

To

May 07, 2018

Bombay Stock Exchange Limited, Dept. of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Company No. 505075	National Stock Exchange of India Ltd, Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051 Scrip Code: SETCO
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Subject: Disclosure of Schedule of Analyst / Institutional Investor Meet for Setco Automotive Limited.

Dear Sir,

In terms of Regulation 30, Regulation 46 and Schedule III, Part A and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 (“**SEBI Listing Regulations**”), as amended read with corresponding circulars and notifications issued thereunder, it is hereby informed that the representatives of the Company will be meeting certain financial/institutional investors from May 08 to May 09, 2018 at Mumbai.

A copy of the corporate presentation is attached herewith. Further, the corporate presentation of the Company is uploaded on the website of the Company www.setcoauto.com

This is for your records and request the same be treated as compliance under the applicable clause(s) of the SEBI Listing Regulations.

Thanking you,

Yours faithfully,

For Setco Automotive Limited



**Vinay Shahane
Vice President – Finance**



Encl.: Corporate Presentation



EFFICIENT. ENGINEERING.



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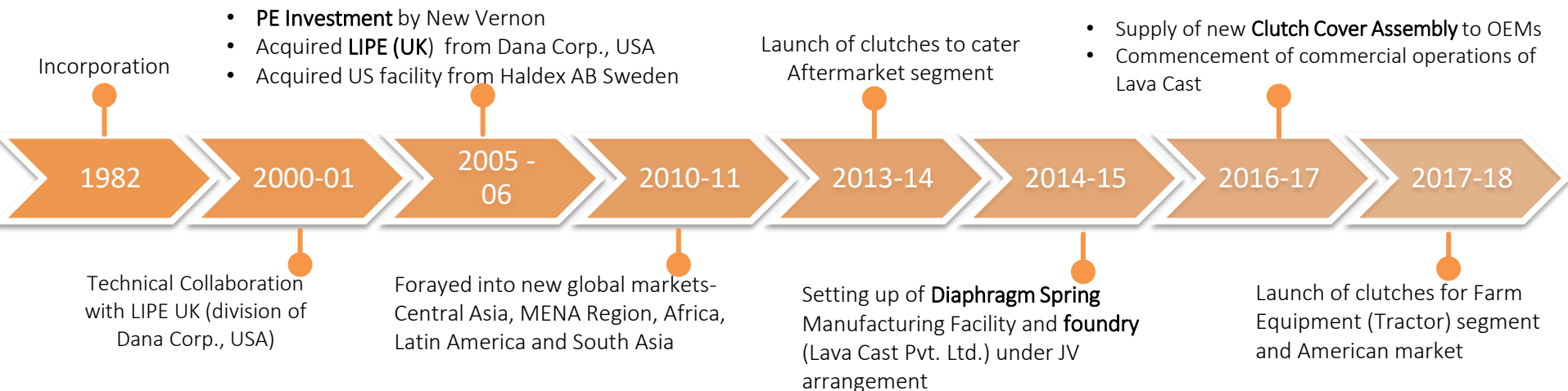
OUR VISION

“To be the preferred clutch of choice in 1 out of 3 commercial vehicles and 1 out of 5 farm tractors globally”.

Mr. Harish Sheth,
Chairman & Managing
Director.



OUR JOURNEY



Business Model driven by Product Expansion, Target Segment Expansion and Geographical Expansion

PRODUCT RANGE

- Clutch Products & Systems for M&HCV
- Clutches for Farm Equipment *
- Clutches for American M&HCV segment*
- Fully Machined Castings Components *

**Recent Foray*

TARGET SEGMENT BASE

- Supplier to OEMs and OES for M&HCV and Farm Equipment
- Independent Aftermarket in India and internationally
- Auto-component and other application industries for castings



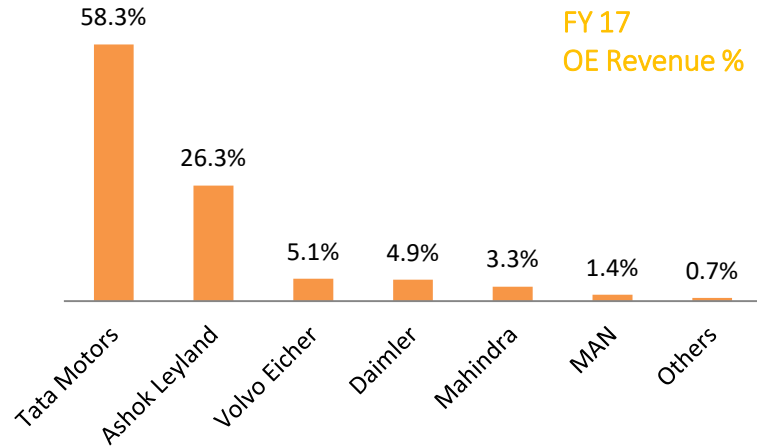
MARKET ADVANTAGE



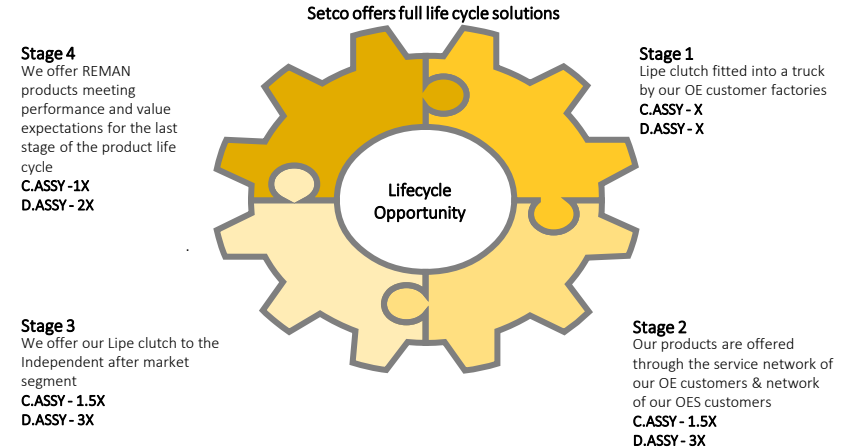
Preferred & premier manufacturer of Medium & Heavy Commercial Vehicle (M&HCV) Clutches in India

De-risked OE portfolio

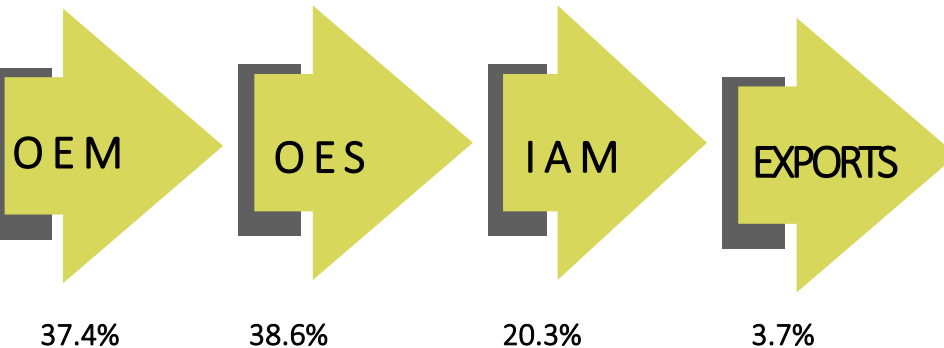
Strong relations built over last 15 years



LIPE for Life – PARTER WITH THE CONSUMER OVER THE FULL PRODUCT LIFECYCLE



Segment wise revenue share FY17



G L O B A L F O O T P R I N T



- Strategically present to capture key markets of India, US, Europe and Middle east
- Distribution network covering **retailers and garages**
- Wide Independent Aftermarket-own distributor network through direct distributor arrangements with 42 distributors

THE SETCO ADVANTAGE

LAVACAST

Ferrous Foundry Joint Venture with Lingotes Especiales, Spain

Initial capacity of 30,000 tons per annum

Commenced Commercial Production from April 2016

DIAPHRAGM SPRING FACILITY

Initial capacity of 2,00,000 per annum

Commenced Commercial Production from Dec 2016

2010 Employees Worldwide

Export to 64 countries

A CLUTCH FOR EVERY KIND OF TRUCK GLOBALLY

**4 MANUFACTURING
FACILITIES
2 India | 2 International**

HIGH QUALITY EXCELLENCE

Plant: ISO/TS 16949 :2009 | ISO 14001:
2004 , BS OHSAS 18001: 2007

Approval received for VDA 6.3 (The
German Standard for Quality)

Recognitions & Awards by TATA Motors
& Ashok Leyland

INTEGRATED PLAY ADVANTAGE

COST EFFECTIVE



PRESS SHOP



BETTER QUALITY

MACHINE SHOP

ASSURED
SUPPLY



RESEARCH &
DEVELOPEMENT
CENTRE



LAVACAST
FOUNDRY

DIAPHRAGM SPRING
FACILITY

ASSEMBLY
OPERATIONS -
UTTARAKHAND

LIPE



UK, USA
& UAE

INDEPENDENT AFTERMARKET

SETCO FOUNDATION

VISION

"To be the preferred clutch of choice in 1 out of 3 commercial vehicles and 1 out of 5 farm tractors globally".

TECHNOLOGY ADVANTAGE : IN-HOUSE R&D



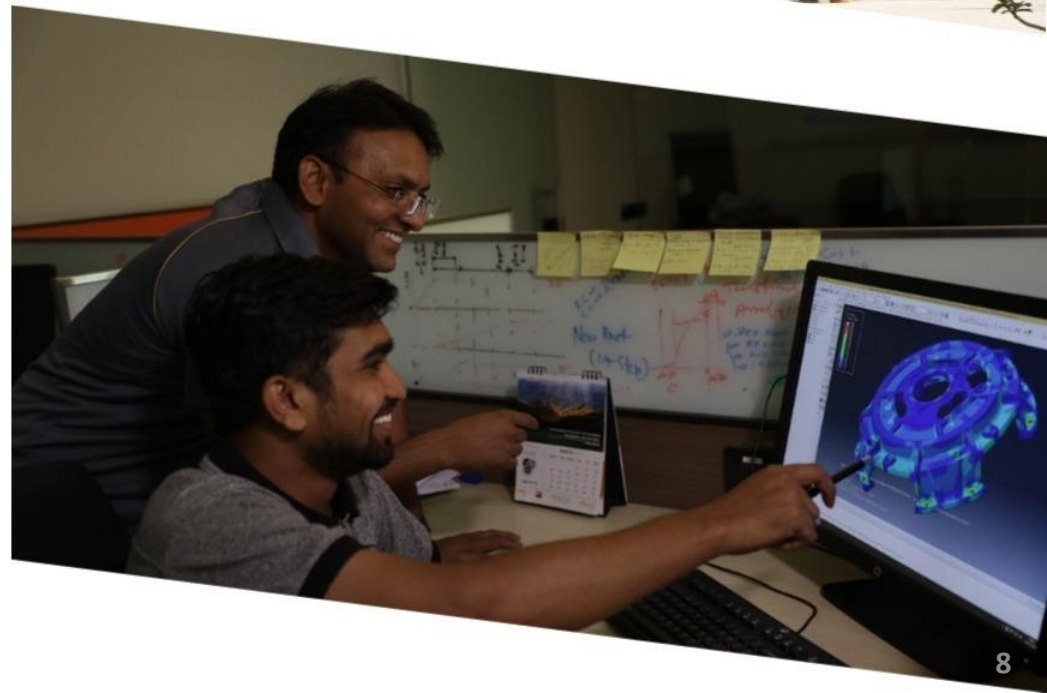
R&D centre at India (recognised by DSIR) and UK

Constant innovations and product up gradations

Engineered customized solutions to suit different power trains of OEM's for meeting BS IV/BS VI/EURO VI norms.

R&D spend approx. 1.5% of revenues during FY2017

34 clutch variants developed and tested in last 2 years for farm segment

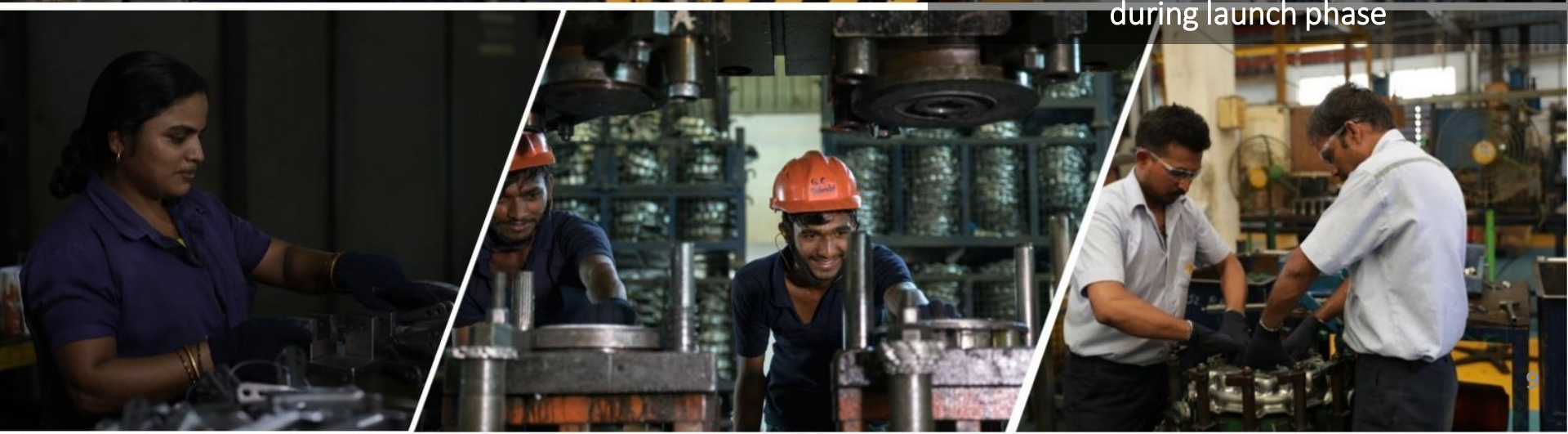


SERVICE ADVANTAGE



Training programs and field visits on servicing and troubleshooting & maintenance of clutch systems

Trained about 10,000 mechanics in India during launch phase





BOARD & ADVISORY

- 🌀 Harish Sheth – Founder, Chairman & Managing Director
- 🌀 Udit Sheth – Vice Chairman
- 🌀 Shveta Vakil – Executive Director
- 🌀 Urja Shah - Executive Director
- 🌀 Arun Arora – Independent Director
- 🌀 Ashok Kumar Jha – IAS (Retd.) Independent Director
- 🌀 Suhasini Sathe – Independent Director
- 🌀 P. Krishnamurthy - Member, Advisory Board
- 🌀 Ashish Ahuja - Member, Advisory Board
- 🌀 Harshal Shah - Member, Advisory Board
- 🌀 D Rajagopalan – IAS (Retd.) Member, Advisory Board

PEOPLE ADVANTAGE



🌀 J. S. Gujral – Chief Executive Officer

🌀 Sadique Khan – Vice President, LavaCast

🌀 Vinay Shahane – Vice President – Finance

🌀 B. B. Shah – Group Financial Advisor

🌀 Hans Gramberger – Director, International Marketing

🌀 Steve Haworth – Executive Director (Setco – UK)

🌀 John Sumner – Financial Controller (SAUL)

🌀 Avinash Dixit – Head, Human Resources

SETCO - A RESPONSIBLE CORPORATE



IMPACT

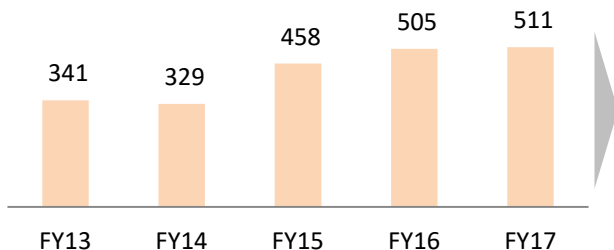
20,000+
PEOPLE



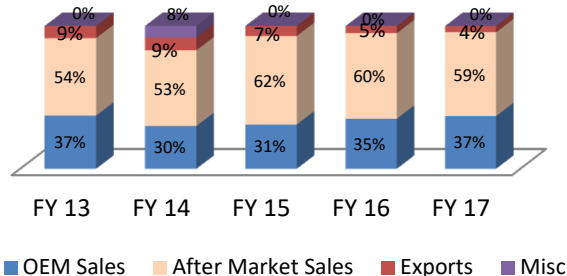


STANDALONE FINANCIAL PERFORMANCE

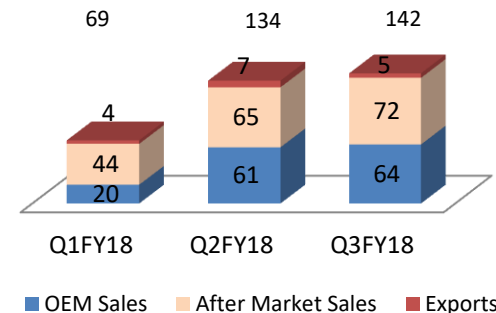
Revenue from Operations (Net)
(Rs. in Crs)



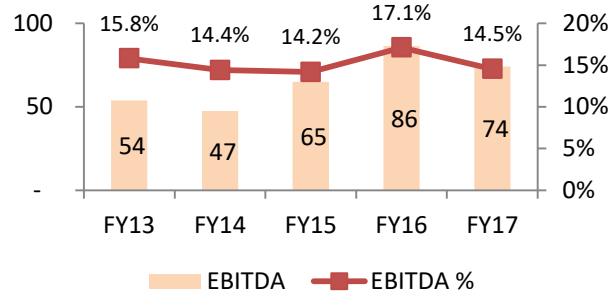
Revenue Breakup (%)



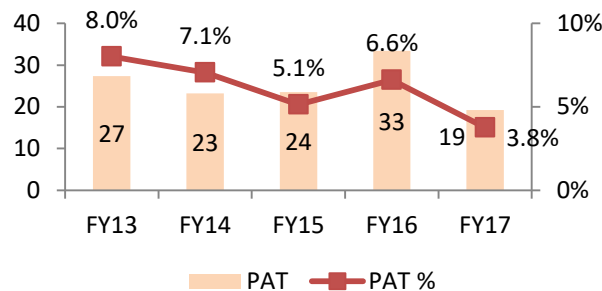
Revenue Break-up
(Rs. in Crs)



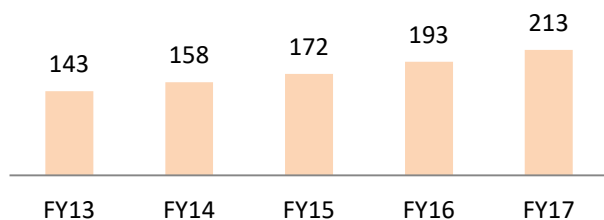
EBITDA & EBITDA %



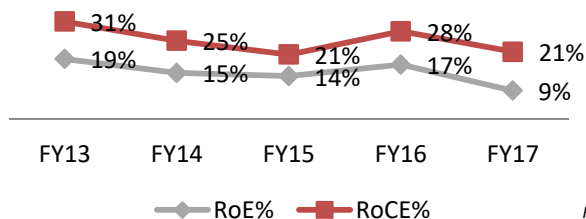
PAT & PAT%



Networth (Rs. in crs)



Return Ratios

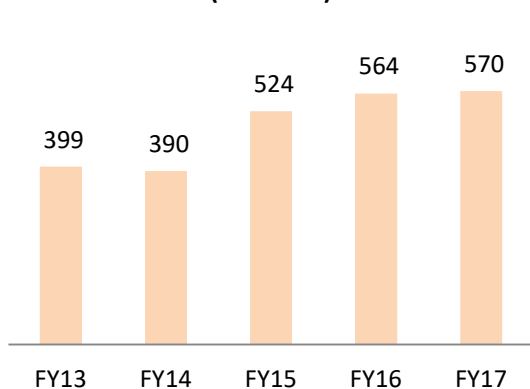


EBITDA- Profit before tax + Depreciation + Finance Cost
Return on Equity (RoE)- Profit after Tax/ Network
Return on Capital Employed (RoCE)- Earning before Interest & Tax/
 (Network + Total Debt)

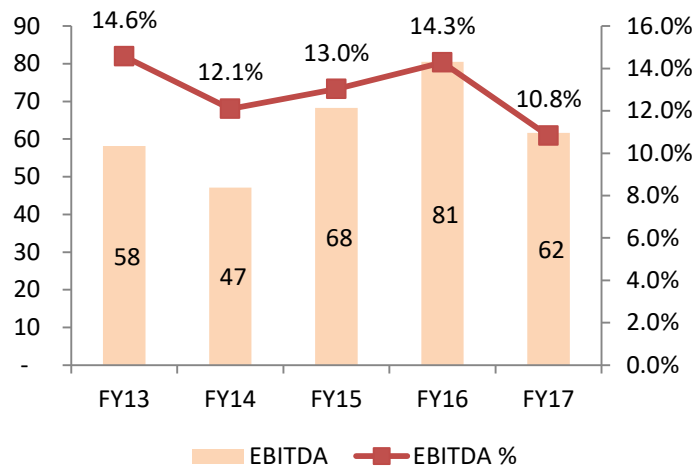
CONSOLIDATED FINANCIAL PERFORMANCE



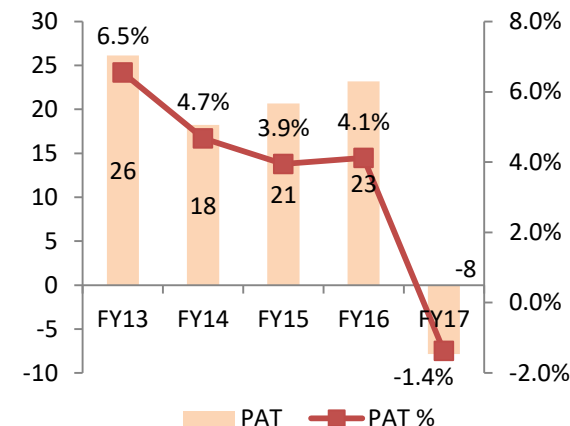
Revenue from Operations (Net)
(Rs. in Crs)



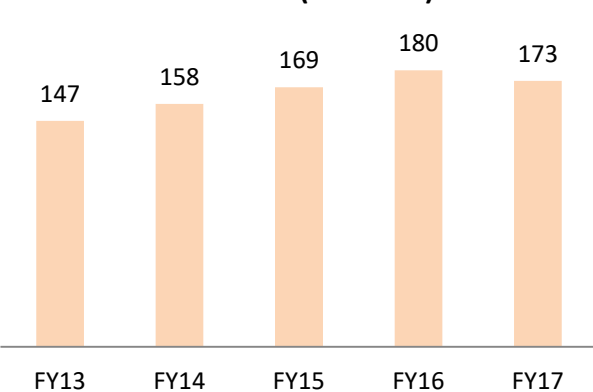
EBITDA & EBITDA %



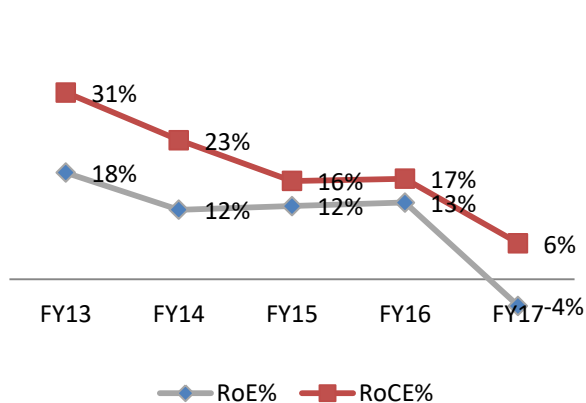
PAT & PAT %



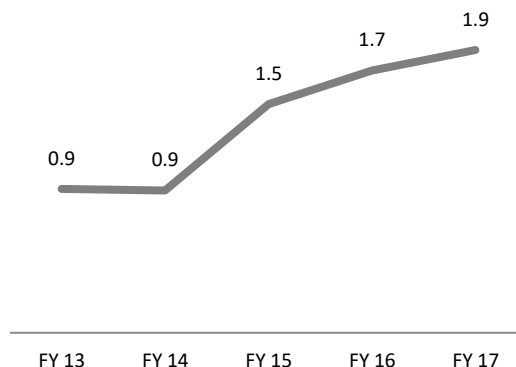
Networth (Rs. in crs)



Return Ratios



Debt/ Equity Ratio

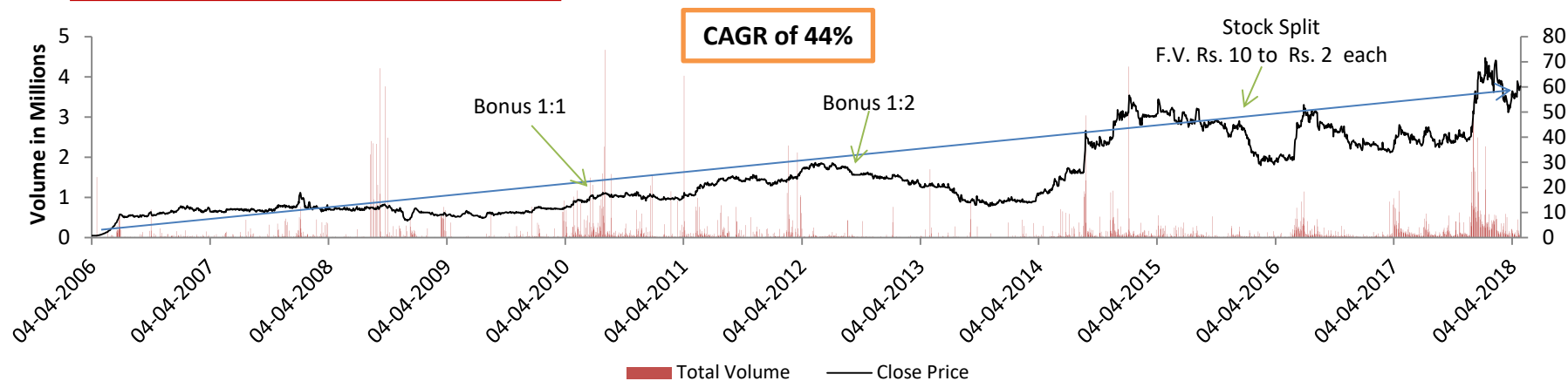


EBITDA- Profit before tax + Depreciation + Finance Cost
Return on Equity (RoE)- Profit after Tax/ Networth
Return on Capital Employed (RoCE)- Earning before Interest & Tax/
 (Networth + Total Debt)

STOCK PERFORMANCE & HOLDING STRUCTURE



Share Price Performance



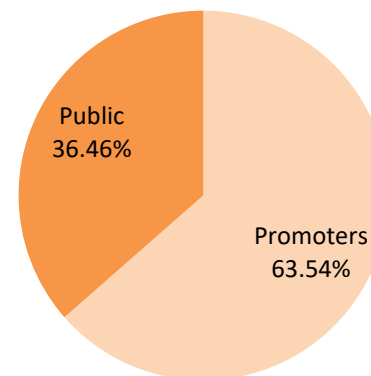
BSE Auto Index grew @ CAGR of ~14%

Price Adjusted for Corporate Actions
Source: Capital line

Consistent Dividend Track Record

Financial Year	Dividend %	Payout %
FY2017	33	45
FY2016	40	34
FY2015	30	37
FY2014	27	32
FY2013	27	27

Shareholding Pattern



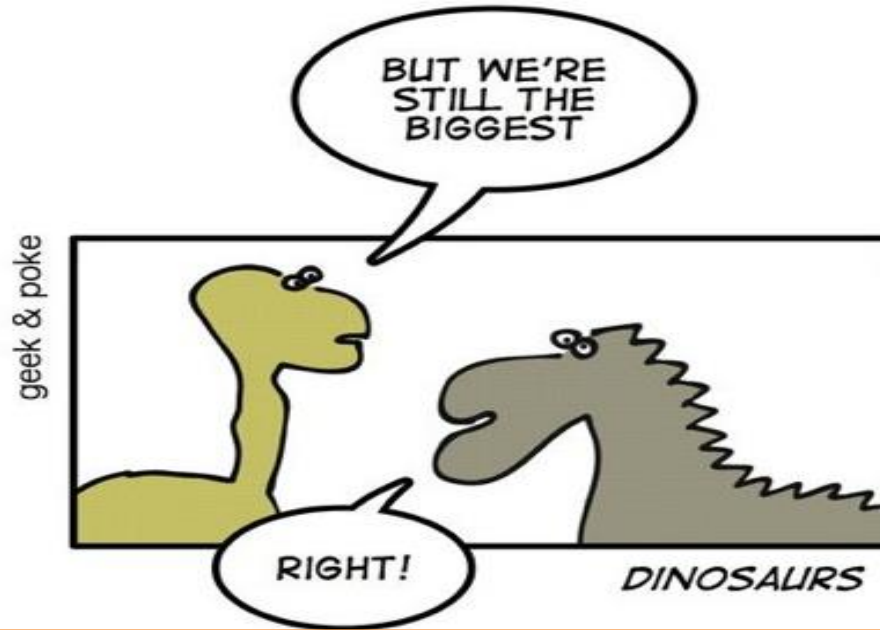
As on March 31, 2018



INDUSTRY ADVANTAGE

1. Increased investment in Infrastructure & growth in mining
2. 130 km roads constructed in Rural Areas per day
3. 45 km of highways constructed per day
4. FDI at US\$ 60 bio
5. No threat from EV sector
6. Old Vehicle Scrapping Policy
7. Introduction of BS VI Norms
8. GDP growth of over 7%





THANK YOU

