

STERLING TOOLS LIMITED

CIN : L29222DL1979PLC009668



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

By Listing Centre

The Manager- Listing
BSE Limited
25th Floor, P. J. Towers,
Dalal Street,
Mumbai - 400001

Security Code No. 530759**Date: 9th May 2023****Sub: Investor Presentation for Quarter (Q4) and Financial year ended 31st March 2023**

Dear Sir/ Madam,

This is in furtherance to our letter dated 08th May 2023, wherein we have submitted the investor presentation for the Quarter(Q4) and Financial Year ended 31st March 2023 on BSE and NSE Portal in pursuance to the provisions of Regulation 30 read with Part A of Schedule II of the SEBI LODR.

In this regard, we have noticed that the said disclosure is available on the BSE portal (acknowledgement no 5516856), however the presentation/Attachment is not getting open, hence, we are resubmitting the same presentation for fair disclosure practices.

This is for your information and records.

Sincerely
For **Sterling Tools Limited**

PANKAJ
GUPTA

Digitally signed by
PANKAJ GUPTA
Date: 2023.05.09
09:49:23 +05'30'

Pankaj Gupta
CFO

Encl.: As above.



STERLING TOOLS LTD

INVESTOR PRESENTATION

Q4 & FY23

Table of Content

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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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Business Overview

This image belongs to Fasteners plant in Bangalore

At a Glance

STL Group

40

Years of rich legacy

0.3x

Debt to Equity ratio

Rs 775 Cr

Total Income

Fasteners Business

2nd

Largest automotive fastener
manufacturer in India

4

Manufacturing Facilities:
3 in Faridabad
1 in Kolar (Bangalore)

Rs 604 Cr

Total Income

EV Component Business

#1

MCU supplier for high-speed
scooter

3

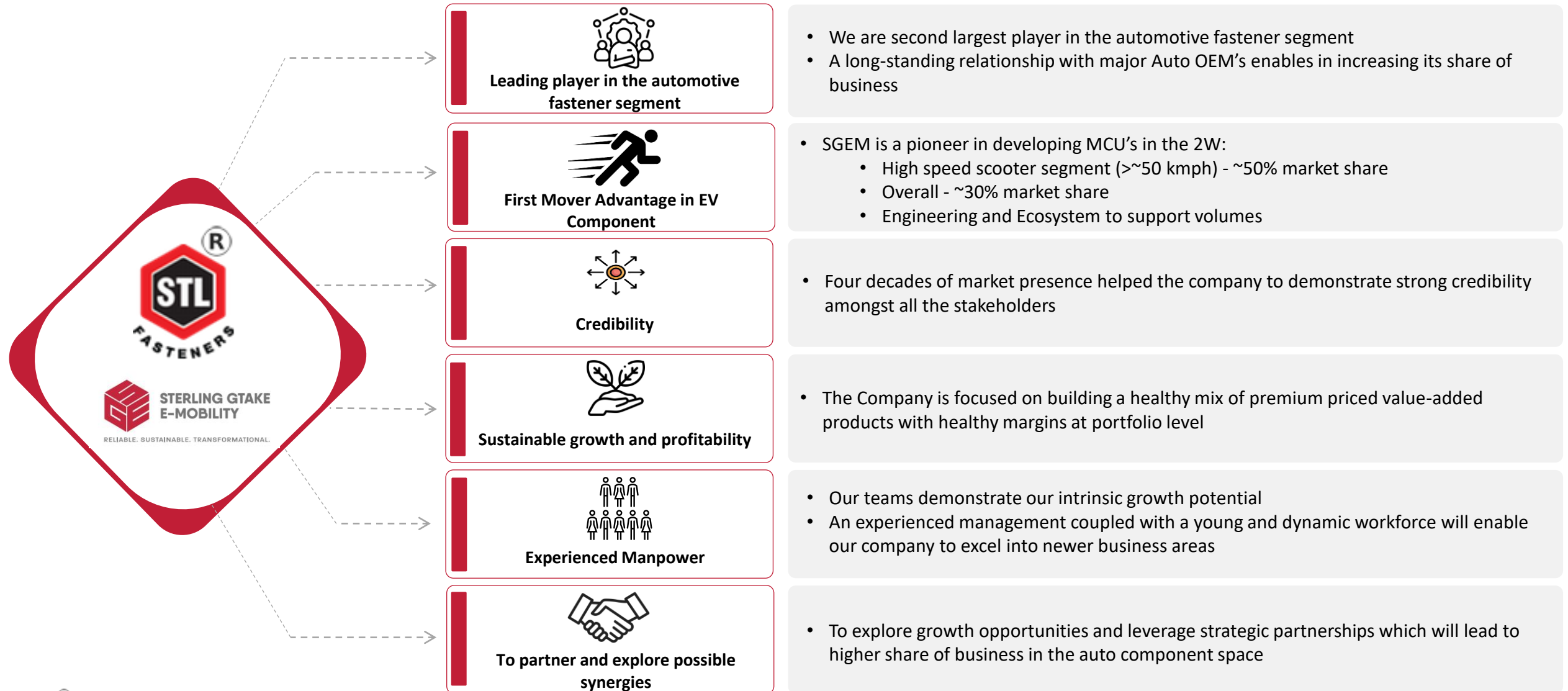
1 manufacturing plant in Faridabad

2 R&D Centre:
Faridabad
Bangalore

Rs 171 Cr

Total Income

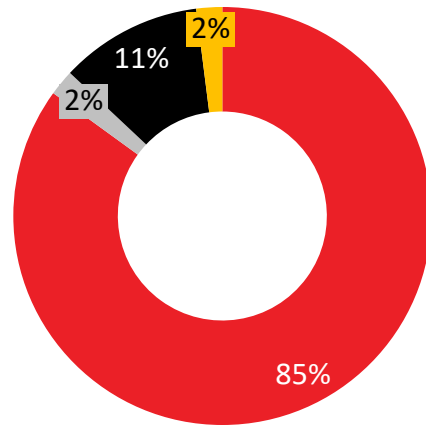
Our Strengths



Well Diversified Revenue Mix

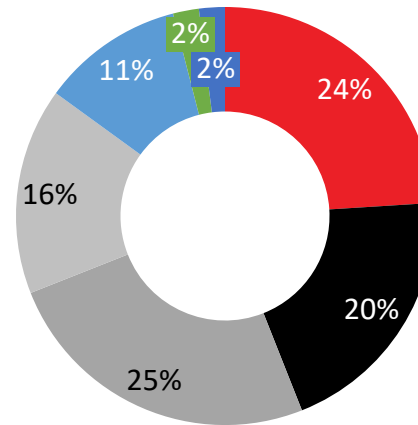
Fasteners Business

Channel-wise Mix
FY23



■ OEM ■ Replacement
■ Exports ■ Others

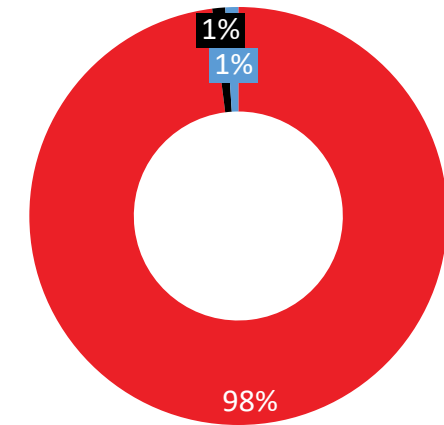
Segment-wise Mix
FY23



■ PV ■ Farm Equipment & Off Road ■ Others
■ 2W ■ Retail
■ CV ■ Exports

EV Component Business

Segment-wise Mix
FY23



■ 2W ■ 3W ■ LCV

Note - 100% EV products supplied to OEMs

Q4 & FY23 Standalone Financials

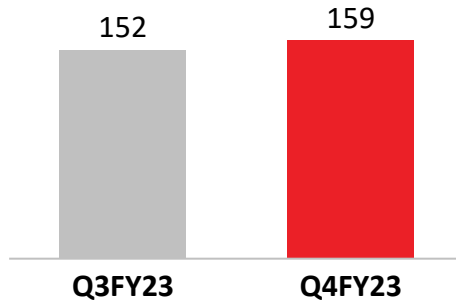


Standalone Financial Highlights

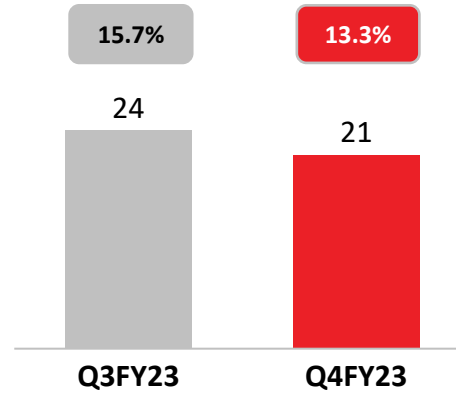
Rs. in Crs.

QoQ Performance

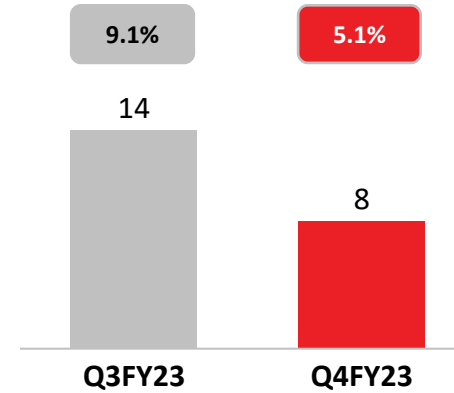
TOTAL INCOME



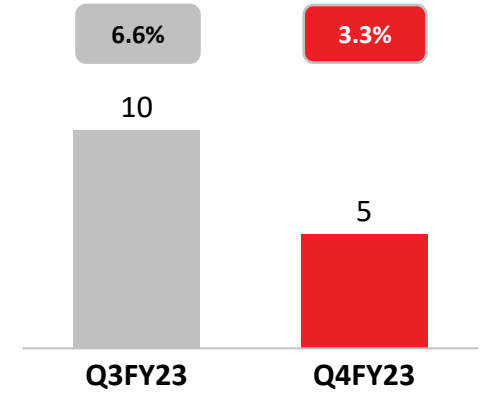
EBITDA



PBT*

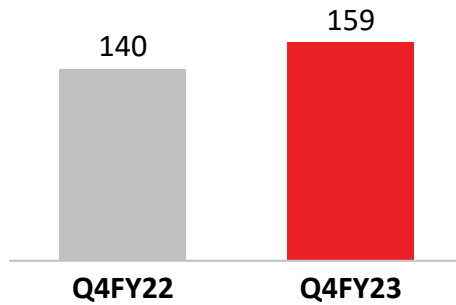


PAT*

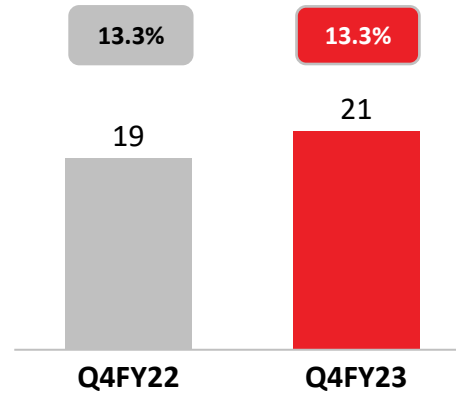


YoY Performance

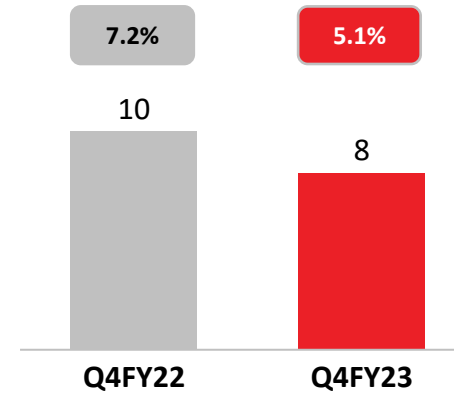
TOTAL INCOME



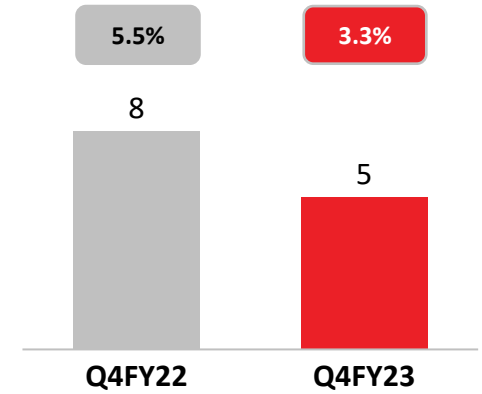
EBITDA



PBT*



PAT*



* Note – PBT and PAT of Q4FY23 includes an exceptional items of Rs 3.44 crores :

- Insurance claim of Rs 6.73 crores received pertaining to a fire incident in earlier year at one of the company's manufacturing facility
- Estimated interest liability of Rs 3.29 crores recognised by the company on foreclosure of one authorisation under Export Promotion Capital Goods scheme

Standalone Profit and Loss Statement

Rs. in Crs.

| Particulars (Rs Crs) | Q4FY23 | Q4FY22 | YoY | Q3FY23 | QoQ | FY23 | FY22 | YoY |
|--|--------------|--------------|-------------|--------------|-------------|--------------|--------------|------------|
| Total Income | 158.7 | 139.5 | 14% | 151.8 | 5% | 603.5 | 474.6 | 27% |
| Cost of Goods Sold | 73.7 | 61.5 | | 64.7 | | 254.4 | 189.9 | |
| Gross Profit | 85.0 | 77.9 | 9% | 87.1 | -2% | 349.2 | 284.8 | 23% |
| Gross Profit Margin | 53.5% | 55.9% | | 57.4% | | 57.9% | 60.0% | |
| Total expenses | 63.9 | 59.4 | | 63.3 | | 256.9 | 211.5 | |
| EBITDA | 21.1 | 18.5 | 14% | 23.8 | -11% | 92.3 | 73.3 | 26% |
| EBITDA Margin | 13.3% | 13.3% | | 15.7% | | 15.3% | 15.4% | |
| Depreciation and amortisation expenses | 7.6 | 7.0 | | 7.7 | | 30.9 | 27.0 | |
| Finance costs | 2.0 | 1.6 | | 2.2 | | 8.1 | 6.6 | |
| Profit before tax* | 8.1 | 10.0 | -18% | 13.9 | -41% | 56.7 | 39.7 | 43% |
| Profit before tax Margin | 5.1% | 7.2% | | 9.1% | | 9.4% | 8.4% | |
| Tax | 2.9 | 2.4 | | 3.8 | | 15.3 | 9.9 | |
| Profit after tax* | 5.3 | 7.6 | -31% | 10.1 | -48% | 41.4 | 29.7 | 39% |
| Profit after tax Margin | 3.3% | 5.5% | | 6.6% | | 6.9% | 6.3% | |
| EPS | 1.46 | 2.11 | | 2.80 | | 11.50 | 8.25 | |

* Note – PBT and PAT of Q4 & FY23 includes an exceptional items of Rs 3.44 crores :

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- Estimated interest liability of Rs 3.29 crores recognised by the company on foreclosure of one authorisation under Export Promotion Capital Goods scheme

Standalone Balance Sheet

Rs. in Crs.

| Particulars | FY23 | FY22 |
|---------------------------------|--------------|--------------|
| ASSETS | | |
| Non-current assets | | |
| Property, Plant and Equipment | 256.4 | 265.8 |
| Investments | 55.8 | 36.3 |
| Others | 22.1 | 13.9 |
| Total Non-current assets | 334.3 | 315.9 |
| Current Assets | | |
| Inventories | 124.4 | 102.4 |
| Trade Receivables | 65.2 | 57.0 |
| Cash and Bank Balance | 46.4 | 19.6 |
| Others | 6.7 | 30.6 |
| Total current assets | 274.5 | 246.7 |
| TOTAL ASSETS | 608.8 | 562.6 |

| Particulars | FY23 | FY22 |
|--------------------------------------|--------------|--------------|
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity Share Capital | 7.2 | 7.2 |
| Other Equity | 394.2 | 355.9 |
| Total Equity | 401.4 | 363.1 |
| Liabilities | | |
| Non current liabilities | | |
| Borrowings – (Long Term) | 36.6 | 42.9 |
| Others | 28.0 | 34.0 |
| Total Non current liabilities | 64.7 | 76.9 |
| Current liabilities | | |
| Borrowings – (Short Term) | 87.1 | 80.4 |
| Trade payables | 28.6 | 26.0 |
| Others | 26.9 | 16.2 |
| Total Current Liabilities | 142.7 | 122.6 |
| TOTAL EQUITY AND LIABILITIES | 608.8 | 562.6 |

Q4 & FY23 Consolidated Financials



Consolidated Financial Highlights

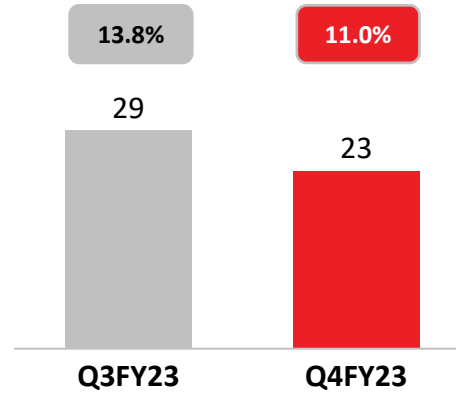
Rs. in Crs.

QoQ Performance

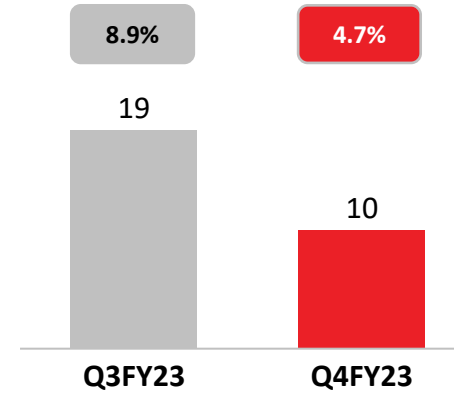
TOTAL INCOME



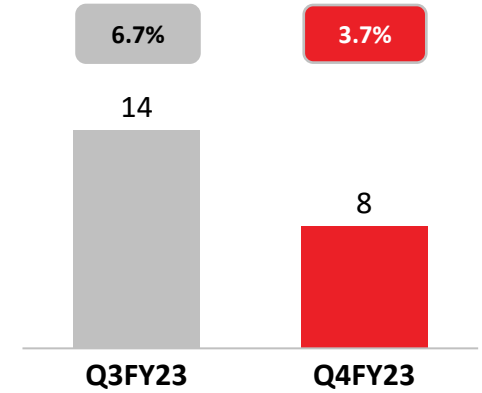
EBITDA



PBT*

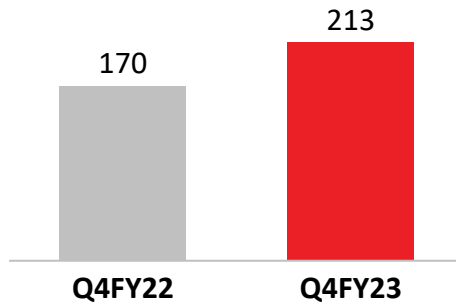


PAT*

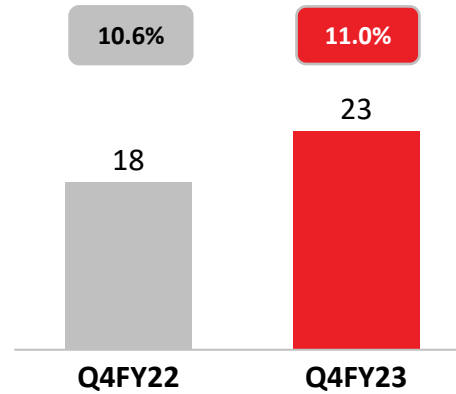


YoY Performance

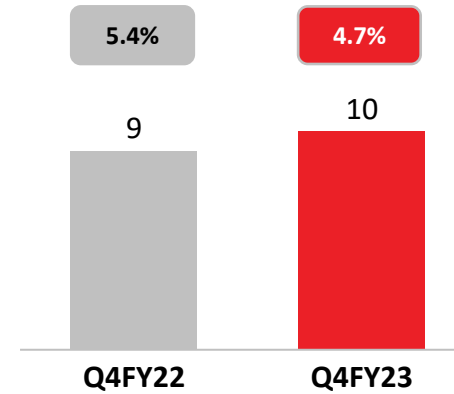
TOTAL INCOME



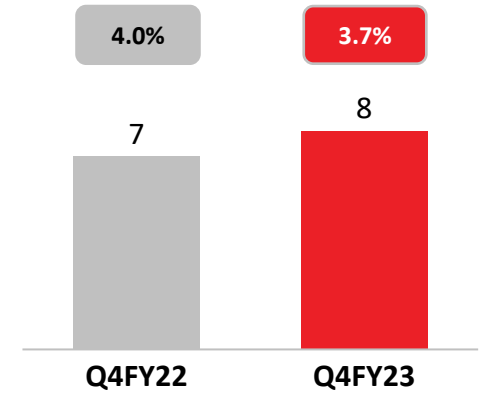
EBITDA



PBT*



PAT*



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- Estimated interest liability of Rs 3.29 crores recognised by the company on foreclosure of one authorisation under Export Promotion Capital Goods scheme

Consolidated Profit and Loss Statement

Rs. in Crs.

| Particulars (Rs Crs) | Q4FY23 | Q4FY22 | YoY | Q3FY23 | QoQ | FY23 | FY22 | YoY |
|--|--------------|--------------|------------|--------------|-------------|--------------|--------------|------------|
| Total Income | 212.7 | 170.1 | 25% | 208.5 | 2% | 774.9 | 512.6 | 51% |
| Cost of Goods Sold | 111.0 | 88.8 | | 110.5 | | 388.6 | 224.0 | |
| Gross Profit | 101.7 | 81.3 | 25% | 97.9 | 4% | 386.2 | 288.6 | 34% |
| Gross Profit Margin | 47.8% | 47.8% | | 47.0% | | 49.8% | 56.3% | |
| Total expenses | 78.3 | 63.4 | | 69.2 | | 285.8 | 219.0 | |
| EBITDA | 23.4 | 17.9 | 30% | 28.7 | -18% | 100.4 | 69.6 | 44% |
| EBITDA Margin | 11.0% | 10.6% | | 13.8% | | 13.0% | 13.6% | |
| Depreciation and amortisation expenses | 7.9 | 7.1 | | 7.9 | | 31.7 | 27.3 | |
| Finance costs | 2.2 | 1.7 | | 2.3 | | 8.8 | 6.9 | |
| Profit before tax* | 10.0 | 9.1 | 10% | 18.5 | -46% | 63.3 | 34.8 | 82% |
| Profit before tax Margin | 4.7% | 5.4% | | 8.9% | | 8.2% | 6.8% | |
| Tax | 2.2 | 2.2 | | 4.6 | | 15.4 | 9.2 | |
| Profit after tax* | 7.8 | 6.9 | 13% | 13.9 | -44% | 47.9 | 25.5 | 87% |
| Profit after tax Margin | 3.7% | 4.0% | | 6.7% | | 6.2% | 5.0% | |
| EPS | 2.16 | 1.91 | | 3.86 | | 13.29 | 7.09 | |

* Note – PBT and PAT of Q4 & FY23 includes an exceptional items of Rs 3.44 crores :

- Insurance claim of Rs 6.73 crores received pertaining to a fire incident in earlier year at one of the company's manufacturing facility
- Estimated interest liability of Rs 3.29 crores recognised by the company on foreclosure of one authorisation under Export Promotion Capital Goods scheme

Consolidated Balance Sheet

Rs. in Crs.

| Particulars | FY23 | FY22 |
|---------------------------------|--------------|--------------|
| ASSETS | | |
| Non-current assets | | |
| Property, Plant and Equipment | 273.9 | 280.0 |
| Investments | 15.3 | 14.6 |
| Others | 24.5 | 16.8 |
| Total Non-current assets | 313.7 | 311.5 |
| Current Assets | | |
| Inventories | 163.4 | 116.1 |
| Trade Receivables | 81.4 | 62.7 |
| Cash and Bank Balance | 54.9 | 24.2 |
| Others | 43.6 | 52.1 |
| Total current assets | 343.2 | 255.2 |
| TOTAL ASSETS | 656.9 | 566.6 |

| Particulars | FY23 | FY22 |
|--------------------------------------|--------------|--------------|
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity Share Capital | 7.2 | 7.2 |
| Other Equity | 393.2 | 348.6 |
| Total Equity | 400.4 | 355.8 |
| Liabilities | | |
| Non current liabilities | | |
| Borrowings – (Long Term) | 36.6 | 42.9 |
| Others | 33.6 | 36.2 |
| Total Non current liabilities | 70.2 | 79.1 |
| Current liabilities | | |
| Borrowings – (Short Term) | 95.9 | 82.8 |
| Trade payables | 58.4 | 31.8 |
| Others | 32.0 | 17.1 |
| Total Current Liabilities | 186.3 | 131.7 |
| TOTAL EQUITY AND LIABILITIES | 656.9 | 566.6 |

Historical Financials

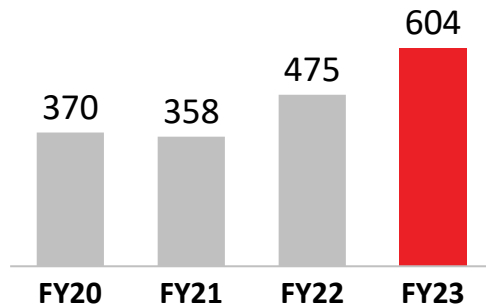


Financial Highlights

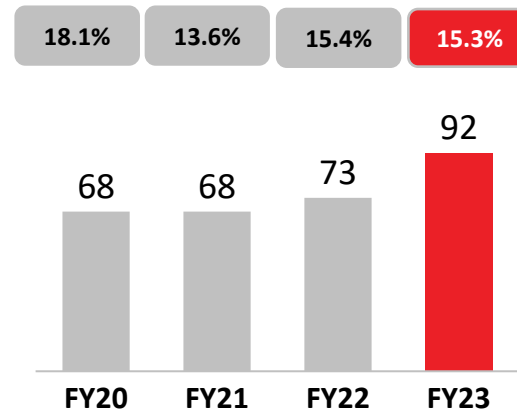
Rs. in Crs.

STANDALONE

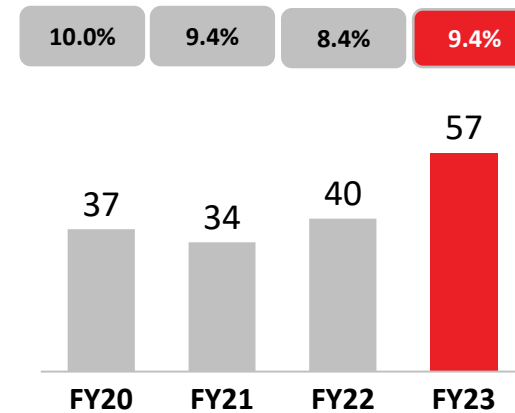
Total Income



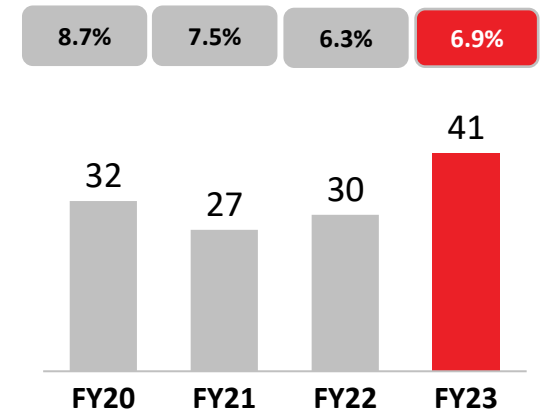
EBITDA



PBT*

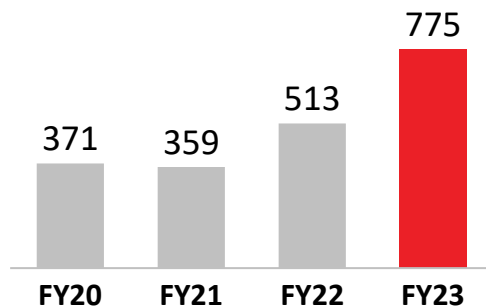


PAT*

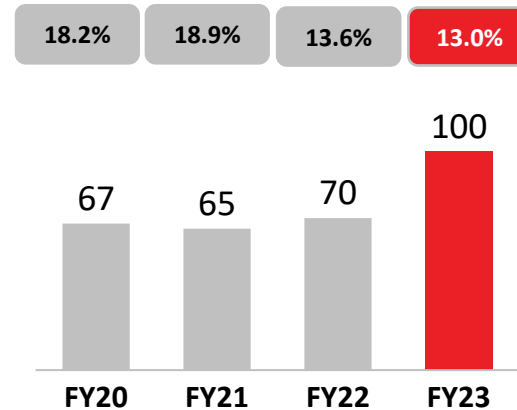


CONSOLIDATED

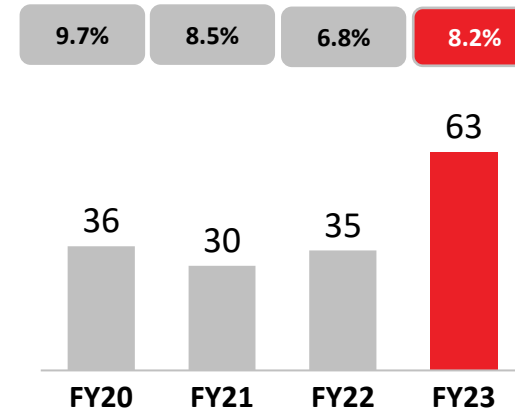
Total Income



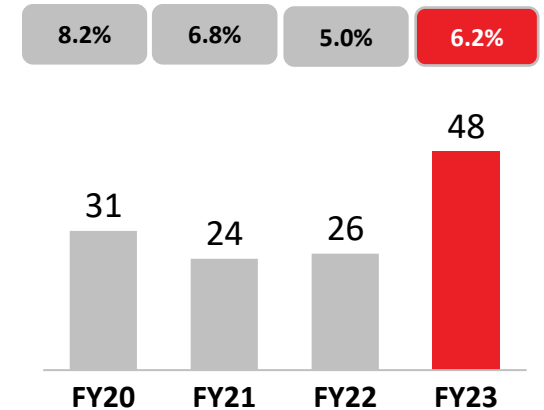
EBITDA



PBT*



PAT*



* Note – PBT and PAT for FY23 includes an exceptional items of Rs 3.44 crores :

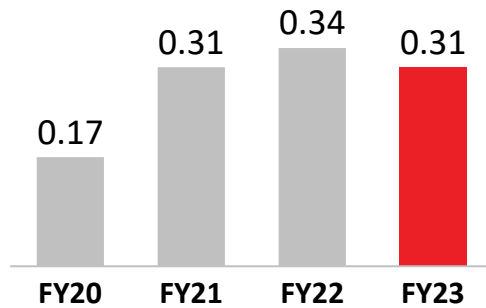
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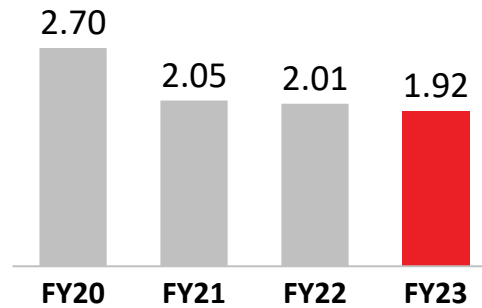
Key Ratios

STANDALONE

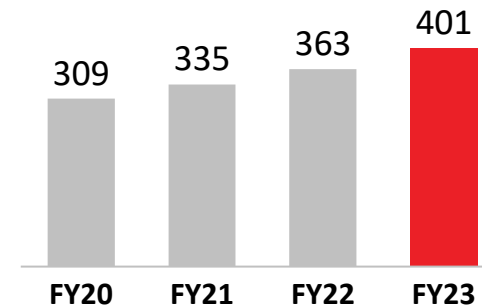
Debt / Equity (x)



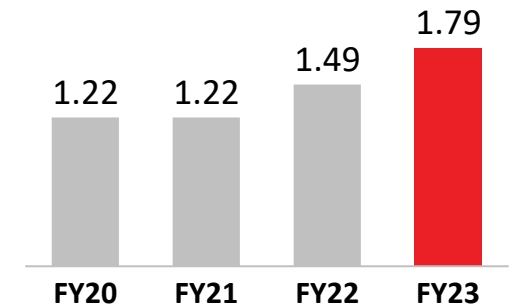
Current Ratio (x)



Networth (Rs. Cr.)

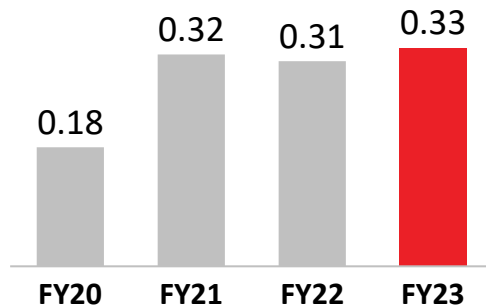


Fixed Asset Turnover (x)

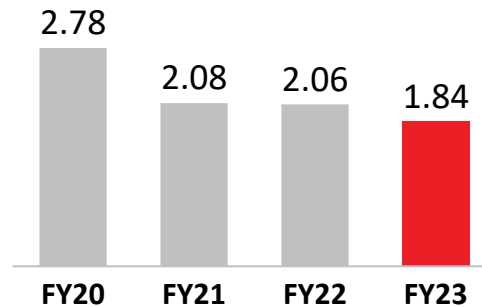


CONSOLIDATED

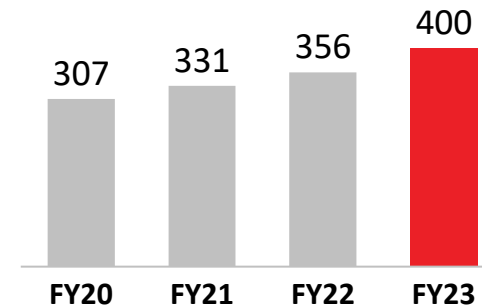
Debt / Equity (x)



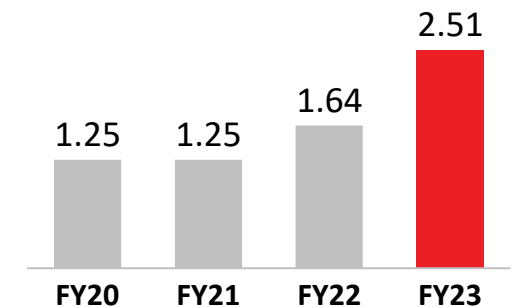
Current Ratio (x)



Networth (Rs. Cr.)



Fixed Asset Turnover (x)



Annexure



About Us

Sterling Tools Limited (STL)

01

Second largest automotive fastener manufacturer in India with a rich legacy of over **four** decades

02

Offers a comprehensive product portfolio consisting of **Standard, Chassis, Special and Engine Fasteners**

03

Strategically located
4 manufacturing facilities-
3 in Faridabad (Haryana) and
1 in Kolar (Bangalore)

04

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

Sterling Gtake E-mobility Limited (SGEM)

01

Technical Collaboration with **Jiangsu Gtake Electric Company Ltd.**

02

Gtake is a technology leader in **Motor Control Units** for electric and hybrid vehicles and has a dominant market share in the electric CV space in China

03

Strategically located
1 manufacturing plant in Faridabad (Haryana) and
2 R&D centre (Faridabad & Bangalore)

04

Installed capacity of 3,00,000 MCUs per annum being expanded to 5,00,000 MCUs per annum

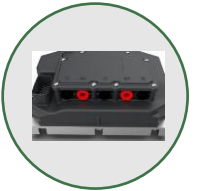
Business Verticals



FASTENERS

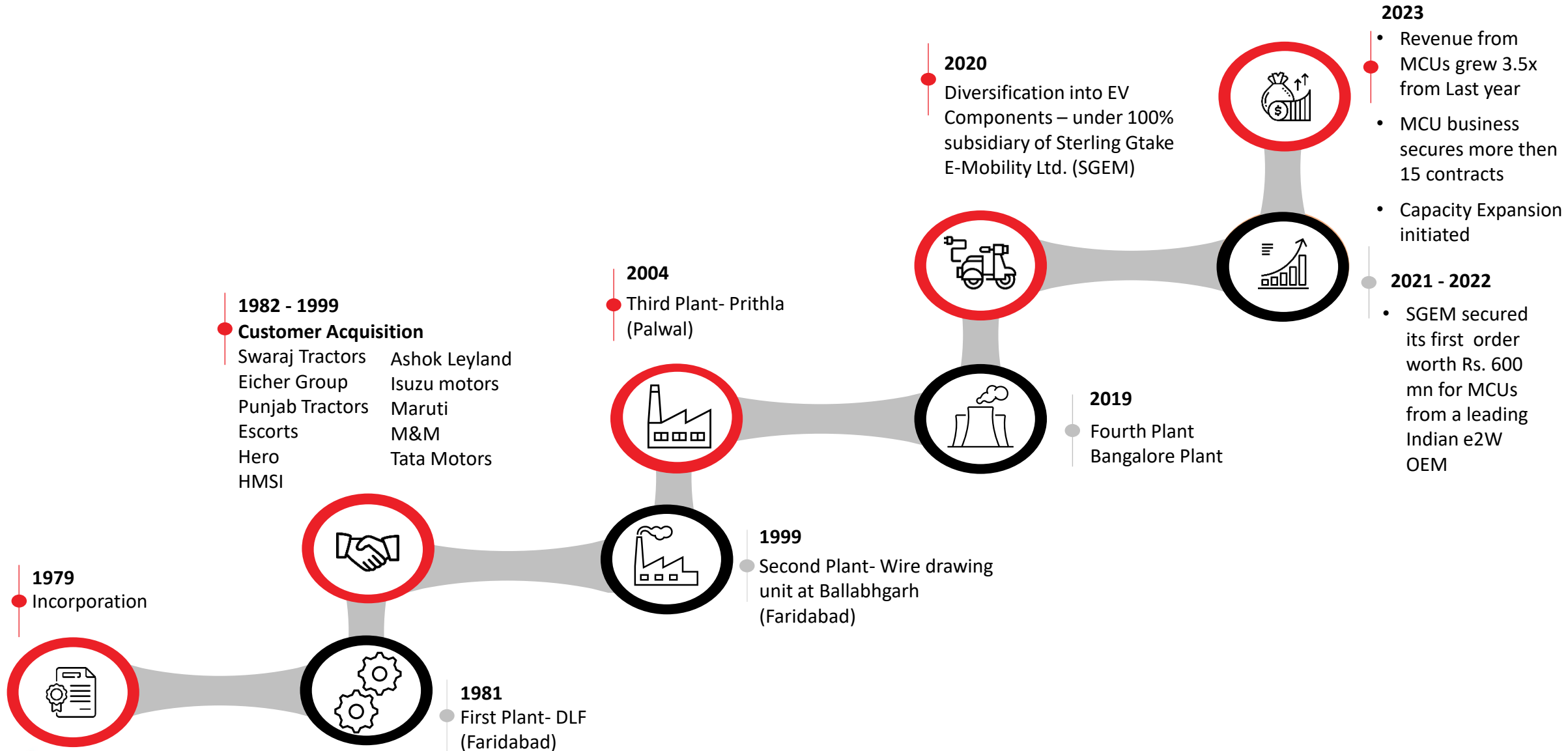
- STL is a premier producer of cold forged hi-tensile fasteners and supplies to all major auto OEMs
- State of the Art manufacturing facilities to provide reliable and high-quality products
- Diversified into multiple categories across Fasteners
- Long standing relationship with customers over the last four decades

EV Component

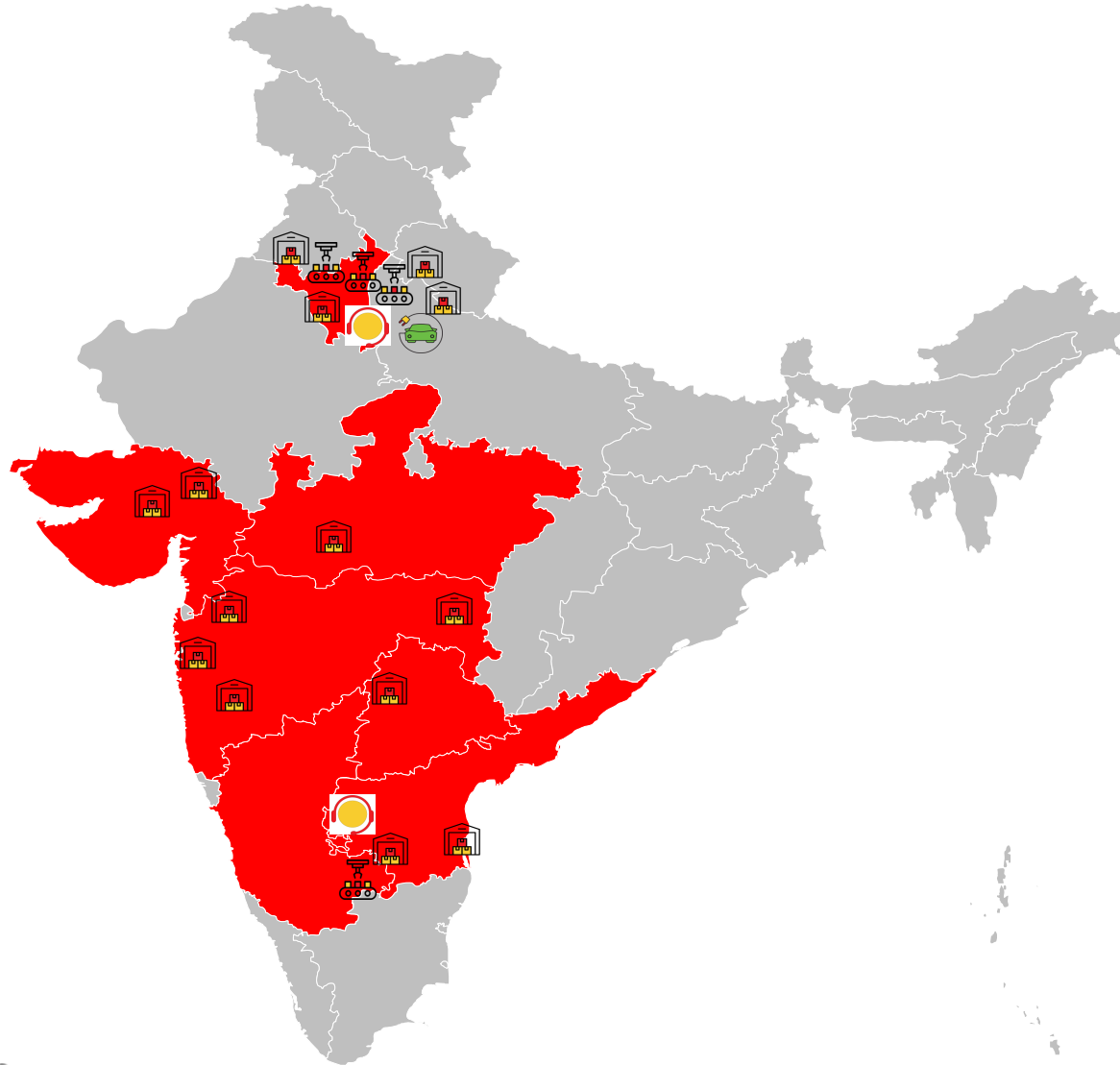


- Sterling Gtake E-mobility Limited (SGEM) is the largest MCU manufacturer for Hi-speed scooters in India
- EV is STL's growth engine in exploring other ventures in the EV powertrain domain
- Strong Tech team of 30 engineers focusing on product development and application support
- SGEM turned PBT positive in its first year of operations

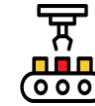
History & Milestones



Pan India Presence

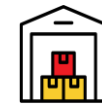


Fasteners



4 Manufacturing Plants:

- Faridabad
- Ballabhgarh
- Palwal
- Bangalore



18 Warehouses at
14 Locations

EV Component



1 MCU Manufacturing Plant
- Faridabad



2 SGEM Tech Centre
- Faridabad
- Bangalore

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 Red

Product Range - Fasteners



Bolts & Screws

Nuts



**Standard / Chassis
Fasteners**

Engine Fasteners



Special Fasteners

Standards



**Indian
Standards**



**German
Standards**



**Japanese
Standards**



**American
Standards**



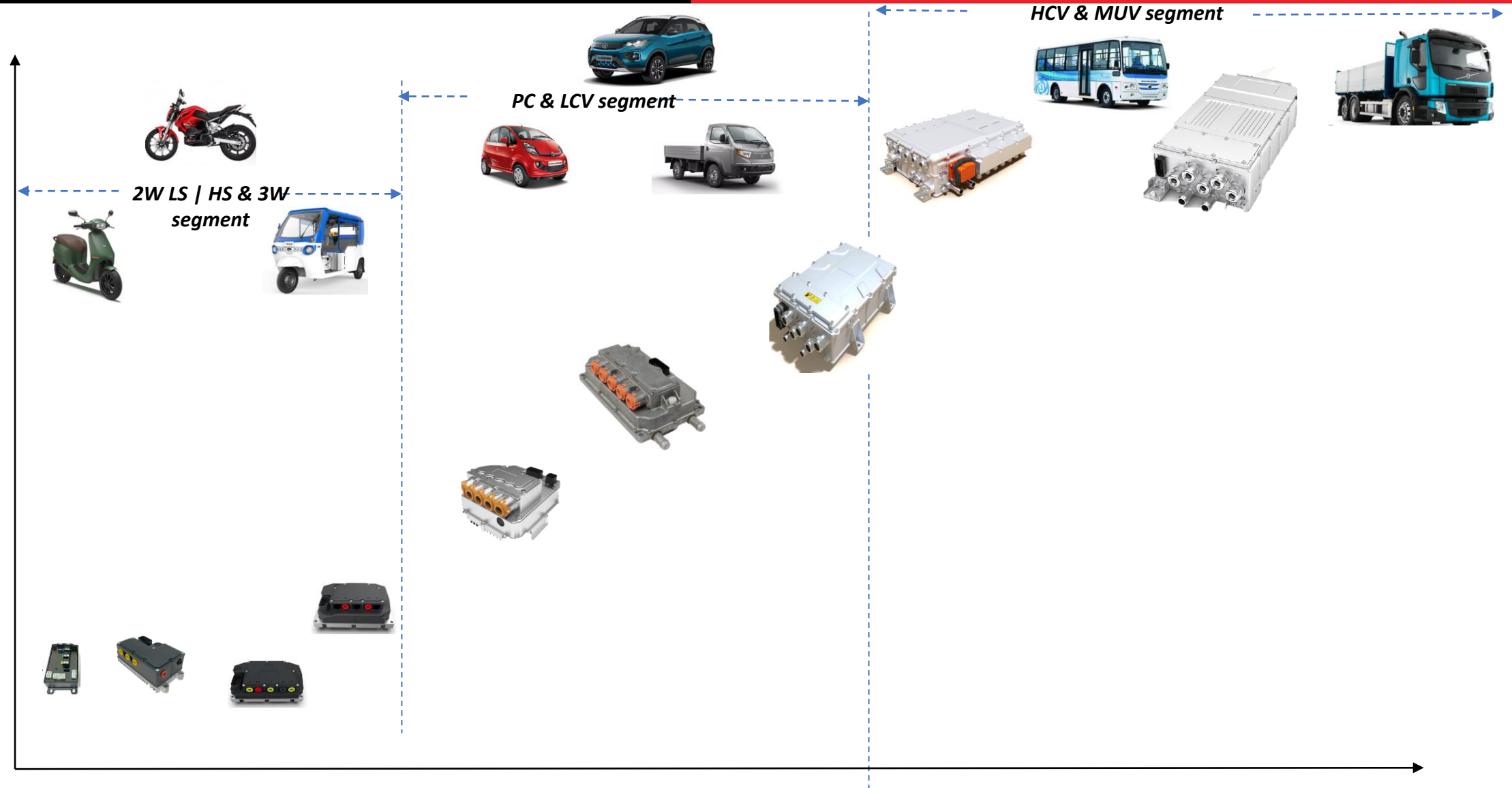
**British
Standards**

Key Clientele - Fasteners

| | | | |
|---------------------|--|--------------|---|
| Passenger Vehicles |    | Two Wheelers |    |
| Commercial Vehicles |         | | |
| Exports |       | Construction |  |
| Farm Equipment |     | TIER-1 |    |

Aftermarket: Strong Pan-India presence with 100+ Distributors

MCU Portfolio



Board of Directors

Mr. Anil Aggarwal

Chairman-cum Managing Director

38+ years of experience

Expertise in Manufacturing, Project management, Administration, Product and Project development and Quality control for auto components

Mr. Chhotu Ram Sharma

Director

40+ years of experience,

Expertise in Banking & Finance
Ex- MD & CEO of Bank of Punjab Ltd.

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. Atul Aggarwal

Whole Time Director

34+ years of experience,

Expertise in Marketing, Banking, Finance, Corporate Affairs, Information Technologies and Export Resources Management.

Ms. Malini Sud

Director

35+ years of experience,

Expertise in Corporate Laws
Founder- Capex Legal

Mr. Jaideep Wadhwa

Director

30+ years of experience,

Expertise in International Business Management, Auto & Industrial Component Industry Knowledge
Ex- MD in the Ingersoll Rand

Dr. Triloki Nath Kapoor

Director

50+ years of experience,

Expertise in Administration, Management, Regulatory Compliances and Governance related issues.
Ex- Vice Chancellor and Dean of Punjab University

Mr. Shailendra Swarup

Director

50+ years of experience,

Expertise in Corporate Law including International Law
CEO- Swarup & company





Mr. Akhill Aggarwal

Director

10+ years of experience,

Expertise in Automobile business and other allied services related to the sector

Previous Annual Results

| Financial Year | PDF Link |
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| FY21 |  PDF |
| FY20 |  PDF |
| FY19 |  PDF |



For further information, please contact

STL Group :



Sterling Tools Limited



CIN: L29222DL1979PLC009668

Mr. Pankaj Gupta (Group Chief Financial Officer)

Mr. Abhishek Chawla (Company Secretary)

pankaj.gupta@stlfasteners.com / abhishekc@stlfasteners.com

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Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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