LIGHT UP THE WORLD

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, Sonepat-131029 Haryana (INDIA)

Tel. : +91-130-2367905/906/907/908/909/910 Fax : +91-130-2367903

E-mail : fiemunit7@fiemindustries.com

August 20, 2018 **(through NEAPS)**

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

Dear Sir,

Sub: Analyst / Mutual Fund/ Investor Meeting / Con-call – Presentation
Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (referred herein as Listing Regulations).

Please refer our even dated Letter on captioned subject wherein we had intimated the schedule of meeting on August 21 and 27, 2018 with **Fund House/ Analyst.**

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 meetings.

Pursuant to Regulation 30(8) read with 46(2)(o), the Presentation is also uploaded on the website of the Company www.fiemindustries.com under Investor Relations section.

We also wish to inform that this presentation will be used for subsequent meetings till further updation / intimation to the exchange.

Thanking you,

Yours faithfully
For Fiem Industries Limited

Arvind K. Chauhan
Company Secretary

Encls: Investor Presentation

fiem

LIGHT UP THE WORLD

(AN ISO/TS 16949 : 2009, ISO 14001 : 2004, OHSAS 18001 : 2007 & ISO 9001 : 2008 CERTIFIED COMPANY)

August 2018

Fiem Industries Ltd. – Investor Presentation

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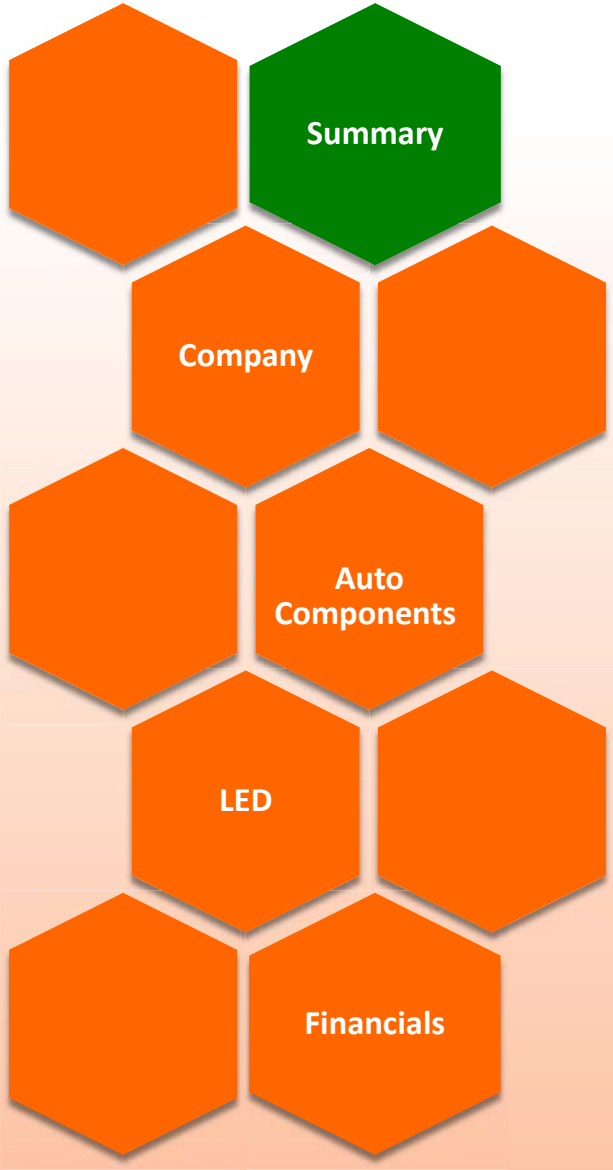


EXECUTIVE SUMMARY

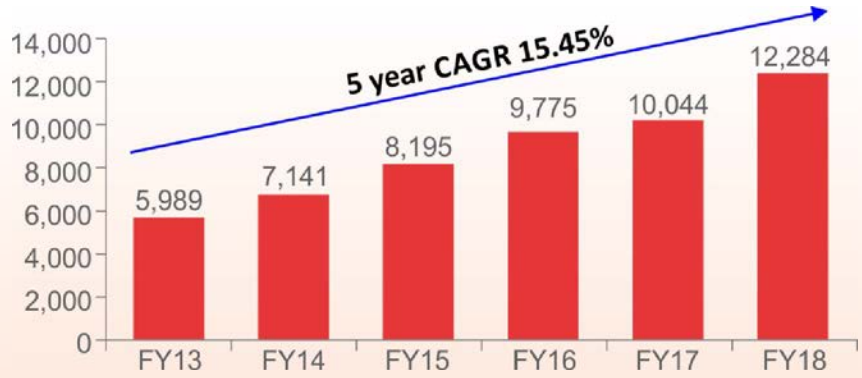
Light Up The World

Overview	• Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain. • The Company was listed on BSE and NSE in 2006. • FIEM is one of the leading manufacturers of Automotive Lighting & Signalling Equipments and Rear View Mirrors in India. FIEM is among first companies in India introducing LED lights in two wheelers. • FIEM has diversified its product portfolio by entering into LED luminaires for Indoor and Outdoor applications and Integrated Passenger Information System for Railways & Buses.
Products	**Automotive Segment** • Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc. • Rear View Mirrors • Sheet Metal Parts • Plastic Moulded Parts **LED Segment** ❑ **LED Luminaires for Indoor and Outdoor applications** • LED Bulbs • LED Tubes • LED Down lights • LED Street Lights • Solar Based LED Street lights • Solar Based LED Lantern ❑ **Integrated Passenger Information Systems with LED Display (IPIS) for:** • Buses, Railways, Metros, Airports, Malls
Top Clients	• **Two Wheeler –** Honda, TVS, Suzuki, Yamaha, Eicher Royal Enfield, Mahindra, Harley Davidson etc. • **Four Wheeler -** Tata Motors, Force Motors, Honda Siel, GM, Hyundai, Daimler, Mahindra Reva etc.
Standalone Financial Performance	• **Net Sales** has grown from **INR 5,989 mn** in FY13 to **INR 12,284 mn** in FY18 at 5 year CAGR of **15.45%** • **EBITDA** has grown from **INR 702 mn** in FY13 **to INR 1,452 mn** in FY18 at a 5 year CAGR of **15.64%**

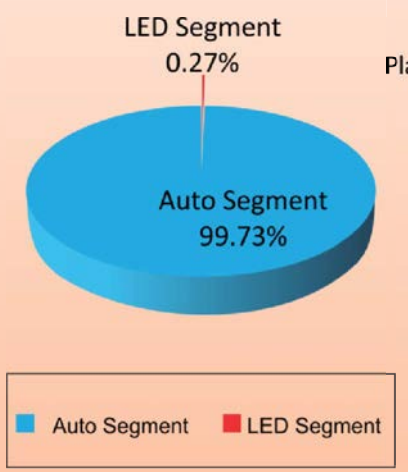
FINANCIAL SUMMARY (STANDALONE)

Light Up The World

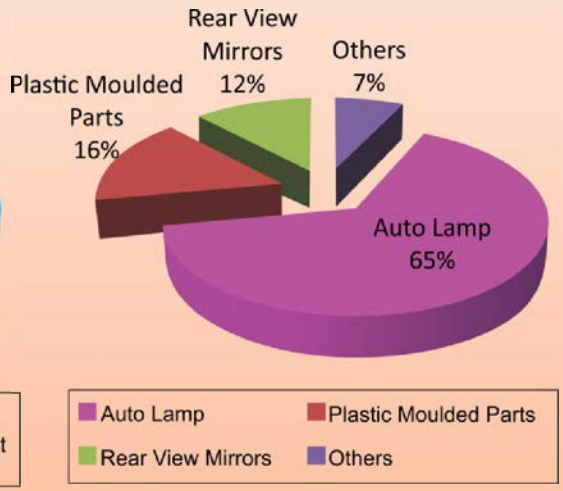
Turnover (Net) Rs. in million



FY18 Segment wise Sales Breakup

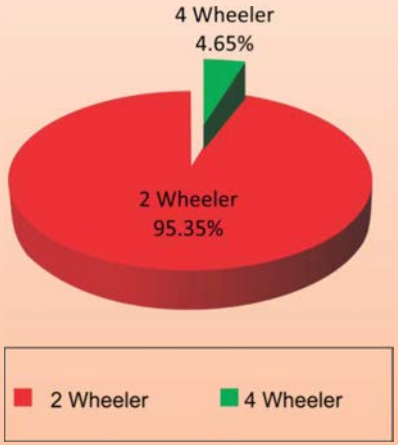


FY18 Revenue Breakup Auto Segment - Product Mix



FY 18 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market

FY 18 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



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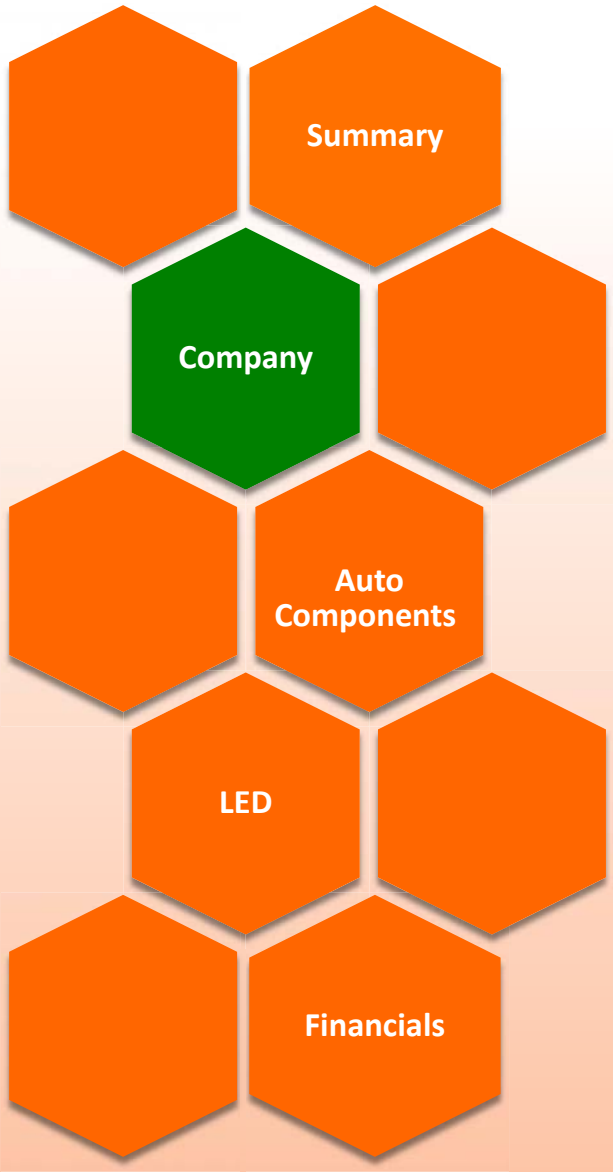


COMPANY OVERVIEW

Light Up The World

- The Company was originally incorporated in India as Rahul Auto Private Limited on February 6, 1989 in New Delhi and was founded by Mr. J.K. Jain, 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.
- 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 (Thai) Design & Technology Co., Ltd. (Thailand)
  - JV Company
    - Centro Ricerche Fiem Horustech SRL (Italy)
    - Fiem Kyowa (HK) Mould Company Limited (Hong Kong)
    - Aisan Fiem Automotives India Pvt. Ltd. (India)

PROMOTERS & WHOLE TIME DIRECTORS

Light Up The World

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 competed her Masters in Business Administration from Indiana Institute of Technology. She takes care of the human resource management functions of our Company and is also actively involved in skill development and labour welfare programmes being undertaken in our Company.

WHOLE TIME DIRECTORS…

Light Up The World

Mr. Rahul Jain, Whole-time Director

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

Mr. 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.

FIEM JOURNEY

Light Up The World

1989-1993

- 1989- Incorporated as Rahul Auto Private Limited
- 1992-Name changed to Fiem Industries Pvt. Ltd.
- 1993- Converted into Public Limited-Fiem Industries Limited

1994-2000

- 1994-A new state of art Plant was established at Kundli, Sonepat (Unit 1)
- 1996- Fiem Sung San (India) Ltd., a JV Company was established
- 1998- Multi Focal Reflector first time introduced in India by FIEM

2001-2010

- 2004 &2005- setup mfg facilities in Hosur (Unit 2&3) Mysore (Unit 4)
- 2005 & 2006 – setup mfg facilities Hosur (Unit 5), Nalagarh (Unit 6)
- 2006 – Initial Public Offering
- 2007-Merged Fiem Sung San with Fiem Industries
- 2007 – Setup LED SMT plant
- 2010 - Started new manufacturing Unit in Rai, Sonepat (Unit 7)

2011-2016

- 2011 – Setup facility for mfg Plastic moulded parts in Tapukara (Unit 8)
- 2011 – FIEM R&D Centre approved by Govt. of India
- 2012- Started manufacturing auto lamps and components for Honda Japan
- 2013 - Entered into a 50:50 JV with Horustech Lighting of Italy for setting up a design centre
- 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 - 2018

- 2017 – **2W LED Headlamp** - Design, Develop and Manufactured by Fiem, introduced by Yamaha in India
- 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** to engage in the business of high class molds / tools for Automotive and other applications.
- 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 two-wheelers and three-wheelers for Indian Market.

PLANTS & DEPOTS LOCATIONS

Light Up The World

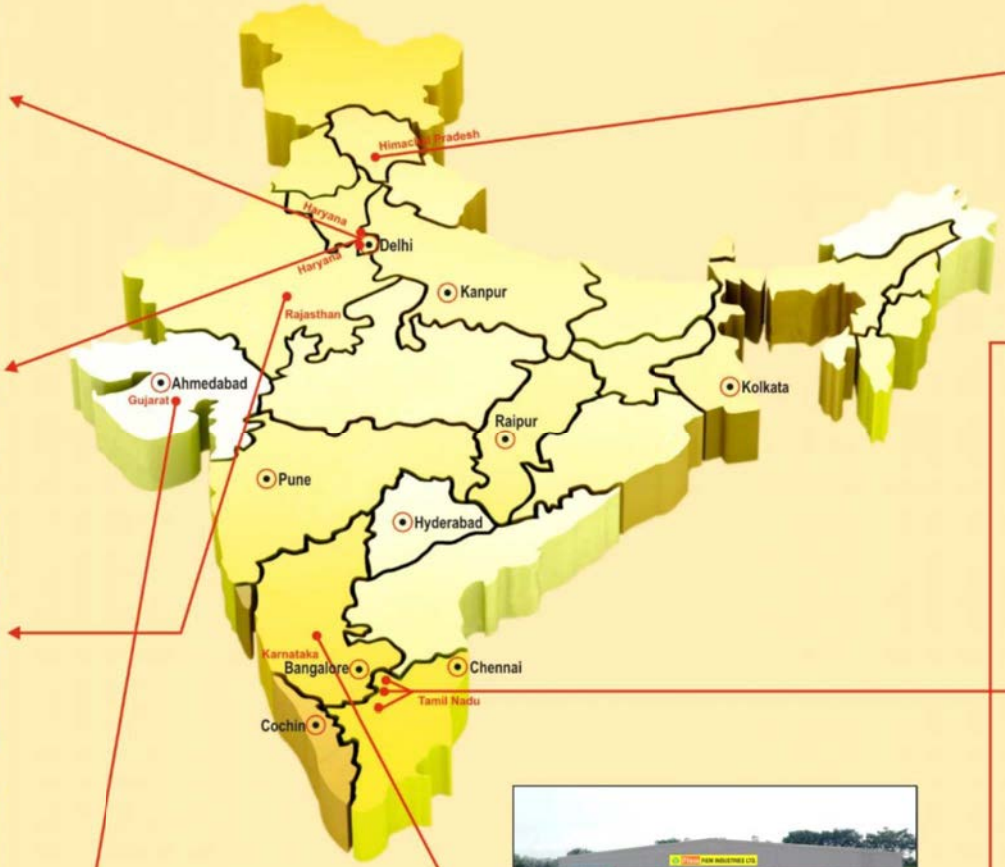
Plants & Depots Across India

Unit-I, Kundli (HARYANA)

Unit-VII, Rai, Sonepat (HARYANA)

Unit-VIII, Tapukara (RAJASTHAN)

Unit-IX, Ahmedabad (GUJARAT)



Unit-IV, Mysore (Karnataka)

Unit-VI, Nalagarh (HIMACHAL PRADESH)

Unit-II, Hosur (TAMIL NADU)

Unit-III, Hosur (TAMIL NADU)

Unit-V, Hosur (TAMIL NADU)

PLANT DETAILS

Light Up The World

Unit -1 Kundli, Sonepat, Haryana

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

Unit -2 Hosour, Tamil Nadu

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

Unit -3 Hosour, Tamil Nadu

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

Unit -4 Mysore, Karnataka

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

Unit - 5 Hosour, Tamil Nadu

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

Unit - 6 Nalagarh, Himachal Pradesh

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

Unit - 7 Rai, Sonepat, Haryana

- Established in 2010
- Land 28,357 Sq. Mtrs.
- Corporate Office
- Products Mfg. - Automotive Lights, LED Lights

Unit - 8 Tapukara, Rajasthan

- Established in 2011
- Land 42,983 Sq. Mtrs.
- Products Mfg. - Plastic Injection Moulded components. LED Lights

Unit - 9 Ahmedabad, Gurajat

- Established in 2015
- Land 32,500 Sq. Mtrs.
- Products Mfg. - Automotive Lights, Plastic Parts

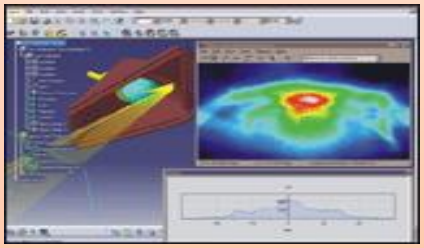
GOVT. APPROVED R&D CENTRE

Light Up The World

- FIEM's state of the art R&D 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

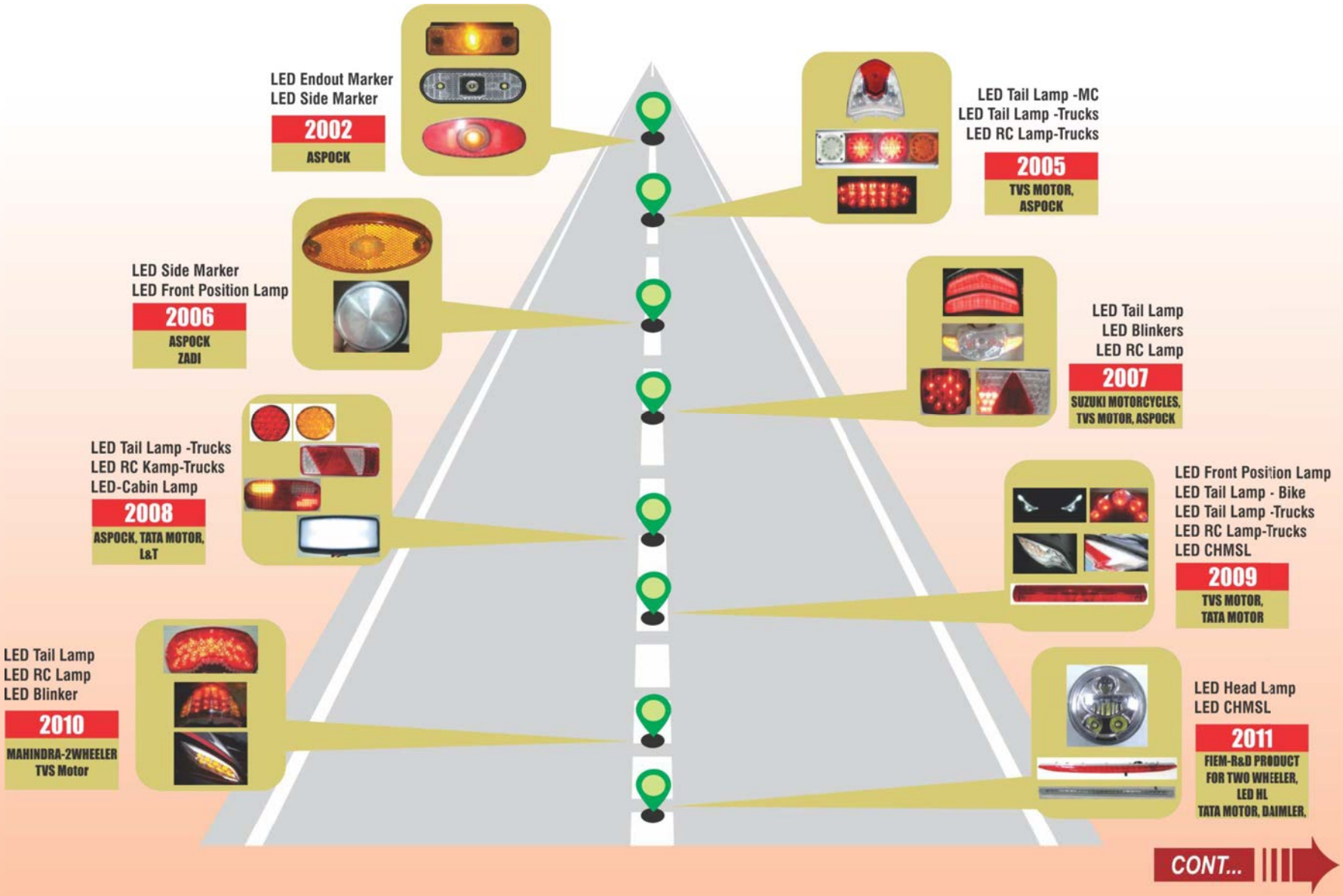


Light Simulation Test

Mechanical Durability Test

AUTOMOTIVE LED LAMP JOURNEY

Light Up The World



AUTOMOTIVE LED LAMP JOURNEY

Light Up The World

LED Tail Lamp
LED Parking Lamp
LED Work Lamp

2012

MAHINDRA –2WHEELER
TVS MOTOR,
ASPOCK, JHON DEERE

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

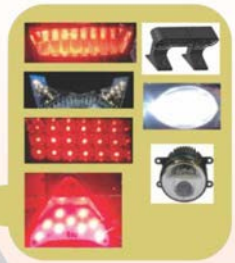
2014

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

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 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 - Indicators

2015

YAMAHA
TVS MOTOR

LED Head Lamp
LED Tail Lamp
LED Drl
LED Position Lamp

2017

HONDA MOTORCYCLE,
YAMAHA, TVS MOTORS.

UPCOMING TECHNOLOGY PRODUCTS

0-LED Tail Lamp

3D LED Tail Lamp

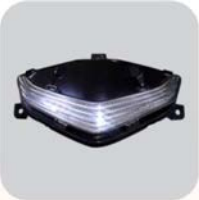
JOURNEY CONT...

AUTOMOTIVE LED LAMPS

Light Up The World

HONDA

ACTIVA 5G
HEADLAMP



DIO
PARKING LAMP

HARLEY-DAVIDSON MOTOR CYCLES

TAIL LAMP

BLINKER

YAMAHA

FZ 25
HEADLAMP

R 15 VER3.0
HEADLAMP

FZ 250
TAIL LAMP

R 15 VER3.0
TAIL LAMP

FZ 250
POSITION LAMP

TVS

APACHE
TAIL LAMP

ZEST
DRL

MOPED/VICTOR
DRL

N-TORQ 125
DRL

N-TORQ 125
TAIL LAMP

APACHE NEW
TAIL LAMP

SUZUKI

GIXER
TAIL LAMP

GS 150R
TAIL LAMP

INTRUDER
PROJECTOR PARKING LAMP

INTRUDER
TAIL LAMP

BURGMAN
HEAD LAMP

FIEM ADVANTAGE

Light Up The World

Strong Client Base

- FIEM has a strong client base of more than 50 OEMs and is supplying to its prestigious customers since their inception.
- Significant market share for supply of automotive lighting & signalling equipments and rear view mirrors to Two-wheeler and Four-wheeler OEM's
- Exporting automotive lighting to Honda Japan, Kubota Japan (Tractors & Farm equipments) besides exporting to Austria, UK, Germany, Thailand, Indonesia & Vietnam.

Manufacturing Edge...Cost Saving to the Customers

- State-of-the-art manufacturing facilities located close to the OEM Customers offering Logistic cost saving and just in-time delivery
- FIEM has three world class R&D / 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

Up-Coming Ventures

- **MoU** with **TOYODENSO Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for a joint-venture/TA proposal in India for manufacturing of Bank Angle Sensor and Automotive Switch Assemblies.
- **MoU** with **Honda Locks Mfg. Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for a joint venture proposal in India for manufacturing of Key Sets, Door Mirrors and Outside Handles.

ACCOLADES RECEIVED

Light Up The World

MORE THAN 50+ AWARDS SINCE 1991

- **Performance Award (VA-VE) for the year 2016-17 from Suzuki Motor Cycle India Private Limited**
- Achievement Award for Strong Cost Reduction Efforts for 2015-16 from Honda Motorcycle & Scooter India Pvt. Ltd.
- **The Grand Award for QCDDM 2013-14 from Honda Motorcycle and Scooter India Ltd.-2014**
- Achievement Award for Vendor Performance in the field of 'Development' in the year 2013-14 from **Suzuki Motor Cycle India Private Limited**-2014
- Bellwether Award 2012-13 in Auto Lighting for 40 Years from **Business Sphere**-2014
- Supplier Recognition Award bestowed by **Harley-Davidson India** for their new motorcycle model **'Harley-Davidson Street'** and support in recognition of our best practices in **Quality, Cost, Development, Delivery** and **Management**.-2014
- Bronze Award for Excellence in Quality for 2013 from **India Yamaha Motor Pvt. Ltd**.-2014
- **ESQR'S Quality Achievement Award 2013** in the GOLD CATEGORY for the Extra Ordinary achievement in quality management - 2013
- **Manufacturing Today Award "Champion of Indian Manufacturing"** for Small and Medium Enterprise - 2013
- Achievement Award for Honda Global Support for 2012-13 from **Honda Motorcycle & Scooter India Ltd**. 2013
- **1st Prize for Entrepreneurial Excellence Award in Electronics 2012-13 from ELCINA for LED-Luminaires & Display-2013**
- Achievement Award for Delivery Management for 2011-2012 from **Honda Motorcycle & Scooter India Ltd** - 2012
- Award for Q.D Performance from **Honda Motorcycle & Scooter India Ltd**-2011
- **Outstanding Entrepreneurship** Award from Enterprise Asia.-2011
- **National Achievement Award for Business Excellence** from Indian Society for Industry & Intellectual Development -2010
- Grand Award for Development from **Honda Motorcycle & Scooter India Ltd.**-2009
- **SMB Award** for superior performance during 2007-2008 from Industry 2 Magazine.-2009
- Appreciation Certificate from **Hyundai Motor India Ltd.** -2009

CERTIFICATIONS AND APPROVALS

Light Up The World

Government Approved R&D Center

Government approval for In-house R&D Centre

भारत सरकार
GOVERNMENT OF INDIA
MINISTRY OF SCIENCE AND TECHNOLOGY
Department of Scientific and Industrial Research
Technology Bhavan, New Mehrauli Road,
New Delhi - 110 016

F. No. TU/IV-RD/3365 /2017 Dated: 12th June, 2017

To
M/s. Fiem Industries Ltd.
D-34, DSIDC Packaging Complex,
Kirti Nagar,
New Delhi- 110 015

Subject: RENEWAL OF RECOGNITION OF IN-HOUSE R&D UNIT(s)

Dear Sirs,

This has reference to your application for renewal of recognition of your in-House R&D unit(s) beyond 31-03-2017 by the Department of Scientific and Industrial Research.

2. This is to inform you that it has been decided to accord renewal of recognition to the in-House R&D unit(s) of your firm at **Plot No. 1915, Rai Industrial Estate, Phase- V, Distt. Sonepat (Haryana)** upto **31.03.2020**. Terms and conditions pertaining to this recognition are given overleaf.

3. Kindly acknowledge the receipt of this letter.

Yours faithfully,

(Dr. S. K. Deshpande)
Scientist - 'G'

Approval from Ministry of Railway

Approval from RDSO

Approval From Ministry of Railways (RDSO)

भारत सरकार, रेल मंत्रालय
अनुसंधान अभिकल्प और मानक संगठन
मानक - 226 011
Government of India - Ministry of Railways
Research Designs & Standards Organisation
LUCKNOW – 226011

No. STT/IPIS/FIEM/668 Vol-IV

To,
M/s Fiem Industries Ltd.,
Plot No. 1915 Rai Industrial Estate, Phase-V
Sonepat, Haryana - 131029

Sub.: Registration for the item Integrated Passenger Information System as per RDSO/SPN/TC-61/2015, Rev-4.

Ref.: This office letter of even No., dated: 18-2-2016.

In reference to above, competent authority as approved the inclusion of name of M/s Fiem Industries Ltd in the "List of RDSO Vendors for Development Orders" for manufacture and supply of Integrated Passenger Information System as per RDSO/SPN/TC-61/2015, Rev-4. Firm's Details are as under:–

Name: M/s Fiem Industries Ltd.	
Office & Works Address:-	Plot No. 1915, Rai Industrial Estate, Phase-V, Sonepat, Haryana - 131029 Ph: 0130-2367905/06/07/08 Fax: 0130-2367903 Email:- ferasanit7@fiemindustries.com praveen.anchal@fiemindustries.com
Production capacity:	SLDB-1500, MLDB-1500, CGHD-15000, AGDB-1500.

The latest terms & conditions for approval are available at RDSO website www.rdso.indianrailways.gov.in under vendor interface as RDSO vendor Approval guidelines and shall be binding on the firm.

Copy of the approved QAP is enclosed herewith for implementation.

(P. Lal)
Director / Telecom-I
For Director General/ Telecom

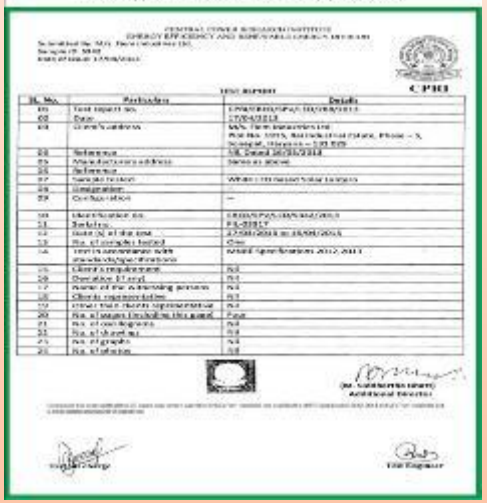
Copy to:

1. ED/QA/S&T/RDSO, Lucknow — For information please.
2. Director/QA/S&T/RDSO, In front of Railway Hospital, Hasanpura Road, Jaipur-302006. — For information and necessary action.

(P. Lal)
Director / Telecom-I
For Director General/ Telecom

MNRE Approved Solar Lantern

MNRE approved LED Solar Lantern (by CPRI Lab)



CPRI

Sl. No.	Particulars	Details
01	Test report no.	[illegible]
02	Date	17/04/2018
03	Client's address	M/s. Fiem Industries Ltd Plot No. 1915, Rai Industrial Estate, Phase – V, Sonepat, Haryana – 131 029
04	Reference	[illegible] dt. 26/3/2018
05	Manufacturer's address	Same as above
06	Reference	
07	Sample received	Where [illegible] solar lantern
08	Designation	
09	Certificate issued	–
10	Client's reference no.	[illegible]
11	Sample no.	[illegible]
12	Date of receipt	[illegible]
13	No. of samples tested	One
14	Test as per relevant specification with amendments/specifications	[illegible]
15	Client's requirements	Nil
16	Deviation if any	Nil
17	Name of the authorising persons	Nil
18	Clients representative	Nil
19	Other than clients representative	Nil
20	No. of lamps included in the sample	Four
21	No. of cell/batteries	Nil
22	No. of panel	Nil
23	No. of graphs	Nil
24	No. of photos	Nil

Additional Director

Unit Engineer

NABL Accreditation for Photometry Laboratory

National Accreditation Board for Testing and Calibration Laboratories
(A Constituent Board of Quality Council of India)

CERTIFICATE OF ACCREDITATION

FIEM INDUSTRIES LTD.,
R & D DIVISION

has been assessed and accredited in accordance with the standard

ISO/IEC 17025:2005

"General Requirements for the Competence of Testing & Calibration Laboratoies"

for its facilities at

Plot No. 1915, Rai Industrial Estate, Phase V, Sonepat, Haryana

in the field of

TESTING

Certificate Number TC-6754 (in lieu of T-3799)
Issue Date 15/02/2018 **Valid Until** 14/02/2020

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continued satisfactory compliance to the above standard & the relevant requirements of NABL.
(To see the scope of accreditation of this laboratory, you may also visit NABL website www.nabl-india.org)

Signed for and on behalf of NABL

N. Venkateswaran
Program Director

Anil Relia
Chief Executive Officer

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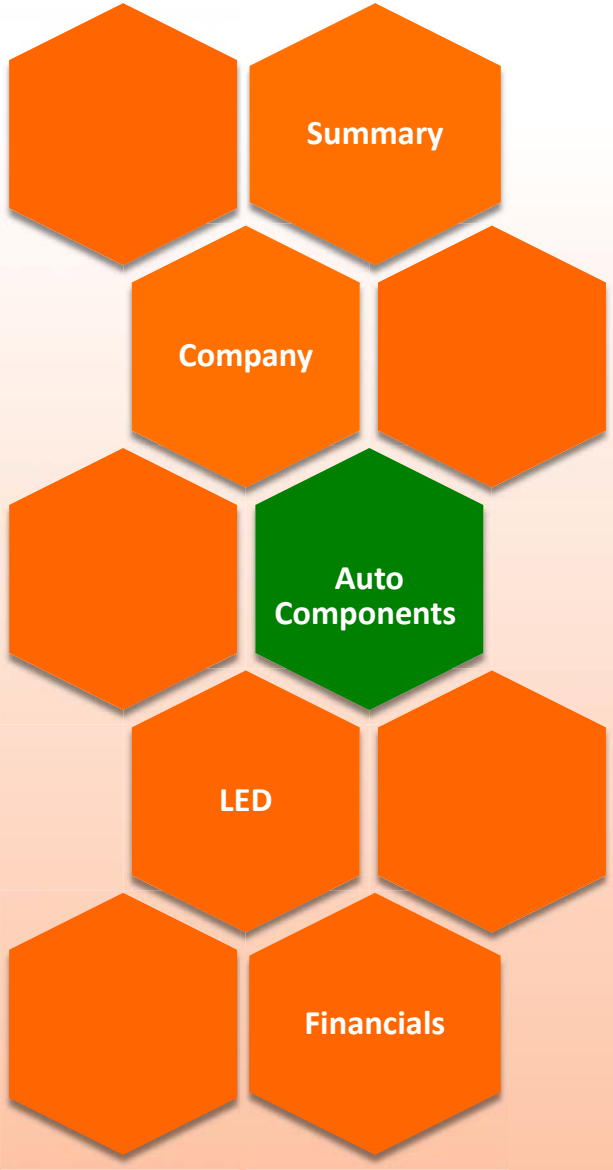


AUTOMOTIVE LIGHTS

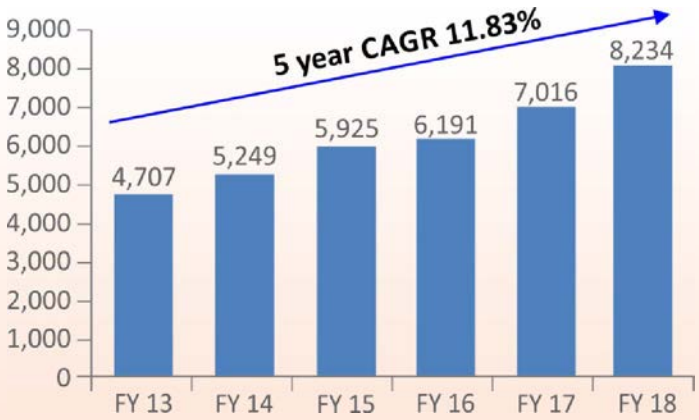
Light Up The World

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

- **Automotive Lighting -** In the automotive components segment the Company makes various types of Head lamps, Tail Lamps, Blinker lamps, Fog lamps, Warning triangles, Interior lamps and Beacon lights etc. for Two Wheelers and Four Wheelers.
- **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 9 – Ahmedabad, Gujarat
- **Top Clients**

Cert. No. T - 3799
NABL Accredited Lab.

Automotive Light Contribution (Rs. In mn)



Head and Rear Lamps

AUTOMOTIVE LIGHTS & REAR VIEW MIRRORS

Light Up The World

HONDA

Activa-Head Lamp

Activa-Tail Lamp

Eterno-Blinker Light

Shine-Blinker Light

Activa-Rear View Mirror

TVS

Apache-Head Lamp

Scooty-Head Lamp

Apache-Tail Lamp

Star Sports Blinker Light

Scooty Pep Rear View Mirror

TATA

Indica-Head Lamp

Sumo-Tail Lamp

Safari-Roof Light

Sumo-Blinker Light

Tata Estate/Sierra/Sumo Rear View Mirror

FORCE

Traveller New -Head Lamp

Traveller New -Tail Lamp

Traveller New -Fog Light

Matador Tail Lamp

Traveller New Rear View Mirror

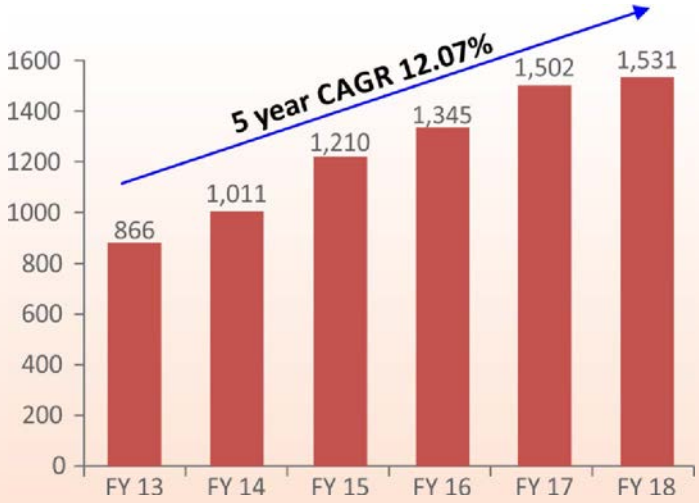
REAR VIEW MIRRORS

- **Rear-View Mirror –** FIEM has four state-of-the-art mirror manufacturing plants in its different units having all the processes in-house which includes:
  - **Mirror Plate Making** - Profile cutting, Washing, Grinding, Convexing, Cleaning, Aluminium coating/Chrome coating and finally back side painting.
  - **Plastic Housing:** In-house manufacturing with injection moulding machines.
  - **Rod Making:** In-house complete rod making facilities such as machining, bending, welding, powder coating etc.
  - **Final Assembly:** All the above sub-components are assembled in the assembly lines to make the complete mirror assembly.

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

- **Top Clients**

Rear View Mirror Contribution (Rs. In mn)



Rear View Mirrors

PLASTIC MOULDED PARTS

Light Up The World

- **Plastic Moulded Parts –** Plastic moulding is integral part of automotive lamps as well as rear view mirrors, as these parts are required to make final assembly of all the products.
- FIEM has installed world class more than 450 latest injection moulding machines in their **six plants** ranging from 50 tonnes to 1400 tonnes capable of making parts weighing 20 gms to 2.5 kgs .
- Apart from above, FIEM also supply standalone plastic moulded parts to its customers from Unit 2 and Unit 8.
- The above mentioned moulding machines can easily make even big products of two wheelers like front fender, floor panel, side cover, rear fender, handle bar, seat base etc.

Plastic Moulded Parts Contribution (Rs. In mn)

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

HONDA TVS SUZUKI

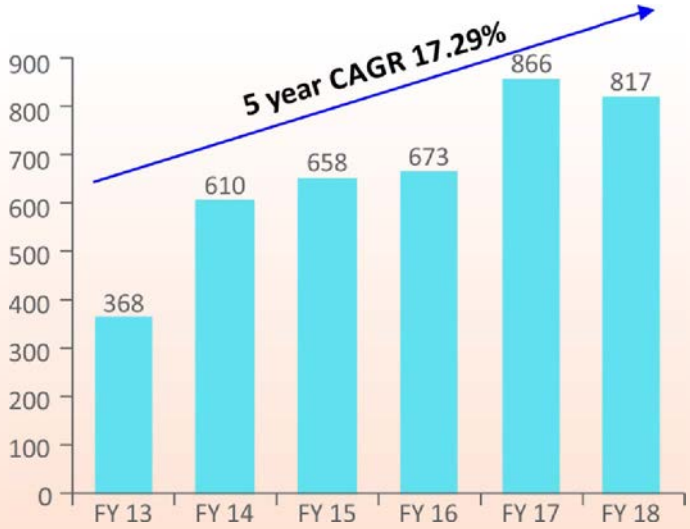
Plastic Moulded Parts

OTHERS

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_2 welding etc.
  - **Zinc Plating:** Blue/Black passivation, Yellow passivation
  - Phosphating facilities
  - Powder Coating for base coat and top coat
- **Manufacturing Facility used for making Sheet Metal Parts**
  - Unit 3 - Hosur, Tamil Nadu
  - Unit 6 – Nalagargh, Himachal Pradesh
- **Top Clients**

Others Contribution (Rs. In mn)



Sheet Metal Parts

SUPPLY TO HONDA JAPAN

Light Up The World

- In 2012, FIEM commenced their supplies to **Honda Japan** for 670cc Integra-4 Motorcycle which includes all lamps such as Head lamps, RC Lamps, Blinker lights etc. and become global supplier to Honda.
- FIEM also supplying through **Honda Trading** to **Honda Vietnam** and **Honda Thailand**.
- The component for supplying to Honda Motorcycle is developed by FIEM's in-house design and development center.

Honda Integra 4-670CC

Parts Manufactured for Honda Japan

Honda Award for Global Support Supplier 2012-13

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

OUR CUSTOMERS

Light Up The World

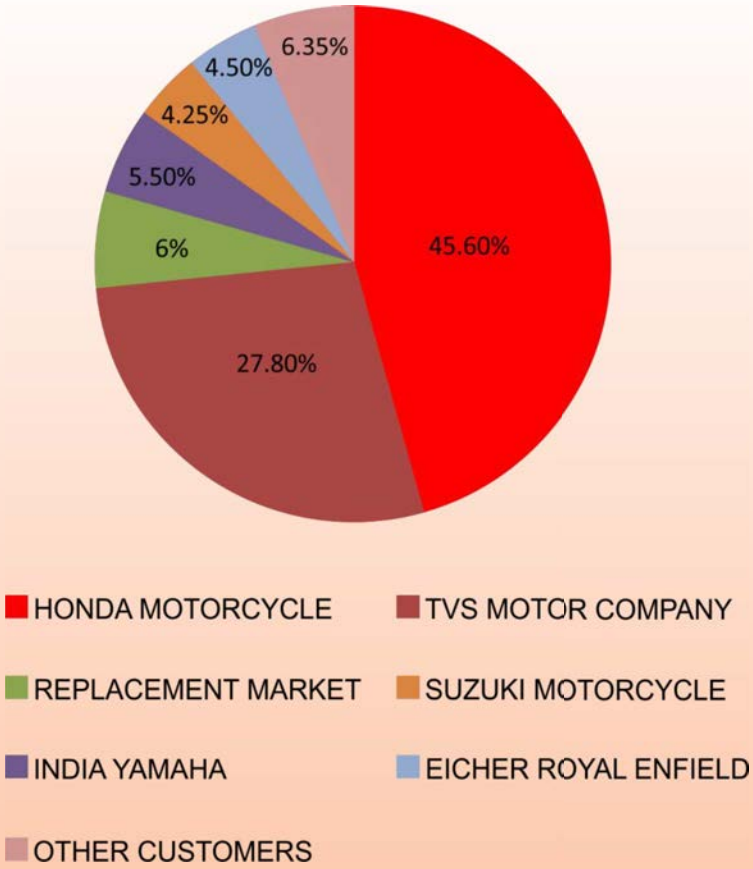
Two wheeler segment (Domestic)-

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)-

Four wheeler segment (Global Customers)-

FY18 Top Clientele Contribution – Automotive Segment



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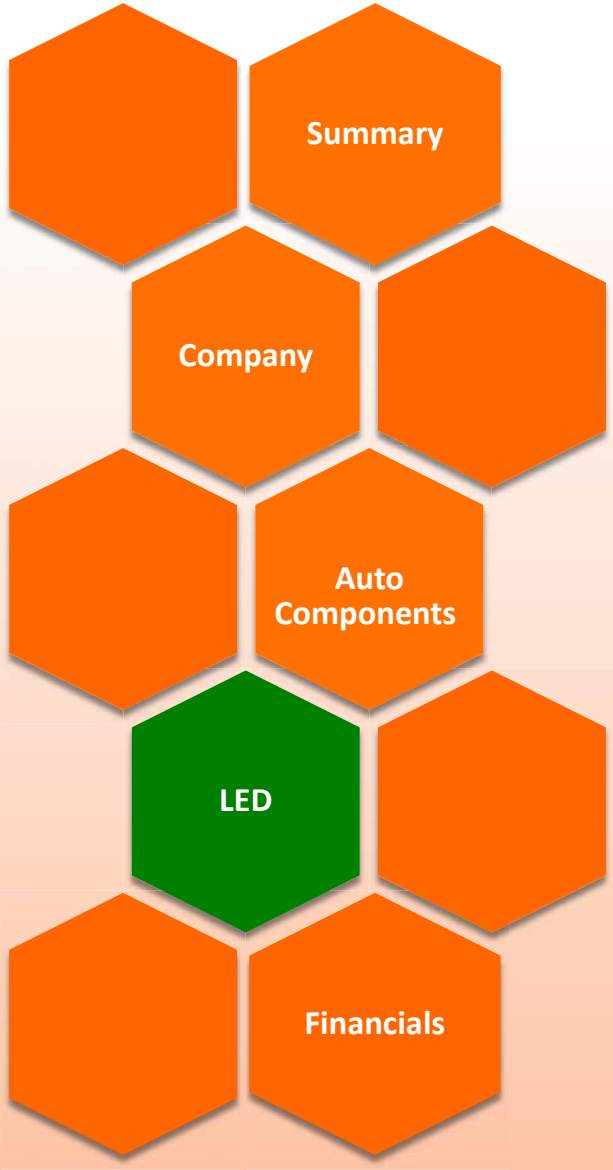


LED DIVISION

- After strengthening its position in the Automotive Industry, FIEM has already diversified into LED Segment having two major product categories as under:
  - LED luminaires for indoor and outdoor applications
  - Integrated Passenger Information Systems with LED Display for Railways and Buses

- FIEM has in-house R&D and manufacturing facilities for LED Products in Rai, Sonepat, Haryana. The Company only imports LED chips and electrical component and rest of the LED luminaires parts are manufactured in-house including the most crucial part i.e. **LED Drivers.**
- **India's First BIS Approved 7W LED Bulb.**
- **NABL Accredited Photometry Laboratory.**
- Company has already developed more than 100 products and developing more & more LED luminaires to attain significant market share

- **Benefits of Fiem Technology for LED**
  - Strong R&D and development team consisting around 100 engineers having experience of more than a decade
  - Govt. approved R&D center
  - PCB circuit designing
  - Cost and Energy Efficient designs
  - Structural product designing
  - Innovative optical designing, thermal simulation to achieve higher efficiency
  - Complete SMT plant installed a decade ago
  - Strong team for OEM and after market service

First Prize from ELCINA for Entrepreneurial Excellence Award in Electronics for LED Luminaries & Display

LED Luminairies

LED Passenger Info Display System

LED Solar Lantern

LED LUMINAIRES

FIEM manufactures the following types of LED Luminaires:

Indoor LED Lights

- LED Bulbs
- LED Tubes
- LED Ceiling Lights
- LED Down Lights
- LED Solar Lanterns
- LED Torches

LED Tubes

LED Bulbs

LED Torches

Ceiling Lights

Down Lights

- **Applications -** Commercial, Industrial, Residential and other buildings such as Showrooms, Offices & Bank, Malls, Factories, Industrial shed, Warehouses, Residential Houses/Flats etc. LED Torches have safety features like glass breaking, seat belt cutter and warning lights which helps the vehicle driver during emergency

- **Outdoor LED Lights**
- LED Bay Lights
- LED Street Lights
- LED Spot Lights
- LED Park Lights
- LED Flood Lights
- Bollards

LED Park Lights

LED Street Lights

LED Flood Lights

Bollards

•**Applications** - Roads, Highways, Tunnels, Open spaces in the building compounds such as Farm houses, Amusement parks, Hotels, Banquets, Gardens & parks, Residential apartments, Institutional & Industrial compounds etc.

OUR CUSTOMERS - LED LUMINAIRES

Light Up The World

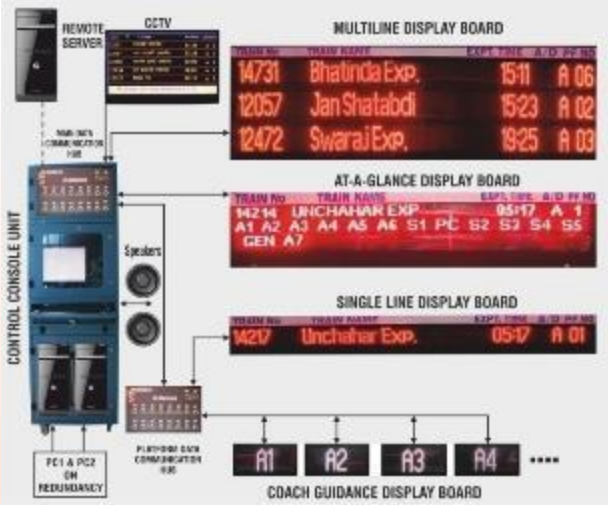
- Hyatt Regency
- Ministry of Shipping (Govt. of India)
- CRPF
- Indian Railways
- Indian Oil Corporation Limited
- Rashtriya Chemicals & Fertilizers Ltd. (A Government of India Enterprise)
- Indian Trade Promotion Organisation
- PWD Haryana
- Energy Efficiency Services Limited
- Amity University
- International Centre for Automotive Technology (ICAT)
- Honda Motorcycle and Scooters Pvt Ltd
- SUZUKI Motorcycle
- Motherson Sumi Systems Limited
- Scooter India Limited (A Government of India Enterprise)
- Delhi Golf Club
- Samsung India Electronics Pvt. Ltd.
- Bikanerwala Foods Pvt Ltd
- BACFO Pharmaceuticals
- Flying Wings Badminton Academy
- GK Energy Marketers Pvt Ltd
- JBJ Technologies
- UFLEX Limited
- Ravenbhel Health Care Pvt Ltd
- Verve Human Healthcare

LED DISPLAY SYSTEMS

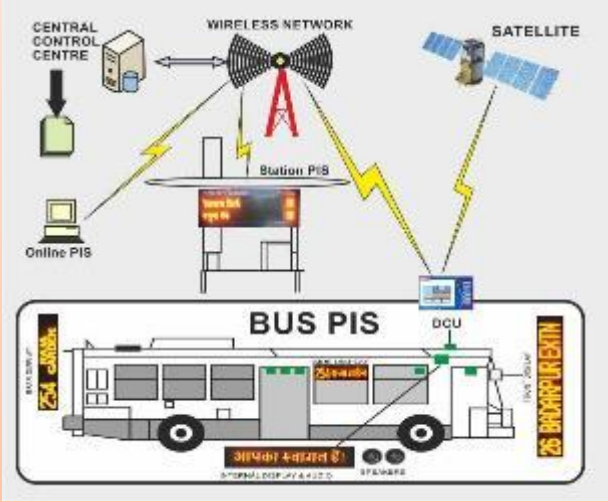
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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

OUR CUSTOMERS - LED DISPLAY SYSTEM

Light Up The World

Railway Stations where IPIS Systems Installed / Under Installation

- Delhi – Anand Vihar, Delhi Sarai Rohilla
- Goa – Sanvordem
- Haryana - Hisar, Bhiwani, Faridabad
- Rajasthan - Bikaner, Lalgarh, Suratgarh, Hanuman Garh, Sri Ganganagar, Chittorgarh, Beawar, Madar
- Uttar Pradesh - Lucknow Main Station, Varanasi, Phaphund, Mathura, Bareilly, Subedarganj (Allahabad), Gonda, Badshanagar, Mankapur, Khalilabad, Basti, Kasganj, Farrukhabad, Izzatnagar, Fatehgarh, Kannoj, Dildarnagar
- Maharashtra - Dhanu Road Station
- Gujarat - Bhavnager, Veraval, Junagarh, Sabarmati
- Andhra Pradesh - Vishakhapatnam Main Station, Vankatagiri, Sri Kala Hasti, Mantralayam Road, Parvathipuram, Parvathipuram Town, Vizianagaram
- Madhya Pradesh - Ujjain, Indore, Ratlam , Dewas, Nimuch, Mandsaur
- Bihar – Chhapra, Patna, Ara, Baxar
- Uttarakhand - Haridwar, Kathgodam, Haldwani, Lalkuan
- Karnataka – Ghatprabha, Wadi
- Chattisgarh – Jagdalpur
- Odisha – Rayagada, Koraput, Jeypore
- Jharkhand – Koderma

OUR CUSTOMERS - LED DISPLAY SYSTEM

Light Up The World

Railway Coaches for GPS Based PIS System for Indian Railway

- Delhi – Bikaner Superfast Express

LED based Coach Light of Train Coaches

Rail Coach Factory

IPIS Systems for Buses

- DTC Buses, Haryana Roadways, U.P. Roadways, Gujarat State Road Transport (Ahmedabad), Uttrakhand Roadways, Jaipur Buses.
- Delhi Public School, GD Goenka School, PP International School, Dynasty International School, Manav Rachna International School etc.
- Nepal Buses for Kathmandu City.

LED Display System for Other Clients

- Delhi Fire Service
- CRPF
- Hospitals & Public Places.

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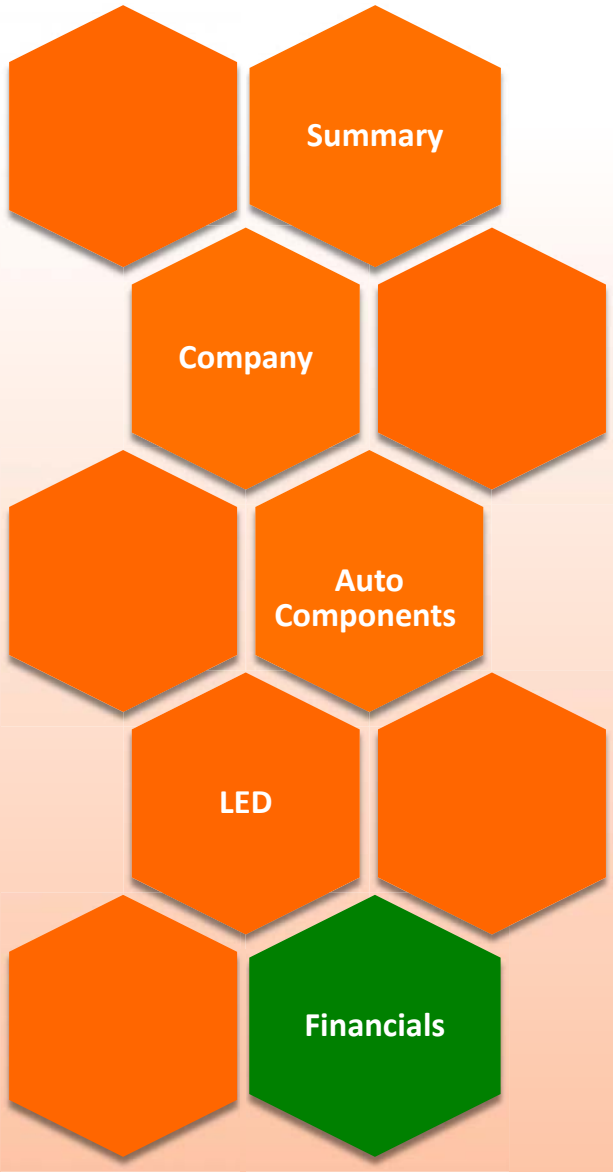


CONSOLIDATED INCOME STATEMENT

Light Up The World

Particulars (INR Mn)	FY13	FY14	FY15	FY16	FY17	FY18
Total Income*	**6,068**	**7,212**	**8,264**	**9,891**	**10,193**	**12,623**
Expenses	5,361	6,321	7,227	8,609	8,970	11,170
EBITDA	**707**	**891**	**1,037**	**1,282**	**1,223**	**1,453**
EBITDA Margin	***11.65%***	***12.35%***	***12.55%***	***12.96%***	***12%***	***11.51%***
Exceptional Item	–	–	–	–	142	(34)
Depreciation & Amortization	183	218	307	331	393	444
Finance Cost	130	145	121	158	233	227
PBT	394	528	609	793	457	816
Taxes	117	155	184	220	126	290
PAT	**277**	**373**	**425**	**573**	**331**	**526**
PAT Margin	***4.57%***	***5.17%***	***5.14%***	***5.79%***	***3.25%***	***4.17%***
EPS	**23.17**	**31.16**	**35.51**	**47.93**	**26.30**	**39.40**

* Includes Other Income and Net of Excise Duty

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Light Up The World

Particulars (INR Mn)	01.04.16	01.04.17	31.03.18
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,017	4,785	5,526
b) Capital Work-in-Progress	116	56	56
c) Intangible Assets	4	7	12
d) Intangible Assets under Development	0	0	13
e) Financial Assets	148	199	91
f) Income Tax Assets (Net)	0	43	45
g) Other Non-Current Assets	56	64	114
Total Non Current Assets	**4,341**	**5,154**	**5,857**
II. CURRENT ASSETS			
a.) Inventories	661	1,024	1,403
b) Financial Assets			
i) Investments	0	861	191
ii) Trade Receivables	1,185	1,194	1,443
iii) Cash and Cash Equivalents	18	229	18
iv) Bank Balances other than (iii) above	26	1	4
v) Loans	4	5	6
vi) Other Financial Assets	10	7	279
c) Other Current Assets	204	220	152
Total Current Assets	**2,108**	**3,541**	**3,496**
TOTAL ASSETS (I + II)	**6,449**	**8,695**	**9,353**

Particulars (INR Mn)	01.04.16	01.04.17	31.03.18
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	120	132	132
Other Equity	2,518	3,970	4,362
Total Equity	**2,638**	**4,102**	**4,494**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	909	1,194	865
ii) Other Financial Liabilities	0	26	19
b) Provisions	85	27	38
c) Deferred Tax Liabilities (Net)	296	325	438
Total Non Current Liability	**1,290**	**1,572**	**1,360**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	183	641	371
ii) Trade Payables	1,509	1,504	2,195
iii) Other Financial Liabilities	608	666	741
b) Other Current Liabilities	181	172	156
c) Provisions	30	38	25
d) Current Tax Liabilities (Net)	10	0	11
Total Current Liability	**2,521**	**3,021**	**3,499**
TOTAL LIABILITIES (I + II)	**3,811**	**4,593**	**4,859**
TOTAL EQUITY AND LIABILITIES (A+B)	**6,449**	**8,695**	**9,353**

STANDALONE INCOME STATEMENT

Light Up The World

Particulars (INR Mn)	FY13	FY14	FY15	FY16	FY17	FY18	Q1FY19
Total Income*	**6,025**	**7,190**	**8,257**	**9,880**	**10,188**	**12,429**	**3,607**
Expenses	5,323	6,299	7,223	8,600	8,967	10,977	3,242
EBITDA	**702**	**891**	**1,034**	**1,280**	**1,221**	**1,452**	**365**
EBITDA Margin	***11.70%***	**12.40%**	**12.52%**	**12.95%**	**11.98%**	**11.68%**	**10.12%**
Exceptional Item	–	–	–	–	142	(34)	–
Depreciation & Amortization	184	218	306	330	392	443	119
Finance Cost	129	144	121	158	233	227	54
PBT	**389**	**529**	**607**	**792**	**455**	**816**	**192**
Taxes	116	155	184	220	126	290	66
PAT	**273**	**374**	**423**	**572**	**329**	**526**	**126**
PAT Margin	**4.53%**	**5.20%**	**5.12%**	**5.79%**	**3.22%**	**4.23%**	**3.49%**
EPS	**22.83**	**31.27**	**35.33**	**47.80**	**26.12**	**39.39**	**9.41**

* Net of Excise Duty and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Light Up The World

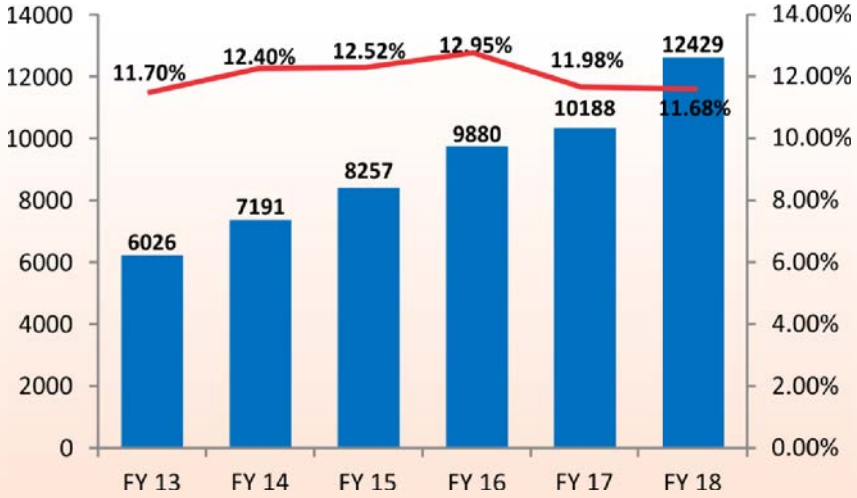
Particulars (INR Mn)	01.04.16	01.04.17	31.03.18
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,017	4,785	5,526
b) Capital Work-in-Progress	116	56	56
c) Intangible Assets	4	7	12
d) Intangible Assets under Development	0	0	13
e) Financial Assets	154	205	99
f) Income Tax Assets (Net)	0	43	45
g) Other Non-Current Assets	56	64	114
Total Non Current Assets	**4,347**	**5,160**	**5,865**
II. CURRENT ASSETS			
a) Inventories	661	1,024	1,403
b) Financial Assets			
i) Investments	0	861	191
ii) Trade and Receivables	1,186	1,188	1,440
iii) Cash and Cash Equivalents	11	227	11
iv) Bank Balances other than (iii) above	26	1	4
v) Loans	3	5	6
vi) Other Financial Assets	10	7	278
c) Other Current Assets	204	220	152
Total Current Assets	**2,101**	**3,533**	**3,485**
TOTAL ASSETS (I + II)	**6,448**	**8,693**	**9,350**

Particulars (INR Mn)	01.04.16	01.04.17	31.03.18
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	120	132	132
Other Equity	2,518	3,966	4,358
Total Equity	**2,638**	**4,098**	**4,490**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	908	1,195	865
ii) Other Financial Liabilities	0	26	19
b) Provisions	84	27	39
c) Deferred Tax Liabilities (Net)	297	325	438
Total Non Current Liability	**1,289**	**1,573**	**1,361**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	183	641	370
ii) Trade Payables	1,510	1,507	2,197
iii) Other Financial Liabilities	609	666	741
b) Other Current Liabilities	180	170	155
c) Provisions	29	38	25
d) Current Tax Liabilities (Net)	10	0	11
Total Current Liability	**2,521**	**3,022**	**3,499**
TOTAL LIABILITIES (I + II)	**3,810**	**4,595**	**4,860**
TOTAL EQUITY AND LIABILITIES (A+B)	**6,448**	**8,693**	**9,350**

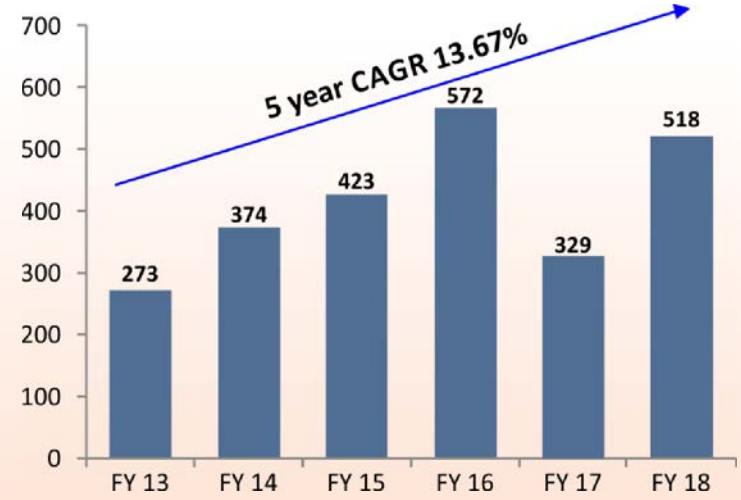
STANDALONE FINANCIAL OVERVIEW

Light Up The World

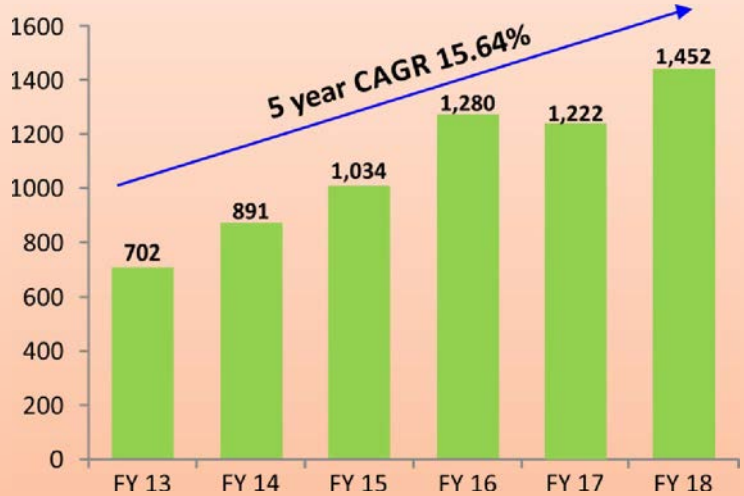
Total Income & EBIDTAM% (Rs. In mn)



Net Profit (Rs. In mn)



EBITDA (Rs. In mn)

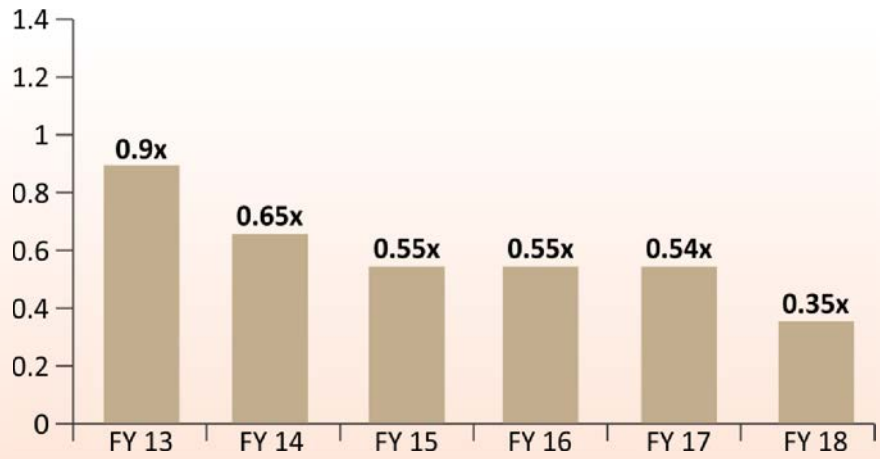


Efficiency Ratio

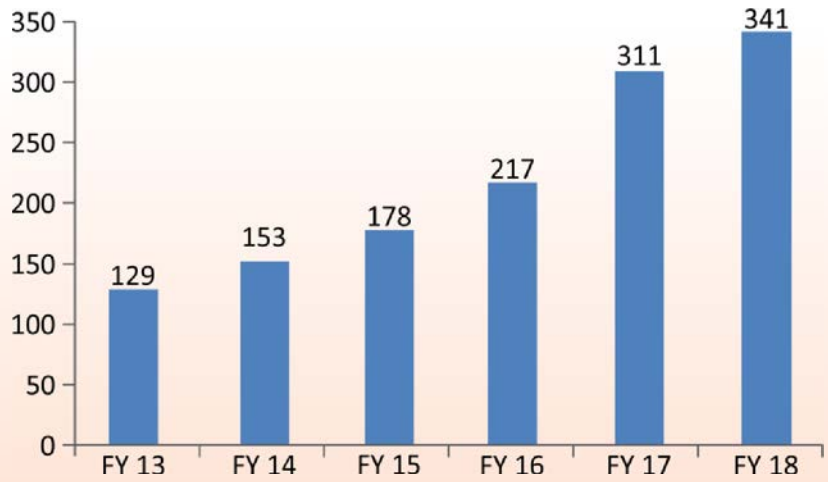
STANDALONE FINANCIAL OVERVIEW

Light Up The World

Gross Debt/Equity



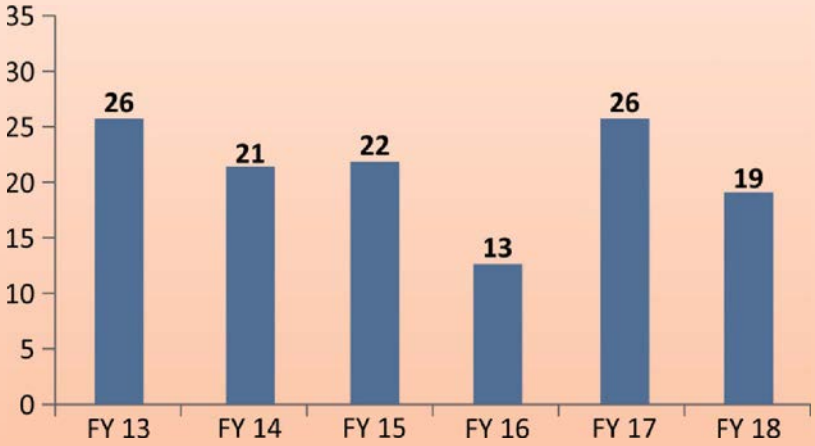
Book Value Per Share



Dividend Per Share

*Proposed

Working Capital Days



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