

The Manager,
Dept. of Corporate Services
B S E Limited
25th Floor, P. J. Towers, Dalal Street,
Fort, Mumbai - 400 001

Sub: Q4/FY23 Earning Call – Presentation
Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements)
Regulations, 2015 (referred herein as Listing Regulations).

Presentation for

For Fiem Industries Limited

Arvind K. Chauhan
Company Secretary



fiem

LIGHT UP THE WORLD

FIEM INDUSTRIES LTD. **Investor Presentation**



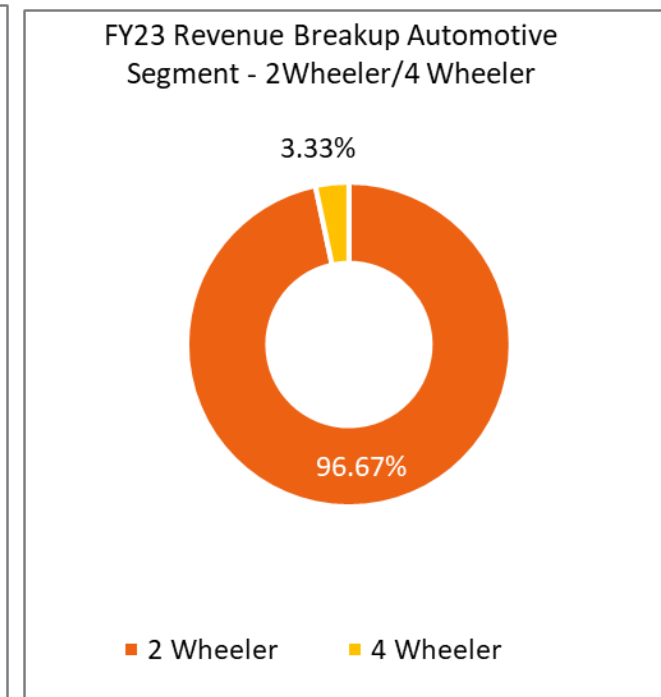
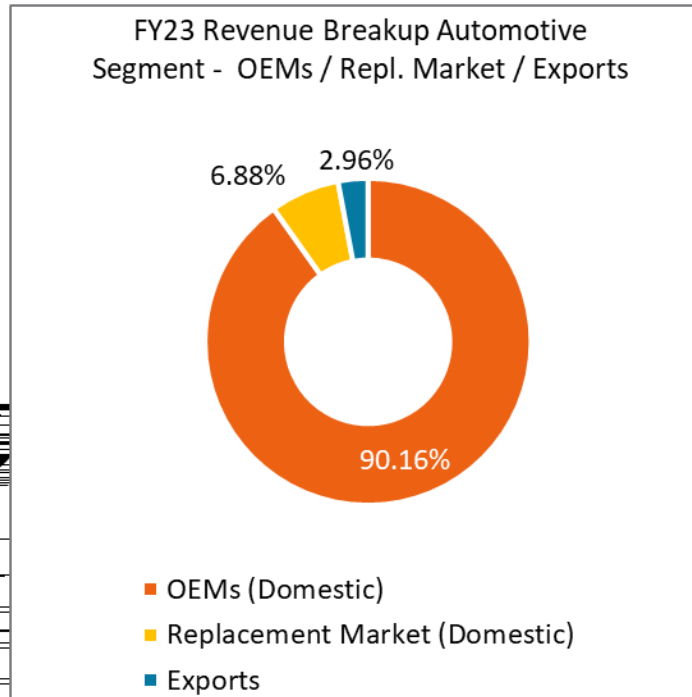
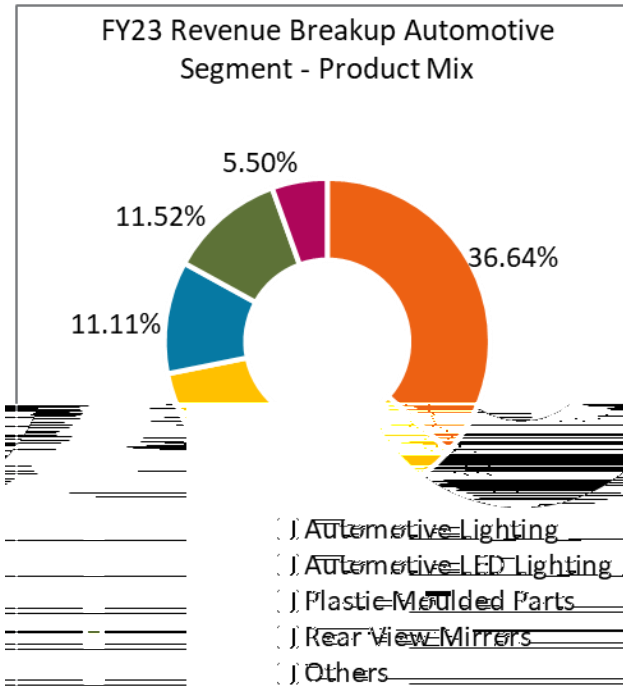
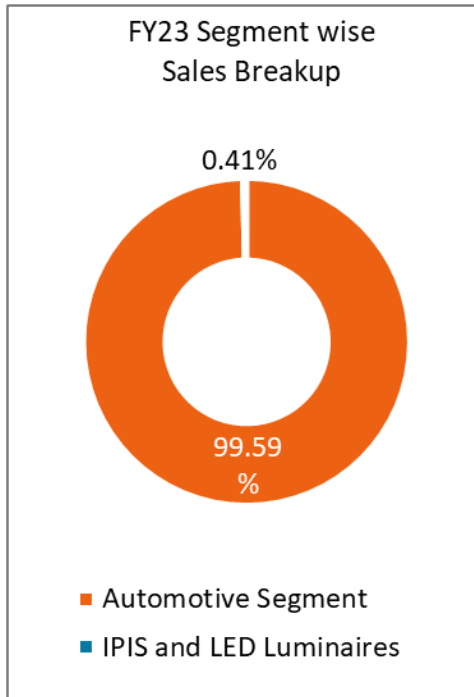
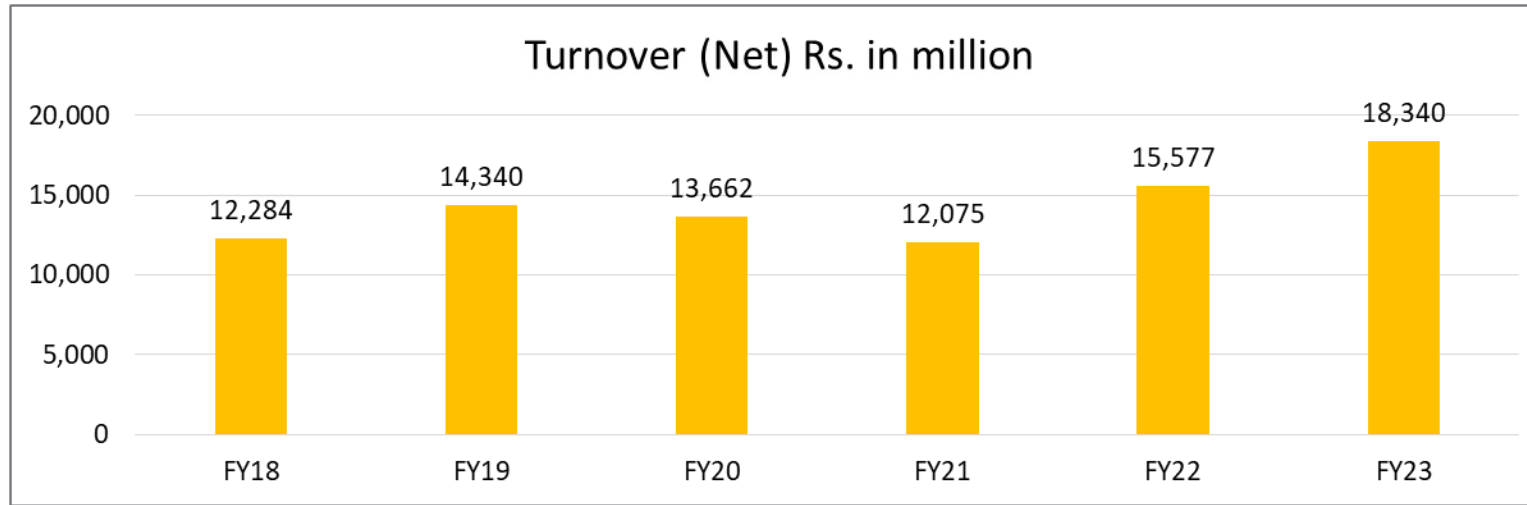
HUB MOTOR

MOTOR CONTROLLER (M-U)

EXECUTIVE SUMMARY

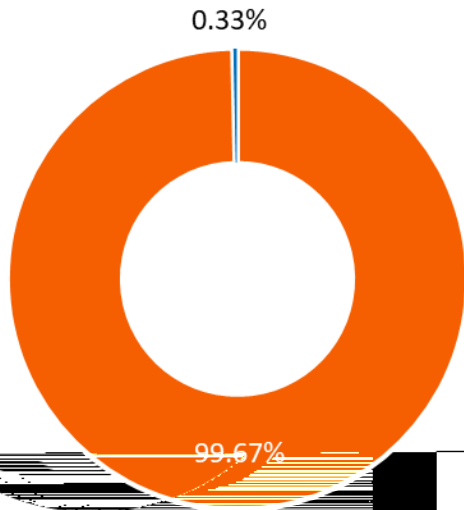
	<ul style="list-style-type: none"> • Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain. • The Company was listed on BSE and NSE in 2006. • FIEM is one of the leading manufacturers of Automotive Lighting & Signalling Equipment's and Rear View Mirrors in India. FIEM is among 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. 		
	<hr/> <ul style="list-style-type: none"> • Automotive Lighting - Head lamps, Products Tail Lamps, Blinker lamps, Fog lamps etc. <ul style="list-style-type: none"> • Canister • Rear View Mirrors <ul style="list-style-type: none"> • Bank (Lean) Angle Sensor • Sheet Metal Parts • Plastic Moulded Parts <ul style="list-style-type: none"> • Moulds, Tools and Zig Fixtures 	<hr/> <ul style="list-style-type: none"> • LED Luminaires for Indoor and Outdoor applications • Integrated Passenger Information System with LED Display (IPIS) 	
	<ul style="list-style-type: none"> • Honda, TVS, Yamaha, Suzuki, Eicher Royal Enfield, Harley Davidson, Mahindra etc. • Tata Marcopolo, Force Motors, Honda Siel, Hyundai, Daimler, Mahindra Reva etc. 		
	<ul style="list-style-type: none"> • has grown from • has grown from 	<ul style="list-style-type: none"> • in FY18 to • in FY18 	<ul style="list-style-type: none"> • in FY23 at 5 year CAGR of • in FY23 at a 5 year CAGR of

FINANCIAL SUMMARY (STANDALONE)



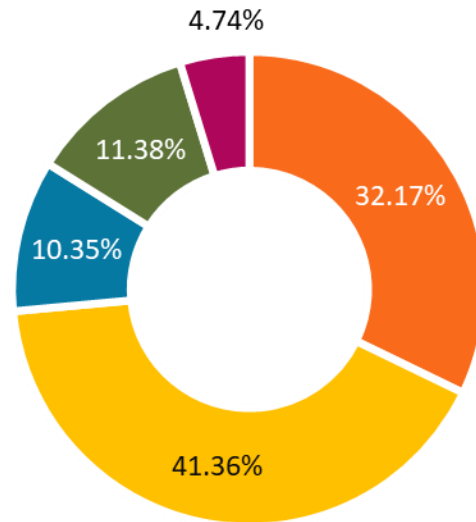
FINANCIAL SUMMARY (STANDALONE)

Q4FY23 Segment wise
Sales Breakup



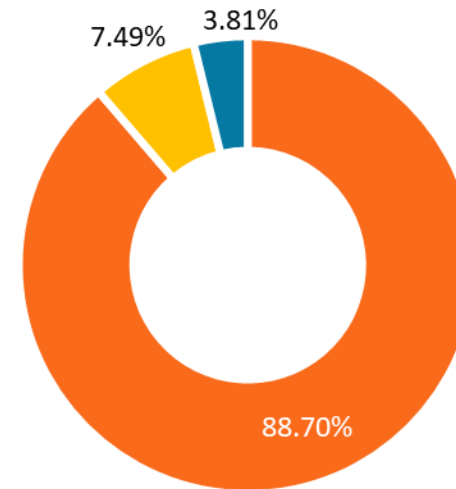
Auto Segment
IPIS and LED Luminaires

Q4FY23 Revenue Breakup
Auto Segment - Product Mix



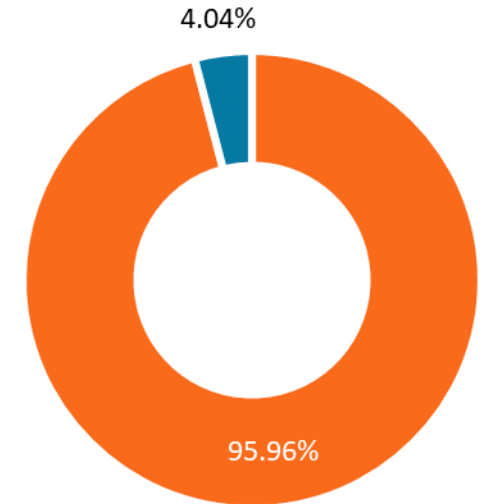
Automotive Lighting Auto LED Lamp
Plastic Moulded Parts Rear View Mirrors
Others

Q4FY23 Revenue Breakup
Auto Segment - OEMs / Repl.
Market / Exports



OEMs (Domestic)
Replacement Market (Domestic)
Exports

Q4FY23 Revenue Breakup
Auto Segment - 2 Wheeler /
4 Wheeler



2 Wheeler 4 Wheeler

- The Company was originally incorporated in India as Rahul Auto Private Limited on February 6, 1989 in New Delhi and was founded by Mr. J.K. Jain, 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



Aged 71 years, he 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.



Aged 68 years, she is the Whole-time Director of our 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 decision making in our Company besides overseeing the finance functions.



Aged 41 years, she 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.



Aged 36 years, he is the 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.

PROMOTERS & WHOLE TIME DIRECTORS

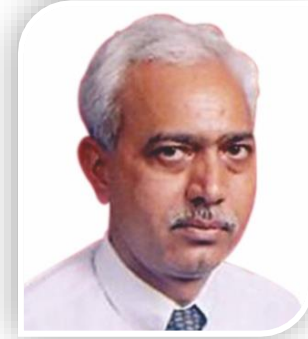


Aged 58 years, he is a veteran and an inspirational business leader in Automotive Industry with over 35 years of varied leadership experience, especially in 4-Wheel Automotive Lighting Industry. He holds a B.E. in Mechanical from Delhi College of Engineering and PG Diploma in Business Management from 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.

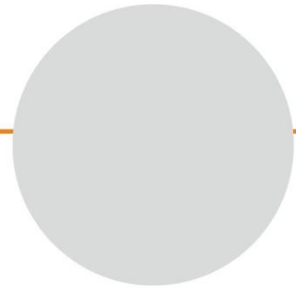
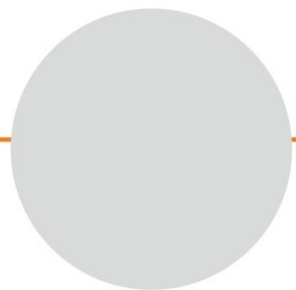
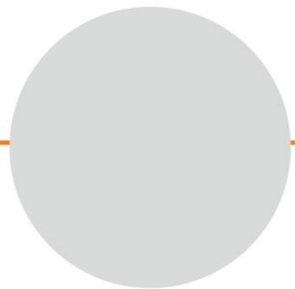
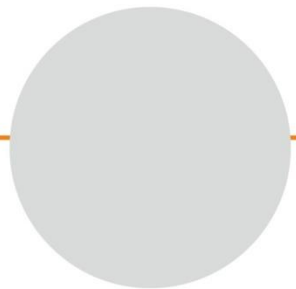
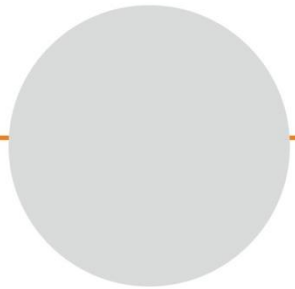


Aged 60 years, he is the Whole-time Director of our Company. He was appointed on the Board of our Company w.e.f. 01.01.2020. He was among the Senior Management of the Company for many years before elevation to Board and heading the Marketing & Development department of the Company as well as involved in the manufacturing operations of the units from time to time. He is having vast experience of more than 35 years in automotive Industry.



Aged 67 years, he is the Whole-time Director of the Company. He has been associated with our 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 our Company.

FIEM JOURNEY



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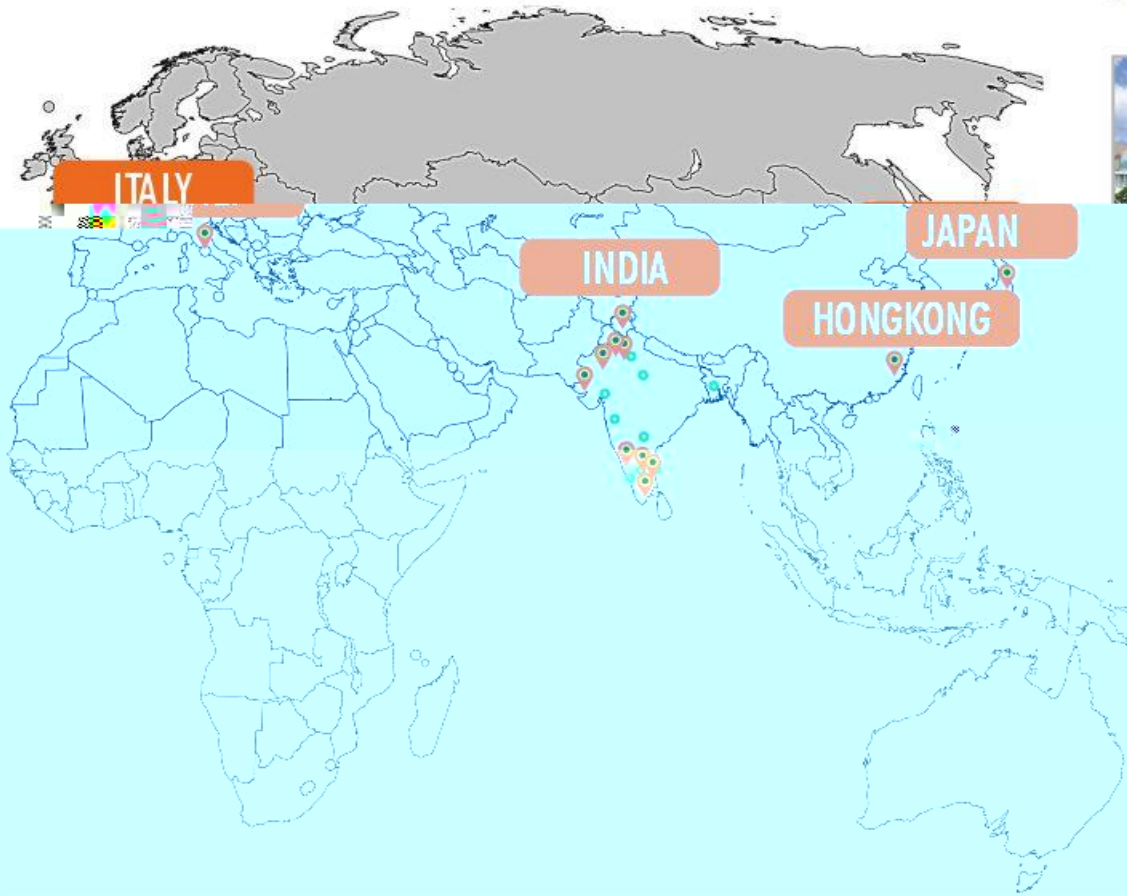
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OUR PRESENCE

GLOBAL PRESENCE



Fiem Research And Technology S.r.l. Italy
(Wholly-Owned Subsidiary)



Fiem Industries Japan Co. Ltd., Japan
(Wholly-Owned Subsidiary)



Fiem Kyowa (HK) Mould Co Ltd. Hong Kong



Corporate Office:
Fiem Industries Ltd, Aerocity, New Delhi, India

n. Delhi



Unit-I, Kundli (Sonapat, Haryana)



Unit-VII, Rai (Haryana)



Unit-VIII, Tapukara (Rajasthan)



Unit-IX, Ahmedabad (Gujara)



Unit-II, Hosur (Tamil Nadu)



Unit-V, Hosur (Tamil Nadu)



Unit-III, Hosur (Tamil Nadu)



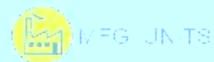
Unit-IV, Mysore (Karnataka)



Unit-VI, Nalagarh (Himachal Pradesh)

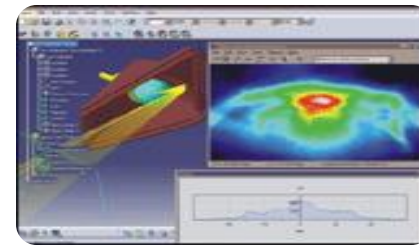


Reqd. Office: Mansarovar Gard
Mkt Div. / R&D & Developme



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.
-
-
- 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.
-
- 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



AUTOMOTIVE LED LIGHT JOURNEY

2002 - 2014

2015 - 2023



PRODUCT RANGE



PRODUCT RANGE

TVS



PRODUCT RANGE



PRODUCT RANGE



PRODUCT RANGE

ROYAL ENFIELD



PRODUCT RANGE



PRODUCT RANGE





- 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.



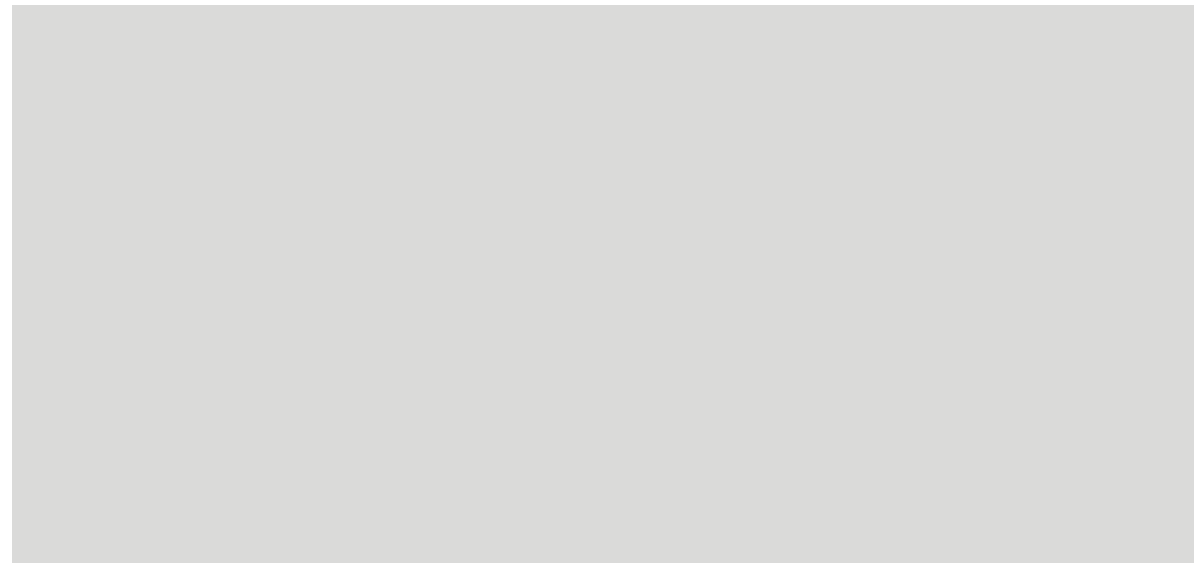
- State-of-the-art manufacturing facilities located close to the OEM Customers offering Logistic cost saving and just in-time delivery.
- FIEM has three world class R&D / Design Centres located in India, Italy and Japan having more than 120 personnel in Designing, Optical Simulation and Guest Engineering facilities for development of the light assembly with LED & advanced technology as per Indian and Global standards.

- 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).

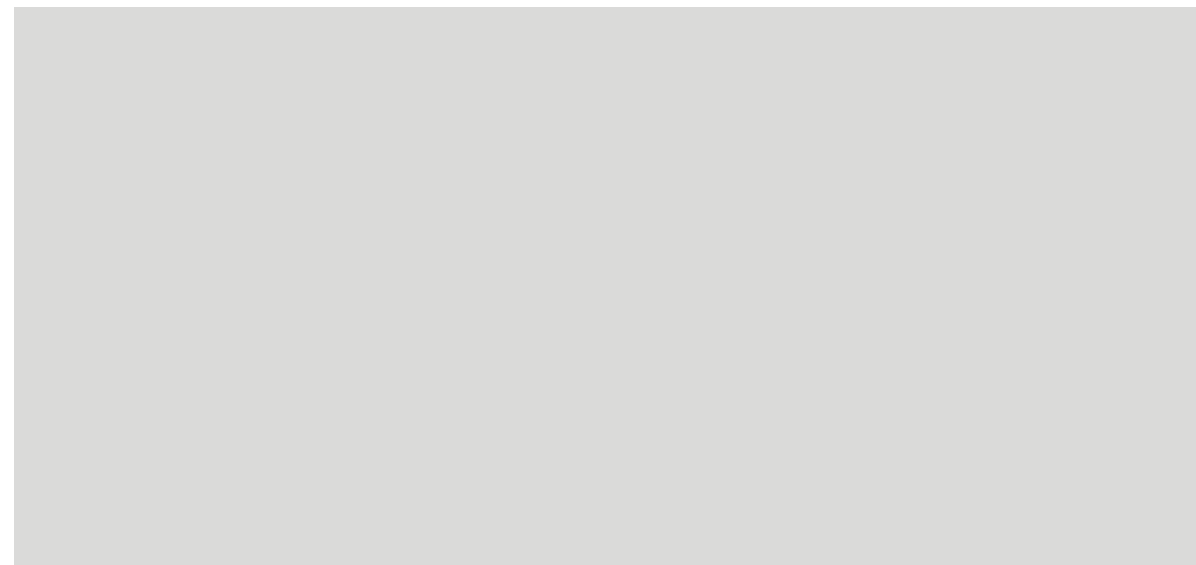


- 2W EV is a big opportunity, which is growing exponentially.
- FIEM has the first mover advantage and working with all major EV OEMs in India.
- Company has competitive advantage, because of in-house R&D, Designing and Testing capabilities with shortest Development time.
- Diversified product portfolio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

ACCOLADES RECEIVED



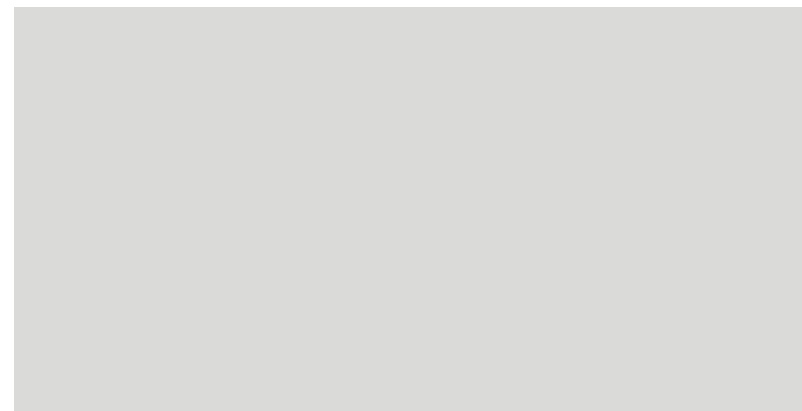
ACCOLADES RECEIVED



ACCOLADES RECEIVED



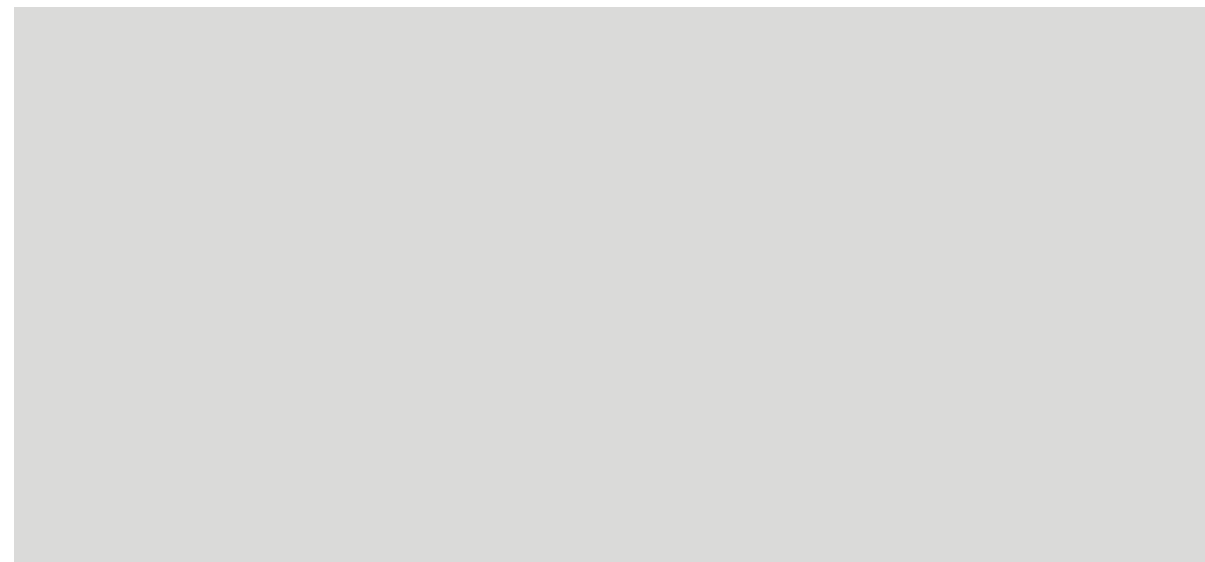
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ACCOLADES RECEIVED



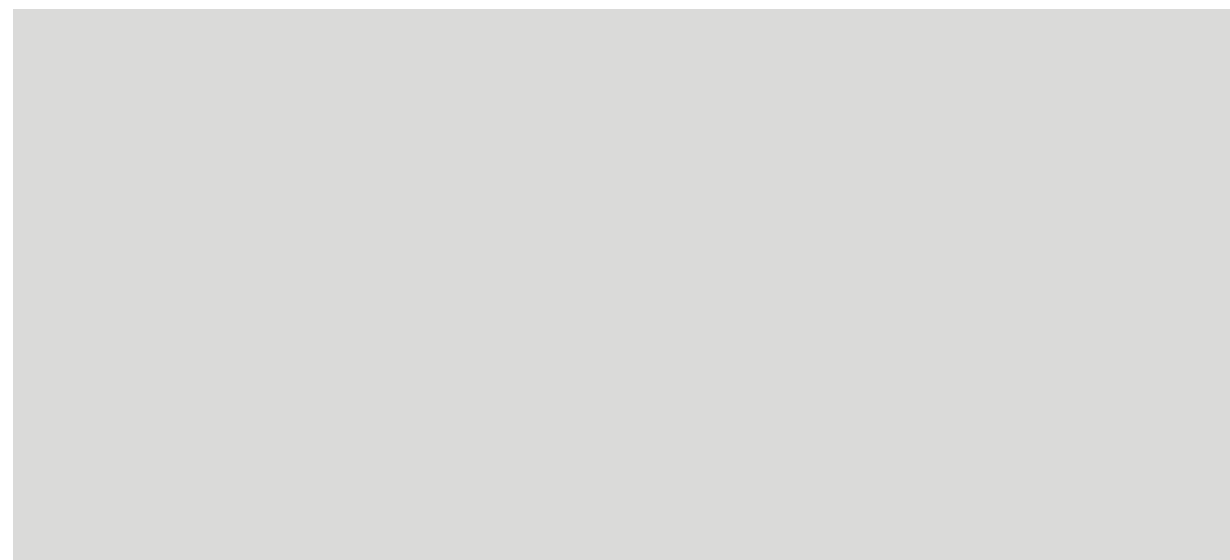
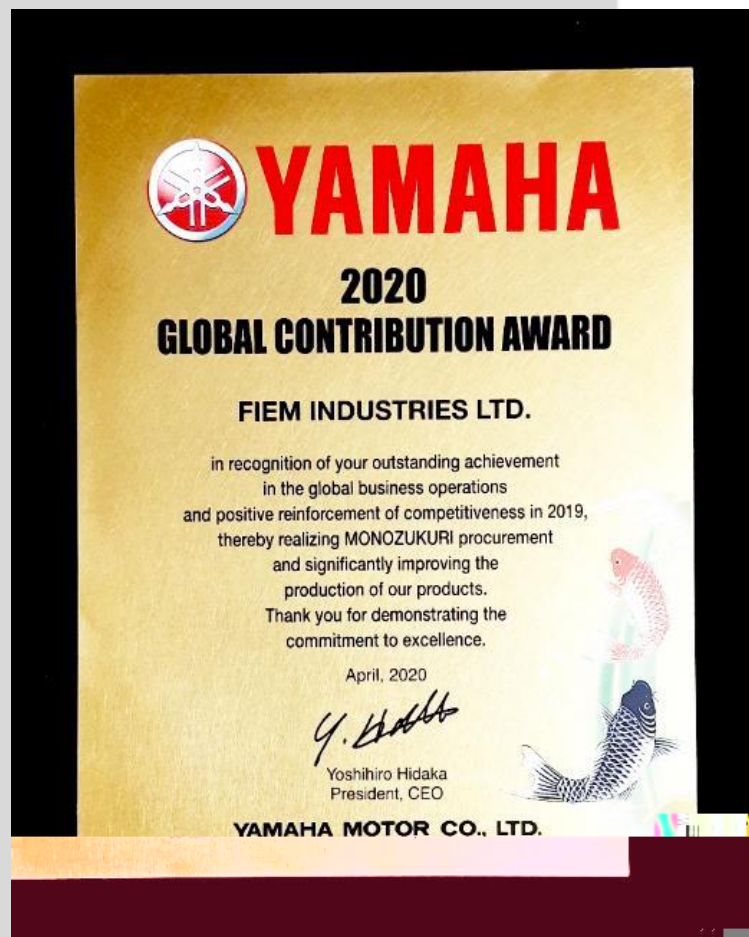
ACCOLADES RECEIVED



In recognition of outstanding achievement in the development of advanced technology in 2018 development of the



ACCOLADES RECEIVED



ACCOLADES RECEIVED



ACCOLADES RECEIVED



ACCOLADES RECEIVED



ACCOLADES RECEIVED



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 (2003)



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

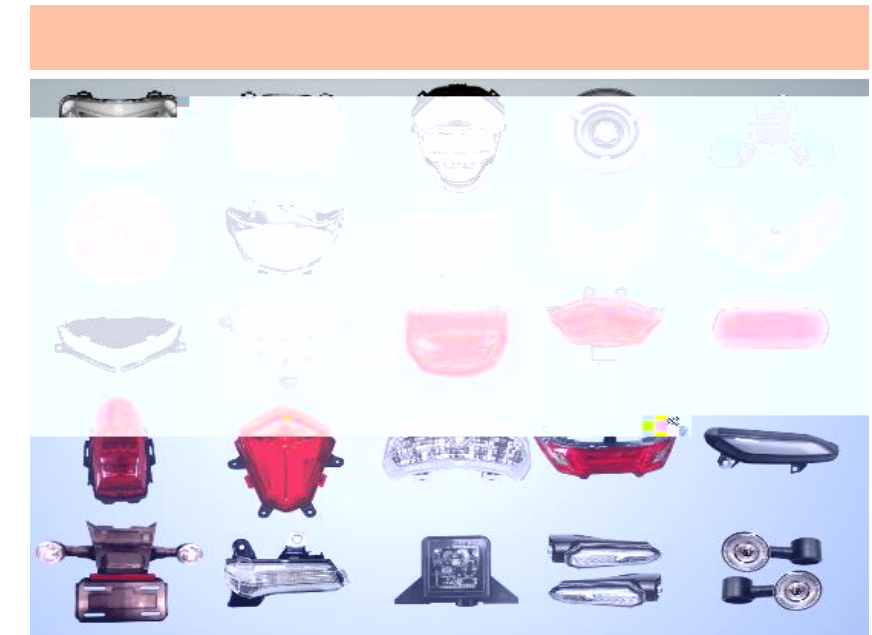
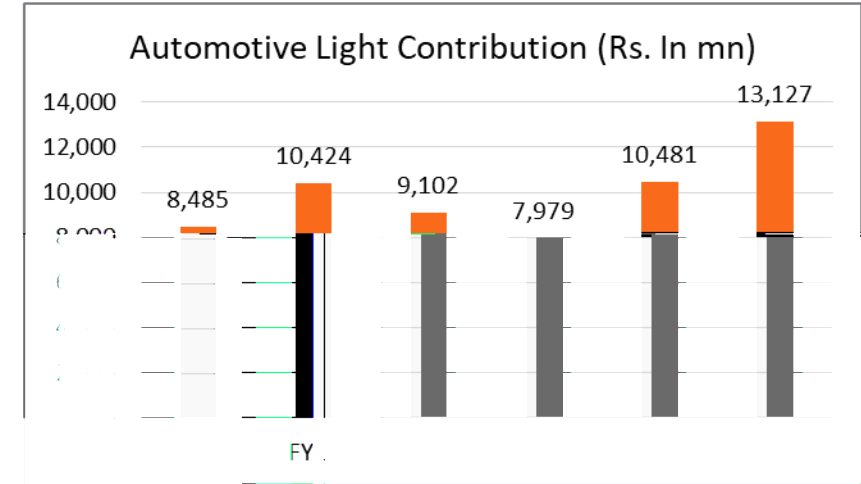


Award for Excellence in Electronics from ELCINA for Outstanding Contribution to the Growth of Light Emitting Diode (LED) Industry (2016-17)

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.

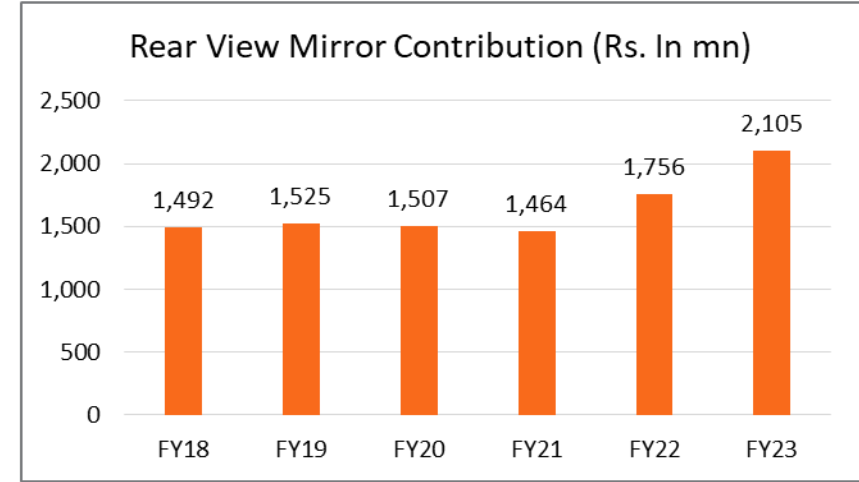
- In the automotive components segment the Company makes various types of Head lamps, Tail Lamps, Blinker lamps, Fog lamps, Warning triangles, Interior lamps and Beacon lights etc. for Two Wheelers and Four Wheelers.
- Unit 1 - Kundli, Sonapat, Haryana
- Unit 2 - Hosur, Tamil Nadu
- Unit 5 - Hosur, Tamil Nadu
- Unit 6 - Nalagarh, Himachal Pradesh
- Unit 7 – Rai, Sonapat, Haryana
- Unit 8 – Tapukara, Rajasthan
- Unit 9 – Ahmedabad, Gujarat



REAR VIEW MIRRORS

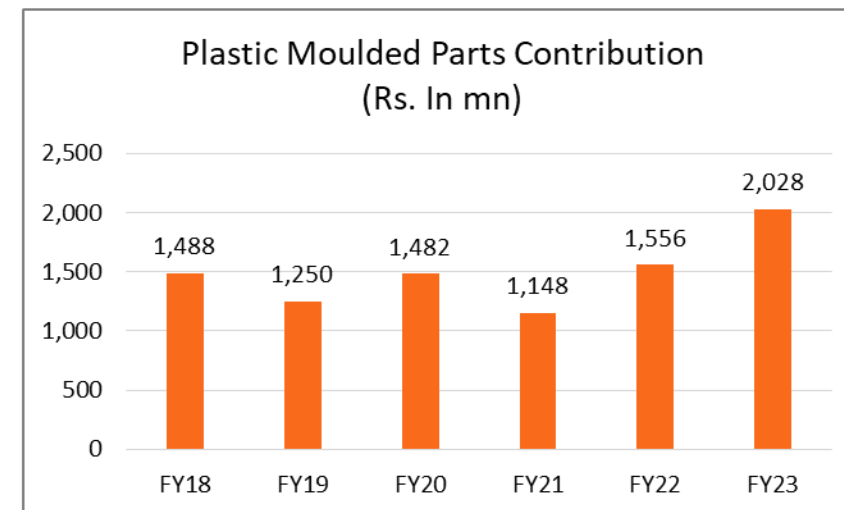
- FIEM has 6 state-of-the-art mirror manufacturing plants in its different units having all the processes in-house which includes:
 - - Profile cutting, Washing, Grinding, Convexing, Cleaning, Aluminium coating/Chrome coating and finally back side painting.
 - In-house manufacturing with injection moulding machines.
 - In-house complete rod making facilities such as machining, bending, welding, powder coating etc.
 - All the above sub-components are assembled in the assembly lines to make the complete mirror assembly.

- - Unit 2 - Hosur, Tamil Nadu
 - Unit 5 - Hosur, Tamil Nadu
 - Unit 8 - Tapukara, Rajasthan



PLASTIC MOULDED PARTS

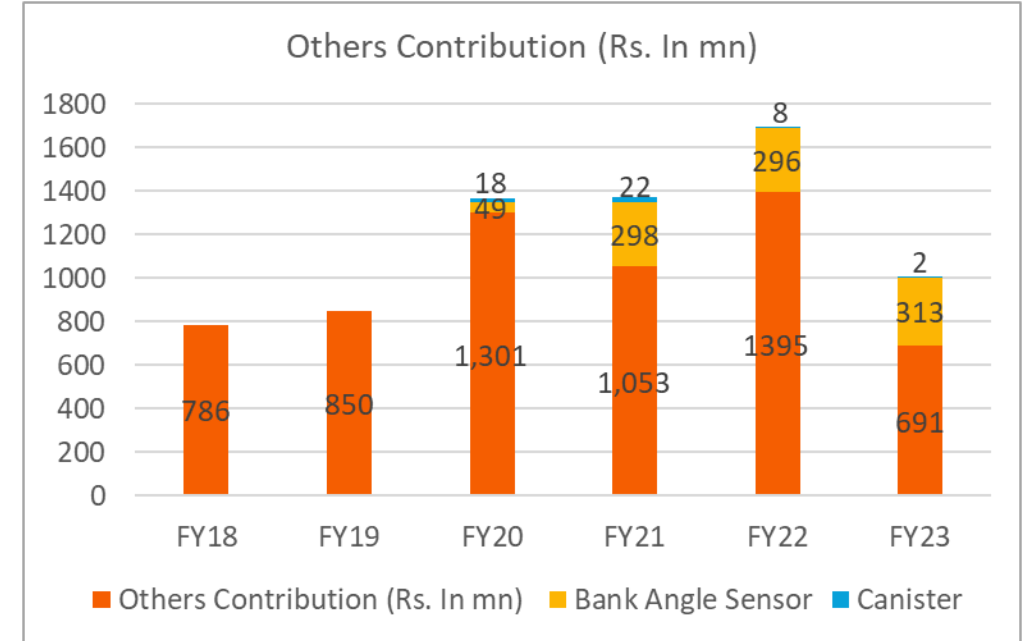
- Plastic moulding is integral part of automotive lighting as well as rear view mirrors, as these parts are required to make final assembly of all the products.
- FIEM has installed world class more than 450 latest injection moulding machines in their ranging from 50 tonnes to 1400 tonnes capable of 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.
- - Unit 2 - Hosur, Tamil Nadu
 - Unit 6 - Nalagarh, Himachal Pradesh
 - Unit 8 - Tapukara, Rajasthan
 - Unit 9 – Ahmedabad, Gujarat



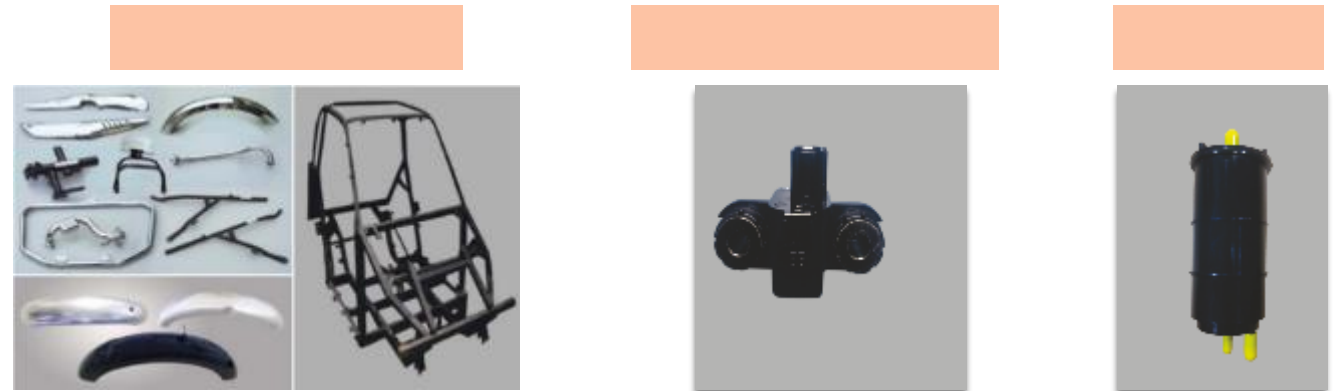
OTHERS

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:

- 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.
- Blue/Black passivation, Yellow passivation
- Phosphating facilities
- Powder Coating for base coat and top coat



- Unit 3 - Hosur, Tamil Nadu
- Unit 6 - Nalagargh, Himachal Pradesh
- Unit 8 – Tapukara, Rajasthan



OUR CUSTOMERS

2-WHEELER (DOMESTIC OEMs)



ELECTRIC VEHICLE OEMs



2-WHEELER (GLOBAL OEMs)



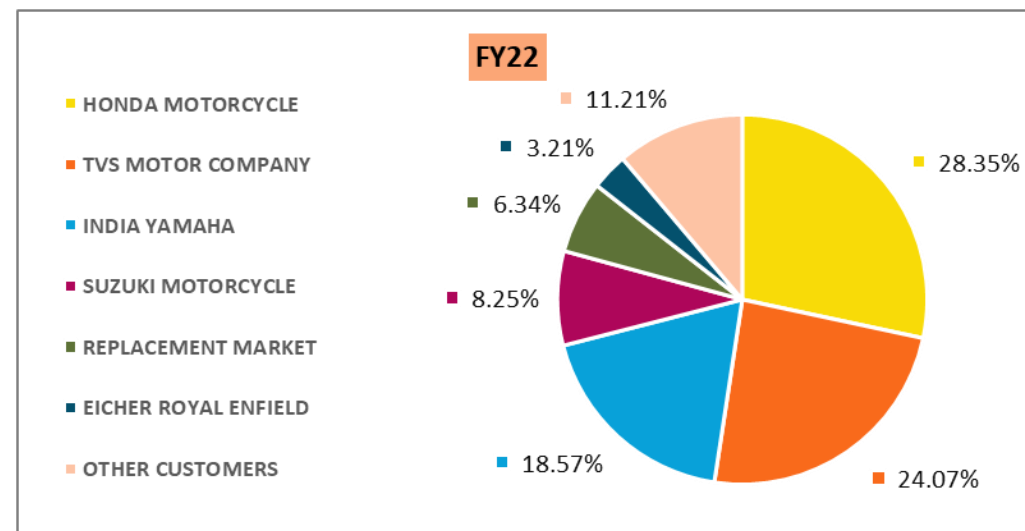
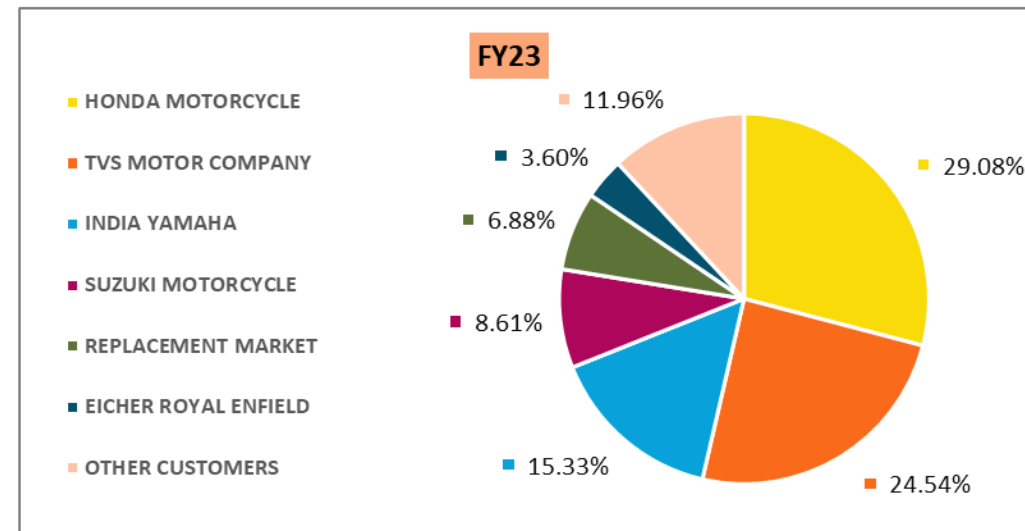
4-WHEELER (DOMESTIC OEMs)



4-WHEELER (GLOBAL OEMs)



FY23 and FY22 Top Clientele Contribution – Automotive Segment



OUR CUSTOMERS

2-WHEELER (DOMESTIC OEMs)



ELECTRIC VEHICLE OEMs



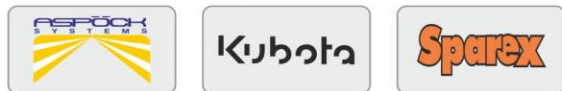
2-WHEELER (GLOBAL OEMs)



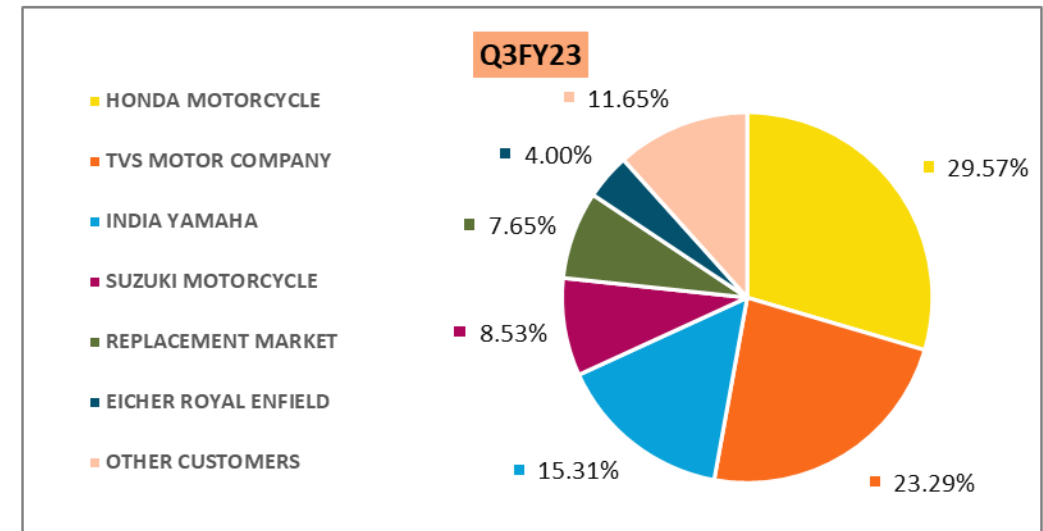
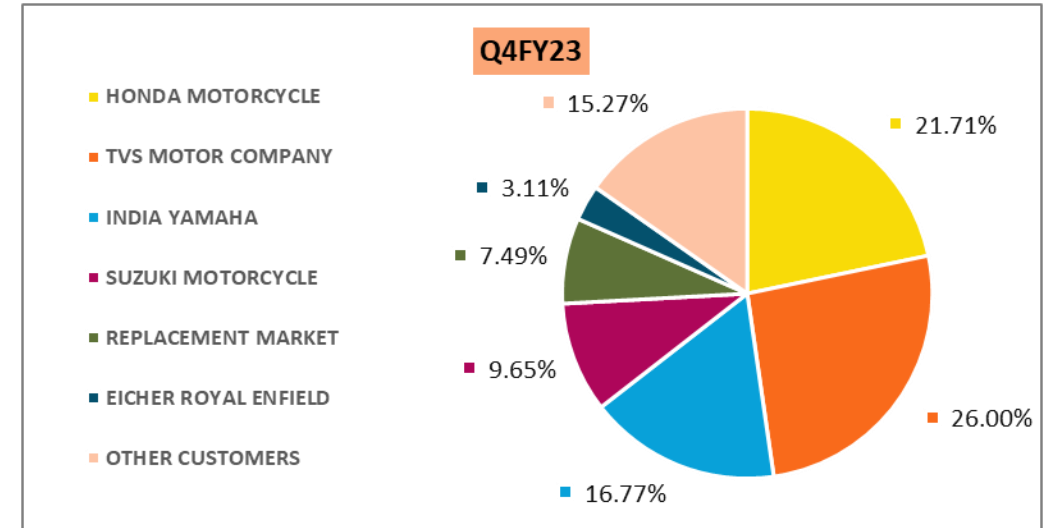
4-WHEELER (DOMESTIC OEMs)



4-WHEELER (GLOBAL OEMs)

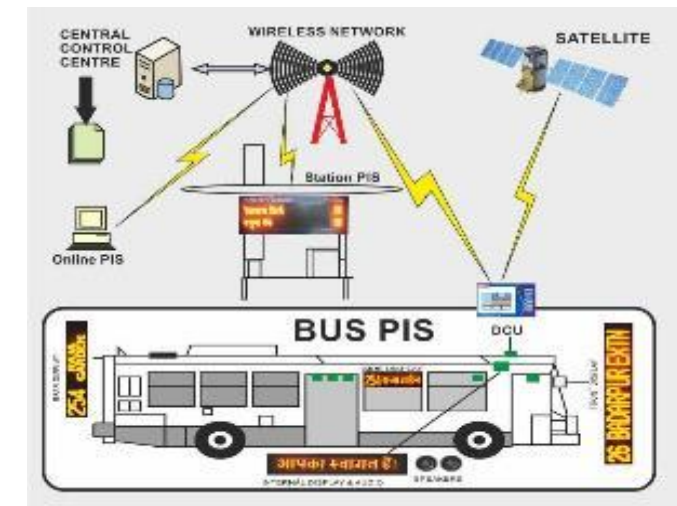
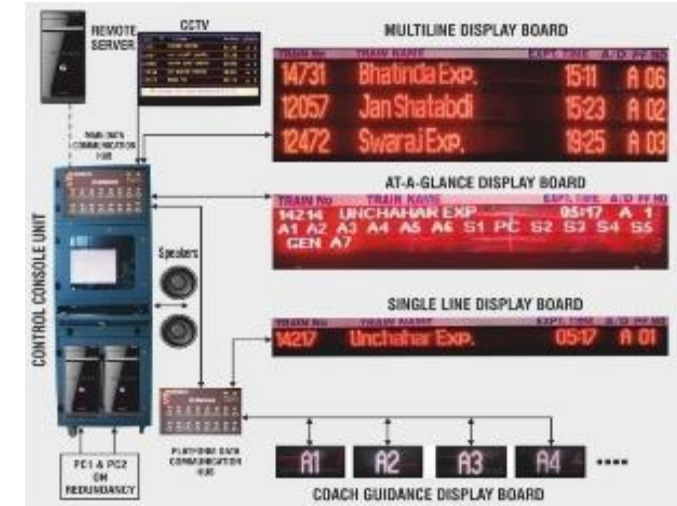


Q4FY23 and Q3FY23 Top Clientele Contribution – Automotive Segment



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 for manufacture and supply of this system (consisting of Train indication, Coach Guidance & PC based announcement).



CONSOLIDATED INCOME STATEMENT

Expenses	10,990	12,919	12,226	10873	13,783	15,995
Exceptional Item	(34)	–	(9)	(32)	-	-
Depreciation & Amortization	444	489	532	572	590	634
Finance Cost	227	221	177	117	86	74
Taxes	290	304	82	180	337	487
Share of Associates Profit/(Loss)	–	-10	-41	-2	-11	-1
PAT after Share of Associates Profit/(Loss)	526	556	745	467	942	1,398

* Net of GST and Includes other Income

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

a) Property, Plant and Equipment	5,101	4,742	4,609
b) Right of Use Assets	339	324	309
c) Capital Work-in-Progress	27	7	53
d) Intangible Assets	33	14	18
e) Intangible Assets under Development	0	0	0
f) Financial Assets And Investment	375	131	127
g) Income Tax Assets (Net)	10	13	22
h) Other Non-Current Assets	69	53	72
a.) Inventories	1,169	1,848	1,757
i) Investments	–	764	-
ii) Trade Receivables	809	1746	1,408
iii) Cash and Cash Equivalents	1,104	683	1,830
iv) Bank Balances other than (iii) above	2	1	1
v) Loans	4	6	6
vi) Other Financial Assets	18	9	71
c) Other Current Assets	162	144	247

Equity Share Capital	132	132	132
Other Equity	5,562	6,290	7,480
i) Borrowings	219	75	-
ii) Lease Liabilities	245	238	231
iii) Other Financial Liabilities	–	-	-
b) Provisions	50	51	132
c) Deferred Tax Liabilities (Net)	362	326	222
i) Borrowings	303	137	-
ii) Lease Liabilities	7	6	7
iii) Trade Payables	1722	2,611	1,652
iv) Other Financial Liabilities	512	228	258
b) Other Current Liabilities	359	298	317
c) Provisions	37	55	99
d) Current Tax Liabilities (Net)	22	38	-

STANDALONE INCOME STATEMENT

Expenses	10,977	12,888	12,203	10871	13,789	16,002
Exceptional Item	(34)	–	(9)	(32)	-	-
Depreciation & Amortization	443	489	527	571	586	630
Finance Cost	227	221	177	117	86	74
Taxes	290	296	82	181	335	486
						7.51%

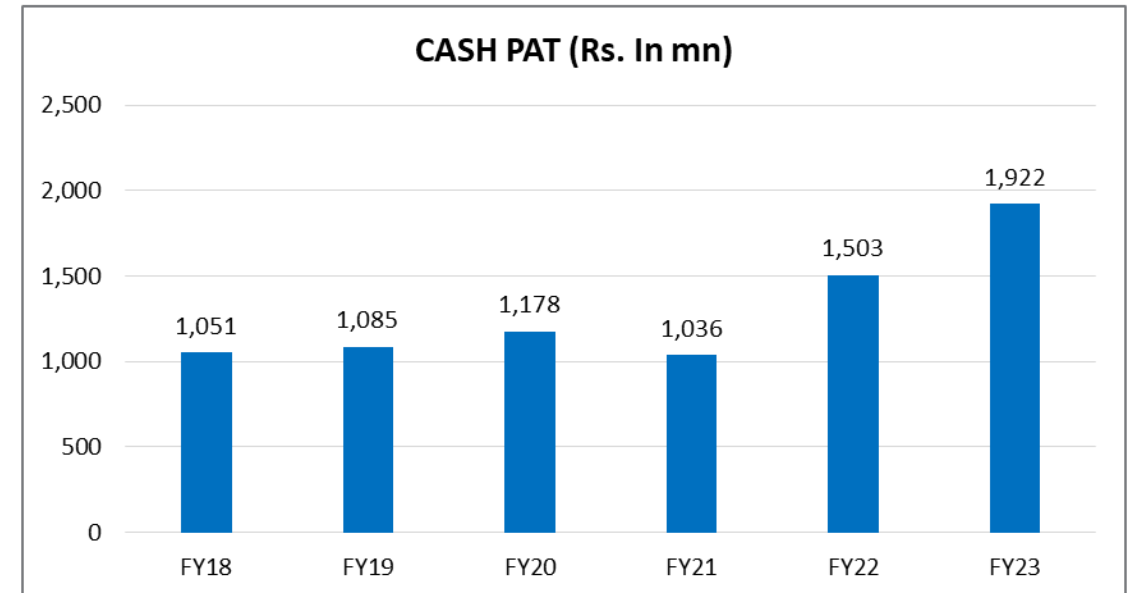
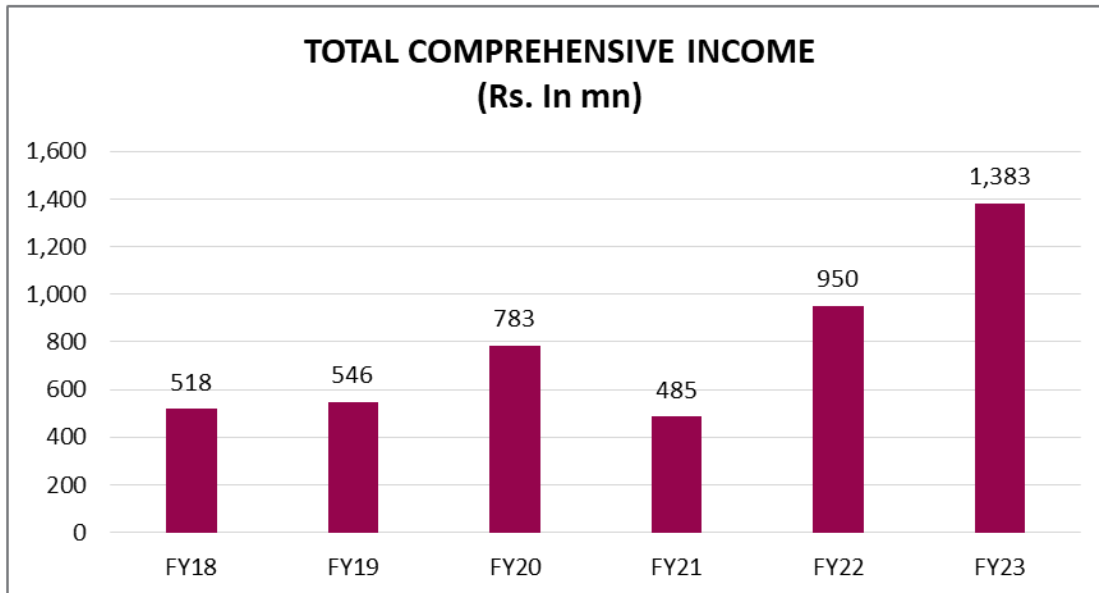
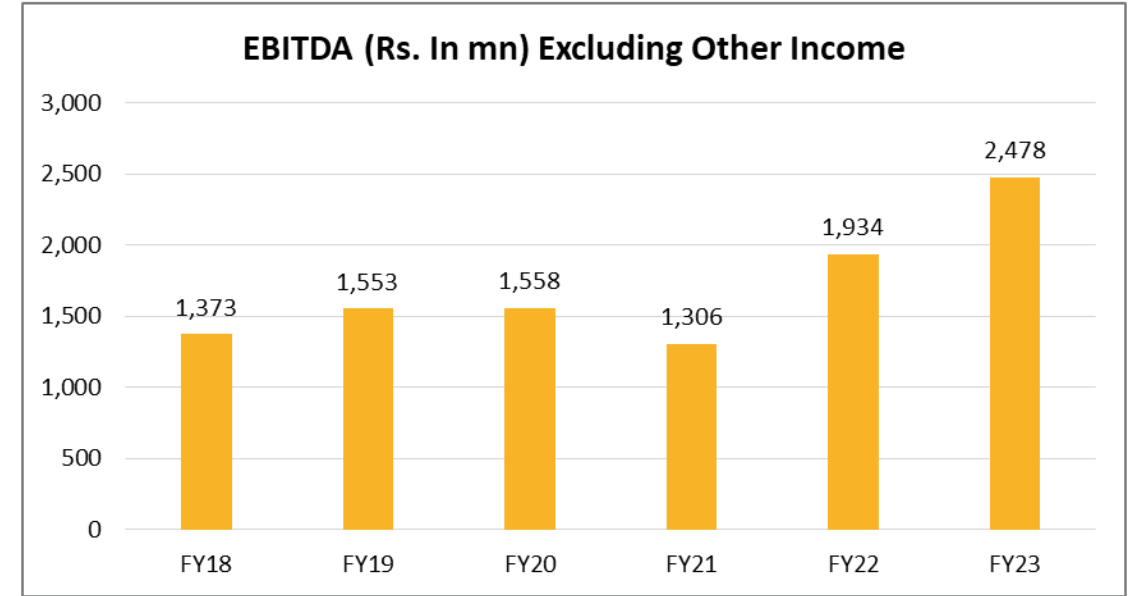
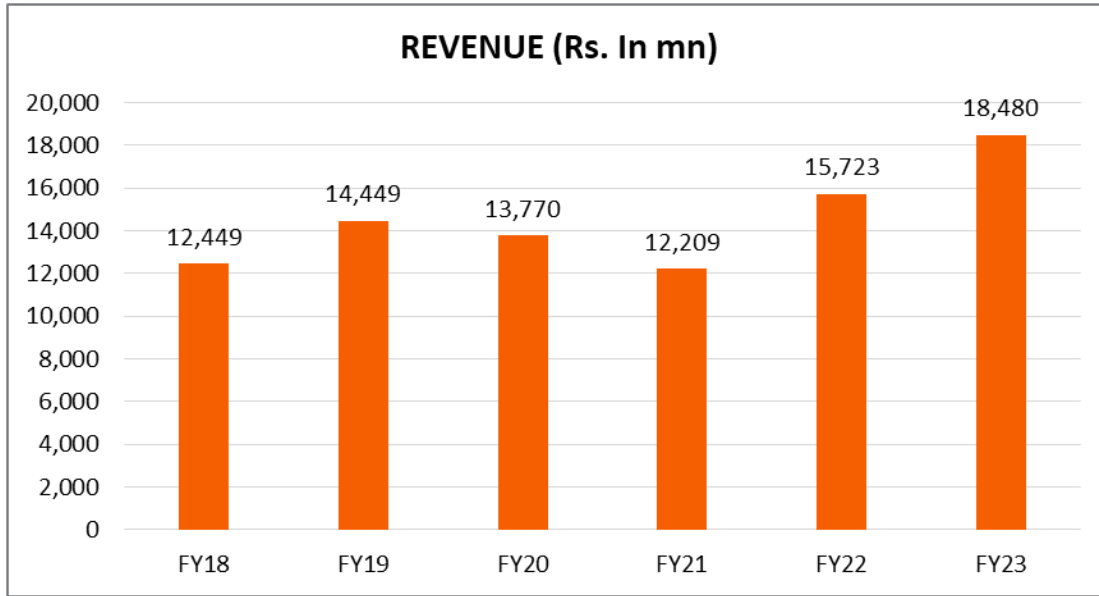
* Net of GST and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

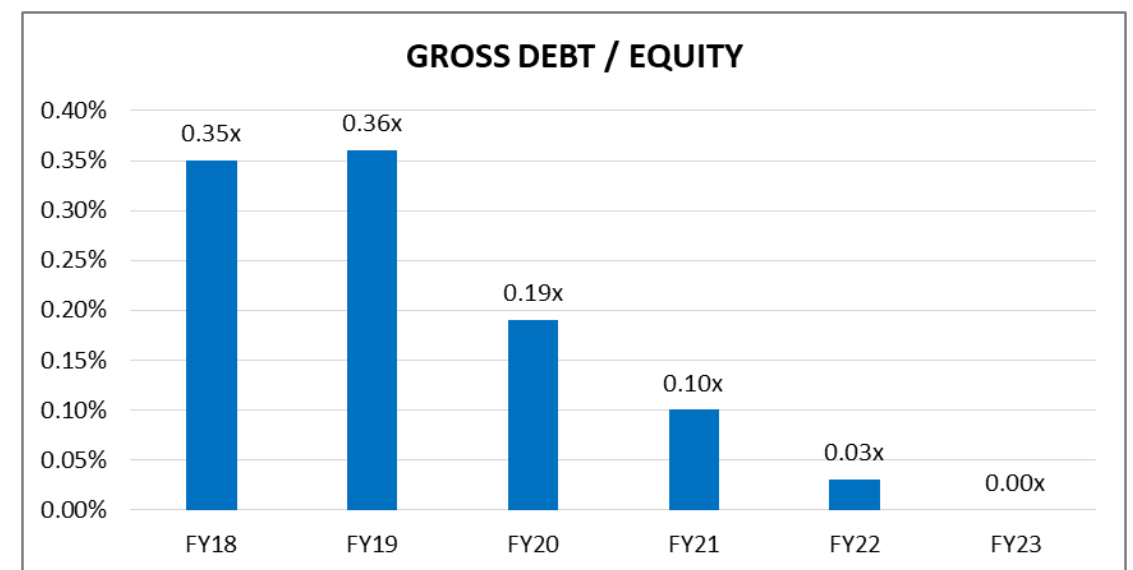
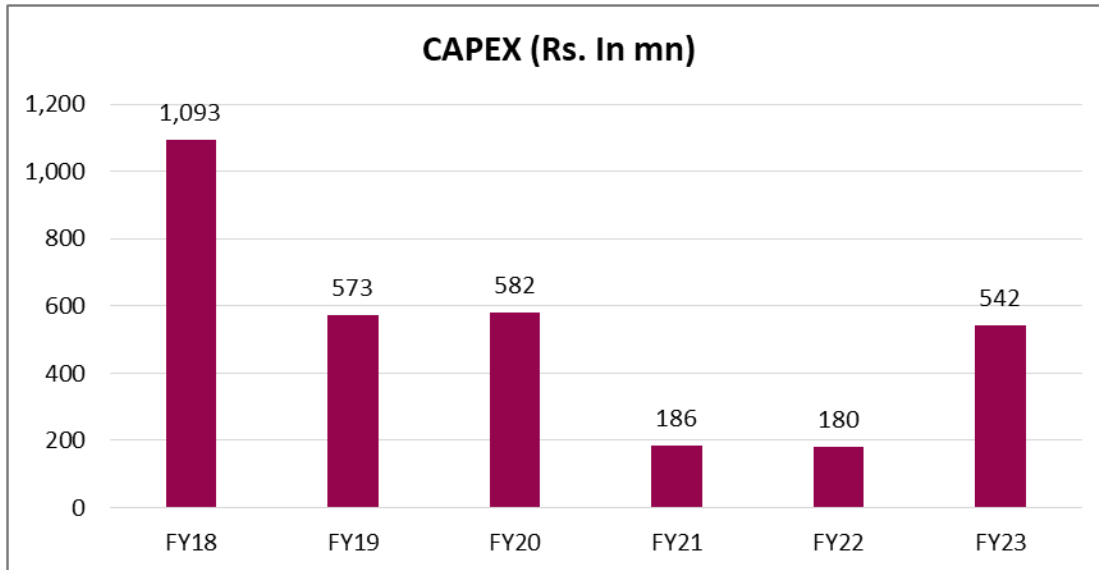
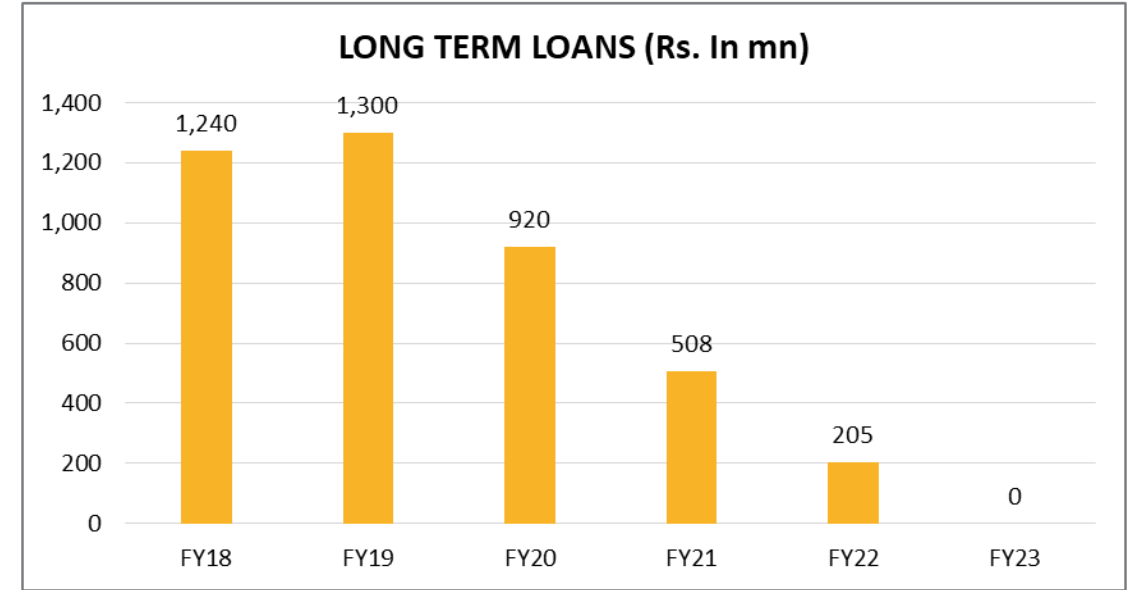
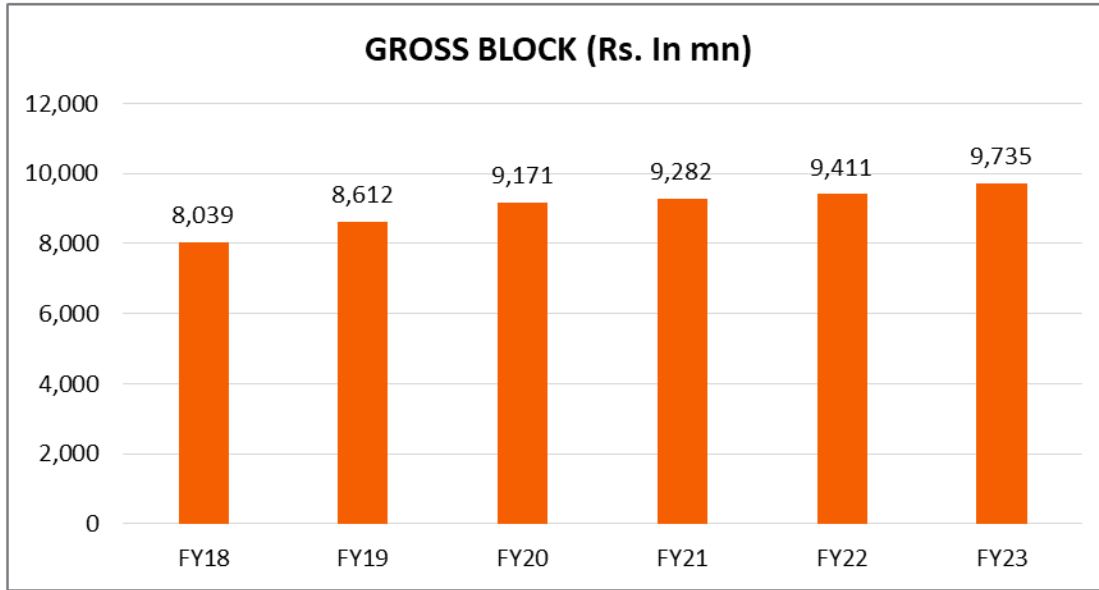
a) Property, Plant and Equipment	5,098	4,740	4,604
b) Right of Use Assets	339	324	309
c) Capital Work-in-Progress	27	7	53
d) Intangible Assets	26	8	14
e) Intangible Assets under Development	-	-	-
f) Financial Assets	455	159	170
g) Income Tax Assets (Net)	-	-	-
h) Other Non-Current Assets	69	53	72
a) Inventories	1,169	1,847	1,757
i) Investments	-	829	-
ii) Trade and Receivables	809	1,746	1,408
iii) Cash and Cash Equivalents	1,083	668	1,799
iv) Bank Balances other than (iii) above	2	1	1
v) Loans	4	6	6
vi) Other Financial Assets	18	9	71
c) Other Current Assets	158	145	234

Equity Share Capital	132	132	132
Other Equity	5,602	6,342	7,463
i) Borrowings	219	75	-
ii) Lease Liabilities	245	238	231
iii) Other Financial Liabilities	-	-	-
b) Provisions	47	47	125
c) Deferred Tax Liabilities (Net)	362	326	222
i) Borrowings	303	137	-
ii) Lease Liabilities	7	6	7
iii) Trade Payables	1,721	2,610	1,650
iv) Other Financial Liabilities	5,511	240	255
b) Other Current Liabilities	359	296	314
c) Provisions	37	55	99
d) Current Tax Liabilities (Net)	22	38	-

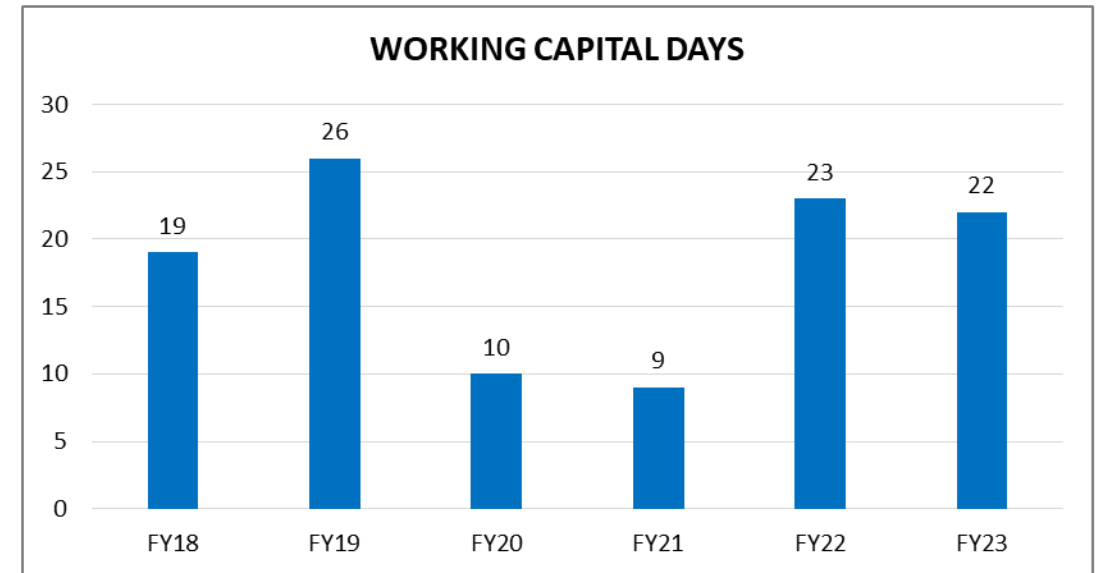
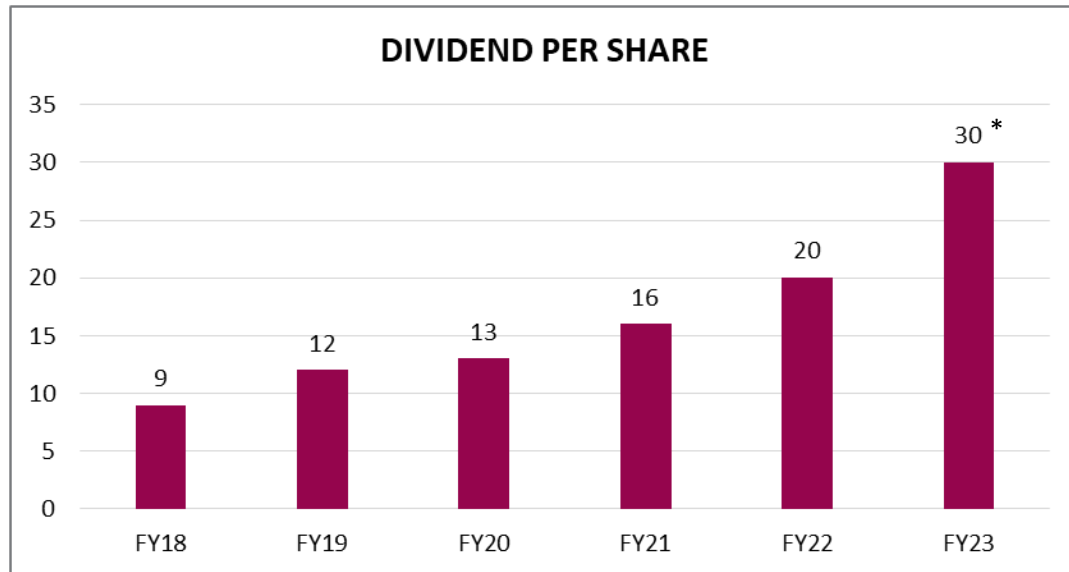
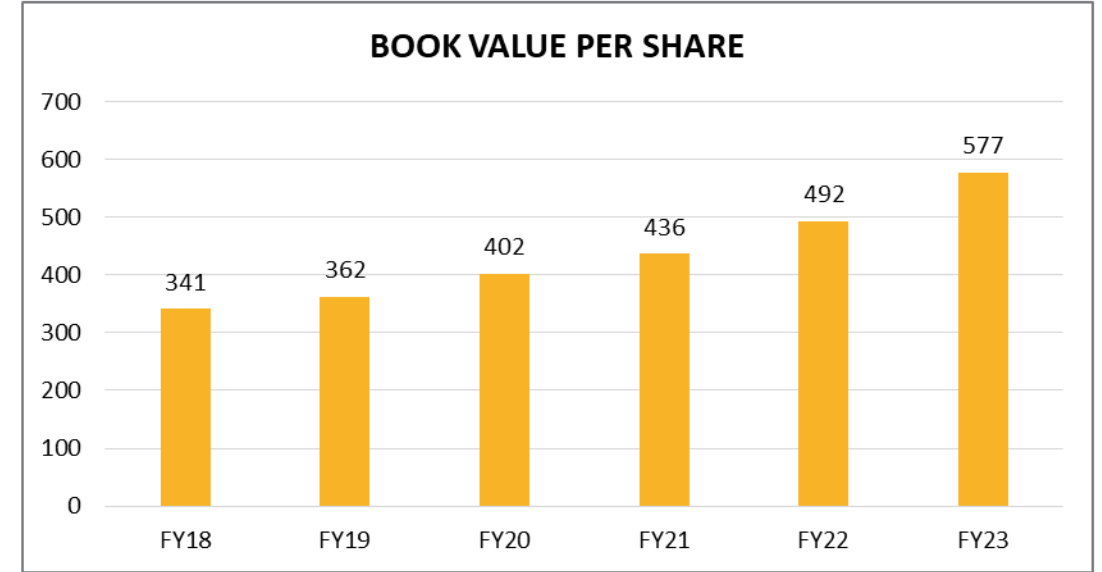
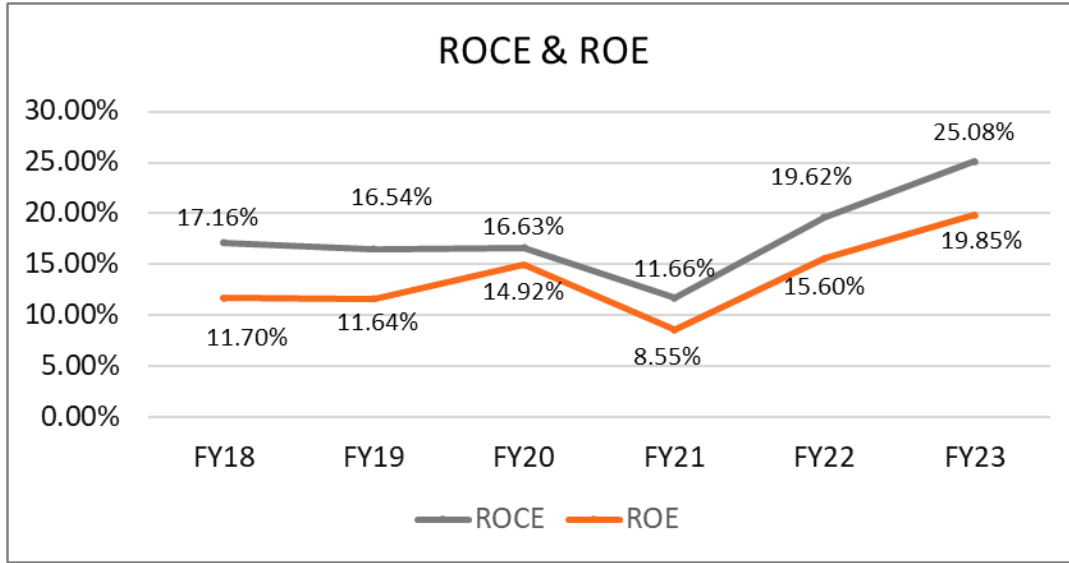
STANDALONE FINANCIAL OVERVIEW



STANDALONE FINANCIAL OVERVIEW



STANDALONE FINANCIAL OVERVIEW



* Proposed

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