

STERLING TOOLS LIMITED

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<u>By NEAPS</u>	<u>By Listing Centre</u>
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: 13th May 2025**Sub: Investor Presentation for fourth quarter and financial year ended 31st March 2025**

Dear Sir/ Madam,

This is in continuation of our letter dated 07th May 2025 with respect to the intimation of schedule of Analyst / Institutional Investor Meeting- Earnings Conference Call to be held on Wednesday, 14th May 2025 at 11:00 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 the fourth quarter and financial year ended 31st March 2025 of the Company.

This is for your information and records.

Sincerely
For **Sterling Tools Limited**


Pankaj Gupta
Chief Financial Officer

Encl.: As above.



**DRIVING TRANSFORMATION,
POWERING THE FUTURE**



Sterling Tools Limited

Investor Presentation

May 2025

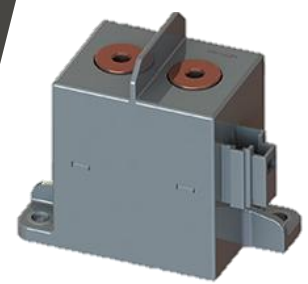
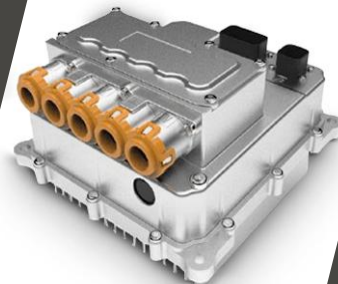


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Safe Harbor Statement



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.

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STERLING GTAKE
E-MOBILITY

RELIABLE. SUSTAINABLE. TRANSFORMATIONAL.



Q4 & FY25 Business Highlights



Commenting on the results and performance for Q4 & FY25, Mr. Atul Aggarwal, Managing Director of Sterling Tools Ltd. said:

"In FY25, our consolidated total income increased by 10.6% YoY to Rs. 1,038.0 crore, driven by strong growth in our subsidiary SGEM and a stable performance in the standalone business, which recorded 6.2% YoY revenue growth and 10.5% YoY PAT growth. Adjusted EBITDA on a consolidated basis rose by 13.8% YoY to Rs. 132.4 crore, with margins expanding to 12.8%. We are delighted to achieve this Rs. 1,000 crore landmark and look forward to meeting greater milestones in the years to come.

Despite the strong full-year performance, our Q4 performance was impacted by a decline in our subsidiary SGEM's revenue, following Ola's transition to in-house production for its Gen3 models. The Company has redoubled its ongoing efforts on product and customer diversification.

SGEM announced the signing of a Technology Licensing Agreement for the development and manufacturing of rare earth/permanent magnet free Motors in India. Through the introduction of a mature and commercially viable rare earth magnet-free technology, SGEM will secure the first mover advantage in this crucial emerging segment. The Licensing Agreement will enable SGEM to offer its customers an alternative to the China dependent permanent magnet supply chain. The business plan also calls for the joint development of integrated motor and controller solutions.

Agreements on the introduction of other Power Electronics products are in the pipeline and, at least one, will be announced in the near future.

The Company continues to also work on 2W, 3W and Commercial Vehicle customers to expand sales of its Motor Control Units.

Through our subsidiary STML, we plan to begin production of HVDC Contactors and Relays by the end of Q2 FY26, in partnership with Kunshan GLVAC Yuantong New Energy Technology Co. Ltd. We are also in advanced discussions to establish a joint venture with MotiveLink Co. Ltd. (Erstwhile Yongin Electronics) to manufacture magnetic components in India. These initiatives are expected to drive future growth.

Looking ahead, the standalone business is expected to continue its stable growth trajectory, maintaining high single-digit growth.

Collectively, these strategic moves will enhance our EV product portfolio, promote import substitution, and align with the Government of India's Atmanirbhar Bharat vision. We remain committed to delivering long-term value through a combination of organic growth and strategic partnerships."

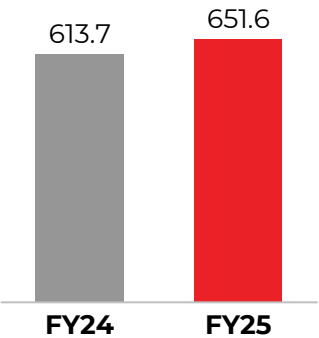
Financial Highlights – FY25



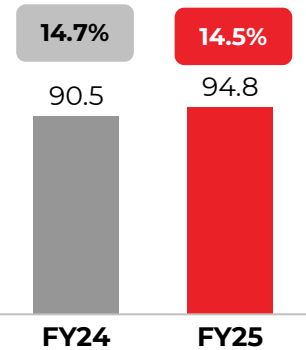
Rs. in Crore

STANDALONE

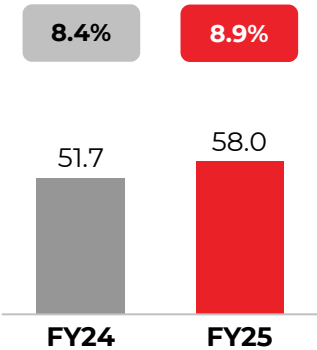
Total Income



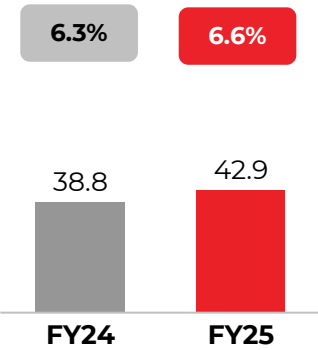
EBITDA



PBT before exceptional items

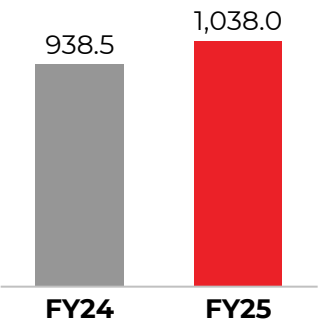


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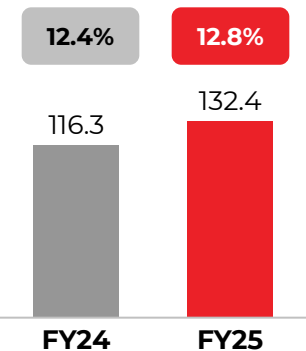


CONSOLIDATED

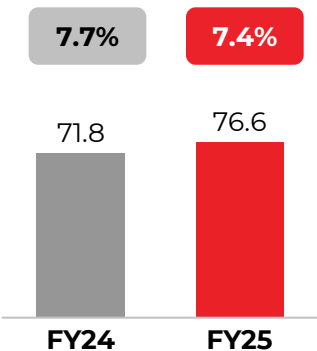
Total Income



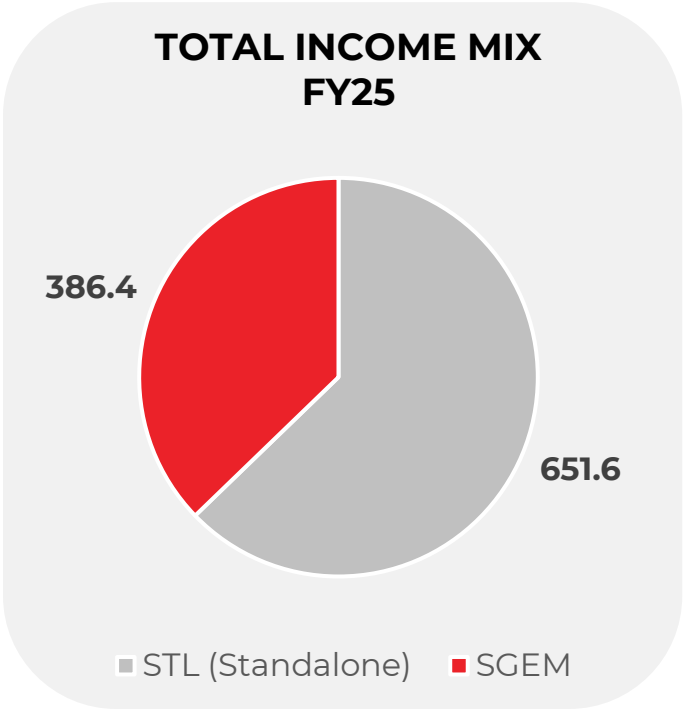
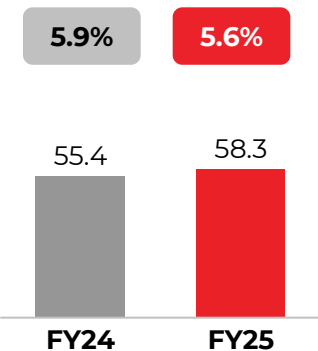
Adjusted EBITDA*



PBT before exceptional items



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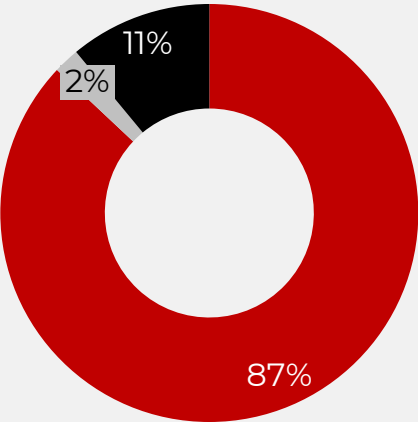


*Adjusted EBITDA excludes ESOP expenses

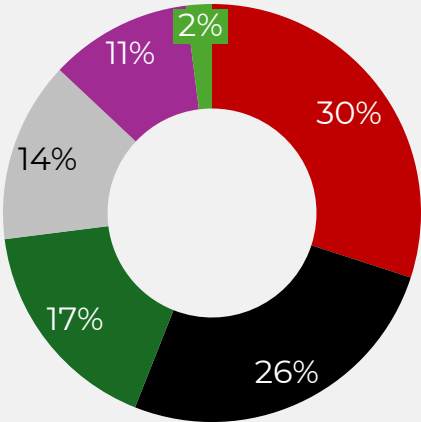


STL (Standalone)

Channel-wise mix
FY25

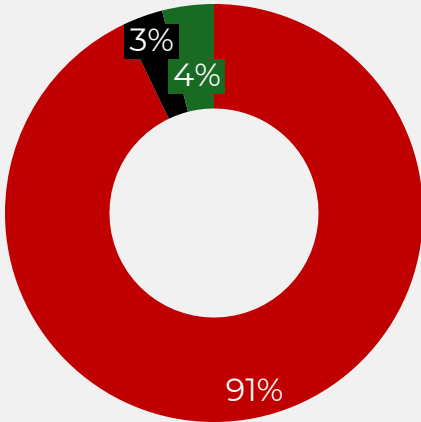


End-user segment-wise mix
FY25



SGEM

End-user segment-wise mix
FY25



Note - 100% EV products supplied to OEMs

Sterling Tools Partners With UK's Advanced Electric Machines (AEM)



Sterling Tools Limited (STL), through its subsidiary Sterling Gtake E-Mobility Limited (SGEM), partners with UK-based Advanced Electric Machines (AEM) to introduce and manufacture Rare Earth Magnet - Free Traction Motors for Electric Vehicles

About Advanced Electric Machines (AEM)

Based in the Northeast of England, Advanced Electric Machines Limited was founded in 2017, when it was spun out from Newcastle University's world-class electric motor research team, led by AEM's CEO, Dr James Widmer, and CTO, Dr Andy Steven. AEM technologies are covered by 46 international patents protecting their unique motor designs and manufacturing processes around the world.

Magnet- Free Traction Motors:

- Disruptive technology eliminating the need for permanent magnets in EV motors
- Reduces reliance on critical rare-earth material supply chains (especially from China)
- Enables high-performance, lightweight, and size-efficient EV traction motors
- Suitable across multiple EV vehicle segments and applications
- Enhances motor sustainability and recyclability

How will this partnership benefit us

Business & Investment:

- Licensing agreement to manufacture magnet-free motors at SGEM's Faridabad plant
- Joint development of integrated Motor and Controller solutions
- Sterling expects to start customer trials within this year

Strategic Vision:

- The partnership will enable SGEM to secure the first mover advantage in this crucial emerging segment, it will promote import substitution and reduces dependence on permanent magnets
- Strengthens domestic EV component supply chain
- Supports Atmanirbhar Bharat and Make in India vision

Industry Impact:

- Enables Indian OEMs and suppliers to access globally competitive, advanced, sustainable EV motor technology
- Positions STL as a full-fledged EV solution provider beyond Motor Control Units
- Catalyzes EV adoption in India by offering integrated and localized solutions
- Traction Motor market is expected to reach Rs. 15,000 crore by 2030

Strategic Initiatives & Way Forward



Way Forward



STL's Fasteners business is expected to continue growing at a high single-digit percentage rate



STL is in advanced stage to initiate a JV with MOTIVELINK Co., Ltd (Erstwhile Yongin Electronics) to manufacture magnetic components such as Transformers, AC/DC Reactor, Coil & Choke, EMI Filter board, DC Link EMI Filter, High Current DC Connector, and Metal Ferrite Cores for India's electric & hybrid electric vehicle industry



Sterling Gtake E-Mobility (SGEM), partners with UK-based Advanced Electric Machines (AEM) to introduce and manufacture Rare Earth Magnet-Free Traction Motors for Electric Vehicles in India



SGEM to diversify its customer base for MCUs by focusing on Commercial Vehicle and 3W application. It also plans to regain its leadership position in the 2W segment through the recently launched integrated Motors & Controllers solutions.

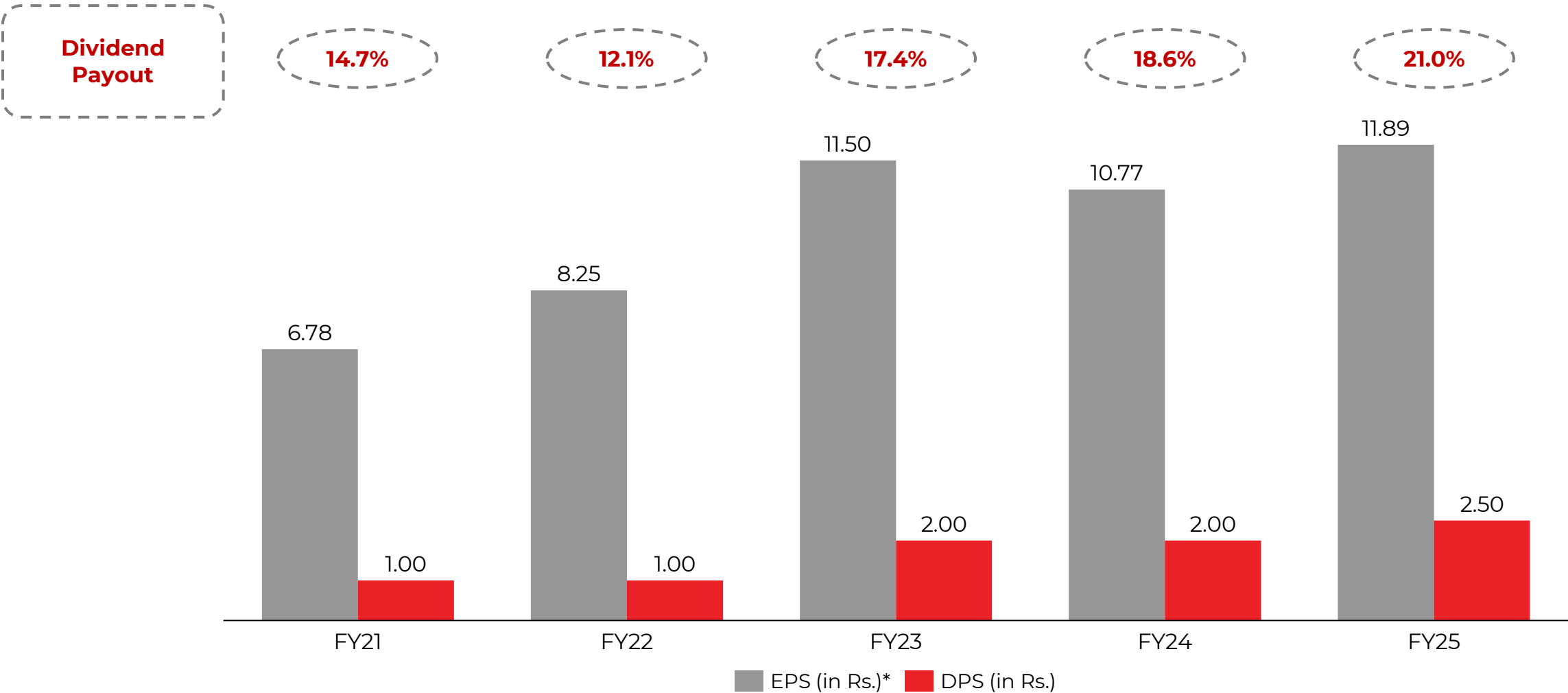


SGEM will build on its power electronics expertise to diversify into additional power electronics products including On Board Chargers and DC/DC convertors



STL under its 100% subsidiary (STML), is going to start manufacturing HVDC Contactors and Relays via its partnership with China's Kunshan GLVAC Yuantong New Energy Technology Co. Ltd
Production is expected to commence by the end of Q2 FY26

Continuous Dividend Payout Over The Years...



The Board of Directors have recommended a dividend of Rs. 2.5 per equity share of FV Rs. 2 each (125% of FV)

*Basic EPS on Standalone basis

FINANCIAL HIGHLIGHTS



Consolidated Profit & Loss Statement



Rs. in Crore

Particulars	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Total Income	205.7	270.2	-23.9%	262.7	-21.7%	1,038.0	938.5	10.6%
Cost of Goods Sold	90.3	145.2		133.4		511.9	492.4	
Gross Profit	115.4	125.0	-7.6%	129.2	-10.7%	526.0	446.1	17.9%
Gross Profit Margin	56.1%	46.2%		49.2%		50.7%	47.5%	
Total Expenses	88.9	91.2		97.6		393.6	329.8	
Adjusted EBITDA*	26.5	33.8	-21.6%	31.7	-16.3%	132.4	116.3	13.8%
Adjusted EBITDA Margin	12.9%	12.5%		12.1%		12.8%	12.4%	
ESOP Expenses	2.0	2.0		3.1		11.2	2.0	
EBITDA	24.5	31.8	-23.1%	28.6	-14.5%	121.2	114.3	6.0%
EBITDA Margin	11.9%	11.8%		10.9%		11.7%	12.2%	
Depreciation and amortisation expenses	10.0	8.3		8.4		34.8	33.1	
Finance costs	2.6	2.2		2.4		9.8	9.5	
PBT before exceptional items	11.9	21.3	-44.2%	17.8	-33.1%	76.6	71.8	6.7%
PBT before exceptional margin	5.8%	7.9%		6.8%		7.4%	7.7%	
Exceptional item	-	-		-		-	0.4	
Profit before tax	11.9	21.3	-44.2%	17.8	-33.1%	76.6	72.2	6.1%
Profit before tax Margin	5.8%	7.9%		6.8%		7.4%	7.7%	
Tax	3.1	5.1		4.2		18.3	16.8	
Profit after tax	8.8	16.3	-45.8%	13.6	-35.2%	58.3	55.4	5.3%
Profit after tax Margin	4.3%	6.0%		5.2%		5.6%	5.9%	
EPS	2.44	4.51		3.78		16.17	15.37	

*Adjusted EBITDA excludes ESOP expenses

Consolidated Balance Sheet Statement



Rs. in Crore

Particulars	Mar-25	Mar-24
ASSETS		
Non-current assets		
Property, Plant and Equipment	317.1	276.8
Investments	-	11.5
Others	38.2	20.3
Total Non-current assets	355.3	308.6
Current Assets		
Inventories	174.1	179.1
Trade Receivables	65.4	89.6
Cash and Bank Balance	147.8	105.0
Others	48.1	30.4
Total current assets	435.4	404.1
TOTAL ASSETS	790.7	712.8

Particulars	Mar-25	Mar-24
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	7.2	7.2
Other Equity	492.4	439.9
Total Equity	499.7	447.1
Liabilities		
Non-current liabilities		
Borrowings – (Long Term)	34.7	31.2
Others	52.8	36.4
Total Non-current liabilities	87.5	67.6
Current liabilities		
Borrowings – (Short Term)	102.8	84.8
Trade payables	62.3	75.2
Others	38.5	38.0
Total Current Liabilities	203.5	198.0
TOTAL EQUITY AND LIABILITIES	790.7	712.8

Standalone Profit & Loss Statement



Rs. in Crore

Particulars	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Total Income	165.2	167.0	-1.1%	155.1	6.6%	651.6	613.7	6.2%
Cost of Goods Sold	65.8	65.5		64.0		258.9	248.7	
Gross Profit	99.4	101.6	-2.1%	91.1	9.2%	392.7	365.0	7.6%
Gross Profit Margin	60.2%	60.8%		58.7%		60.3%	59.5%	
Total Expenses	74.5	76.0		70.6		297.9	274.5	
EBITDA	24.9	25.5	-2.3%	20.5	21.8%	94.8	90.5	4.8%
EBITDA Margin	15.1%	15.3%		13.2%		14.5%	14.7%	
Depreciation and amortisation expenses	8.6	7.8		7.6		30.9	31.2	
Finance costs	1.4	1.6		1.3		5.9	7.5	
Profit before exceptional items	14.9	16.1	-7.5%	11.6	28.4%	58.0	51.7	12.2%
Profit before exceptional items Margin	9.0%	9.6%		7.5%		8.9%	8.4%	
Exceptional item	-	-		-		-	0.4	
Profit before tax	14.9	16.1	-7.5%	11.6	28.4%	58.0	52.1	11.3%
Profit before tax Margin	9.0%	9.6%		7.5%		8.9%	8.5%	
Tax	3.6	4.1		3.3		15.2	13.3	
Profit after tax	11.3	12.0	-6.0%	8.3	35.5%	42.9	38.8	10.5%
Profit after tax Margin	6.8%	7.2%		5.4%		6.6%	6.3%	
EPS	3.12	3.33		2.31		11.89	10.77	

Standalone Balance Sheet Statement



Rs. in Crore

Particulars	Mar-25	Mar-24*
ASSETS		
Non-current assets		
Property, Plant and Equipment	259.6	262.5
Investments	55.7	42.0
Others	13.3	9.6
Total Non-current assets	328.6	314.1
Current Assets		
Inventories	118.8	130.5
Trade Receivables	57.7	63.2
Cash and Bank Balance	91.8	79.2
Others	38.8	27.4
Total current assets	307.2	300.3
TOTAL ASSETS	635.8	614.4

Particulars	Mar-25	Mar-24*
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	7.2	7.2
Other Equity	459.8	422.4
Total Equity	467.0	429.6
Liabilities		
Non-current liabilities		
Borrowings – (Long Term)	22.2	26.5
Others	21.8	24.4
Total Non-current liabilities	44.0	50.9
Current liabilities		
Borrowings – (Short Term)	72.6	72.9
Trade payables	32.6	33.6
Others	19.5	27.4
Total Current Liabilities	124.7	133.9
TOTAL EQUITY AND LIABILITIES	635.8	614.4

*Numbers have been restated on account of amalgamation with Haryana Ispat Private Limited

HISTORICAL FINANCIALS

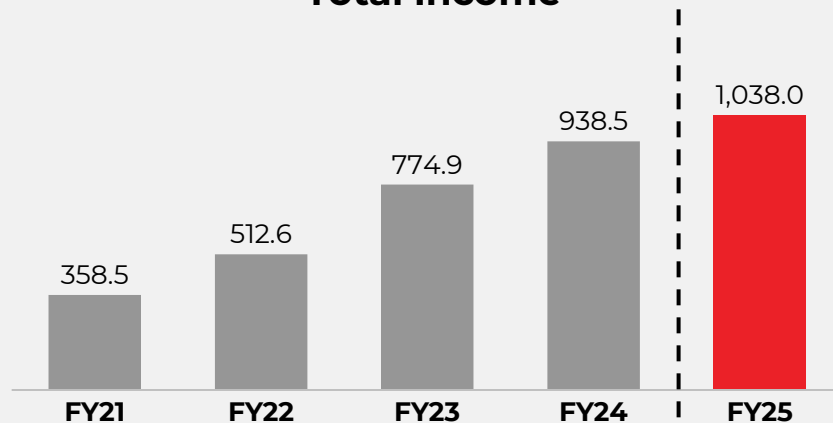


Consolidated Financial Highlights

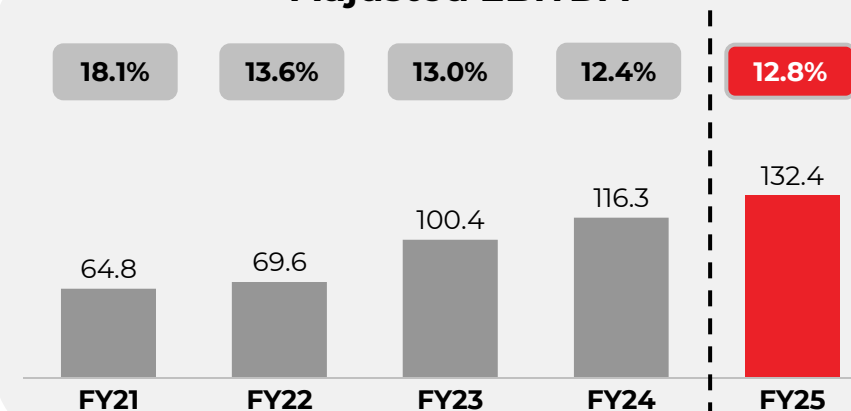


Rs. in Crore

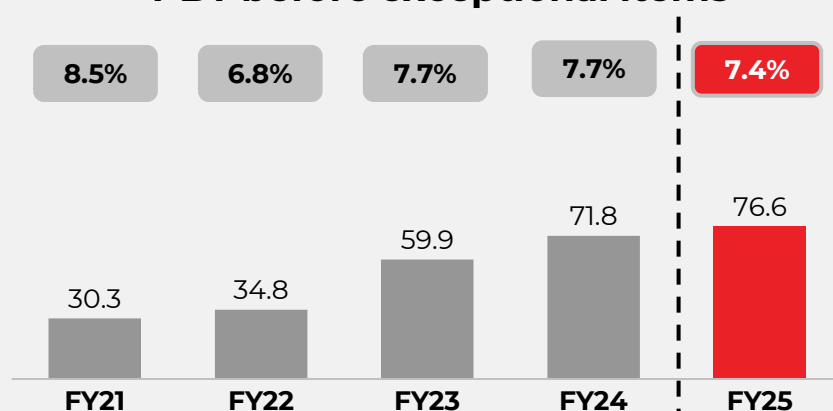
Total Income



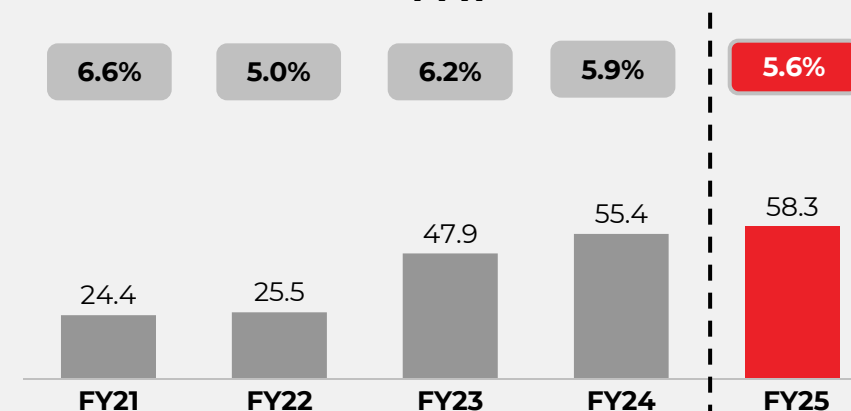
Adjusted EBITDA*



PBT before exceptional items



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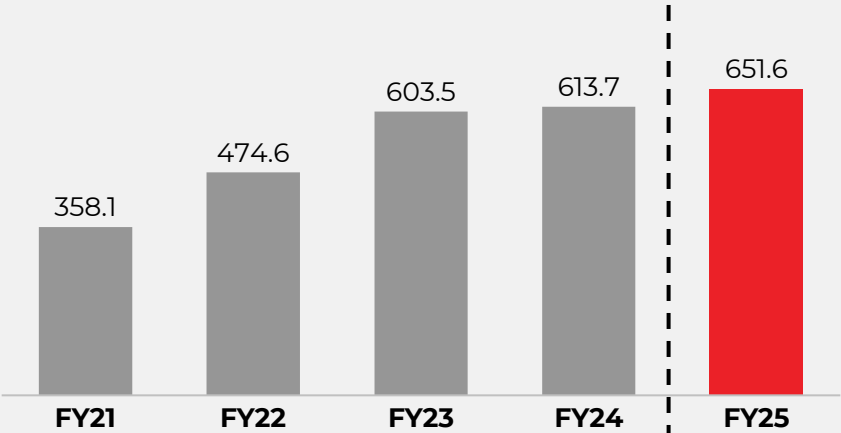
*Adjusted EBITDA excludes ESOP expenses

Standalone Financial Highlights

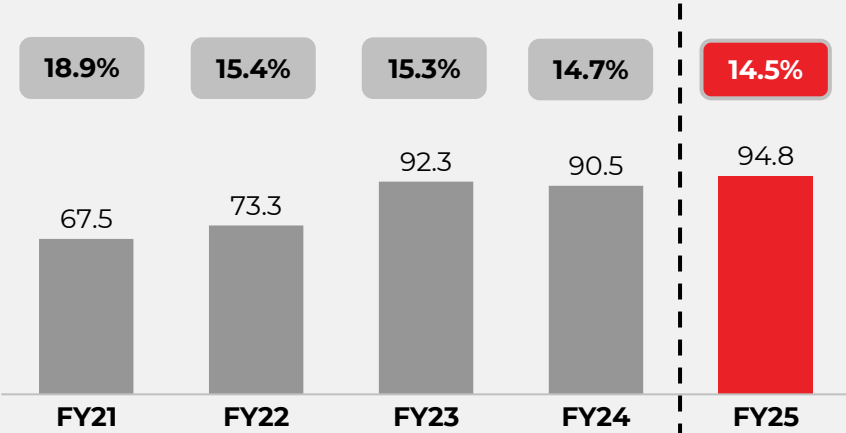


Rs. in Crore

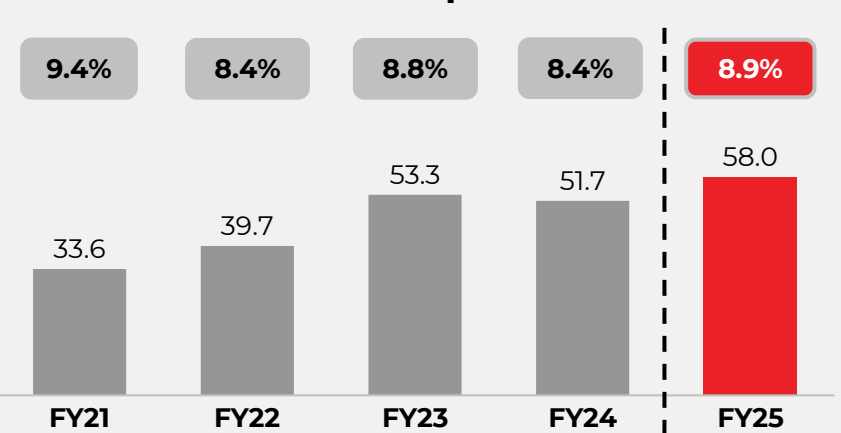
Total Income



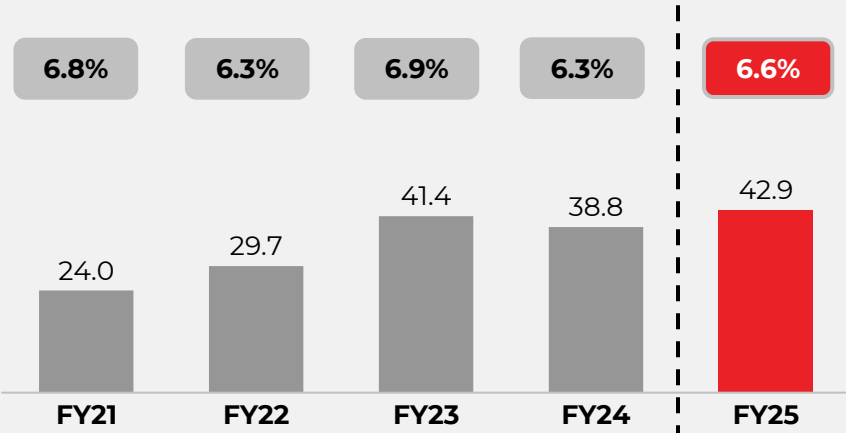
EBITDA



PBT before exceptional items



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Key Ratios



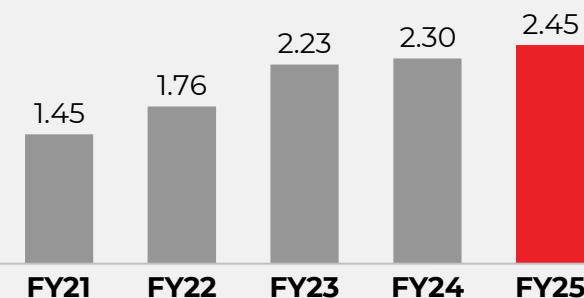
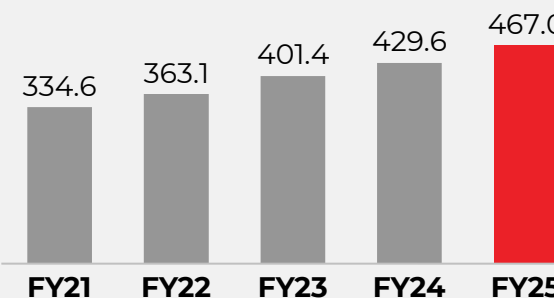
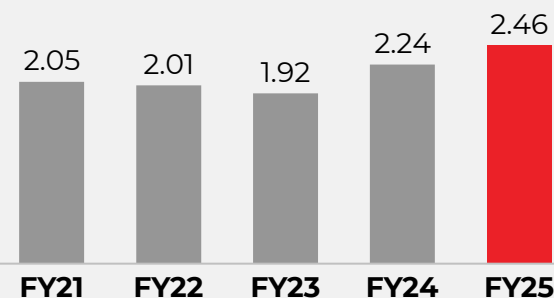
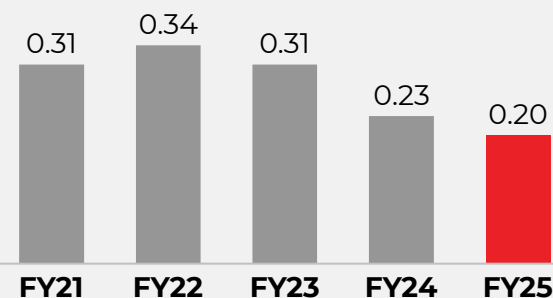
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Debt / Equity (x)

Current Ratio (x)

Networth (Rs. Cr.)

Net Fixed Asset Turnover (x)



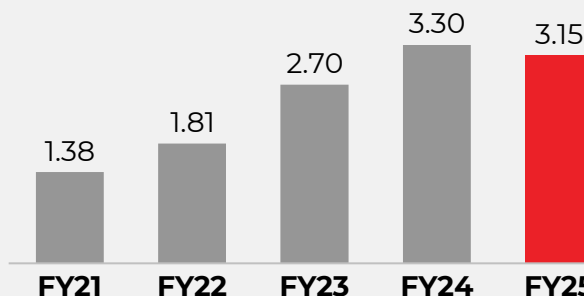
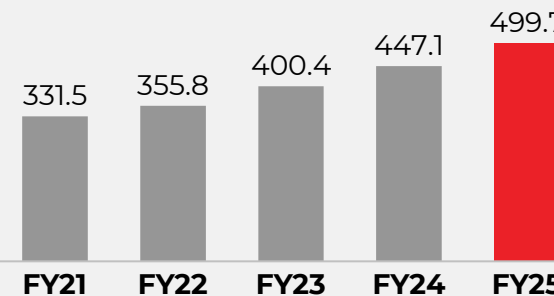
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Debt / Equity (x)

Current Ratio (x)

Networth (Rs. Cr.)

Net Fixed Asset Turnover (x)



H1 FY25 on TTM basis



ANNEXURE

STERLING GROUP

One of the leading Auto Component Player with a legacy of more than 4 decades

Rs. 1,038 Cr.* Total Income	One of the largest Manufacturer of Fasteners & MCUs	4 Manufacturing plants for Fasteners
880+ Employees	1 HVDC & Relay plant under commissioning in Bengaluru	1 Manufacturing plant for MCU 2 Power Electronics and Application Engineering Tech centers

*Consolidated STL Group Total Income for FY25

1

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

2

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

3

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

4

Sterling Gtate E-mobility Limited (SGEM) is the largest MCU manufacturer in India having strong presence in 2W, 3W and LCV / HCV segments

5

SGEM has just announced a licensing agreement to produce magnet free motors and is looking to add additional Power Electronics components to the portfolio

6

Incorporated a subsidiary **Sterling Tech-Mobility Limited (STML)** to manufacture **HVDC Contactor and Relays**

7

STML will start production in its new facility in Bengaluru by the end of Q2 FY26

History & Milestones



1979-1981

- **STL Incorporation**
- **First Plant** - DLF (Faridabad)



1982 - 1999

Customer Acquisition

- Maruti Suzuki
- M&M
- HMSI
- 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)



2020 - 2023

- **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**



2024 - 2025

- STL expanding customer base by adding Hyundai Motors
- SGEMs MCU capacity enhanced to **6,00,000 units/pa**
- Signed MoU with **MOTIVELINK Co., Ltd (Erstwhile Yongin Electronics Co. Ltd)** to manufacture magnetic components for India's electric & hybrid electric vehicle industry
- 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 & hybrid electric vehicle industry**
- **New facility for HVDC Contactors** under commissioning in Bengaluru

Product Portfolio

Quality & Reliability

Certified Products

Wide Range Applications

Competitive Pricing

Preferred supplier to OEM

STL
(STANDALONE)



AXLE BOLTS



ENGINE BOLTS



SPECIAL FASTENERS



STANDARD BOLTS



WHEEL BOLTS



SEALANT PARTS

STANDARDS



INDIAN
STANDARDS



AMERICAN
STANDARDS



GERMAN
STANDARDS



JAPANESE
STANDARDS



BRITISH
STANDARDS

2W & 3W SEGMENT



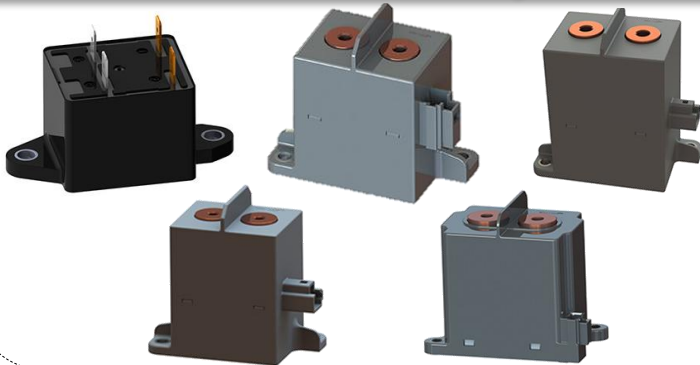
LCV SEGMENT



M & HCV SEGMENT



Contactors and Relays



Key Clientele – STL (Standalone)



Passenger Vehicles		Two Wheelers	
Commercial Vehicles			
Tier - 1		Exports	
Farm Equipment		Construction	

Aftermarket: Strong Pan-India presence with 100+ Distributors

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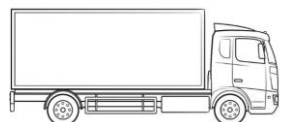
Key Clientele – SGEM



OLA ELECTRIC

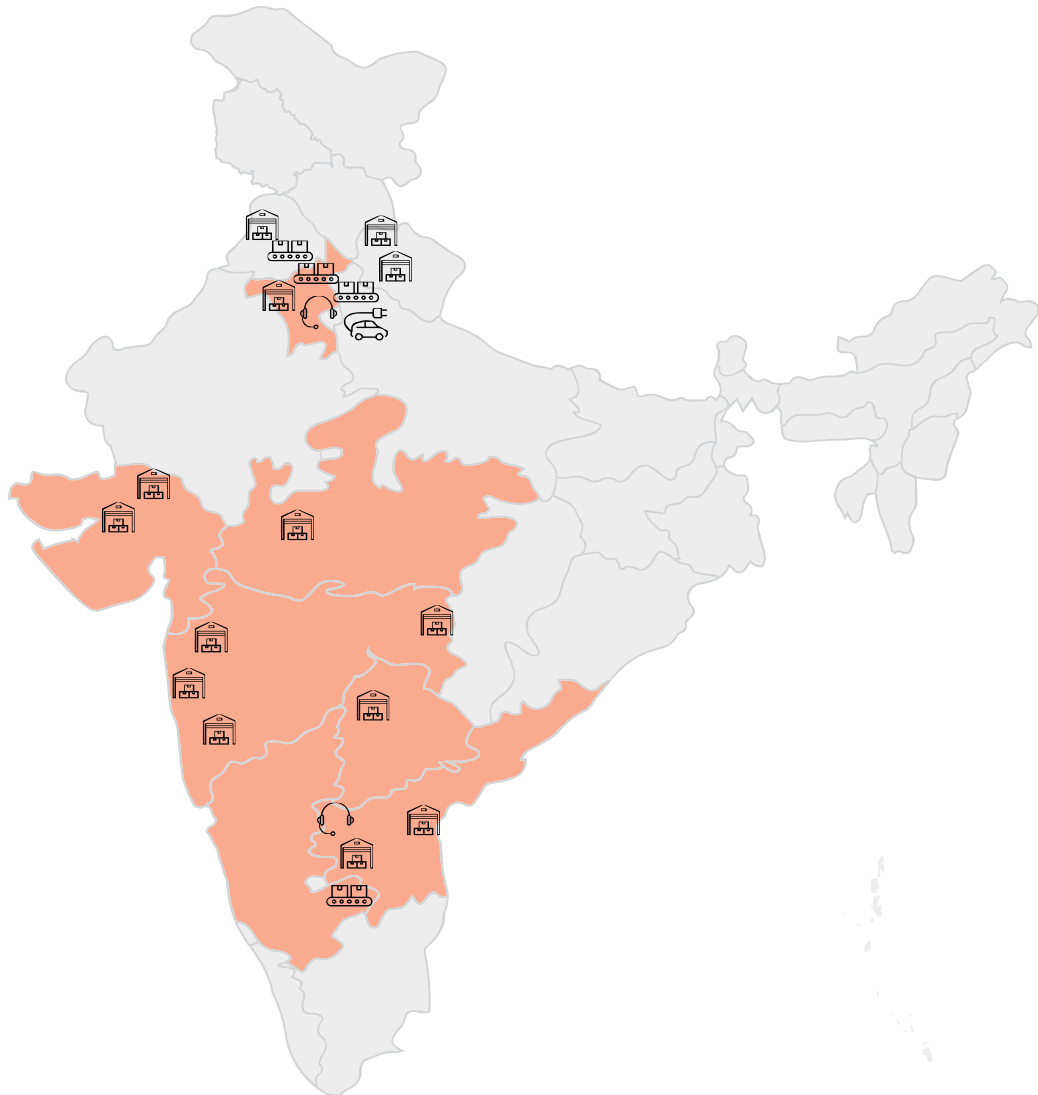


MLR Auto Ltd.





SWITCH





STL (STANDALONE)

- **4** Manufacturing Plants
 - Faridabad
 - Ballabhgarh
 - Palwal
 - Bengaluru
- **18** Warehouses at **14** Locations

SGEM

- **1** Manufacturing Plant
 - Faridabad
- **2** Tech Centres
 - Faridabad
 - Bengaluru

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 and others

SGEM is market leader in MCU business offering range of products for 2W, 3W, eSCV, eLCV & MHCV

Diversifying into new products such as HVDC Contactors, Relays, and Magnetics



Leading player in the automotive fasteners business

STL is one of the leading player in the automotive fasteners business

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. Atul Aggarwal, Managing Director

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



Mr. Akhill Aggarwal, Whole Time Director

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



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. Jaideep Wadhwa, Director

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



Mr. Shailendra Swarup, Director

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



Ms. Rashmi Urdhwareshe, Director

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



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. 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. Anish Agarwal, Director

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

Financial Year	PDF Link
FY25	
FY24	
FY23	
FY22	
FY21	

For further information, please contact	
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