



FIEM INDUSTRIES LTD.

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Website: www.fiemindustries.com CIN : L36999DL1989PLC034928

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2017

(Rs. in Lacs)

SL. No.	Particulars	QUARTER ENDED (Unaudited)			NINE MONTHS ENDED (Unaudited)	
		31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016
1	Income					
	a) Gross Sales (Refer Note 4)	28,432.04	32,494.67	25,914.94	93,259.35	84,986.94
	b) Other Operating Income	159.89	158.30	230.59	538.33	812.39
	Revenue from Operations	28,591.93	32,652.97	26,145.53	93,797.68	85,799.33
	Other Income	62.29	128.36	201.97	371.25	261.74
	Total Income	28,654.22	32,781.33	26,347.50	94,168.93	86,061.07
2	Expenses					
	a) Cost of materials consumed	16,426.04	19,989.05	12,961.82	55,504.94	44,124.84
	b) Purchases of stock-in-trade	138.72	100.11	802.69	328.36	2,171.16
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(327.61)	(264.81)	(118.35)	(2,309.30)	(2,104.83)
	d) Excise duty on sales	0.00	0.00	2,685.71	3,477.99	8,793.91
	e) Employee benefits expense	4,372.29	4,822.72	3,437.01	13,247.56	11,009.73
	f) Finance Costs	573.49	594.01	594.14	1,768.82	1,776.07
	g) Depreciation and amortization expense	1,129.68	1,111.33	998.90	3,315.06	2,906.48
	h) Other expenses	4,398.94	4,252.33	3,754.47	13,130.36	12,446.62
	Total Expenses	26,711.55	30,604.74	25,116.39	88,463.79	81,123.98
3	Profit/ (Loss) before exceptional items and Tax (1-2)	1,942.67	2,176.59	1,231.11	5,705.14	4,937.09
4	Exceptional Items	-	-	-	-	-
5	Profit/ (Loss) before Tax (3-4)	1,942.67	2,176.59	1,231.11	5,705.14	4,937.09
6	Tax expense	683.48	744.07	329.40	1,979.15	1,476.08
7	Net Profit/(Loss) for the period (5-6)	1,259.19	1,432.52	901.71	3,725.99	3,461.01
8	Other comprehensive Income (net of Income tax)					
	a) Items that will not be reclassified to Profit or loss					
	- Remeasurement of defined benefit Liability/ asset	(29.71)	(30.27)	0.96	(63.26)	6.74
	- Income tax related to items that will not be reclassified to profit or loss	8.23	8.38	(0.27)	17.51	(1.87)
	Total Items that will not be reclassified to Profit or loss (net of income tax)	(21.48)	(21.89)	0.69	(45.75)	4.87
	b) Items that will be reclassified to Profit or loss	-	-	-	-	-
	Total Other Comprehensive Income (net of income tax) (a+b)	(21.48)	(21.89)	0.69	(45.75)	4.87
9	Total Comprehensive Income for the period (7+8)	1,237.71	1,410.63	902.40	3,680.24	3,465.88
10	Paid up Equity Share Capital (face value Rs 10 per share)	1,315.98	1,315.98	1,315.98	1,315.98	1,315.98
11	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year.	-	-	-	-	-
12	Earnings Per Share (EPS) (Face Value of Rs 10 per share)					
	a) Basic - Rs.	9.41	10.72	6.86	27.97	28.12
	b) Diluted - Rs.	9.41	10.72	6.86	27.97	28.12

NOTES

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the company in their respective meetings held on February 13, 2018. The statutory auditors of the company have carried out Limited Review on the above results.
- These results have been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and the other accounting principles generally accepted in India and accordingly the results have been prepared in accordance with the recognition and measurement principles laid down in the Ind AS-34 "Interim Financial Reporting". Beginning 1st April 2017, the company has for the first time adopted Ind AS with a transition date of 1st April 2016.

3. Post the applicability of Goods and Service tax (GST) with effect from 1st July 2017, sales are required to be disclosed net of GST. Accordingly the Gross Sales Figures for the Quarter and Nine Months ended 31.12.17 are not comparable with the previous periods presented in the results.. The following additional information is provided to to make sales figures comparable.
 (Rs in lacs)

Particulars	QUARTER ENDED (Unaudited)			NINE MONTHS ENDED (Unaudited)	
	31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016
1) Gross Sales	28,432.04	32,494.67	25,914.94	93,259.35	84,986.94
2) Less Excise duty on sales	-	-	2,685.71	3,477.99	8,793.91
Net sales (excluding excise duty) (1-2)	28,432.04	32,494.67	23,229.23	89,781.36	76,193.03

4. A fire incident happened on 25.01.2018 around noon in one block of Unit-5, situated at Kelamanglam Road, Achettipalli Post, Hosur 635110, Tamilnadu. The incident resulted in substantial damage to plant and machinery and Inventory etc. in the said block. The company is in the process of ascertaining the loss caused by fire. Further, the company has initiated the process for filing insurance claim as per the insurance cover.
5. The Statement does not include Ind AS compliant results for the previous year ended March 31, 2017 as the same is not mandatory as per SEBI's Circular dated July 5, 2016.
6. Reconciliation of Profit after tax for the Quarter and Nine months ended December 31, 2017 between Ind AS compliant results as reported above with the results reported in previous year as per Indian GAAP are as given below

(Rs In Lacs)

	Particulars	Quarter ended December 31, 2016	Nine Months Ended December 31, 2016
A)	Net profit after tax for the period as per previous GAAP	905.79	3,459.17
B)	Effects of Transition to Ind-AS on Statement of Profit and Loss		
	1) Sales		
	a) regrouping of excise duty on sales	2,685.71	8,793.91
	b) regrouping of discount	(75.69)	(232.42)
		2,610.02	8,561.49
	2) Expenses		
	a) regrouping of excise duty	(2,685.71)	(8,793.91)
	3) Employees benefit Expense		
	a) Remeasurement of defined benefit plans	(3.39)	6.71
	b) reclassification of Actuarial gains/ (Losses), arising in respect of defined benefit Plans	(0.96)	(6.74)
		(4.35)	(0.03)
	4) Other expenses		
	a) regrouping of discount	75.69	232.42
	5) Tax Expenses		
	a) Tax impact on above Ind-AS Adjustments	0.27	1.87
	Profit after tax reported as per Ind-AS	901.71	3,461.01
	6) Other Comprehensive Income (Net of tax)	0.69	4.87
	Total Comprehensive Income as per Ind-AS	902.40	3,465.88

7. In terms of Regulation 33(3) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has availed the option of submitting un-audited quarterly financial results only on standalone basis.
8. Provision for Taxation includes current tax, deferred tax and is net of MAT Entitlement credit available to the company, if any.
9. Previous period's figures have been regrouped/ rearranged wherever necessary, to make them comparable.
10. These results for the Quarter and nine months ended December 31, 2017 are available on the website of the Company (www.fiemindustries.com) and website of the Stock Exchanges viz. BSE Limited (www.bseindia.com) and National Stock Exchange of India Limited (www.nseindia.com).



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11. During FY 2016-17, the company had 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 31.12.17 are as under :

Particulars	Amount (Rs In Lacs)
Gross Proceeds of QIP Issue	11,999.99
Less Amount Utilized for the Purpose Received	8,862.81
Balance Amount	
-Temporarily Invested in Mutual Funds	3,103.41
- Lying in the Current Account with Bank	33.77

12. 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.

- As per Ind AS108 Operating Segment, the Company has identified two reportable segments, as described below :

- a) Automotive segment comprising of automotive lights and signaling equipment, rear view mirrors, plastic moulded and other automotive parts.
b) 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 AND NINE MONTHS ENDED DECEMBER 31, 2017

(Rs. in Lacs)						
S. No.	Particulars	Standalone (Unaudited)				
		Quarter ended			Nine months ended	
		31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016
1	Segment Revenue (Sales and Other operating income)					
	a) Automotive Segment	28,313.14	32,368.13	24,022.64	93,504.96	79,551.83
	b) LED Luminaries Segment	278.79	284.84	2,122.89	292.72	6,247.50
	Total	28,591.93	32,652.97	26,145.53	93,797.68	85,799.33
	Less - Inter Segment Revenue	-	-	-	-	-
	Total Income from Operations	28,591.93	32,652.97	26,145.53	93,797.68	85,799.33
2	Segment Results (Profit before tax and interest from each Segment)					
	a) Automotive Segment	2,985.08	3,223.09	1,885.87	8,863.26	7,316.38
	b) LED Luminaries Segment	(157.30)	(212.66)	159.63	(621.74)	327.68
	Total Segment Results	2,827.78	3,010.43	2,045.50	8,241.52	7,644.06
	Less:					
	i) Finance Costs	573.49	594.01	594.14	1,768.82	1,776.07
	ii) Other Un-allocable Expenditure net off Un-allocable Income	311.62	239.83	220.25	767.56	930.90
	Total Profit Before Tax from ordinary activities	1,942.67	2,176.59	1,231.11	5,705.14	4,937.09
3	Segment Assets					
	a) Automotive Segment	69,706.85	71,575.73	55,669.47	69,706.85	55,669.47
	b) LED Luminaries Segment	12,905.01	12,936.42	20,011.17	12,905.01	20,011.17
	Unallocable Corporate Assets	4,338.33	6,841.90	11,566.99	4,338.33	11,566.99
	Total Segment Assets	86,950.19	91,354.05	87,247.63	86,950.19	87,247.63
	Segment Liabilities					
	a) Automotive Segment	17,831.44	22,462.40	16,873.54	17,831.44	16,873.54
	b) LED Luminaries Segment	298.30	396.47	1,299.62	298.30	1,299.62
	Unallocable Corporate Liabilities	25,425.59	26,338.04	26,567.95	25,425.59	26,567.95
	Total Segment Liabilities	43,555.33	49,196.91	44,741.11	43,555.33	44,741.11
	CAPITAL EMPLOYED (Segment Assets Less Segment Liabilities)					
	a) Automotive Segment	51,875.41	49,113.33	38,795.93	51,875.41	38,795.93
	b) LED Luminaries Segment	12,606.71	12,539.95	18,711.55	12,606.71	18,711.55
	Unallocable Corporate Assets less Liabilities	(21,087.26)	(19,496.14)	(15,000.96)	(21,087.26)	(15,000.96)
	TOTAL CAPITAL EMPLOYED	43,394.86	42,157.14	42,506.52	43,394.86	42,506.52

By order of the Board
For FIEM INDUSTRIES LIMITED

Place- Rai, Sonapat (HR.)
Date- February 13, 2018

J.K. Jain
Chairman & Managing Director
DIN-00013356



FIEM INDUSTRIES LTD.

Financial Results comparison (Standalone) Q3 FY18 Vs Q3 FY17

- 22.40% growth in Sales in Q3FY18 as compared to Q3FY17. Sales during Q3FY18 is Rs.284.32 crores as compared to Rs 232.29 crores in Q3FY17.
- 32.43 % growth in Sales of Automotive Segment during Q3FY18 as compared to Q3FY17. Sales of Automotive segment during Q2FY18 is Rs 281.66 crores as compared to Rs 212.68 crores in Q3FY17.
- Sales of LED Luminaries segment is Rs 2.66 crores in Q3 FY18 as compared to Rs 19.61 crores in Q3FY17
- 39.64% Increase in PAT for Q3 FY 18 as compared to Q3 FY17. PAT during Q3FY18 is Rs 12.59 crore as compared to Rs 9.02 crore in Q3FY17.

Financial Results Comparison (Standalone) 9MFY18 Vs 9MFY17:

- 17.83% growth in Sales in 9MFY18 as compared to 9FY17. Sales of the company during 9MFY18 is Rs 897.81 crores as compared to Rs 761.93 crores in 9MFY17.
- 26.89% growth in Sales of Automotive segment during 9MFY18 as compared to 9MFY17. Sales of Automotive segment during 9M FY18 is Rs 895.54 crores as compared to Rs 705.74 crores in 9MFY17.
- Sales of LED Luminaries segment is Rs 2.27 crores in 9MFY18 as compared to Rs.56.19 crores in 9MFY17.
- 7.66% Increase in PAT for 9MFY 18 as compared to 9MFY17. PAT during 9MFY18 is Rs 37.26 crore as compared to Rs 34.61 crore in Q3FY17.

Net Debt (Standalone):

	(Rs. in Crores)	
	31 December 2017	31 March 2017
Long Term Borrowings (incl current maturities)	129.28	163.93
Short Term Borrowings	73.94	64.15
Total Debt	203.22	228.08