iv) Bank Balances other than (iii) above	3	6	7
v) Loans	5	5	4
vi) Other Financial Assets	169	107	73
c) Other Current Assets	211	199	263
Total Current Assets	**3,370**	**2,847**	**3,490**
TOTAL ASSETS (I + II)	**9,628**	**9,205**	**9, 588**

Particulars (INR Mn)	31.03.19	31.03.20	30.09.20
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,639	5,121	5,072
Total Equity	**4,771**	**5,253**	**5,204**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	930	581	361
ii) Lease Liabilities	–	251	248
iii) Other Financial Liabilities	–	–	–
b) Provisions	67	58	59
c) Deferred Tax Liabilities (Net)	519	368	363
Total Non Current Liability	**1,516**	**1,258**	**1,031**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	385	-	-
ii) Trade Payables	1,883	1,674	2,209
iii) Other Financial Liabilities	636	622	570
b) Other Current Liabilities	384	342	513
c) Provisions	19	44	60
d) Current Tax Liabilities (Net)	34	12	1
Total Current Liability	**3,341**	**2,694**	**3,353**
TOTAL LIABILITIES (I + II)	**4,857**	**3,952**	**4,384**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,628**	**9,205**	**9,588**

STANDALONE INCOME STATEMENT

Fiem
LIGHT UP THE WORLD

Particulars (INR Mn)	FY16	FY17	FY18	FY19	FY20	H1FY21
Total Income*	**9,880**	**10,188**	**12,429**	**14,449**	**13,787**	**4,419**
Expenses	8,600	8,967	10,977	12,888	12,203	4,037
EBITDA	**1,280**	**1,221**	**1,452**	**1,561**	**1,584**	**382**
EBITDA Margin	***12.95%***	***11.98%***	***11.68%***	***10.80%***	***11.49%***	***8.64%***
Exceptional Item	–	142	(34)	–	(9)	(32)
Depreciation & Amortization	330	392	443	489	527	275
Finance Cost	158	233	227	221	177	61
PBT	**792**	**455**	**816**	**851**	**871**	**14**
Taxes	220	126	290	296	82	4
PAT	**572**	**329**	**526**	**555**	**789**	**10**
PAT Margin	***5.79%***	***3.22%***	***4.23%***	***3.84%***	***5.72%***	***0.23%***
EPS	**47.80**	**26.12**	**39.93**	**42.16**	**59.98**	**0.78**

* Net of Excise Duty and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Fiem
LIGHT UP THE WORLD

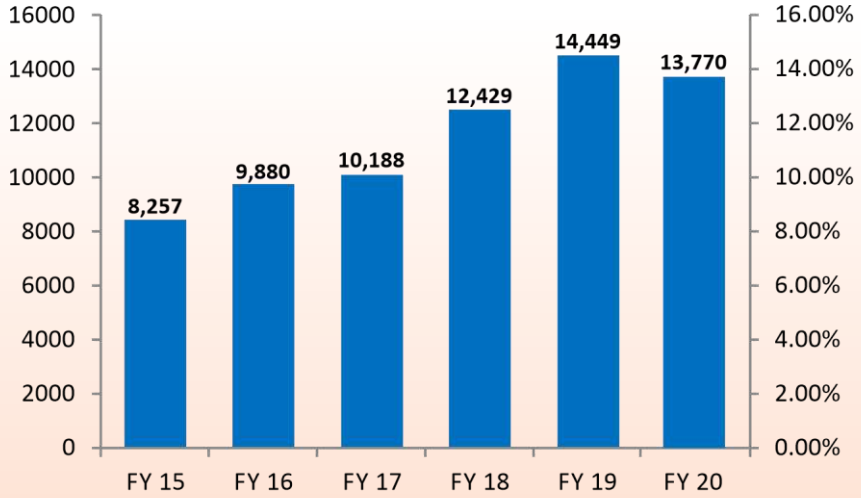
Particulars (INR Mn)	31.03.19	31.03.20	30.09.20
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,631	5,497	5,305
b) Right of Use Assets	–	355	347
c) Capital Work-in-Progress	79	3	14
d) Intangible Assets	10	44	35
e) Intangible Assets under Development	36	-	-
f) Financial Assets	399	453	423
g) Income Tax Assets (Net)	45	-	-
h) Other Non-Current Assets	83	64	53
Total Non Current Assets	**6,283**	**6,416**	**6,177**
II. CURRENT ASSETS			
a) Inventories	1,472	1,291	991
b) Financial Assets			
i) Investments	–	–	-
ii) Trade and Receivables	1,464	767	990
iii) Cash and Cash Equivalents	12	452	1,140
iv) Bank Balances other than (iii) above	3	6	7
v) Loans	5	5	4
vi) Other Financial Assets	169	107	72
c) Other Current Assets	209	188	262
Total Current Assets	**3,334**	**2,816**	**3,466**
TOTAL ASSETS (I + II)	**9,617**	**9,232**	**9,643**

Particulars (INR Mn)	31.03.19	31.03.20	30.09.20
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,635	5,158	5,130
Total Equity	**4,767**	**5,290**	**5,262**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	930	581	361
ii) Lease Liabilities	–	251	248
iii) Other Financial Liabilities	–	–	–
b) Provisions	67	56	57
c) Deferred Tax Liabilities (Net)	519	369	363
Total Non Current Liability	**1,516**	**1,257**	**1,029**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	385	-	-
ii) Trade Payables	1,888	1,673	2,210
iii) Other Financial Liabilities	635	619	569
b) Other Current Liabilities	381	338	513
c) Provisions	19	43	60
d) Current Tax Liabilities (Net)	26	12	-
Total Current Liability	**3,334**	**2,685**	**3,352**
TOTAL LIABILITIES (I + II)	**4,850**	**3,942**	**4,381**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,617**	**9,232**	**9,643**

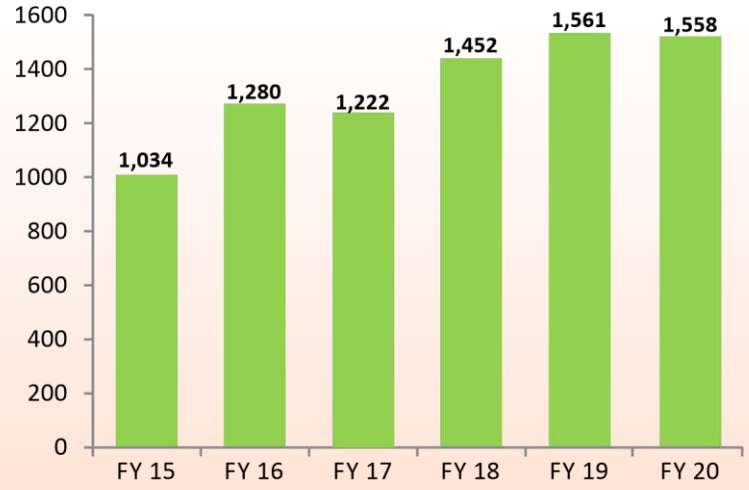
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

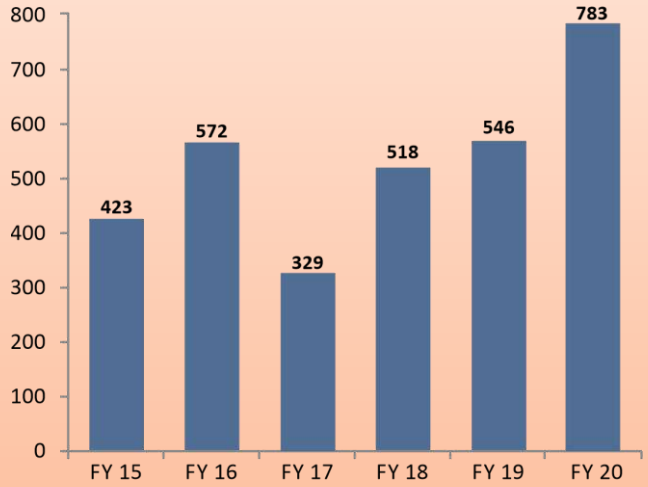
REVENUE (Rs. In mn)



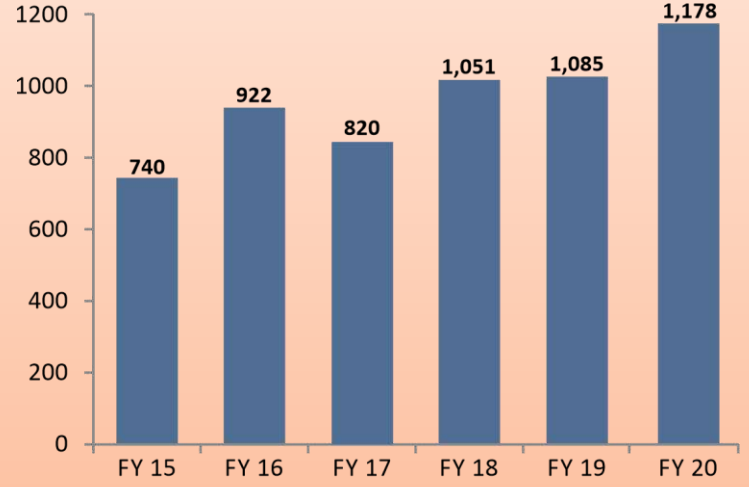
EBITDA (Rs. In mn)



PAT (Rs. In mn)



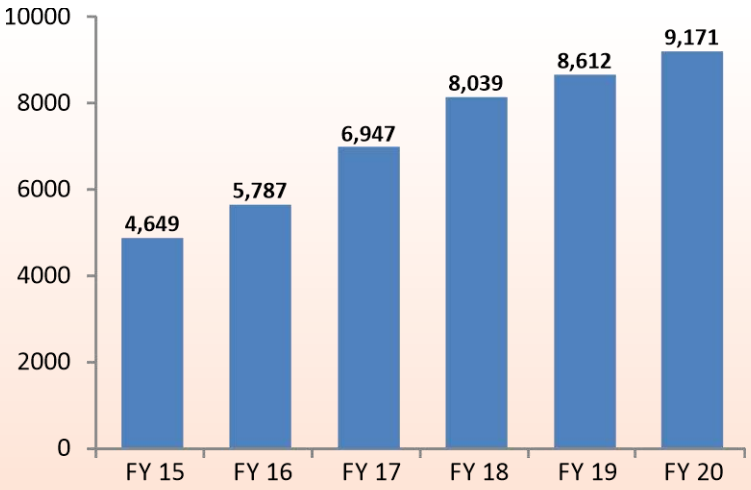
CASH PAT (Rs. In mn)



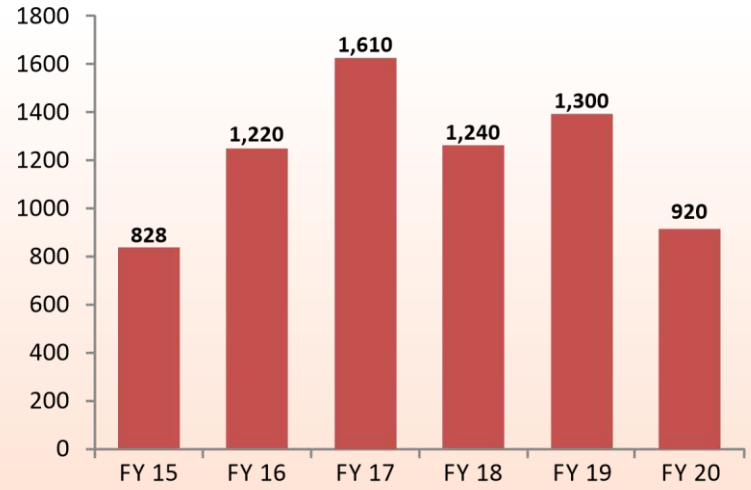
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

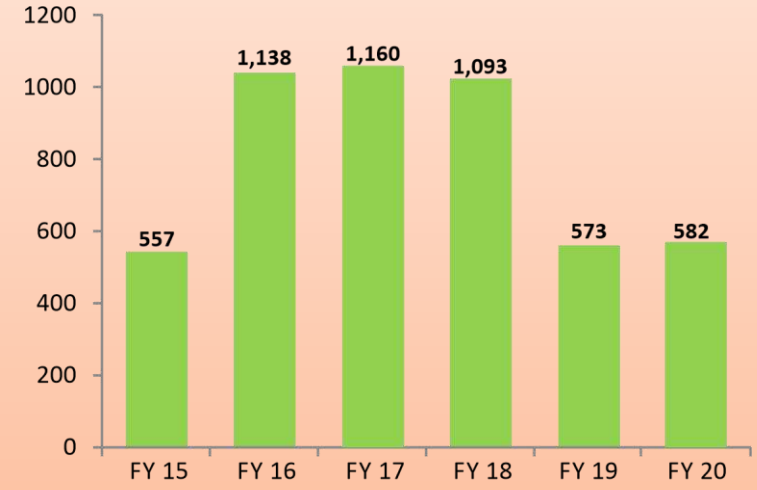
GROSS BLOCK (Rs. In mn)



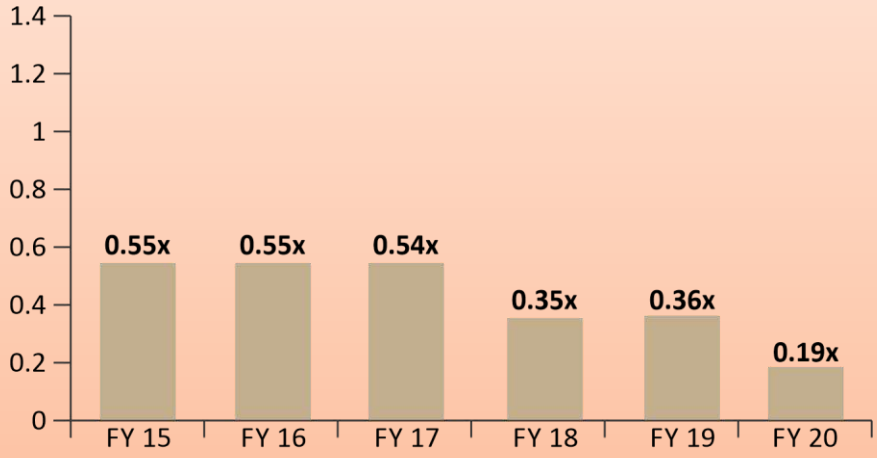
LONG TERM LOANS (Rs. In mn)



CAPEX (Rs. In mn)



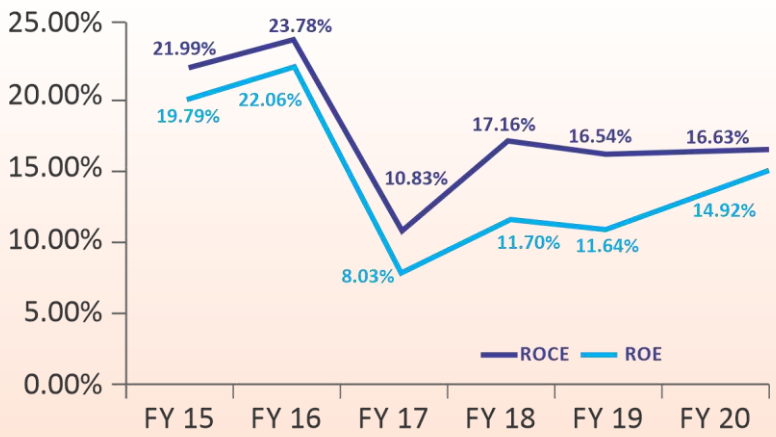
GROSS DEBT/EQUITY



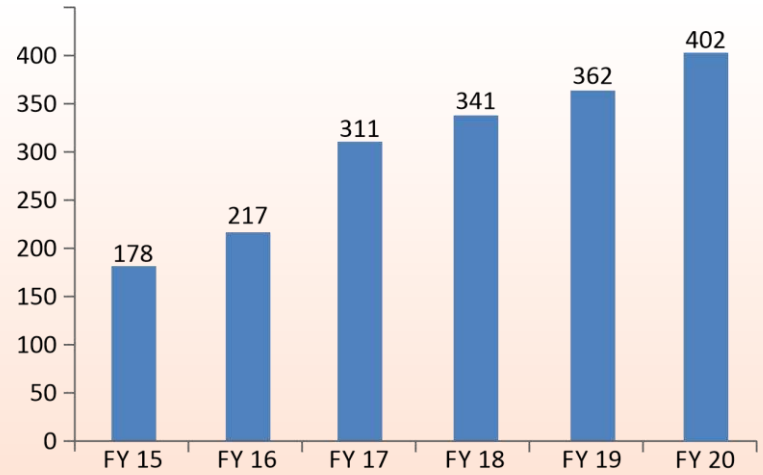
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

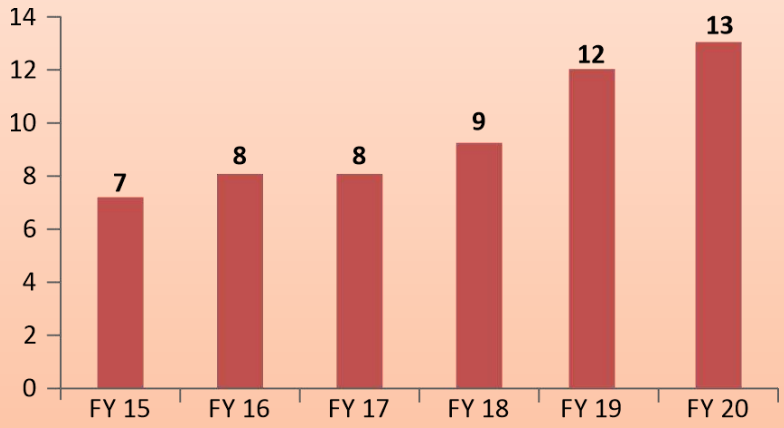
ROCE & ROE



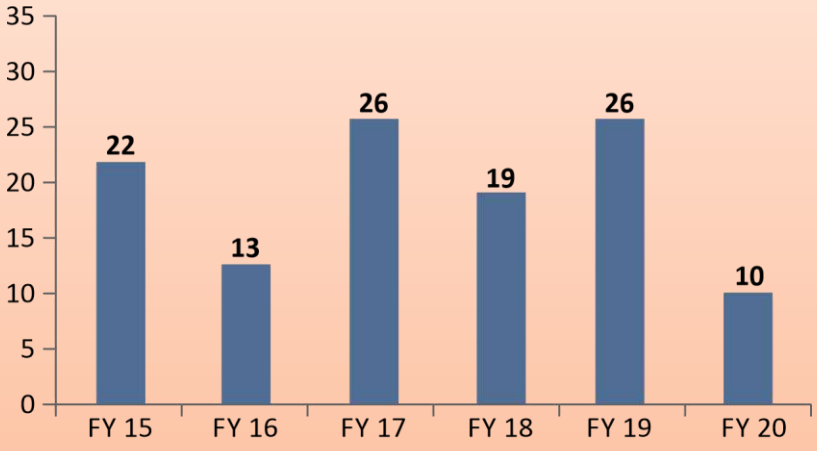
BOOK VALUE PER SHARE



DIVIDEND PER SHARE



WORKING CAPITAL DAYS



SAFE HARBOR DISCLAIMER:

LIGHT UP THE WORLD

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 of the Company in any jurisdiction. 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 of the Company. The contents of this presentation are intended to be correct, but not guaranteed to be correct, complete, or absolutely accurate. 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 contents, information or opinions contained in 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. 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 to differ materially and adversely 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 performance.

Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on the presentation and make their own evaluation for the risks associated with the Company or its securities. Recipients of this presentation are not to construe its contents, or any prior or subsequent communications from or with the Company or its representatives as investment or legal advice. The Company disclaims any obligation or liability to any person for any loss or damage caused by errors or omissions, whether arising from negligence, accident or any other cause.

For further information please contact:

Arvind K. Chauhan
Company Secretary
Fiem Industries Limited
Tel: +91-130-2367905-10
Email: arvind.chauhan@fiemindustries.com