

February 6, 2024

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

Dear Sir,

**Sub: 3QFY24 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 3, 2024, informing the schedule of 3QFY24 Earning Call to be held on February 12, 2024, at 4.00 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 Earning 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 Investor section.

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

Thanking you,

Yours faithfully
For Fiem Industries Limited

**Arvind K. Chauhan
Company Secretary**

Encls: Investor Presentation



fiem

LIGHT UP THE WORLD

FIEM INDUSTRIES LTD. Investor Presentation

9MFY24



HUB MOTOR

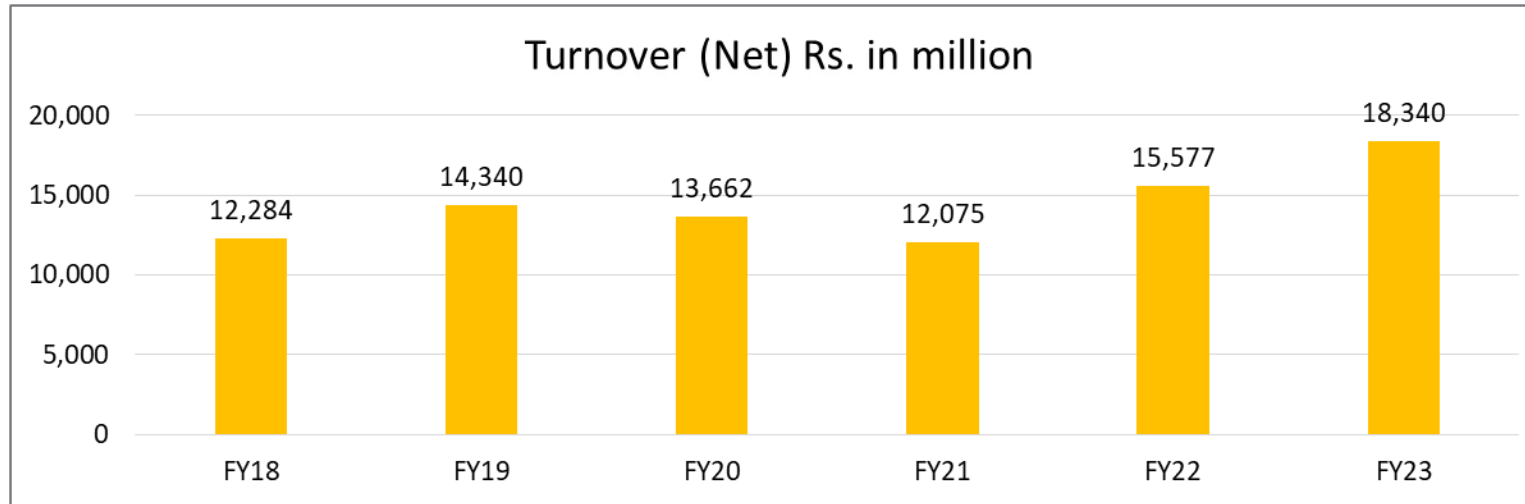


MOTOR CONTROLLER (M-U)

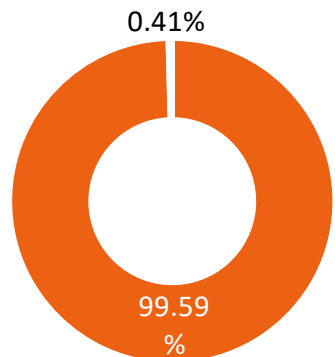
EXECUTIVE SUMMARY

<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 – Honda, TVS, Yamaha, Suzuki, Eicher Royal Enfield, Harley Davidson, Mahindra etc. • Four Wheeler - Tata Marcopolo, Force Motors, Honda Siel, Hyundai, Daimler, Mahindra Reva etc. 	
<p>Standalone Financial Performance</p>	<ul style="list-style-type: none"> • Net Sales has grown from INR 12,285 mn in FY18 to INR 18,340 mn in FY23 at 5 year CAGR of 8.35% • EBITDA has grown from INR 1,373 mn in FY18 to INR 2,478 mn in FY23 at a 5 year CAGR of 12.55% 	

FINANCIAL SUMMARY (STANDALONE)

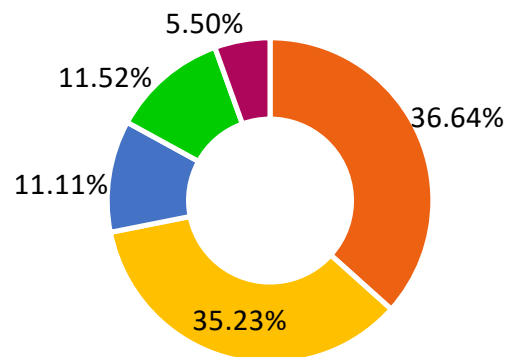


FY23 Segment wise Sales Breakup



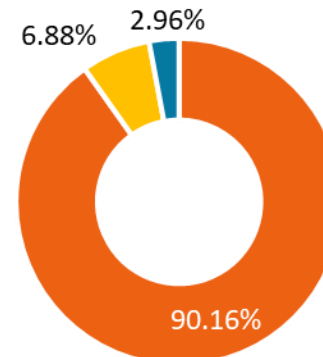
- Auto Segment
- IPIS and LED Luminaires

FY23 Revenue Breakup Automotive Segment - Product Mix



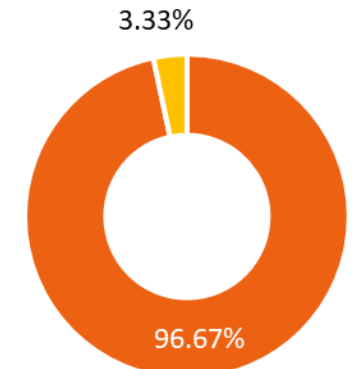
- Automotive Lighting
- Automotive LED Lighting
- Plastic Moulded Parts
- Rear View Mirrors
- Others

FY23 Revenue Breakup Automotive Segment - OEMs / Repl. Market / Exports



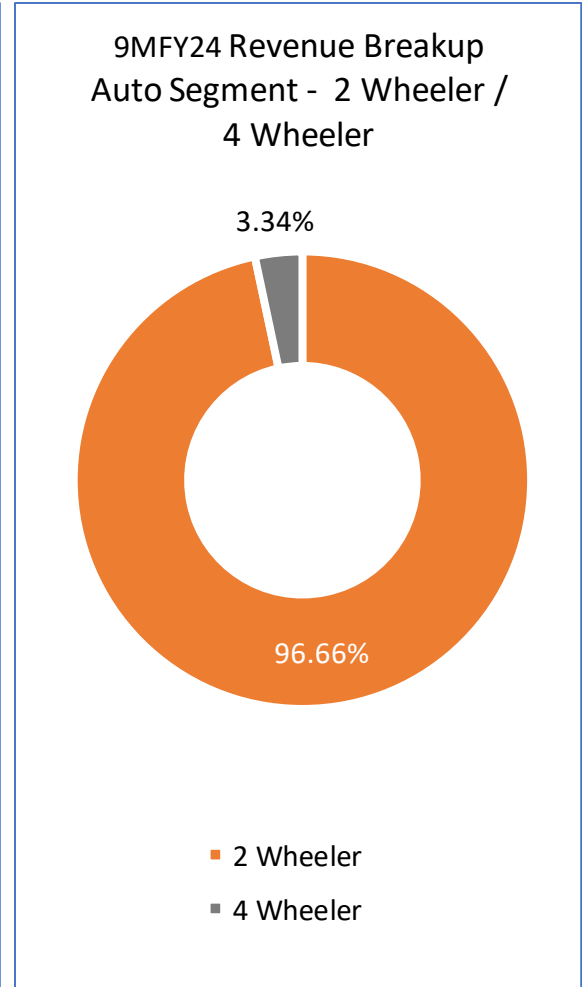
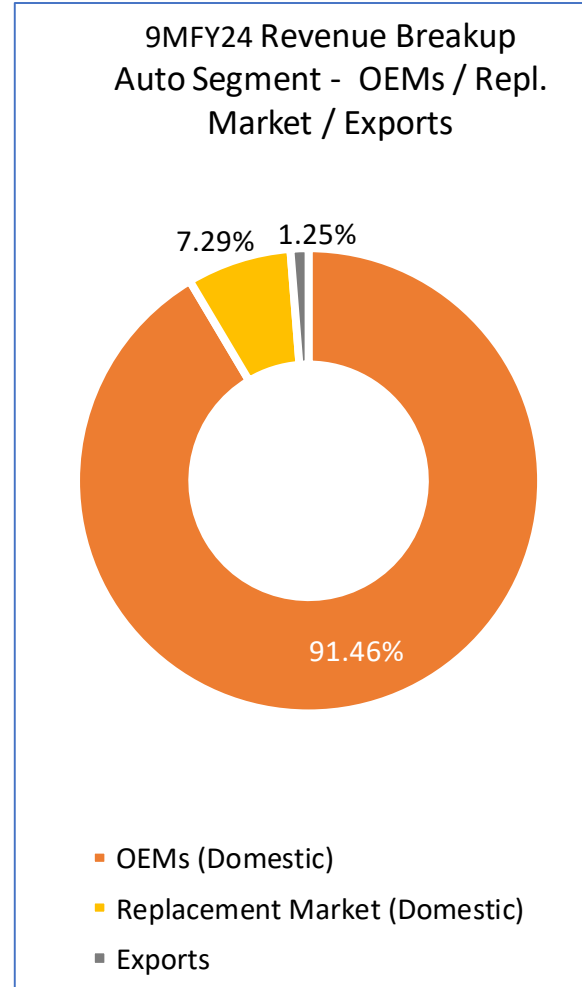
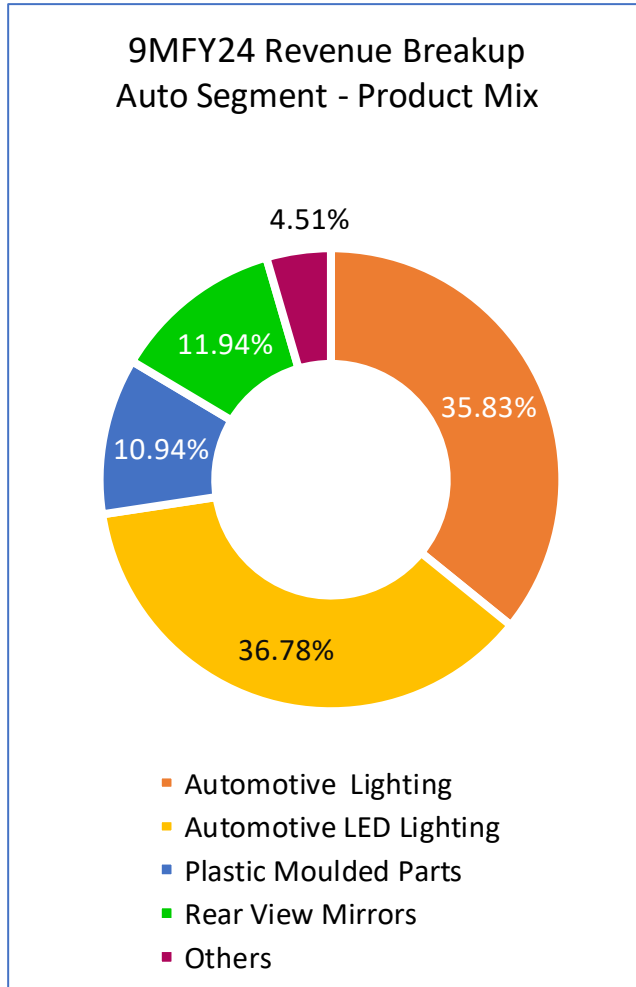
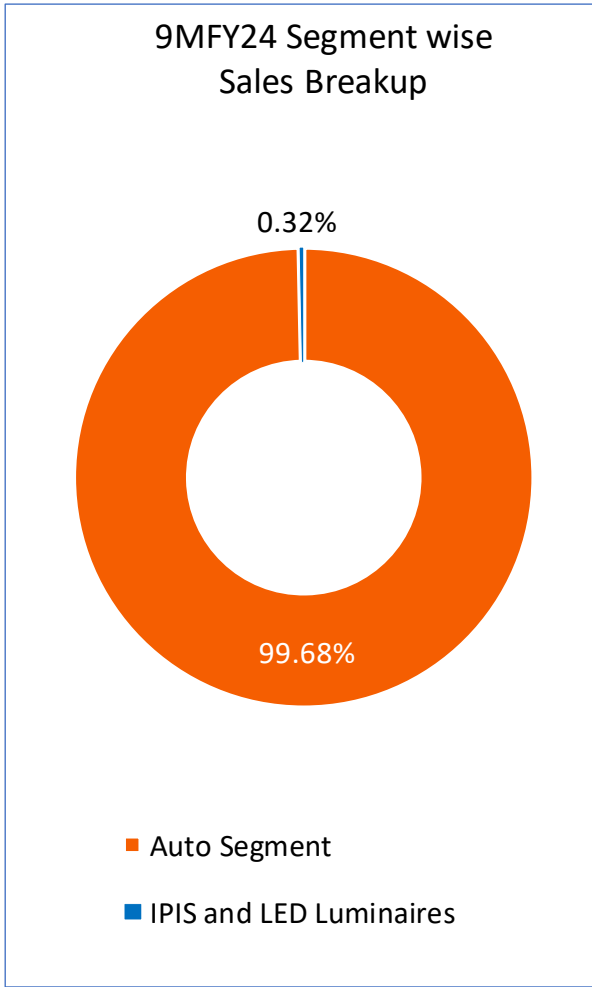
- OEMs (Domestic)
- Replacement Market (Domestic)
- Exports

FY23 Revenue Breakup Automotive Segment - 2Wheeler/4 Wheeler



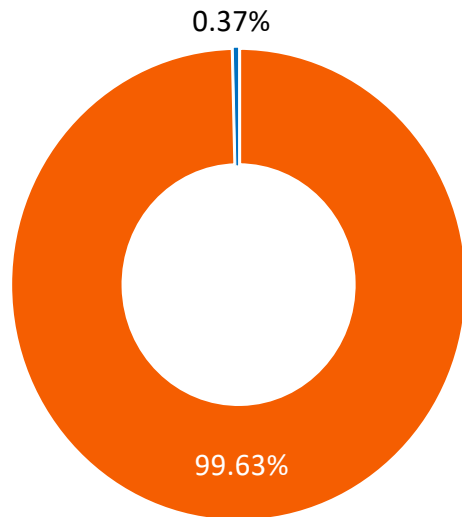
- 2 Wheeler
- 4 Wheeler

FINANCIAL SUMMARY (STANDALONE)



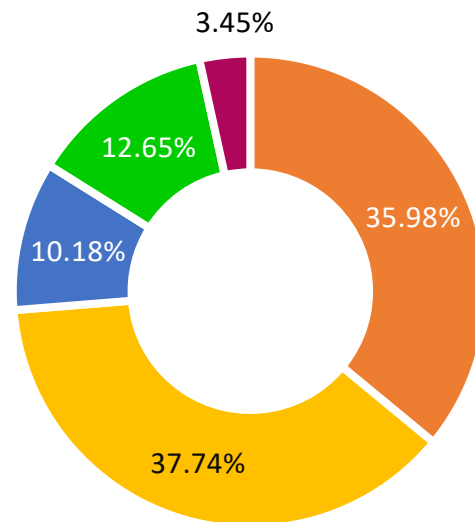
FINANCIAL SUMMARY (STANDALONE)

Q3FY24 Segment wise Sales Breakup



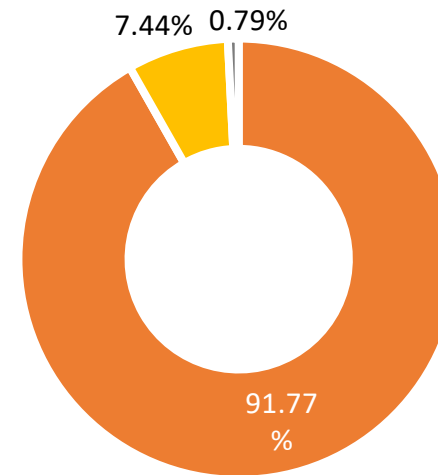
- Auto Segment
- IPIS and LED Luminaires

Q3FY24 Revenue Breakup Auto Segment - Product Mix



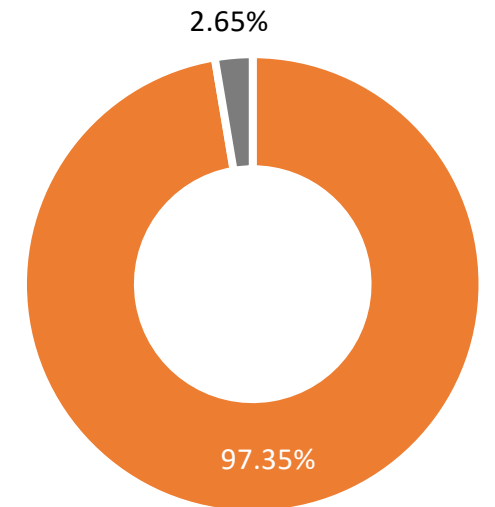
- Automotive Lighting
- Automotive LED Lighting
- Plastic Moulded Parts
- Rear View Mirrors
- Others

Q3FY24 Revenue Breakup Auto Segment - OEMs / Repl. Market / Exports



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

Q3FY24 Revenue Breakup Auto 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 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.



Mr. Rahul Jain

Joint Managing Director

Aged 37 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 etc. 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 69 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.



Ms. Aanchal Jain

Whole-time Director

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.

PROMOTERS & WHOLE TIME DIRECTORS



Mr. Rajesh Sharma

Joint Managing Director

Aged 60 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 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”.



Mr. Kashi Ram Yadav

Whole-time Director

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.

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, Sonapat (Unit 1)

1996-2006



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

2007-2013



- **2007**- Merged Fiem Sung San with Fiem Industries
- **2007** – Setup LED SMT plant
- **2010** - Started new manufacturing Unit in Rai, Sonapat (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

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



Unit-I, Kundli (Sonapat, 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: Mansarovar Garden, Delhi
Mkt Div. / R&D & Development Div.



GOVT. APPROVED R&D CENTRE

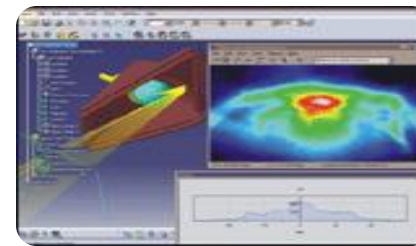
- FIEM's state of the art R&D Centre offers its clients design and development capabilities in Automotive Lighting & Signalling Equipments and Rear View Mirrors which meet the specifications of the clients requirements.
- Government of India, Ministry of Science and Technology, Department of Science and Industrial Research has accorded Recognition to Company's in-house R&D Unit situated at Rai Industrial Estate, 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



TVS **SUZUKI** **PT. SUZUKI INDOMOBIL MOTOR**
YAMAHA **MOTOR HARLEY-DAVIDSON CYCLES** **MAHINDRA** **ZADI**
LT **TATA** **JOHN DEERE** **DAIMLER**
MARUTI SUZUKI **MAHINDRA REVA**

2015 - 2023



2015 **TVS** **YAMAHA**
2016 **TVS** **SUZUKI** **DAIMLER**
2017 **TVS** **HONDA** **YAMAHA**
2018 **TVS** **YAMAHA**
2019 **TVS** **YAMAHA** **SUZUKI**
2020 **TVS** **YAMAHA** **SUZUKI** **HARLEY-DAVIDSON CYCLES** **HONDA** **OKINAWA SCOOTERS** **22 MOTORS** **YAMAHA**
2021-23 **TVS** **YAMAHA** **HARLEY-DAVIDSON CYCLES** **SUZUKI** **OLA** **BOUNCE**

PRODUCT RANGE



PRODUCT RANGE

TVS



HARLEY-DAVIDSON & HERO MOTOCORP LAUNCHED **X** IN INDIA 440



**LED HEAD LAMP
by FIEM**



**LED TAIL LAMP
by FIEM**

PRODUCT RANGE



PRODUCT RANGE



PRODUCT RANGE

ROYAL ENFIELD



PRODUCT RANGE



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.

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.

FIEM ADVANTAGE

ACCOLADES RECEIVED



Award for Strong Effort for Cost Reduction

for the year 2022-23

From Honda Motorcycle & Scooter India.

ACCOLADES RECEIVED



Consistent Quality Performance Award

for the year 2021-22

from TVS Motor Company Limited

ACCOLADES RECEIVED



Best Performance in Delivery Award

for the year 2021

from Kubota



Certificate of Excellence for Best Performance Quality

for the year 2022

from Kubota

ACCOLADES RECEIVED



Appreciation Award - 2023
from Hyundai Motor India

ACCOLADES RECEIVED



**Award for 'Excellence
Performance in Quality
Metrics'**

for the year 2022

**from Daimler India
Commercial Vehicles.**

ACCOLADES RECEIVED



Appreciation Award for Special Support

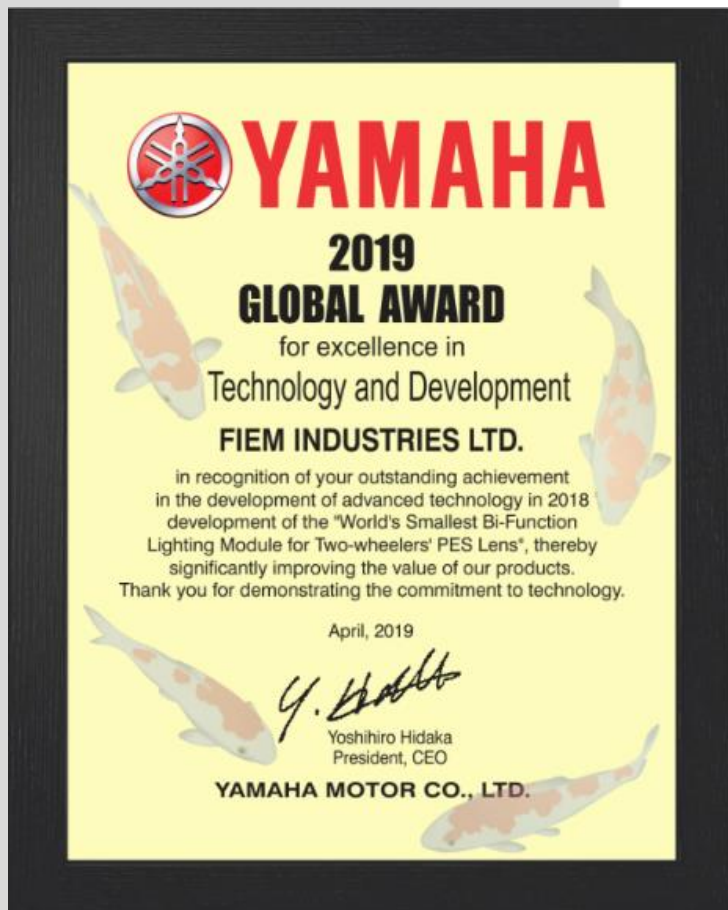
for the year 2021-22

from Yamaha Motor India Group

ACCOLADES RECEIVED

Global Award for Excellence in Technology and Development from Yamaha Motor Co., Ltd. Japan-2019

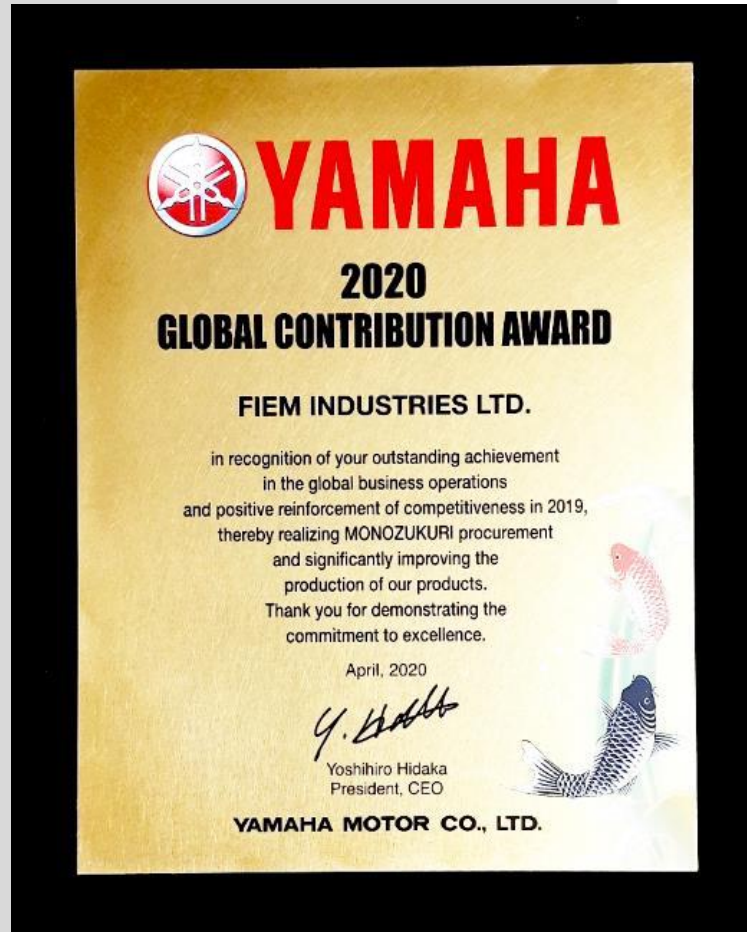
In recognition of outstanding achievement in the development of advanced technology in 2018 development of the **"World's Smallest Bi-Function Lighting Module for Two-wheelers' with PES Lens"**.



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)

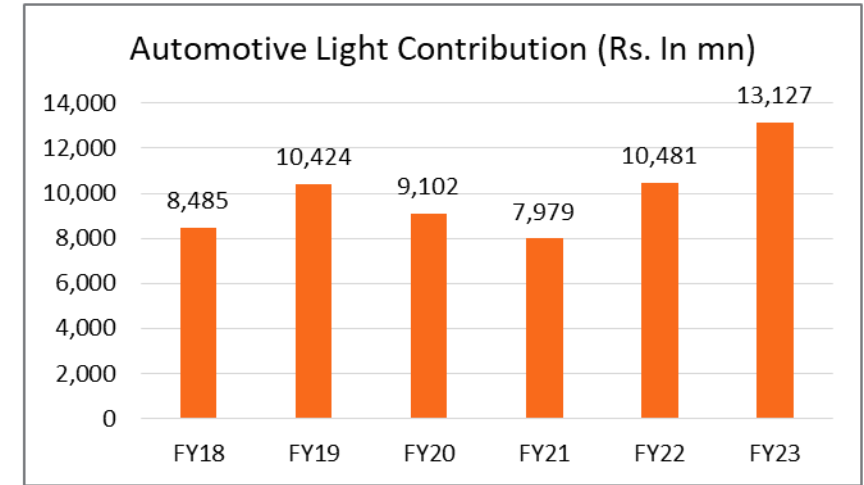


Award for Excellence in Electronics from ELCINA for Outstanding Contribution to the Growth of Lighting & Auto Electronics Industry (2016-17)

AUTOMOTIVE LIGHTS

FIEM 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**

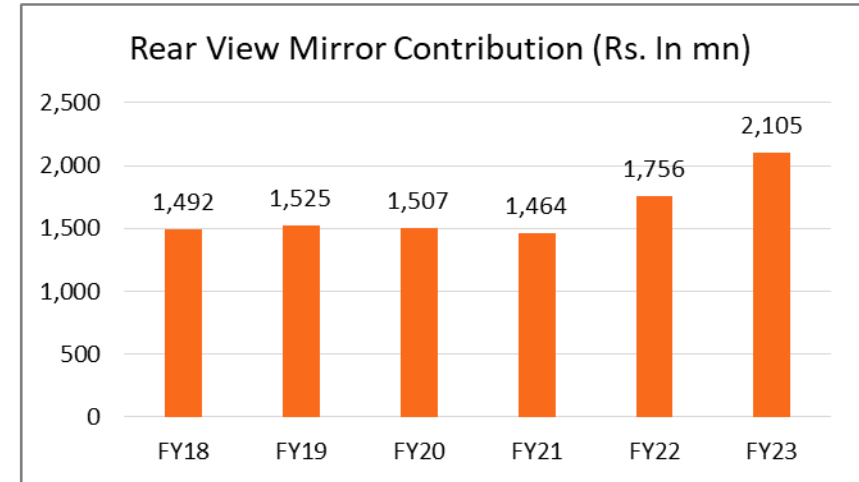


NET SALES



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**

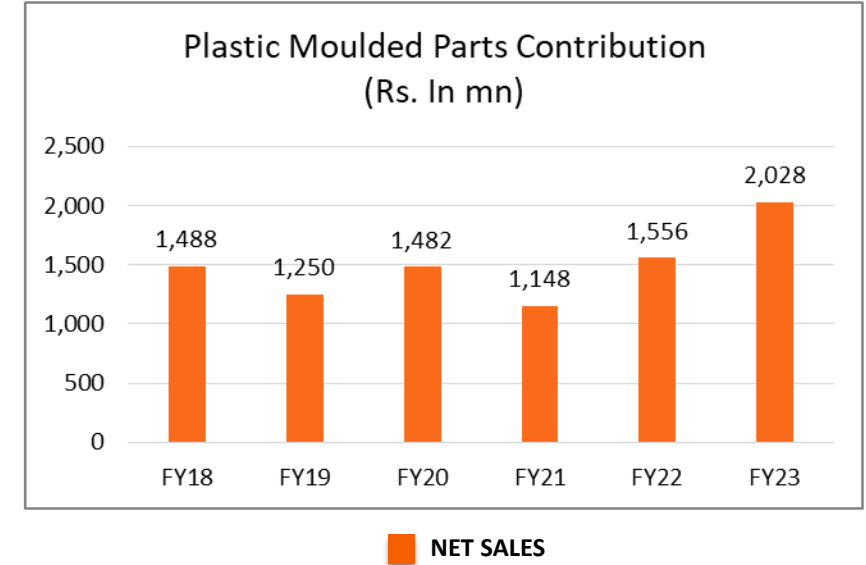


NET SALES



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**

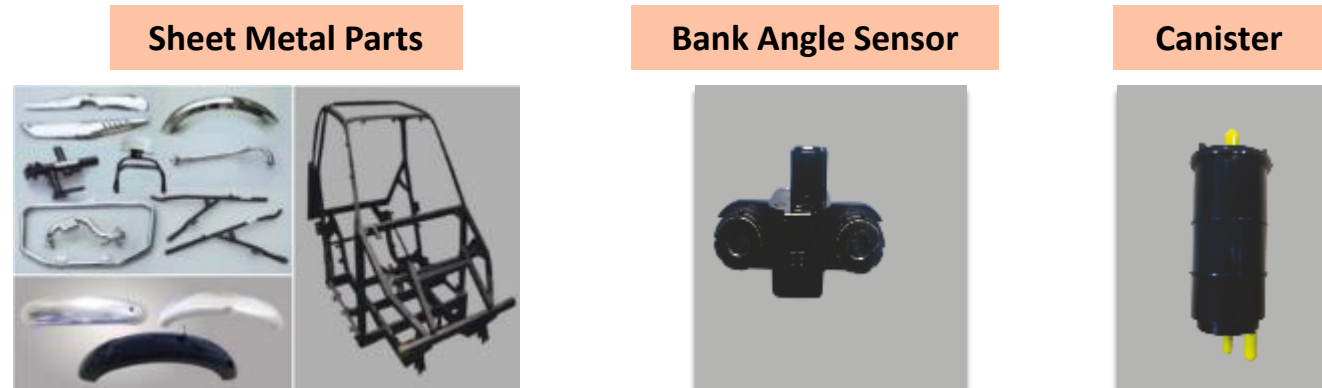
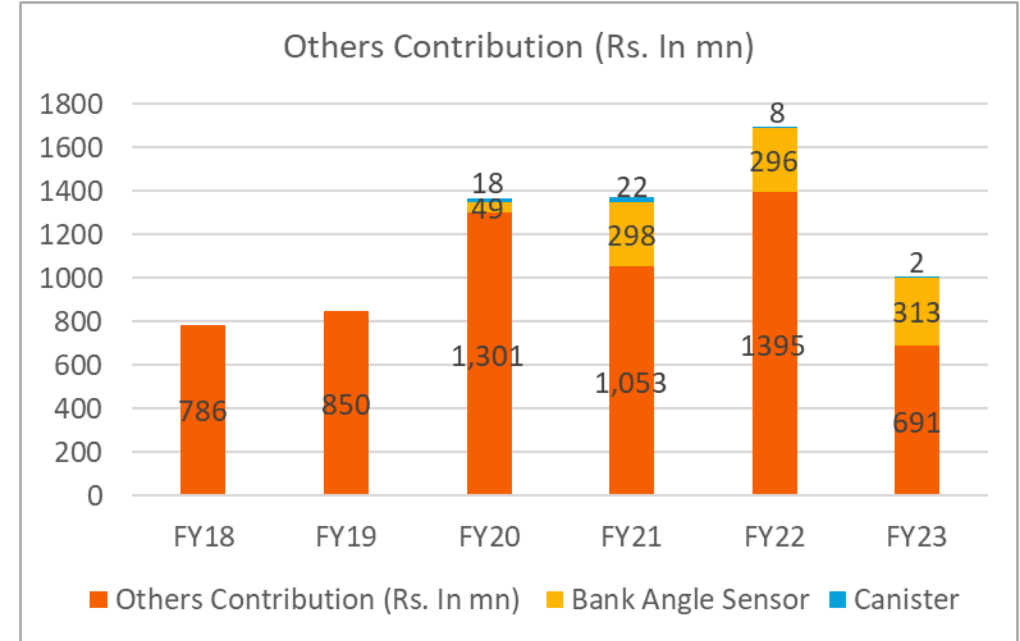


OTHERS

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)



2-WHEELER (ELECTRIC VEHICLE OEMs)



2-WHEELER (GLOBAL OEMs)



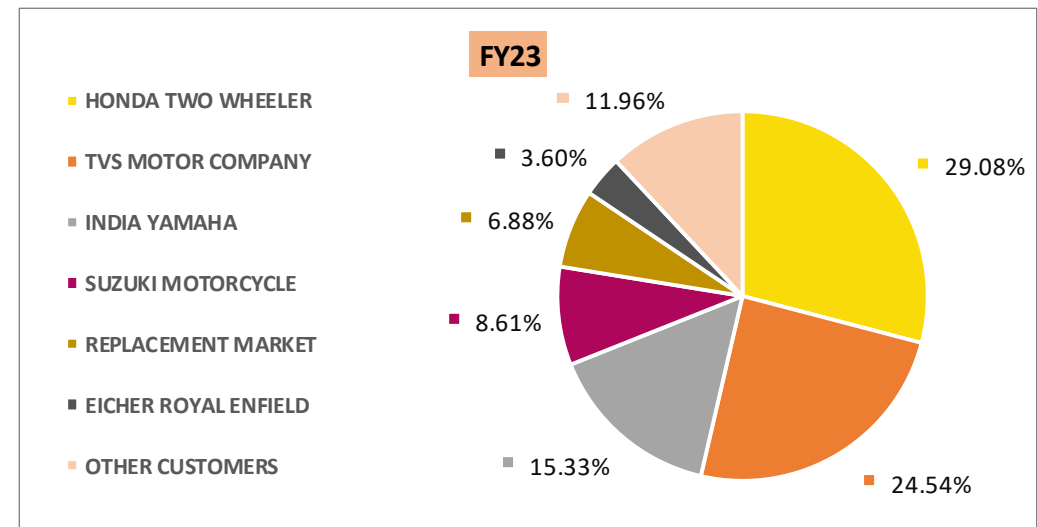
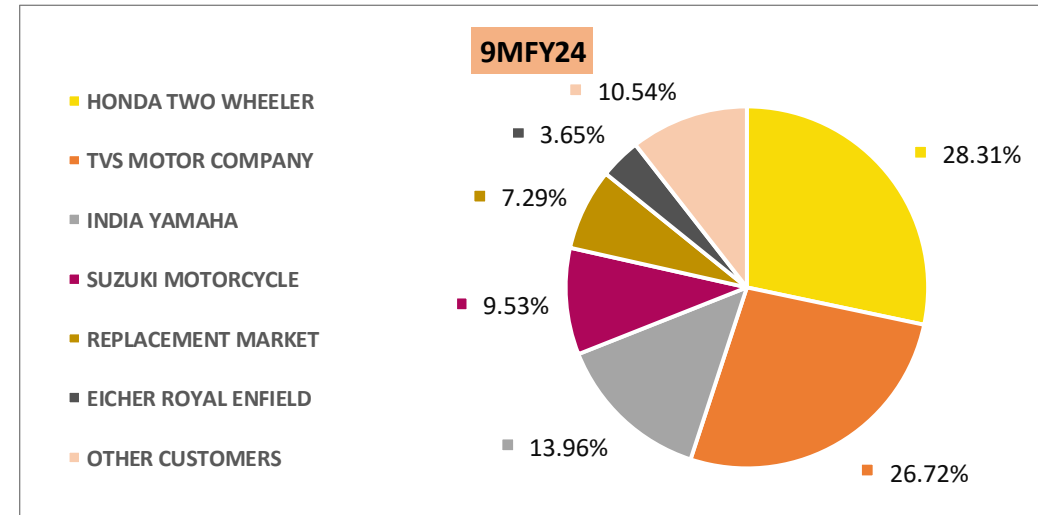
4-WHEELER (DOMESTIC OEMs)



4-WHEELER (GLOBAL OEMs)



9MFY24 and FY23 Top Clientele Contribution – Automotive Segment



OUR CUSTOMERS

2-WHEELER (DOMESTIC OEMs)



2-WHEELER (ELECTRIC VEHICLE OEMs)



2-WHEELER (GLOBAL OEMs)



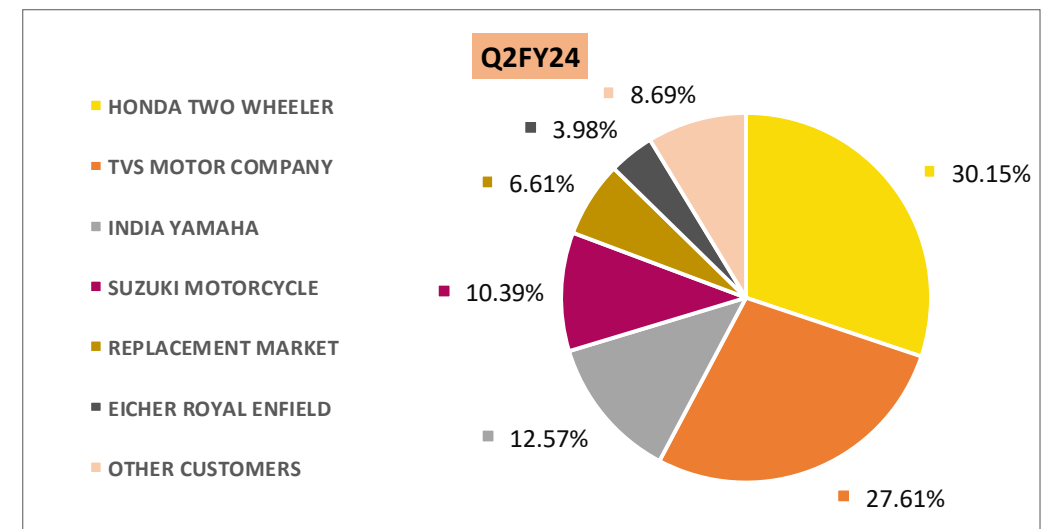
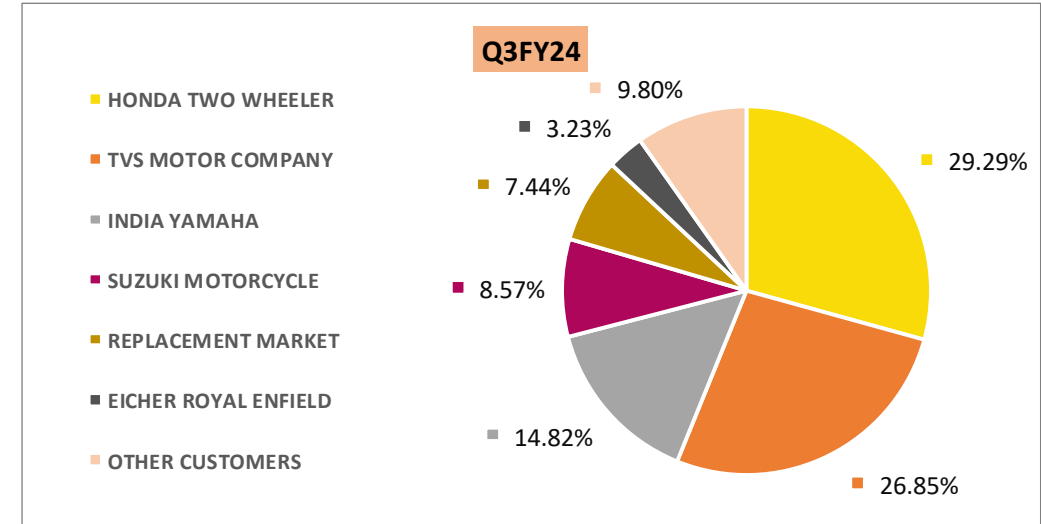
4-WHEELER (DOMESTIC OEMs)



4-WHEELER (GLOBAL OEMs)



Q3FY24 and Q2FY24 Top Clientele Contribution – Automotive Segment



LED DISPLAY SYSTEMS

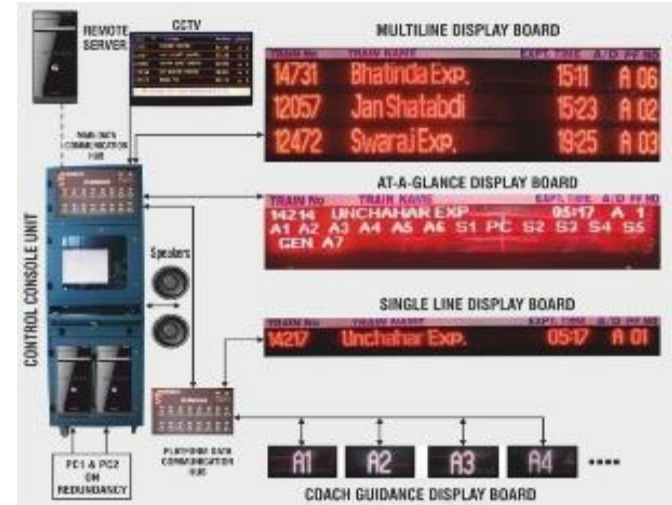
- Integrated Passenger Information System with LED Display (IPIS or PIDS) is an electronic information system which provides real-time passenger information.
- Passenger information delivered in relevant locations along the bus route is an important part of this strategy and FIEM has played a key role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

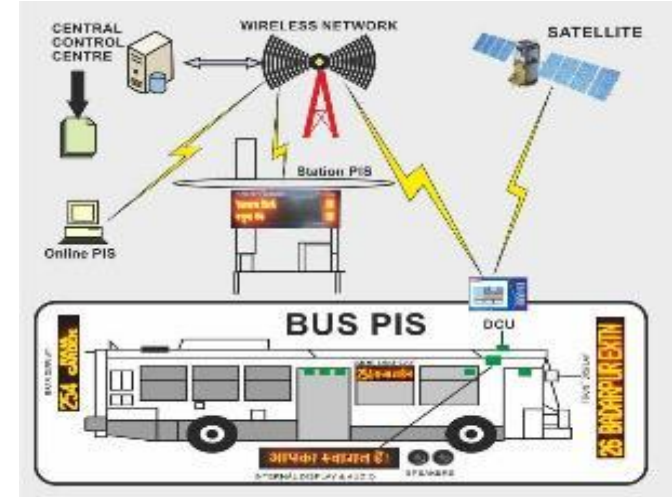


LED Integrated Passenger Information System

Railway



Buses



CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY19	FY20	FY21	FY22	FY23	9MFY24
Total Income*	14,499	13,812	12,243	15,749	18,589	14,837
Expenses	12,919	12,226	10,873	13,783	15,995	12,775
EBITDA (Including Other Income)	1,580	1,586	1,370	1,966	2,594	2,062
EBITDA Margin	10.89%	11.48%	11.19%	12.48%	13.95%	13.90%
Exceptional Item	–	(9)	(32)	-	-	-
Depreciation & Amortization	489	532	572	590	634	423
Finance Cost	221	177	117	86	74	26
PBT	870	868	649	1,290	1,886	1,613
Taxes	304	82	180	337	487	419
PAT	566	786	469	953	1,399	1,194
Share of Associates Profit/(Loss)	-10	-41	-2	-11	-1	-
PAT after Share of Associates Profit/(Loss)	556	745	467	942	1,398	1,194
PAT Margin	3.83%	5.39%	3.81%	5.96%	7.52%	8.05%
EPS	42.29	56.66	35.48	71.56	106.26	90.79

* Net of GST and Includes other Income

CONSOLIDATED BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

Particulars (INR Mn)	31.03.22	31.03.23	30.09.23
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,742	4,609	4,561
b) Right of Use Assets	324	309	302
c) Capital Work-in-Progress	7	53	85
d) Intangible Assets	14	18	20
e) Intangible Assets under Development	0	0	0
f) Financial Assets And Investment	131	127	138
g) Income Tax Assets (Net)	13	22	33
h) Other Non-Current Assets	53	72	71
Total Non Current Assets	5,284	5,210	5,210
II. CURRENT ASSETS			
a.) Inventories	1,848	1,757	2,078
b) Financial Assets			
i) Investments	764	-	-
ii) Trade Receivables	1,746	1,408	1,505
iii) Cash and Cash Equivalents	683	1,830	1,954
iv) Bank Balances other than (iii) above	1	1	1
v) Loans	6	6	5
vi) Other Financial Assets	9	71	557
c) Other Current Assets	144	247	160
Total Current Assets	5,201	5,320	6,260
TOTAL ASSETS (I + II)	10,485	10,530	11,470

Particulars (INR Mn)	31.03.22	31.03.23	30.09.23
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	6,290	7,480	7,872
Total Equity	6,422	7,612	8,004
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	75	-	-
ii) Lease Liabilities	238	231	226
iii) Other Financial Liabilities	-	-	-
b) Provisions	51	132	157
c) Deferred Tax Liabilities (Net)	326	222	210
Total Non Current Liability	690	585	593
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	137	-	-
ii) Lease Liabilities	6	7	9
iii) Trade Payables	2,611	1,652	2,131
iv) Other Financial Liabilities	228	258	247
b) Other Current Liabilities	298	317	323
c) Provisions	55	99	95
d) Current Tax Liabilities (Net)	38	-	68
Total Current Liability	3,373	2,333	2,873
TOTAL LIABILITIES (I + II)	4,063	2,918	3,466
TOTAL EQUITY AND LIABILITIES (A+B)	10,485	10,530	11,470

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY19	FY20	FY21	FY22	FY23	9MFY24
Total Income*	14,449	13,787	12,243	15,749	18,588	14,829
Expenses	12,888	12,203	10,871	13,789	16,002	12,779
EBITDA (Including Other Income)	1,561	1,584	1,372	1,960	2,586	2,050
EBITDA Margin	10.80%	11.49%	11.21%	12.44%	13.91%	13.82%
Exceptional Item	–	(9)	(32)	-	-	-
Depreciation & Amortization	489	527	571	586	630	419
Finance Cost	221	177	117	86	74	26
PBT	851	871	652	1,288	1,882	1,605
Taxes	296	82	181	335	486	419
PAT	555	789	471	953	1,396	1,186
PAT Margin	3.84%	5.72%	3.85%	6.05%	7.51%	8.00%
EPS	42.16	59.98	35.81	72.39	106.10	90.16

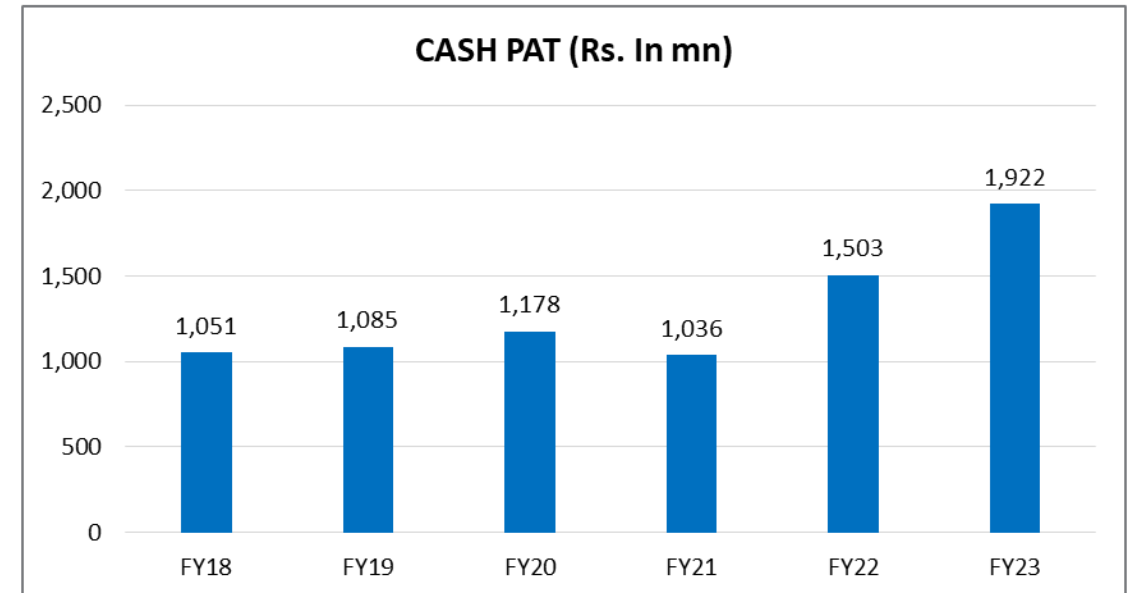
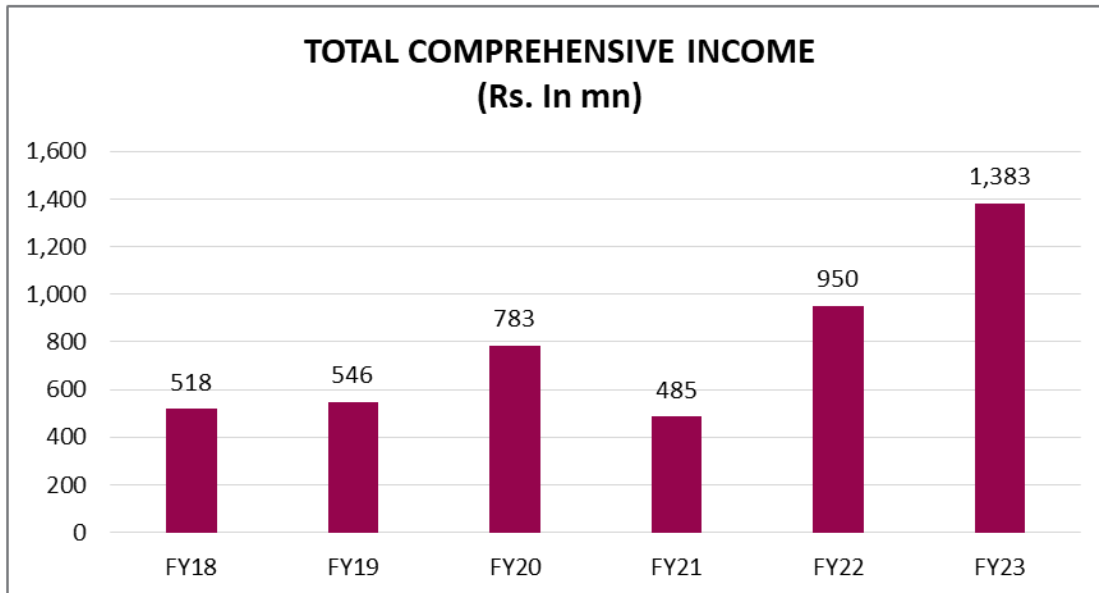
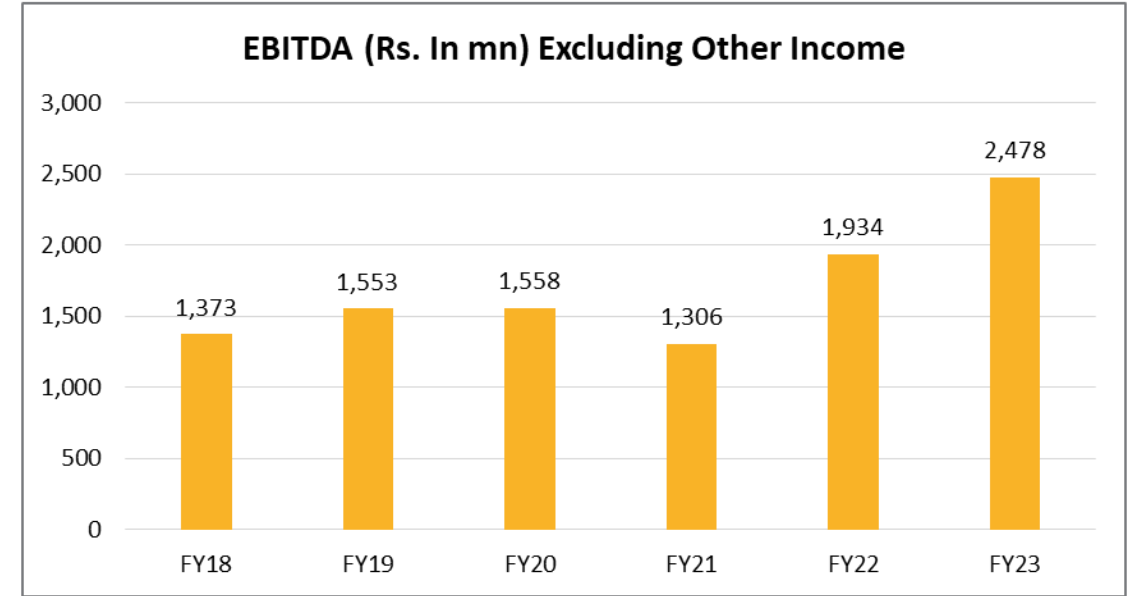
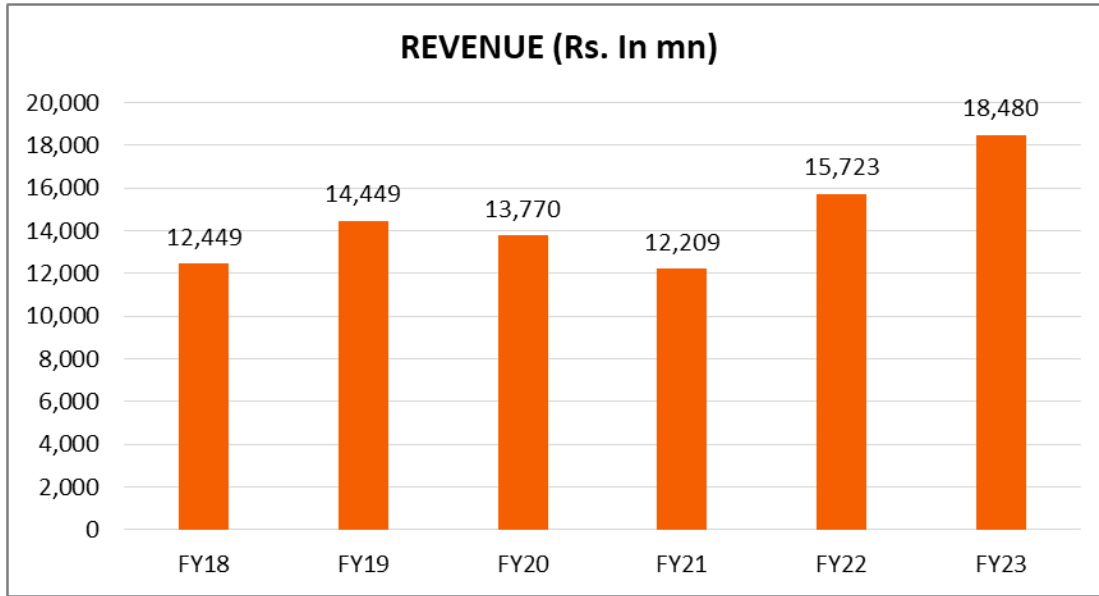
* Net of GST and Includes other Income

STANDALONE BALANCE SHEET HIGHLIGHTS (AS PER IND-AS)

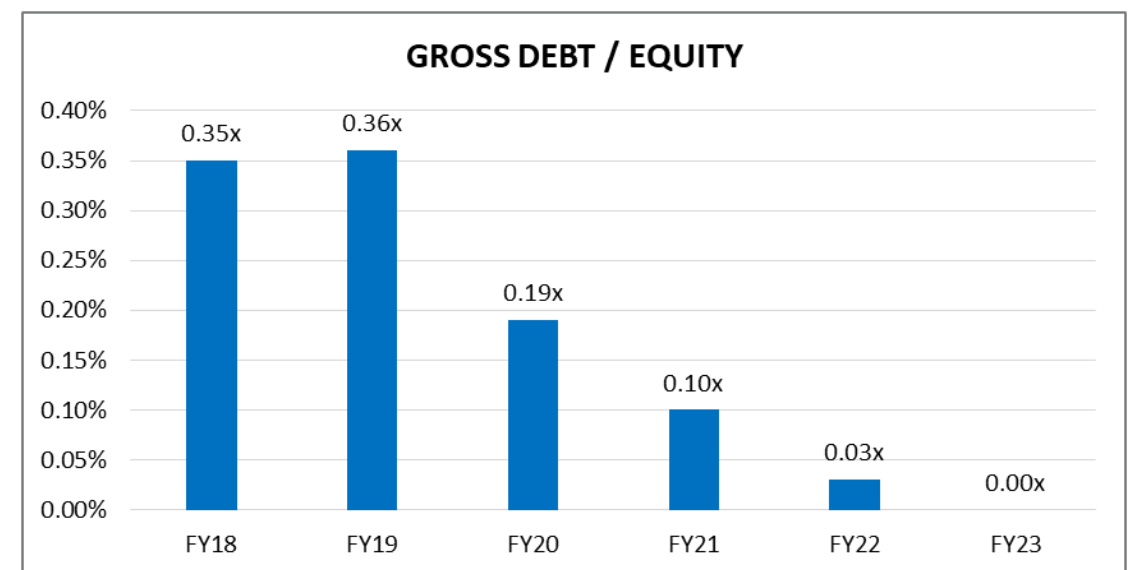
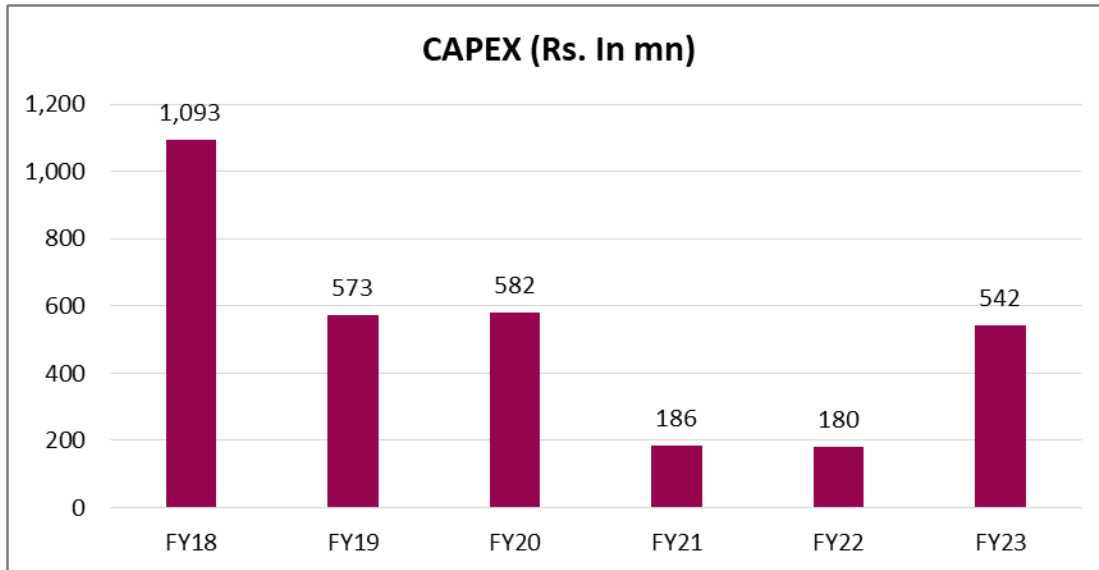
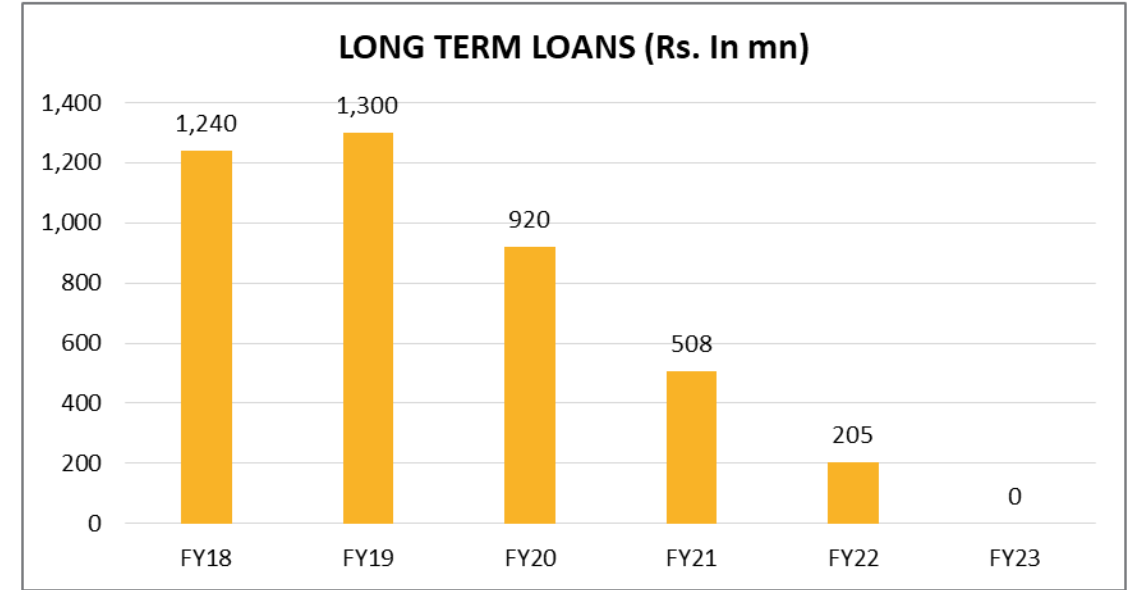
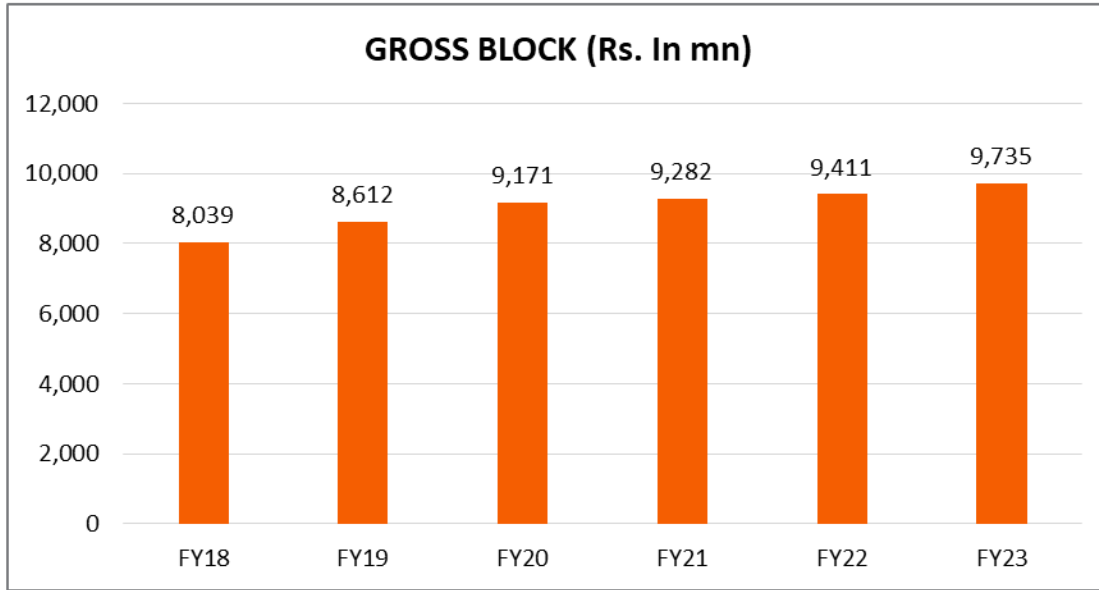
Particulars (INR Mn)	31.03.22	31.03.23	30.09.23
ASSETS			
I. NON CURRENT ASSETS			
a) Property, Plant and Equipment	4,740	4,604	4,555
b) Right of Use Assets	324	309	302
c) Capital Work-in-Progress	7	53	85
d) Intangible Assets	8	14	18
e) Intangible Assets under Development	-	-	-
f) Financial Assets	159	170	184
g) Income Tax Assets (Net)	-	-	-
h) Other Non-Current Assets	53	72	71
Total Non Current Assets	5,291	5,222	5,215
II. CURRENT ASSETS			
a) Inventories	1,847	1,757	2,078
b) Financial Assets			
i) Investments	829	-	-
ii) Trade and Receivables	1,746	1,408	1,505
iii) Cash and Cash Equivalents	668	1,799	1,922
iv) Bank Balances other than (iii) above	1	1	1
v) Loans	6	6	5
vi) Other Financial Assets	9	71	551
c) Other Current Assets	145	234	154
Total Current Assets	5,251	5,276	6,216
TOTAL ASSETS (I + II)	10,542	10,498	11,431

Particulars (INR Mn)	31.03.22	31.03.23	30.09.23
EQUITY AND LIABILITIES			
A. EQUITY			
Equity Share Capital	132	132	132
Other Equity	6,342	7,463	7,850
Total Equity	6,474	7,595	7,982
B. LIABILITIES			
I. Non Current Liabilities			
a) Financial Liabilities			
i) Borrowings	75	-	-
ii) Lease Liabilities	238	231	226
iii) Other Financial Liabilities	-	-	-
b) Provisions	47	125	150
c) Deferred Tax Liabilities (Net)	326	222	210
Total Non Current Liability	686	578	586
II. Current Liabilities			
a) Financial Liabilities			
i) Borrowings	137	-	-
ii) Lease Liabilities	6	7	9
iii) Trade Payables	2,610	1,650	2,131
iv) Other Financial Liabilities	240	255	238
b) Other Current Liabilities	296	314	323
c) Provisions	55	99	95
d) Current Tax Liabilities (Net)	38	-	67
Total Current Liability	3,382	2,325	2,863
TOTAL LIABILITIES (I + II)	4,068	2,903	3,449
TOTAL EQUITY AND LIABILITIES (A+B)	10,542	10,498	11,431

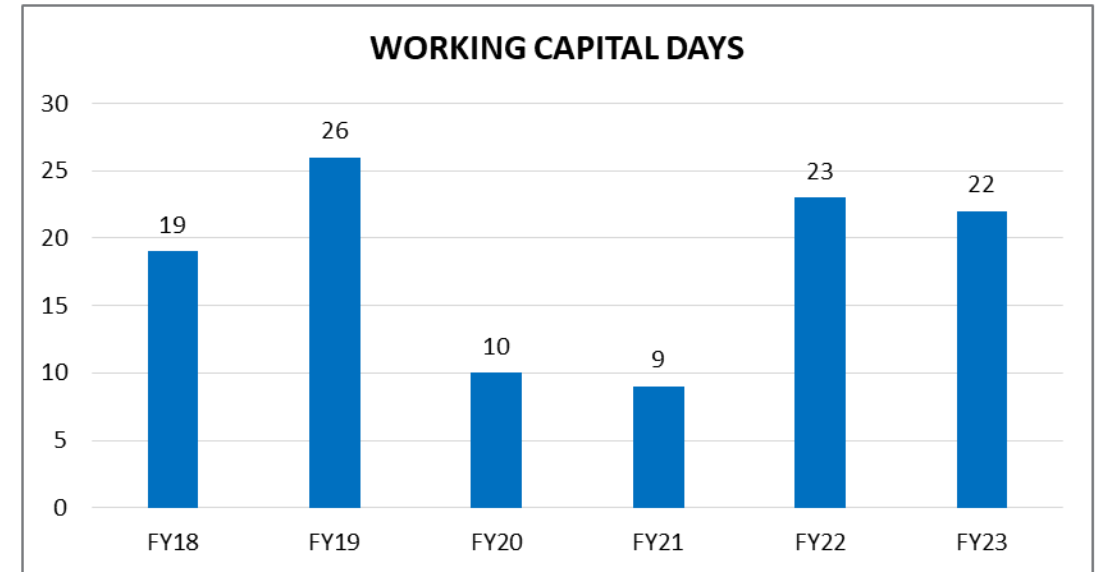
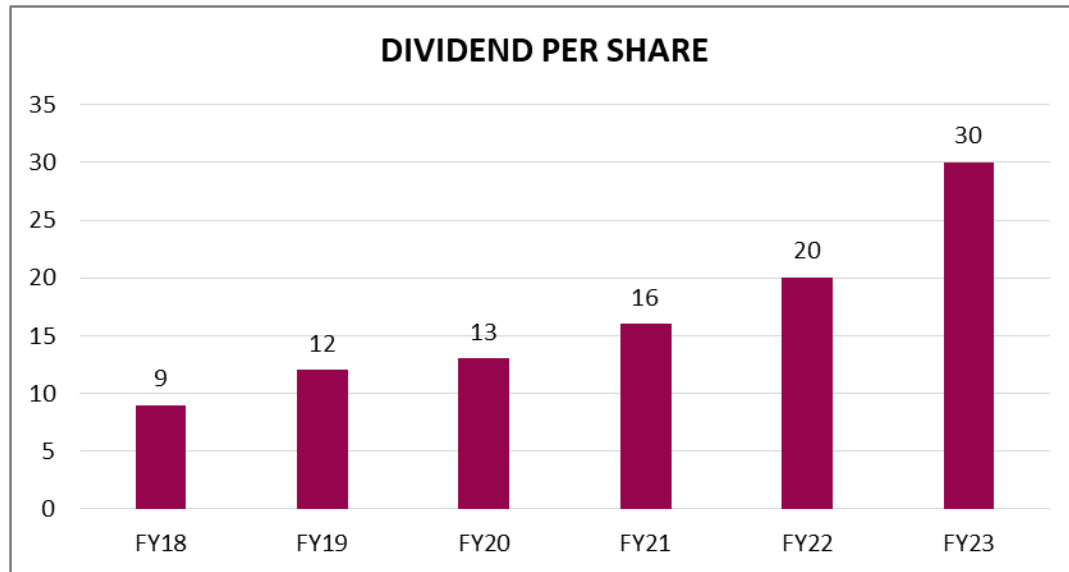
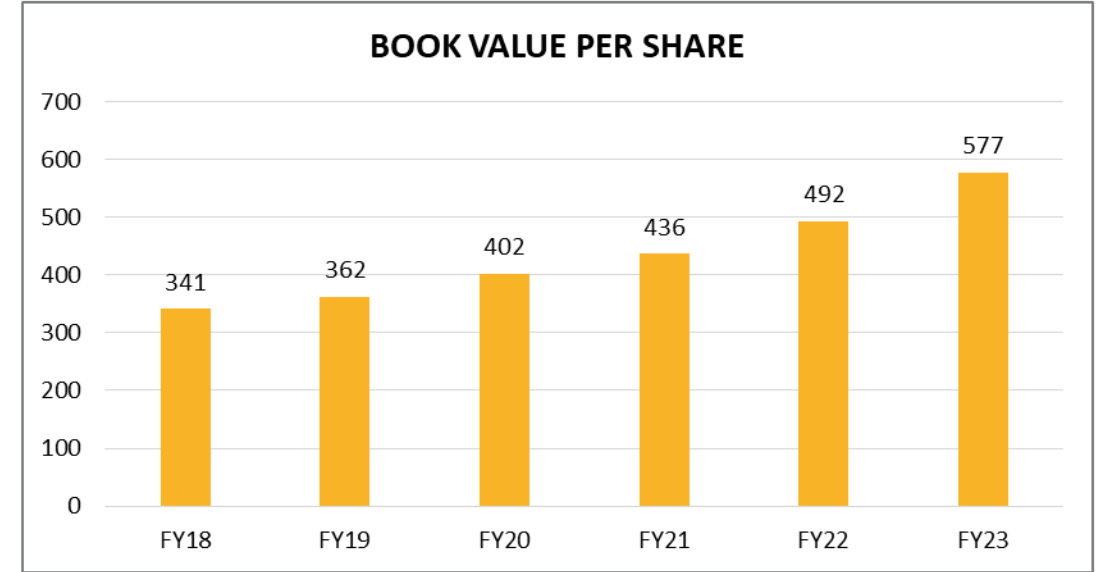
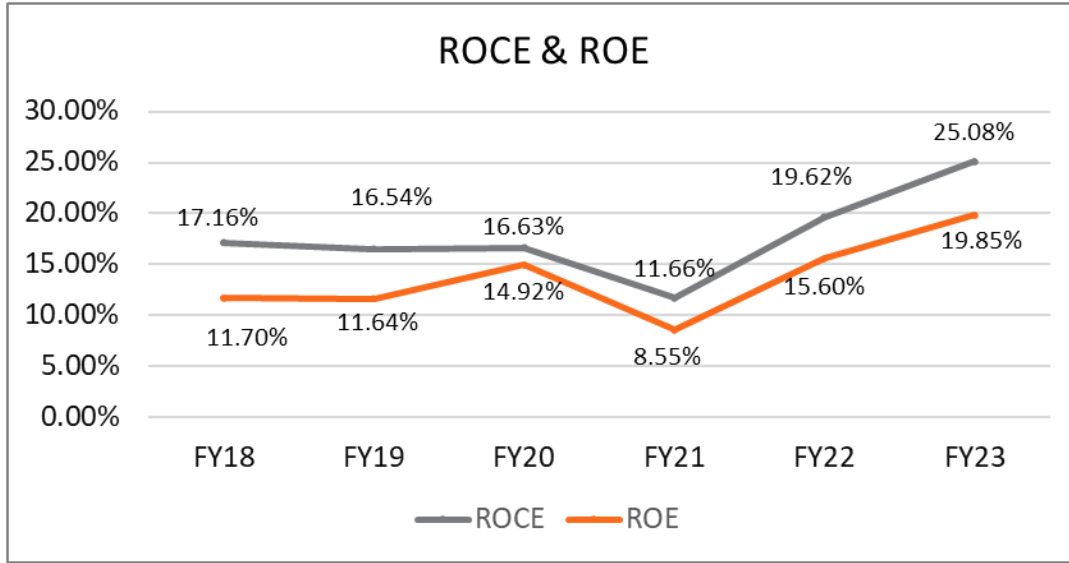
STANDALONE FINANCIAL OVERVIEW



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