

WORKS : 5-A DLF Industrial Estate Faridabad - 121 003 Haryana India Tel : 91-129-227 0621 to 25/225 5551 to 53 Fax : 91-129-227 7359 E-mail : sterling@stlfasteners.com website : stlfasteners.com

By NEAPS	By Listing Centre
National Stock Exchange of India Limited "Exchange Plaza", Bandra–Kurla Complex, Bandra (E) Mumbai-400051	General Manager BSE Limited 1 st Floor, P. J. Towers Dalal Street Mumbai – 400001
Security Code No.: STERTOOLS	Security Code No.: 530759

Date: 15th November 2024

Sub: Investor Presentation for second guarter and half year ended 30th September 2024

Dear Sir/ Madam,

This is in continuation of our letter dated 07th November 2024 with respect to intimation of schedule of Analyst / Institutional Investor Meeting- Earnings Conference Call to be held on 18th November 2024 at 10:30 a.m.

In this regard, pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for second quarter and half year ended 30th September 2024 of the Company.

This is for your information and records.

Sincerely For Sterling Tools Limited

DELHI

Abhishek Chawla Company Secretary & Compliance Officer M. No. A 34399

Encl.: As above.



DRIVING TRANSFORMATION, POWERING THE FUTURE



Sterling Tools Limited

Investor Presentation November 2024









1	Q2 & H1 FY25 Business Highlights	<u>Page No.</u> 04
2	Financial Highlights	10
3	Historical Financials	15
4	Annexure	19

SAFE HARBOR STATEMENT



This presentation and the accompanying slides (the "Presentation") have been prepared by Sterling Tools Ltd (the "Company") solely for informational purposes and do not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities, and shall not serve as the basis for any contract or binding commitment.

No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of Presentation.

This Presentation may not this be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, Presentation is expressly excluded.

The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward – looking information contained in this presentation.

Any forward – looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.





Q2 & H1 FY25 Business Highlights





Commenting on the results and performance for Q2 & H1 FY25, Mr. Atul Aggarwal, Managing Director of Sterling Tools Ltd. said:

"We are pleased to report another strong operational performance across key financial and strategic parameters for the first half of the fiscal year. Total income increased by 31.1% year-on-year, reaching Rs. 569.6 crore in H1 FY25. This robust growth was primarily driven by the continued strength of our SGEM business, which has made significant strides. The revenue share of SGEM in the overall mix has grown to 42% in H1 FY25, compared to 30% in the same period last year. Our EBITDA rose by 25.9% year-on-year to Rs. 68.1 crore, driven by a combination of higher turnover and operational leverage.

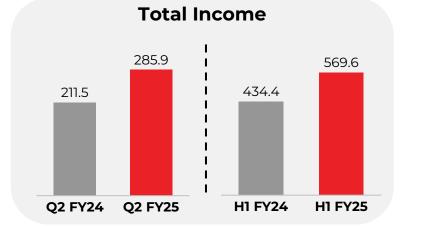
We are excited to announce our strategic partnership with Kunshan GLVAC Yuantong New Energy Technology Co., Ltd (GLVAC YT), a leading Chinese player in the EV and Hybrid EV market space. This collaboration will focus on manufacturing high-voltage DC contactors and relays in India for Electric and Hybrid Vehicles, a critical segment in the rapidly growing EV & HEV market space.

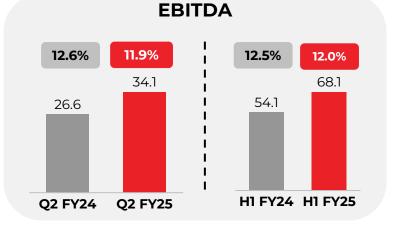
As we navigate these exciting times, we remain focused on innovating new products, expanding our margins, and strengthening relationships with our clients. Our strategic initiatives, including the collaboration with Yongin and now GLVAC YT, position us as a leader in the development of electronics & electrical components, particularly in the EV and hybrid vehicle markets. We are well-positioned to capitalize on the current momentum and are fully prepared to seize upcoming opportunities, ensuring sustainable and robust performance moving forward."

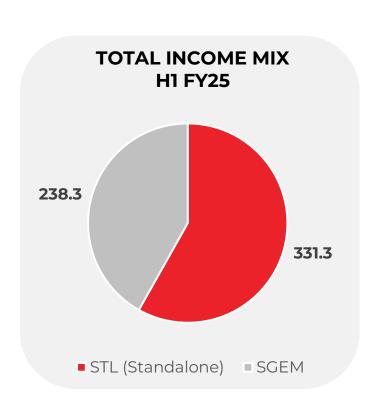
Consolidated Financial Highlights

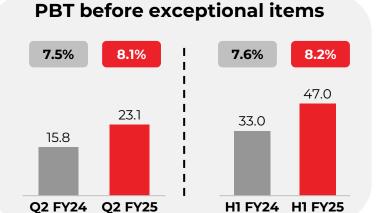


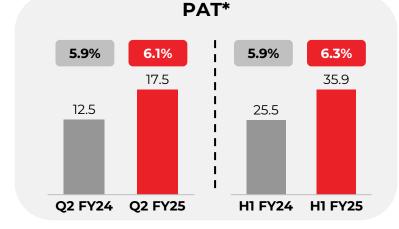
Rs. in Crore





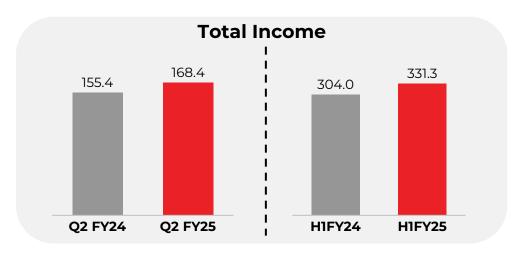


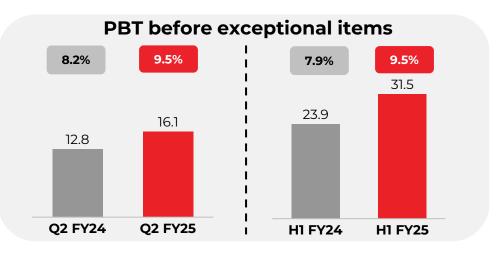


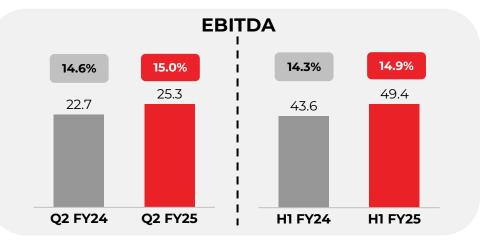


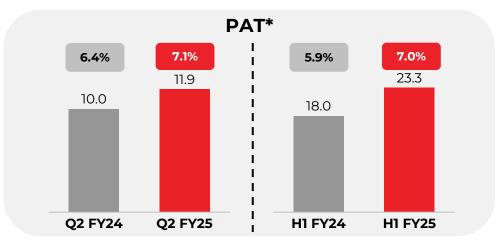
*Note – PAT includes exceptional items of Rs. 0.6 crore in Q2 FY24 and Rs. 0.4 crore in H1 FY24





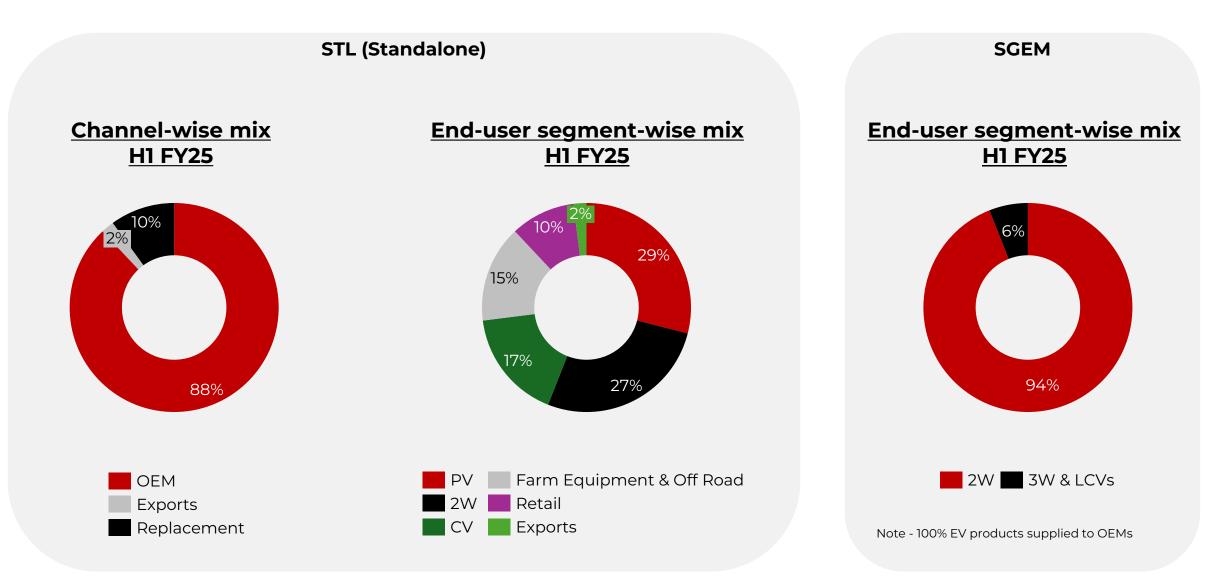






*Note – PAT includes exceptional items of Rs. 0.6 crore in Q2 FY24 and Rs. 0.4 crore in H1 FY24







Sterling Tools Limited (STL), through its subsidiary Sterling Tech-Mobility Ltd., partners with China's Kunshan GLVAC Yuantong New Energy Technology Co., Ltd. ('GLVAC YT') to manufacture advanced high-voltage DC contactors and relays in India, essential for controlling the flow of current in electric and hybrid vehicles

About GLVAC YT and how will this partnership benefit

HVDC Contactors and Relays:

- Crucial components in electric and hybrid vehicles
- Managing and controlling highvoltage electricity flow between the battery, motor controller or inverter, and other power electronic systems
- Provides safe switching and isolation in EV power circuits. ensuring efficient operation while against electrical protecting faults
- In the event of accidents or short circuits, these help to prevent hazards such as fires or explosions

- A wholly-owned subsidiary of China's Kunshan GuoLi Electronic Technology Co., Ltd. ('GLVAC')
- Specializes in developing and manufacturing of highvoltage DC contactors (HVDC) for the new energy sector
- Over 20 years of experience in independently developing and manufacturing HVDC contactors
- Provides high-voltage and application heavy load solutions to customers worldwide in the new energy industry

Benefit:

- An Opportunity for expansion in the growing Indian electric vehicle market
- To cater to Indian market with high quality and critical EV components

How will this partnership benefit STL

Business & Investment: Local Manufacturing: **Industry Impact:** One of the early entrants in setting up local manufacturing STL aims to generate Rs. ~250 crore by FY30 with in India. Local manufacturing is a Rs. 40 crore investment set to commence by Q2 FY26. This facility will focus on in a new HVDC contactor and relay plant in domestic production to drive import substitution, supporting Bengaluru the Atmanirbhar Bharat and

The development will enable Indian OEMs, Tier I companies and suppliers to access advanced HVDC technology, boosting the Electric Vehicle (EV) and Hybrid EV (HEV) sectors

Make in India initiatives



FINANCIAL HIGHLIGHTS



- I.





Particulars	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)	H1FY25	H1FY24	YoY (%)
Total Income	285.9	211.5	35.2%	283.7	0.8%	569.6	434.4	31.1%
Cost of Goods Sold	138.5	109.5		149.7		288.2	226.3	
Gross Profit	147.4	102.1	44.4%	134.0	10.0%	281.4	208.1	35.2%
Gross Profit Margin	51.5%	48.3%		47.2%		49. 4%	47.9 %	
Total Expenses	113.2	75.4		98.0		213.2	154.0	
EBITDA	34.1	26.6	28.2%	34.0	0.4%	68.1	54.1	25.9%
EBITDA Margin	11.9%	12.6%		12.0%		12.0%	12.5%	
Depreciation and amortisation expenses	8.7	8.3		7.7		16.4	16.4	
Finance costs	2.4	2.5		2.4		4.8	4.8	
PBT before exceptional items	23.1	15.8	45.8%	23.9	-3.7%	47.0	33.0	42.5%
PBT before exceptional margin	8.1%	7.5%		8.4%		8.2%	7.6%	
Exceptional item	0.0	0.6		0.0		0.0	0.4	
Profit before tax	23.1	16.4	40.4%	23.9	-3.7%	47.0	33.4	40.8%
Profit before tax Margin	8.1%	7.8%		8.4%		8.2%	7.7%	
Тах	5.6	4.0		5.5		11.1	7.8	
Profit after tax	17.5	12.5	40.0%	18.4	-5.1%	35.9	25.5	40.5%
Profit after tax Margin	6.1%	5.9%		6.5%		6.3%	5.9%	
EPS	4.85	3.46		5.11		9.96	7.09	

*Note – PBT & PAT includes exceptional items of Rs. 0.6 crore in Q2 FY24 and Rs. 0.4 crore in H1 FY24



Particulars	Sep-24	Mar-24
ASSETS		
Non-current assets		
Property, Plant and Equipment	279.5	276.8
Investments	9.3	11.5
Others	31.9	20.3
Total Non-current assets	320.8	308.6
Current Assets		
Inventories	155.3	179.1
Trade Receivables	145.4	89.6
Cash and Bank Balance	101.6	105.0
Others	40.7	30.4
Total current assets	443.1	404.1
TOTAL ASSETS	763.9	712.8

Particulars	Sep-24	Mar-24
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	7.2	7.2
Other Equity	472.8	439.9
Total Equity	480.0	447.1
Liabilities		
Non current liabilities		
Borrowings – (Long Term)	26.3	31.6
Others	49.5	36.4
Total Non current liabilities	75.8	68.0
Current liabilities		
Borrowings – (Short Term)	103.8	84.4
Trade payables	73.6	75.2
Others	30.6	38.0
Total Current Liabilities	208.1	197.7
TOTAL EQUITY AND LIABILITIES	763.9	712.8



Particulars	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)	H1FY25	H1FY24	YoY (%)
Total Income	168.4	155.4	8.4%	162.9	3.3%	331.3	304.0	9.0%
Cost of Goods Sold	66.0	69.2		63.0		129.0	129.9	
Gross Profit	102.3	86.2	18.7%	100.0	2.4%	202.3	174.1	16.2%
Gross Profit Margin	60.8%	55.5%		61.4%		61.1%	57.3%	
Total Expenses	77.0	63.5		75.9		152.9	130.5	
EBITDA	25.3	22.7	11.9%	24.1	5.4%	49.4	43.6	13.2%
EBITDA Margin	15.0%	14.6%		14.8%		14.9%	14.3%	
Depreciation and amortisation expenses	7.8	7.9		6.9		14.8	15.6	
Finance costs	1.4	2.0		1.7		3.1	4.1	
Profit before exceptional items	16.1	12.8	25.7 %	15.5	3.9%	31.5	23.9	31.9%
Profit before exceptional items Margin	9.5%	8.2%		9.5%		9.5%	7.9%	
Exceptional item	0.0	0.6		0.0		0.0	0.4	
Profit before tax	16.1	13.4	20.0%	15.5	3.9%	31.5	24.3	29.8%
Profit before tax Margin	9.5%	8.6%		9.5%		9.5%	8.0%	
Тах	4.2	3.4		4.1		8.2	6.3	
Profit after tax	11.9	10.0	19.4%	11.4	4.2%	23.3	18.0	29.1%
Profit after tax Margin	7.1%	6.4%		7.0%		7.0%	5.9%	
EPS	3.30	2.76		3.17		6.47	5.01	

*Note – PBT & PAT includes exceptional items of Rs. 0.6 crore in Q2 FY24 and Rs. 0.4 crore in H1 FY24



Particulars	Sep-24	Mar-24
ASSETS		
Non-current assets		
Property, Plant and Equipment	242.5	252.6
Investments	59.9	54.0
Others	21.2	9.6
Total Non-current assets	323.6	316.2
Current Assets		
Inventories	116.6	130.5
Trade Receivables	64.6	63.2
Cash and Bank Balance	78.4	79.0
Others	33.5	27.4
Total current assets	293.0	300.2
TOTAL ASSETS	616.6	616.4

Particulars	Sep-24	Mar-24
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	7.2	7.2
Other Equity	444.8	424.4
Total Equity	452.0	431.6
Liabilities		
Non current liabilities		
Borrowings – (Long Term)	20.7	26.8
Others	24.8	24.4
Total Non current liabilities	45.5	51.2
Current liabilities		
Borrowings – (Short Term)	65.7	72.6
Trade payables	32.9	33.6
Others	20.6	27.4
Total Current Liabilities	119.2	133.6
TOTAL EQUITY AND LIABILITIES	616.6	616.4



HISTORICAL FINANCIALS

oolloo

ъ

ooduso

opport

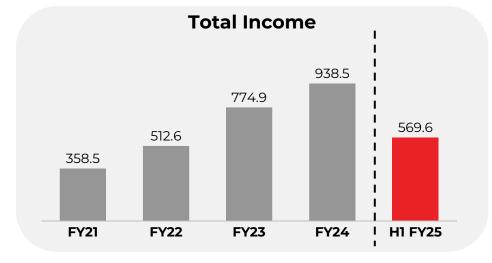
as

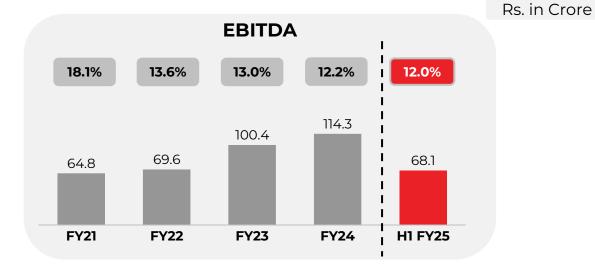
00,

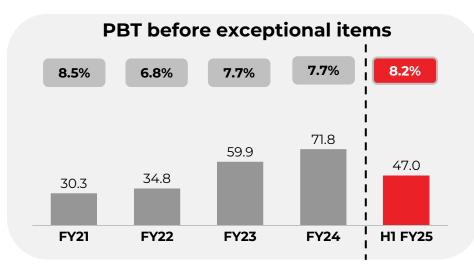
AA.

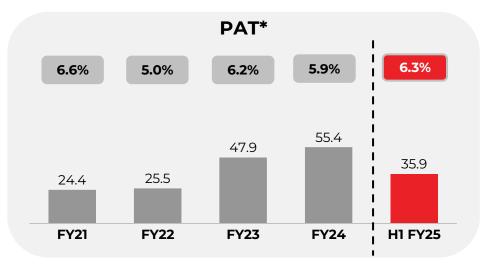
00,





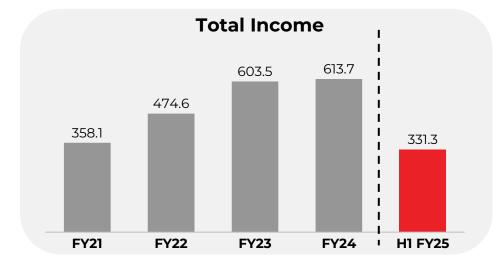




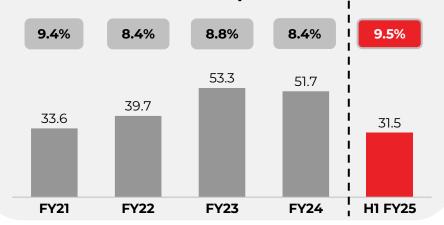


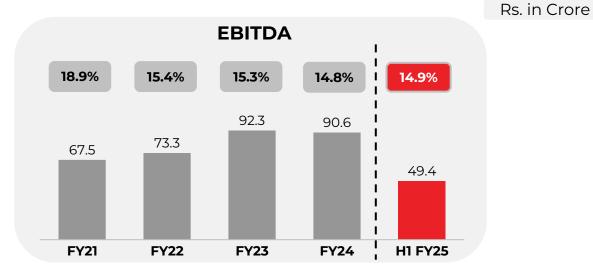
*Note – PAT of FY23 includes exceptional items of Rs. 3.4 crores and Rs. 0.4 crores in FY24

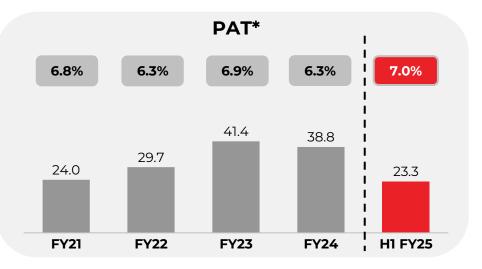




PBT before exceptional items



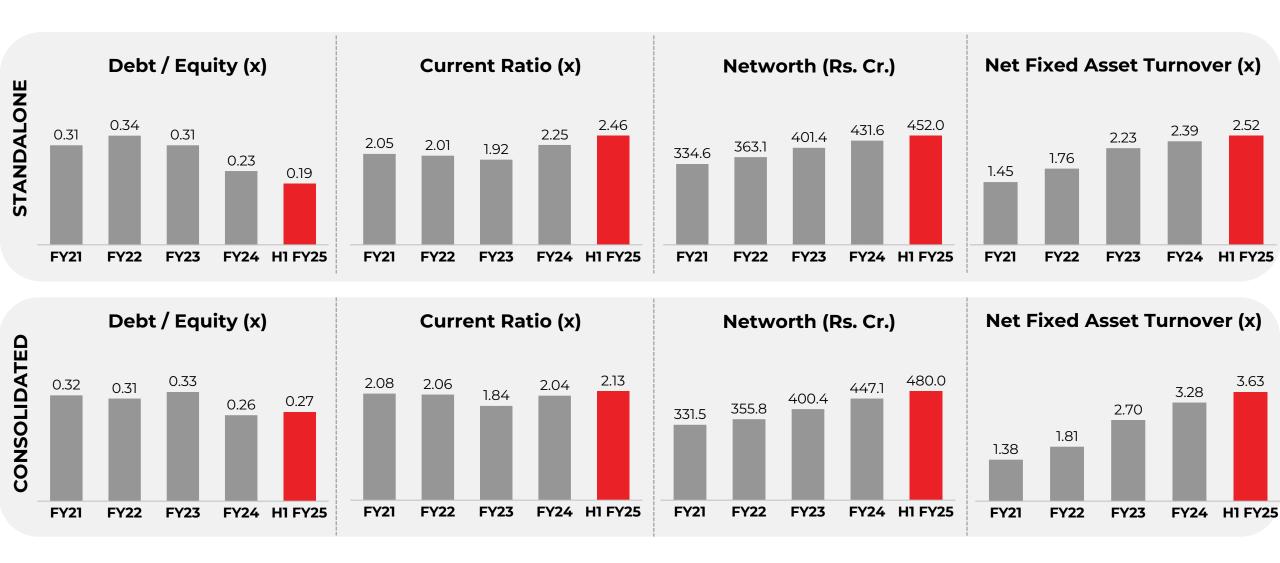




*Note – PAT of FY23 includes exceptional items of Rs. 3.4 crores and Rs. 0.4 crores in FY24

Key Ratios





H1 FY25 on TTM basis





ANNEXURE



STERLING GROUP

One of India's leading Auto Component Companies with a legacy of more than 4 decades

Rs. 939 Cr.* Total Income	Second Largest Manufacturer of Fasteners	The largest manufacturer of MCU to Indian EV Industry
700+ Employees	4 manufacturing plants for Fasteners	 1 Manufacturing plant for MCU 2 Power Electronics and Application Engineering Tech centers

*Consolidated STL Group Total Income for FY24

Sterling Tools Limited (STL) is a premier manufacturer of cold forged, hi-tensile fasteners and supplies to all major auto OEMs



STL's state of the art manufacturing facilities to provide reliable and high-quality products



STL caters to major OEMs across PVs, CVs, 2Ws, Construction and Farm Equipment segments



Sterling Gtake E-mobility Limited (SGEM) is the largest MCU manufacturer in India



SGEM has more than 50 personnel in Engineering; 20 business contracts & 40 live customer programmes



SGEM has a strong presence in 2W, 3W and LCV segments



SGEM's FY 24 revenue increased 86% over the previous year

1979-1981

STL Incorporation

• First Plant - DLF

(Faridabad)





- SGEMs MCU capacity enhanced to 6,00,000 units/pa
- Signed MoU with Yongin Electronics Co Ltd. to manufacture magnetic components for automotive and electronic industries
- Sterling tools through its wholly owned subsidiary Sterling Tech-Mobility Ltd (STML) partners with GLVAC YT to manufacture advance high voltage DC contactors and relays in India for electric and hybrid vehicles

المجمع 1982 - 1999

Customer Acquisition

- Maruti Suzuki
- M&MHMSI
- Hero Moto Corp
- Suzuki Motorcycle
- Swaraj Tractors
- Tata Motors
- Ashok Leyland
- Volvo Eicher
- Daimler India
- Cummins
- SML Isuzu
- CNH
- Escorts
- Swaraj Engines

1999 - 2019

- Second Plant Wire drawing unit at Ballabhgarh (Faridabad)
- Third Plant Prithla (Palwal)
- Fourth Plant Kolar (Bangalore)

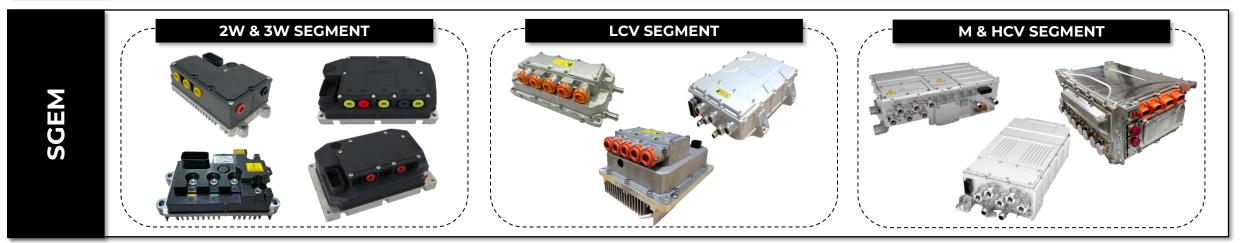


- Diversification into EV Components – through 100% subsidiary Sterling Gtake E-Mobility Ltd. (SGEM)
- **SGEM's** first full year of operations with positive Net Profit
- SGEM secured business from 20 customers

Product Portfolio



Quality	& Reliability	Certified P	roducts	Wide Range Applications	Competitiv	ve Pricing		erred supplier to OEM
L ALONE)	AXLE BO	LTS	ENGINE BOLTS	SPECIAL FASTENERS	ARDS	INDIAN STANDAR		AMERICAN STANDARDS
ST (STAND/	STANDARD	BOLTS	WHEEL BOLTS	SEALANT PARTS	STANDARDS	DIN GERMAN STANDARDS	JAPANESE STANDARDS	BRITISH STANDARDS



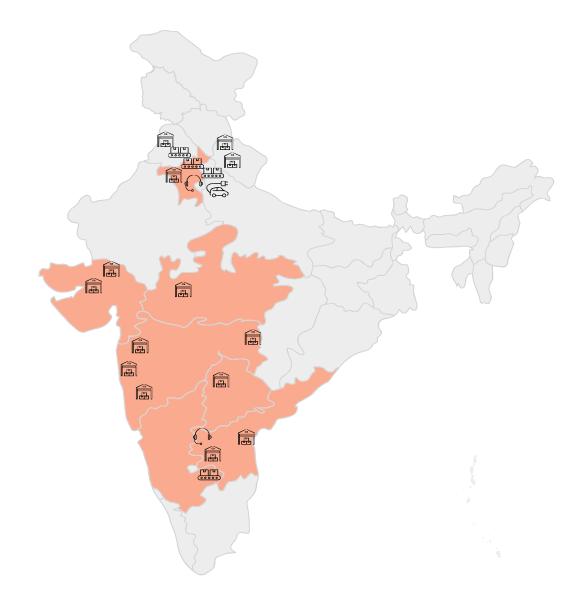




Aftermarket: Strong Pan-India presence with 100+ Distributors

Pan India Presence





STL (STANDALONE)



B

4 Manufacturing Plants

- Faridabad
- Ballabhgarh
- Palwal
 - Bengaluru

18 Warehouses at 14 Locations

SGEM



1 Manufacturing Plant

• Faridabad

2 Tech Centres

- Faridabad
- Bengaluru

Note – Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness
Note – Company's presence in marked in Rose
DRIVING TRANSFORMATION, POWERING THE FUTURE

Our Key Strengths





Growth through Partnerships

STL has leveraged strategic partnerships to tap growth opportunities and drive higher share of business in the auto component space in EV, ICE and future green technologies



First Mover Advantage in EV Component

SGEM is a pioneer in developing MCU's in the 2W, 3W eSCV, eLCV: High speed scooter segment (>~60-100 kmph) –~50% share

~Overall, 26% market share

Engineering and Ecosystem to support volumes



Leading player in the automotive fastener segment

STL is the second largest player in the automotive fastener segment

A long-standing relationship with major Auto OEM's enables in increasing its share of business



Team Credibility

Four decades of market presence helped the company to demonstrate strong credibility amongst all the stakeholders

An experienced management coupled with a young and dynamic workforce will enable our company to excel into newer business areas



Sustainable growth and profitability

The Company is focused on building a healthy mix of premium priced value- added products with healthy margins at portfolio level

Board Of Directors





Mr. Anil Aggarwal, Chairman & Whole Time Director

38+ years of experience, Expertise in Manufacturing, Project Mgmt, Administration, Product and Project development and Quality control for auto components



Mr. Akhill Aggarwal, Whole Time Director

13+ years of experience, Expertise in Automobile business and other allied services related to the sector



Ms. Rashmi Urdhwareshe, Director

40+ years of experience, Expertise in automotive domain. Ex - Director ARAI (Automotive Research Association of India)



Mr. Rakesh Batra, Director

30+ years of experience, Expertise in Consulting and Strong knowledge in Regulatory Compliances. Ex- EY Partner and National Leader Auto Sector



Mr. Vijay Madhav Paradkar, Director

35+ years of experience, Expertise in Institutional & Corporate Finance, Funds Mgmt, Investment Banking & M&A. Ex- VP & Head of M&A at Corporate Mahindra & Mahindra Limited



Mr. Atul Aggarwal, Managing Director

34+ years of experience, Expertise in Marketing, Banking, Finance, Corporate Affairs, Information Technologies and Export Resources Management



Mr. Jaideep Wadhwa, Director

30+ years of experience, Expertise in International Business Mgmt, Auto & Industrial Component Industry Knowledge, Ex- MD in the Ingersoll Rand



Mr. Sanjiv Garg, Director

40+ years of experience, Expertise in Process Mgmt, Software Development, Greenfield Initiatives, and technological innovations. Founder of JindalX, Co-Founder of Wisdom Analytics Inc.



Mr. Shailendra Swarup, Director

50+ years of experience, Expertise in Corporate Law including International Law CEO- Swarup & company



Mr. Anish Agarwal, Director

10+ years of experience, Expertise in Automobile business along with electric and hydrogen vehicles



Financial Year	PDF Link
FY24	PDF
FY23	PDF
FY22	PDF
FY21	PDF
FY20	PDF



For further information, please contact	
STL Group :	Investor Relations Advisors :
Sterling Tools Limited	${ m SGA}^{{ m Strategic \ Growth \ Advisors}}$
CIN: L29222DL1979PLC009668	CIN: U74140MH2010PTC204285
Mr. Pankaj Gupta (Group Chief Financial Officer) Mr. Abhishek Chawla (Company Secretary) <u>pankaj.gupta@stlfasteners.com</u> / <u>abhishekc@stlfasteners.com</u> +91 (0) 129 – 227 0621/25	Mr. Karan Thakker Mr. Aakash Mehta <u>karan.thakker@sgapl.net</u> <u>aakash.s.m@sgapl.net</u> +91 81699 62562 / +91 98706 79263
www.stlfasteners.com	www.sgapl.net