

Fiem

LIGHT UP THE WORLD







June 2021

Fiem Industries Ltd. – Investor Presentation

EXECUTIVE SUMMARY

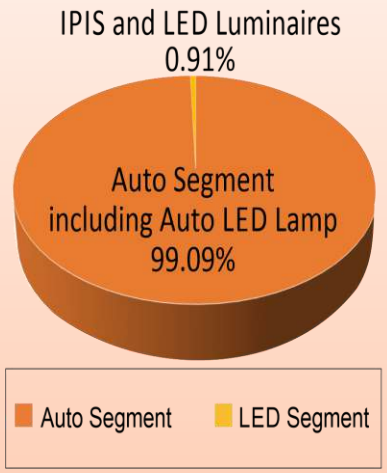
LIGHT UP THE WORLD

Overview	• Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain. • The Company was listed on BSE and NSE in 2006. • FIEM is one of the leading manufacturers of Automotive Lighting & Signalling Equipment's 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 **Products under Technical Collaboration** • Canister • Bank (Lean) Angle Sensor **JV Products** • Moulds, Tools and Zig Fixtures • Fuel Pump Module and IC Connector	**LED Segment** • LED Luminaires for Indoor and Outdoor applications • Integrated Passenger Information System with LED Display (IPIS)
Top Clients	• **Two Wheeler –** Honda, TVS, Yamaha, Suzuki, Eicher Royal Enfield, Harley Davidson, Mahindra etc. • **Four Wheeler -** Tata Marcopolo, Force Motors, Honda Siel, Hyundai, Daimler, Mahindra Reva etc.	
Standalone Financial Performance	• **Net Sales** has grown from **INR 9,775 mn** in FY16 to **INR 12,075 mn** in FY21 at 5 year CAGR of **4.32%** • **EBITDA** has grown from **INR 1,270 mn** in FY16 **to INR 1,306 mn** in FY21 at a 5 year CAGR of **0.56%**	

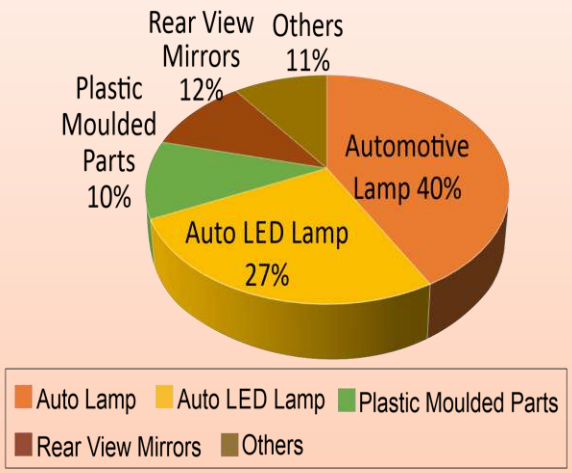
FINANCIAL SUMMARY (STANDALONE)

LIGHT UP THE WORLD

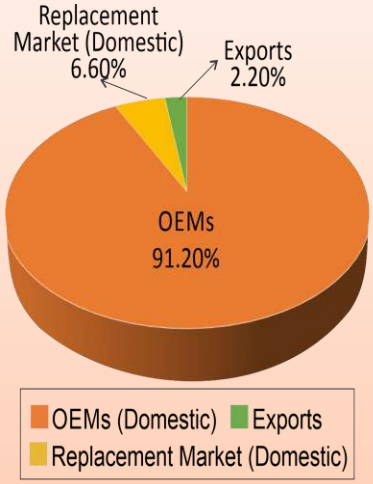
FY21 Segment wise Sales Breakup



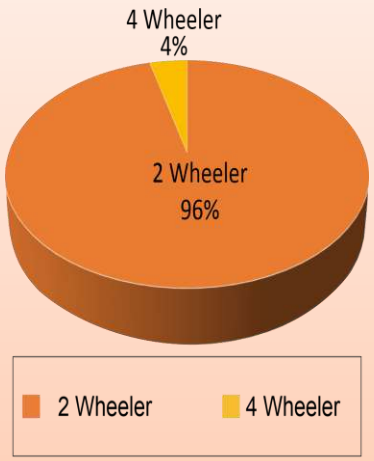
FY21 Revenue Breakup Auto Segment - Product Mix



FY21 Revenue Breakup Auto Segment - OEMs / Repl. Market / Exports



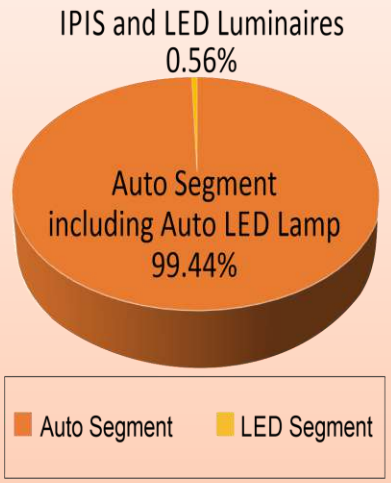
FY21 Revenue Breakup Auto Segment - 2 Wheeler / 4 Wheeler



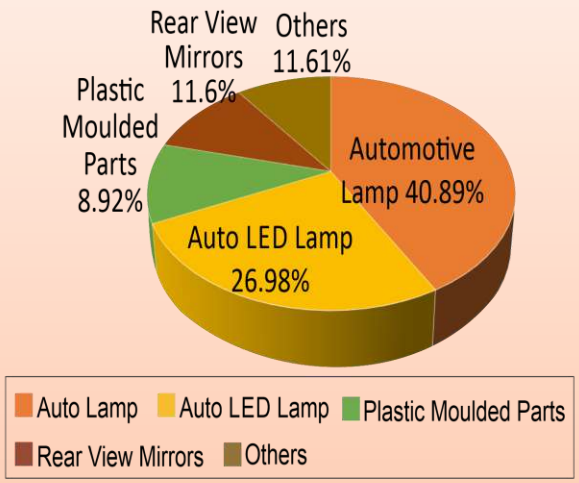
FINANCIAL SUMMARY (STANDALONE)

LIGHT UP THE WORLD

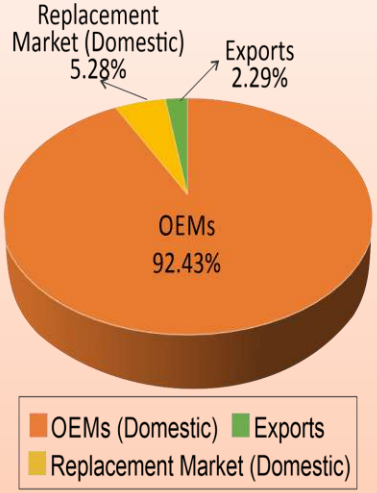
Q4FY21 Segment wise Sales Breakup



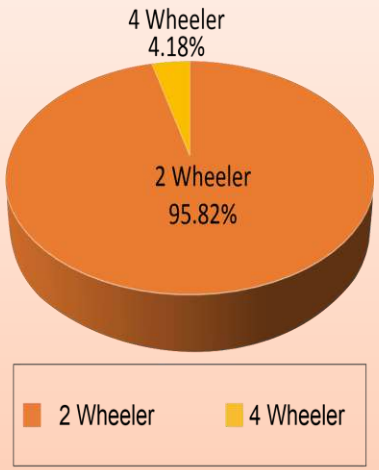
Q4FY21 Revenue Breakup Auto Segment - Product Mix



Q4FY21 Revenue Breakup Auto Segment - OEMs / Repl. Market / Exports



Q4FY21 Revenue Breakup Auto Segment - 2 Wheeler / 4 Wheeler



COMPANY OVERVIEW

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- 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 equipment's and rear view mirrors in India. Its major business comes from the two-wheeler segment of the automotive industry.
- FIEM has a diversified product portfolio ranging from head lamps, tail lamps, signalling lamps, roof lamps, rear view mirrors, wheel covers, warning triangles, complete rear fender assembly, frame assembly, mudguards, various automobile sheet metal and plastic parts, Canister and Bank (Lean) Angle Sensor.
- FIEM has already diversified its product portfolio by venturing into LED Luminaires for Indoor and Outdoor applications and Integrated Passenger Information Systems with LED Display.
- The Company is fully equipped with world class R&D and testing facility and has developed in-house capabilities in LED technology and manufacturing.
- The Company has following Wholly-owned Subsidiaries and J.V. Companies
  - Wholly-owned Subsidiaries
    - Fiem Industries Japan Co., Ltd. (Japan)
    - Fiem Research and Technology s.r.l (Italy)
  - JV Company
    - Aisan Fiem Automotives India Pvt. Ltd. (India)
    - Fiem Kyowa (HK) Mould Company Limited (Hong Kong)

PROMOTERS & WHOLE TIME DIRECTORS



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

- aged 68 years is the Chairman and Managing Director of our Company**.** As the Chairman and Managing Director of our Company, he is involved in mentoring the leadership team, advising on business strategies and in various aspects of the Company's expansion and diversification plans. He has more than four decades of experience in manufacturing of automotive lighting and signalling equipment and has played a significant role in growth and diversification of our Company. He has won many accolades and awards in India and overseas Including Life Time Achievement Award presented by India International Council for Industries & Trade, National Achievement Award for Business Excellence presented by Indian Society for Industry & Intellectual Development and Outstanding Entrepreneurship Award presented by Enterprise Asia.



Mrs. Seema Jain, Whole-time Director

- aged 65 years, is the whole-time Director of our Company. She is the wife of J.K. Jain. She belongs to a business family and was involved in her family business from an early age. She holds a bachelors' degree in Science from the University of Delhi. She is actively involved in decision making in our Company besides overseeing the finance functions.



Ms. Aanchal Jain, Whole-time Director

- aged 38 years, is the whole-time Director of our Company. She has completed her Masters in Business Administration from Indiana Institute of Technology. She takes care of the human resource management functions of our Company and is also actively involved in skill development and labour welfare programmes being undertaken in our Company.

WHOLE TIME DIRECTORS...

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Mr. Rahul Jain, Whole-time Director

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



Mr. Kashi Ram Yadav – Whole-time Director

- aged 64 years, is the Whole-time Director of the Company. He has been associated with our Company since its inception and has more than 35 years' experience in production and manufacturing operations of automotive lightings, signaling equipment and rear view mirrors. He was appointed on the Board of our Company in October, 2008. He is presently responsible for production and manufacturing operations in North India Units of our Company.



Mr. Rajesh Sharma – Whole-time Director

- aged 57 years, is the Whole-time Director of our Company. He was appointed on the Board of our Company w.e.f. 01.01.2020. He is among the Senior Management of the Company for many years now and heading the Marketing & Development department of the Company as well as involved in the manufacturing operations of the factories from time to time. He is having vast experience of more than 35 years in automotive Industry.

FIEM JOURNEY

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1989-1994

- 1989- Incorporated as Rahul Auto Private Limited
- 1992-Name changed to Fiem Industries Pvt. Ltd.
- 1993- Converted into Public Limited-Fiem Industries Limited
- 1994-A new state of art Plant was established at Kundli, Sonepat (Unit 1)



1996-2006

- 1996- Fiem Sung San (India) Ltd., a JV Company was established
- 1998- Multi Focal Reflector first time introduced in India by FIEM
- 2004 &2005- setup mfg. facilities in Hosur (Unit 2&3) Mysore (Unit 4)
- 2005 & 2006 – setup mfg. facilities Hosur (Unit 5), Nalagarh (Unit 6)
- 2006 – Initial Public Offer



2007-2013

- 2007-Merged Fiem Sung San with Fiem Industries
- 2007 – Setup LED SMT plant
- 2010 - Started new manufacturing Unit in Rai, Sonepat (Unit 7)
- 2011 – Setup facility for mfg. Plastic moulded parts in Tapukara (Unit 8)
- 2011 – FIEM R&D Centre approved by Govt. of India
- 2012- Started manufacturing auto lamps and components for Honda Japan



2015-2017

- 2015 – Starting receiving Tenders from EESL for LED Bulbs and Street Lights.
- 2016 – Unit -9, Ahmedabad started Commercial Production in January, 2016.
- 2016 - NABL Accreditation received for Photometry Laboratory.
- 2017 – Set up plant for manufacturing of **Canister** in technical collaboration with Aisan Industry Co., Ltd, Japan
- 2017 - A 50:50 Joint Venture Company in Hong Kong with **KYOWA Co., Ltd., Japan** for high class moulds / tools for Automotive and other applications.

2018 - 2019

- 2018 – Joint Venture with **Aisan Industry Co. Ltd., Japan and Toyota Tsusho India Pvt. Ltd.** for manufacture of **Fuel Pump Module and IC Connector** for Indian Market.
- 2018 - Technical Assistance Agreement with **TOYODENSO Co. Ltd. Japan** and **Toyota Tsusho Corporation, Japan** for manufacturing of Bank Angle Sensor for Indian market.
- 2019 - Set up new Design Centre in Turin, Italy under newly formed subsidiary in Italy, namely **Fiem Research and Technology S.r.l**.

OUR PRESENCE

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Unit-I, Kundli (Sonepat, Haryana)


Unit-II, Hosur (Tamil Nadu)


Unit-III, Hosur (Tamil Nadu)


Unit-IV, Mysore (Karnataka)


Unit-V, Hosur (Tamil Nadu)


Unit-VI, Nalagarh (Himachal Pradesh)


Corporate Office & Unit-VII, Rai (Haryana)


Unit-VIII, Tapukara (Rajasthan)


Unit-IX, Ahmedabad (Gujarat)



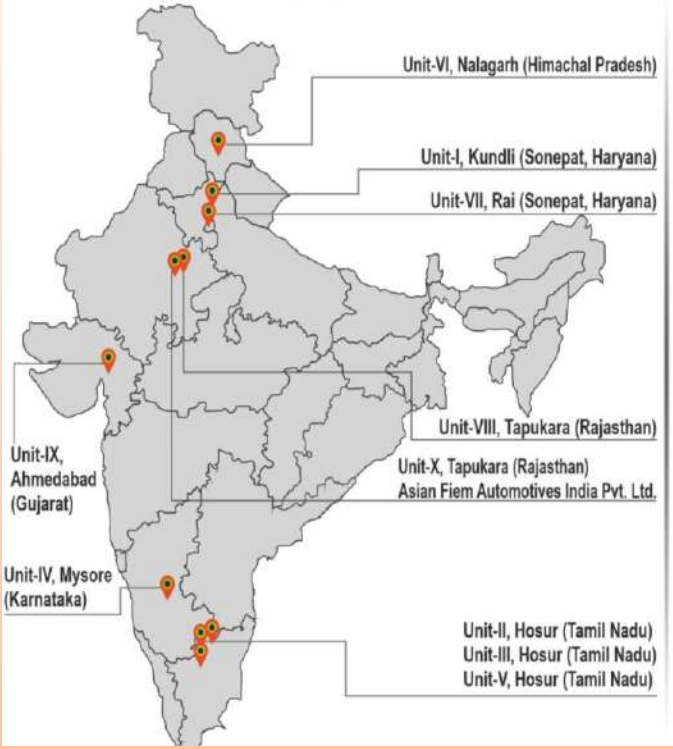
Tapukara (Rajasthan)
Asian Fiem Automotives India Pvt. Ltd.

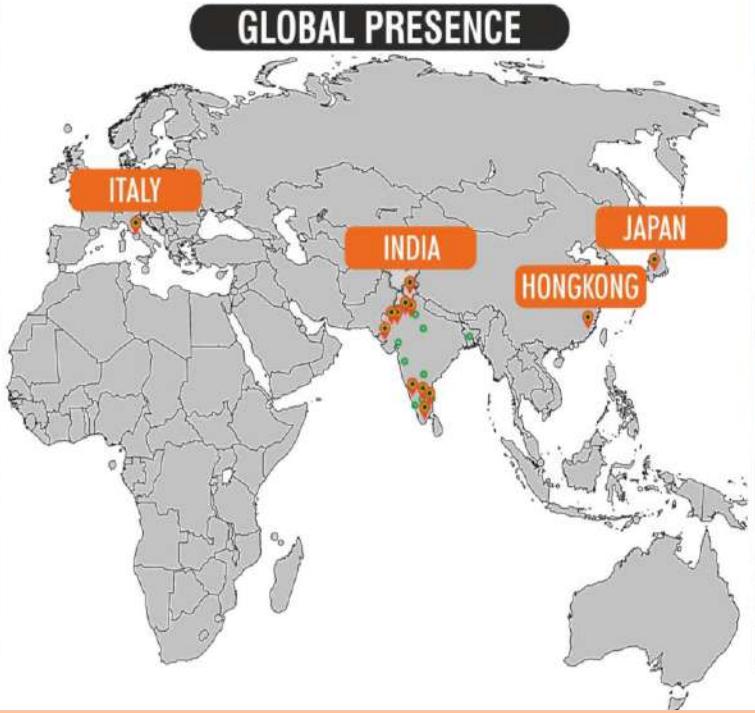

Fiem Research And Technology S.r.l. Italy



Fiem Kyowa (HK) Mould Co Ltd. Hong Kong


Fiem Industries Japan Co. Ltd., Japan





GOVT. APPROVED R&D CENTRE

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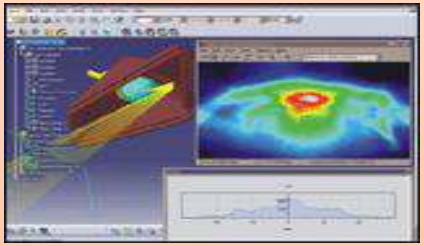
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science and Industrial Research has accorded Recognition to Company's in-house R&D Unit situated at Rai Industrial Estate, Sonepat
- The Company's R&D Centre is established with modern infrastructure, state-of-the-art technology, equipped with latest software, qualified and experienced manpower.
- FIEM's in-house R&D Centre has various kinds of testing facilities such as Product Testing, Photometry Testing, Environmental Testing, Thermal Tests, Electronic Test, Vibration Test, Chemical Test, Mechanical Tests etc.
- **Photometry Laboratory of the Company is NABL Accredited**
- **Some examples of R&D conducted by company:**
  - Developed more than 100 new generation LED Luminaires for industrial & domestic applications for Indoor and Outdoor including LED drivers
  - In-house design and development of Railway IPIS (Integrated Passenger Information Systems with LED Display)
  - In-house design and development for four wheeler LED Rear combination, LED direction indicator lamp etc.
- **Advantages of in-house R&D unit:**
  - Diversified and large portfolio of lighting products developed
  - New generation LED technology in automotive and home lighting segments developed
  - Reduction in development time and cost savings to clients



Electrical Testing



Environmental Testing



Light Simulation Test



Mechanical Durability Test

AUTOMOTIVE LED LAMP JOURNEY

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LED Endout Marker
LED Side Marker

2002

ASPÖCK SYSTEMS



LED Tail Lamp -MC
LED Tail Lamp -Trucks
LED RC Lamp-Trucks

2005

TVS

ASPÖCK SYSTEMS



LED Side Marker
LED Front Position Lamp

2006

ASPÖCK SYSTEMS

ZADI



LED Tail Lamp
LED Blinkers
LED RC Lamp

2007

ASPÖCK SYSTEMS

SUZUKI
PT. SUZUKI INDOMOBIL MOTOR

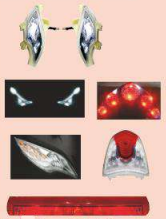


LED Tail Lamp -Trucks
LED RC Kamp-Trucks
LED-Cabin Lamp

2008

ASPÖCK SYSTEMS

TATA



LED Front Position Lamp
LED Tail Lamp - Bike
LED Tail Lamp -Trucks
LED RC Lamp-Trucks
LED CHMSL

2009

TVS

TATA

Mahindra
2 Wheelers

SUZUKI
PT. SUZUKI INDOMOBIL MOTOR



LED Tail Lamp
LED RC Lamp
LED Blinker

2010

Mahindra
2 Wheelers



LED Head Lamp
LED CHMSL

2011

TATA

DAIMLER



LED Tail Lamp
LED Parking Lamp
LED Work Lamp

2012

TVS

Mahindra
2 Wheelers

ASPÖCK SYSTEMS

JOHN DEERE

AUTOMOTIVE LED LAMP JOURNEY

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LED Fog Lamp
LED Tail Lamp
LED Reading Lamp
LED parking Lamp

2013

TVS
HARLEY-DAVIDSON MOTOR CYCLES
Mahindra
DAIMLER
SUZUKI
Mahindra REVA
MARUTI SUZUKI



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

2014

YAMAHA
TVS
Mahindra REVA



LED Head Lamp
LED - Indicators

2015

YAMAHA
TVS



LED Tail Lamp
LED Blinker
LED Indicators
LED Roof Lamp
LED Outline Marker
LED Side Marker
LED License Lamp

2016

HARLEY-DAVIDSON MOTOR CYCLES
TVS
DAIMLER
SUZUKI



LED Head Lamp
LED Tail Lamp
LED Drl
LED Position Lamp

2017

HONDA
YAMAHA
TVS



LED Head Lamp
LED Position Lamp

2018

HONDA
YAMAHA



LED Head Lamp
LED Tail Lamp
LED Position Lamp

2019

TVS
YAMAHA
SUZUKI



LED Head Lamp
LED Tail Lamp
Winker lamp

2020

HARLEY-DAVIDSON MOTOR CYCLES
HONDA
OKINAWA SCOOTERS
22MOTORS
YAMAHA



LED Head Lamp
LED Tail Lamp
LED Position Lamp

2021

HARLEY-DAVIDSON MOTOR CYCLES
YAMAHA

PRODUCT RANGE

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HONDA







PRODUCT RANGE

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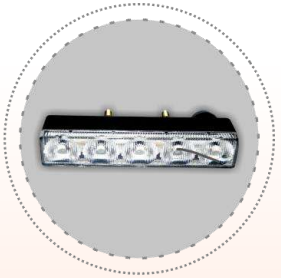
TVS

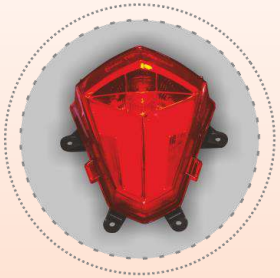
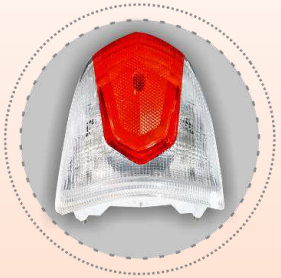


















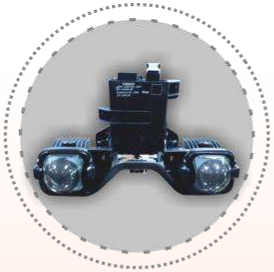
PRODUCT RANGE

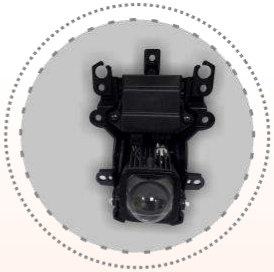
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YAMAHA



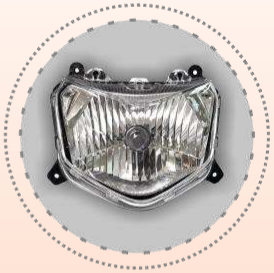




















PRODUCT RANGE

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SUZUKI







PRODUCT RANGE

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ROYAL ENFIELD











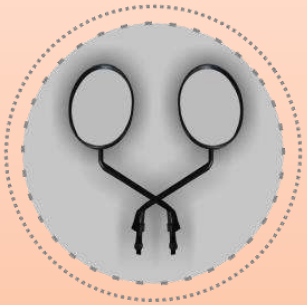












PRODUCT RANGE

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HARLEY-DAVIDSON MOTOR CLOTHES











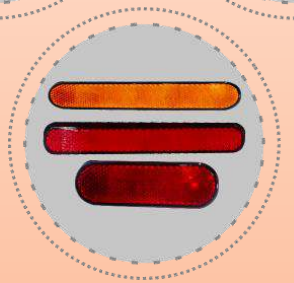












PRODUCT RANGE

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PIAGGIO





OKINAWA
Power the Change





FIEM ADVANTAGE

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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 equipment's and rear view mirrors to Two-wheeler and Four-wheeler OEM's
- Exporting automotive lighting to Honda Japan, Kubota Japan (Tractors & Farm equipment's) 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

ACCOLADES RECEIVED

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Global Award for Excellence in Technology and Development

from Yamaha Motor Co., Ltd. Japan-2019



In recognition of outstanding achievement in the development of advanced technology in 2018 development of the **"World's Smallest Bi-Function Lighting Module for Two-wheelers' with PES Lens“**.



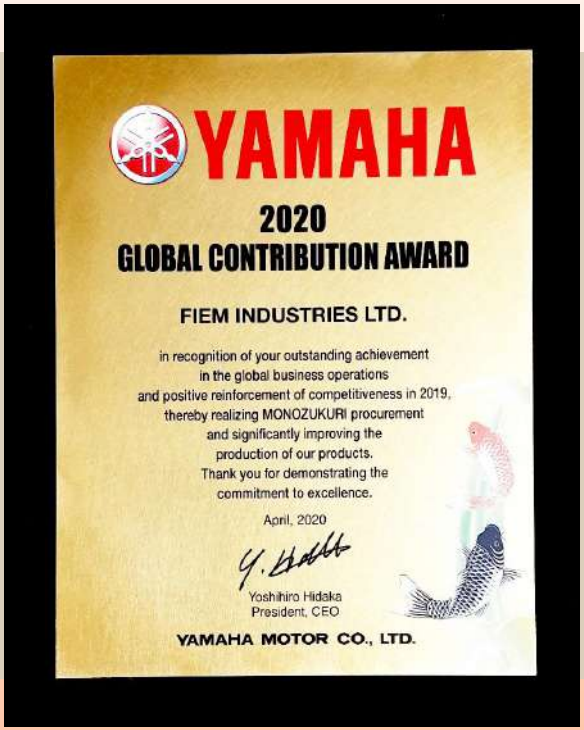


ACCOLADES RECEIVED

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Global Contribution Award, 2020

from Yamaha Motor Co., Ltd. Japan



"In recognition of your outstanding achievement in the global business operations and positive reinforcement of competitiveness in 2019, thereby realizing MONOZUKURI procurement and significantly improving the production of our products. Thank you for demonstrating the commitment to excellence."

ACCOLADES RECEIVED

LIGHT UP THE WORLD





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

ACCOLADES RECEIVED

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Performance Award (Cost Reduction) for year 2018-19 from Suzuki Motorcycle India Pvt. Ltd-2019

ACCOLADES RECEIVED



Award for Delivery Management 2019-20
from Honda Motorcycle and Scooter India Pvt. Ltd.

ACCOLADES RECEIVED

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Excellence in Quality & Delivery Award from Kubota 2019-20

ACCOLADES RECEIVED

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MORE THAN 50+ AWARDS SINCE 1991



Performance Award
(VA- VE)
for 2016-17 from
Suzuki Motorcycle India Pvt. Ltd.
(2017)



Grand Award from
Honda Motorcycle &
Scooter India Pvt. Ltd
(2009)



Grand Award for
QCDDM 2013-14 from
Honda Motorcycle &
Scooter India Pvt. Ltd. (2014)



Achievement Award
for Honda Global Support Supplier
2012-13
from Honda Motorcycle &
Scooter India Pvt. Ltd,



Award for
Q.D. Performance
from
Honda Motorcycle &
Scooter India Pvt. Ltd.
(2011)



Supplier Recognition Award
from Harley-Davidson India
for its new motorcycle model
(Harley-Davidson Street)
(2014)



ESQR'S Quality Achievement Award
in the Gold Category
for extraordinary achievement
in quality management
(2013)



Appreciation Award, 2019
from
Hyundai Motor India Ltd.
(2019)



Award for
Excellence in Electronics
from ELCINA
for Outstanding Contribution
to the Growth of Lighting &
Auto Electronics Industry
(2016-17)

AUTOMOTIVE LIGHTS

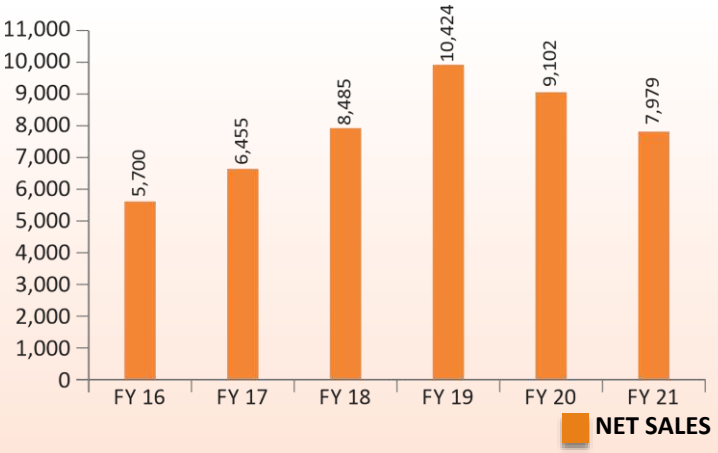
LIGHT UP THE WORLD

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

- **Automotive Lighting -** In the automotive components segment the Company makes various types of Head lamps, Tail Lamps, Blinker lamps, Fog lamps, Warning triangles, Interior lamps and Beacon lights etc. for Two Wheelers and Four Wheelers.
- **India's First NABL Accredited Lab for Testing of Automotive Lamps**.
- **Manufacturing Facilities for Automotive Lights:**
  - Unit 1 - Kundli, Sonepat, Haryana
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 5 - Hosur, Tamil Nadu
  - Unit 6 - Nalagarh, Himachal Pradesh
  - Unit 7 – Rai, Sonepat, Haryana
  - Unit 8 – Tapukara, Rajasthan
  - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**

Cert. No. T - 3799
NABL Accredited Lab.

Automotive Light Contribution (Rs. In mn)



Head and Rear Lamps



REAR VIEW MIRRORS

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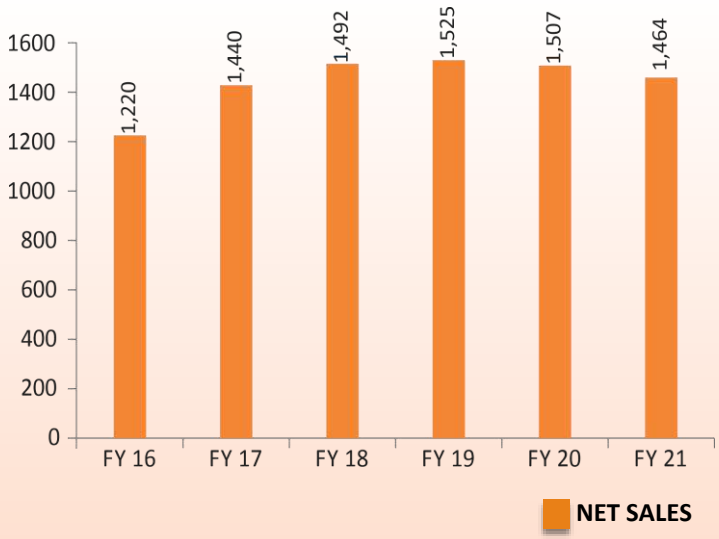
- **Rear-View Mirror –** FIEM has four state-of-the-art mirror manufacturing plants in its different units having all the processes in-house which includes:
  - **Mirror Plate Making** - Profile cutting, Washing, Grinding, Convexing, Cleaning, Aluminium coating/Chrome coating and finally back side painting.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

- **Manufacturing Facilities for Rear View Mirrors:**
  - Unit 1 - Kundli, Sonepat, Haryana
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 5 - Hosur, Tamil Nadu
  - Unit 6 - Nalagarh, Himachal Pradesh
  - Unit 8 - Tapukara, Rajasthan

- **Top Clients**

HONDA, TVS, YAMAHA, SUZUKI, EICHER Royal Enfield, Harley-Davidson Motor Cycles, Mahindra 2 Wheelers, GM, NISSAN, FORCE, TATA, Ashok Leyland

Rear View Mirror Contribution (Rs. In mn)



Rear View Mirrors

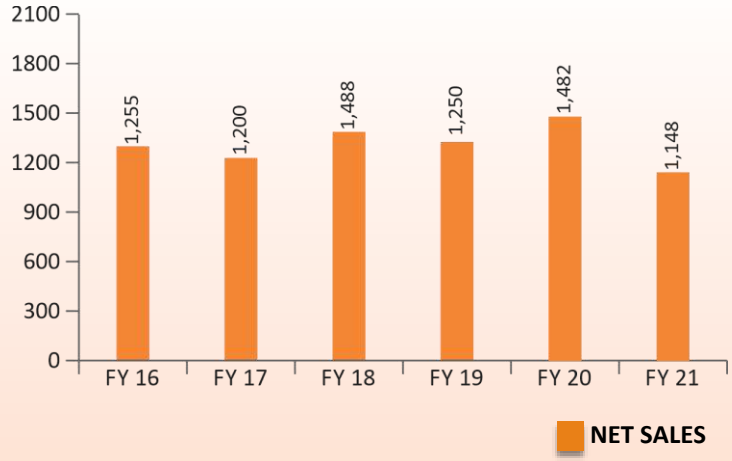


PLASTIC MOULDED PARTS

LIGHT UP THE WORLD

- **Plastic Moulded Parts –** Plastic moulding is integral part of automotive lamps as well as rear view mirrors, as these parts are required to make final assembly of all the products.
- FIEM has installed world class more than 450 latest injection moulding machines in their **six plants** ranging from 50 tonnes to 1400 tonnes capable of making parts weighing 20 gms to 2.5 kgs .
- Apart from above, FIEM also supply standalone plastic moulded parts to its customers from Unit 2 , Unit 8 and Unit 9.
- The above mentioned moulding machines can easily make even big products of two wheelers like front fender, floor panel, side cover, rear fender, handle bar, seat base etc.

Plastic Moulded Parts Contribution (Rs. In mn)



- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**
  - Unit 2 - Hosur, Tamil Nadu
  - Unit 8 - Tapukara, Rajasthan
  - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**

HONDA TVS SUZUKI

Plastic Moulded Parts



OTHERS

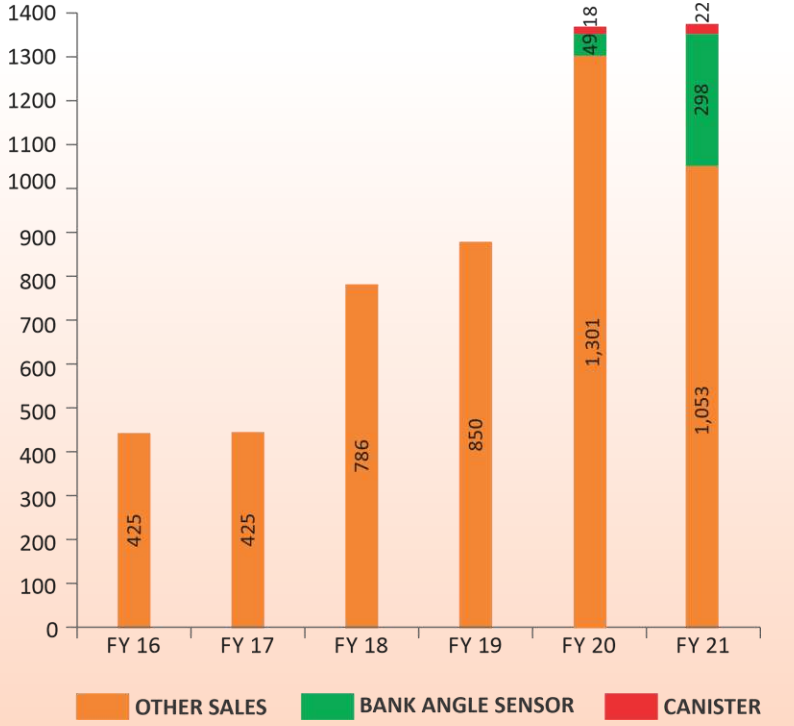
Others Automotive Segment Include items contributing less than 10% of Total Sale, mainly includes Fabrication items, Canister, Bank Angle Sensor etc.

- **Sheet Metal Parts (fabrication Item) –** FIEM has full fledged sheet metal fabrication facilities as well as Mudguard rolling plants for manufacturing Front and Rear mudguard for Motorcycles & Mopeds. The fabrication facility have the following in-house processes:
  - **Presses:** More than 50 presses such as hydraulic, double action deep draw, single action presses etc.
  - Rolling Plant
  - Pipe Bending
  - Spot welding, Projection welding, Argon welding, CO_2 welding etc.
  - **Zinc Plating:** Blue/Black passivation, Yellow passivation
  - Phosphating facilities
  - Powder Coating for base coat and top coat

- **Manufacturing Facility used for making Sheet Metal Parts**
  - Unit 3 - Hosur, Tamil Nadu
  - Unit 6 - Nalagargh, Himachal Pradesh
  - Unit 8 – Tapukara, Rajasthan

- **Top Clients**

Others Contribution (Rs. In mn)



Sheet Metal Parts



Bank Angle Sensor



Canister



OUR CUSTOMERS

LIGHT UP THE WORLD

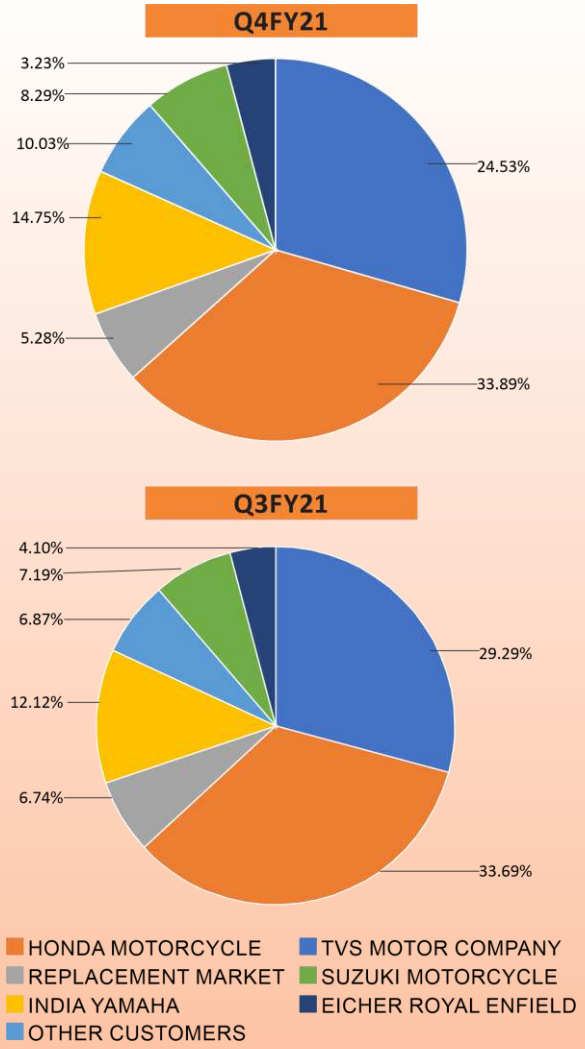
Two wheeler segment (Domestic)

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)

Four wheeler segment (Global Customers)

Q4FY21 and Q3FY21 Top Clientele Contribution – Automotive Segment



OUR CUSTOMERS

LIGHT UP THE WORLD

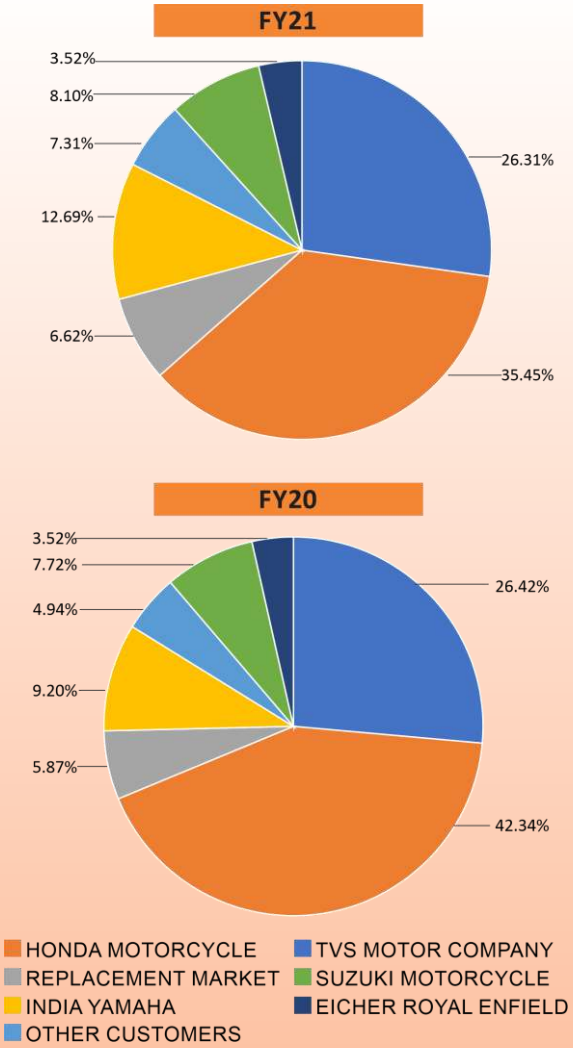
Two wheeler segment (Domestic)

Two wheeler segment (Global Customers)

Four wheeler segment (Domestic)

Four wheeler segment (Global Customers)

FY21 and FY20 Top Clientele Contribution – Automotive Segment



LED LUMINAIRES

LIGHT UP THE WORLD



BULBS



TUBE LIGHTS



DOWN LIGHTS



PANEL LIGHTS



STREET LIGHTS



FLOOD LIGHTS



HI-BAY LIGHTS



BOLLARDS



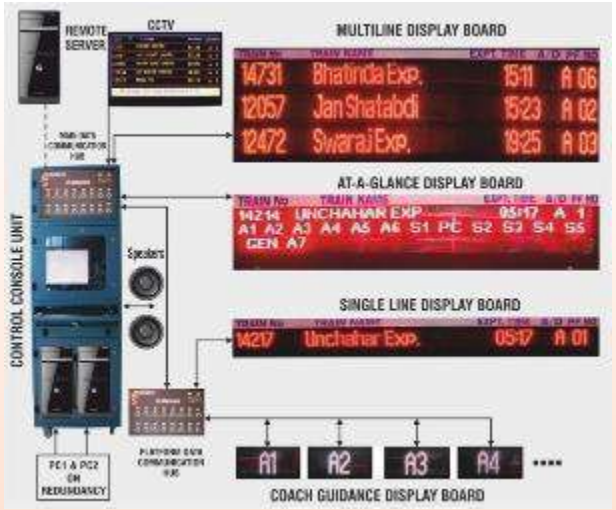
SOLAR LANTERNS

LED DISPLAY SYSTEMS

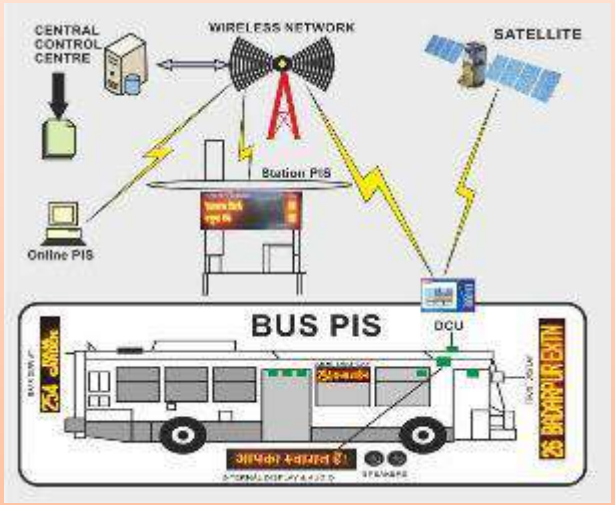
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role in helping its partners deliver an effective solution.
- Association of State Road Transport Undertakings has also inspected the Company's LED based Destination system and found it satisfactory.
- Also received approval for Integrated Passenger Information System with LED Display (IPIS) from **Ministry of Railways - Research Design and Standard Organization (RDSO)** for manufacture and supply of this system (consisting of Train indication, Coach Guidance & PC based announcement).
- FIEM is looking for big business opportunities from Railways, Central & State Government, Metro, Overseas Market etc.

LED Integrated Passenger Information System

Railway



Buses



LED Display Panel





CONSOLIDATED INCOME STATEMENT

LIGHT UP THE WORLD

Particulars (INR Mn)	FY16	FY17	FY18	FY19	FY20	FY21
Total Income*	**9,891**	**10,193**	**12,443**	**14,499**	**13,812**	**12,243**
Expenses	8,609	8,970	10,990	12,919	12,226	10873
EBITDA	**1,282**	**1,223**	**1,453**	**1,580**	**1,586**	**1370**
EBITDA Margin	***12.96%***	***12%***	***11.68%***	***10.89%***	***11.48%***	***11.19%***
Exceptional Item	–	142	(34)	–	(9)	(32)
Depreciation & Amortization	331	393	444	489	532	572
Finance Cost	158	233	227	221	177	117
PBT	**793**	**457**	**816**	**870**	**868**	**649**
Taxes	220	126	290	304	82	180
PAT	**573**	**331**	**526**	**566**	**786**	**469**
Share of Associates Profit/(Loss)	–	–	–	-10	–41	-2
PAT after Share of Associates Profit/(Loss)	–	–	526	556	745	467
PAT Margin	***5.79%***	***3.25%***	***4.22%***	***3.83%***	***5.39%***	***3.81***
EPS	**47.93**	**26.30**	**39.94**	**42.29**	**56.66**	**35.48**

* Includes Other Income and Net of Excise Duty/GST

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

LIGHT UP THE WORLD

Particulars (INR Mn)	31.03.19	31.03.20	31/03/21
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,633	5,500	5,101
b) Right of Use Assets	–	355	339
c) Capital Work-in-Progress	79	3	27
d) Intangible Assets	10	52	33
e) Intangible Assets under Development	36	0	0
f) Financial Assets And Investment	372	375	375
g) Income Tax Assets (Net)	45	9	10
h) Other Non-Current Assets	83	64	69
Total Non Current Assets	**6,258**	**6,358**	**5,954**
II. CURRENT ASSETS			
a.) Inventories	1,472	1,291	1,169
b) Financial Assets			
i) Investments	–	–	–
ii) Trade Receivables	1,468	770	809
iii) Cash and Cash Equivalents	42	469	1,104
iv) Bank Balances other than (iii) above	3	6	2
v) Loans	5	5	5
vi) Other Financial Assets	169	107	17
c) Other Current Assets	211	199	162
Total Current Assets	**3,370**	**2,847**	**3,268**
TOTAL ASSETS (I + II)	**9,628**	**9,205**	**9,222**

Particulars (INR Mn)	31.03.19	31.03.20	31.03.21
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,639	5,121	5,562
Total Equity	**4,771**	**5,253**	**5,694**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	930	581	219
ii) Lease Liabilities	–	251	245
iii) Other Financial Liabilities	–	–	–
b) Provisions	67	58	50
c) Deferred Tax Liabilities (Net)	519	368	362
Total Non Current Liability	**1,516**	**1,258**	**876**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	385	-	-
ii) Trade Payables	1,883	1,674	1722
iii) Other Financial Liabilities	636	622	512
b) Other Current Liabilities	384	342	359
c) Provisions	19	44	37
d) Current Tax Liabilities (Net)	34	12	22
Total Current Liability	**3,341**	**2,694**	**2,652**
TOTAL LIABILITIES (I + II)	**4,857**	**3,952**	**3,528**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,628**	**9,205**	**9,222**

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY16	FY17	FY18	FY19	FY20	FY21
Total Income*	**9,880**	**10,188**	**12,429**	**14,449**	**13,787**	**12243**
Expenses	8,600	8,967	10,977	12,888	12,203	10871
EBITDA	**1,280**	**1,221**	**1,452**	**1,561**	**1,584**	**1372**
EBITDA Margin	***12.95%***	***11.98%***	***11.68%***	***10.80%***	***11.49%***	***11.21%***
Exceptional Item	–	142	(34)	–	(9)	(32)
Depreciation & Amortization	330	392	443	489	527	571
Finance Cost	158	233	227	221	177	117
PBT	**792**	**455**	**816**	**851**	**871**	**652**
Taxes	220	126	290	296	82	181
PAT	**572**	**329**	**526**	**555**	**789**	**471**
PAT Margin	***5.79%***	***3.22%***	***4.23%***	***3.84%***	***5.72%***	***3.85%***
EPS	**47.80**	**26.12**	**39.93**	**42.16**	**59.98**	**35.81**

* Net of Excise Duty/GST and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

LIGHT UP THE WORLD

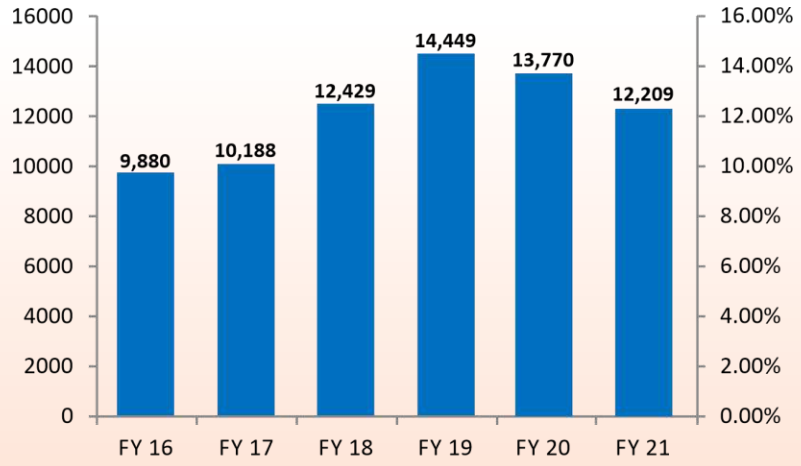
Particulars (INR Mn)	31.03.19	31.03.20	31.03.21
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,631	5,497	5,098
b) Right of Use Assets	–	355	339
c) Capital Work-in-Progress	79	3	27
d) Intangible Assets	10	44	26
e) Intangible Assets under Development	36	-	-
f) Financial Assets	399	453	455
g) Income Tax Assets (Net)	45	-	-
h) Other Non-Current Assets	83	64	69
Total Non Current Assets	**6,283**	**6,416**	**6,014**
II. CURRENT ASSETS			
a) Inventories	1,472	1,291	1,169
b) Financial Assets			
i) Investments	–	–	-
ii) Trade and Receivables	1,464	767	809
iii) Cash and Cash Equivalents	12	452	1,083
iv) Bank Balances other than (iii) above	3	6	2
v) Loans	5	5	5
vi) Other Financial Assets	169	107	17
c) Other Current Assets	209	188	158
Total Current Assets	**3,334**	**2,816**	**3,243**
TOTAL ASSETS (I + II)	**9,617**	**9,232**	**9,257**

Particulars (INR Mn)	31.03.19	31.03.20	31.03.21
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	4,635	5,158	5,602
Total Equity	**4,767**	**5,290**	**5,734**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	930	581	219
ii) Lease Liabilities	–	251	245
iii) Other Financial Liabilities	–	–	–
b) Provisions	67	56	47
c) Deferred Tax Liabilities (Net)	519	369	362
Total Non Current Liability	**1,516**	**1,257**	**873**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	385	-	-
ii) Trade Payables	1,888	1,673	1,721
iii) Other Financial Liabilities	635	619	5,511
b) Other Current Liabilities	381	338	359
c) Provisions	19	43	37
d) Current Tax Liabilities (Net)	26	12	22
Total Current Liability	**3,334**	**2,685**	**2,650**
TOTAL LIABILITIES (I + II)	**4,850**	**3,942**	**3,523**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,617**	**9,232**	**9,257**

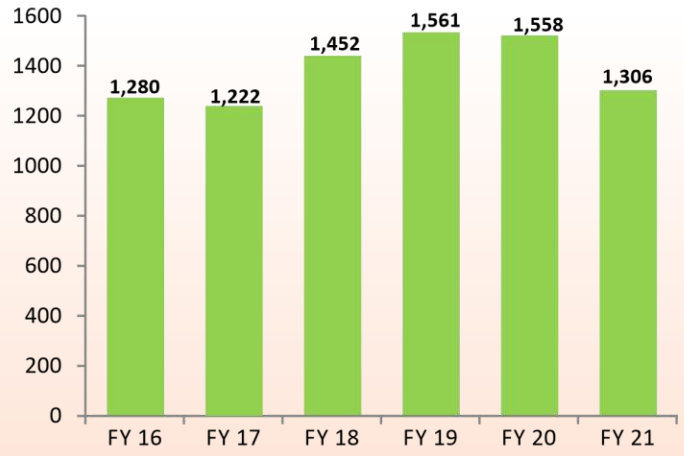
STANDALONE FINANCIAL OVERVIEW

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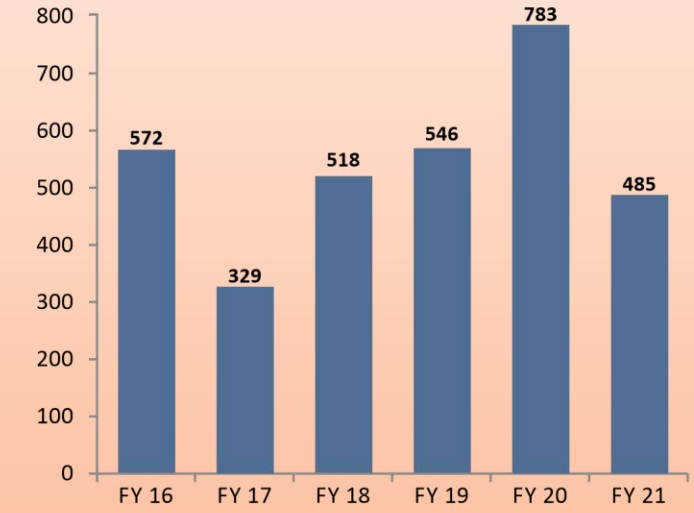
REVENUE (Rs. In mn)



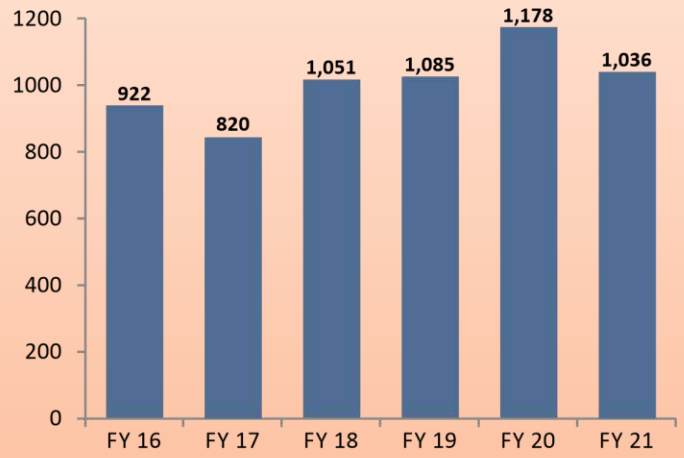
EBITDA (Rs. In mn)



PAT (Rs. In mn)



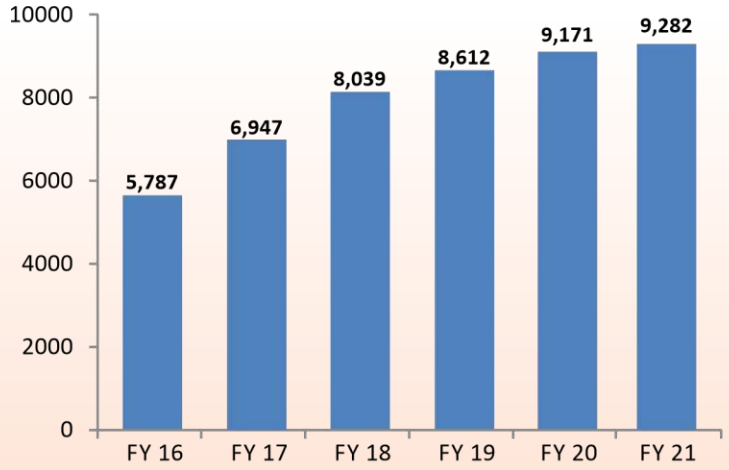
CASH PAT (Rs. In mn)



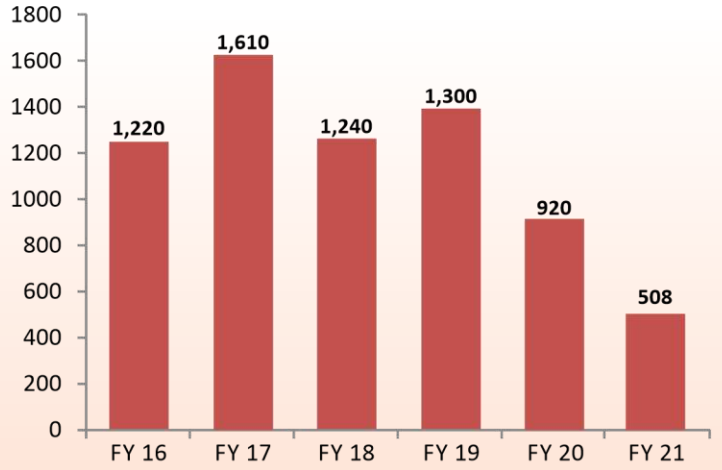
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

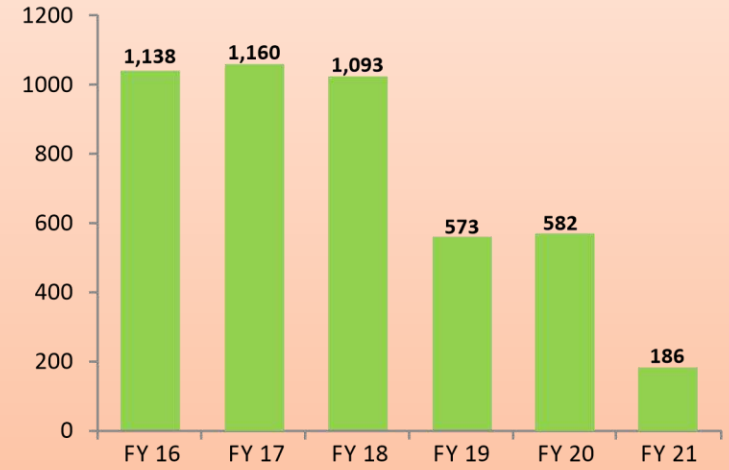
GROSS BLOCK (Rs. In mn)



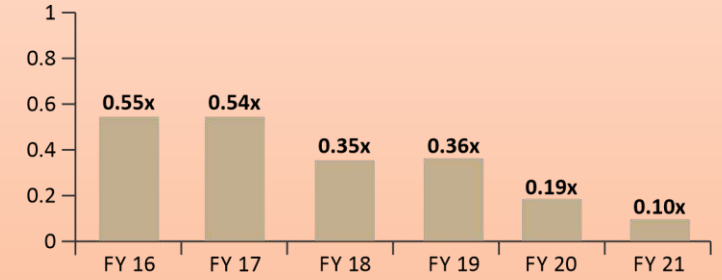
LONG TERM LOANS (Rs. In mn)



CAPEX (Rs. In mn)



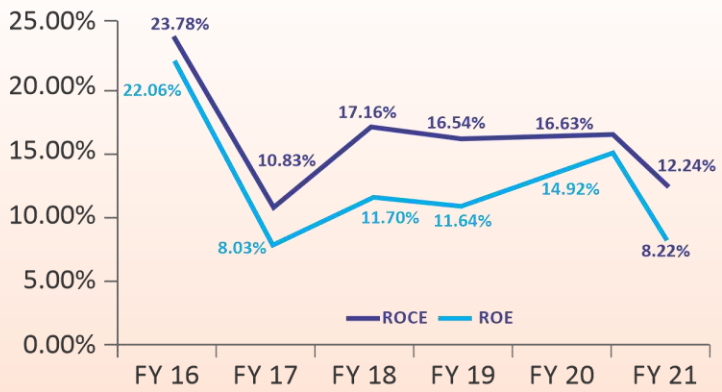
GROSS DEBT/EQUITY



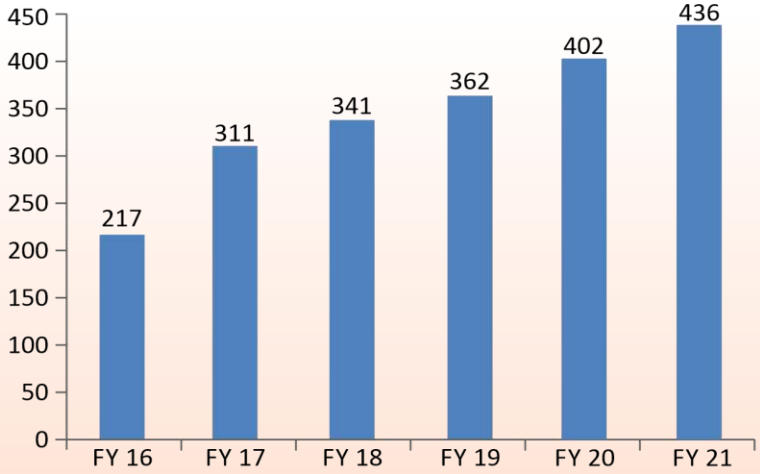
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

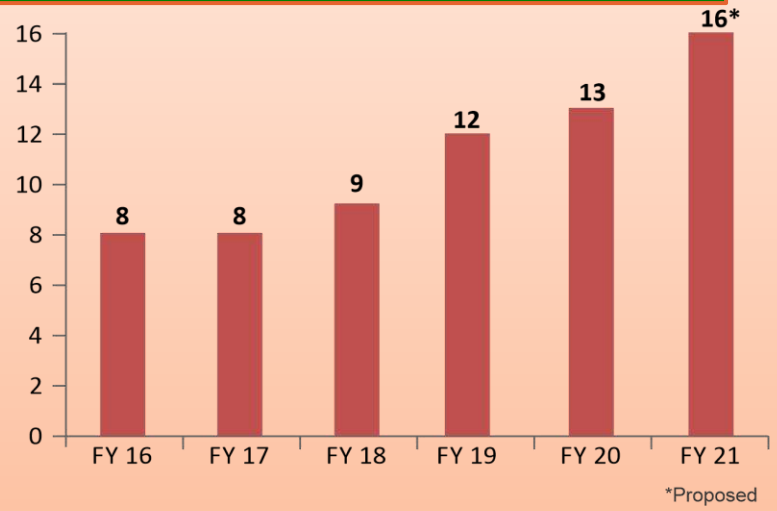
ROCE & ROE



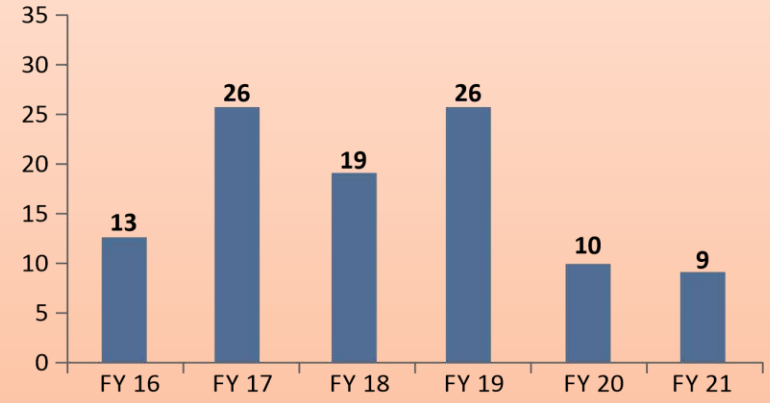
BOOK VALUE PER SHARE



DIVIDEND PER SHARE



WORKING CAPITAL DAYS



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