

February 13, 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: Q3FY19-20 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 February 7, 2020 informing the **schedule of Q3FY19-20 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 Investor Relations section.

We also wish to inform that this presentation will be used for all subsequent Analyst / Institutional Investor Meeting(s) 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



BANK ANGLE SENSOR

CANISTER

FUEL PUMP MODULE

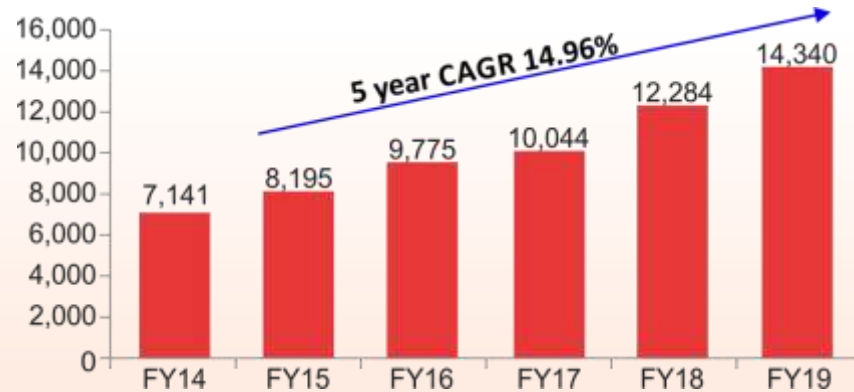
February 2020

Fiem Industries Ltd. – Investor Presentation

<p>Overview</p>	<ul style="list-style-type: none"> • 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. 		
<p>Products</p>	<p style="text-align: center;"><u>Automotive Segment</u></p> <ul style="list-style-type: none"> • Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc. • Rear View Mirrors • Sheet Metal Parts • Plastic Moulded Parts 		<p style="text-align: center;"><u>LED Segment</u></p> <ul style="list-style-type: none"> • LED Luminaires for Indoor and Outdoor applications • Integrated Passenger Information System with LED Display (IPIS)
<p>Top Clients</p>	<ul style="list-style-type: none"> • 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. 		
<p>Standalone Financial Performance</p>	<ul style="list-style-type: none"> • Net Sales has grown from INR 7,141 mn in FY14 to INR 14,340 mn in FY19 at 5 year CAGR of 14.96% • EBITDA has grown from INR 891 mn in FY14 to INR 1,561 mn in FY19 at a 5 year CAGR of 11.87% 		

FINANCIAL SUMMARY (STANDALONE)

Turnover (Net) Rs. in million

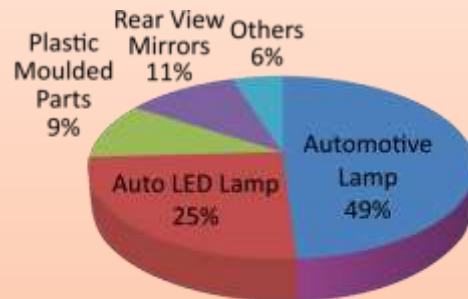


FY19 Segment wise Sales Breakup



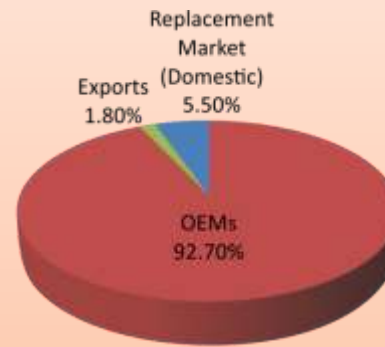
■ Auto Segment ■ LED Segment

FY19 Revenue Breakup Auto Segment - Product Mix



■ Auto Lamp ■ Auto LED Lamp ■ Rear View Mirrors
■ Plastic Moulded Parts ■ Others

FY 19 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market



■ Exports ■ OEMs (Domestic)
■ Replacement Market (Domestic)

FY 19 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler

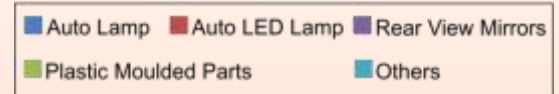
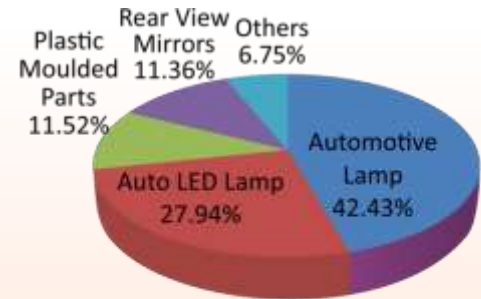


■ 2 Wheeler ■ 4 Wheeler

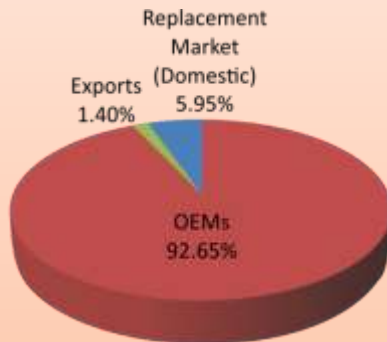
9MFY20 Segment wise Sales Breakup



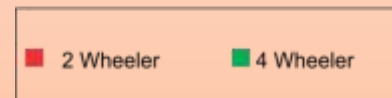
9MFY20 Revenue Breakup Auto Segment - Product Mix



9MFY 20 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market



9MFY20 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



- The Company was originally incorporated in India as Rahul Auto Private Limited on February 6, 1989 in New Delhi and was founded by Mr. J.K. Jain, who is a first generation entrepreneur and is in the automotive lighting business since 1970's.
- FIEM is one of the leading manufacturers of automotive lighting & signalling equipments and rear view mirrors in India. Its major business comes from the two-wheeler segment of the automotive industry.
- FIEM has a diversified product portfolio ranging from head lamps, tail lamps, signalling lamps, roof lamps, rear view mirrors, wheel covers, warning triangles, complete rear fender assembly, frame assembly, mudguards, various automobile sheet metal and plastic parts, 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)



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

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



Mrs. Seema Jain, Whole-time Director

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



Ms. Aanchal Jain, Whole-time Director

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



Mr. Rahul Jain, Whole-time Director

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



Mr. Kashi Ram Yadav – Whole-time Director

- aged 62 years, is the Whole-time Director of the Company. He has been associated with our Company since its inception and has more than 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 56 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.



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, Sonapat (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, Sonapat (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

Plants & Depots Across India



Unit-I, Kundli (Sonepat, Haryana)



Unit-VII, Rai (Sonepat, Haryana)



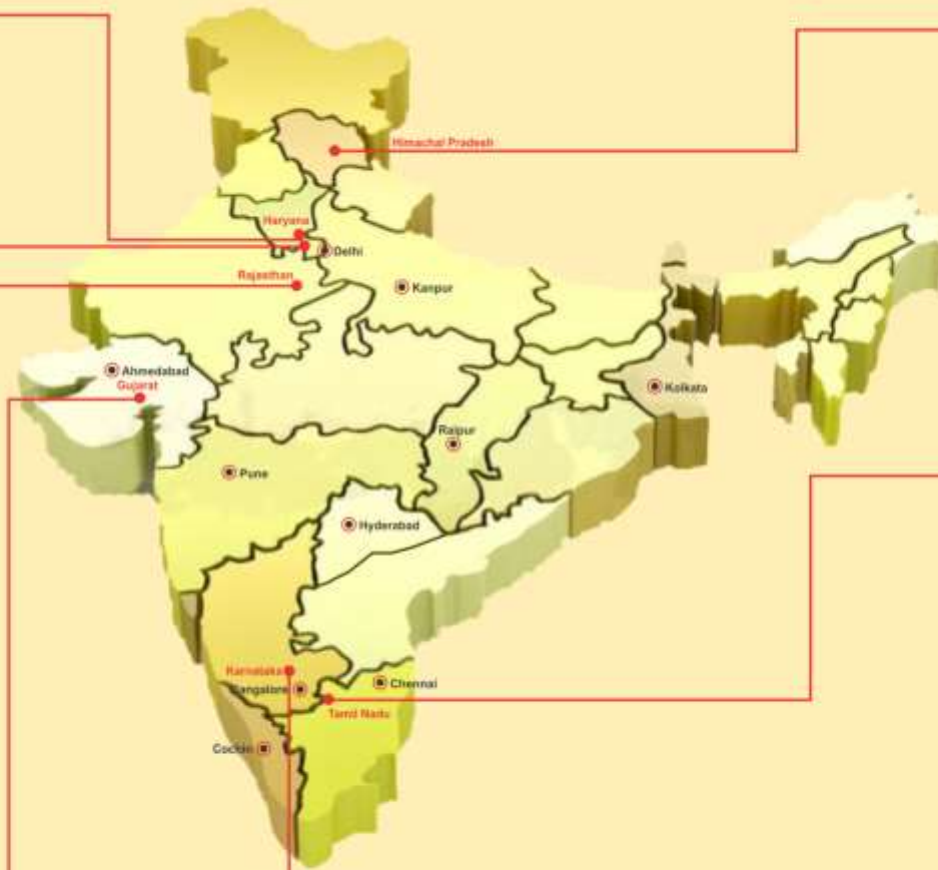
Unit-VIII, Tapukara (Rajasthan)



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



Unit-IX, Ahmedabad (Gujarat)



● Plants

● Depots



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



Unit-1, Kundli, Sonapat (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, Sonapat (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

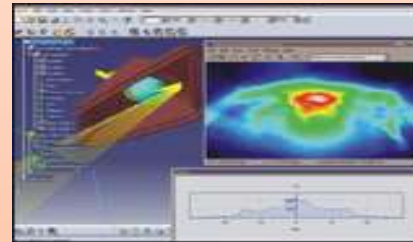
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science 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

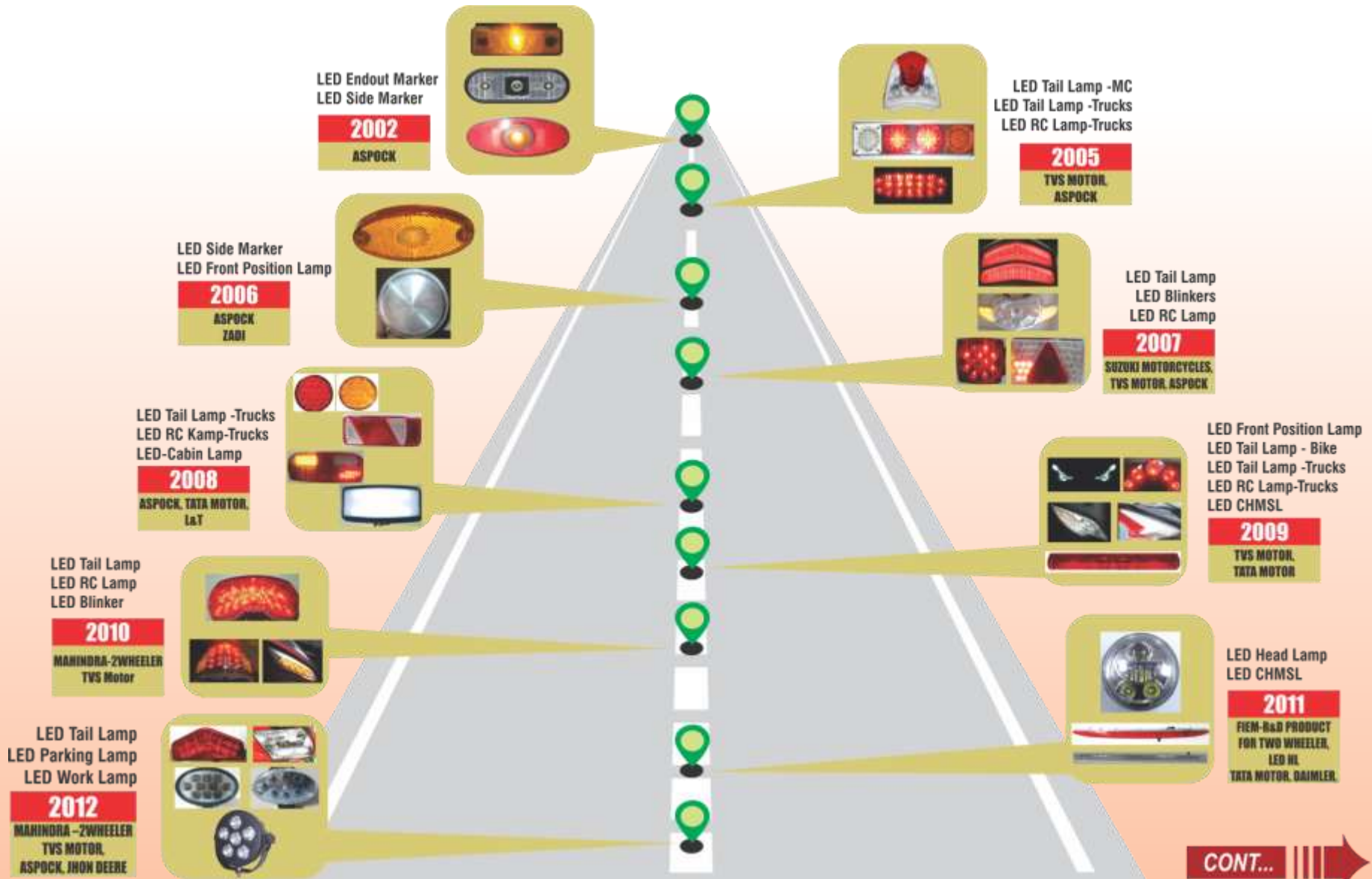


Light Simulation Test



Mechanical Durability Test

AUTOMOTIVE LED LAMP JOURNEY



CONT...

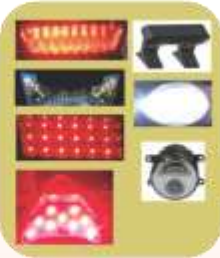


AUTOMOTIVE LED LAMP JOURNEY

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

2013

HARLEY DAVIDSON,
DAIMLER, I&T, MAHINDRA
-TWO WHEELER
HARITI SUZUKI,
SUZUKI MOTORCYCLES-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



ACTIVA 5G
HEADLAMP



DIO
PARKING LAMP



FZ 25
HEADLAMP



R 15 VER3.0
HEADLAMP



MT 15
BI-FUNCTIONAL LAMP



FZ25 V3
HEAD LAMP



FZ F1 V3
HEAD LAMP



FZ 250
TAIL LAMP



R 15 VER3.0
TAIL LAMP



FZ F1 V3
TAIL LAMP



FZ 250
DRL



GIXXER SF 250
HEAD LAMP



BURGMAN
HEAD LAMP



INTRUDER
PROJECTOR PARKING LAMP



INTRUDER
TAIL LAMP



GS 150R
TAIL LAMP



GIXER
TAIL LAMP

AUTOMOTIVE LED LAMPS



APACHE
HEAD LAMP



JUPITER
TAIL LAMP



APACHE NEW
TAIL LAMP



APACHE
TAIL LAMP



SCOOTY PEP
TAIL LAMP



N-TORQ 125
TAIL LAMP



N-TORQ 125
DRL



MODED/VICTOR
DRL



ZEST
DRL



STREET
TAIL LAMP



STREET ROD
TAIL LAMP



STREET ROD
BLINKER



STREET
LICENCE LAMP



HIMALAYAN
HEAD LAMP WITH PARKING LAMP

AUTOMOTIVE LED LAMPS

DAIMLER



SIDE MARKER LAMP



END OUT MARKER



The simple, sensible, city car!



TAIL LAMP
(OLD)



TAIL LAMP
(NEW)



CENTRAL HIGHMOUNT STOP LAMP



HIGH MOUNT STOP LAMP



REAR INDICATOR



REVERSING LAMP



READING LAMP

EXPORT



TAIL LAMP/BLINKER/
FOG LAMP



TAIL LAMP/
BLINKER

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

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"**.





**Award for Delivery Management 2018-19
from Honda Motorcycle and Scooter India Ltd.-2019**



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



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

ACCOLADES RECEIVED

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

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

- **Automotive Lighting** - In the automotive components segment the Company makes various types of Head lamps, Tail Lamps, Blinker lamps, Fog lamps, Warning triangles, Interior lamps and Beacon lights etc. for Two Wheelers and Four Wheelers.
- **India's First NABL Accredited Lab for Testing of Automotive Lamps.**
- **Manufacturing Facilities for Automotive Lights:**
 - Unit 1 - Kundli, Sonapat, Haryana
 - Unit 2 - Hosur, Tamil Nadu
 - Unit 5 - Hosur, Tamil Nadu
 - Unit 6 - Nalagarh, Himachal Pradesh
 - Unit 7 – Rai, Sonapat, Haryana
 - Unit 8 – Tapukara, Rajasthan
 - Unit 9 – Ahmedabad, Gujarat

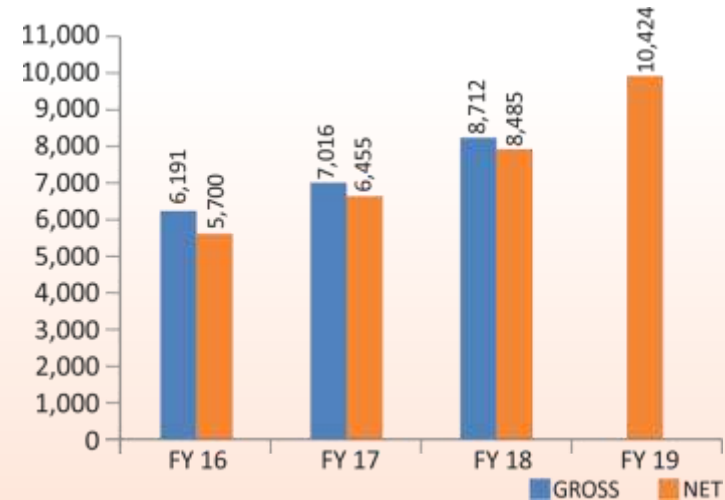


Cert. No. T - 3799
NABL Accredited Lab.

Top Clients



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.

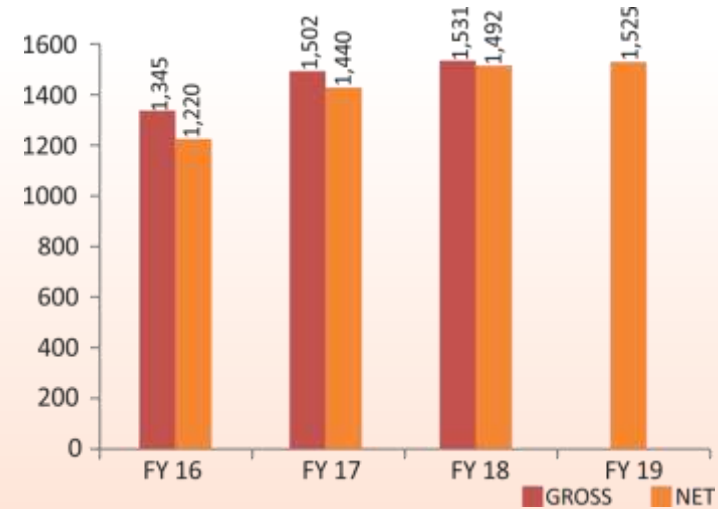
Manufacturing Facilities for Rear View Mirrors:

- Unit 1 - Kundli, Sonapat, 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.

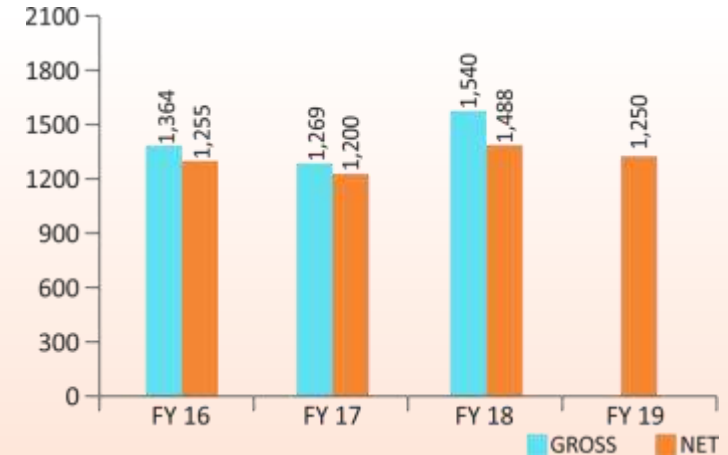
- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**

- Unit 2 - Hosur, Tamil Nadu
- Unit 8 - Tapukara, Rajasthan
- Unit 9 – Ahmedabad, Gujarat

- **Top Clients**



Plastic Moulded Parts Contribution (Rs. In mn)



Plastic Moulded Parts



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

- **Sheet Metal Parts (fabrication Item)** – FIEM has full fledged sheet metal fabrication facilities as well as Mudguard rolling plants for manufacturing Front and Rear mudguard for Motorcycles & Mopeds. The fabrication facility have the following in-house processes:

- **Presses:** More than 50 presses such as hydraulic, double action deep draw, single action presses etc.
- Rolling Plant
- Pipe Bending
- Spot welding, Projection welding, Argon welding, CO₂ welding etc.
- **Zinc Plating:** Blue/Black passivation, Yellow passivation
- Phosphating facilities
- Powder Coating for base coat and top coat

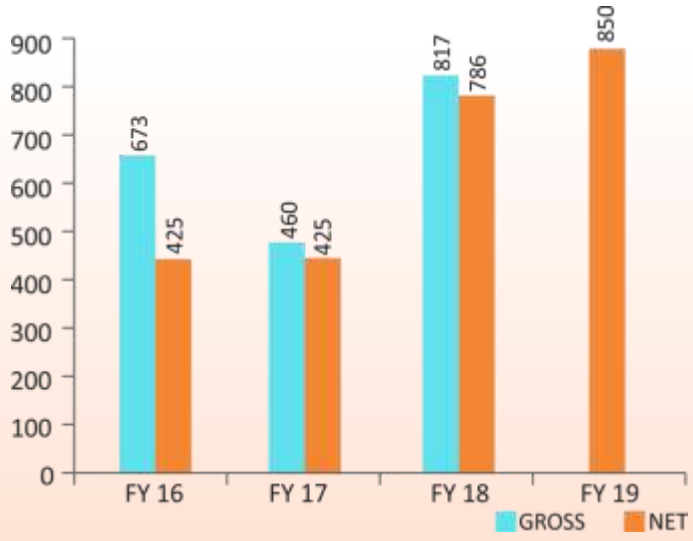
- **Manufacturing Facility used for making Sheet Metal Parts**

- Unit 3 - Hosur, Tamil Nadu
- Unit 6 - Nalagargh, Himachal Pradesh
- Unit 8 – Tapukara, Rajasthan

- **Top Clients**



Others Contribution (Rs. In mn)



Sheet Metal Parts



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

Two wheeler segment (Domestic)



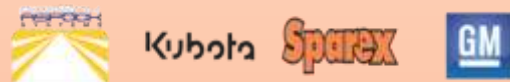
Two wheeler segment (Global Customers)



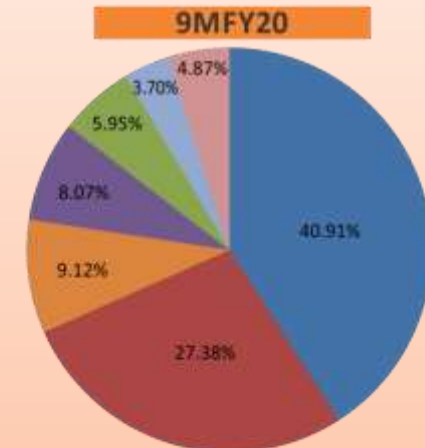
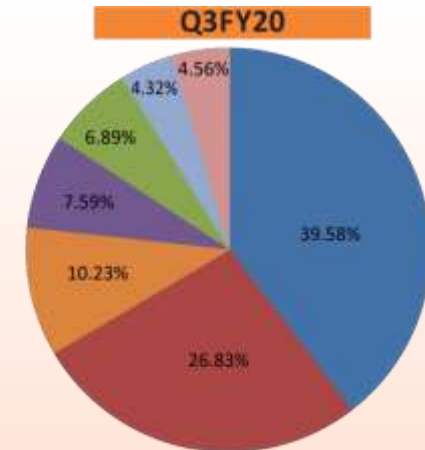
Four wheeler segment (Domestic)



Four wheeler segment (Global Customers)



Q3FY20 and 9MFY20 Top Clientele Contribution – Automotive Segment



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

LED LUMINAIRES

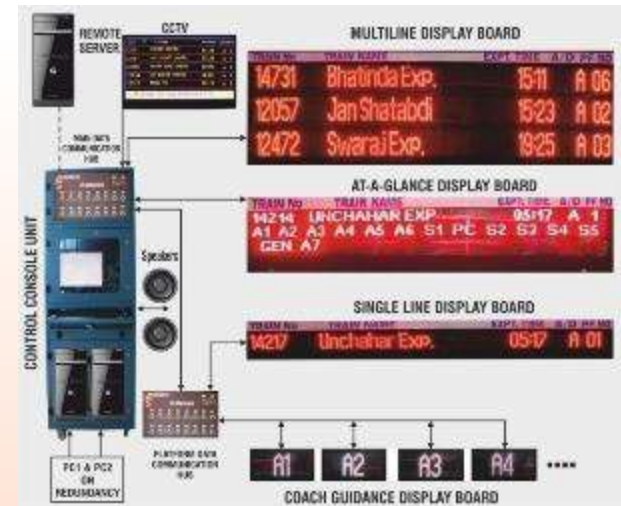
 <p>IS-16102 (PART I):2012</p>  <p>R-84001295</p> <p>BULBS</p>	 <p>TUBE LIGHTS</p>	 <p>DOWN LIGHTS</p>		
 <p>PANEL LIGHTS</p>				
 <p>STREET LIGHTS</p>	 <p>FLOOD LIGHTS</p>	 <p>HI-BAY LIGHTS</p>	 <p>BOLLARDS</p>	 <p>SOLAR LANTERNS</p>

LED DISPLAY SYSTEMS

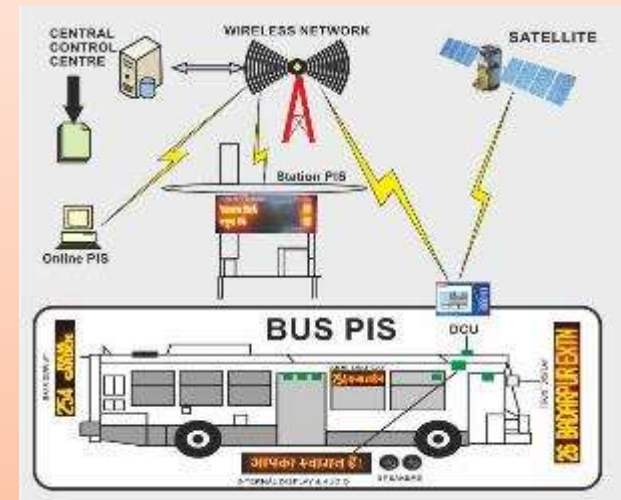
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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

Particulars (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19	9MFY20
Total Income*	7,212	8,264	9,891	10,193	12,443	14,499	10,585
Expenses	6,321	7,227	8,609	8,970	10,990	12,919	9,389
EBITDA	891	1,037	1,282	1,223	1,453	1,580	1,196
EBITDA Margin	12.35%	12.55%	12.96%	12%	11.68%	10.89%	11.30%
Exceptional Item	–	–	–	142	(34)	–	–
Depreciation & Amortization	218	307	331	393	444	489	396
Finance Cost	145	121	158	233	227	221	142
PBT	528	609	793	457	816	870	658
Taxes	155	184	220	126	290	304	104
PAT	373	425	573	331	526	566	554
Share of Associates Profit/(Loss)	–	–	–	–	–	-10	-32
PAT after Share of Associates Profit/(Loss)	–	–	–	–	526	556	522
PAT Margin	5.17%	5.14%	5.79%	3.25%	4.22%	3.83%	4.93%
EPS	31.16	35.51	47.93	26.30	39.94	42.29	39.69

* Includes Other Income and Net of Excise Duty

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	31.03.18	31.03.19	30.09.19
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,526	5,633	5,724
b) Right of Use Assets	–	–	201
c) Capital Work-in-Progress	56	79	37
d) Intangible Assets	12	10	18
e) Intangible Assets under Development	13	36	42
f) Financial Assets	91	372	369
g) Income Tax Assets (Net)	45	45	48
h) Other Non-Current Assets	114	83	37
Total Non Current Assets	5,857	6,258	6,476
II. CURRENT ASSETS			
a.) Inventories	1,403	1,472	1,313
b) Financial Assets			
i) Investments	191	–	–
ii) Trade Receivables	1,443	1,468	1,701
iii) Cash and Cash Equivalents	18	42	41
iv) Bank Balances other than (iii) above	4	3	4
v) Loans	6	5	6
vi) Other Financial Assets	279	169	116
c) Other Current Assets	152	211	267
Total Current Assets	3,496	3,370	3,448
TOTAL ASSETS (I + II)	9,353	9,628	9,924

Particulars (INR Mn)	31.03.18	31.03.19	30.09.19
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,362	4,639	4,818
Total Equity	4,494	4,771	4,950
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	865	930	751
ii) Lease Liabilities	–	–	253
iii) Other Financial Liabilities	–	–	–
b) Provisions	38	67	91
c) Deferred Tax Liabilities (Net)	438	519	507
Total Non Current Liability	1,360	1,516	1,602
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	371	385	640
ii) Trade Payables	2,195	1,883	1,494
iii) Other Financial Liabilities	741	636	630
b) Other Current Liabilities	156	384	516
c) Provisions	25	19	37
d) Current Tax Liabilities (Net)	11	34	55
Total Current Liability	3,499	3,341	3,372
TOTAL LIABILITIES (I + II)	4,859	4,857	4,974
TOTAL EQUITY AND LIABILITIES (A+B)	9,353	9,628	9,924

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19	9MFY20
Total Income*	7,190	8,257	9,880	10,188	12,429	14,449	10,566
Expenses	6,299	7,223	8,600	8,967	10,977	12,888	9,367
EBITDA	891	1,034	1,280	1,221	1,452	1,561	1,199
EBITDA Margin	12.40%	12.52%	12.95%	11.98%	11.68%	10.80%	11.35%
Exceptional Item	–	–	–	142	(34)	–	–
Depreciation & Amortization	218	306	330	392	443	489	392
Finance Cost	144	121	158	233	227	221	142
PBT	529	607	792	455	816	851	665
Taxes	155	184	220	126	290	296	105
PAT	374	423	572	329	526	555	560
PAT Margin	5.20%	5.12%	5.79%	3.22%	4.23%	3.84%	5.30%
EPS	31.27	35.33	47.80	26.12	39.93	42.16	42.52

* Net of Excise Duty and Includes other Income

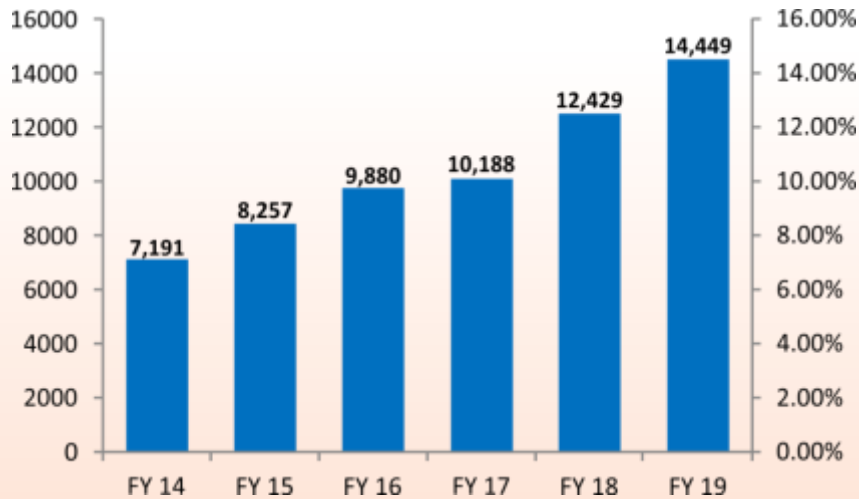
STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	31.03.18	31.03.19	30.09.19
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,526	5,631	5,721
b) Right of Use Assets	–	–	201
c) Capital Work-in-Progress	56	79	37
d) Intangible Assets	12	10	8
e) Intangible Assets under Development	13	36	42
f) Financial Assets	99	399	431
g) Income Tax Assets (Net)	45	45	45
h) Other Non-Current Assets	114	83	36
Total Non Current Assets	5,865	6,283	6,521
II. CURRENT ASSETS			
a) Inventories	1,403	1,472	1,313
b) Financial Assets			
i) Investments	191	–	–
ii) Trade and Receivables	1,440	1,464	1,701
iii) Cash and Cash Equivalents	11	12	12
iv) Bank Balances other than (iii) above	4	3	4
v) Loans	6	5	5
vi) Other Financial Assets	278	169	116
c) Other Current Assets	152	209	262
Total Current Assets	3,485	3,334	3,413
TOTAL ASSETS (I + II)	9,350	9,617	9,934

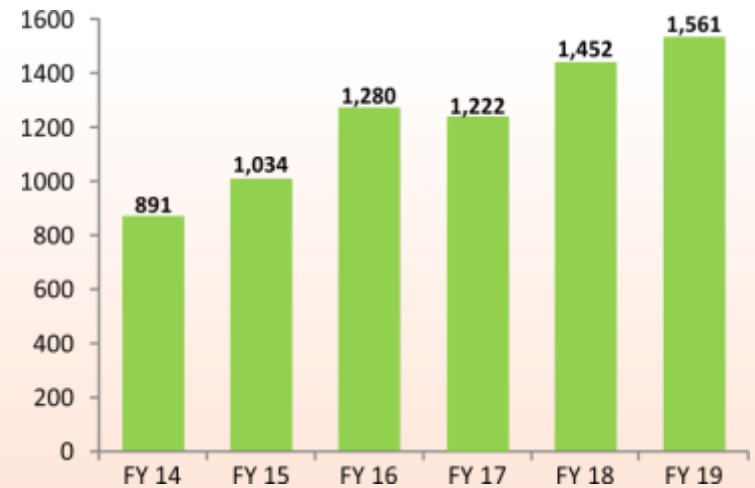
Particulars (INR Mn)	31.03.18	31.03.19	30.09.19
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,358	4,635	4,835
Total Equity	4,490	4,767	4,967
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	865	930	751
ii) Lease Liabilities	–	–	253
iii) Other Financial Liabilities	19	–	–
b) Provisions	39	67	90
c) Deferred Tax Liabilities (Net)	438	519	507
Total Non Current Liability	1,361	1,516	1,601
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	370	385	640
ii) Trade Payables	2,197	1,888	1,495
iii) Other Financial Liabilities	741	635	628
b) Other Current Liabilities	155	381	511
c) Provisions	25	19	37
d) Current Tax Liabilities (Net)	11	26	55
Total Current Liability	3,499	3,334	3,366
TOTAL LIABILITIES (I + II)	4,860	4,850	4,967
TOTAL EQUITY AND LIABILITIES (A+B)	9,350	9,617	9,934

STANDALONE FINANCIAL OVERVIEW

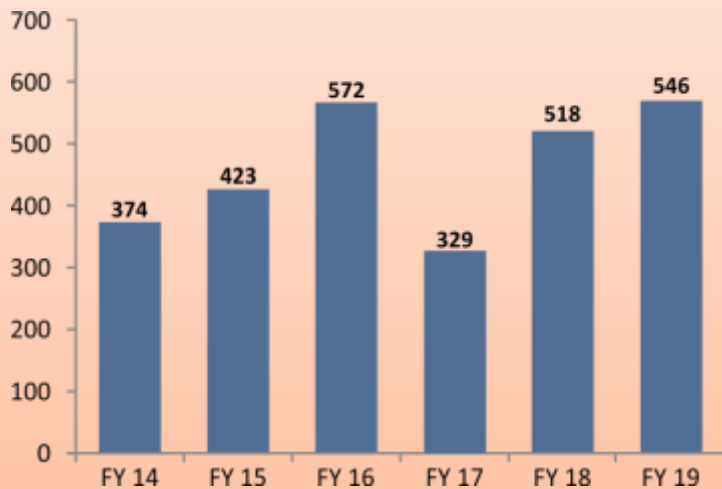
REVENUE (Rs. In mn)



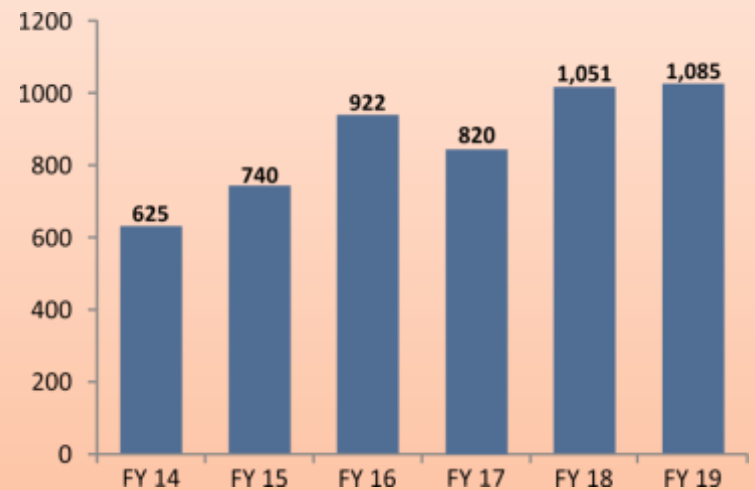
EBITDA (Rs. In mn)



PAT (Rs. In mn)

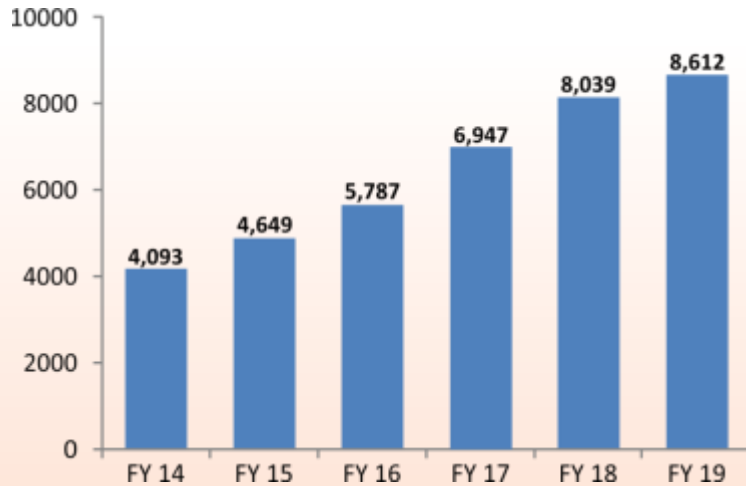


CASH PAT (Rs. In mn)

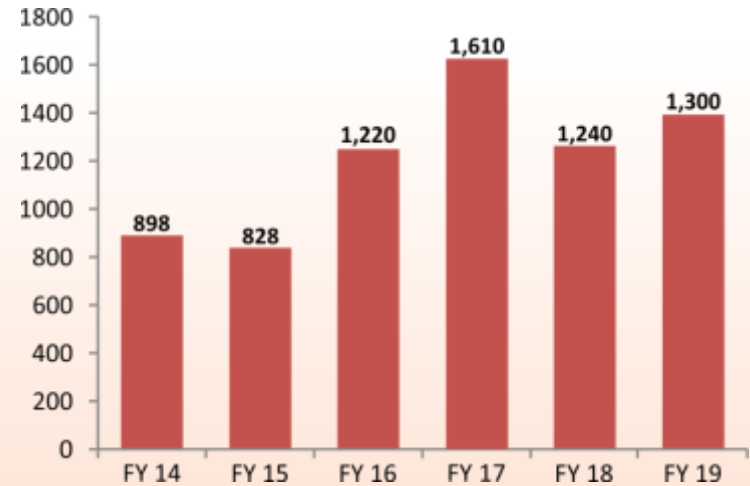


STANDALONE FINANCIAL OVERVIEW

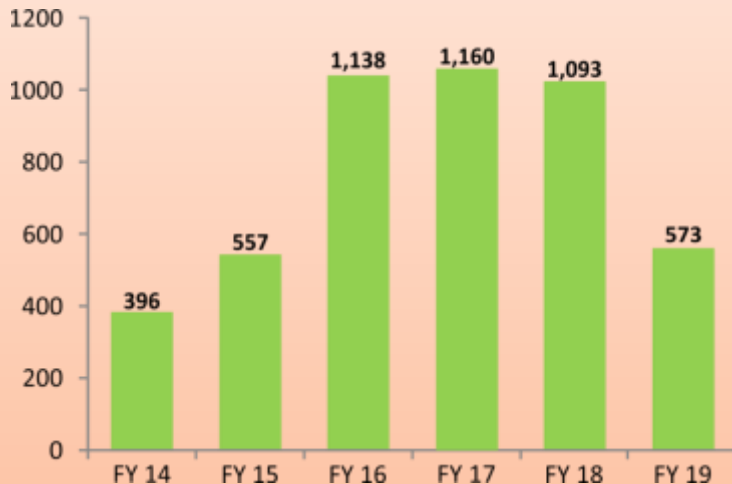
GROSS BLOCK (Rs. In mn)



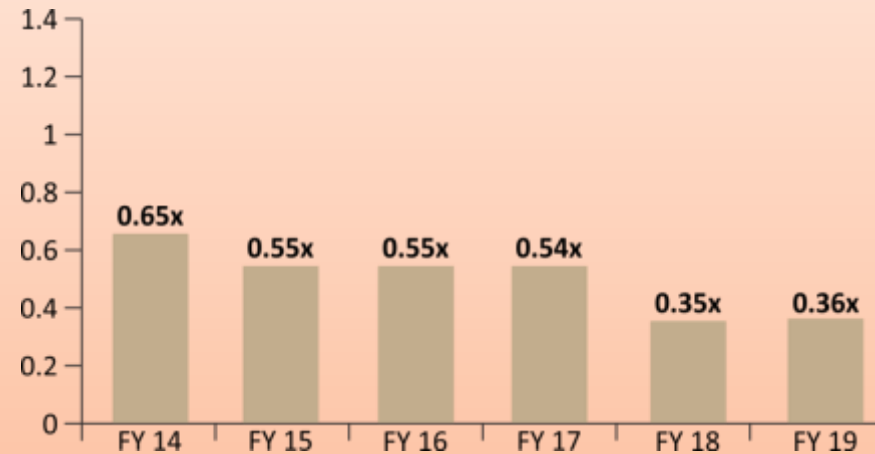
LONG TERM LOANS (Rs. In mn)



CAPEX (Rs. In mn)

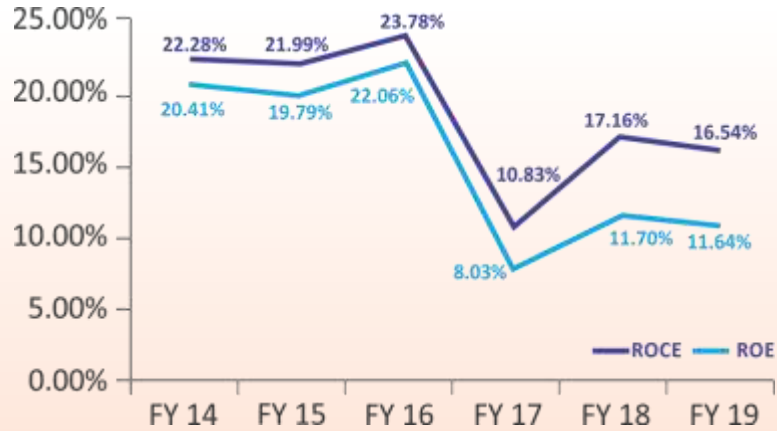


GROSS DEBT/EQUITY

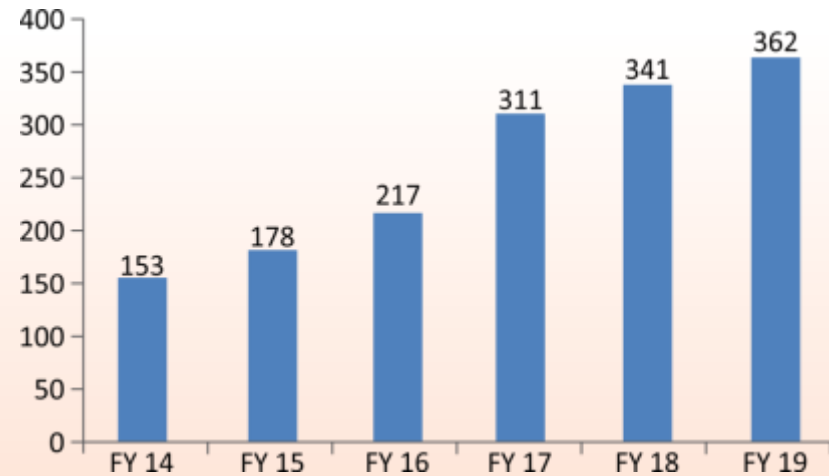


STANDALONE FINANCIAL OVERVIEW

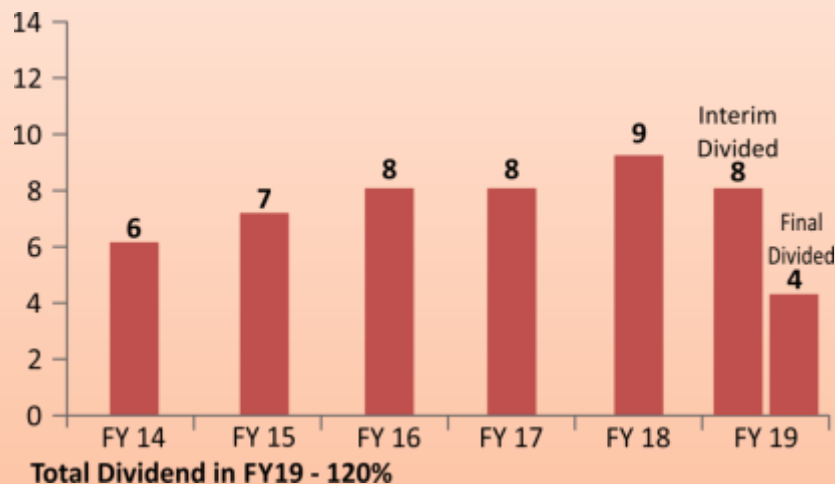
ROCE & ROE



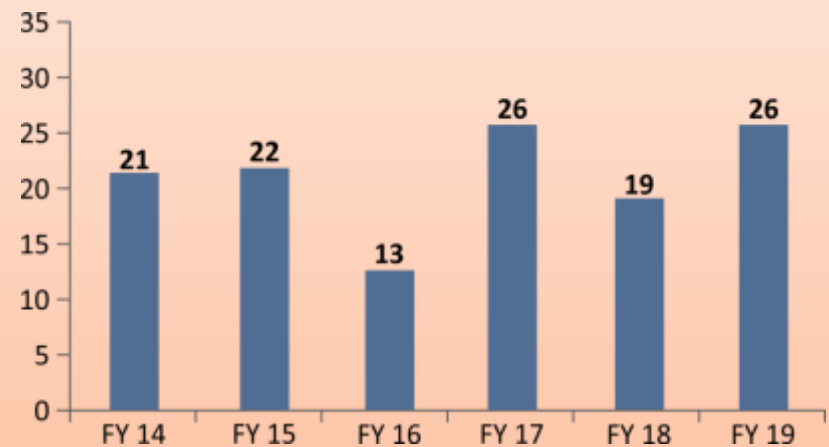
BOOK VALUE PER SHARE



DIVIDEND PER SHARE



WORKING CAPITAL DAYS



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