



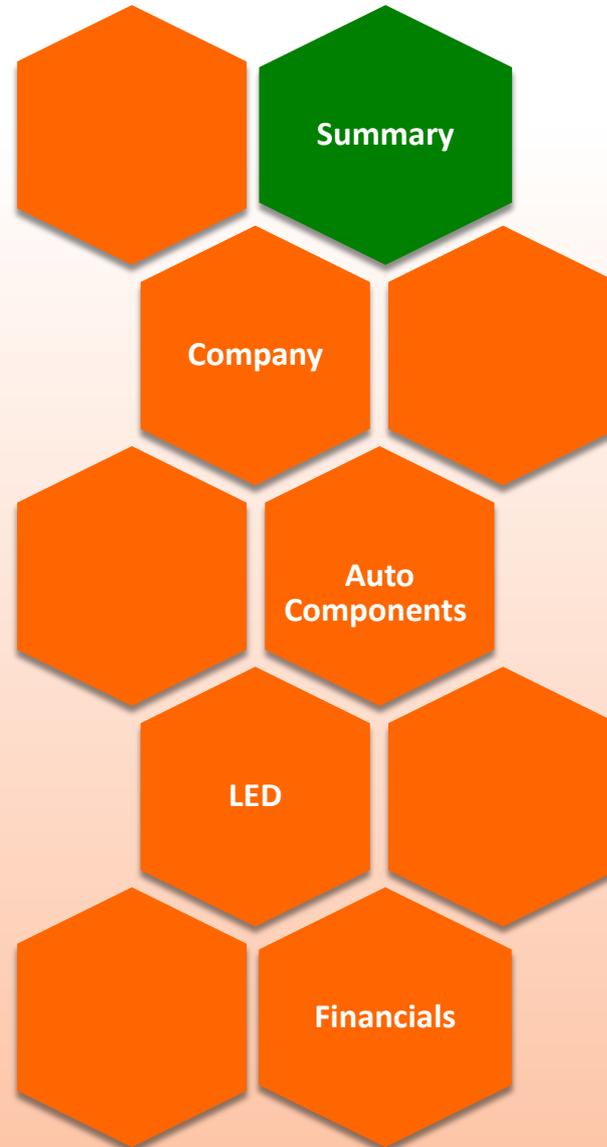
LIGHT UP THE WORLD

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



MAY-2016

Fiem Industries Ltd. – Investor Presentation



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

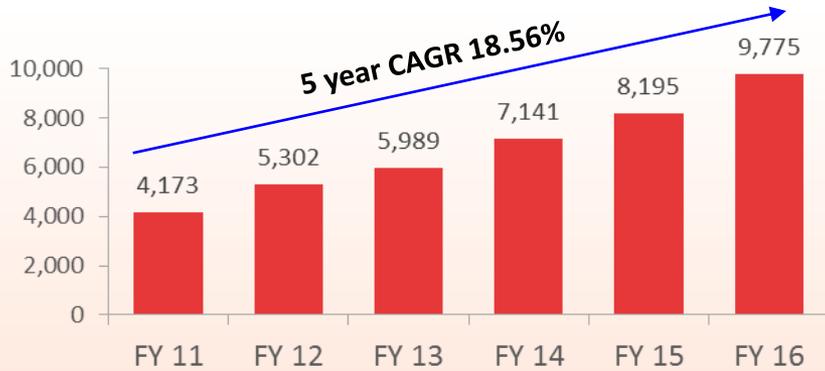
- **Two Wheeler** – Honda, TVS, Suzuki, Yamaha, Eicher Royal Enfield, Mahindra, Harley Davidson etc.
- **Four Wheeler** - Tata Motors, Force Motors, Honda Siel, GM, Hyundai, Daimler, Mahindra Reva etc.

Consolidated Financial Performance

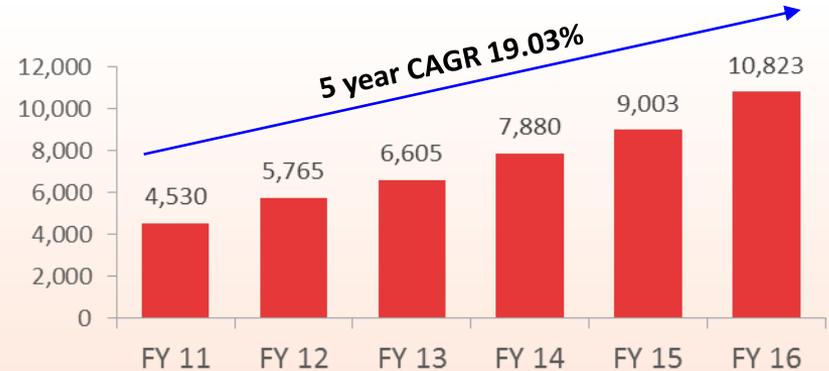
- **Total Income** has grown from **INR 4,279mn** in FY11 to **INR 9,891 mn** in FY16 at 5 year CAGR of **18.24%**
- **EBITDA** has grown from **INR 379mn** in FY11 to **INR 1,282mn** in FY15 at a 5 year CAGR of **27.60%**
- **Net Profit** has grown from **INR 111mn** in FY11 to **INR 573mn** in FY15 at a 5 year CAGR of **38.86%**

FINANCIAL SUMMARY (STANDALONE)

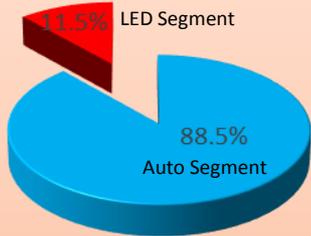
Turnover (Net) Rs. in million



Turnover (Gross) Rs. in million

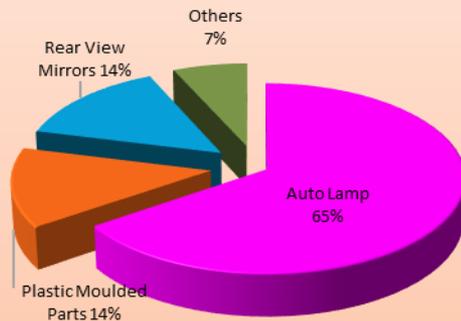


FY16 Segment wise Sales Breakup



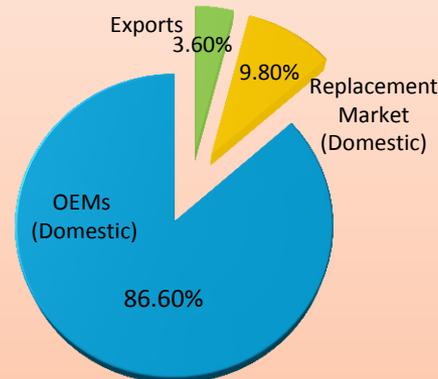
Auto Segment LED Segment

FY16 Revenue Breakup Auto Segment - Product Mix



Auto Lamp Plastic Moulded Parts Rear View Mirrors Others

FY 16 Revenue Breakup Auto Segment - Exports / OEMs / Repl. Market



Exports Replacement Market (Domestic) OEMs (Domestic)

FY 16 Revenue Breakup Auto Segment - 4 Wheeler / 2 Wheeler



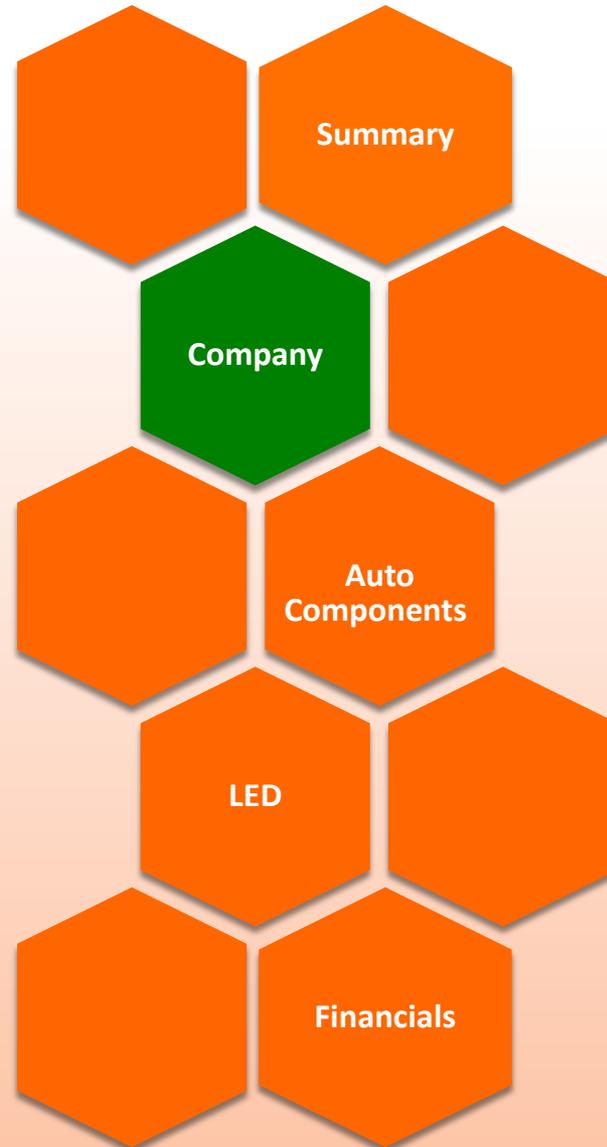
2 wheeler 4 wheeler

Financial Highlights (Standalone): FY 2015-16

- Total Income from Operations for FY 2015-16 is Rs. 986.98 Crore in comparison to Rs. 824.77 Crore in FY 2014-15, **up by 19.67%**
- PAT for FY 2015-16 is Rs. 57.18 Crore in comparison to Rs. 42.26 Crore for FY 2014-15, **up by 35.31%**
- Sales from LED Segment during FY 2015-16 are Rs. 118 Crore (Net).
- EBIDTA Margin in LED Segment is approx. 16.60% and in Auto Segment approx. 12.50%.
- Total Term Loans of the Company as on 31st March 2016 are Rs. 122 Crore which were Rs. 82 Crore as on 31st March 2015.
- Total working capital facility utilization as on 31st March 2016 is Rs.18 Crore which was Rs. 34 Crore as on 31st March 2015.

Operational Highlights (Standalone): FY 2015-16

- Company's newly set-up facility in Gujarat, District Ahmedabad, for manufacturing of automotive lighting and plastic parts etc. has started commercial production w.e.f. 11.01.2016. Total Investment as on March 31, 2016 for this unit is Rs 46 Crore.
- Company is expanding capacity in Tapukara Plant (Rajasthan) and Rai Plant (Haryana) for Manufacturing of LED Lighting products such as LED Bulbs, LED Street Lights and LED Tubes etc.
 - Investment during FY 2015-16 is Rs 48 Crore (Rs. 5 Crore in Rai and Rs 43 Crore in Tapukara).
 - Total Investment as on March 31, 2016 is Rs 74 Crore (Rs 18.50 Crore in Rai and Rs 55.50 Crore in Tapukara.)
- **Progress on LED orders with EESL:**
 - **LED 9W Bulb Order:** 84 Lacs Bulb [Approx. Value Rs. 61 Crore].
 - Fully Completed during FY 2015-16.
 - **LED Street Light Order:** 1.11 lacs Street Lights [Approx. value Rs. 100 Crores].
 - Partly completed during FY 2015-16 (Around 96,700 Street Lights – Value Approx. Rs. 60 Crore).
 - Order yet to be completed: equalant to Rs. 40 Crore.
- **LED Bulbs (9W and 7W) Orders with PVVNL–Meerut (Supply and Distribution):**
 - 7W LED Bulbs: 20 Lac
 - 9W LED Bulbs: 8 Lac
 - Total Value – Rs 23.92 Crore
 - Estimated Period of Supply & Distribution: 10 Months
 - Supply Started during May, 2016



- 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.
- Outside India, the Company has one Wholly owned Subsidiary & one J.V. Company
 - Wholly Owned Subsidiary - Fiem Industries Japan Co., Ltd.
 - JV Company - Centro Ricerche Fiem Horustech SRL, Italy



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

- He is the founder of the Company and is a first generation entrepreneur. He has rich experience over 40 years and is one of the pioneers in the Automotive Lighting Industry in India. He has commenced his business journey since 1970 as a small scale industry and today with his true vision and hard work the company has grown multifold with 9 state-of-art manufacturing facilities in different locations in the North and the South of India. He has emerged as a major leader in the automotive component industry.



Mrs. Seema Jain, Whole-time Director

- She belongs to Business family and was involved in her family business activities right from her college days. Holding B.Sc. Degree from Delhi University with long relevant experience. Actively involved in decision making in the Company besides oversees Finance Functions.



Mr. Rahul Jain, Whole-time Director

- He has done Masters in Business Management from London. He is mainly involved in strategic affairs and Corporate Planning besides close interaction with customer for total customer satisfaction and initiative for new projects. He also oversee the manufacturing operations of various units periodically.



Ms. Aanchal Jain, Whole-time Director

- She has done her Masters in Business Administration in Human Resource & Management from USA. She takes care of Human Resource Management functions of the Company and is also actively involved in Skill Development and Labour Welfare Programme in the Company.



Mr. J.S. S. Rao – Whole-time Director

- He has an overall experience of over 30 years in automotive lighting and components industry involving manufacturing, operational & business strategic functions. He is on the Board of the company and presently responsible for the overseas and South India operations of the Company.



Mr. Kashi Ram Yadav – Whole-time Director

- He has more than 30 years experience in production & manufacturing operations of automotive lightings, signalling equipments and rear view mirrors. He is on the Board of the company and responsible for production and manufacturing operations in North India Units of the Company.



Mr. Rajesh Sharma - Executive Director

- He is having an experience of more than 30 years in the fields of Marketing, Sales and new product developments, majorly in Automotive Lighting and Rear View Mirrors along with other Auto Components. Presently, he is heading Marketing and New Business Development (OEMs).

**Mr. O.P. Gupta -
Chief Financial
Officer**



- He is having experience of over 28 years in the fields of accounts, finance and taxation. He is a member of the ICAI, ICSI and ICWAI. He is responsible for financial planning, budgeting, taxation, fund management and financial reporting functions in the company

**Mr. Arvind K. Chauhan -
Company Secretary**



- With 15 Years experience in secretarial & legal field, he is responsible for secretarial, legal and corporate compliance matters of the Company. He is a Fellow Member of Institute of Company Secretaries of India and LLB from Delhi University

**Mr. Piyush Gahalaut – Head
LED**



- With around 20 years experience and vast knowledge in the field of Lighting Electronics R&D & Business Development. He has worked with lighting Industry leaders like Surya Roshni, Havells and Osram in Product Development, Manufacturing and Quality Management especially in Solid State Lighting / LED & LED Lighting Systems in Optics, Electronics Design, Thermal Design & Mechanical Design. Currently he is heading the LED Lighting Division in the Company.

**Mr. G.V. George – Head
(Product Validation &
Homologation)**



- He is having an experience of more than 30 years in the field of R&D in Automotive Components, with major focus in testing evaluation and homologation. Presently he is looking after testing, products validation and homologation etc.
- He is an active member in AISC Panel and BIS Panel for the formulation of Indian Automotive Standards.

**Mr. R.K. Bansal- Head
(Electronics &
Electrical)**



- He has over 30 years of experience, in Electronics & Electrical industry. He is BE in E&C Engg. and has vast experience of new product development. He is heading the product development for LED Luminaires and Integrated Passenger Information Systems.

**Dr. H.C. Kandpal (MSc, Ph.D)
Vice-President (R&D)**



- He was formerly the Chief Scientist, National Physical Laboratory, New Delhi, and Professor of AcSIR, New Delhi. He is Lead and Technical Assessor for NABL
- He is having R&D experience in Lighting for more than 40 years. He is a reputed scientist in the field of Lighting and basic research. He is recipient of CSIR Young Scientist - Award in Lighting and Fellow National Academy of Sciences (FNASc) in Lighting and Optics. He has guided several students, in the capacity as a Professor, for their Doctoral Degree.
- He has vast exposure for establishing Research Labs for Photometry Solutions.



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, Sonapat (Unit 1)
- 1996- Fiem Sung San (India) Ltd., a JV Company was established
- 1998- Multi Focal Reflector first time introduced in India by FIEM



2001-2007

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



2008-2012

- 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



2013 - 2016

- 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.

9 PLANTS ACROSS INDIA



Unit-I, Kundli (HARYANA)



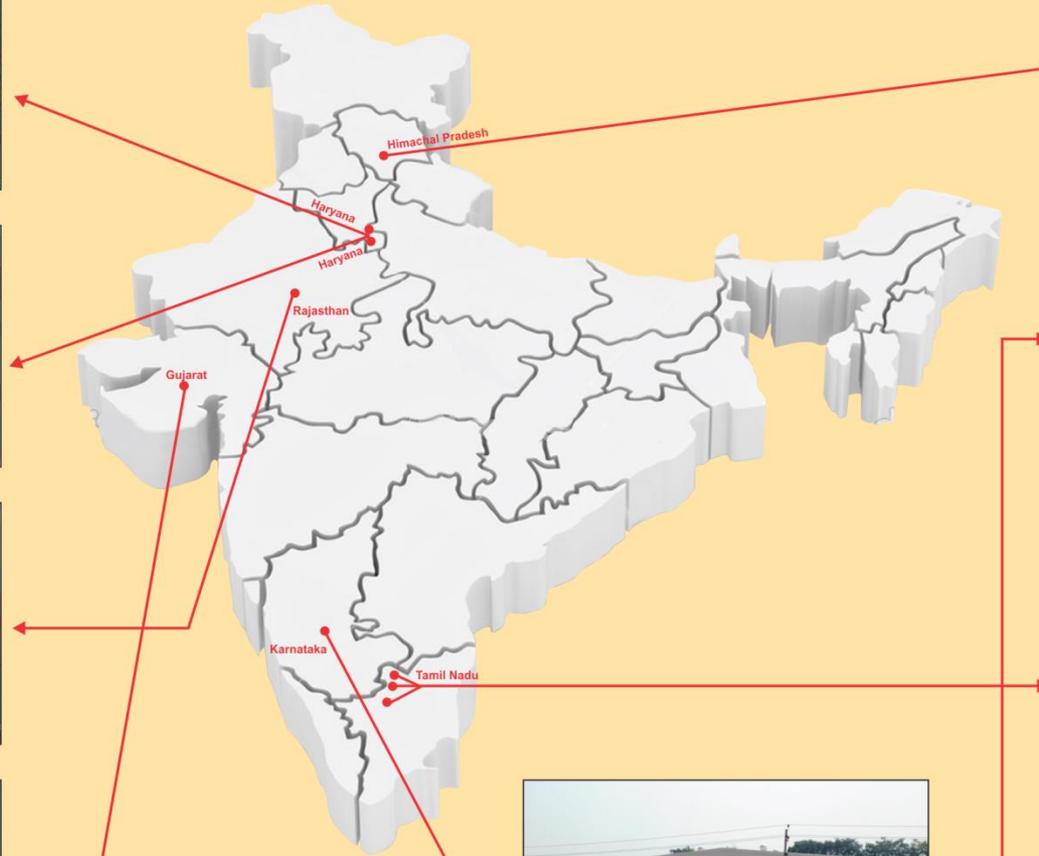
Unit-VII, Rai, Sonapat (HARYANA)



Unit-VIII, Tapukara (RAJASTHAN)



Unit-IX, Ahmedabad (GUJARAT)



Unit-VI, Nalagarh (HIMACHAL PRADESH)



Unit-II, Hosur (TAMIL NADU)



Unit-III, Hosur (TAMIL NADU)



Unit-IV, Mysore (KARNATAKA)



Unit-V, Hosur (TAMIL NADU)



Unit - 1 Kundli, Sonapat, Haryana

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



Unit - 2 Hosur, Tamil Nadu

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



Unit - 3 Hosur, 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 View Fender Assembly



Unit - 5 Hosur, 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, Sonapat, 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 42,863 Sq. Mtrs.
- Products Mfg. - Plastic Injection moulded components, LED lights



Unit 9 - Ahmedabad, Gujarat

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

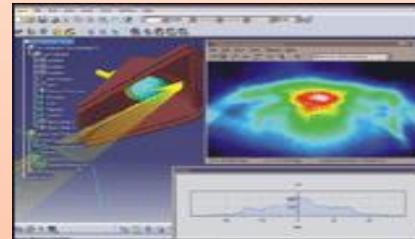
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science and Industrial Research has accorded Recognition to Company's in-house R&D Unit situated at Rai Industrial Estate, Sonapat
- 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

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

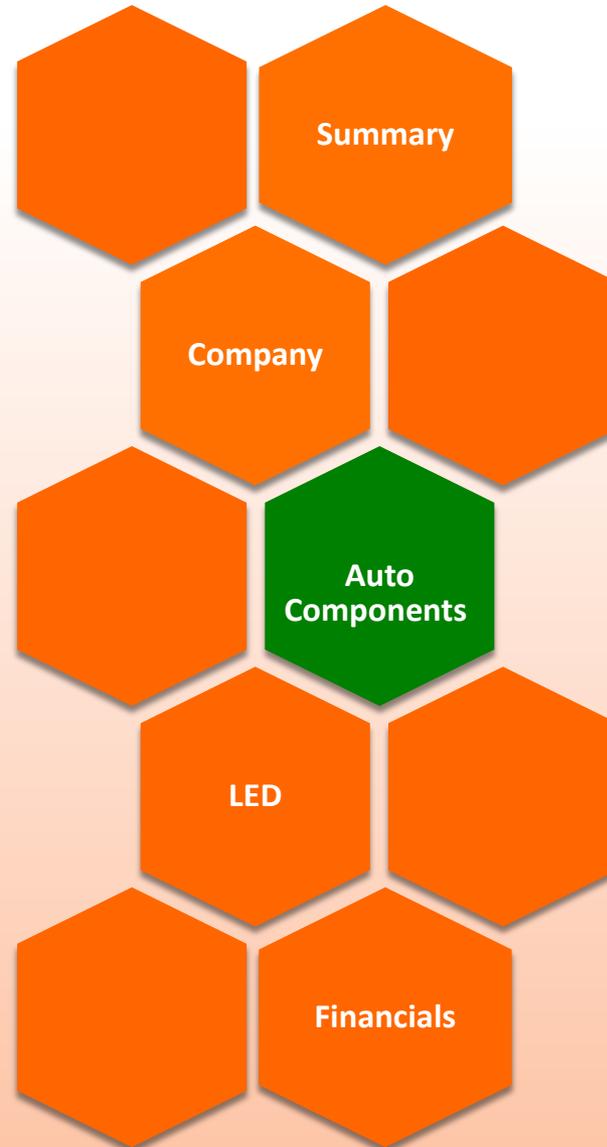
Up-Coming Ventures

- Signed 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. These companies are group companies of **Japanese conglomerates Honda** and **Toyota** respectively. The Key Sets will be for four-wheeler as well as for two-wheeler vehicles.
- MOU signed with **Aisan Industry Co. Ltd., Japan** for **Canister (Emission Control System) for Indian Two- wheeler Market.**

MORE THAN 50+ AWARDS SINCE 1991



- 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**
- Appreciation Certificate from **Hyundai Motor India Ltd. -2008**



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 9 – Ahmedabad, Gujarat

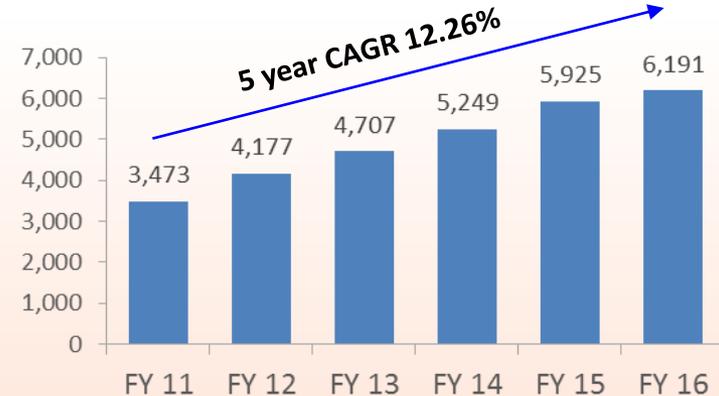


Cert. No. T - 3799
NABL Accredited Lab.

Top Clients



Automotive Light Contribution



Head and Rear Lamps



Mahindra Reva Electric Car Lamps

AUTOMOTIVE LIGHTS & REAR VIEW MIRRORS Light Up The World

20



Activa-Head Lamp



Activa-Tail Lamp



Eterno-Blinker Light



Shine-Blinker Light



Activa-Rear View Mirror



Apache-Head Lamp



Scooty-Head Lamp



Apache-Tail Lamp



Star Sports Blinker Light



Scooty Pep Rear View Mirror



Indica-Head Lamp



Sumo-Tail Lamp



Safari-Roof Light



Sumo-Blinker Light



Tata Estate/Sierra/Sumo Rear View Mirror



Traveller New -Head Lamp



Traveller New -Tail Lamp



Traveller New -Fog Light



Matador Tail Lamp



Traveller New Rear View Mirror

- **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.

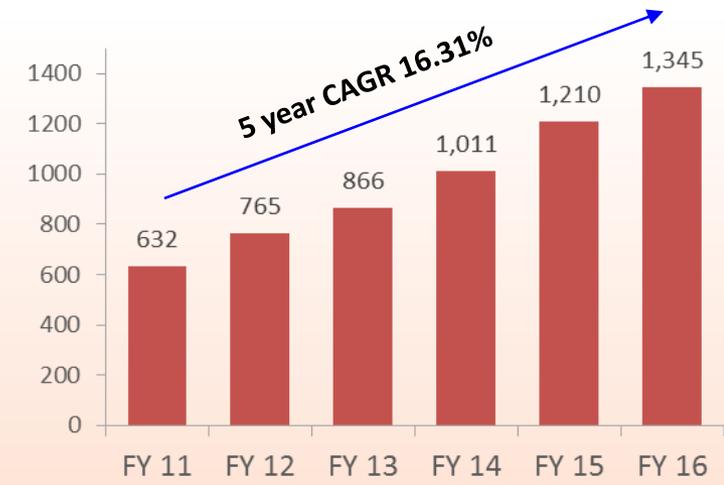
• **Manufacturing Facilities for Rear View Mirrors:**

- Unit 1 - Kundli, Sonapat, Haryana
- Unit 2 - Hosur, Tamil Nadu
- Unit 5 - Hosur, Tamil Nadu
- Unit 6 - Nalagarh, Himachal Pradesh

• **Top Clients**



Rear View Mirror Contribution



Rear View Mirrors



- **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.

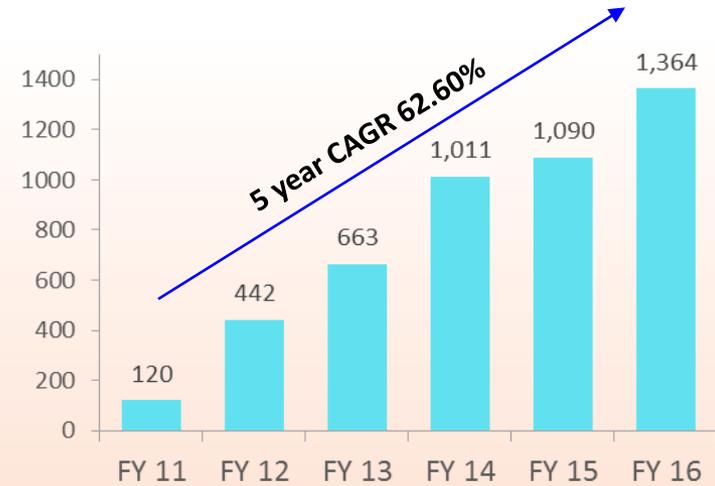
- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**

- Unit 2 - Hosur, Tamil Nadu
- Unit 8 - Tapukara, Rajasthan

- **Top Clients**



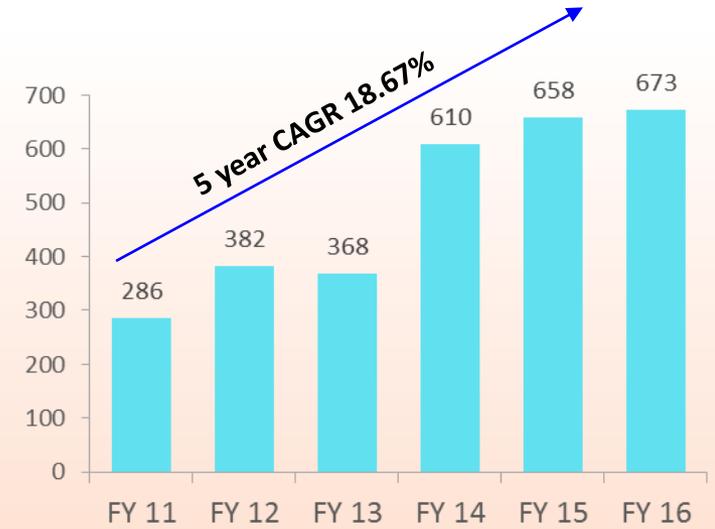
Plastic Moulded Parts Contribution



Plastic Moulded Parts



Others Contribution



Sheet Metal 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

• **Top Clients**



- 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.



Two wheeler segment (Domestic)-



Two wheeler segment (Global Customers)



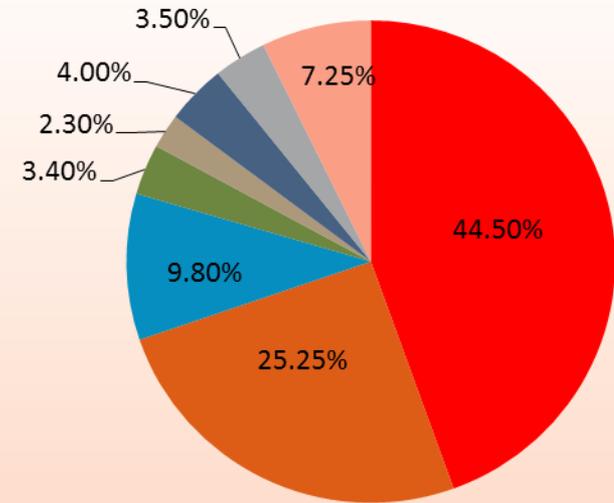
Four wheeler segment (Domestic)-



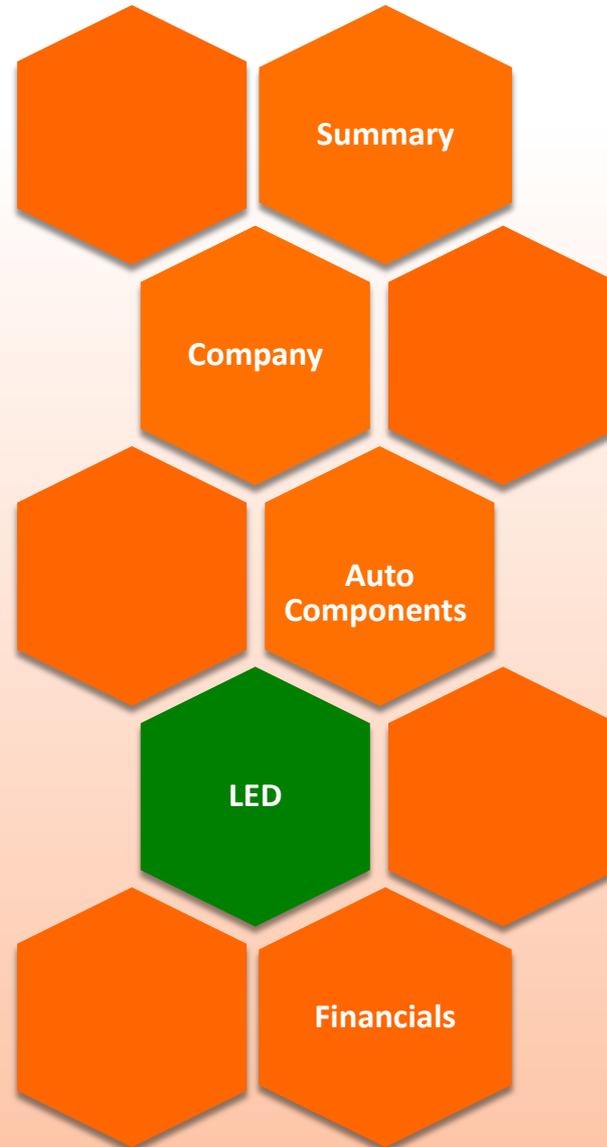
Four wheeler segment (Global Customers)-



FY16 Top Clientele Contribution – Automotive Segment



- HONDA MOTORCYCLE
- TVS MOTOR COMPANY
- REPLACEMENT MARKET
- SUZUKI Motorcycle
- MAHINDRA Two Wheeler
- Eicher Royal Enfield
- INDIA YAMAHA
- Other Customers



- 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, Sonapat, 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

LED Luminaires



LED Passenger Info Display System



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

LED Solar Lantern



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



- **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



- **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



Energy Efficiency Services Ltd.



Ministry of Shipping
(Govt. of India)



CRPF



Indian Railways



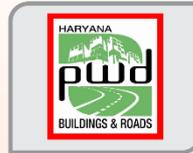
Indian Oil Corporation Limited



Rashtriya Chemicals & Fertilizers Ltd.
(A Government of India Enterprise)



Indian Trade Promotion
Organisation



PWD Haryana



Amity University



INTERNATIONAL CENTRE FOR AUTOMOTIVE
TECHNOLOGY (ICAT)



Hyatt Regency



Honda Motorcycle and
Scooter Pvt. Ltd.



SUZUKI Motorcycle



Motherson Sumi Systems Ltd.



Scooters 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

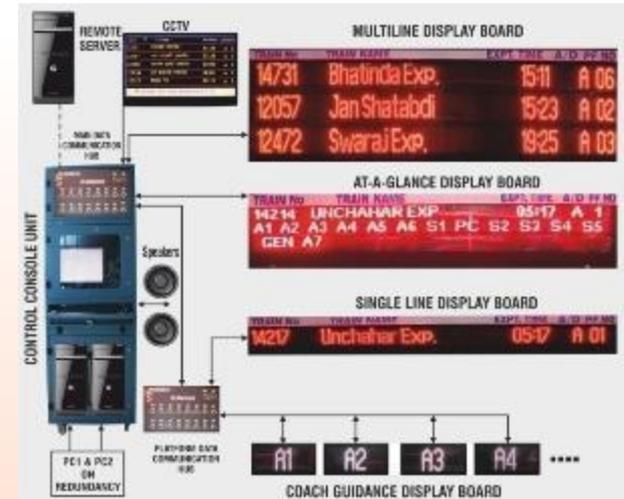
ADVANTAGE OF FIEM LED BULB VS CONVENTIONAL LIGHTS

	 <u>Fiem LED Bulb</u>	 <u>CFL</u>	 <u>Incandescent Bulbs</u>
Life Expectancy	>35,000hrs	8,000hrs	1,200hrs
Watt	7watts	13-15watts	60watt
Kwh of electricity used in 50,000hrs	350	700	3,000
Hazardous Material	None	5mg mercury/bulb	None
Color Rendition	Wide range of color	Restricted color	Restricted color
Dimmability	Yes	Restricted Possibility	Yes
Robustness	Breakable	Sensitive	Sensitive
Start up time	Instant	Delay	Instant
Disposal	Via Landfill	As per guidelines	Via Landfill
Light Efficiency	$620\text{lum}/7=90\text{ Im/wtt}$	$620/15=53\text{ Im/wtt}$	$620/60=13\text{ Im/wtt}$
Maintenance	Negligible	High	High

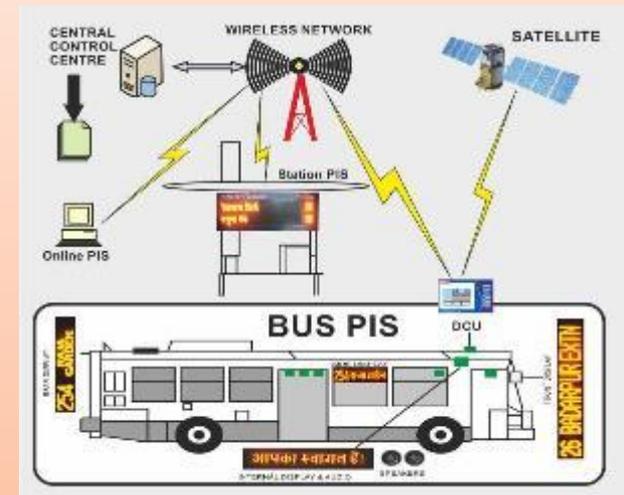
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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



Railway Stations where IPIS Systems Installed / Under Installation

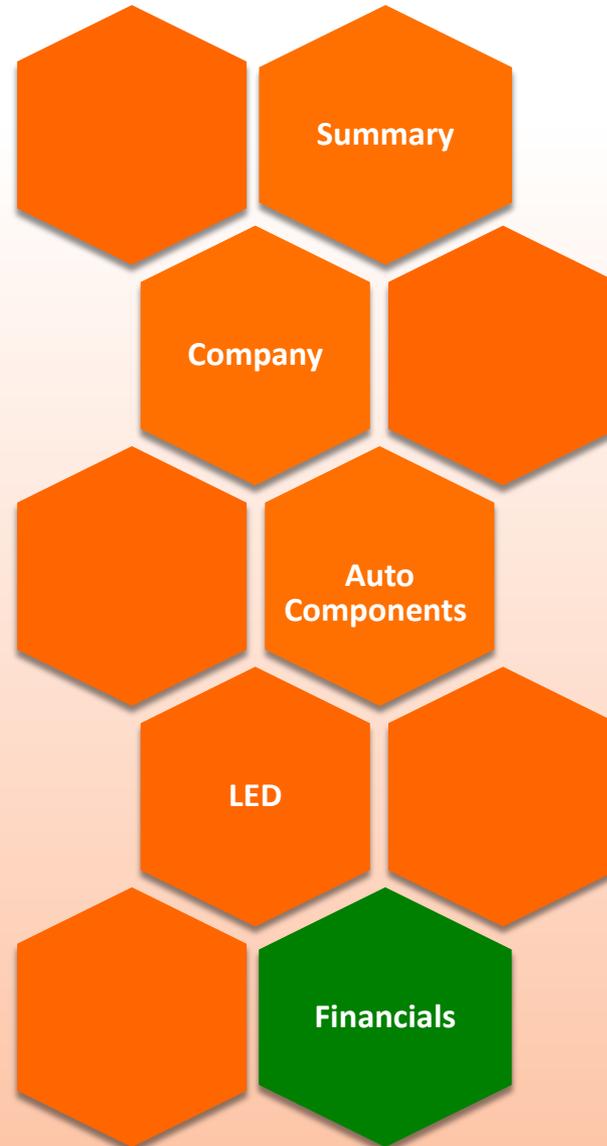
- Uttar Pradesh - Lucknow Main Station, Varanasi, Phaphund
- Andhra Pradesh - Parvathipuram
- Maharashtra - Dhanu Road Station
- Rajasthan - Bikaner, Lalgargh, Suratgarh, Hanuman Garh, Sriganganager, Chittorgarh
- Haryana - Hisar & Bhiwani
- Gujarat - Bhavnager, Veraval, Junagarh
- Andhra Pradesh - Vishakhapatnam Main Station, Vankatagiri, Sri Kala Hasti
- Madhya Pradesh - Ujjain, Indore, Ratlam, Dewas, Nimuch, Mandsaur
- Bihar - Chhapra
- Uttar Pradesh - Gonda, Badshanagar, Mankapur, Khalilabad, Basti, Kasganj, Farrukhabad
- Uttarakhand - Haridwar, Kathgodam, Haldwani, Lalkuan



IPIS Systems for Buses

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





CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15	FY16
Total Income*	4,279	5,355	6,068	7,212	8,264	9,891
Expenses	3,900	4,675	5,361	6,321	7,227	8,609
EBITDA	379	680	707	891	1,037	1,282
EBITDA Margin	8.85%	12.70%	11.65%	12.35%	12.55%	12.96%
Depreciation & Amortization	130	169	183	218	307	331
Finance Cost	95	208	130	145	121	158
PBT	154	303	394	528	609	793
Taxes	43	92	117	155	184	220
PAT	111	211	277	373	425	573
PAT Margin	2.59%	3.95%	4.57%	5.17%	5.14%	5.79%
EPS	9.25	17.67	23.17	31.16	35.51	47.93

* Includes Other Income

CONSOLIDATED BALANCE SHEET

Particulars (INR Mn)	FY14	FY15	FY16
<u>EQUITY AND LIABILITIES</u>			
Shareholders Fund			
Share Capital	120	120	120
Reserve and Surplus	1,849	2,153	2,612
Total Shareholders Fund	1,969	2,273	2,732
Non Current Liability			
Long Term Borrowing	580	515	908
Deferred Tax liabilities (net)	275	276	297
Other Long Term Liabilities	0	0	2
Long Term Provision	11	20	85
Total Non Current Liability	866	811	1,292
Current Liabilities			
Short Term Borrowing	293	343	183
Trade Payable	778	882	1,508
Other long Term Liabilities	547	582	790
Short Term Provision	98	122	83
Total Current Liability	1,716	1,929	2,564
Total	4,551	5,013	6,588

Particulars (INR Mn)	FY14	FY15	FY16
<u>ASSETS</u>			
Non Current Assets			
Fixed Assets	3,131	3,391	4,276
Non Current Investment	0	0	0
Long term Loan and Advances	55	77	114
Other Non Current Assets	1	1	87
Total Non Current Assets	3,187	3,469	4,477
Current Assets			
Inventories	424	514	661
Trade Receivables	768	868	1186
Cash and Bank Balance	20	34	45
Short term Loans and Advances	145	124	209
Other Current Assets	8	4	10
Total Current Assets	1,364	1,544	2,111
Total	4,551	5,013	6,588

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15	FY16
Total Income*	4,213	5,339	6,025	7,190	8,257	9,880**
Expenses	3,831	4,659	5,323	6,299	7,223	8,600
EBITDA	382	680	702	891	1,034	1,280
EBITDA Margin	9.10%	12.70%	11.70%	12.40%	12.52%	12.95%
Depreciation & Amortization	130	169	184	218	306	330
Finance Cost	95	208	129	144	121	158
PBT	157	303	389	529	607	792
Taxes	43	92	116	155	184	220
PAT	114	211	273	374	423	572
PAT Margin	2.71%	3.96%	4.53%	5.20%	5.12%	5.79%
EPS	9.55	17.68	22.83	31.27	35.33	47.80

* Includes Other Income

** During the FY 15-16, LED Segment sales is Rs. 1180.04 Million

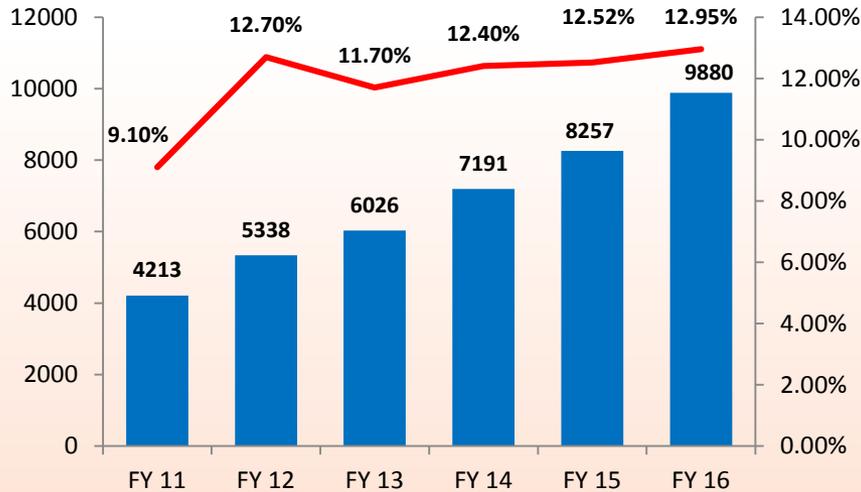
STANDALONE BALANCE SHEET

Particulars (INR Mn)	FY14	FY15	FY16
<u>EQUITY AND LIABILITIES</u>			
Shareholders Funds			
Share Capital	120	120	120
Reserves & Surplus	1,851	2,153	2,611
Total - Shareholders Funds	1,971	2,273	2,731
Non Current Liabilities			
Long term Borrowings	580	515	908
Deferred Tax Liabilities (Net)	275	276	297
Other Long Term Liabilities	0	0	2
Long Term Provision	11	20	84
Total Non Current Liabilities	866	811	1,291
Current Liabilities			
Short-Term Borrowings	293	343	183
Trade Payables	775	884	1,508
Other Current Liabilities	545	580	790
Short-term provisions	98	122	82
Total Current Liabilities	1,711	1,929	2,563
GRAND TOTAL	4,548	5,013	6,585

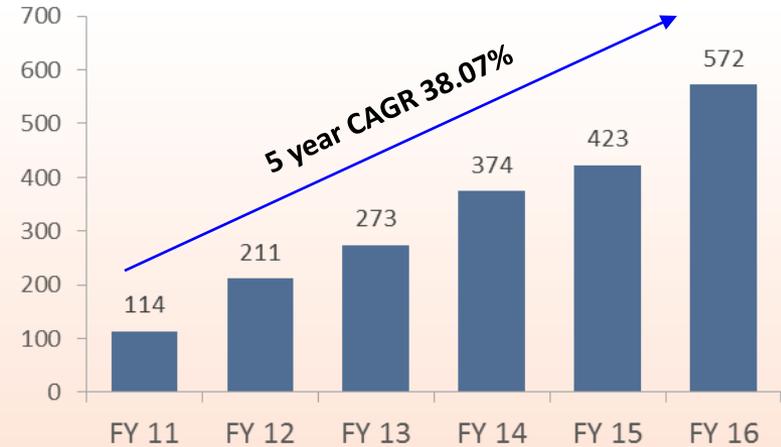
Particulars (INR Mn)	FY14	FY15	FY16
<u>ASSETS</u>			
Non Current Assets			
Fixed Assets	3,130	3,388	4,273
Non Current Investment	1	4	7
Long term Loan and Advances	57	79	116
Other Non Current Assets	1	1	87
Total Non Current Assets	3,189	3,472	4,483
Current Assets			
Inventories	424	514	661
Trade Receivables	764	867	1186
Cash and Bank Balance	18	33	37
Short term Loans and Advances	145	123	208
Other Current Assets	8	4	10
Total Current Assets	1,359	1,541	2,102
GRAND TOTAL	4,548	5,013	6,585

STANDALONE FINANCIAL OVERVIEW

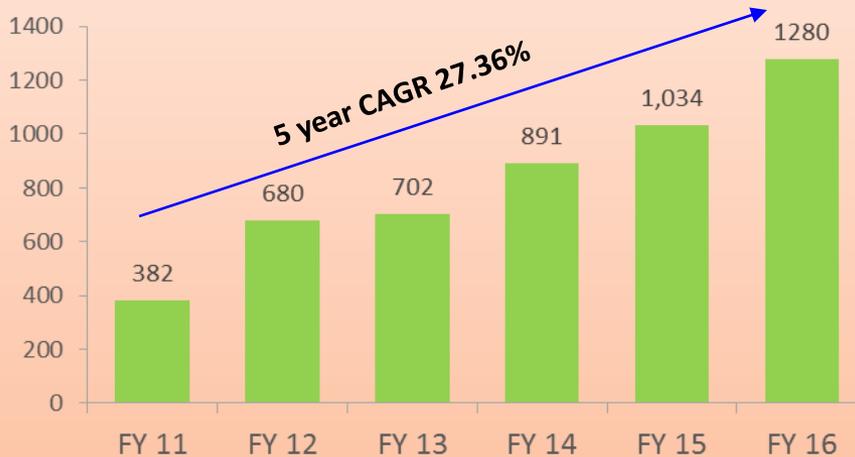
Total Income & EBIDTAM%



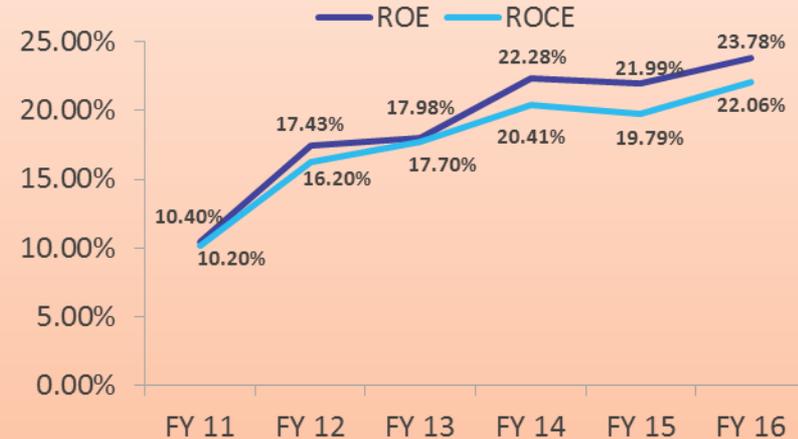
Net Profit



EBITDA



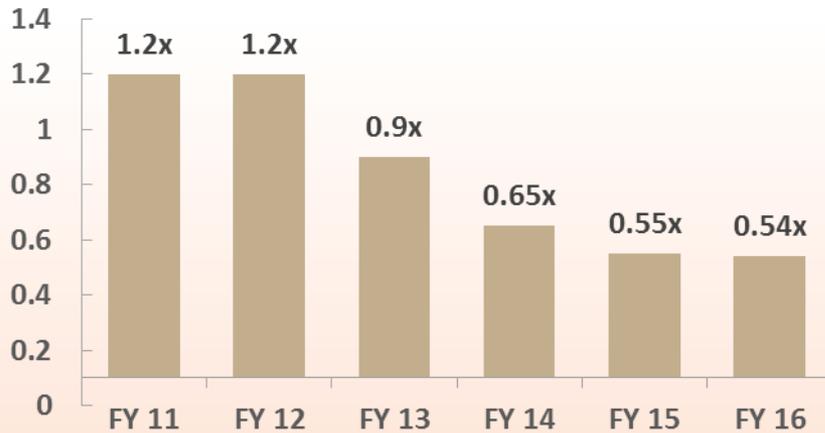
Efficiency Ratio



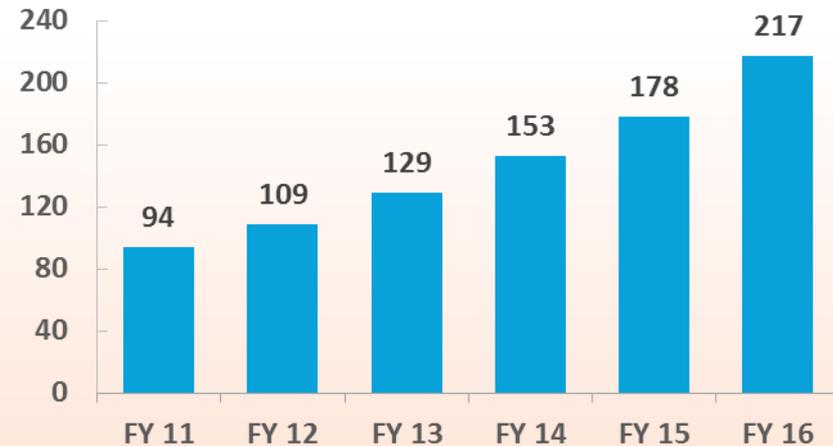
STANDALONE FINANCIAL OVERVIEW

39

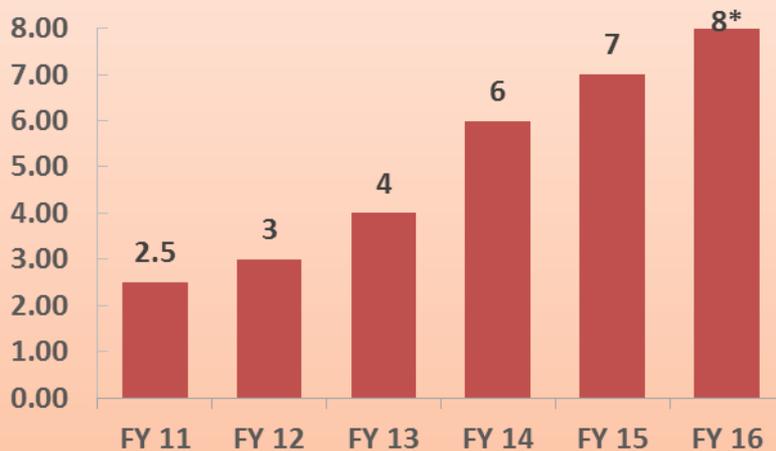
Gross Debt/Equity



Book Value Per Share



Dividend Per Share



Working Capital Days



* Rs 5 Interim Dividend paid and final Proposed Dividend Rs 3

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

THANKS