

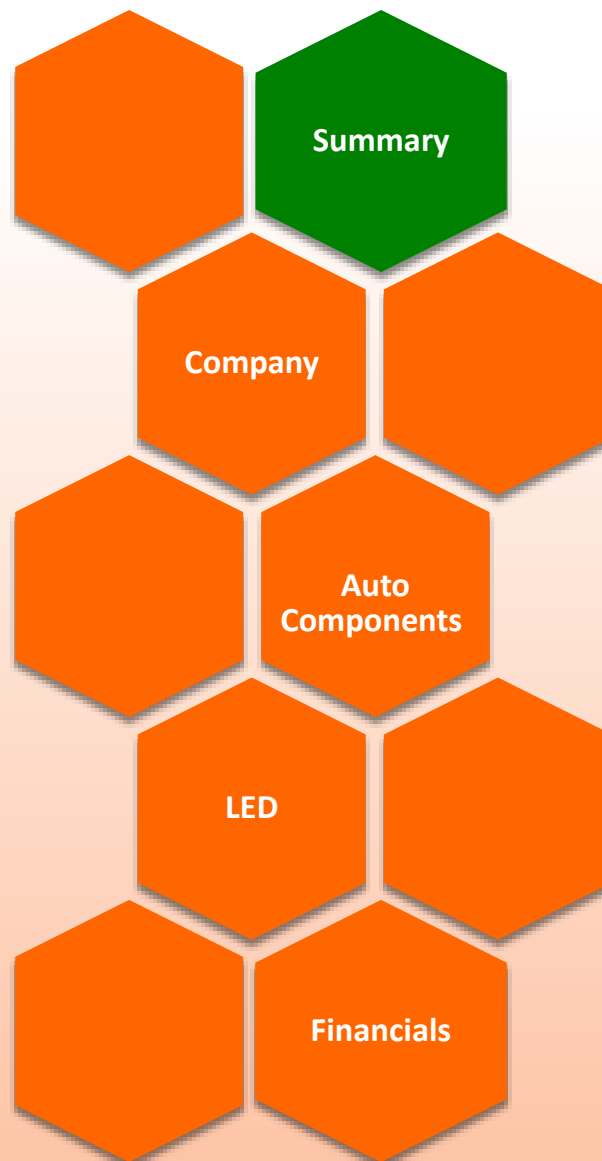


(AN ISO/TS 16949 : 2009, ISO 14001 : 2004, OHSAS 18001 : 2007 & ISO 9001 : 2008 CERTIFIED COMPANY)



NOV-2015

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 Division

- Automotive Lamps - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc.
- Rear View Mirrors
- Sheet Metal Parts
- Plastic Moulded Parts

LED Division

- 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 Segment** – Honda, TVS, Suzuki, Yamaha, Mahindra, Harley Davidson etc.
- **Four Wheeler Segment** - Tata Motors, Force Motors, Honda Sael, GM, Hyundai, Daimler, Mahindra Reva etc.

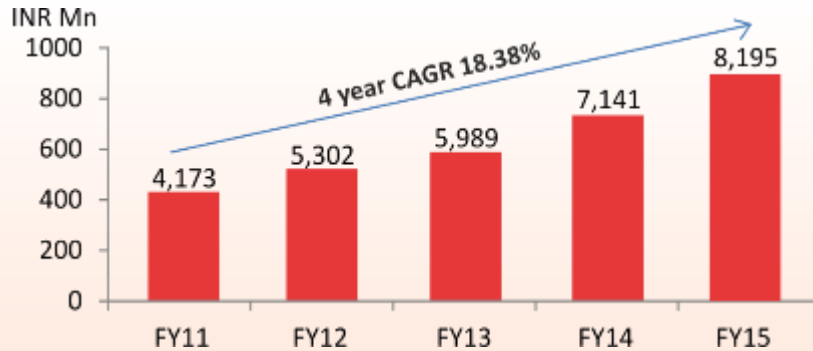
Consolidated Financial Performance

- **Total Income** has grown from **INR 4,279mn** in FY11 to **INR 8,264 mn** in FY15 at 4 year CAGR of **17.89%**
- **EBITDA** has grown from **INR 379mn** in FY11 to **INR 1037mn** in FY15 at a 4 year CAGR of **28.61%**
- **Net Profit** has grown from **INR 111mn** in FY11 to **INR 425mn** in FY15 at a 4 year CAGR of **39.88%**

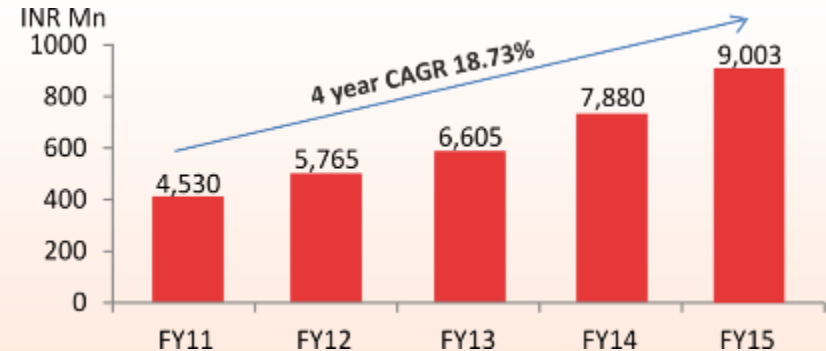
FINANCIAL SUMMARY (STANDALONE)

4

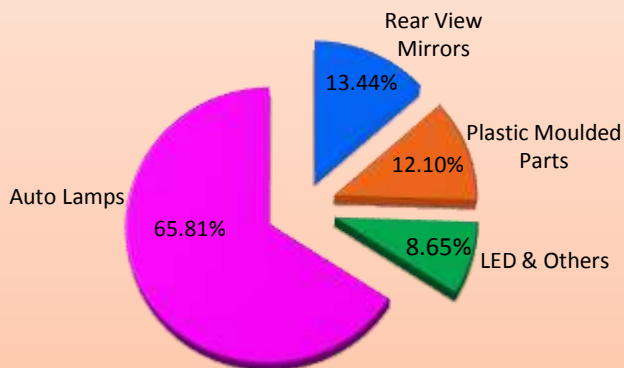
FY15 Turnover (Net) Rs. in million



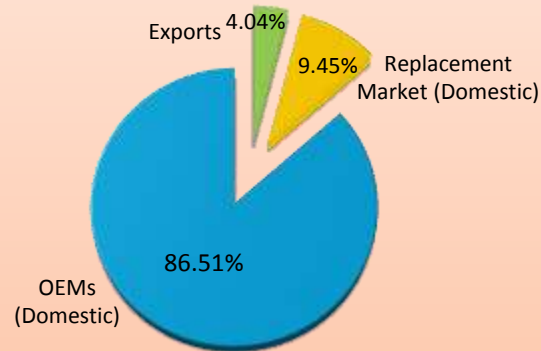
FY15 Turnover (Gross) Rs. in million



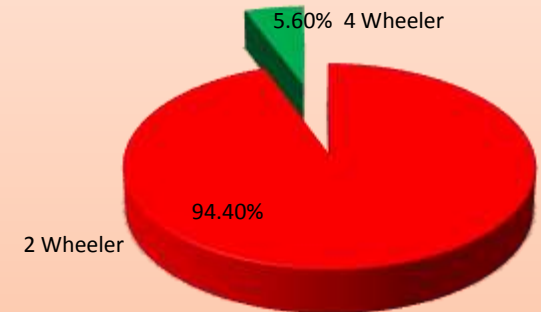
FY15 Revenue Breakup Product Mix



FY 15 Revenue Breakup Exports / OEMs / Replacement Market



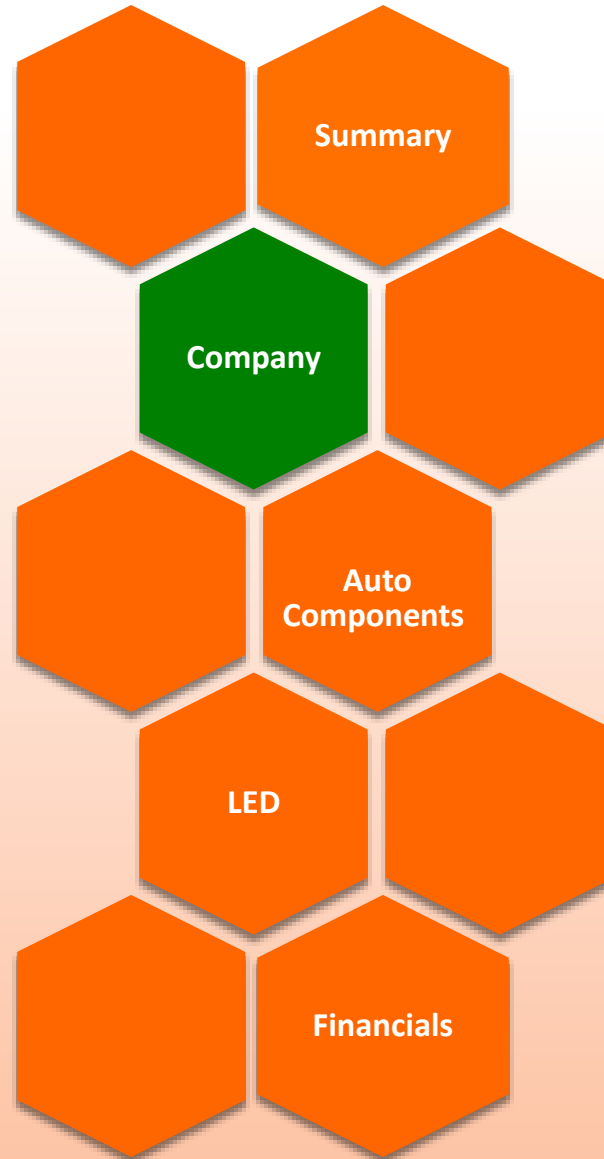
FY 15 Revenue Breakup 4 Wheeler / 2 Wheeler



■ Rear View Mirrors
 ■ Plastic Moulded Parts
 ■ LED & Others
 ■ Auto Lamps

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

■ 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, a first generation entrepreneur.
- 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).

- He is having experience of over 26 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. O.P. Gupta -
Chief Financial
Officer**



- With 13 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. Arvind K. Chauhan -
Company Secretary**



- 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. Piyush Gahalaut – Head
LED**



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



- 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.

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



- 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 an internationally 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 is known Nationally and Internationally for establishing Research Labs for Photometry Solutions.

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





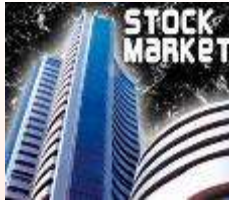
1989-1993

- 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 a 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 - 2014

- 2013 - Entered into a 50:50 JV with Horustech Lighting of Italy for setting up a design centre
- 2014 - Integrated Passenger Information System with LED Display (IPIS) approval received from RDSO (Railways).
- 2014 – MOU with two Japanese companies Honda Lock Mfg. Co. and Toyota Tsusho Corporation, for mfg of Key Sets, Door Mirrors and Outside Handles

PLANT LOCATIONS

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Unit 1: Kundli, Sonapat (Haryana)



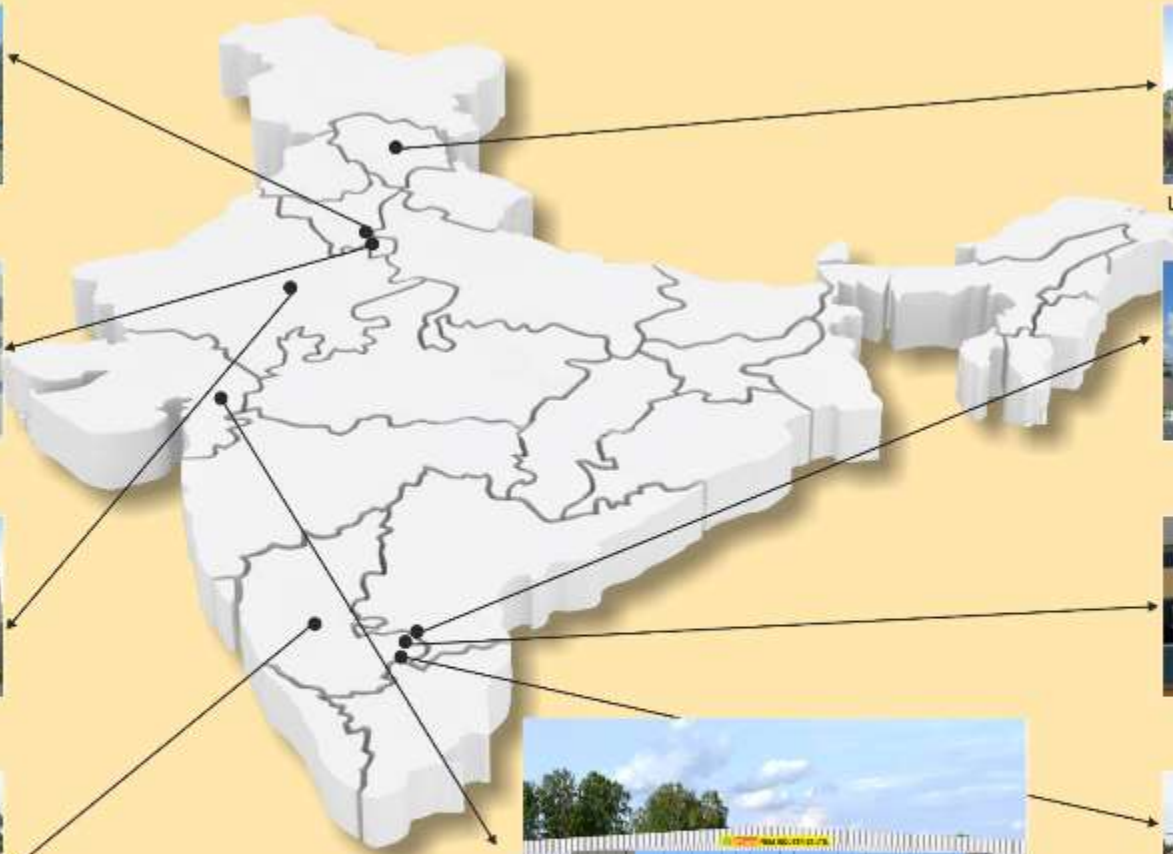
Unit 7 Rai, Sonapat (Haryana)



Unit 8: Tapukara (Rajasthan)



Unit 4: Mysore (Karnataka)



Unit 6: Nalagarh (Himachal Pradesh)



Unit 2: Hosur (Tamil Nadu)



Unit 3: Hosur (Tamil Nadu)



Unit 9: Ahmedabad (Gujarat)



Unit 5: 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 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

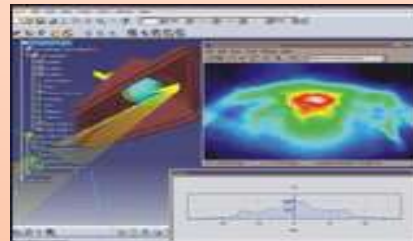
- FIEM's state of the art R&D Unit offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science and Industrial Research has accorded Recognition to Company's in-house R&D Unit situated at Rai Industrial Estate, Sonapat
- The Company's R&D Unit is established with modern infrastructure, state-of-the-art technology, equipped with latest software, qualified and experienced manpower.
- FIEM's in-house R&D unit does various kinds of testing such as Product Testing, Photometry Testing, Environmental Testing, Thermal Tests, Electronic Test, Vibration Test, Chemical Test, Mechanical Tests etc.
- **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 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
- Also 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

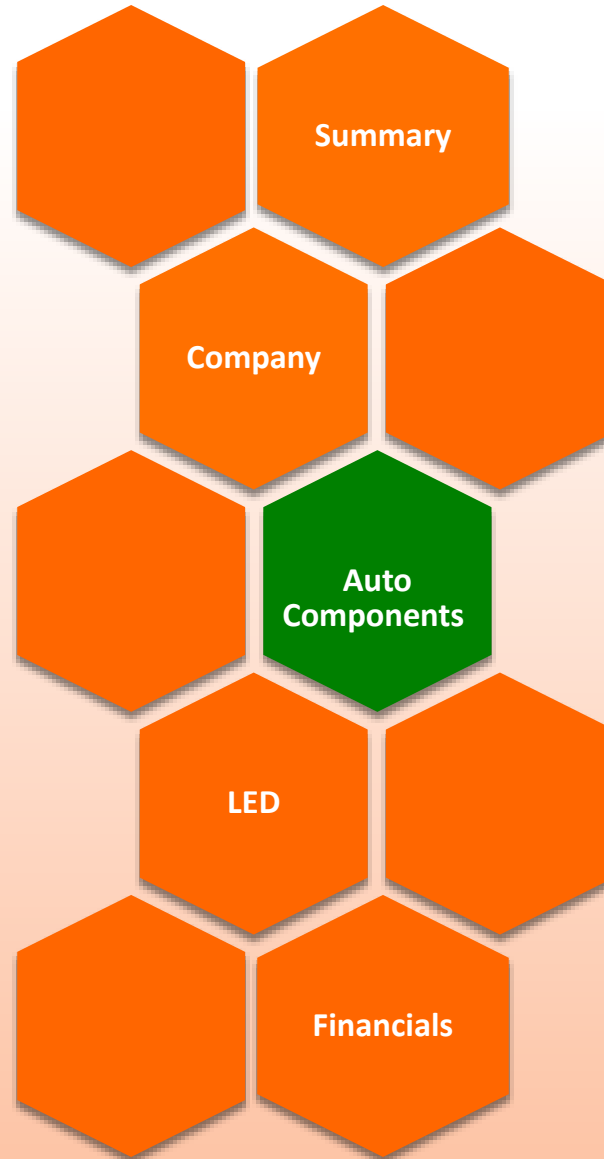
- Signed MOU with **Honda Locks Mfg. Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for a joint venture proposal in India for manufacturing of Key Sets, Door Mirrors and Outside Handles. These companies are group companies of **Japanese conglomerates Honda** and **Toyota** respectively. The Key Sets will be for four-wheeler as well as for two-wheeler vehicles.
- **MOU signed with Yamato Industrial Co. Ltd., Japan** for manufacturing of automotive parts, i.e., Control Cables, Pipes, Resin Dies, Throttle Wires, Sensors & Switches etc.

MORE THAN 50+ AWARDS SINCE 1991



- **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**

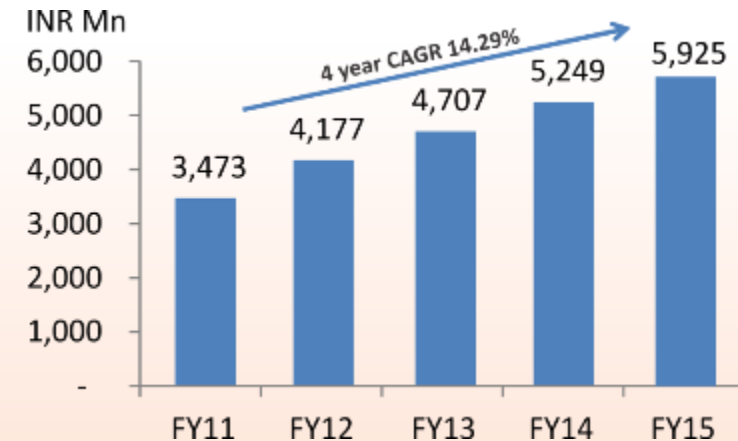




FIEM is one of the most renowned names in Automotive Lightings & Signalling Equipments with the history of around four decades. The company is associated with some of the most prestigious OEM customers in India.

- 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.
- 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
- Top Clients**

Automotive Light Contribution



Head and Rear Lamps



AUTOMOTIVE LIGHTS & REAR VIEW MIRRORS

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**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.

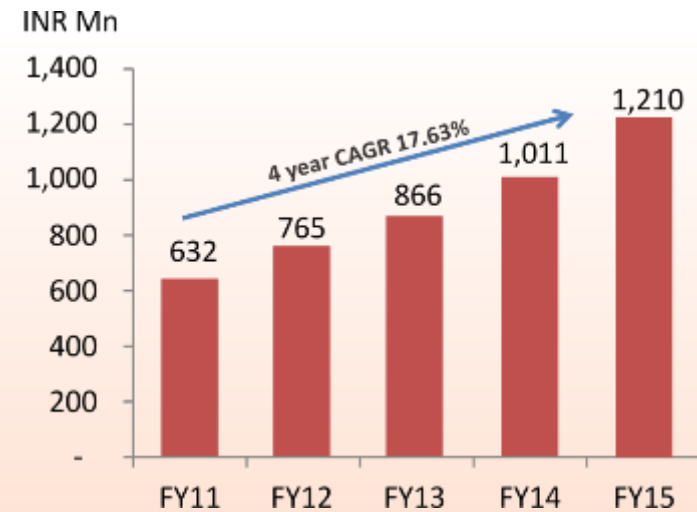
- **Manufacturing Facilities for Rear View Mirrors:**

- 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. etc.

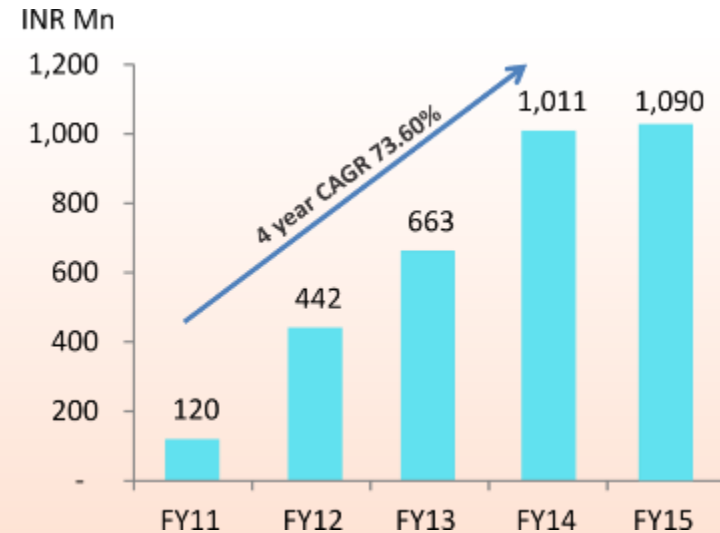
Manufacturing Facilities for Standalone Plastic Moulded Parts:

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

Top Clients



Plastic Molded Parts Contribution



Plastic Molded Parts



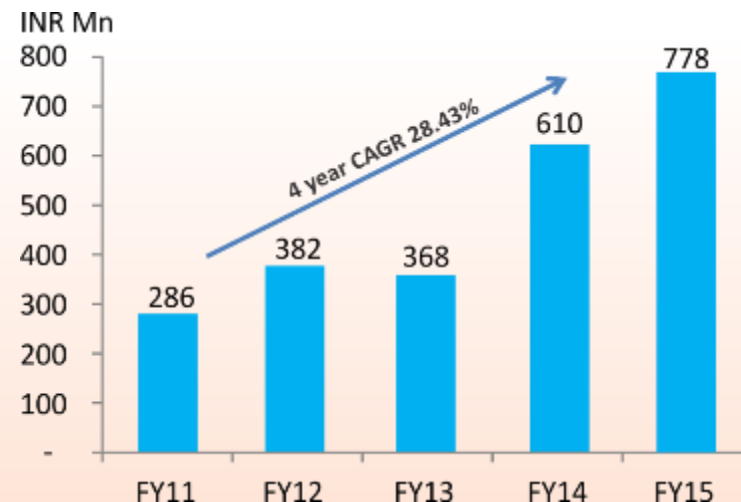
Others Include items contributing less than 10% of Total Sale, mainly includes Fabrication items, LED products, etc.

- **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



Others Contribution



Sheet Metal Parts



- 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)



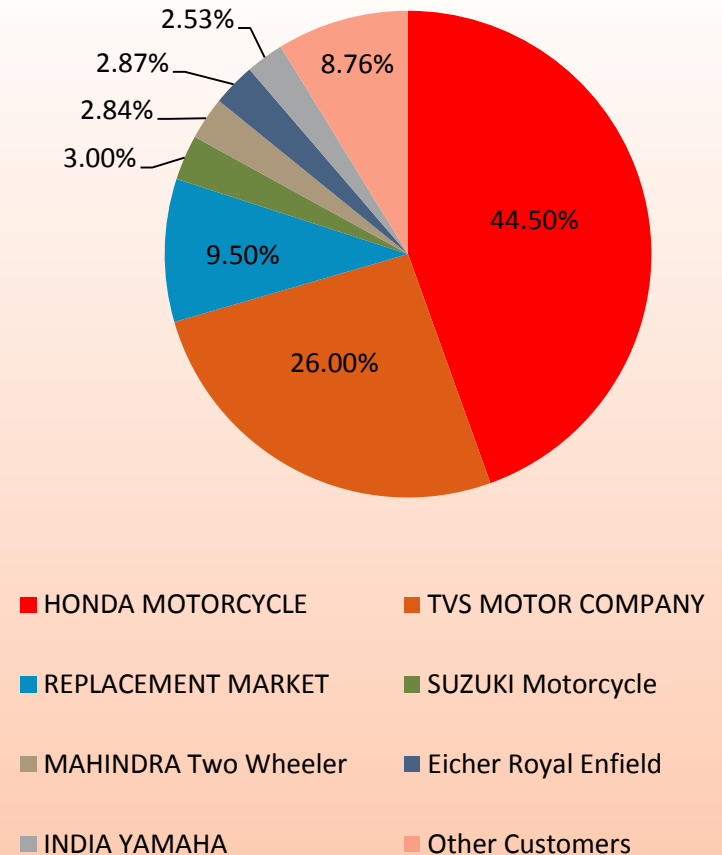
Four wheeler segment (Domestic)-

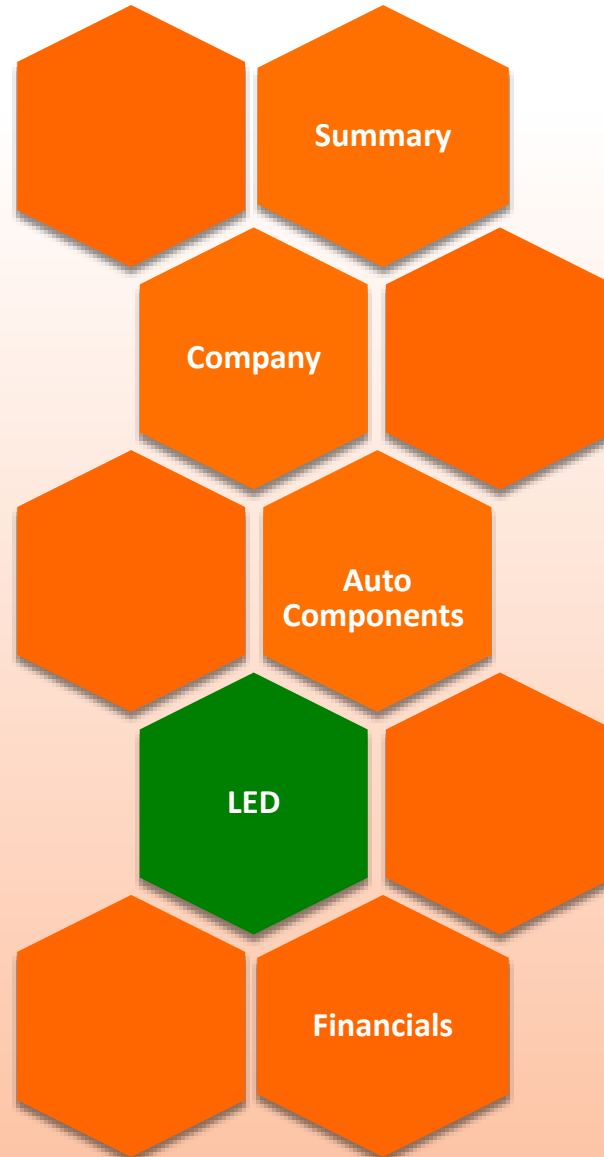


Four wheeler segment (Global Customers)-



FY15 Top Clientele Contribution





- After strengthening its position in the Automotive Industry, FIEM has already diversified into two more additional segments:
 - 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 LEDs 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**.
- 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 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 Luminaires & Display**

LED Luminaires



LED Passenger Info Display System



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.

ADVANTAGE OF FIEM LED BULB VS CONVENTIONAL LIGHTS

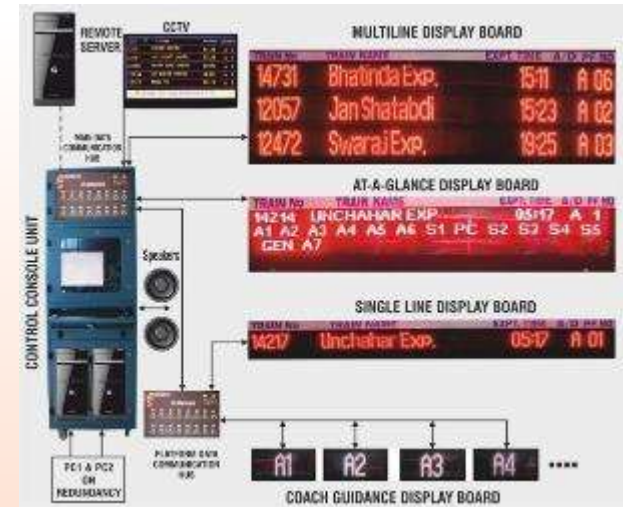
28

	 <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	$620\text{lum}/7=90\text{ lm/wtt}$	$620/15=53\text{ lm/wtt}$	$620/60=13\text{ lm/wtt}$
Maintenance	Negligible	High	High

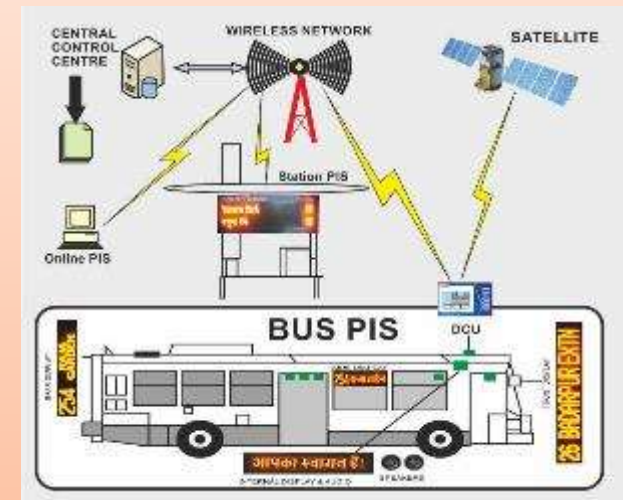
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role in helping its partners deliver an effective solution.
- Company has successfully installed this Passenger Information System in many DTC buses in Delhi operating at different routes and has also installed the same in many of the school buses of Delhi Public School, GD Goenka School, PP international school, Dynasty International School, Manav Rachna International School etc.
- 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



INTERVIEW



MR. SAURABH KUMAR, MANAGING DIRECTOR, ENERGY EFFICIENCY SERVICES LIMITED (EESL) TELLS LED WORLD THE POTENTIAL OPPORTUNITIES THAT HAVE RECENTLY OPENED UP FOR INDIA FOR BECOMING A MAJOR LED MANUFACTURING HUB AND ITS PLANS TO SUPPORT LED USAGE IN THE COUNTRY THROUGH INITIATIVES LIKE DELP

Excerpts from Interview of Mr. Saurabh Kumar, Managing Director, EESL With LED WORLD Magazine Jan-feb'2015 Issue

MAKE IN INDIA initiative rolling for the LED industry as well

LW: What are your views on the LED market in India?

Mr. Saurabh Kumar: Let's talk about the two important sub-sectors in the LED market: household lighting & street lighting. In the country as of now, 120 crores CFLs and incandescent bulbs are sold every year. Potentially all of them can be replaced by LED and they will at some point in time because that is the future of lighting, if I assume a cost of 200 for LED in terms of volumes, then we are already looking at 24,000 crores worth of market for bulbs alone and this is excluding tube lights or any other form of domestic lighting. When it comes to street lights, there are close to 300 crores street lights in the country. Take an average of about 10,000 for street lights with maintenance etc. and we're looking at an astounding number for public lighting alone. In the next 4-5 years, the market size should at least be 50,000 crores. I'm presuming in 5 years we should be in a position to replace most of the street lights and encourage people to change over to LEDs. Hopefully EESL's direct interventions will encourage people to invest in LED bulbs.

LW: What are your thoughts on the PM's recent announcement of a national programme for LED-based home and street lighting?

Mr. Saurabh Kumar: It has many repercussions. India is a country which will always require a lot of energy. What the PM very rightly has transitioned is that it has starting taking energy efficiency as a resource. Although there are products and technologies available today, nothing will happen unless there's a push from the government's side.

The amount of energy efficiency that is possible is enormous. It is about 20% of what we produce today. So if we are able to do this, obviously it will help the country in the short run to reduce the requirements from traditional supply of power thereby bringing down the fuel bills. Another element attached to this is climate change. Secondly, domestic manufacturing will pick up pace once such large scale demand is created. This has positive repercussions on jobs and other economic activities. Hopefully we should see India as becoming the largest manufacturing hub for LEDs in the world.

...we are already looking at 24,000 crores worth of market for bulbs alone and this is excluding tube light or any other form of domestic lighting.

LW: Please share EESL's plan of action with regard to this scheme.

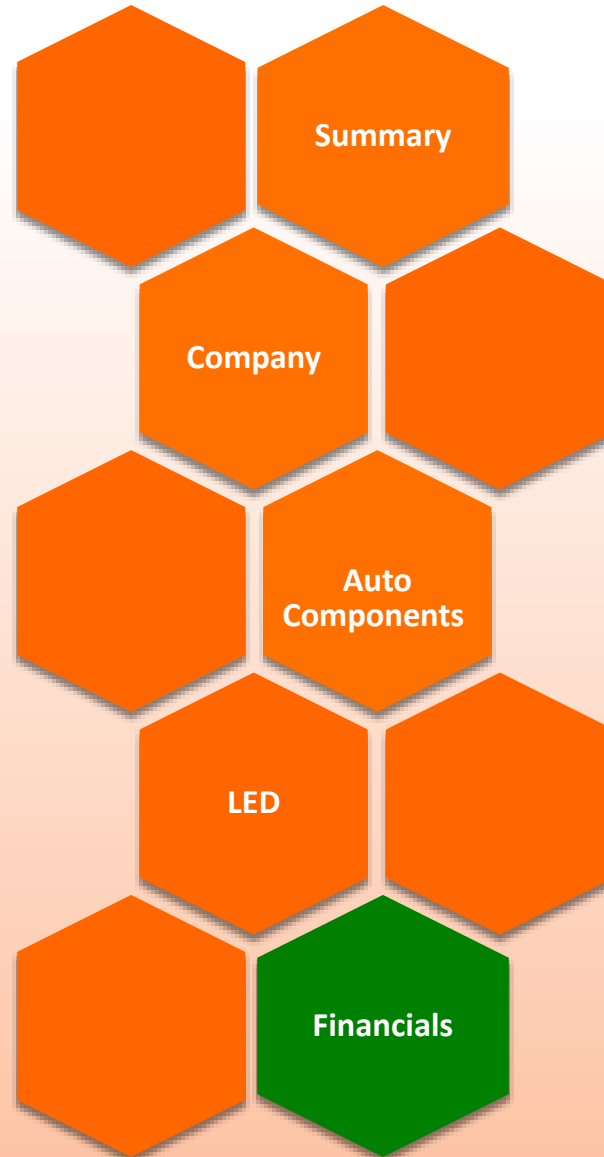
Mr. Saurabh Kumar: The entire thing is being done by us. We have the responsibility to take up the Rs 10 bulb program in 100 cities and the street light programs under 100 local bodies. So far we have got about 70 cities for the bulb program and we expect that we will procure at least 10 crore bulbs in the next financial year. Similarly, we have roped in about 80 municipal bodies and we expect about 30 lakh LED street lights to be procured in the next 1 year. So we are the main drivers of this program as per the announcement by the PM and we will be implementing it.

LW: What kind of opportunities will this open up for LED manufacturers?

Mr. Saurabh Kumar: Tremendous. If you look at the numbers that I have just told you i.e. 10 crore LED bulbs, it implies that more lines have to be put up, new players need to be added and old players have to

...we're looking at an astounding number for public lighting alone. In the next 4-5 years, the market size should at least be 50,000 crores.

expand their capacity. Secondly, since we're following a model where I'm procuring everything, so EESL is a single point agency. It cuts a lot of their cost like awareness cost. In the long term, for the sustainability of the LED program particularly for home lighting and street lighting, if the retail price of LED starts coming down to Rs 120-125, I think we've achieved what we started out to do. Then there is no need for us to intervene and people will buy LEDs the way they buy CFLs and that would be actually good in the long run for the industry as well because they will be able to sustain themselves for a long time.



CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15
Total Income*	4,279	5,354	6,068	7,211	8,264
Expenses	3,900	4,675	5,361	6,321	7,227
EBITDA	379	680	707	891	1,037
EBITDA Margin	8.85%	12.70%	11.65%	12.35%	12.55%
Depreciation & Amortization	130	169	183	218	307
Finance Cost	95	208	130	145	121
PBT	154	303	394	528	609
Taxes	43	92	116	155	184
PAT	111	211	277	373	425
PAT Margin	2.59%	3.95%	4.57%	5.17%	5.14%
EPS * Includes Other Income	9.25	17.67	23.17	31.16	35.51

CONSOLIDATED BALANCE SHEET

Particulars (INR Mn)	FY14	FY15
Share holders Fund		
Share Capital	120	120
Reserve and Surplus	1,849	2,153
Total Shareholders Fund	1,969	2,273
Non Current Liability		
Long Term Borrowing	580	515
Deferred Tax liabilities (net)	275	276
Other Long Term Liabilities	0	0
Long Term Provision	11	20
Total Non Current Liability	866	811
Current Liabilities		
Short Term Borrowing	293	343
Trade Payable	778	882
Other long Term Liabilities	547	582
Short Term Provision	98	122
Total Current Liability	1,716	1,929
Total	4,551	5,013

Particulars (INR Mn)	FY14	FY15
Non Current Assets		
Fixed Assets	3,131	3,391
Non Current Investment	0	0
Long term Loan and Advances	55	77
Other Non Current Assets	1	1
Total Non Current Assets	3,187	3,469
Current Assets		
Inventories	424	514
Trade Receivables	768	868
Cash and Bank Balance	20	34
Short term Loans and Advances	145	124
Other Current Assets	8	4
Total Current Assets	1,364	1,544
Total	4,551	5,013

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY11	FY12	FY13	FY14	FY15	H1FY15
Total Income*	4,213	5,339	6,025	7,190	8,257	4,403**
Expenses	3,831	4,659	5,323	6,299	7,223	3,857
EBITDA	382	680	702	891	1,034	546
EBITDA Margin	9.10%	12.70%	11.70%	12.40%	12.52%	12.40%
Depreciation & Amortization	130	169	183	218	306	158
Finance Cost	95	208	129	144	121	64
PBT	157	303	389	529	607	324
Taxes	43	92	116	155	184	103
PAT	114	211	273	374	423	220
PAT Margin	2.71%	3.96%	4.53%	5.20%	5.12%	5.00%
EPS	9.55	17.68	22.83	31.27	35.33	18.45

* Includes Other Income

** During the Quarter ended Sep 30th 2015, Non-Automotive LED Sales was Rs.102.8 Million

STANDALONE BALANCE SHEET

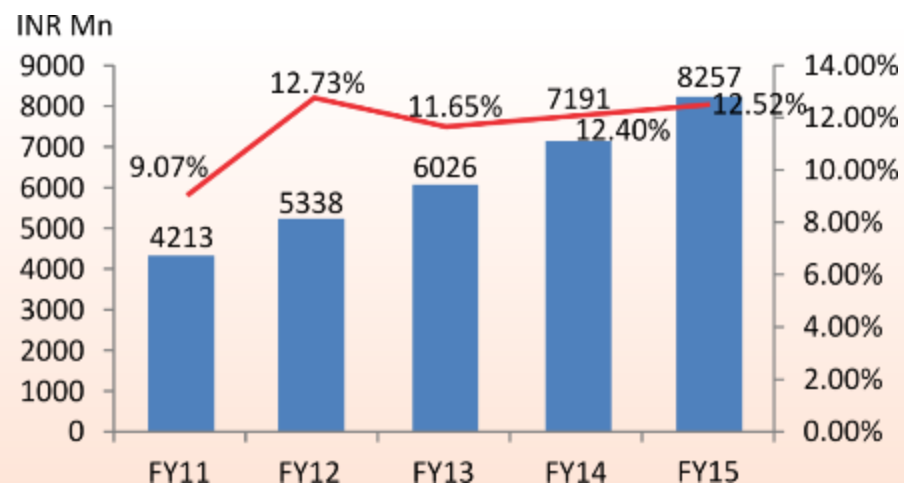
Particulars (INR Mn)	FY14	FY15	30.09.15
<u>EQUITY AND LIABILITIES</u>			
Shareholders Funds			
Share Capital – Equity	120	120	120
Reserves & Surplus	1,851	2,153	2,374
Total - Shareholders Funds	1,971	2,273	2,494
Non Current Liabilities			
Long term Borrowings	580	515	933
Deferred Tax Liabilities (Net)	275	276	284
Other Long Term Liabilities	0	0	0
Long Term Provision	11	20	25
Total Non Current Liabilities	866	811	1,242
Current Liabilities			
Short-Term Borrowings	293	343	469
Trade Payables	775	884	1,169
Other Current Liabilities	545	580	788
Short-term provisions	98	122	76
Total Current Liabilities	1,711	1,929	2,502
GRAND TOTAL	4,548	5,013	6,238

Particulars (INR Mn)	FY14	FY15	30.09.15
<u>ASSETS</u>			
Non Current Assets			
Fixed Assets	3,130	3,388	3,752
Non Current Investment	1	4	4
Long term Loan and Advances	57	79	187
Other Non Current Assets	1	1	18
Total Non Current Assets	3,189	3,472	3,961
Current Assets			
Inventories	424	514	778
Trade Receivables	764	867	980
Cash and Bank Balance	18	33	299
Short term Loans and Advances	145	123	210
Other Current Assets	8	4	10
Total Current Assets	1,359	1,541	2,277
GRAND TOTAL	4,548	5,013	6,238

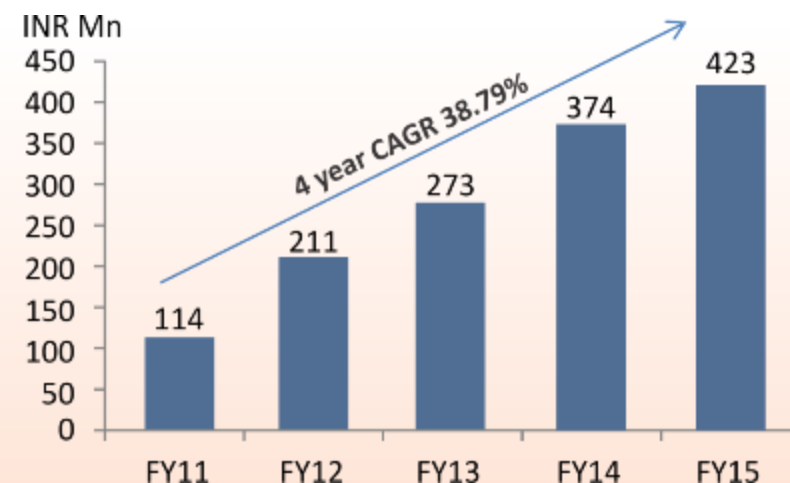
STANDALONE FINANCIAL OVERVIEW

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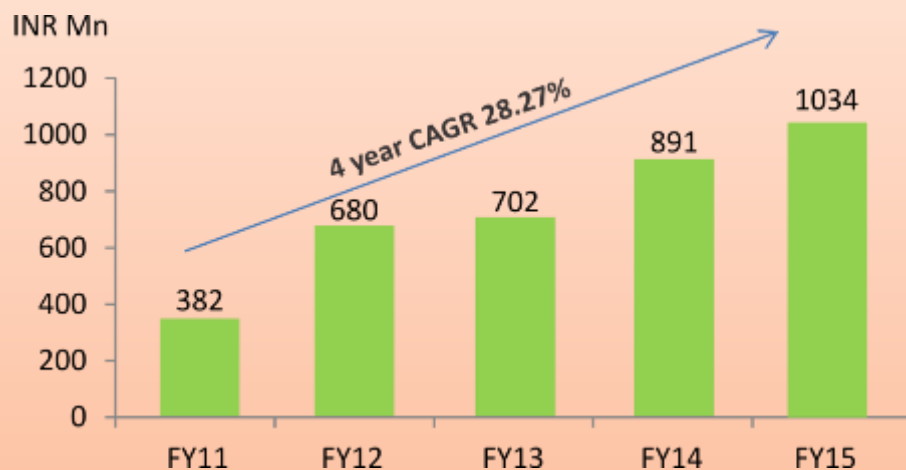
Total Revenue & EBIDTAM%



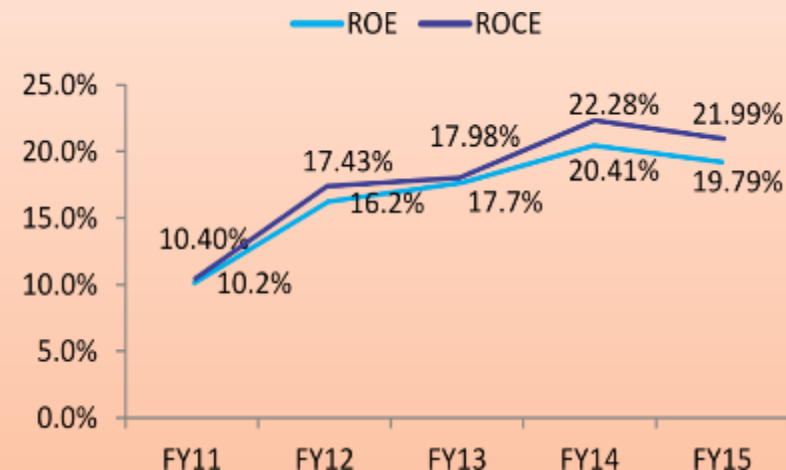
Net Profit



EBITDA



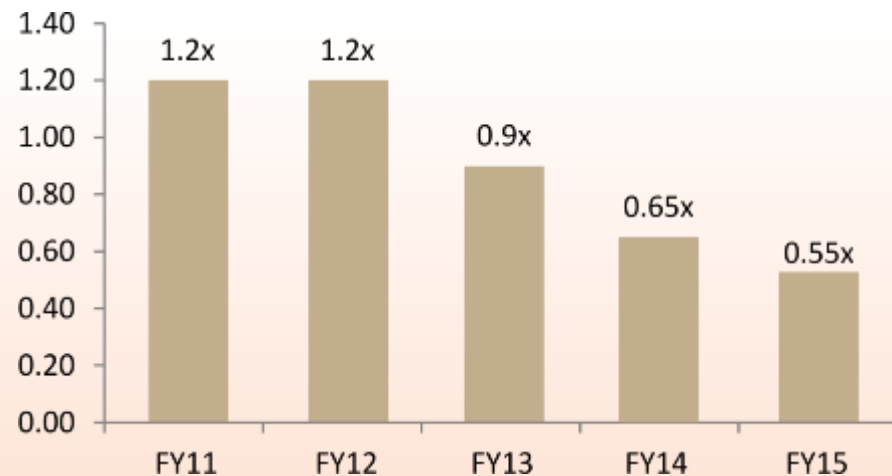
Efficiency Ratio



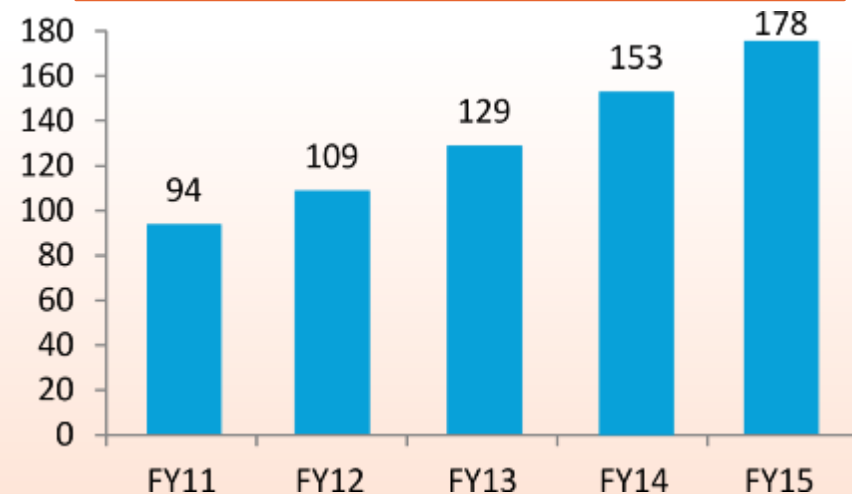
STANDALONE FINANCIAL OVERVIEW

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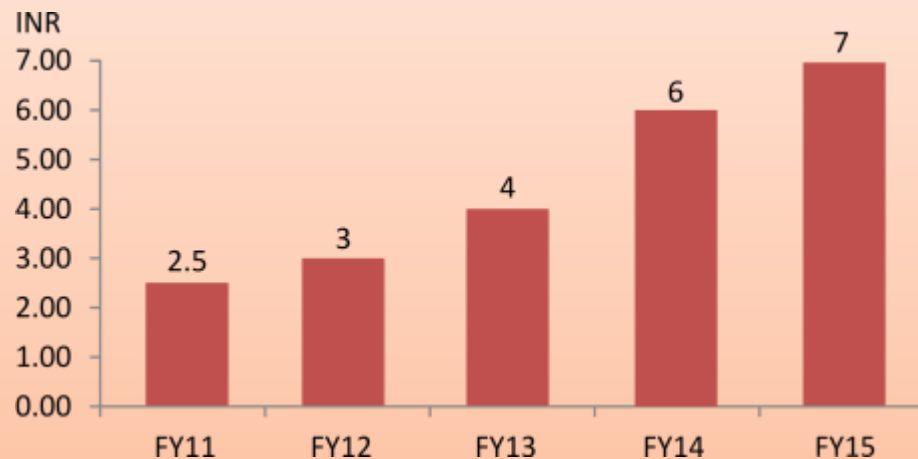
Gross Debt/Equity



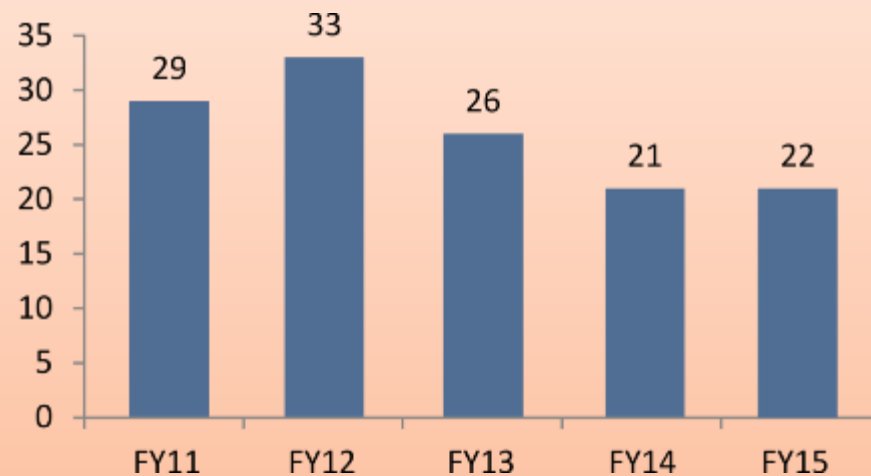
Book Value Per Share



Dividend Per Share



Working Capital Days



Fiem Industries Limited

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For further information please contact :

Mr. Arvind K. Chauhan
Company Secretary

Tel: +91-130-2219172

Email: arvind.chauhan@fiemindustries.com

THANKS