



fiem

LIGHT UP THE WORLD

FIEM INDUSTRIES LTD.

Investor Presentation

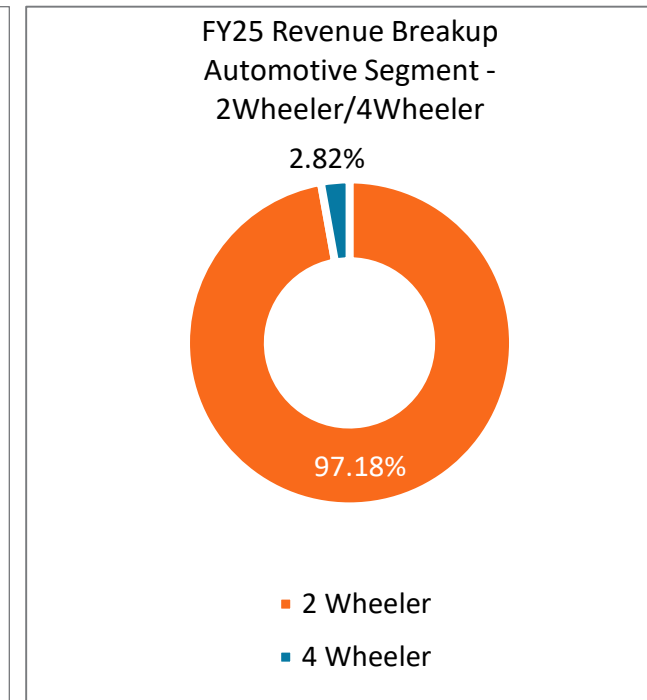
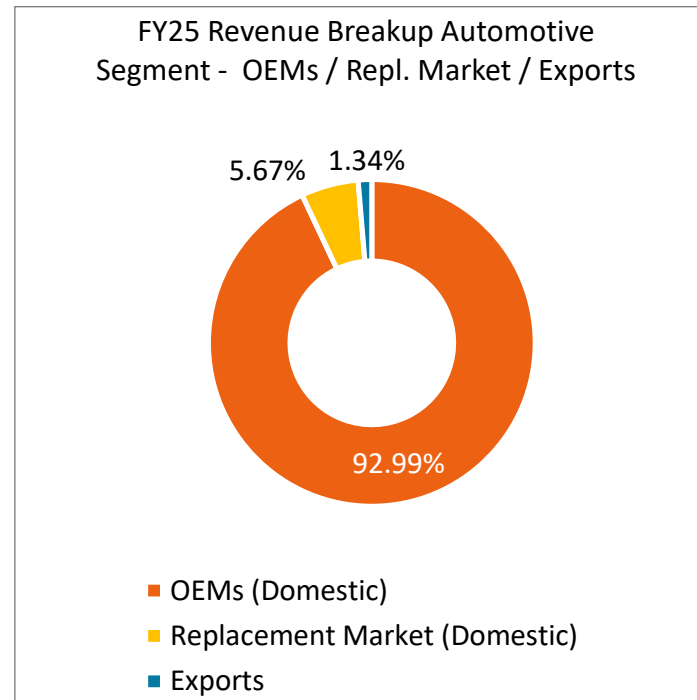
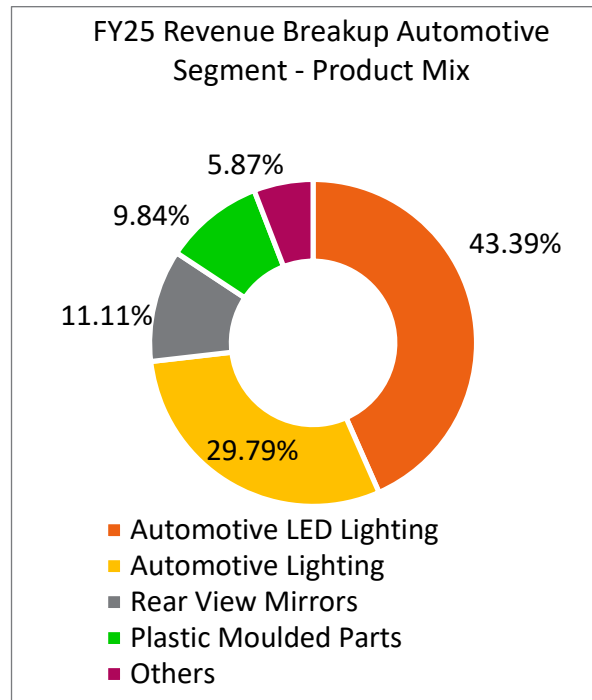
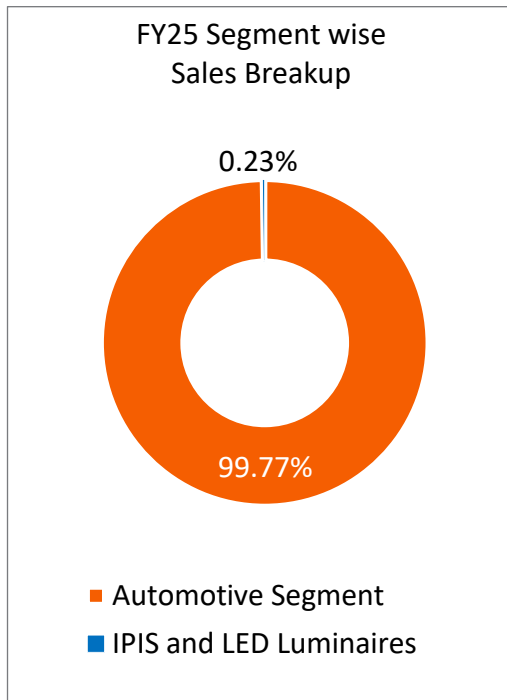
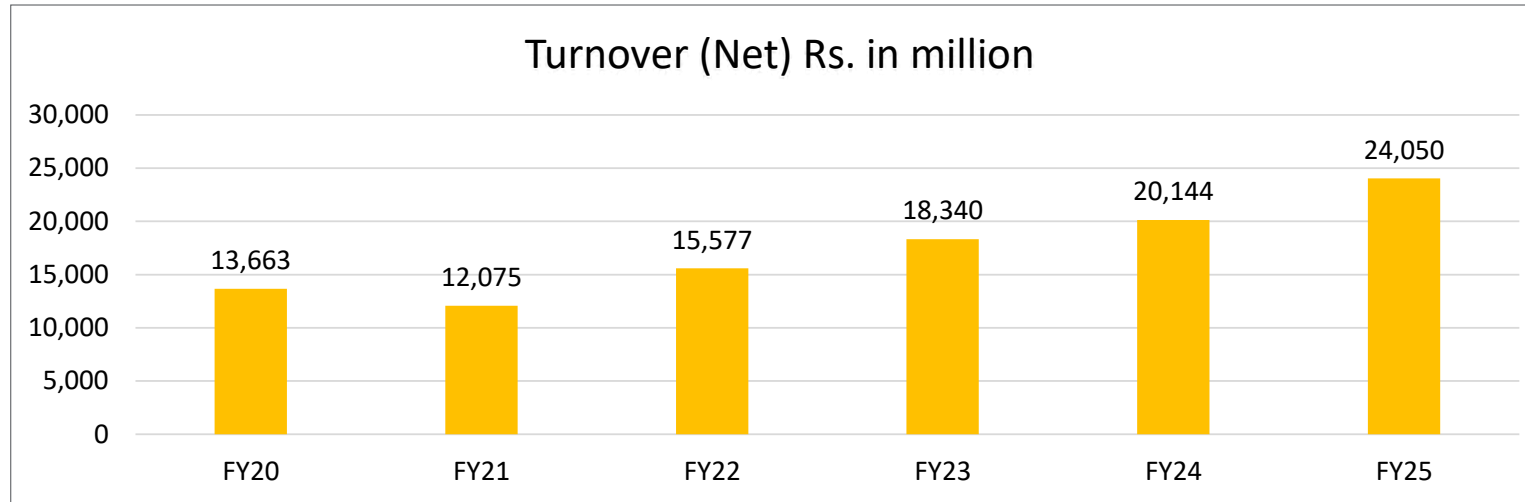
9MFY26



EXECUTIVE SUMMARY

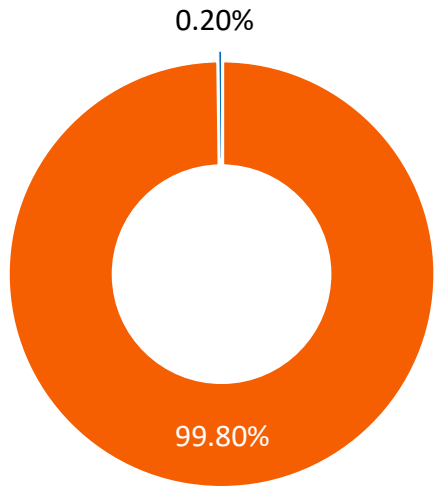
<p>Overview</p>	<ul style="list-style-type: none"> • Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain. • The Company was listed on BSE and NSE in 2006. • FIEM is one of the leading manufacturers of Automotive Lighting & Signalling Equipment's and Rear View Mirrors in 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. 	
<p>Products</p>	<p style="text-align: center;"><u>Automotive Segment</u></p> <ul style="list-style-type: none"> • Automotive Lighting - Head lamps, Tail Lamps, Blinker lamps, Fog lamps etc. • Rear View Mirrors • Sheet Metal Parts • Plastic Moulded Parts <p style="text-align: center;">Products under Technical Collaboration</p> <ul style="list-style-type: none"> • Canister • Bank (Lean) Angle Sensor <p style="text-align: center;">JV Products</p> <ul style="list-style-type: none"> • Moulds, Tools and Zig Fixtures 	<p style="text-align: center;"><u>LED Segment</u></p> <ul style="list-style-type: none"> • LED Luminaires for Indoor and Outdoor applications • Integrated Passenger Information System with LED Display (IPIS)
<p>Top Clients</p>	<ul style="list-style-type: none"> • Two Wheeler – TVS, Honda, Yamaha, Suzuki, Eicher Royal Enfield, Harley Davidson, Piaggio etc. • Four Wheeler – Tata Motors, Mahindra & Mahindra, Force Motors, Ashok Leyland, Hyundai etc. 	
<p>Standalone Financial Performance</p>	<ul style="list-style-type: none"> • Net Sales has grown from INR 13,663 mn in FY20 to INR 24,050 mn in FY25 at 5 year CAGR of 11.97% • EBITDA has grown from INR 1,567 mn in FY20 to INR 3,207mn in FY25 at a 5 year CAGR of 15.41% 	

FINANCIAL SUMMARY (STANDALONE)



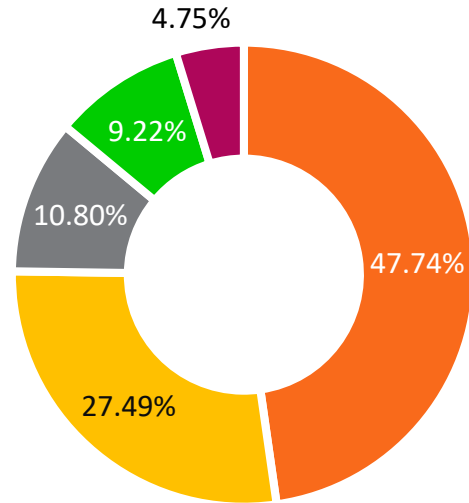
SALES REVENUE MIX (STANDALONE)

9MFY26 Segment wise Sales Breakup



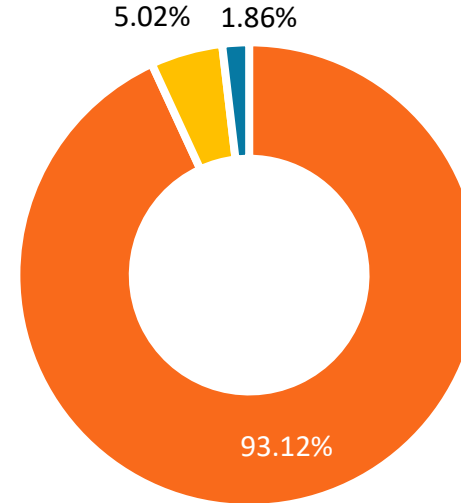
- Automotive Segment
- IPIS and LED Luminaires

9MFY26 Revenue Breakup Automotive Segment - Product Mix



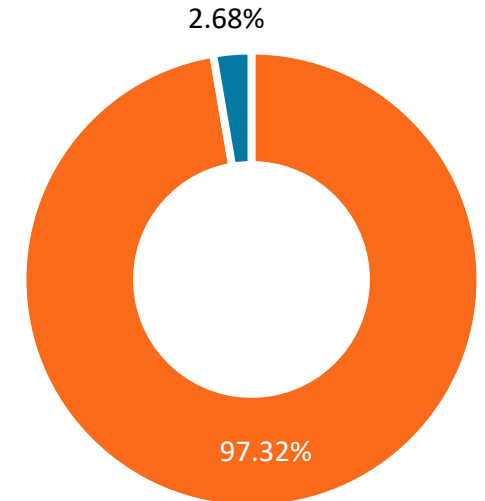
- Automotive LED Lighting
- Automotive Lighting
- Rear View Mirrors
- Plastic Moulded Parts
- Others

9MFY26 Revenue Breakup Automotive Segment - OEMs / Repl. Market / Exports



- OEMs (Domestic)
- Replacement Market (Domestic)
- Exports

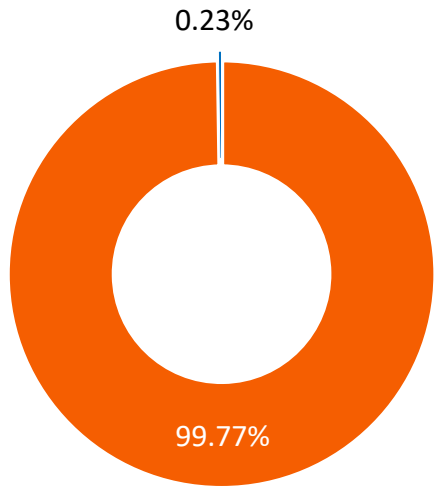
9MFY26 Revenue Breakup Automotive Segment – 2 Wheeler / 4 Wheeler



- 2 Wheeler
- 4 Wheeler

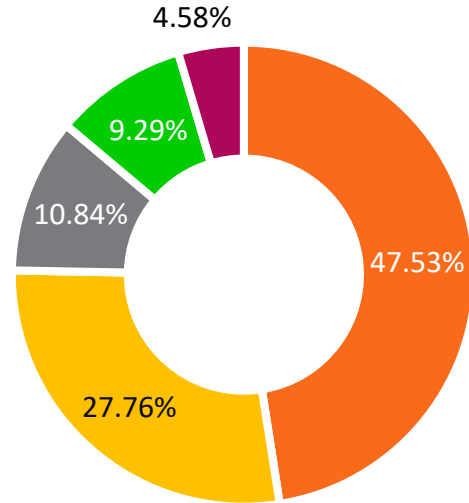
SALES REVENUE MIX (STANDALONE)

Q3FY26 Segment wise Sales Breakup



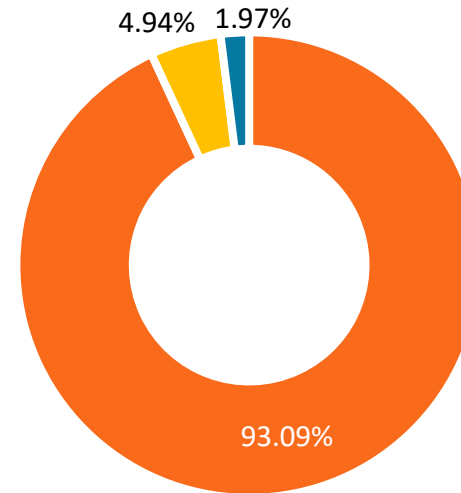
- Automotive Segment
- IPIS and LED Luminaires

Q3FY26 Revenue Breakup Automotive Segment - Product Mix



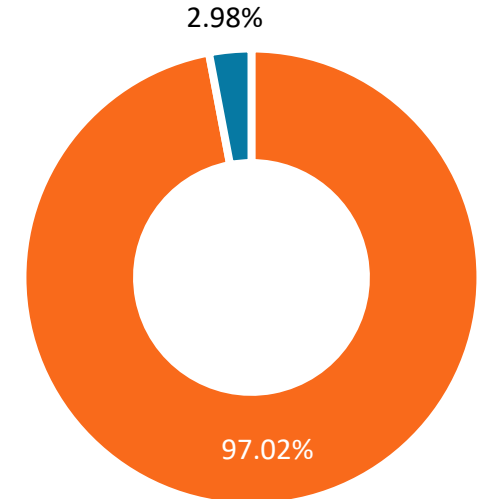
- Automotive LED Lighting
- Automotive Lighting
- Rear View Mirrors
- Plastic Moulded Parts
- Others

Q3FY26 Revenue Breakup Automotive Segment - OEMs / Repl. Market / Exports



- OEMs (Domestic)
- Replacement Market (Domestic)
- Exports

Q3FY26 Revenue Breakup Automotive Segment - 2 Wheeler / 4 Wheeler



- 2 Wheeler
- 4 Wheeler

COMPANY OVERVIEW

- 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.
- 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 - Fiem Kyowa (HK) Mould Company Limited (Hong Kong)

PROMOTERS & WHOLE TIME DIRECTORS



Mr. J. K. Jain

Chairman & Managing Director

Aged 73 years, he is the Chairman & Managing Director of the Company. As the Chairman & Managing Director of the Company, he is involved in mentoring the leadership team, overseeing the business strategies on various aspects of operations, business development, 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 of the 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.



Mr. Rahul Jain

Joint Managing Director

Aged 39 years, he was inducted on the Board of the Company in November, 2004. He completed his Bachelor of Science and thereafter Management Studies from University of Bradford. He is involved in all activities of the Company spanning over Manufacturing Operations, Business Development, Corporate Planning and Strategic Affairs. He has extensively travelled abroad and visited many facilities of Automotive Companies in foreign countries to acquire learning from new and latest practices and technology. On November 7, 2023 he is re-designated as Joint Managing Director.



Mrs. Seema Jain

Whole-time Director

Aged 71 years, she is the Whole-time Director of the Company. She is the wife of Mr. 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 CSR activities of the Company besides overseeing the finance functions.



Ms. Aanchal Jain

Whole-time Director

Aged 44 years, she is the Whole-time Director of the Company. She has completed her Masters in Business Administration from Indiana Institute of Technology. She oversees the human resource management functions of the Company, besides involvement in the operational and business development functions.

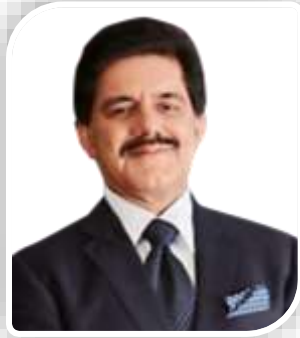
PROMOTERS & WHOLE TIME DIRECTORS



Mr. Rajesh Sharma

Joint Managing Director

Aged 63 years, he joined the Company in September, 2003. He is among the Senior Management of the Company for many years and heading the Marketing & Business Development in the Company. He has a rich experience of around 40 years in the fields of marketing, sales and new product development in automotive components industry. He was elevated on the Board of the Company w.e.f January 01, 2020 as Whole-time Director. On November 7, 2023 he is re-designated as Joint Managing Director.



Mr. Vineet Sahni

CEO & Director

Aged 60 years, he is a veteran and an inspirational business leader in Automotive Industry with over 35 years of varied leadership experience, especially in the 4-Wheeler Automotive Lighting Industry. He holds a B.E. (Mechanical) from Delhi College of Engineering and PG Diploma in Business Management from MSPI-Delhi. He started his career with Tata Motors in 1987 and has held various leadership positions of increasing responsibility over the years with Minda Group, Varroc Engineering and Lumax Group.

During his illustrious career, he has held successful CEO positions since the year 2001 in large automotive groups and most recently has been Group CEO & Sr. Executive Director in Lumax Group. He brings with him deep knowledge of Automotive Industry, developing strong leadership pipeline to ensure continuity in business, strengthening relationship with OEMs and rich experience of managing people from diverse cultures and geographies. He has been awarded "India's Most Trusted CEO, Automotive 2022 – Leader of the year by "WCRCINT & WCRC LEADERS".



Mr. Kashi Ram Yadav

Whole-time Director

Aged 70 years, he is the Whole-time Director of the Company. He has been associated with the Company since its inception and has more than 40 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 the Company.

FIEM JOURNEY

2021 - 2025

1989-2000



- **1989** – Incorporated as Rahul Auto Private Limited
- **1992** – Name changed to Fiem Industries Pvt. Ltd.
- **1993** – Converted into Public Limited - Fiem Industries Ltd.
- **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 with Sung San Co. Korea (SL Corporation for Daewoo cars (Cielo & Matiz), Mfg. of Head Lamp, Rear Combination, Side Lamp, Plastic Parts & Wheel Covers
- **1998** – Multi-Focal Reflector first time introduced in India by FIEM

2001-2009



- **2004 & 2005** – Setup mfg. facilities in Hosur (Unit 2&3) Mysore (Unit 4)
- **2005** – Entered into a Technical Support Agreement with Ichikoh Industries Ltd., Japan.
- **2005 & 2006** – Setup mfg. facilities Hosur (Unit 5), Nalagarh (Unit 6)
- **2006** – IPO by Company and listing on BSE & NSE
- **2007** – Merged Fiem Sung San with Fiem Industries
- **2007** – Setup LED SMT plant

2010-2015



- **2010** – Started new Mfg. Unit in Rai, Sonapat, Haryana (Unit 7)
- **2011** – Started new Mfg. Unit in Tapukara, Rajsthan (Unit 8)
- **2011** – FIEM R&D Centre approved by Govt. of India
- **2012** – Started manufacturing Automotive Lighting for Honda Japan
- **2015** – Starting receiving Tenders from EESL for LED Bulbs and Street Lights.

2016-2017



- **2016** – Started new Mfg. Unit in Ahmedabad (Unit 9).
- **2016** – NABL Accreditation received for Photometry Laboratory.
- **2017** – Set up facility for manufacturing of Canister in technical collaboration with Aisan Industry Co., Ltd, Japan
- **2017** – A 50:50 Joint Venture Company set up in Hong Kong with KYOWA Co., Ltd., Japan for high-class moulds and tools.

2018 - 2020



- **2018** – Joint Venture with Aisan Industry Co. Ltd., Japan and Toyota Tsusho India Pvt. Ltd. for manufacture of Fuel Pump Module 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, Fiem Research and Technology S.r.l.



- **2022** – Setup New Design Centre at Hosur, Tamil Nadu
- **2023** – Setup New Design Centre Passenger Vehicle at Pune, for Maharashtra
- **2024** – Setup new R&D Centre cum Liaison Office in Japan
- **2025** - Established new R&D Electronics (EMC) Laboratory, Innovation Centre & Corporate Office at Gurugram



R&D & Design Centres



R&D - Electronics (EMC) Laboratory, Innovation Centre & Corporate Office, Gurugram (Haryana)



Design Centre Chinchwad, Pune (Maharashtra)



Design Centre Manufacturing Unit-II, Hosur (Tamil Nadu)



Design Centre Fiem Research and Technology S.r.l. Italy



Design Centre & Liaison Office Fiem Industries Japan Co. Ltd., Japan



Registered Office JW Marriott, Aerocity, New Delhi



Manufacturing Unit-VIII, Tapukara (Rajasthan)



Manufacturing Unit-VII & Testing Laboratory, Rai, Sonapat (Haryana)



Manufacturing Unit-I, Kundli, Sonapat (Haryana)



Manufacturing Unit-III, Hosur (Tamil Nadu)



Manufacturing Unit-IV, Mysore (Karnataka)



Manufacturing Unit-V, Hosur (Tamil Nadu)



Manufacturing Unit-VI, Nalagarh (Himachal Pradesh)



Manufacturing Unit-IX, Ahmedabad (Gujarat)



ONE Fiem



R&D-ELECTRONICS, INNOVATION CENTRE & CORPORATE OFFICE



**"One Team,
One Vision**

Stronger Together!"

**"Great things happen when teams come together under one roof!
Opening of this office marks a new chapter for FIEM—enhanced collaboration, faster innovation and shared success."**



GOVT. APPROVED R&D CENTRE

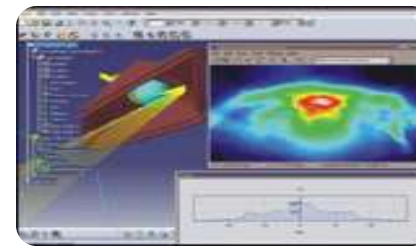
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science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

2002 - 2014



2015 - 2025



PRODUCT RANGE

HONDA 2-WHEELER



PRODUCT RANGE



HARLEY-DAVIDSON & HERO MOTOCORP LAUNCHED **X** IN INDIA

440



**LED HEAD LAMP
by FIEM**



**LED FOG LAMP
by FIEM**



**LED TAIL LAMP
by FIEM**



PRODUCT RANGE



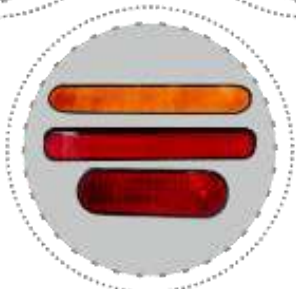
PRODUCT RANGE



ROYAL ENFIELD



PRODUCT RANGE



PRODUCT RANGE

 **PIAGGIO**



OLA



4W - PRODUCT RANGE



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, Harley Davidson (USA & Thailand), Kubota Japan (Tractors & Farm equipment's) besides exporting to other OEM's in 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 light assembly with LED & advanced technology as per Indian and Global standards.

FIEM ADVANTAGE

DIVERSIFIED PRODUCT PORTFOLIO

- Leading manufacturers of LED and Conventional Automotive Lighting & Signalling Equipment's and Rear View Mirrors for two and four wheelers.
- Strategic technological tie ups with global players to provide advance and cost efficient Products.
- Diversified into Integrated Passenger Information Systems with LED Display (IPIS).



FOCUS ON ELECTRIC VEHICLE SEGMENT

- 2W EV is a big opportunity, which is growing exponentially.
- FIEM has the first mover advantage and working with all major EV OEMs in India.
- Company has competitive advantage, because of in-house R&D, Designing and Testing capabilities with shortest Development time.
- Diversified product portfolio with LED Lighting solutions, Rear View Mirrors and Plastic Parts etc. provide best solutions to the OEMs.

ACCOLADES RECEIVED

MORE THAN 50+ AWARDS SINCE 1991



**Award for Best Supplier
"Enhancing Overall Cost
Competitiveness" (2024-25)**
From Honda Motorcycle & Scooter India.



**Award for Best New Model
Part Development - 2025**
from
Suzuki Motorcycle India Pvt. Ltd.



**Certificate of Appreciation for
Outstanding Efforts towards Co-creating
World Class New Products (2025)**
from Royal Enfield Pvt. Ltd.



**Consistent Quality
Performance (2021-22)**
from TVS Motor
Company Ltd.



**Global Award for Excellence in
Technology and Development**
from Yamaha Motor Co., Ltd. Japan
(on 19th April, 2019 at Japan)



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".



**Award for Exceptional
Performance in Cost (2024),**
from Yamaha Motor India Group



**Best Cost Improvement
Award (2024)**
from Suzuki Motorcycle India Pvt. Ltd.



**Award for Strong Effort
for Cost Reduction (2022-23)**
From
Honda Motorcycle & Scooter India.



**Appreciation Award
for Special Support (2022)**
from Yamaha Motor India Group



Global Contribution Award (2020)
from Yamaha Motor Co., Ltd. Japan



**Award for
Delivery Management (2020)**
From Honda Motorcycle and
Scooter India Ltd.



**Achievement Award
for Honda Global Support (2012-13)**
from Honda Motorcycle and
Scooter India Ltd.



**Grand Award for QCDDM
(2013-14)**
from Honda Motorcycle and
Scooter India Ltd.



Appreciation Award (2023)
from Hyundai Motor India



**Award for 'Excellence Performance
in Quality Metrics'(2022)**
from Daimler India Commercial Vehicles.



**Performance Award for
Cost Reduction (2018-19)**
from Suzuki Motor Cycle India
Private Limited



**Performance Award (VA-VE)
(2016-17)**
from Suzuki Motor Cycle India
Private Limited



**Supplier Recognition Award
(2014)**
from Harley-Davidson India

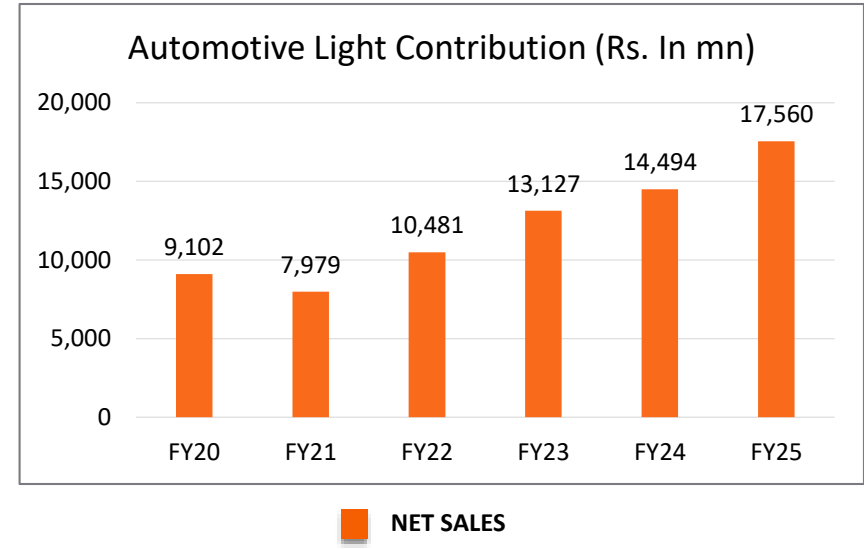


**Award for Best Performance
in Delivery (2021)**
from Kubota Corporation

AUTOMOTIVE LIGHTS

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 Lighting.**
- **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 8 – Tapukara, Rajasthan
 - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**



Head and Rear Lights



REAR VIEW MIRRORS

- **Rear-View Mirror** – FIEM has 6 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 2 - Hosur, Tamil Nadu
 - Unit 5 - Hosur, Tamil Nadu
 - Unit 8 - Tapukara, Rajasthan
- **Top Clients**

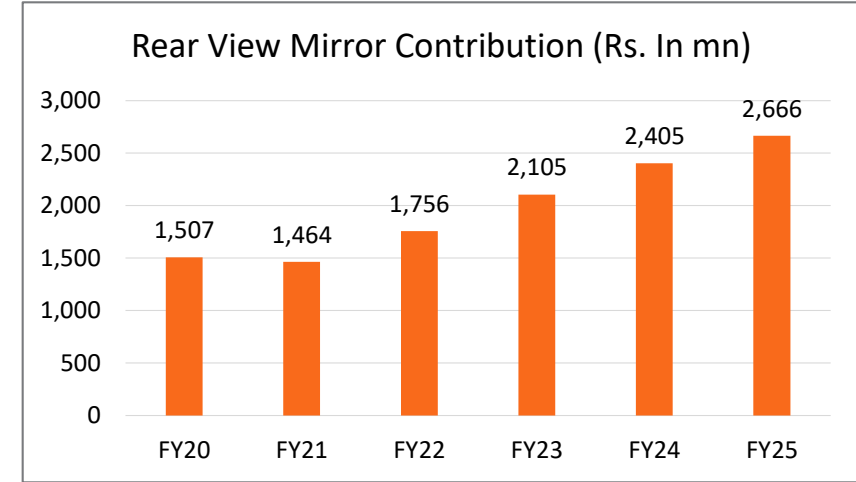












NET SALES



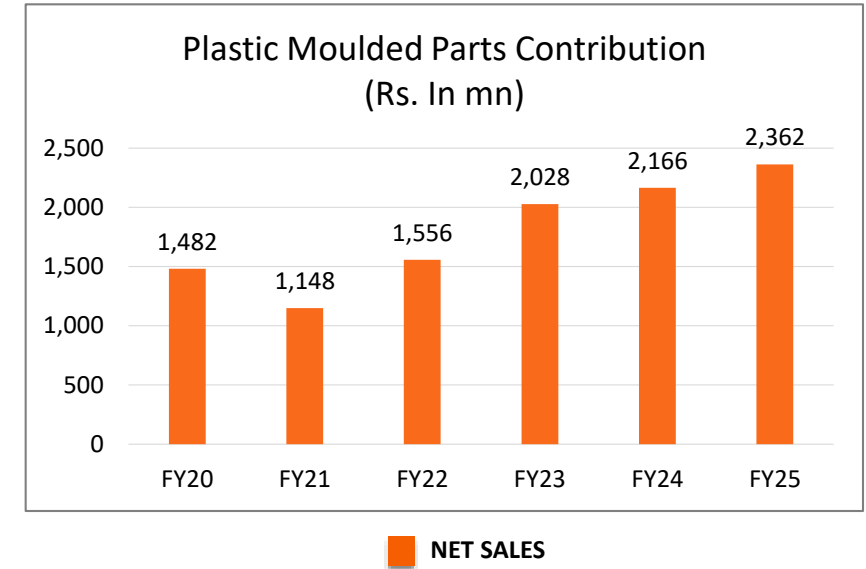
PLASTIC MOULDED PARTS

- **Plastic Moulded Parts** – Plastic moulding is integral part of automotive lighting 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.
- **Manufacturing Facilities for Standalone Plastic Moulded Parts:**
 - Unit 2 - Hosur, Tamil Nadu
 - Unit 6 - Nalagarh, Himachal Pradesh
 - Unit 8 - Tapukara, Rajasthan
 - Unit 9 – Ahmedabad, Gujarat
- **Top Clients**

HONDA
2-WHEELER

TVS

SUZUKI

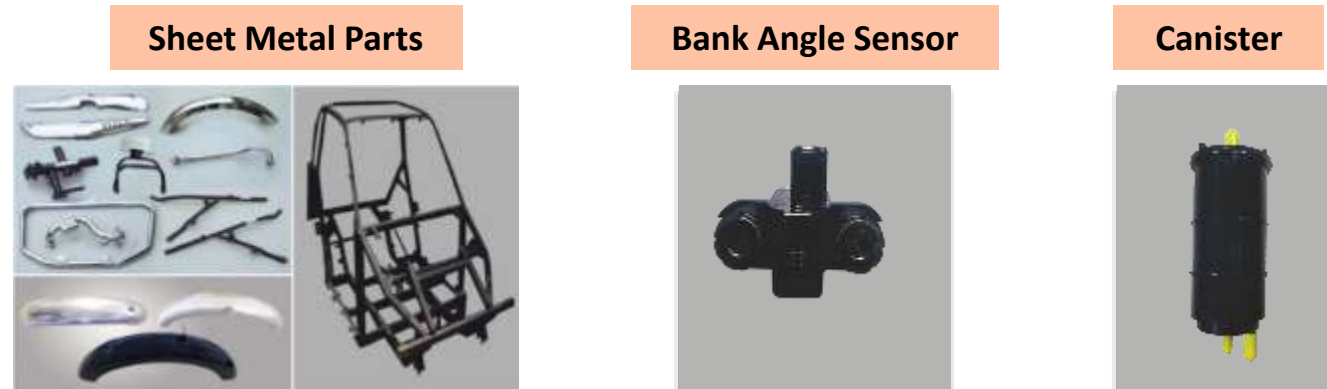
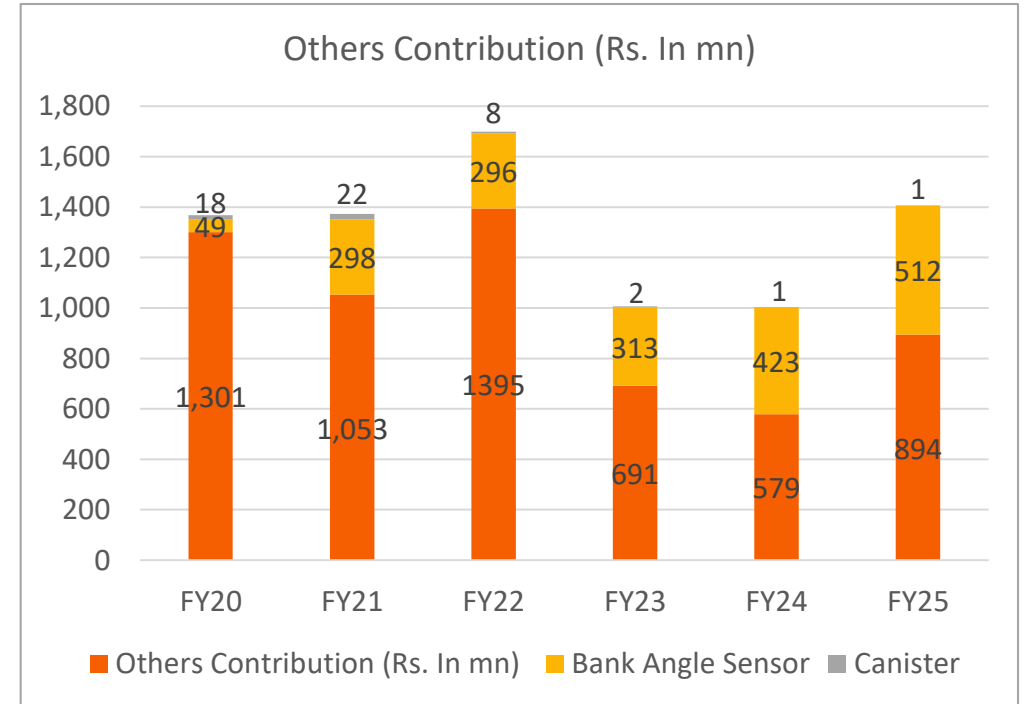


OTHERS

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, 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
 - Unit 8 – Tapukara, Rajasthan

• **Top Clients**



OUR CUSTOMERS

2-WHEELER (DOMESTIC OEMs)

- HONDA 2-WHEELER
- TVS
- YAMAHA *Revs Your Heart*
- SUZUKI
- ROYAL ENFIELD
- PIAGGIO
- HARLEY-DAVIDSON
- Hero
- Kawasaki
- MAHINDRA TWO WHEELERS

2-WHEELER (ELECTRIC VEHICLE OEMs)

- OLA
- ATHER
- River
- ULTRAVIOLETTE
- SIMPLE
- OKINAWA *THE WAY TO CLEAR*
- Quantum
- AMPERE
- KINETIC GREEN
- REVOLT
- POLARITY
- BOUNCE infinity

2-WHEELER (GLOBAL OEMs)

- YAMAHA *Revs Your Heart*
- HONDA 2-WHEELER
- SUZUKI
- HARLEY-DAVIDSON
- PIAGGIO
- TVS INDONESIA

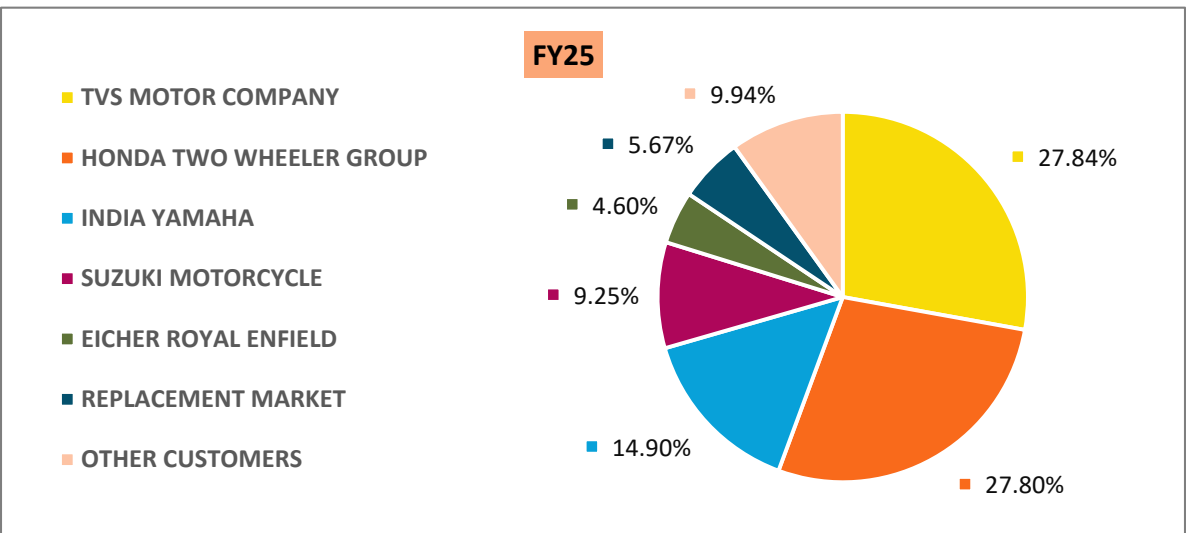
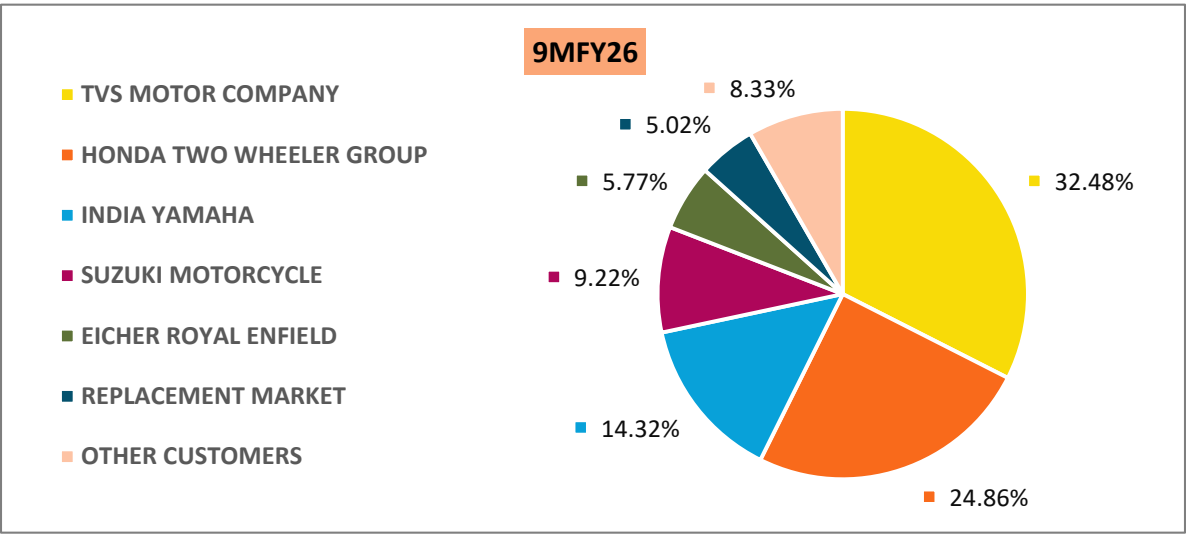
4-WHEELER (DOMESTIC OEMs)

- Mercedes-Benz
- Mahindra
- HYUNDAI
- SKODA
- HONDA
- VW
- TATA
- Marcopolo
- Ashok Leyland
- JBM
- FORCE MOTORS
- DAIMLER
- JCB
- JCBL
- Kubota *Escort Kubota Limited*
- SONALIKA INTERNATIONAL
- SWARAJ
- VST SIALTI
- MANITOU

4-WHEELER (GLOBAL OEMs)

- Mercedes-Benz
- MARSH
- Kubota
- Sparex
- DE TOMASO

9MFY26 and FY25 Top Clientele Contribution – Automotive Segment



OUR CUSTOMERS

2-WHEELER (DOMESTIC OEMs)



2-WHEELER (ELECTRIC VEHICLE OEMs)



2-WHEELER (GLOBAL OEMs)



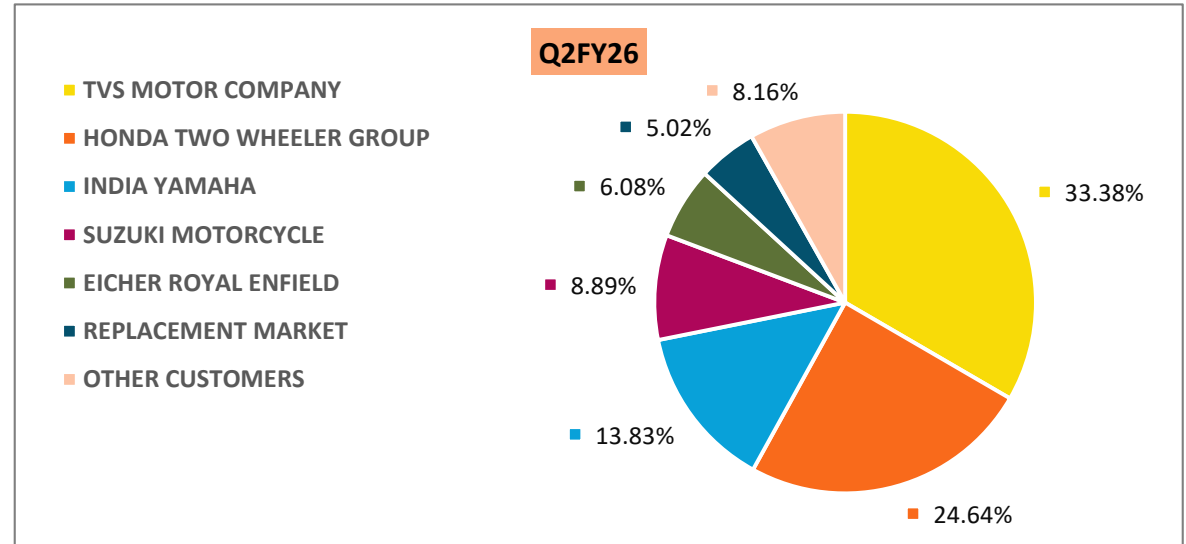
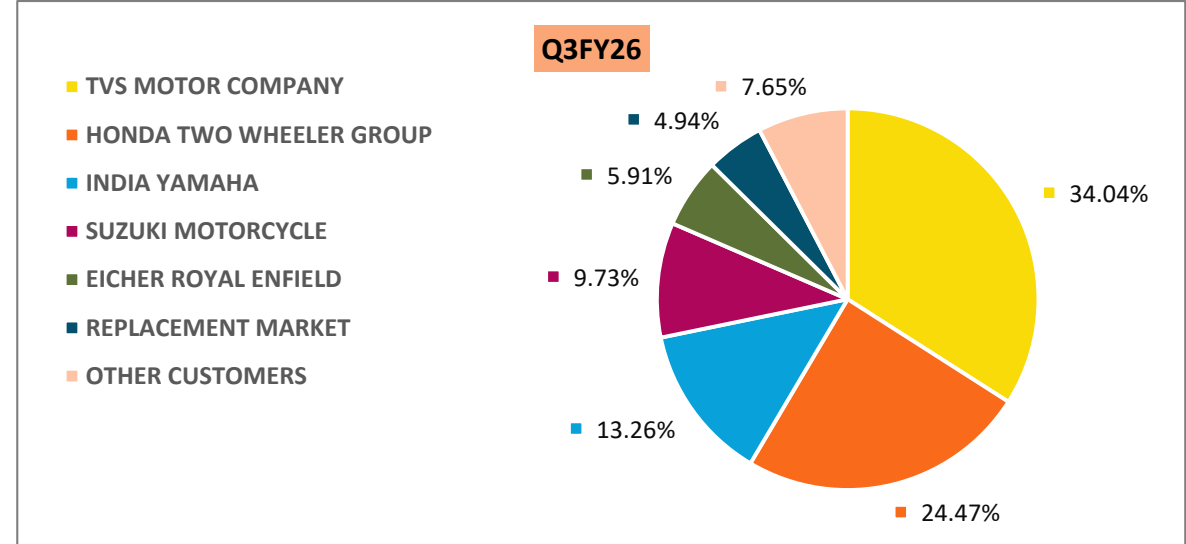
4-WHEELER (DOMESTIC OEMs)



4-WHEELER (GLOBAL OEMs)



Q3FY26 and Q2FY26 Top Clientele Contribution – Automotive Segment



LED DISPLAY SYSTEMS

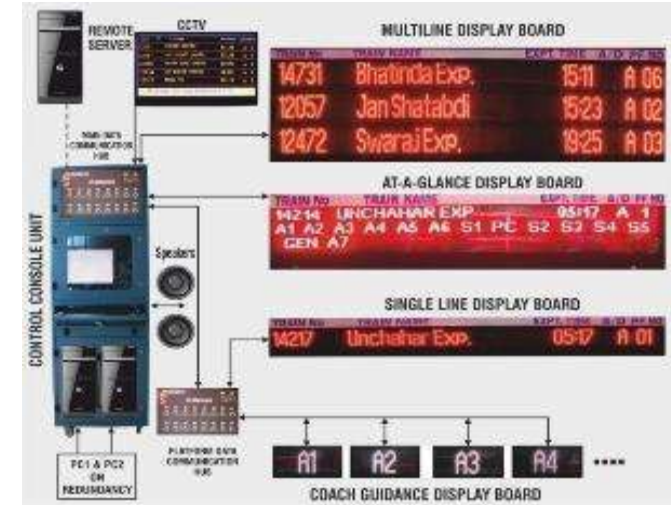
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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

LED Display Panel

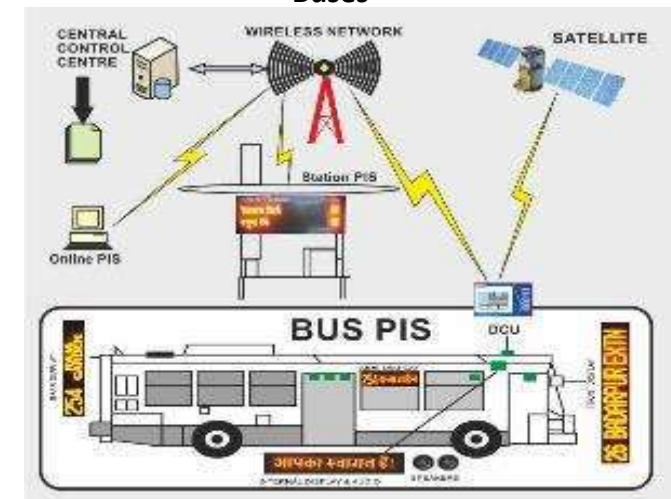


LED Integrated Passenger Information System

Railway



Buses



CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23	FY24	FY25	9MFY26
Total Sales	12,076	15,577	18,340	20,153	24,054	20,475
EBIDTA	1,338	1,940	2,486	2,687	3,222	2,862
EBITDA Margin	11.08%	12.45%	13.56%	13.33%	13.39%	13.98%
Other Income	32	26	108	160	161	164
Exceptional Item	(32)	-	-	-	37	-
Depreciation & Amortization	572	590	634	587	643	547
Finance Cost	117	86	74	29	15	11
PBT	649	1,290	1,886	2,231	2,762	2,468
Taxes	180	337	487	573	713	622
PAT	469	953	1,399	1,658	2,049	1,846
Share of Associates Profit/(Loss)	-2	-11	-1	-1	-	-
PAT after Share of Associates Profit/(Loss)	467	942	1,398	1,657	2,049	1,846
PAT Margin	3.87%	6.05%	7.62%	8.22%	8.52%	9.01%
EPS	17.74*	35.78*	53.13*	62.96	77.86	70.12

*RESTATED ON POST-BONUS SHARE CAPITAL BASIS.

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	31.03.24	31.03.25	30.09.25
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,640	5,222	5,041
b) Right of Use Assets	295	280	650
c) Capital Work-in-Progress	53	203	93
d) Intangible Assets	24	32	40
e) Intangible Assets under Development	0	0	0
f) Financial Assets And Investment	126	169	200
g) Income Tax Assets (Net)	45	46	52
h) Other Non-Current Assets	66	32	181
Total Non Current Assets	5,249	5,984	6,257
II. CURRENT ASSETS			
a.) Inventories	2,044	2,335	2,484
b) Financial Assets			
i) Investments	-	-	-
ii) Trade Receivables	1,937	2,424	3,308
iii) Cash and Cash Equivalents	2,060	2,983	2,706
iv) Bank Balances other than (iii) above	1	1	1
v) Loans	6	5	6
vi) Other Financial Assets	567	149	567
c) Other Current Assets	320	357	344
Total Current Assets	6,935	8,254	9,416
TOTAL ASSETS (I + II)	12,184	14,238	15,673

Particulars (INR Mn)	31.03.24	31.03.25	30.09.25
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	263	263	263
Other Equity	8,606	10,119	10,540
Total Equity	8,869	10,382	10,803
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	-	-	-
ii) Lease Liabilities	221	210	604
iii) Other Financial Liabilities	-	-	-
b) Provisions	65	75	119
c) Deferred Tax Liabilities (Net)	216	228	192
Total Non Current Liability	502	513	915
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	-	-	-
ii) Lease Liabilities	10	11	12
iii) Trade Payables	1,900	2,306	2,845
iv) Other Financial Liabilities	320	390	334
b) Other Current Liabilities	487	566	566
c) Provisions	93	57	99
d) Current Tax Liabilities (Net)	3	13	99
Total Current Liability	2,813	3,343	3,955
TOTAL LIABILITIES (I + II)	3,315	3,856	4,870
TOTAL EQUITY AND LIABILITIES (A+B)	12,184	14,238	15,673

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23	FY24	FY25	9MFY26
Total Sales	12,075	15,577	18,340	20,144	24,050	20,463
EBIDTA	1,338	1,934	2,478	2,680	3,207	2,842
EBITDA Margin	11.35%	12.42%	13.51%	13.30%	13.34%	13.89%
Other Income	34	26	108	159	160	163
Exceptional Item	(32)	-	-	-	37	-
Depreciation & Amortization	571	586	630	581	639	543
Finance Cost	117	86	74	29	15	11
PBT	652	1,288	1,882	2,229	2,750	2,451
Taxes	181	335	486	571	710	618
PAT	471	953	1,396	1,658	2,040	1,833
PAT Margin	3.90%	6.12%	7.61%	8.23%	8.48%	8.96%
EPS	17.91*	36.20*	53.05*	63.01	77.56	69.64

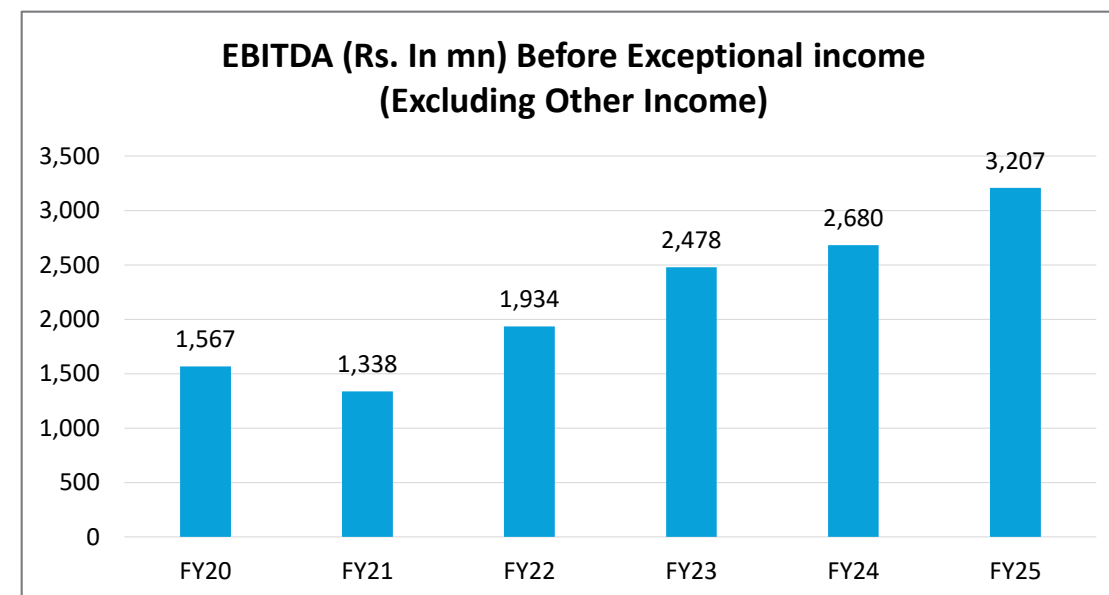
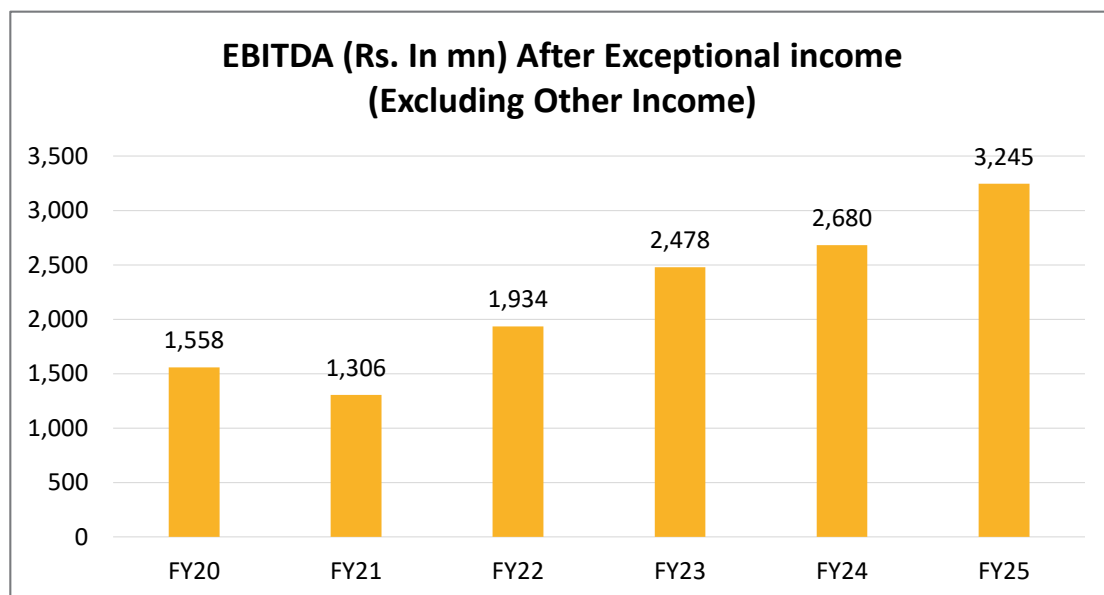
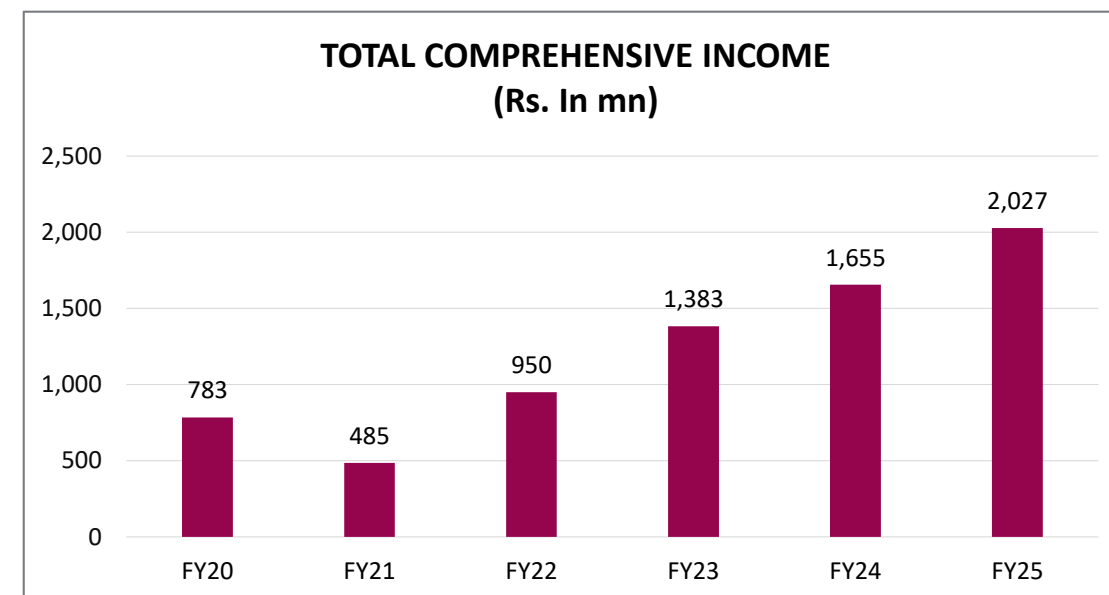
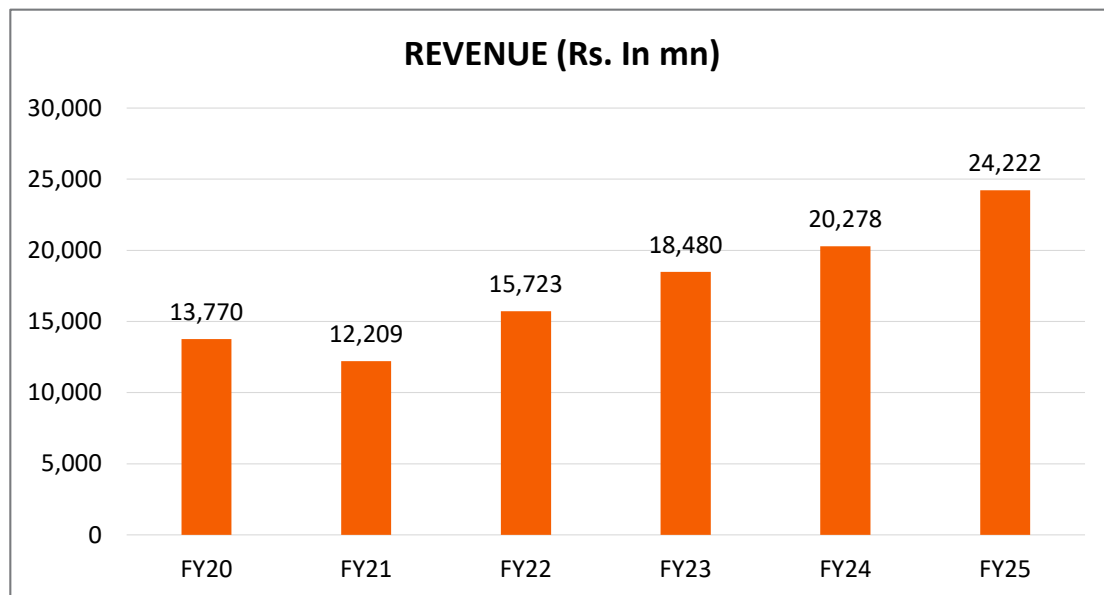
***RESTATED ON POST-BONUS SHARE CAPITAL BASIS.**

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

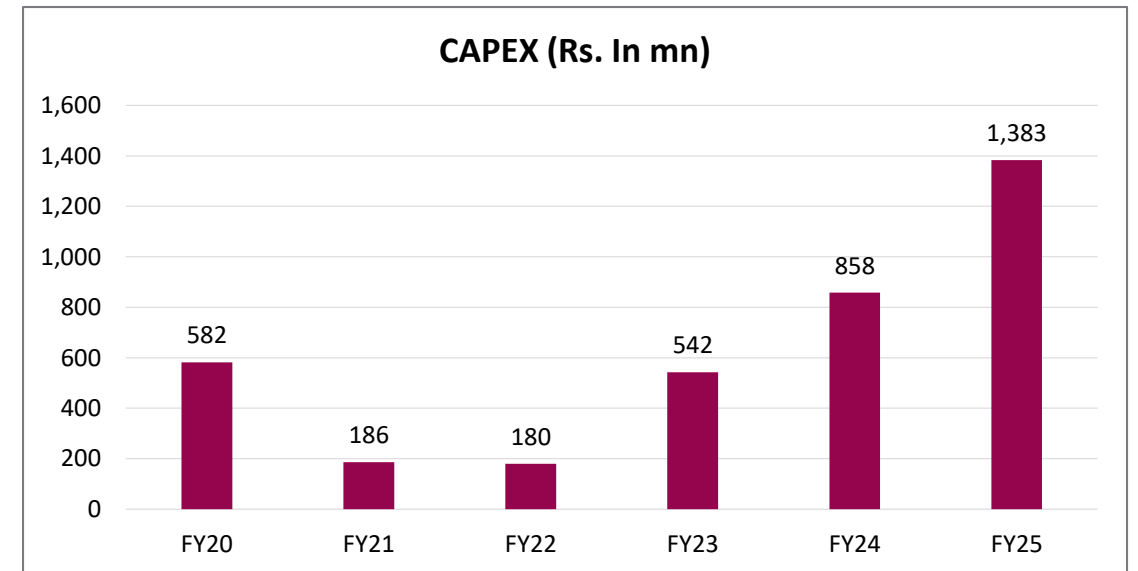
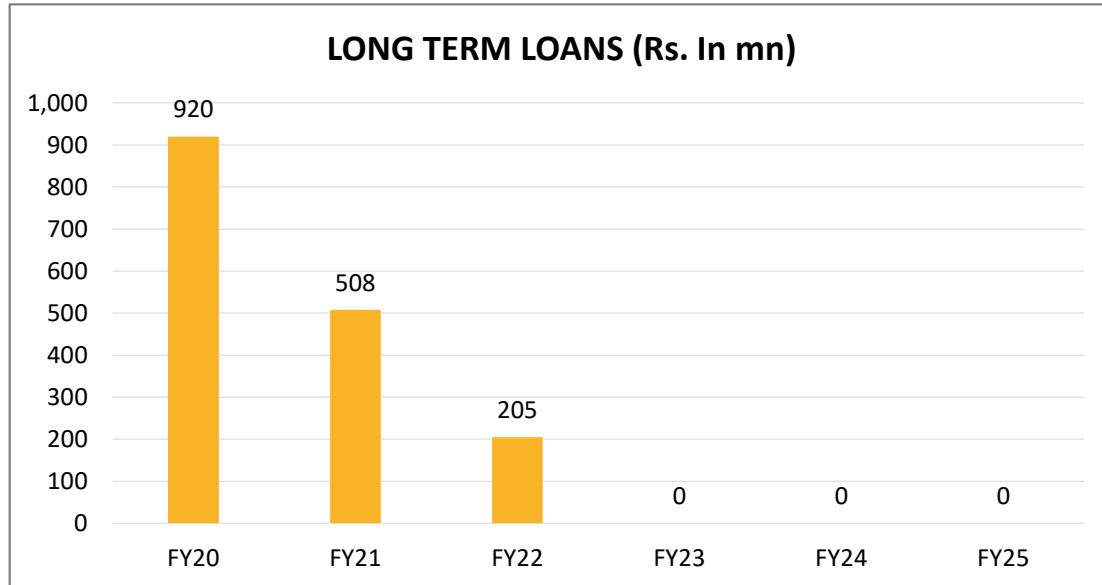
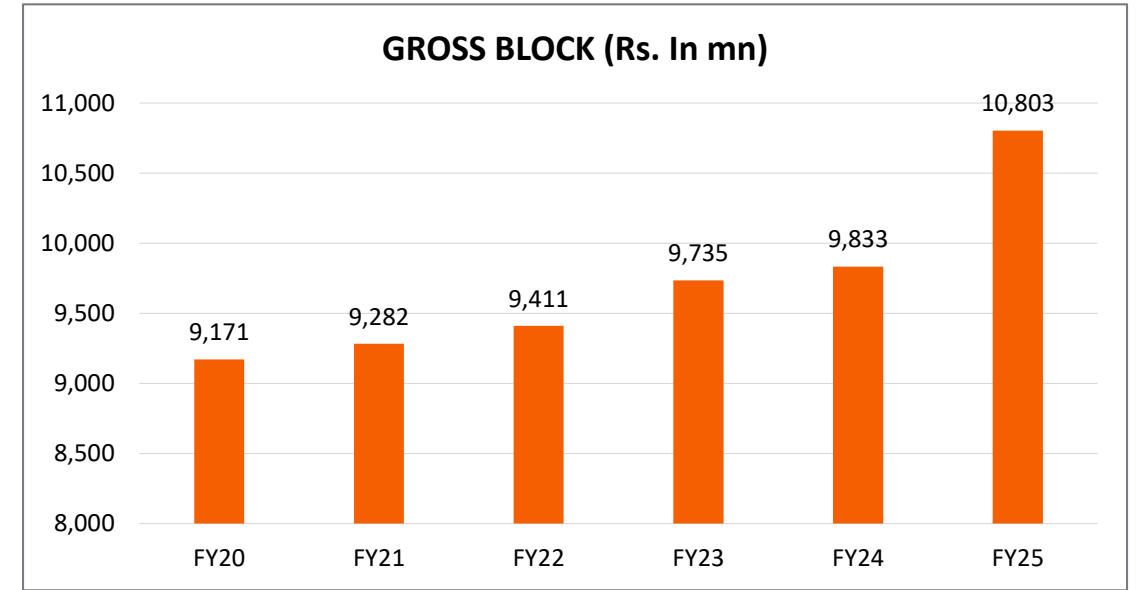
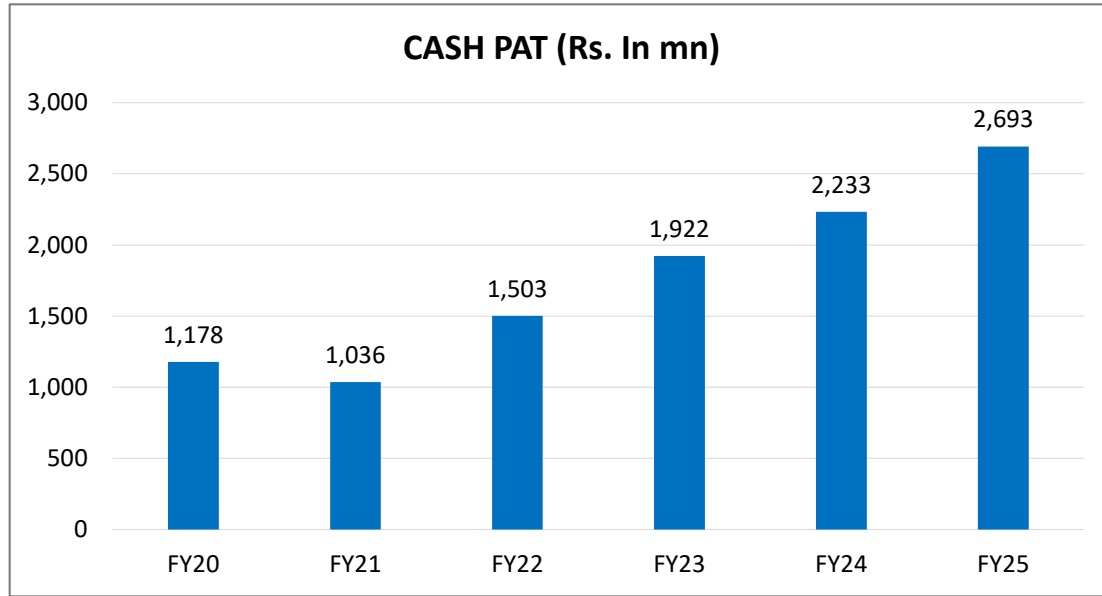
Particulars (INR Mn)	31.03.24	31.03.25	30.09.25
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,630	5,209	5,027
b) Right of Use Assets	295	280	650
c) Capital Work-in-Progress	53	203	93
d) Intangible Assets	22	31	39
e) Intangible Assets under Development	-	-	-
f) Financial Assets	171	213	244
g) Income Tax Assets (Net)	-	-	-
h) Other Non-Current Assets	66	32	181
Total Non Current Assets	5,237	5,968	6,234
II. CURRENT ASSETS			
a) Inventories	2,044	2,333	2,483
b) Financial Assets			
i) Investments	-	-	-
ii) Trade and Receivables	1,938	2,424	3,309
iii) Cash and Cash Equivalents	2,038	2,958	2,680
iv) Bank Balances other than (iii) above	1	1	1
v) Loans	6	5	6
vi) Other Financial Assets	566	146	566
c) Other Current Assets	309	345	328
Total Current Assets	6,902	8,212	9,373
TOTAL ASSETS (I + II)	12,139	14,180	15,607

Particulars (INR Mn)	31.03.24	31.03.25	30.09.25
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	263	263	263
Other Equity	8,591	10,090	10,491
Total Equity	8,854	10,353	10,754
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	-	-	-
ii) Lease Liabilities	221	210	604
iii) Other Financial Liabilities	-	-	-
b) Provisions	56	65	112
c) Deferred Tax Liabilities (Net)	215	228	192
Total Non Current Liability	492	503	908
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	-	-	-
ii) Lease Liabilities	10	11	12
iii) Trade Payables	1,891	2,304	2,861
iv) Other Financial Liabilities	312	379	316
b) Other Current Liabilities	484	561	564
c) Provisions	93	57	98
d) Current Tax Liabilities (Net)	3	12	94
Total Current Liability	2,793	3,324	3,945
TOTAL LIABILITIES (I + II)	3,285	3,827	4,853
TOTAL EQUITY AND LIABILITIES (A+B)	12,139	14,180	15,607

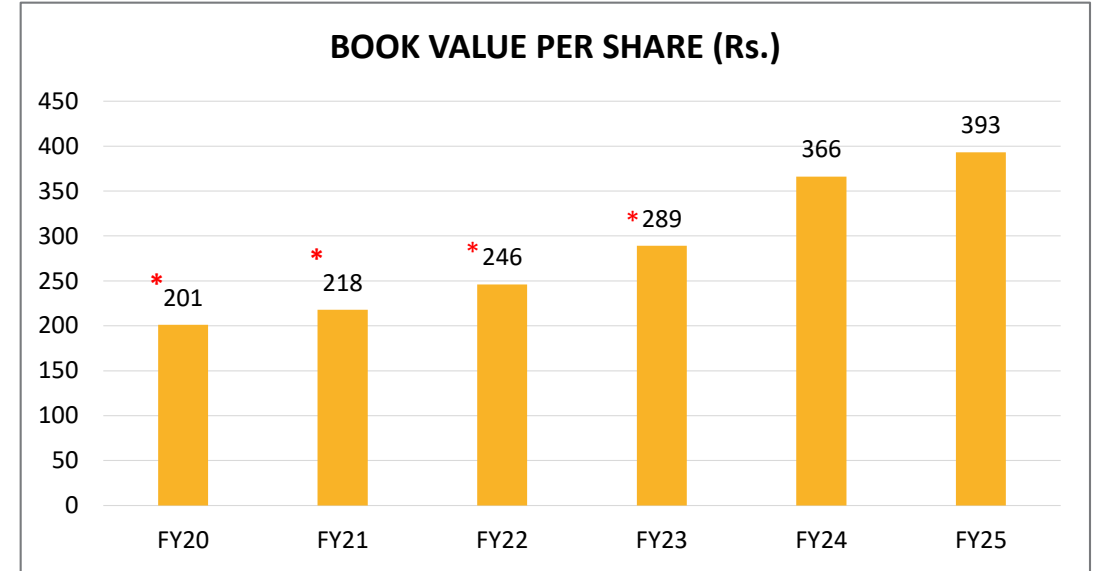
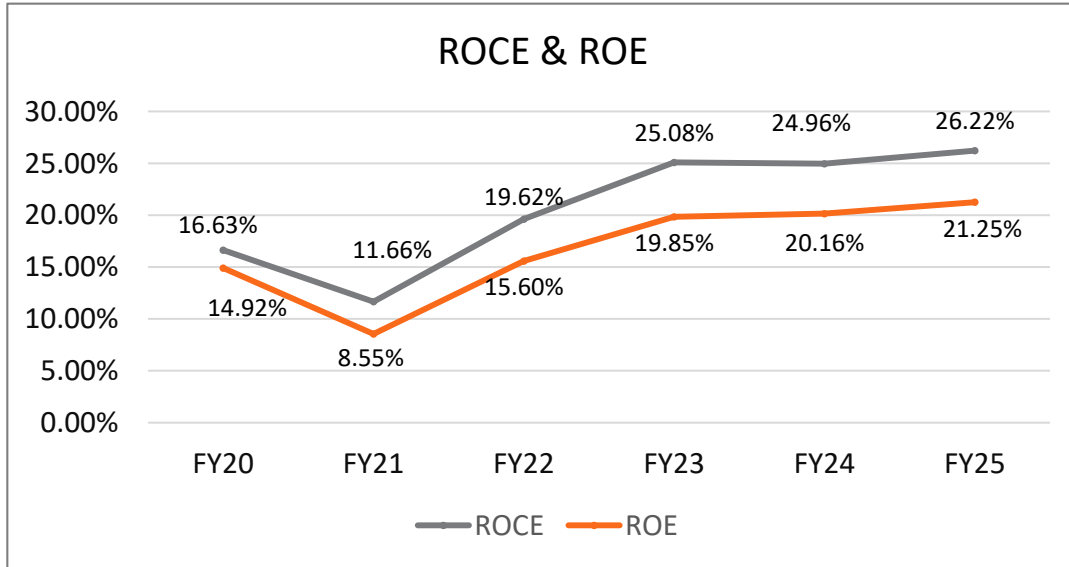
STANDALONE FINANCIAL OVERVIEW



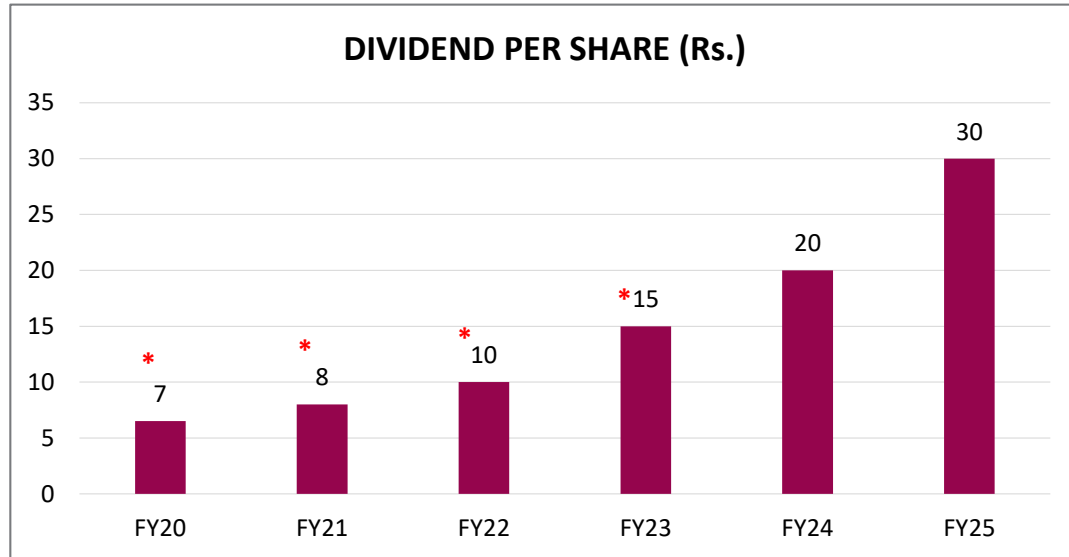
STANDALONE FINANCIAL OVERVIEW



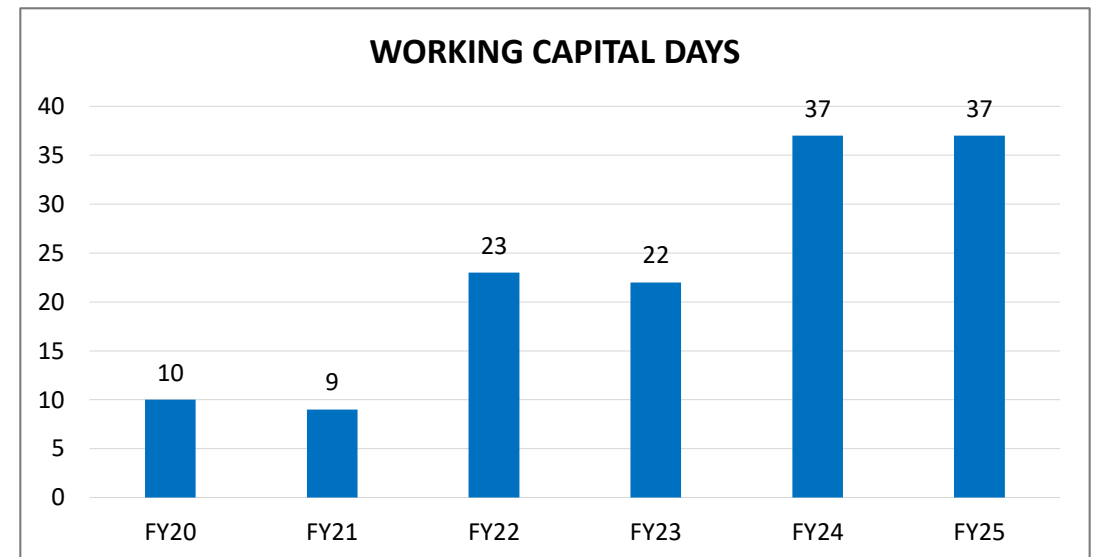
STANDALONE FINANCIAL OVERVIEW



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