LIGHT UP THE WORLD

FIEM INDUSTRIES LIMITED

UNIT VII : Plot No. 1915, Rai Industrial Estate, Phase-V, Sonepat - 131029, Haryana (INDIA)
Tel. : +91-130-2367905/906/907/908/909/910 **Fax :** +91-130-2367903
E-mail : fiemunit7@fiemindustries.com

February 14, 2023

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

Dear Sir,

Sub: Q3FY23 Earning Call –Presentation
Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (referred herein as Listing Regulations).

Please refer our Letter dated February 11, 2023 informing the schedule of **Q3FY23 Earning Call** scheduled on **February 16, 2023 at 04:00 pm.**

Pursuant to Regulation 30(6) of Listing Regulations read with Para A of Part A of Schedule **III**, we hereby submit the copy of **Presentation** for above Con-call.

Pursuant to Regulation 30(8) read with 46(2)(o), the Presentation is also uploaded on the website of the Company www.fiemindustries.com under Investors section.

We also wish to inform that this presentation will be used for subsequent meetings/con-call, till further up-dation / intimation to the exchange.

Thanking you,

Yours faithfully
For Fiem Industries Limited
ARVIND KUMAR CHAUHAN
Digitally signed by ARVIND KUMAR CHAUHAN
Date: 2023.02.14 20:11:24 +05'30'
Arvind K. Chauhan
Company Secretary

Encls: Investor Presentation

LIGHT UP THE WORLD

FIEM INDUSTRIES LTD.

INVESTOR PRESENTATION

Q3FY23

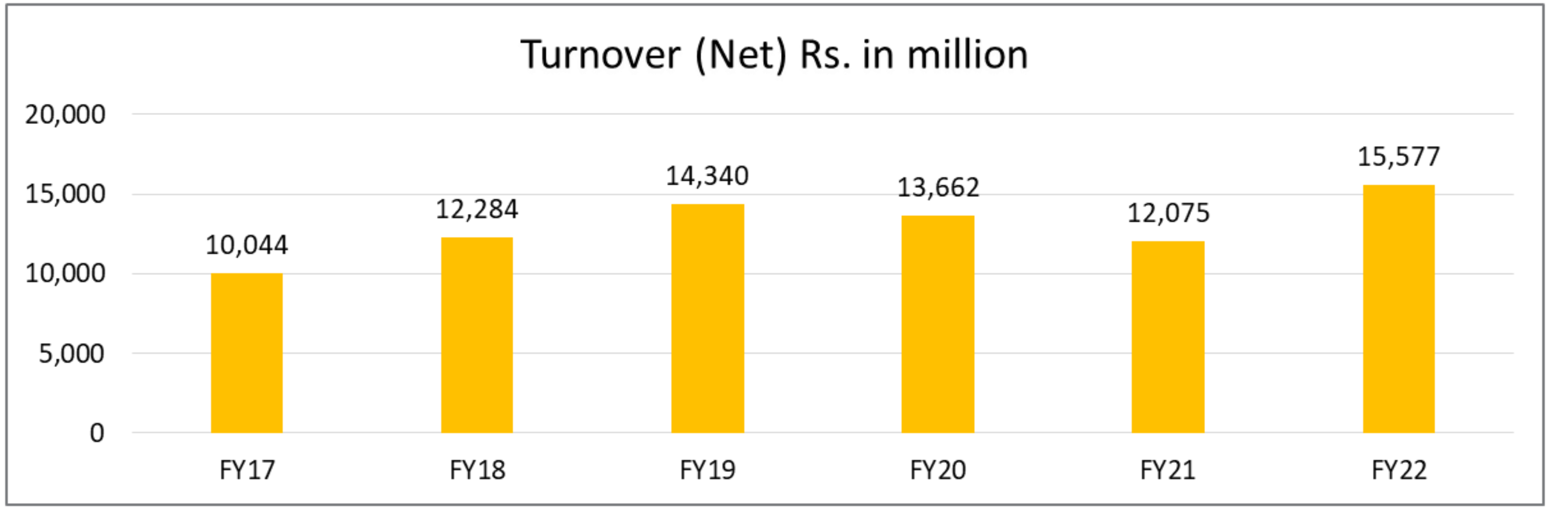
EXECUTIVE SUMMARY

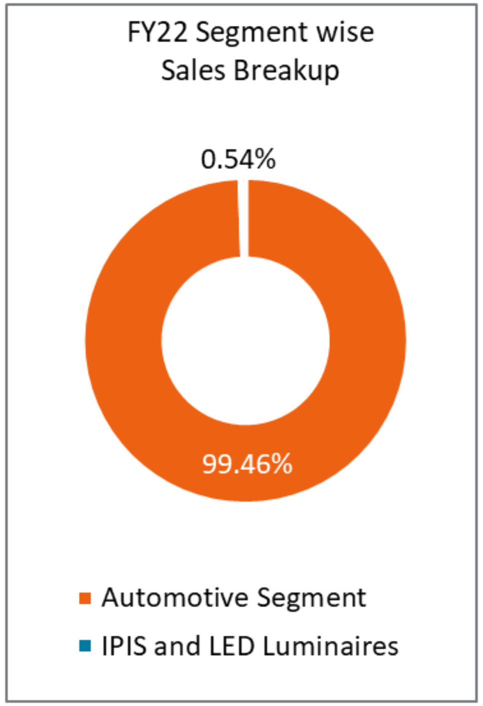
LIGHT UP THE WORLD

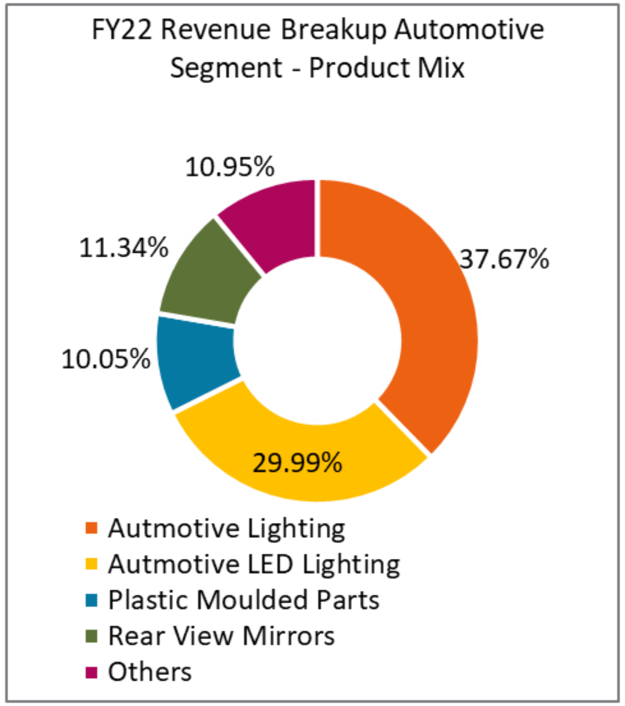
Overview	• Fiem Industries Ltd. (FIEM) was founded and incorporated in 1989 by Mr. J.K. Jain. • The Company was listed on BSE and NSE in 2006. • FIEM is one of the leading manufacturers of Automotive Lighting & Signalling Equipment's and Rear View Mirrors in India. FIEM is among first companies in India 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 Lighting - 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 **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 10,044 mn** in FY17 to **INR 15,577 mn** in FY22 at 5 year CAGR of **9.17%** • **EBITDA** has grown from **INR 1,033 mn** in FY17 **to INR 1,934 mn** in FY22 at a 5 year CAGR of **13.38%**

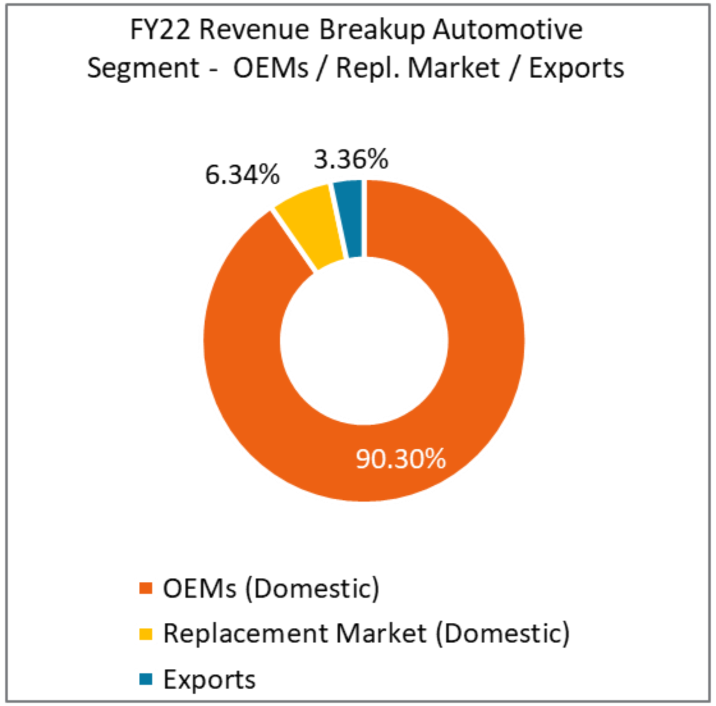
FINANCIAL SUMMARY (STANDALONE)

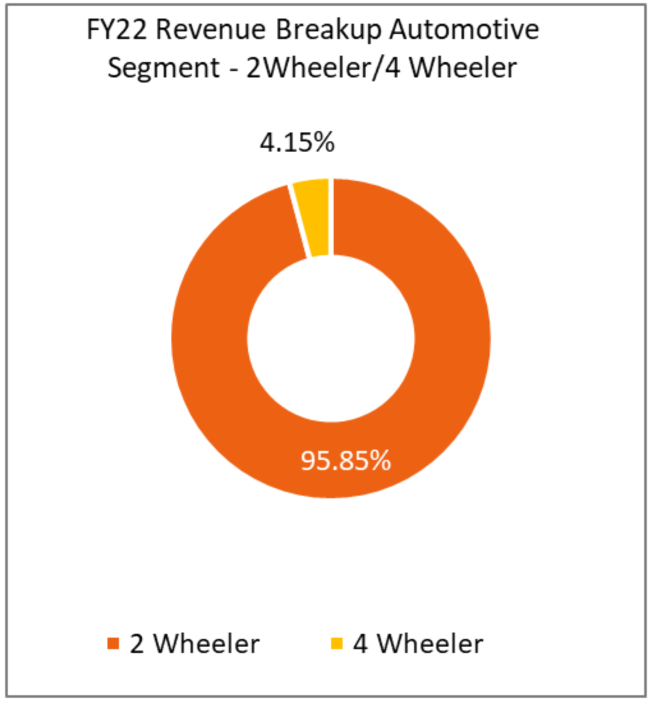
LIGHT UP THE WORLD





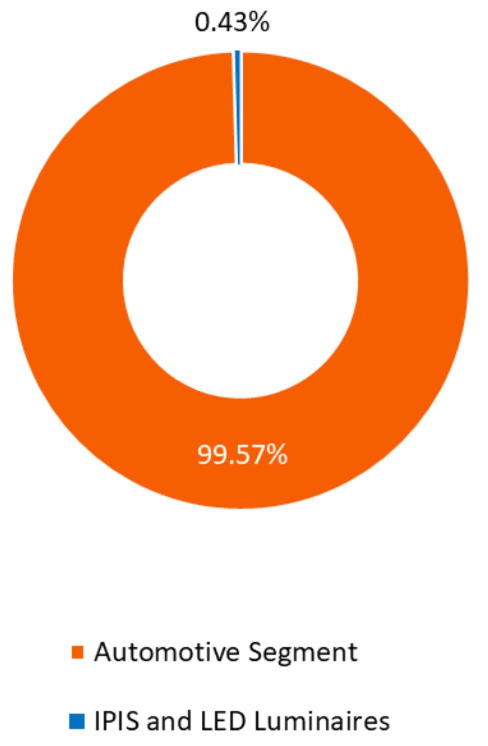




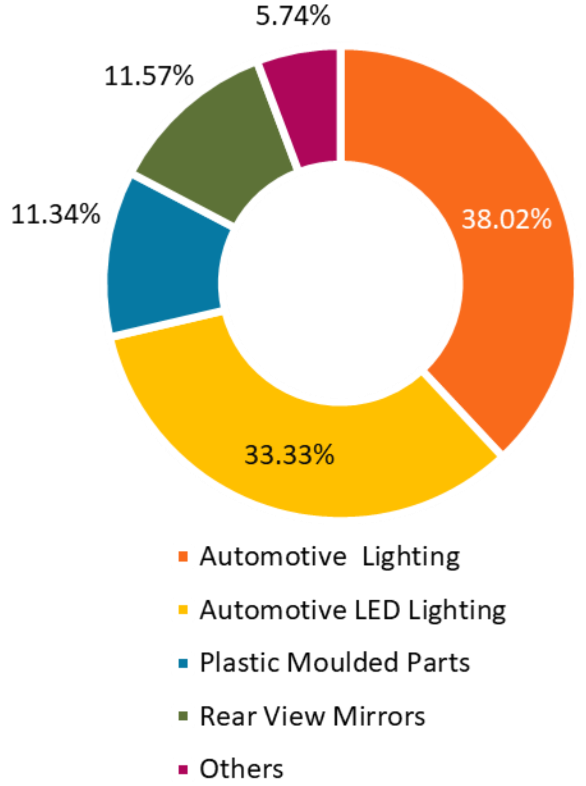


FINANCIAL SUMMARY (STANDALONE)

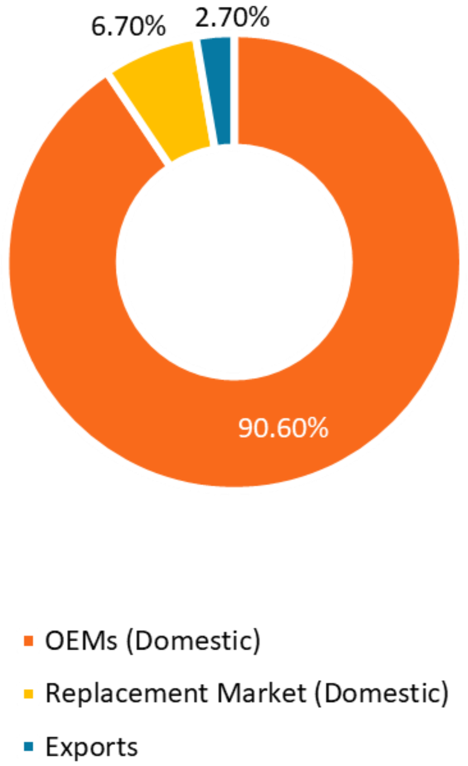
9MFY23 Segment wise Sales Breakup



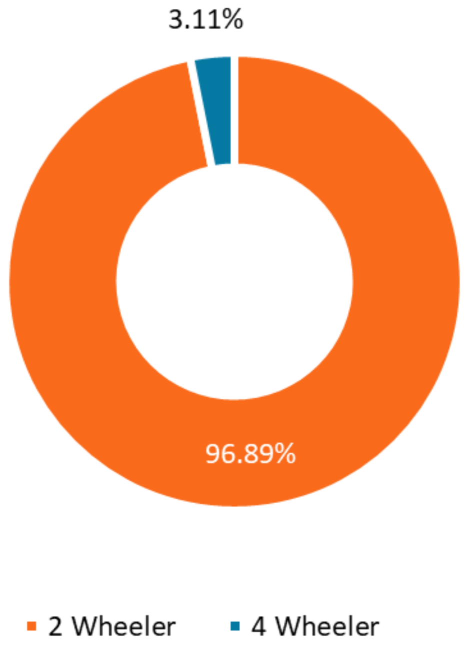
9MFY23 Revenue Breakup Automotive Segment - Product Mix



9MFY23 Revenue Breakup Automotive Segment - OEMs / Repl. Market / Exports



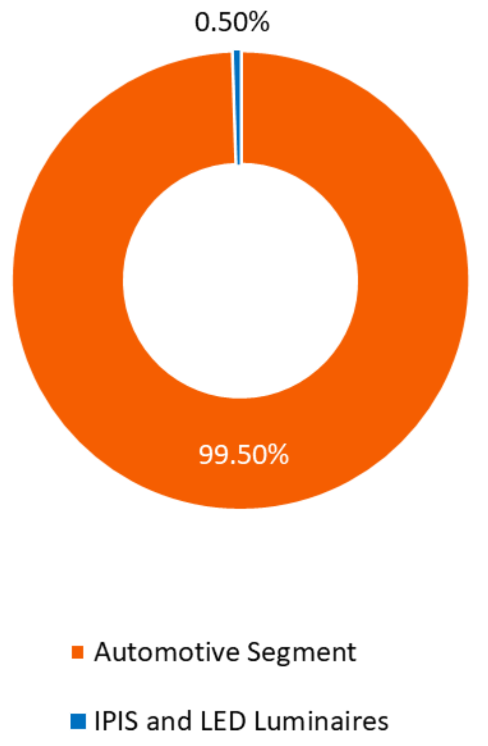
9MFY23 Revenue Breakup Automotive Segment 2 Wheeler / 4 Wheeler



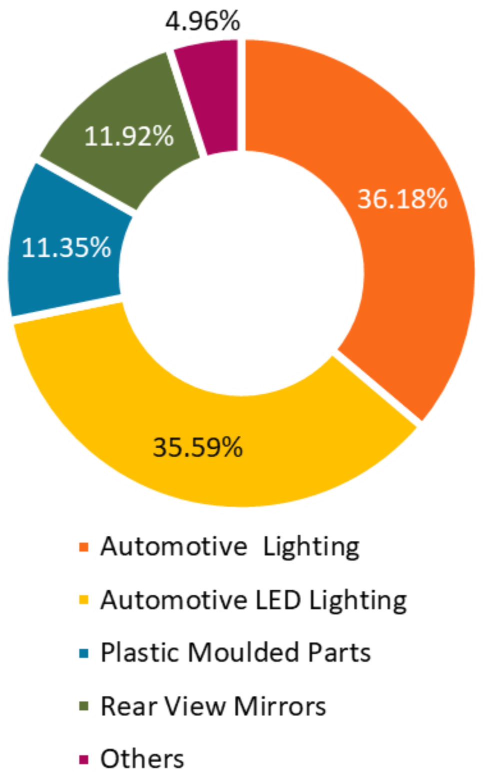
FINANCIAL SUMMARY (STANDALONE)

Fiem
LIGHT UP THE WORLD

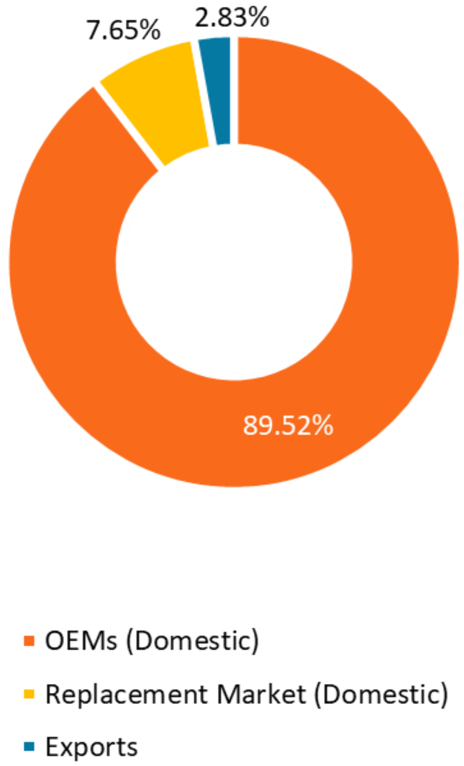
Q3FY23 Segment wise Sales Breakup



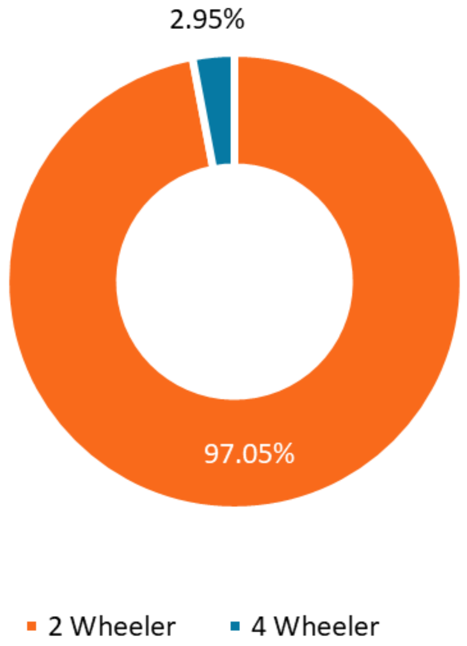
Q3FY23 Revenue Breakup Automotive Segment - Product Mix



Q3FY23 Revenue Breakup Automotive Segment - OEMs / Repl. Market / Exports



Q3FY23 Revenue Breakup Automotive Segment - 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 70 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 67 years, 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.

Ms. Aanchal Jain, Whole-time Director

aged 40 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.

PROMOTERS & WHOLE TIME DIRECTORS

Mr. Rahul Jain, Whole-time Director

aged 35 years, 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.

Mr. Kashi Ram Yadav – Whole-time Director

aged 66 years, 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.

Mr. Rajesh Sharma – Whole-time Director

aged 59 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

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

NSE

BSE

- **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 automotive lighting 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 - 2020

- **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

LIGHT UP THE WORLD

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

MFG. UNITS R&D / DESIGN CENTRES OFFICES

Unit-I, Kundli (Sonepat, Haryana)

Unit-VII, Rai (Haryana)

Unit-VIII, Tapukara (Rajasthan)

Unit-IX, Ahmedabad (Gujarat)

Unit-II, Hosur (Tamil Nadu)

Unit-V, Hosur (Tamil Nadu)

Unit-III, Hosur (Tamil Nadu)

Unit-IV, Mysore (Karnataka)

Unit-VI, Nalagarh (Himachal Pradesh)

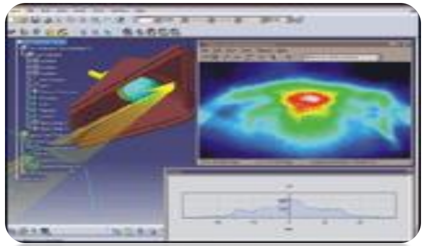
Regd. Office: Mansarover Garden, Delhi
Mkt Div. / R&D & Development Div.

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, 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:**
  - 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

Fiem
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Fiem
LIGHT UP THE WORLD

PRODUCT RANGE

HONDA

PRODUCT RANGE

TVS

PRODUCT RANGE

YAMAHA

PRODUCT RANGE

SUZUKI

PRODUCT RANGE

LIGHT UP THE WORLD

ROYAL ENFIELD

PRODUCT RANGE

LIGHT UP THE WORLD

LIGHT UP THE WORLD

PRODUCT RANGE

PIAGGIO

OKINAWA

Power the Change

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.

LIGHT UP THE WORLD

ACCOLADES RECEIVED

Consistent Quality Performance Award

for the year 2021-22 from

TVS Motor Company Limited

ACCOLADES RECEIVED

Appreciation Award for Special Support

for the year 2021-22

from Yamaha Motor India Group

ACCOLADES RECEIVED

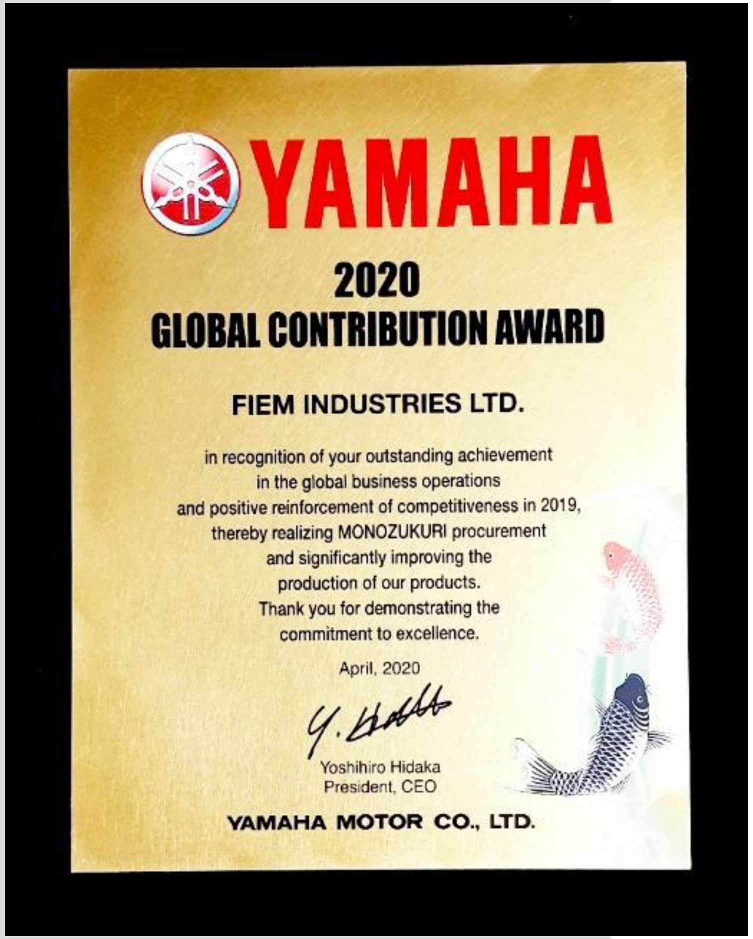
Best Performance in Delivery Award from Kubota - 2021

ACCOLADES
RECEIVED

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



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

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

ACCOLADES RECEIVED

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

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)

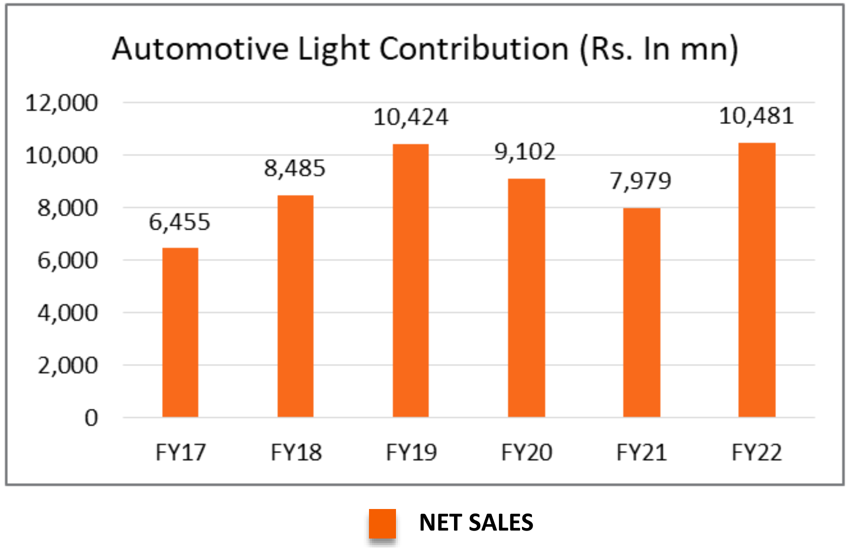
AUTOMOTIVE LIGHTS

FIEM 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 Lighting**.
- **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.



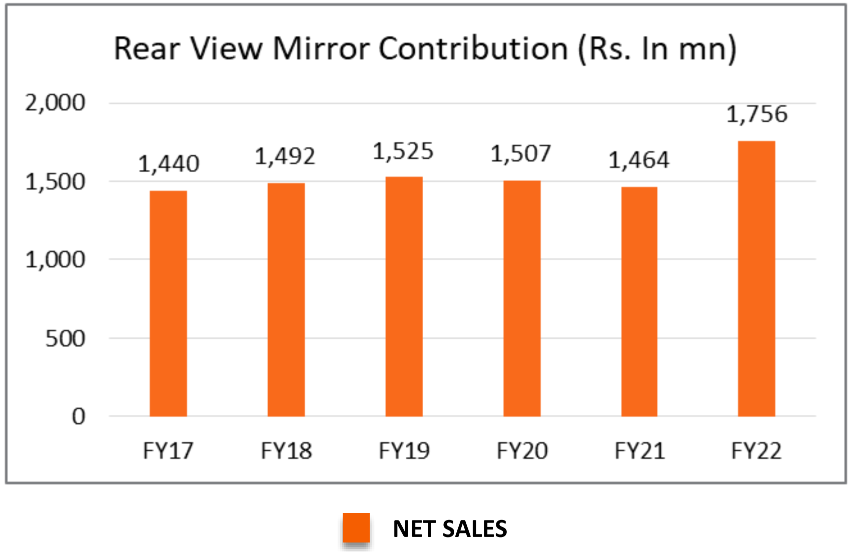
Head and Rear Lights

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**

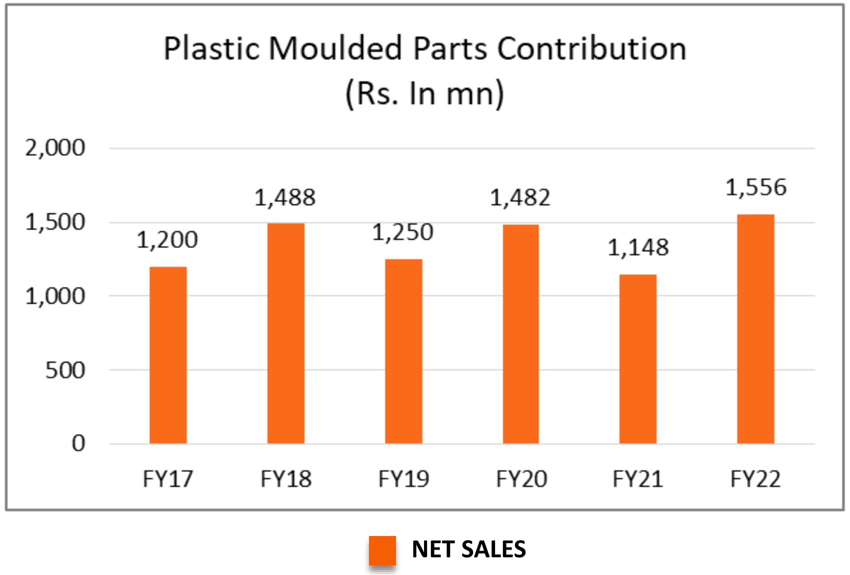


Rear View Mirrors

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**

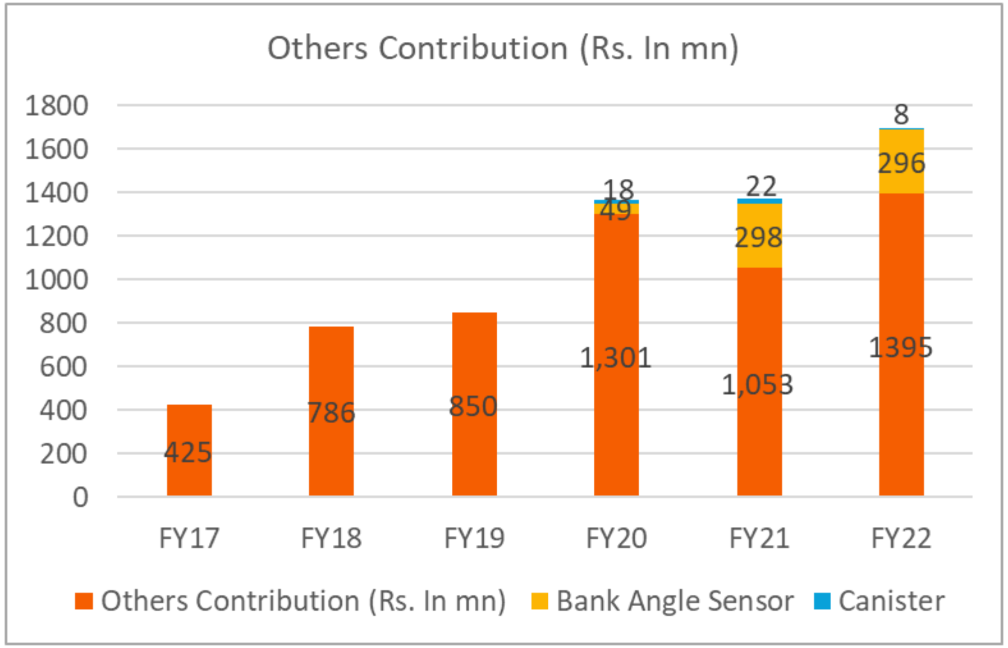


Plastic Moulded Parts

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**

Sheet Metal Parts

Bank Angle Sensor

Canister

OUR CUSTOMERS

LIGHT UP THE WORLD

2-WHEELER (DOMESTIC OEMs)

HONDA, TVS, YAMAHA, SUZUKI, ROYAL ENFIELD, HARLEY-DAVIDSON, PIAGGIO, Hero, Kawasaki, Mahindra 2 Wheelers

ELECTRIC VEHICLE OEMs

ELECTROTHERM, OKINAWA SCOOTERS, BOUNCE, TORK MOTORCYCLES, BSA MOTORS, ULTRAVIOLETTE AUTOMOTIVE, OLA, POLARITY, REVOLT, HERO ELECTRIC, INDUS, AMPERE, Simple Energy

2-WHEELER (GLOBAL OEMs)

HARLEY-DAVIDSON, PIAGGIO, HONDA, YAMAHA, SUZUKI, GLOBAL TVS

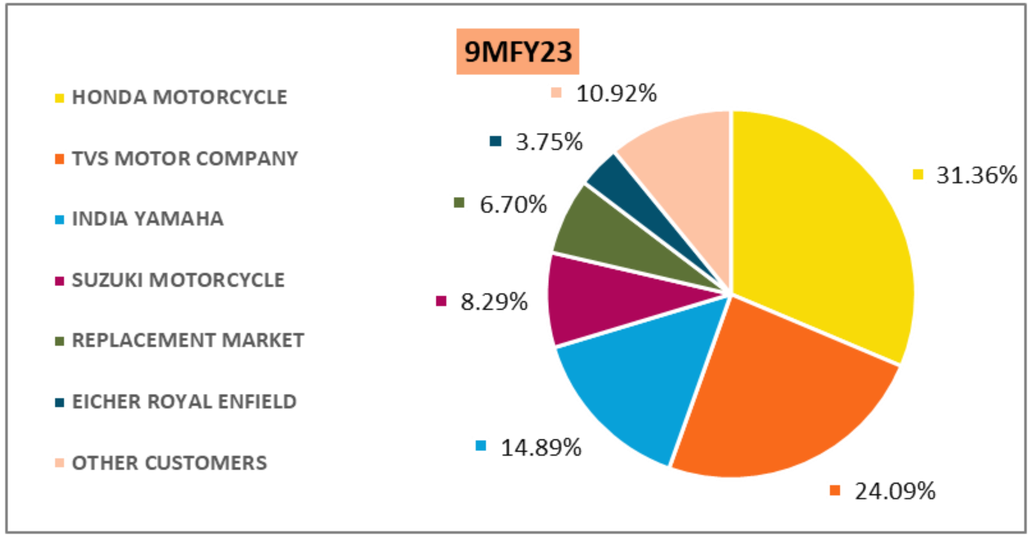
4-WHEELER (DOMESTIC OEMs)

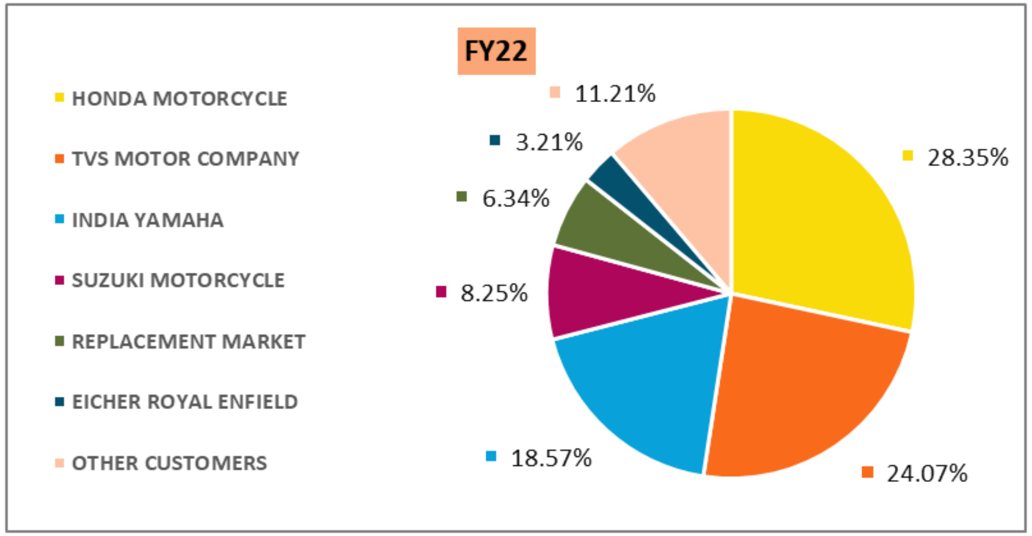
HONDA, SKODA AUTO, DAIMLER, TATA Marcopolo, TATA, HYUNDAI, JCB, TEREX, Mahindra Swaraj, JBM Group, Ashok Leyland NISSAN, Ashok Leyland, POLARIS EICHER, Kubota, ESCORTS Kubota, SONALIKA INTERNATIONAL, hmt, SWARAJ MAZDA, INDO FARM TRACTORS & MOTORS LTD, JCBL, VST SHAKTI

4-WHEELER (GLOBAL OEMs)

ASPÖCK SYSTEMS, Kubota, Sparex

9MFY23 and FY22 Top Clientele Contribution – Automotive Segment





OUR CUSTOMERS

LIGHT UP THE WORLD

2-WHEELER (DOMESTIC OEMs)

HONDA, TVS, YAMAHA, SUZUKI, ROYAL ENFIELD, HARLEY-DAVIDSON MOTOR CYCLES, PIAGGIO, Hero, Kawasaki, Mahindra 2 Wheelers

ELECTRIC VEHICLE OEMs

ELECTROTHERM, OKINAWA SCOOTERS, BOUNCE, TORK MOTORCYCLES, BSA MOTORS, ULTRAVIOLETTE AUTOMOTIVE, OLA, POLARITY, REVOLT, HEROELECTRIC, INDUS, AMPERE, ULTRA-MOTOR, Simple Energy

2-WHEELER (GLOBAL OEMs)

HARLEY-DAVIDSON MOTOR CYCLES, PIAGGIO, HONDA, YAMAHA, SUZUKI, GLOBALTVS

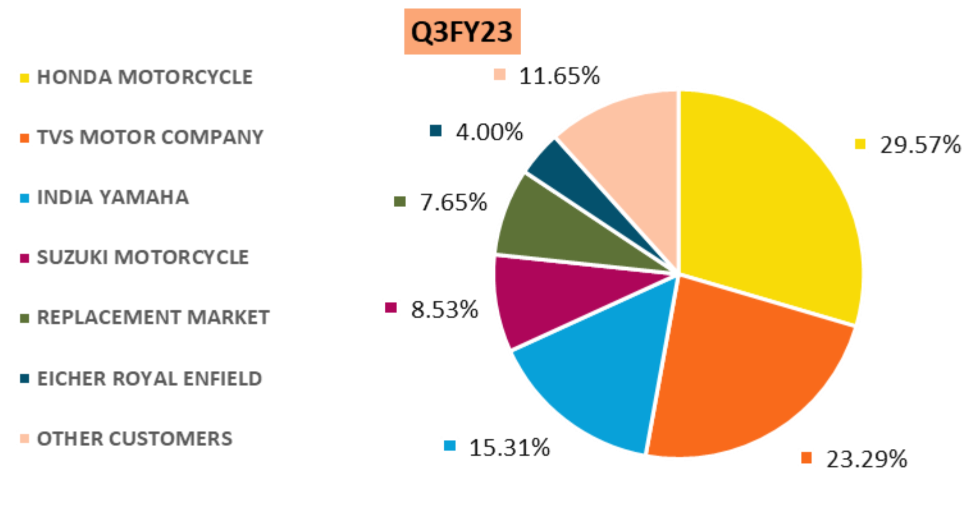
4-WHEELER (DOMESTIC OEMs)

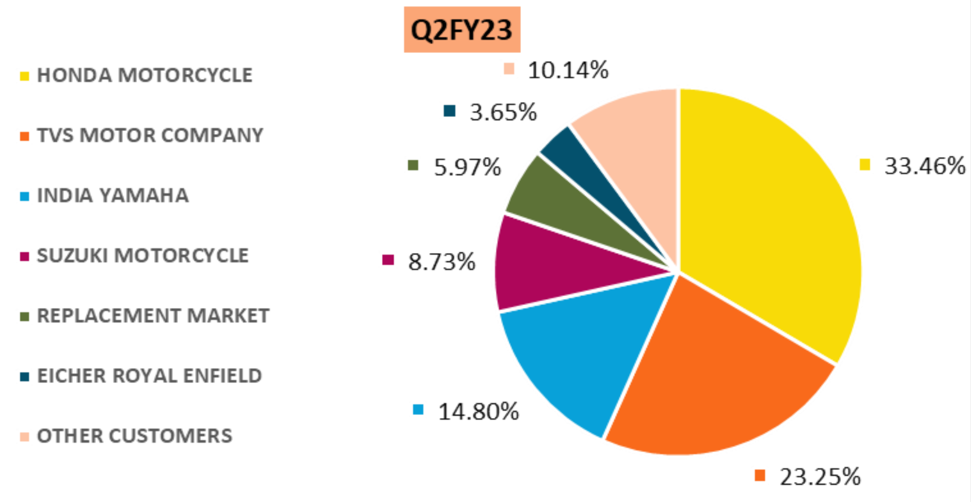
HONDA, VW, SKODA AUTO, DAIMLER, TATA Marcopolo, TATA, HYUNDAI, JCB, TEREX, Mahindra Swaraj, JBM Group, Ashok Leyland NISSAN, Ashok Leyland, POLARIS EICHER, Kubota, ESCORTS Kubota, SONALIKA INTERNATIONAL, hmt, SWARAJ MAZDA, INDO FARM TRACTORS & MOTORS LTD, JCBL, VST SHAKTI

4-WHEELER (GLOBAL OEMs)

ASPÖCK SYSTEMS, Kubota, Sparex

Q3FY23 and Q2FY23 Top Clientele Contribution – Automotive Segment





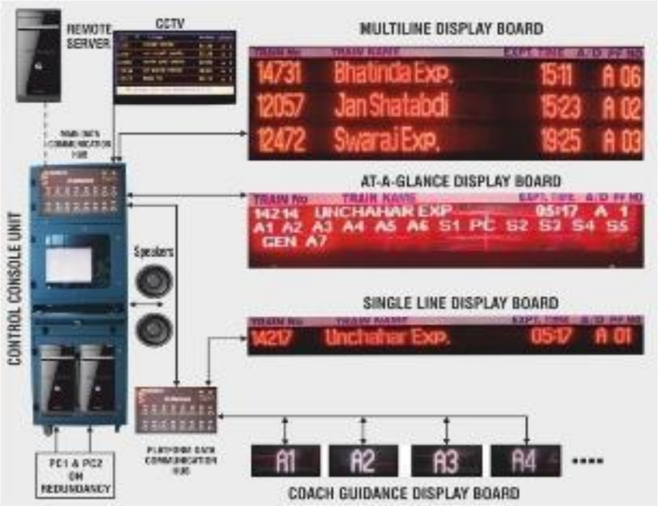
LED DISPLAY SYSTEMS

- 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).

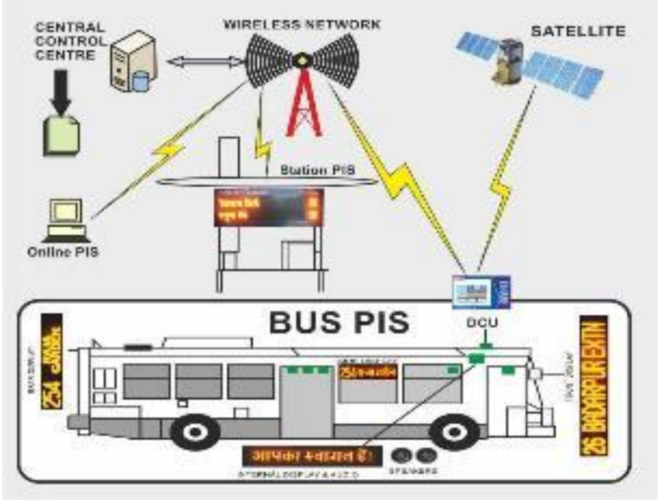
LED Display Panel

LED Integrated Passenger Information System

Railway



Buses



CONSOLIDATED INCOME STATEMENT

LIGHT UP THE WORLD

Particulars (INR Mn)	FY18	FY19	FY20	FY21	FY22	9MFY23
Total Income*	**12,443**	**14,499**	**13,812**	**12,243**	**15,749**	**14,180**
Expenses	10,990	12,919	12,226	10873	13,783	12,236
EBITDA (Including Other Income)	**1,453**	**1,580**	**1,586**	**1370**	**1,966**	**1,944**
EBITDA Margin	**11.68%**	**10.89%**	**11.48%**	**11.19%**	**12.48%**	**13.71%**
Exceptional Item	(34)	–	(9)	(32)	-	-
Depreciation & Amortization	444	489	532	572	590	475
Finance Cost	227	221	177	117	86	53
PBT	**816**	**870**	**868**	**649**	**1290**	**1,416**
Taxes	290	304	82	180	337	398
PAT	**526**	**566**	**786**	**469**	**953**	**1,018**
Share of Associates Profit/(Loss)	–	-10	–41	-2	-11	–
PAT after Share of Associates Profit/(Loss)	526	556	745	467	942	1018
PAT Margin	**4.22%**	**3.83%**	**5.39%**	**3.81%**	**5.96%**	**7.18%**
EPS	**39.94**	**42.29**	**56.66**	**35.48**	**71.56**	**77.36**

* Net of GST and Includes other Income

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

LIGHT UP THE WORLD

Particulars (INR Mn)	31.03.21	31.03.22	30.09.22
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,101	4,742	4,554
b) Right of Use Assets	339	324	317
c) Capital Work-in-Progress	27	7	32
d) Intangible Assets	33	14	16
e) Intangible Assets under Development	0	0	0
f) Financial Assets And Investment	375	131	136
g) Income Tax Assets (Net)	10	13	16
h) Other Non-Current Assets	69	53	62
Total Non Current Assets	**5,954**	**5,284**	**5,133**
II. CURRENT ASSETS			
a.) Inventories	1,169	1,848	1,760
b) Financial Assets			
i) Investments	–	764	306
ii) Trade Receivables	809	1746	1,851
iii) Cash and Cash Equivalents	1,104	683	1,341
iv) Bank Balances other than (iii) above	2	1	2
v) Loans	4	6	5
vi) Other Financial Assets	18	9	30
c) Other Current Assets	162	144	164
Total Current Assets	**3,268**	**5,201**	**5,459**
TOTAL ASSETS (I + II)	**9,222**	**10,485**	**10,592**

Particulars (INR Mn)	31.03.21	31.03.22	30.09.22
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	5,562	6,290	6,784
Total Equity	**5,694**	**6,422**	**6,916**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	219	75	35
ii) Lease Liabilities	245	238	235
iii) Other Financial Liabilities	–	-	-
b) Provisions	50	51	138
c) Deferred Tax Liabilities (Net)	362	326	301
Total Non Current Liability	**876**	**690**	**709**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	303	137	92
ii) Lease Liabilities	7	6	7
iii) Trade Payables	1722	2,611	2,064
iv) Other Financial Liabilities	512	228	256
b) Other Current Liabilities	359	298	403
c) Provisions	37	55	76
d) Current Tax Liabilities (Net)	22	38	69
Total Current Liability	**2,652**	**3,373**	**2,967**
TOTAL LIABILITIES (I + II)	**3,528**	**4,063**	**3,676**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,222**	**10,485**	**10,592**

STANDALONE INCOME STATEMENT

LIGHT UP THE WORLD

Particulars (INR Mn)	FY18	FY19	FY20	FY21	FY22	9MFY23
Total Income*	**12,429**	**14,449**	**13,787**	**12243**	**15,749**	**14,180**
Expenses	10,977	12,888	12,203	10871	13,789	12242
EBITDA (Including Other Income)	**1,452**	**1,561**	**1,584**	**1,372**	**1,960**	**1,938**
EBITDA Margin	**11.68%**	**10.80%**	**11.49%**	**11.21%**	**12.44%**	**13.67%**
Exceptional Item	(34)	–	(9)	(32)	-	-
Depreciation & Amortization	443	489	527	571	586	471
Finance Cost	227	221	177	117	86	53
PBT	**816**	**851**	**871**	**652**	**1,288**	**1,414**
Taxes	290	296	82	181	335	398
PAT	**526**	**555**	**789**	**471**	**953**	**1,016**
PAT Margin	**4.23%**	**3.84%**	**5.72%**	**3.85%**	**6.05%**	***7.17%***
EPS	**39.93**	**42.16**	**59.98**	**35.81**	**72.39**	**77.19**

* Net of GST and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

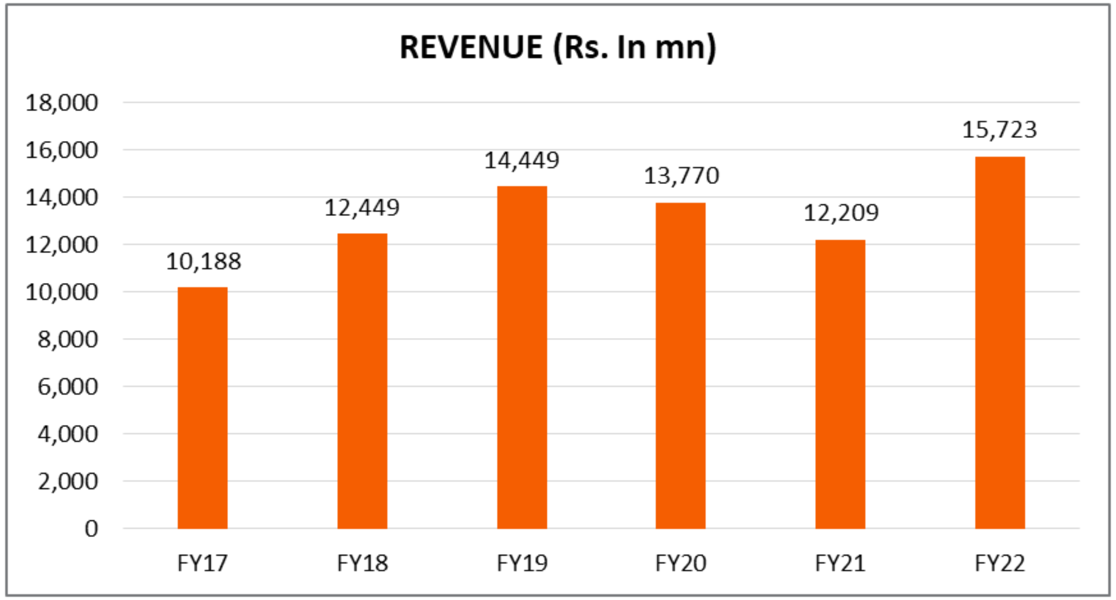
LIGHT UP THE WORLD

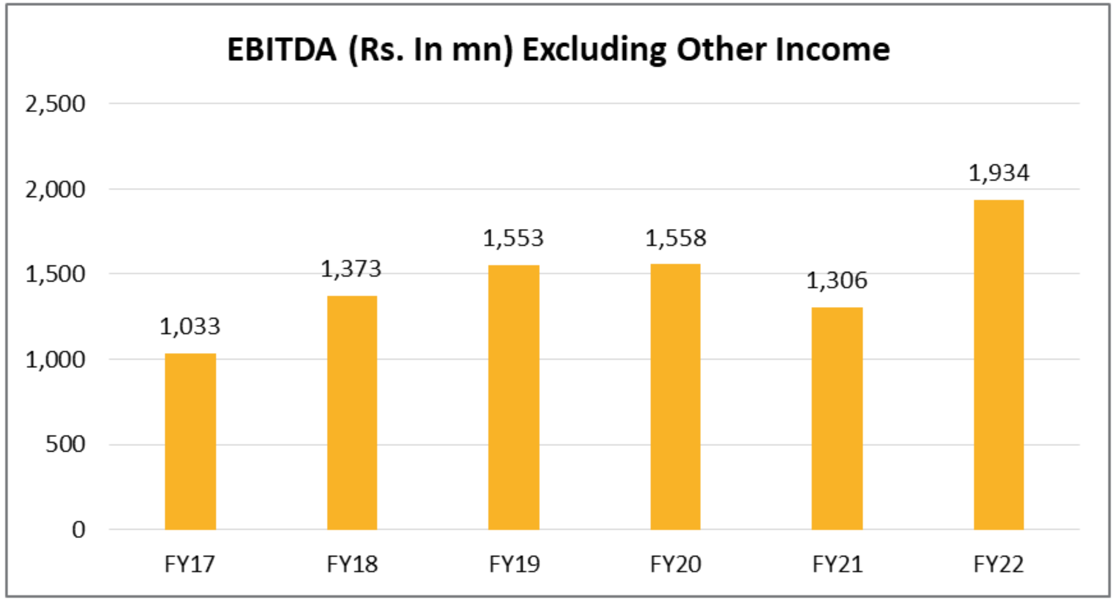
Particulars (INR Mn)	31.03.21	33.03.22	30.09.22
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	5,098	4,740	4,549
b) Right of Use Assets	339	324	317
c) Capital Work-in-Progress	27	7	32
d) Intangible Assets	26	8	12
e) Intangible Assets under Development	-	-	-
f) Financial Assets	455	159	172
g) Income Tax Assets (Net)	-	-	-
h) Other Non-Current Assets	69	53	55
Total Non Current Assets	**6,014**	**5,291**	**5,137**
II. CURRENT ASSETS			
a) Inventories	1,169	1,847	1,760
b) Financial Assets			
i) Investments	-	829	306
ii) Trade and Receivables	809	1,746	1,851
iii) Cash and Cash Equivalents	1,083	668	1,316
iv) Bank Balances other than (iii) above	2	1	2
v) Loans	4	6	5
vi) Other Financial Assets	18	9	29
c) Other Current Assets	158	145	157
Total Current Assets	**3,243**	**5,251**	**5,426**
TOTAL ASSETS (I + II)	**9,257**	**10,542**	**10,563**

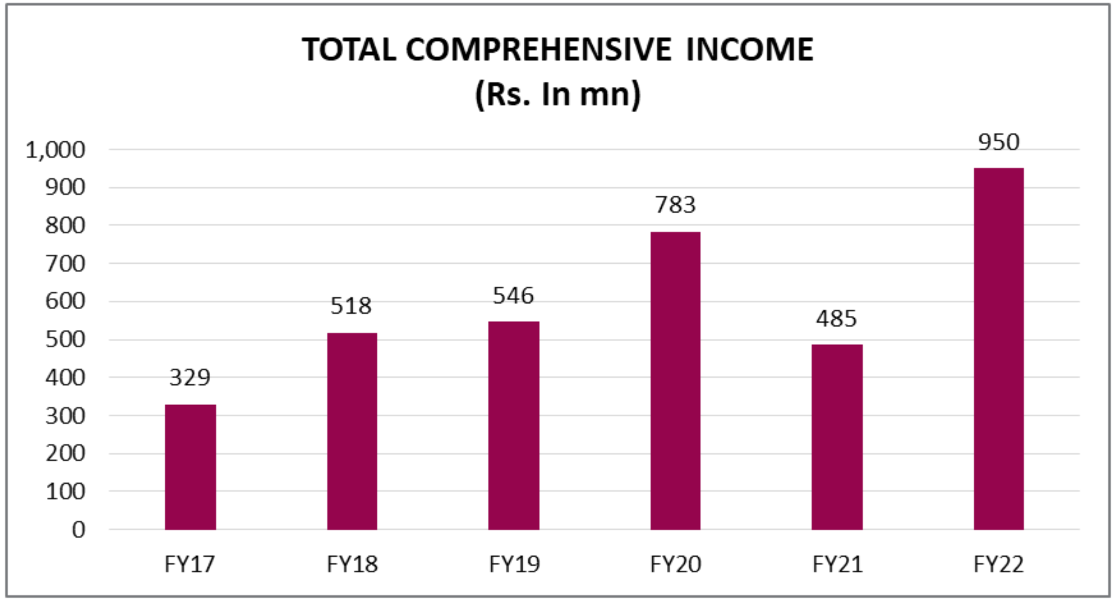
Particulars (INR Mn)	31.03.21	31.03.22	30.09.22
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	5,602	6,342	6,771
Total Equity	**5,734**	**6,474**	**6,903**
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	219	75	35
ii) Lease Liabilities	245	238	235
iii) Other Financial Liabilities	–	–	–
b) Provisions	47	47	133
c) Deferred Tax Liabilities (Net)	362	326	301
Total Non Current Liability	**873**	**686**	**704**
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	303	137	93
ii) Lease Liabilities	7	6	7
iii) Trade Payables	1,721	2,610	2,064
iv) Other Financial Liabilities	5,511	240	254
b) Other Current Liabilities	359	296	397
c) Provisions	37	55	72
d) Current Tax Liabilities (Net)	22	38	69
Total Current Liability	**2,650**	**3,382**	**2,956**
TOTAL LIABILITIES (I + II)	**3,523**	**4,068**	**3,660**
TOTAL EQUITY AND LIABILITIES (A+B)	**9,257**	**10,542**	**10,563**

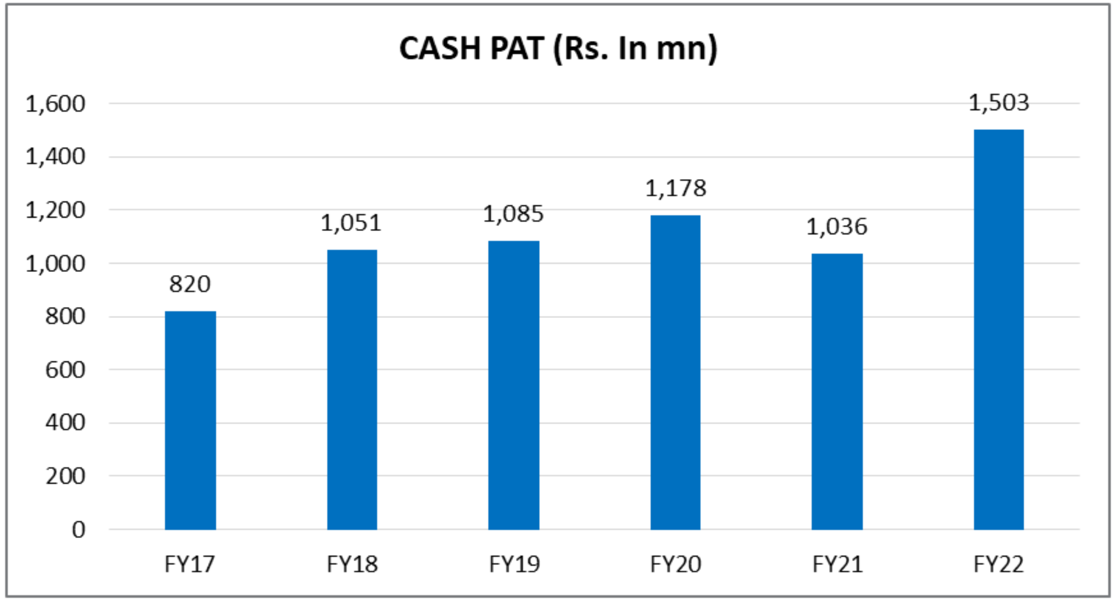
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD

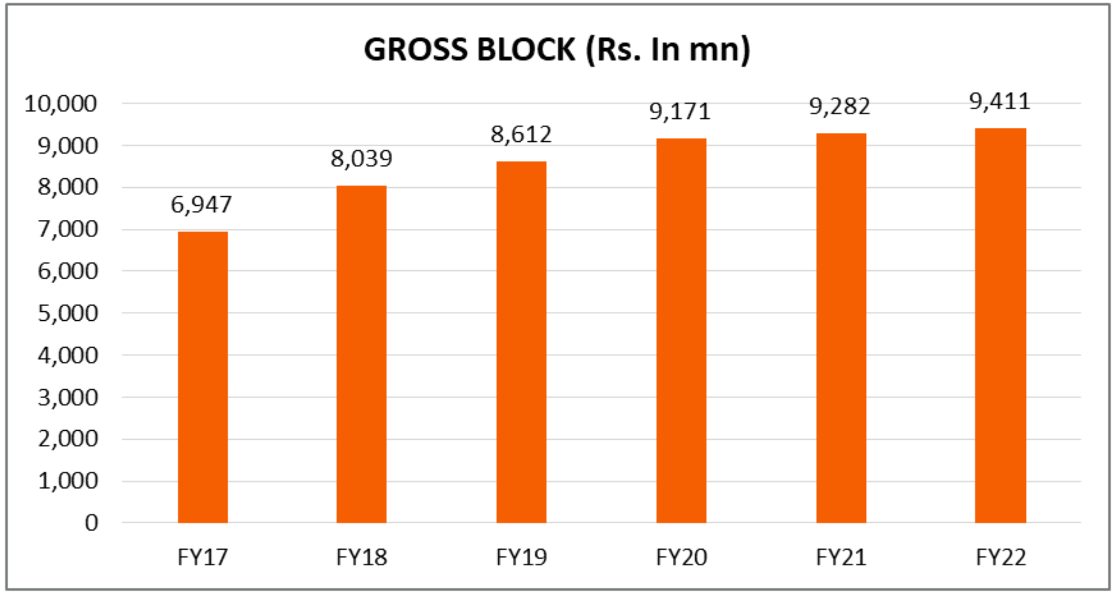


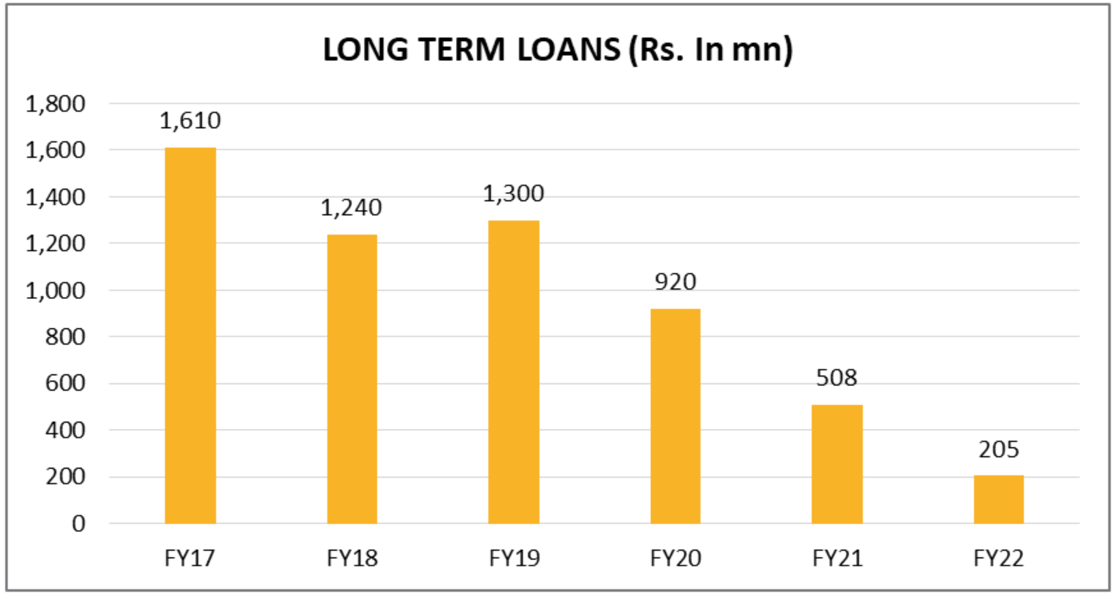


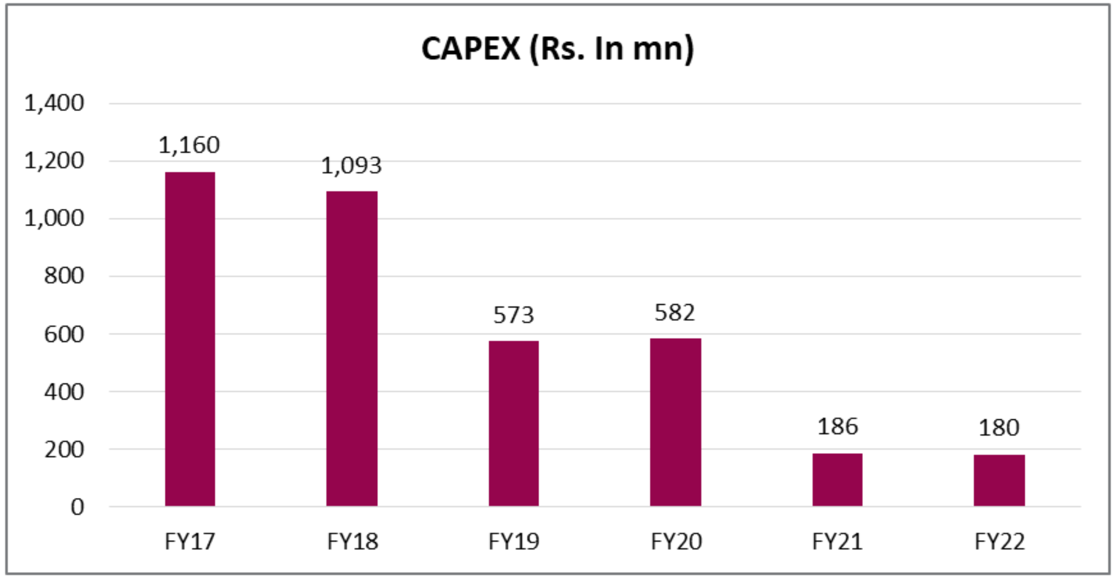


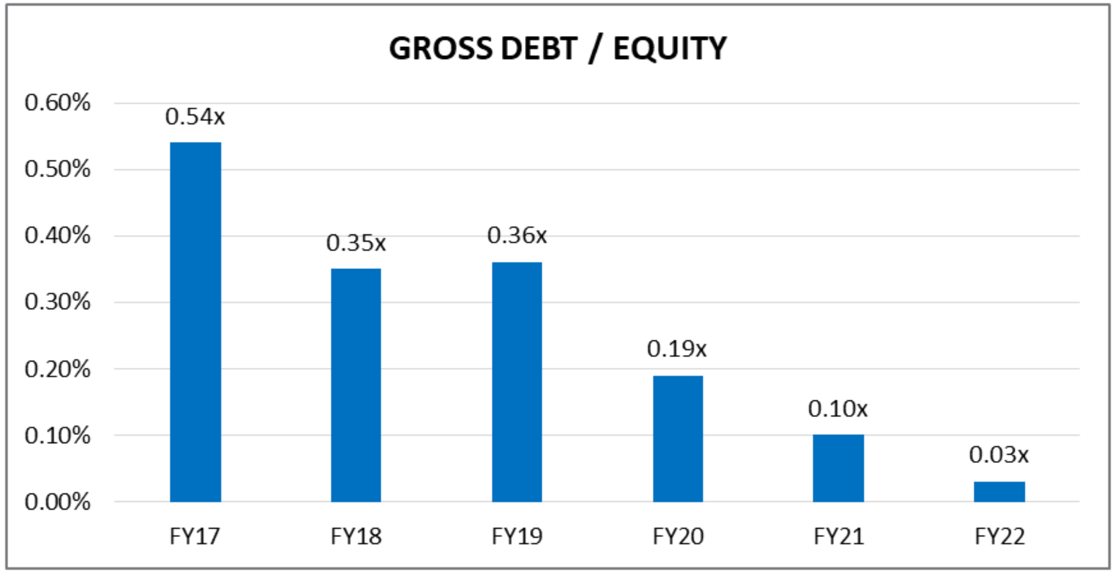


STANDALONE FINANCIAL OVERVIEW



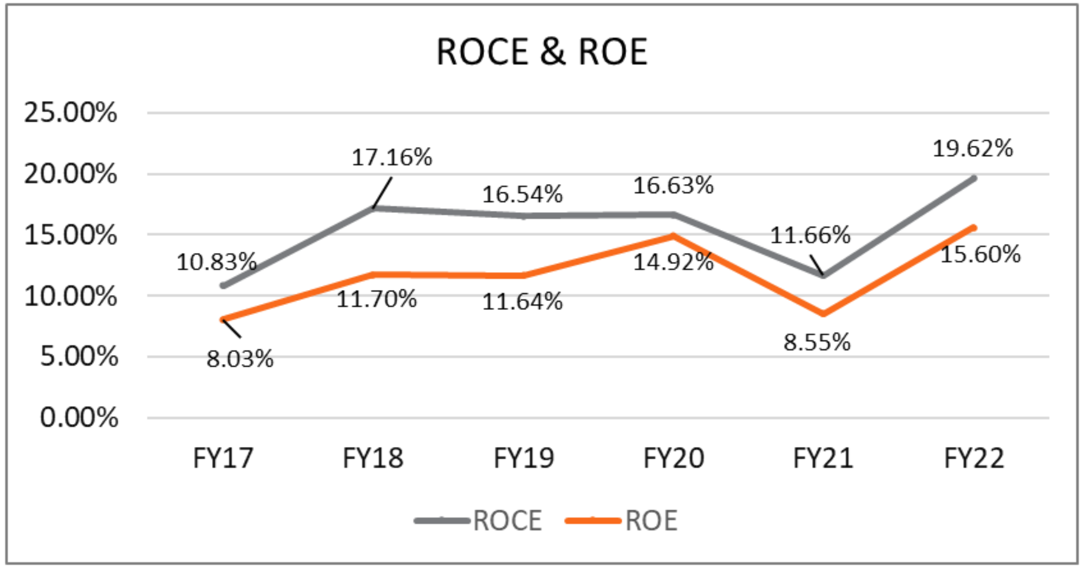


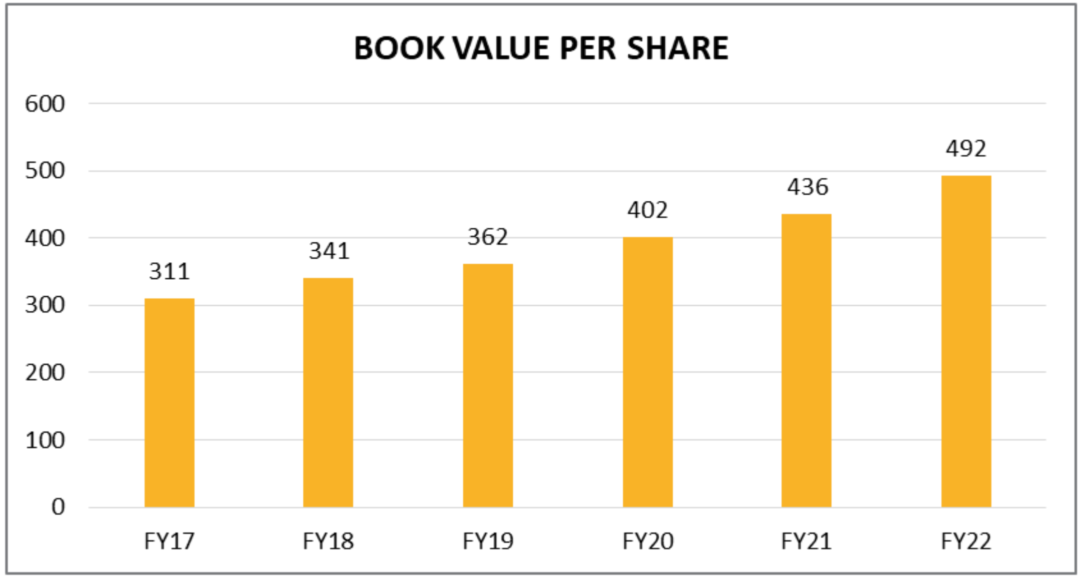


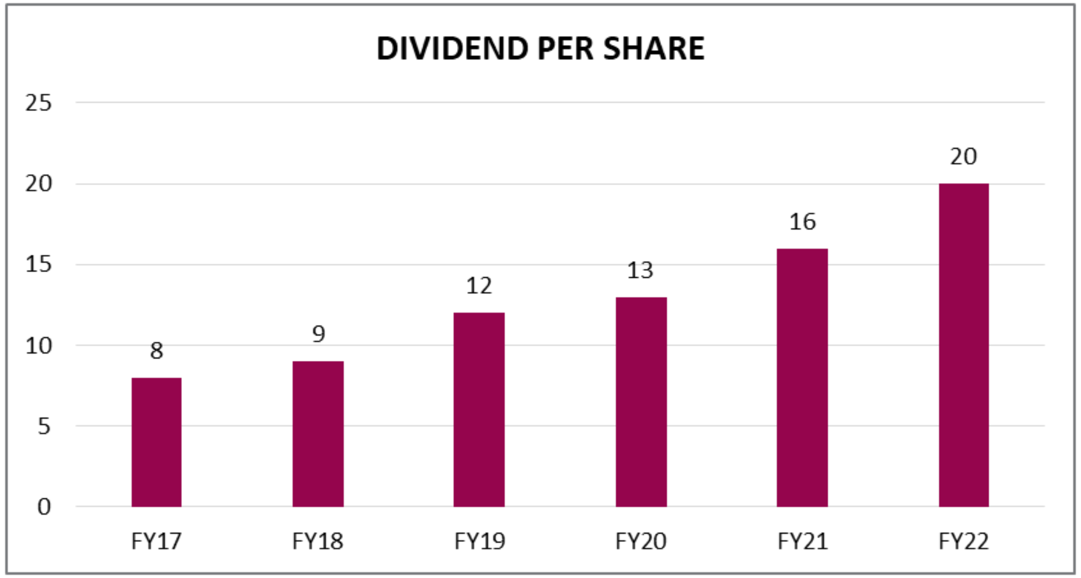


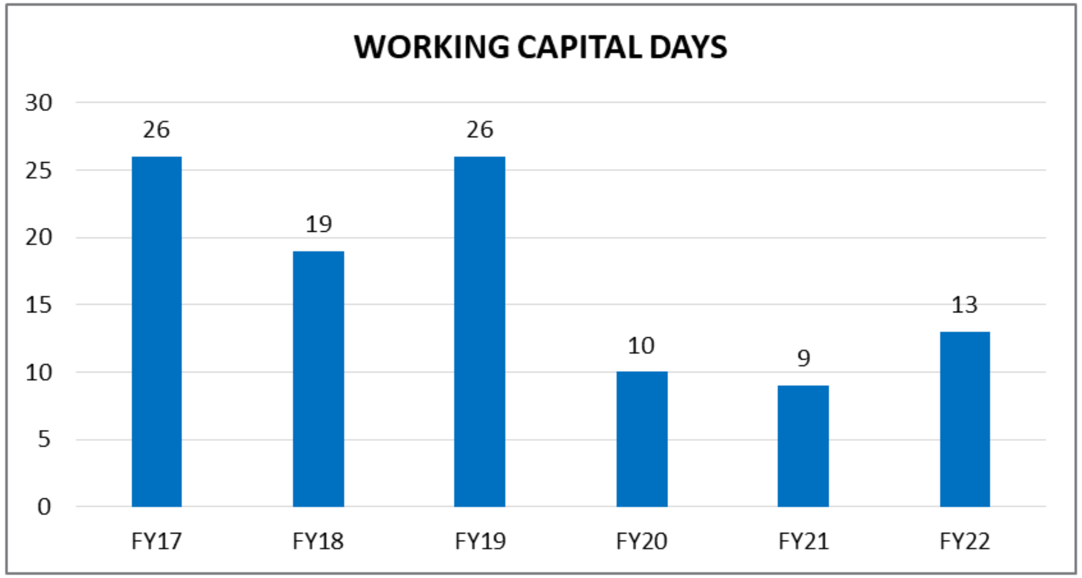
STANDALONE FINANCIAL OVERVIEW

LIGHT UP THE WORLD









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