

<b>STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.09.16</b>							
<b>(Rs in Lacs )</b>							
		<b>QUARTER ENDED (Unaudited)</b>			<b>SIX MONTHS ENDED (Unaudited)</b>		<b>Year Ended</b>
<b>SL. No.</b>	<b>PARTICULARS</b>	<b>30.09.16</b>	<b>30.06.16</b>	<b>30.09.15</b>	<b>30.09.16</b>	<b>30.09.15</b>	<b>31.03.16 (Audited)</b>
<b>1.</b>	<b>Income from operations</b>						
	a) Net Sales/Income from operations (Net of excise duty)	28967.84	24152.69	23447.06	53120.53	43636.18	97745.79
	b) Other Operating Income	216.32	365.48	164.32	581.80	317.15	952.10
	<b>Total Income from operations (Net)</b>	<b>29184.16</b>	<b>24518.17</b>	<b>23611.38</b>	<b>53702.33</b>	<b>43953.33</b>	<b>98697.89</b>
<b>2.</b>	<b>Expenses</b>						
	a) Cost of materials consumed	16410.90	14752.12	14222.10	31163.02	26363.62	55335.41
	b) Purchase of stock-in-trade	1078.35	290.12	483.69	1368.47	792.88	2549.18
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(518.64)	(1467.84)	(1032.75)	(1986.48)	(1591.37)	(669.05)
	d) Employee benefit expenses	3975.73	3601.31	3167.07	7577.04	5885.69	12687.23
	e) Depreciation and amortization expenses	968.63	938.95	803.36	1907.58	1585.68	3303.49
	f) Other Expenses	4633.53	4215.35	3842.11	8848.88	7111.45	16095.78
	<b>Total Expenses</b>	<b>26548.50</b>	<b>22330.01</b>	<b>21485.58</b>	<b>48878.51</b>	<b>40147.95</b>	<b>89302.04</b>
<b>3.</b>	<b>Profit from operations before other income, finance costs and exceptional items (1-2)</b>	<b>2635.66</b>	<b>2188.16</b>	<b>2125.80</b>	<b>4823.82</b>	<b>3805.38</b>	<b>9395.85</b>
4.	Other Income	45.64	14.13	37.85	59.77	72.61	96.72
<b>5.</b>	<b>Profit from ordinary activities before finance costs and exceptional items (3+4)</b>	<b>2681.30</b>	<b>2202.29</b>	<b>2163.65</b>	<b>4883.59</b>	<b>3877.99</b>	<b>9492.57</b>
6.	Finance costs	634.73	547.20	329.15	1181.93	640.34	1576.84
<b>7.</b>	<b>Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>	<b>2046.57</b>	<b>1655.09</b>	<b>1834.50</b>	<b>3701.66</b>	<b>3237.65</b>	<b>7915.73</b>
8.	Exceptional Items	-	-	-	-	-	-
<b>9.</b>	<b>Profit from Ordinary Activities before tax (7+8)</b>	<b>2046.57</b>	<b>1655.09</b>	<b>1834.50</b>	<b>3701.66</b>	<b>3237.65</b>	<b>7915.73</b>
10.	Tax expenses	638.90	509.38	580.31	1148.28	1031.07	2197.26
<b>11.</b>	<b>Net Profit from Ordinary Activities after tax (9-10)</b>	<b>1407.67</b>	<b>1145.71</b>	<b>1254.19</b>	<b>2553.38</b>	<b>2206.58</b>	<b>5718.47</b>
12.	Extraordinary Item (Net of tax Expense)	-	-	-	-	-	-
<b>13.</b>	<b>Net Profit for the period ( 11-12)</b>	<b>1407.67</b>	<b>1145.71</b>	<b>1254.19</b>	<b>2553.38</b>	<b>2206.58</b>	<b>5718.47</b>
<b>14.</b>	<b>Paid-up equity share capital (Face Value of Rs 10/- Each)</b>	<b>1315.98</b>	<b>1196.23</b>	<b>1196.23</b>	<b>1315.98</b>	<b>1196.23</b>	<b>1196.23</b>
<b>15.</b>	<b>Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year.</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>24723.87</b>
<b>16.</b>	<b>Earnings Per Share (EPS) (Face value of Rs 10/- each)</b>						
	a) Basic	11.62	9.58	10.48	21.20	18.45	47.80
	b) Diluted	11.62	9.58	10.48	21.20	18.45	47.80

#### NOTES:

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on 12<sup>th</sup> November 2016. The statutory auditors of the company have carried out Limited Review on the above results.
- In terms of Regulation 33(3) of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015, the Company has adopted the option of submitting un-audited quarterly financial results only on standalone basis.
- Provision for Taxation includes current tax, deferred tax and is net of MAT Entitlement credit available to the company, if any.
- Previous period's figures have been regrouped/ rearranged wherever necessary, to make them comparable.
- These results for the Quarter and Half Year ended September 30, 2016 are available on the website of the Company ([www.fiemindustries.com](http://www.fiemindustries.com)) and website of the Stock Exchanges viz. BSE Limited ([www.bseindia.com](http://www.bseindia.com)) and National Stock Exchange of India Limited ([www.nseindia.com](http://www.nseindia.com)).

6. During the quarter, the company has issued and allotted 11,97,604 equity shares of Rs 10 each at a premium of Rs 992 per equity share by way of Qualified Institutions Placement (QIP).

The utilization of QIP proceeds as on 30.09.16 are as

Particulars	Amount (Rs In Lacs)
Gross Proceeds of QIP Issue	11999.99
Less Amount Utilized for the Purpose Received	2737.70
Balance Amount	
-Temporarily Invested in Mutual Funds and Fixed Deposits with Banks	9262.00
- Lying In the Current Account with Bank	0.29

7. The Company is engaged in the business of manufacturing and supply of auto components comprising of automotive lighting and signaling equipments, rear view mirrors, plastic molded parts and sheet metal components for motorized vehicles, and LED luminaries for indoor and outdoor applications and integrated passenger information systems with LED Display. The company has made a turnover of Rs 2609.37 lacs in LED Luminaries segment comprising of LED Luminaries i.e. indoor and outdoor lighting products, display panels and LED Integrated Passenger Information Systems etc. during the quarter ended September 30, 2016.

- As per AS-17 on Segment reporting, The Company has identified two reportable segments, as described below :

- Automotive segment comprising of automotive lights and signaling equipment, rear view mirrors, plastic moulded and other automotive parts.
- LED Luminaries Segment comprising of LED Luminaries i.e. indoor and outdoor lighting products, display panels and LED integrated Passenger Information Systems.

## SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR THE QUARTER ENDED 30<sup>TH</sup> SEPTEMBER 2016

(Rs In Lacs)

S.NO.	PARTICULARS	STANDALONE			
		QUARTER ENDED 30.09.16	QUARTER ENDED 30.06.16	SIX MONTHS ENDED 30.09.16	YEAR ENDED 31.03.16
		Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>SEGMENT REVENUE</b>				
	(a) Automotive Segment	26479.73	23342.32	49822.05	86780.67
	(b) LED Luminaries Segment	2704.43	1175.85	3880.28	11917.22
	<b>Total</b>	29184.16	24518.17	53702.33	98697.89
	<b>Less: Inter Segment Revenue</b>	-	-	-	-
	<b>NET SALES/INCOME FROM OPERATIONS</b>	<b>29184.16</b>	<b>24518.17</b>	<b>53702.33</b>	<b>98697.89</b>
<b>2</b>	<b>SEGMENT RESULTS (Profit/(Loss) before tax and interest from each segment)</b>				
	(a) Automotive Segment	2943.97	2482.22	5426.19	8929.35
	(b) LED Luminaries Segment	89.88	78.17	168.05	1799.62
	<b>Total Segment Profit before Interest and tax</b>	<b>3033.85</b>	<b>2560.39</b>	<b>5594.24</b>	<b>10728.97</b>
	Less: (i) Interest	634.73	547.20	1181.93	1576.84
	(ii) Other Un-allocable Expenditure net off Un-allocable Income	352.55	358.10	710.65	1236.40
	<b>TOTAL PROFIT BEFORE TAX</b>	<b>2046.57</b>	<b>1655.09</b>	<b>3701.66</b>	<b>7915.73</b>
<b>3</b>	<b>CAPITAL EMPLOYED (Segment Assets – Segment Liabilities)</b>				
	(a) Automotive Segment	40009.49	39343.19	40009.49	32817.62
	(b) LED Luminaries Segment	17755.88	14333.96	17755.88	12093.54
	<b>Total</b>	57765.37	53677.15	57765.37	44911.16
	<b>Un-allocable Corporate Assets less Liabilities</b>	(16152.65)	(25228.85)	(16152.65)	(17608.57)
	<b>TOTAL CAPITAL EMPLOYED</b>	<b>41612.72</b>	<b>28448.30</b>	<b>41612.72</b>	<b>27302.59</b>

8. The disclosure of assets and liabilities as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements ) Regulations,2015 for the quarter ended 30.09.16 are as under :



Light Up The World

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Website: www.fiemindustries.com

CIN : L36999DL1989PLC034928

## STATEMENT OF ASSETS AND LIABILITIES

(Rs. in lacs)

Sl. No.	PARTICULARS	STANDALONE	
		30.09.16 Unaudited	31.03.16 Audited
<b>A</b>	<b><u>EQUITY AND LIABILITIES</u></b>		
<b>1</b>	<b><u>SHAREHOLDERS' FUND</u></b>		
	a) Share Capital	1315.98	1196.22
	b) Reserves and Surplus	40296.74	26106.37
	<b>Sub- Total -Shareholder's funds (A)</b>	<b>41612.72</b>	<b>27302.59</b>
<b>2</b>	<b><u>NON CURRENT LIABILITIES</u></b>		
	a) Long term Borrowings	14088.84	9085.22
	b) Deferred Tax liabilities (net)	3271.65	2965.39
	c) Other Long Term Liabilities	27.78	18.31
	d) Long Term Provisions	793.90	846.34
	<b>Sub- Total -Non Current Liabilities (B)</b>	<b>18182.17</b>	<b>12915.26</b>
<b>3</b>	<b><u>CURRENT LIABILITIES</u></b>		
	a) Short term Borrowings	7808.98	1829.82
	b) Trade Payables	13125.19	15077.86
	c) Other Current Liabilities	8577.44	7897.93
	d) Short Term Provisions	592.96	823.83
	<b>Sub- Total -Current Liabilities (C)</b>	<b>30104.57</b>	<b>25629.44</b>
	<b>TOTAL EQUITY AND LIABILITIES (A+B+C)</b>	<b>89899.46</b>	<b>65847.29</b>
<b>B</b>	<b><u>ASSETS</u></b>		
<b>1</b>	<b><u>NON CURRENT ASSETS</u></b>		
	a) Fixed Assets	46127.98	42734.90
	b) Non Current Investments	65.64	65.64
	c) Long term Loan and Advances	2542.20	1162.71
	d) Other Non Current Assets	1011.45	868.73
	<b>Sub- Total - Non Current Assets (A)</b>	<b>49747.27</b>	<b>44831.98</b>
<b>2</b>	<b><u>CURRENT ASSETS</u></b>		
	a) Current Investment	7500.00	-
	b) Inventories	9631.71	6612.88
	c) Trade Receivables	15111.77	11860.48
	d) Cash and Bank Balances	5266.02	368.05
	e) Short term Loans and Advances	2541.21	2077.85
	f) Other Current assets	101.48	96.05
	<b>Sub- Total - Current Assets (B)</b>	<b>40152.19</b>	<b>21015.31</b>
	<b>TOTAL ASSETS (A+B)</b>	<b>89899.46</b>	<b>65847.29</b>

By Order of the Board  
For Fiem Industries Limited

Place: Rai, Sonapat (HR.)  
Date: 12<sup>th</sup> November 2016

Sd/-  
J.K. Jain  
Chairman & Managing Director  
DIN :- 00013356



## **FIEM INDUSTRIES LTD.**

### **Results Highlights: Second Quarter (Q2) / Half Year (H1) FY 2016-17**

#### **Financial Highlights (Standalone):**

(Rs. in Crores)

	Q2 FY 16-17	Q2 FY 15-16	
Income from Operations	291.84	236.11	Up by 23.60%
PAT	14.08	12.54	Up by 12.28%
	H1 FY 16-17	H1 FY 15-16	
Income from Operations	531.21	436.36	Up by 21.74%
PAT	25.53	22.07	Up by 15.68%

- **Sales from LED Segment**
  - Q2 FY 16-17 is Rs. 26.09 Crore in comparison to Rs 10.28 Crore during Q2 FY 15-16.
  - H1 FY 16-17 is Rs. 36.60 Crore in comparison to Rs 10.96 Crore in H1 FY 15-16.
- EBITDA Margin in LED Segment for H1 FY 16-17 is approx. 9.68% and in Auto Segment approx.12.89%.
- Total Long Term Loans of the Company as on 30<sup>th</sup> Sept. 2016 are Rs. 172 Crore which were Rs.122 Crore as on 31<sup>st</sup> March 2016.

#### **Operational Highlights (Standalone):**

- During H1 FY 16-17, investment in Company's newly set-up facility in Gujarat is Rs 10.50 Crore. During Q2 FY 16-17 it is Rs. 1 Crore. Total Investment as on 30th Sept. 30, 2016 for this unit is Rs 60 Crore.
- Investment in Tapukara Plant (Rajasthan) in LED Lighting products facilities during the H1 FY 16-17 is Rs. 26 Crore and Q2 FY 16-17 it is Rs 16 Crore.
- Total investment in LED Lighting facilities as on 30th Sept, 2016 is Rs. 102 Crore.
- **PROGRESS ON LED ORDERS:**
  - **LED Street Light Order With EESL**
    - Total Value: 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).
    - During the H1 FY 16-17 Order completed worth Rs 4.75 Cr.
    - Order yet to be completed: equivalent to Rs.35.25 Crore.
  - **LED Bulbs (9W and 7W) Orders with PVVNL–Meerut (Supply and Distribution):**
    - 7W LED Bulbs: 20 Lac and 9 W LED Bulbs : 8 Lac
      - Total Value: Rs 23.92 Crore
      - Bulb Supplied H1 FY 16-17: 7.93 Lac Bulbs, Value Rs 5 crore.
  - **LED Bulbs - 9W Orders with EESL:**
    - Order 1: Quantity - 22.14 Lac, Total value - Rs 12.31 Crore: Fully Completed.
    - Order 2: Quantity - 10.00 Lac, Total value - Rs 5.49 Crore: Partly Completed.