



# FIEM INDUSTRIES LIMITED

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

Unit-VII : Plot No. 1915, Rai Industrial Estate, Phase-V, Sonapat-131029 Haryana (INDIA)

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E-mail : fiemunit7@fiemindustries.com

May 14, 2019

(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 / FY19 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 May 9, 2019 informing the schedule of Q4 / FY19 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](http://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



BANK ANGLE SENSOR

CANISTER

FUEL PUMP MODULE

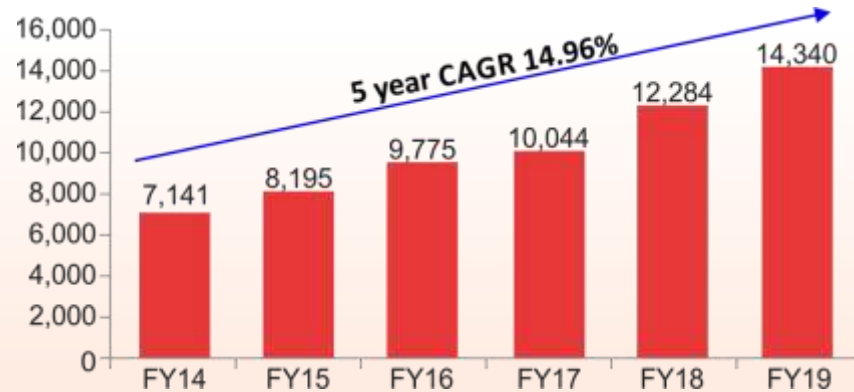
May 2019

Fiem Industries Ltd. – Investor Presentation

<p><b>Overview</b></p>	<ul style="list-style-type: none"> <li>• Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain.</li> <li>• The Company was listed on BSE and NSE in 2006.</li> <li>• FIEM is one of the leading manufacturers of Automotive Lighting &amp; Signalling Equipments and Rear View Mirrors in India. FIEM is among first companies in India introducing LED lights in two wheelers.</li> <li>• FIEM has diversified its product portfolio by entering into LED luminaires for Indoor and Outdoor applications and Integrated Passenger Information System for Railways &amp; Buses.</li> </ul>		
<p><b>Products</b></p>	<p align="center"><b><u>Automotive Segment</u></b></p>		<p align="center"><b><u>LED Segment</u></b></p>
	<ul style="list-style-type: none"> <li>• Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc.</li> <li>• Rear View Mirrors</li> <li>• Sheet Metal Parts</li> <li>• Plastic Moulded Parts</li> </ul>	<p><b>Products under Technical Collaboration</b></p> <ul style="list-style-type: none"> <li>• Canister</li> <li>• Bank (Lean) Angle Sensor</li> </ul> <p><b>JV Products</b></p> <ul style="list-style-type: none"> <li>• Moulds, Tools and Zig Fixtures</li> <li>• Fuel Pump Module and IC Connector</li> </ul>	<ul style="list-style-type: none"> <li>• LED Luminaires for Indoor and Outdoor applications</li> <li>• Integrated Passenger Information System with LED Display (IPIS)</li> </ul>
<p><b>Top Clients</b></p>	<ul style="list-style-type: none"> <li>• <b>Two Wheeler</b> – Honda, TVS, Yamaha, Suzuki, Eicher Royal Enfield, Harley Davidson, Mahindra etc.</li> <li>• <b>Four Wheeler</b> - Tata Marcopolo, Force Motors, Honda Siel, Hyundai, Daimler, Mahindra Reva etc.</li> </ul>		
<p><b>Standalone Financial Performance</b></p>	<ul style="list-style-type: none"> <li>• <b>Net Sales</b> has grown from <b>INR 7,141 mn</b> in FY14 to <b>INR 14,340 mn</b> in FY19 at 5 year CAGR of <b>14.96%</b></li> <li>• <b>EBITDA</b> has grown from <b>INR 891 mn</b> in FY14 to <b>INR 1,561 mn</b> in FY19 at a 5 year CAGR of <b>11.87%</b></li> </ul>		

# FINANCIAL SUMMARY (STANDALONE)

## Turnover (Net) Rs. in million

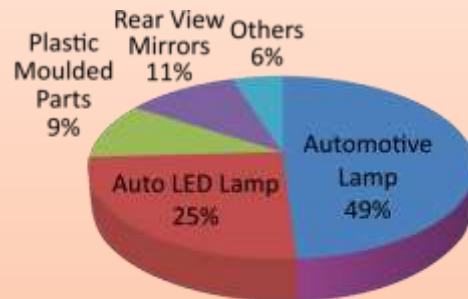


### FY19 Segment wise Sales Breakup



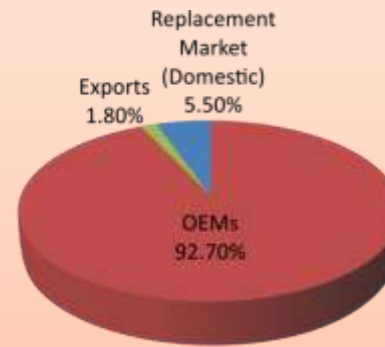
■ Auto Segment ■ LED Segment

### 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

- 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. J.S. S. Rao – Whole-time Director**

- aged 61 years, is the whole-time Director of our Company. He was appointed on the Board of our Company in December, 2005. He has an overall experience of over 30 years in automotive lighting and components industry involving manufacturing, operational and business strategic functions. He is presently responsible for the overseas and south India operations of our Company.



## **Mr. Kashi Ram Yadav – Whole-time Director**

- aged 62 years, is the whole-time Director of the Company. He has been associated with our Company since its inception and has more than 30 years' experience in production and manufacturing operations of automotive lightings, signaling equipment and rear view mirrors. He was appointed on the Board of our Company in October, 2008. He is presently responsible for production and manufacturing operations in north India facilities of our Company.



## 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)



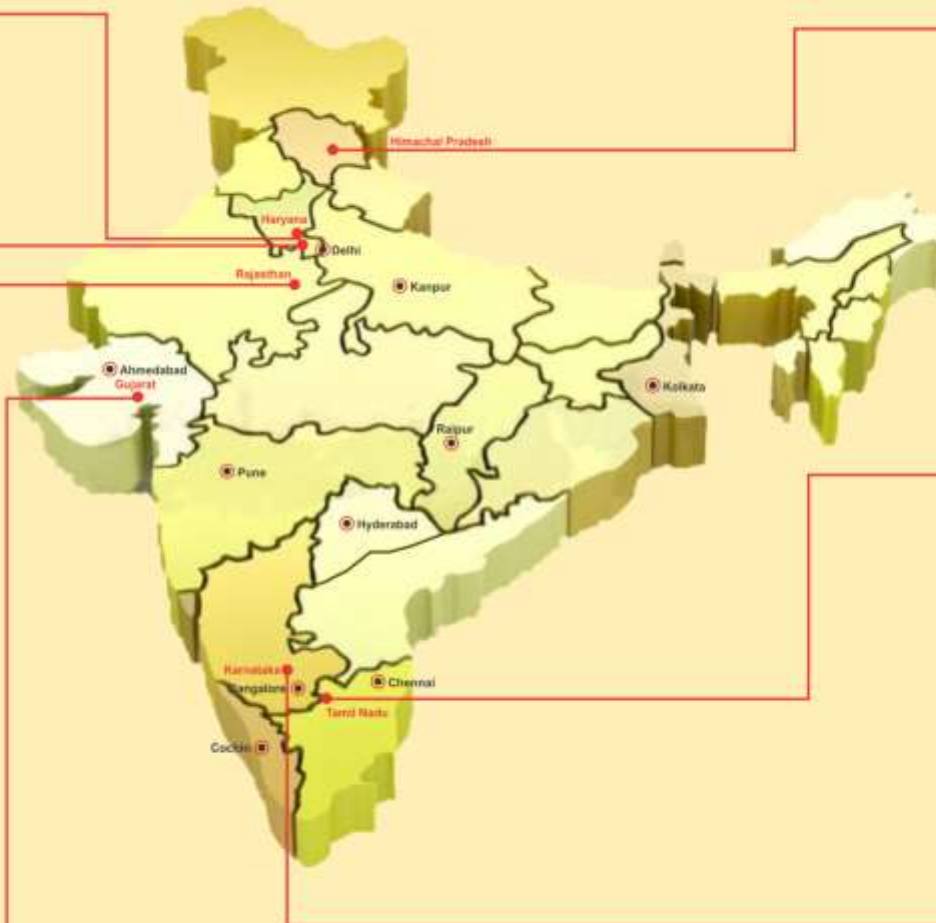
Unit-VIII, Tapukara (Rajasthan)



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

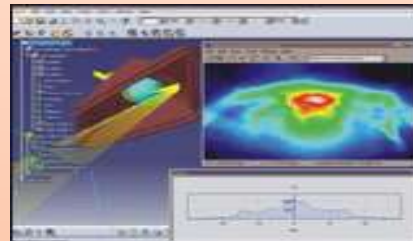
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science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

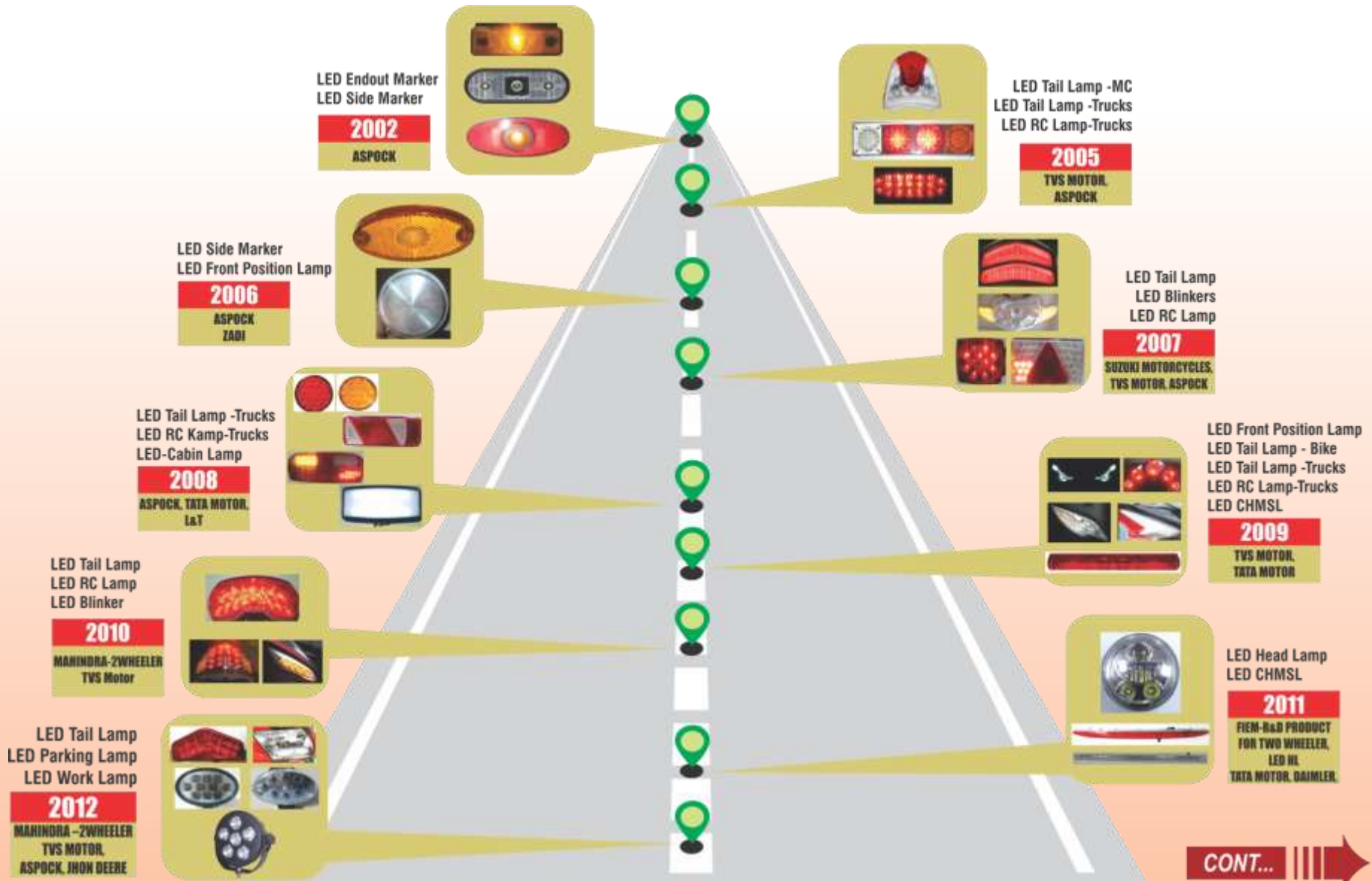


Light Simulation Test



Mechanical Durability Test

# AUTOMOTIVE LED LAMP JOURNEY



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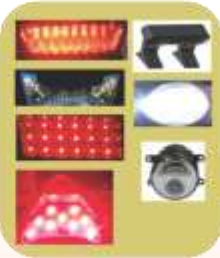


# AUTOMOTIVE LED LAMP JOURNEY

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



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

## MORE THAN 50+ AWARDS SINCE 1991



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



**Global Award for Excellence in  
Technology and Development**  
from Yamaha Motor Co., Ltd. Japan-2019

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.



**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



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



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

# ACCOLADES RECEIVED



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



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



**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**



**Appreciation Award, 2019**  
from Hyundai Motor India Ltd.-2019

# 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

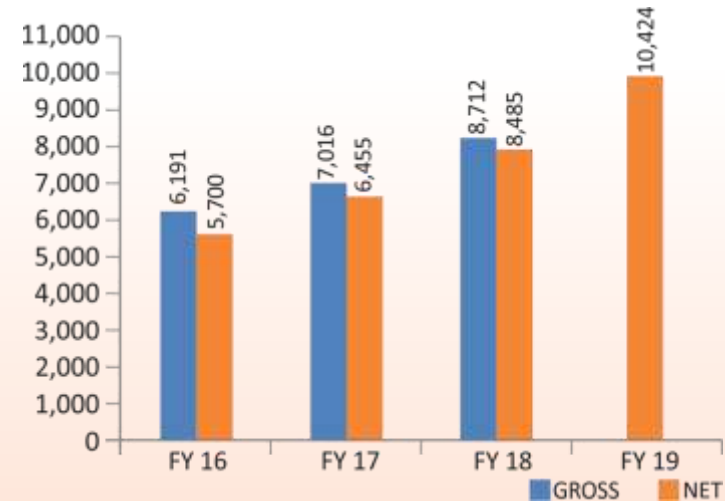


Cert. No. T - 3799  
NABL Accredited Lab.

## 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.

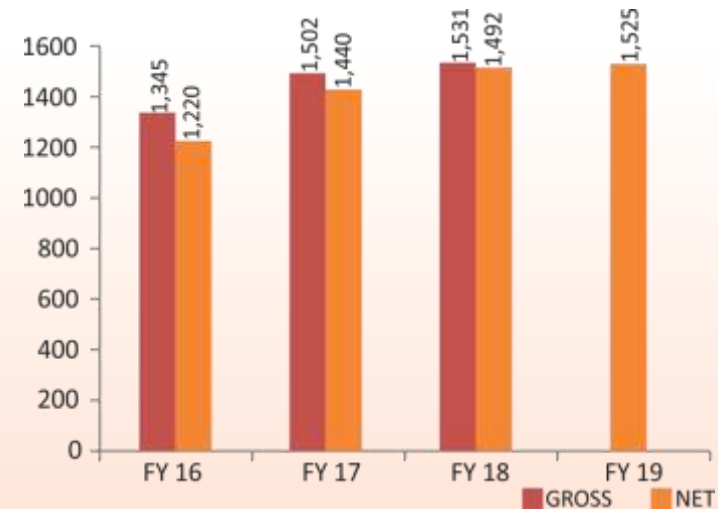
**Manufacturing Facilities for Rear View Mirrors:**

- 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.

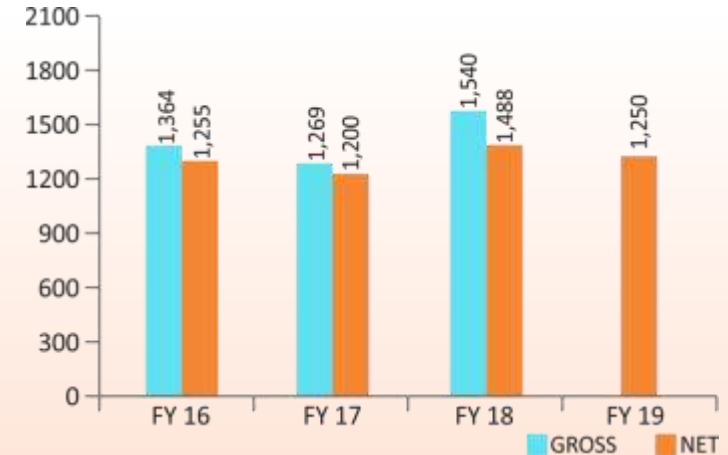
- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**

- 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, CO<sub>2</sub> welding etc.
- **Zinc Plating:** Blue/Black passivation, Yellow passivation
- Phosphating facilities
- Powder Coating for base coat and top coat

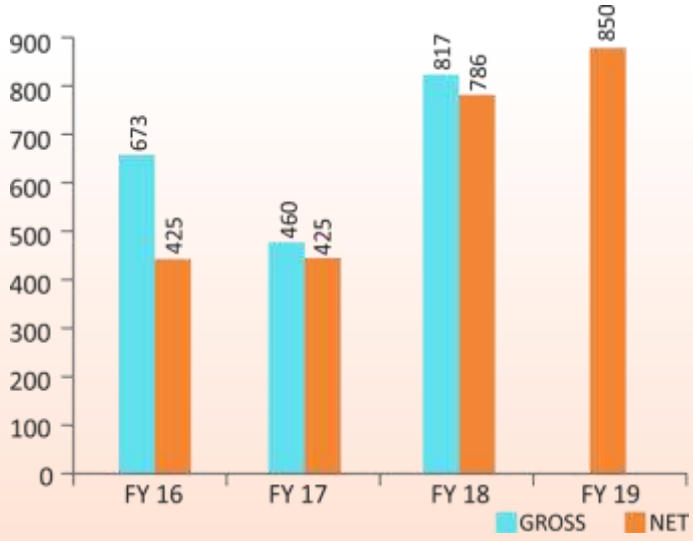
- **Manufacturing Facility used for making Sheet Metal Parts**

- 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)



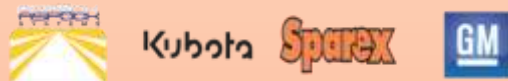
## Two wheeler segment (Global Customers)



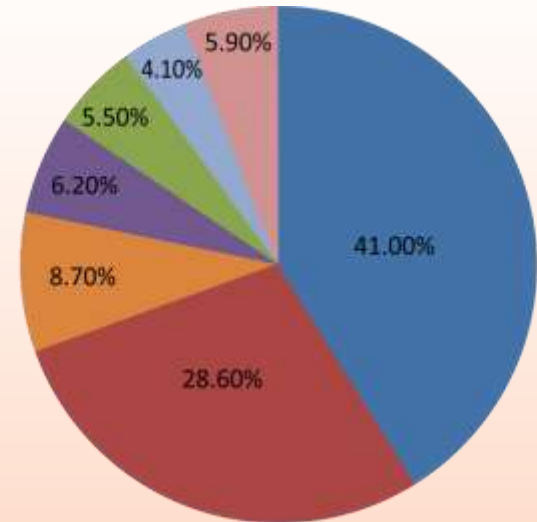
## Four wheeler segment (Domestic)



## Four wheeler segment (Global Customers)



## FY18-19 Top Clientele Contribution – Automotive Segment



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

# LED LUMINAIRES

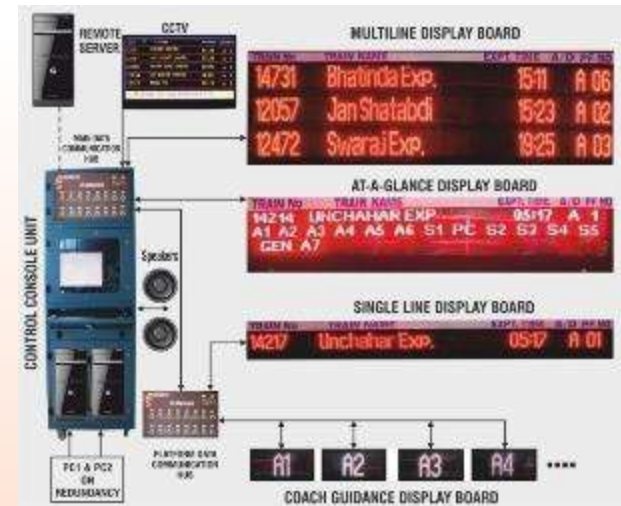
 <p>IS-16102 (PART I):2012</p>  <p>R-84001295</p>  <p>MORE STARTS. MORE SAVINGS</p>					
					 
<p><b>STREET LIGHTS</b></p>	<p><b>FLOOD LIGHTS</b></p>	<p><b>HI-BAY LIGHTS</b></p>	<p><b>PANEL LIGHTS</b></p>	<p><b>BOLLARDS</b></p>	<p><b>SOLAR LANTERNS</b></p>

# 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

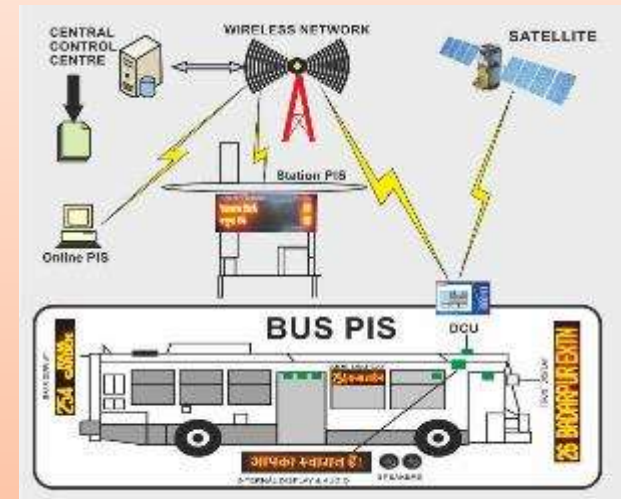
### Railway



## LED Display Panel



### Buses



# CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY14	FY15	FY16	FY17	FY18	FY19
<b>Total Income*</b>	<b>7,212</b>	<b>8,264</b>	<b>9,891</b>	<b>10,193</b>	<b>12,443</b>	<b>14,449</b>
Expenses	6,321	7,227	8,609	8,970	10,990	12,919
<b>EBITDA</b>	<b>891</b>	<b>1,037</b>	<b>1,282</b>	<b>1,223</b>	<b>1,453</b>	<b>1,580</b>
<b>EBITDA Margin</b>	<b>12.35%</b>	<b>12.55%</b>	<b>12.96%</b>	<b>12%</b>	<b>11.68%</b>	<b>10.89%</b>
Exceptional Item	–	–	–	142	(34)	–
Depreciation & Amortization	218	307	331	393	444	489
Finance Cost	145	121	158	233	227	221
PBT	528	609	793	457	816	870
Taxes	155	184	220	126	290	304
<b>PAT</b>	<b>373</b>	<b>425</b>	<b>573</b>	<b>331</b>	<b>526</b>	<b>566</b>
Share of Associates Profit/(Loss)	–	–	–	–	–	(-10)
PAT after Share of Associates Profit/(Loss)	–	–	–	–	526	556
<b>PAT Margin</b>	<b>5.17%</b>	<b>5.14%</b>	<b>5.79%</b>	<b>3.25%</b>	<b>4.22%</b>	<b>3.83%</b>
<b>EPS</b>	<b>31.16</b>	<b>35.51</b>	<b>47.93</b>	<b>26.30</b>	<b>39.94</b>	<b>42.29</b>

\* Includes Other Income and Net of Excise Duty

# CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	31.03.17	31.03.18	31.03.19
<b>ASSETS</b>			
<b>I. NON CURRENT ASSETS</b>			
a) Property, Plant and Equipment	4,785	5,526	5,633
b) Capital Work-in-Progress	56	56	79
c) Intangible Assets	7	12	10
d) Intangible Assets under Development	0	13	36
e) Financial Assets	199	91	372
f) Income Tax Assets (Net)	43	45	45
g) Other Non-Current Assets	64	114	83
<b>Total Non Current Assets</b>	<b>5,154</b>	<b>5,857</b>	<b>6,258</b>
<b>II. CURRENT ASSETS</b>			
a.) Inventories	1,024	1,403	1,472
<b>b) Financial Assets</b>			
i) Investments	861	191	–
ii) Trade Receivables	1,194	1,443	1,468
iii) Cash and Cash Equivalents	229	18	42
iv) Bank Balances other than (iii) above	1	4	3
v) Loans	5	6	5
vi) Other Financial Assets	7	279	169
c) Other Current Assets	220	152	211
<b>Total Current Assets</b>	<b>3,541</b>	<b>3,496</b>	<b>3,370</b>
<b>TOTAL ASSETS (I + II)</b>	<b>8,695</b>	<b>9,353</b>	<b>9,628</b>

Particulars (INR Mn)	31.03.17	31.03.18	31.03.19
<b>EQUITY AND LIABILITIES</b>			
<b>A. EQUITY</b>			
Equity Share Capital	132	132	132
Other Equity	3,970	4,362	4,639
<b>Total Equity</b>	<b>4,102</b>	<b>4,494</b>	<b>4,771</b>
<b>B. LIABILITIES</b>			
<b>I. Non Current Liabilities</b>			
<b>a) Financial Liabilities</b>			
i) Borrowings	1,194	865	930
ii) Other Financial Liabilities	26	–	–
b) Provisions	27	38	67
c) Deferred Tax Liabilities (Net)	325	438	519
<b>Total Non Current Liability</b>	<b>1,572</b>	<b>1,360</b>	<b>1,516</b>
<b>II. Current Liabilities</b>			
<b>a) Financial Liabilities</b>			
i) Borrowings	641	371	385
ii) Trade Payables	1,504	2,195	1,883
iii) Other Financial Liabilities	666	741	636
b) Other Current Liabilities	172	156	384
c) Provisions	38	25	19
d) Current Tax Liabilities (Net)	0	11	34
<b>Total Current Liability</b>	<b>3,021</b>	<b>3,499</b>	<b>3,341</b>
<b>TOTAL LIABILITIES (I + II)</b>	<b>4,593</b>	<b>4,859</b>	<b>4,857</b>
<b>TOTAL EQUITY AND LIABILITIES (A+B)</b>	<b>8,695</b>	<b>9,353</b>	<b>9,628</b>

# STANDALONE INCOME STATEMENT

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

\* Net of Excise Duty and Includes other Income

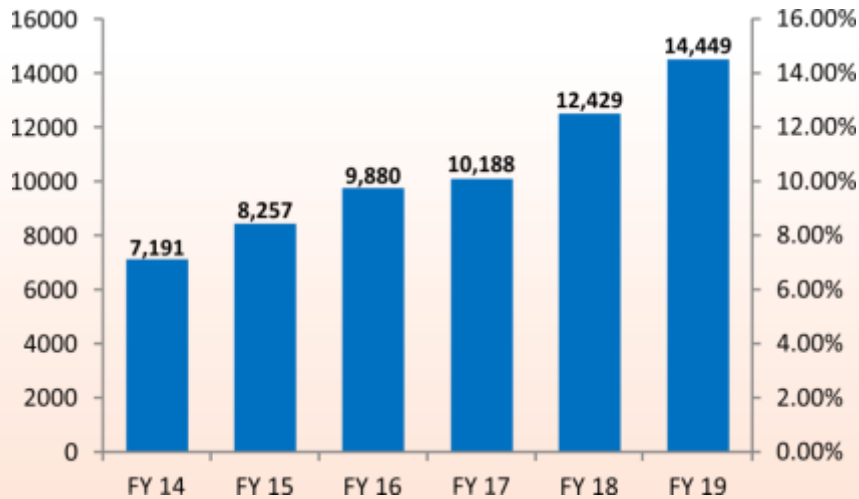
# STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	31.03.17	31.03.18	31.03.19
<b>ASSETS</b>			
<b>I. NON CURRENT ASSETS</b>			
a) Property, Plant and Equipment	4,785	5,526	5,631
b) Capital Work-in-Progress	56	56	79
c) Intangible Assets	7	12	10
d) Intangible Assets under Development	0	13	36
e) Financial Assets	205	99	399
f) Income Tax Assets (Net)	43	45	45
g) Other Non-Current Assets	64	114	83
<b>Total Non Current Assets</b>	<b>5,160</b>	<b>5,865</b>	<b>6,283</b>
<b>II. CURRENT ASSETS</b>			
a) Inventories	1,024	1,403	1,472
<b>b) Financial Assets</b>			
i) Investments	861	191	–
ii) Trade and Receivables	1,188	1,440	1,464
iii) Cash and Cash Equivalents	227	11	12
iv) Bank Balances other than (iii) above	1	4	3
v) Loans	5	6	5
vi) Other Financial Assets	7	278	169
c) Other Current Assets	220	152	209
<b>Total Current Assets</b>	<b>3,533</b>	<b>3,485</b>	<b>3,334</b>
<b>TOTAL ASSETS (I + II)</b>	<b>8,693</b>	<b>9,350</b>	<b>9,617</b>

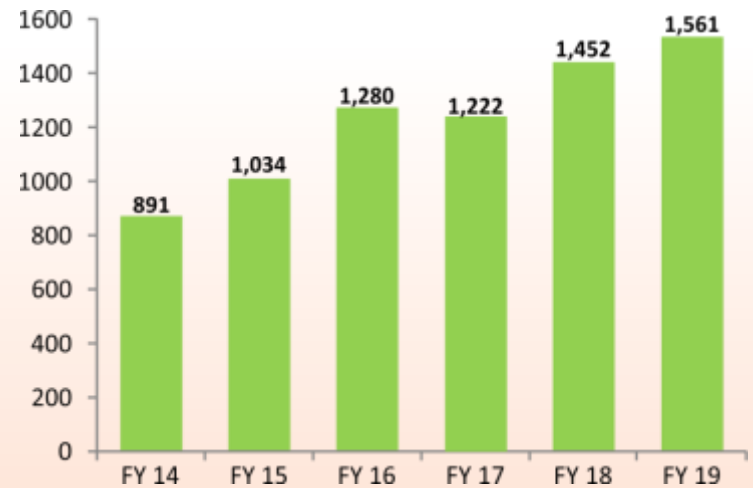
Particulars (INR Mn)	31.03.17	31.03.18	31.03.19
<b>EQUITY AND LIABILITIES</b>			
<b>A. EQUITY</b>			
Equity Share Capital	132	132	132
Other Equity	3,966	4,358	4,635
<b>Total Equity</b>	<b>4,098</b>	<b>4,490</b>	<b>4,767</b>
<b>B. LIABILITIES</b>			
<b>I. Non Current Liabilities</b>			
<b>a) Financial Liabilities</b>			
i) Borrowings	1,195	865	930
ii) Other Financial Liabilities	26	19	–
b) Provisions	27	39	67
c) Deferred Tax Liabilities (Net)	325	438	519
<b>Total Non Current Liability</b>	<b>1,573</b>	<b>1,361</b>	<b>1,516</b>
<b>II. Current Liabilities</b>			
<b>a) Financial Liabilities</b>			
i) Borrowings	641	370	385
ii) Trade Payables	1,507	2,197	1,888
iii) Other Financial Liabilities	666	741	635
b) Other Current Liabilities	170	155	381
c) Provisions	38	25	19
d) Current Tax Liabilities (Net)	0	11	26
<b>Total Current Liability</b>	<b>3,022</b>	<b>3,499</b>	<b>3,334</b>
<b>TOTAL LIABILITIES (I + II)</b>	<b>4,595</b>	<b>4,860</b>	<b>4,850</b>
<b>TOTAL EQUITY AND LIABILITIES (A+B)</b>	<b>8,693</b>	<b>9,350</b>	<b>9,617</b>

# STANDALONE FINANCIAL OVERVIEW

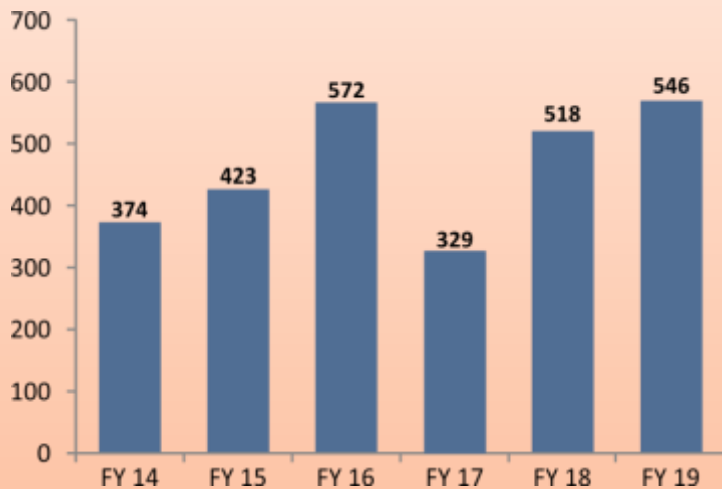
## REVENUE (Rs. In mn)



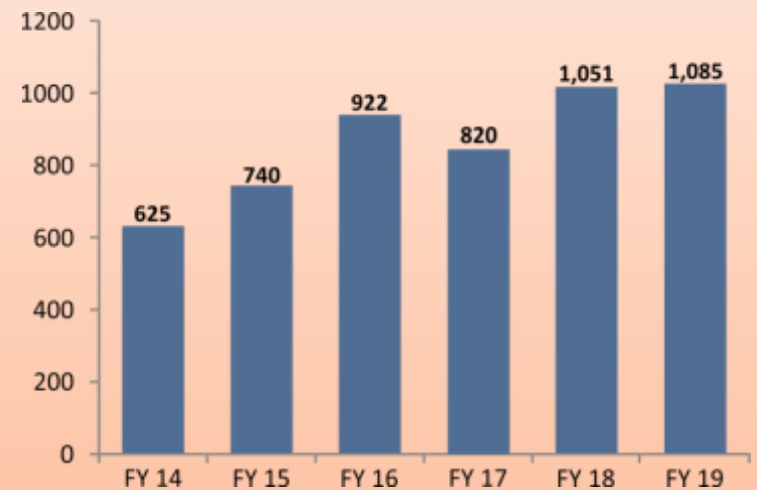
## EBITDA (Rs. In mn)



## PAT (Rs. In mn)

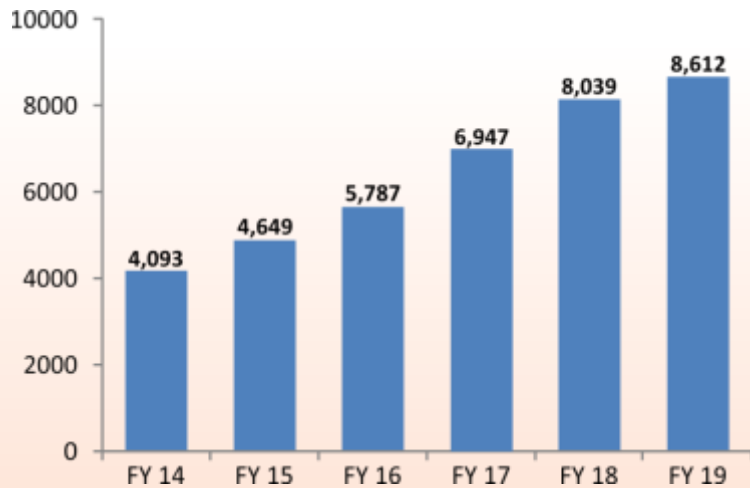


## CASH PAT (Rs. In mn)

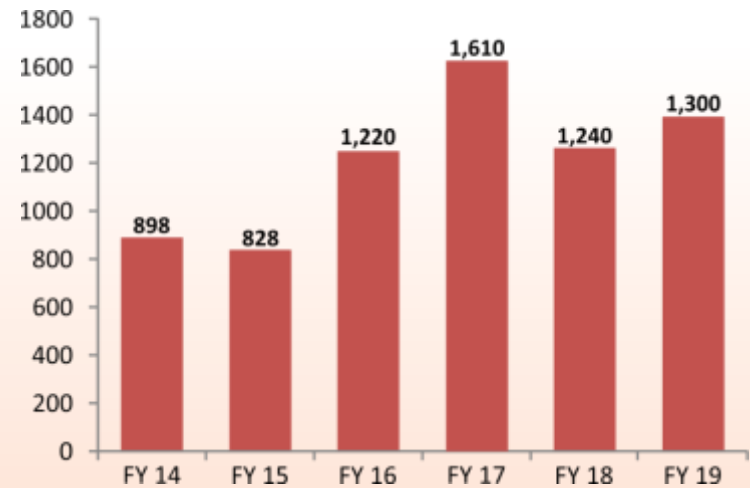


# STANDALONE FINANCIAL OVERVIEW

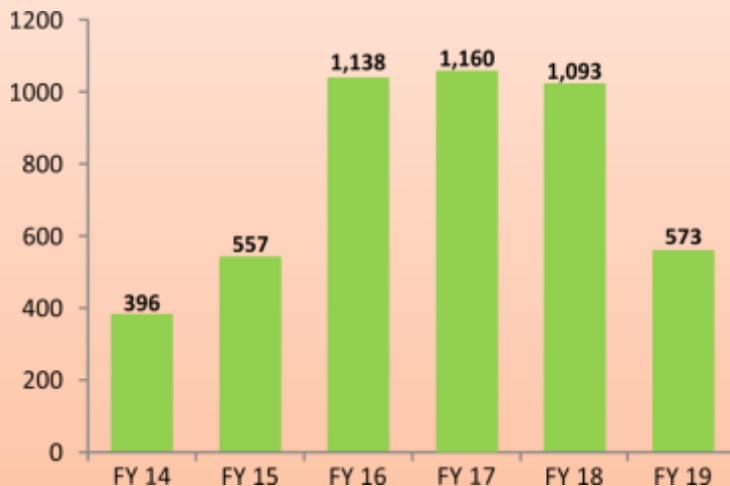
## GROSS BLOCK (Rs. In mn)



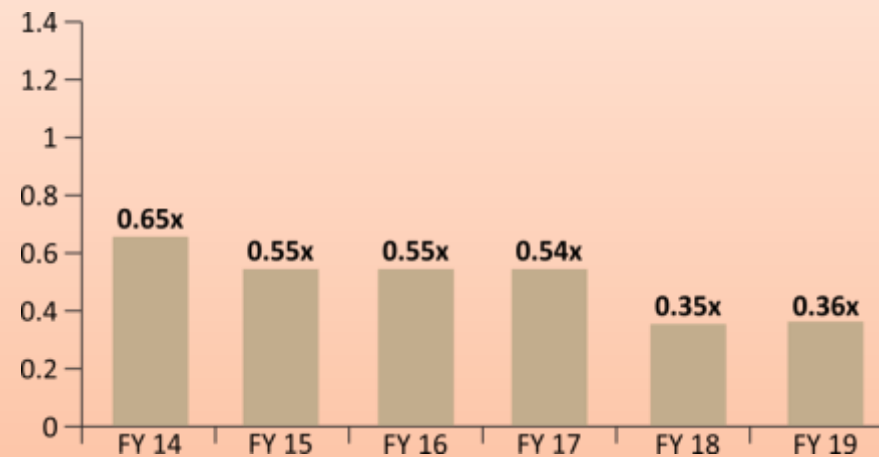
## LONG TERM LOANS (Rs. In mn)



## CAPEX (Rs. In mn)

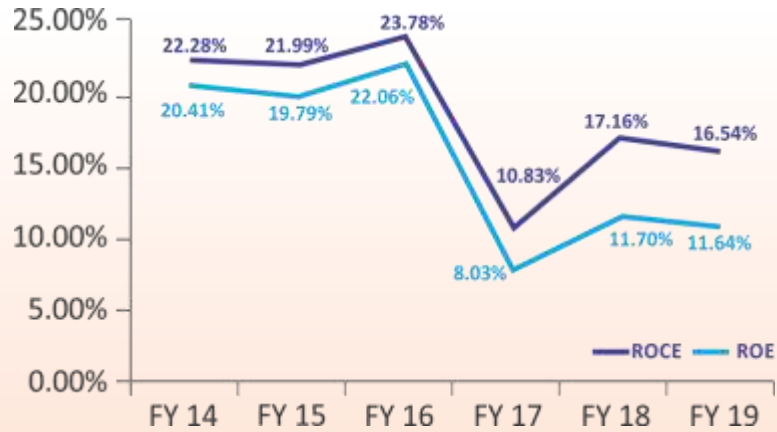


## GROSS DEBT/EQUITY

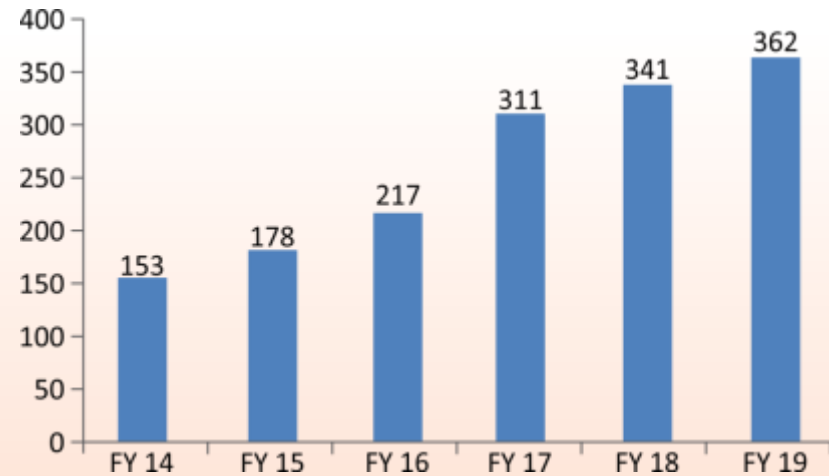


# STANDALONE FINANCIAL OVERVIEW

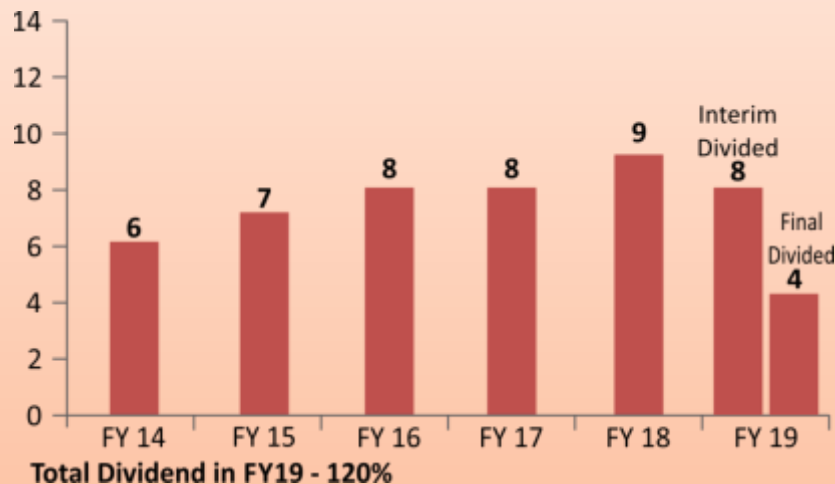
## ROCE & ROE



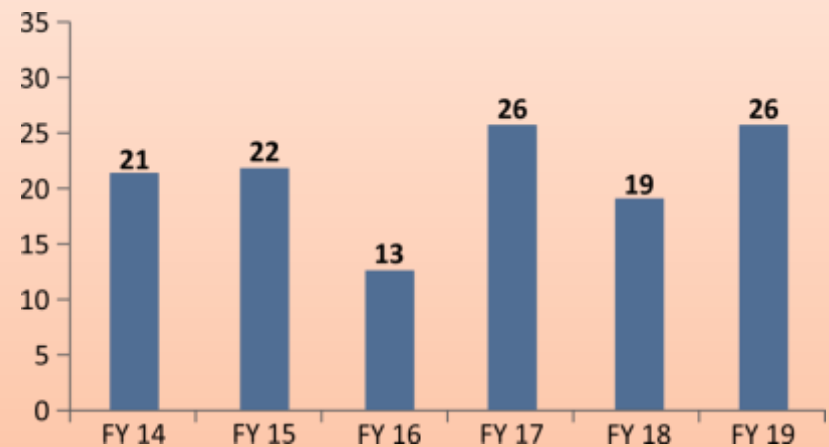
## BOOK VALUE PER SHARE



## DIVIDEND PER SHARE



## WORKING CAPITAL DAYS



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