

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: 18th May, 2022
Ref.: STL/SD/02/2022-2023

Sub: Investor Presentation for Q4 and Financial Year ended 31st March, 2022

Dear Sir/ Madam,

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 Q4 and Financial Year ended 31st March, 2022 of the Company . This presentation will be discussed in our call with investor/ analyst scheduled for tomorrow (Thursday, 19th May, 2022) at 11:00 am.

This is for your information and records.

Sincerely
For **Sterling Tools Limited**

A handwritten signature in blue ink that reads 'Vaishali' with a flourish underneath.

Vaishali Singh
Company Secretary

Encl.: As above.



STERLING TOOLS LTD

TABLE OF CONTENTS

1	About Sterling Tools Ltd	03
2	History & Milestones	04
3	Board of Directors	05
4	Mission & Vision	06
5	Fasteners Business	07-12
6	Electric Vehicle Auto Components Business	13-18
7	Financial Summary	19-22
8	CSR	23

About Sterling Tools Ltd (STL)



1 STL is the **2nd** largest automotive fastener manufacturer in India since last 4 decades

1 Well **diversified** presence across all automotive segments and customers

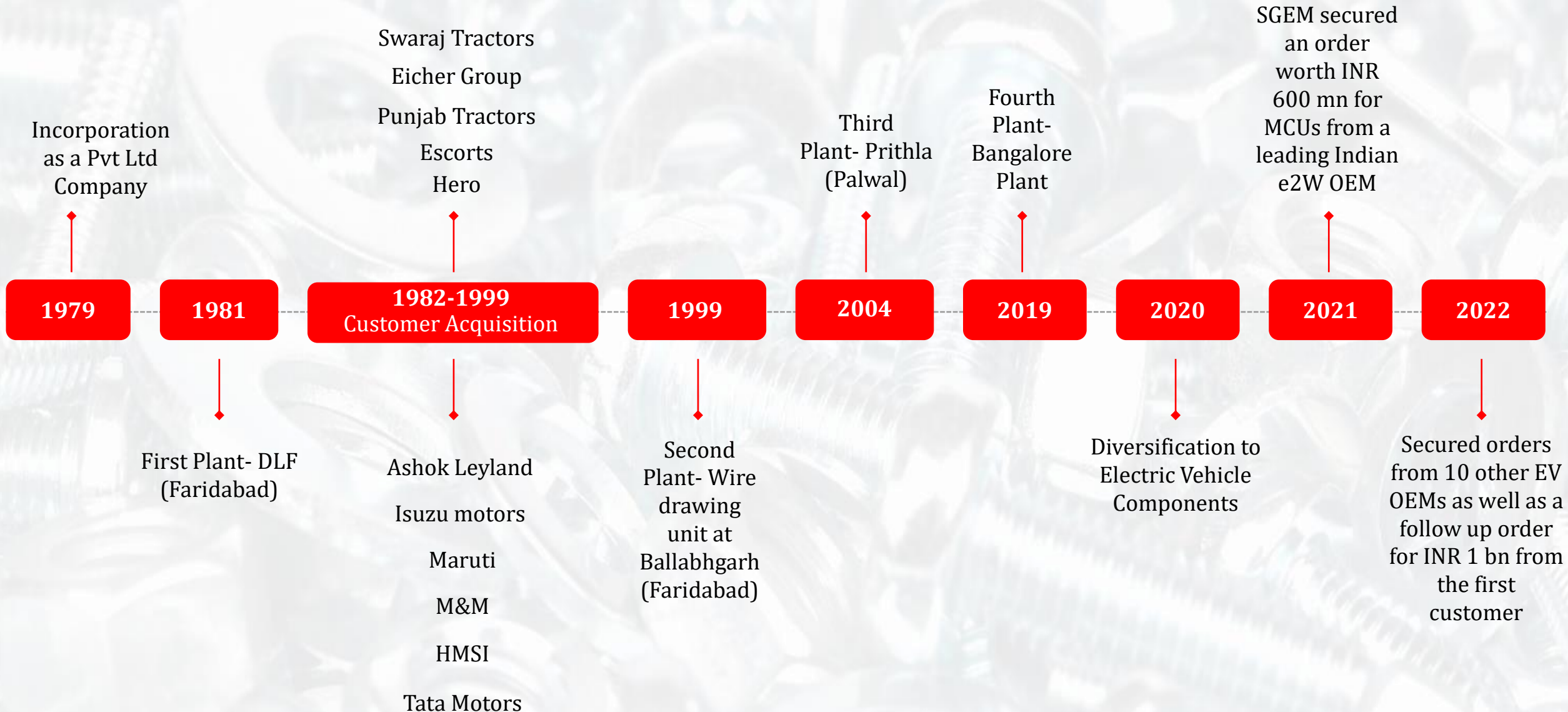
2 Strategically located **4 Manufacturing facilities**- 3 in North India (Faridabad) and 1 in South India (Bangalore)

3 Rated by ICRA **A1+/AA-** (Highest short term rating)

4 **In-house R&D** Centre- Capability of designing special fastener from Black Box stage

5 Entered the **EV space** through a partnership with Jiangsu Gtake to manufacture Motor Control Units (MCUs) – Now one of the largest MCU companies in India

History & Milestones



Mr. Manohar Lal Aggarwal

Chairman Emeritus

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. Atul Aggarwal

Whole Time Director

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

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. Chhotu Ram Sharma

Director

40+ years of experience,
Expertise in Banking & Finance
Ex- MD & CEO of Bank of
Punjab Ltd.

Ms. Malini Sud

Director

35+ years of experience,
Expertise in Corporate Laws
Founder- Capex Legal.

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.

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 Management, Auto &
Industrial Component Industry
Knowledge.
Ex- MD in the Ingersoll Rand.

Vision

We provide reliable and superior quality auto components to our customers by harnessing best-in-class manufacturing practices, clean and green technology, entrepreneurial spirit, and passion of our people



- Be the most trusted brand for our customers
- Maximize value for our shareholders
- Be respected in our community
- Bring pride to our people

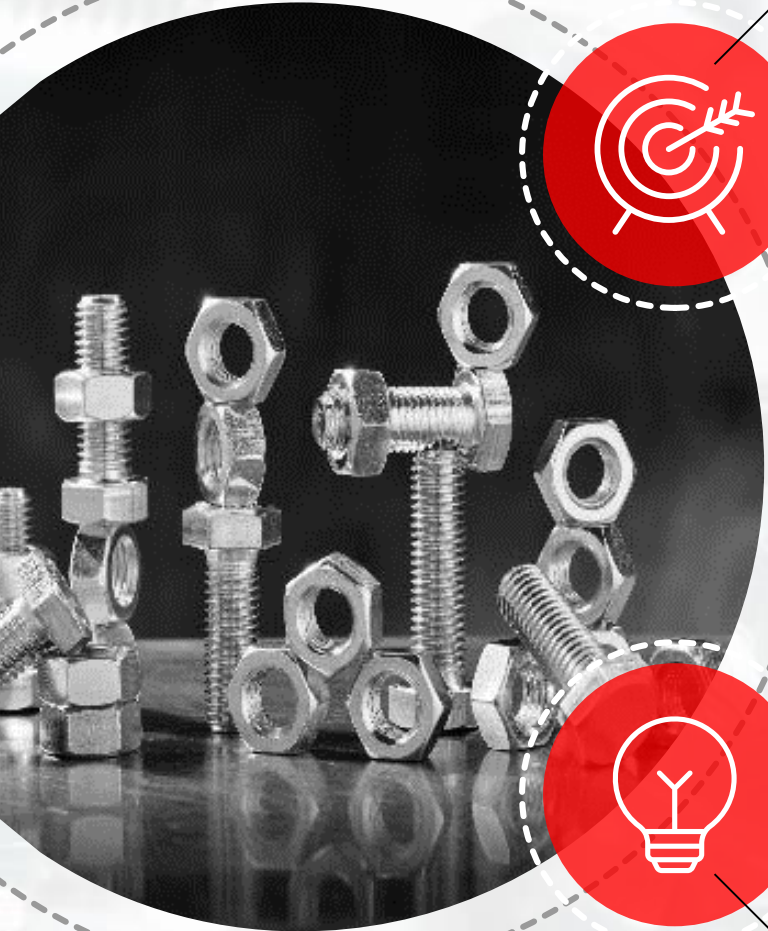


Mission

**360 Degree
Vision**

**Achieving
Excellence**

**Engineering
To Perfection**





Fasteners Business



Product Range- Fasteners



Bolts and Screws

Size : M5 to M24 and equivalent inch series
Lengths: 8 mm to 250 mm

Nuts

M6 to M 22 and equivalent inch series

Engine / Special Fasteners



Standard / Chassis Fasteners



Chassis Fasteners



Engine Fasteners



Special Fasteners



Standards



Indian Standards



German Standards



Japanese Standards

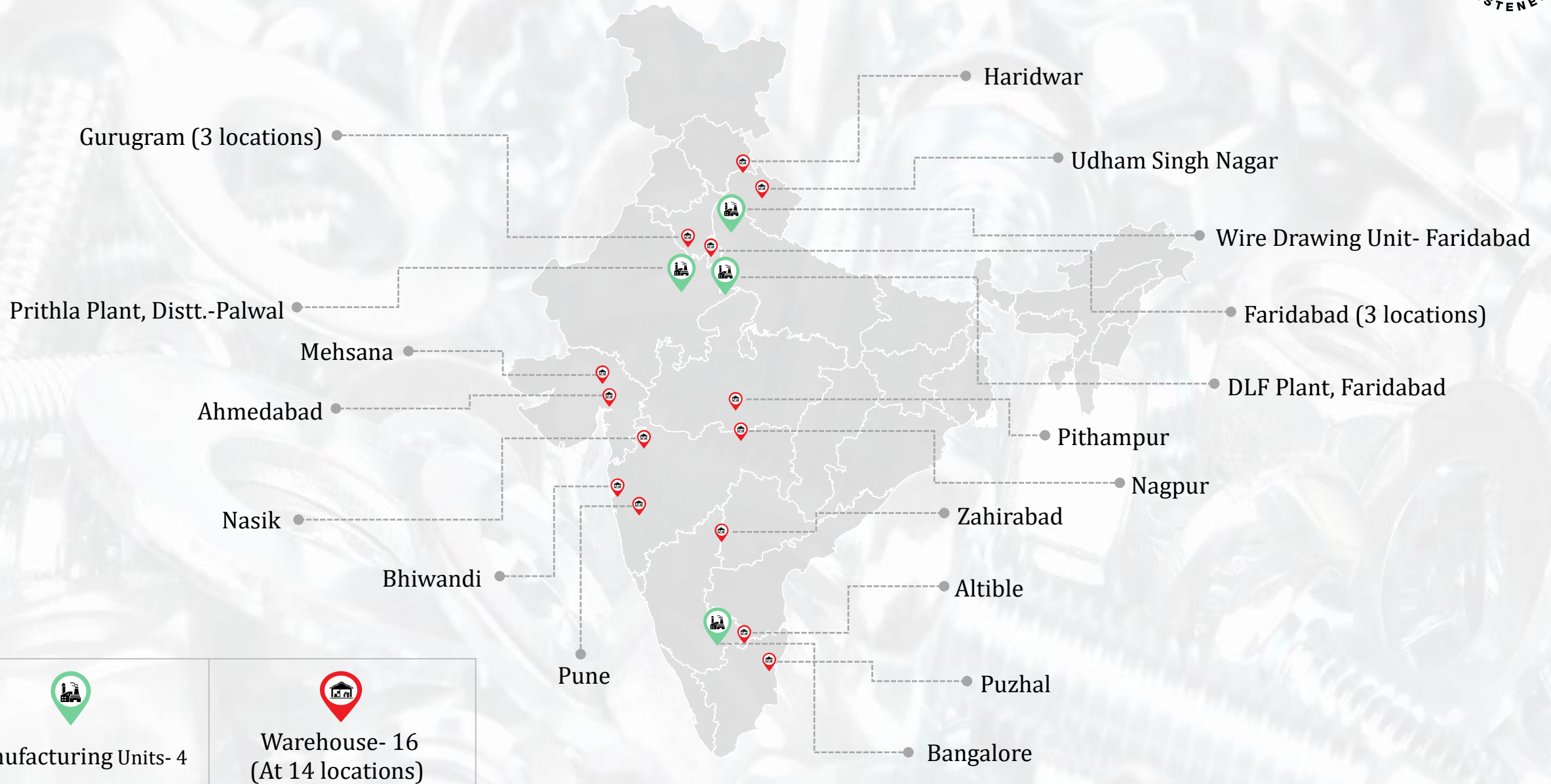


American Standards



British Standards

Pan India Presence- Fasteners



Manufacturing Facilities



DLF Plant, Faridabad



Wire Drawing Plant, Faridabad



Prithla Plant, Palwal



Bangalore Plant



Key Clientele- Fasteners



Passenger Vehicles



Two Wheelers



Farm Equipment



Commercial Vehicles



Exports



Railways/Construction



ARCONIC
Innovation, engineered.



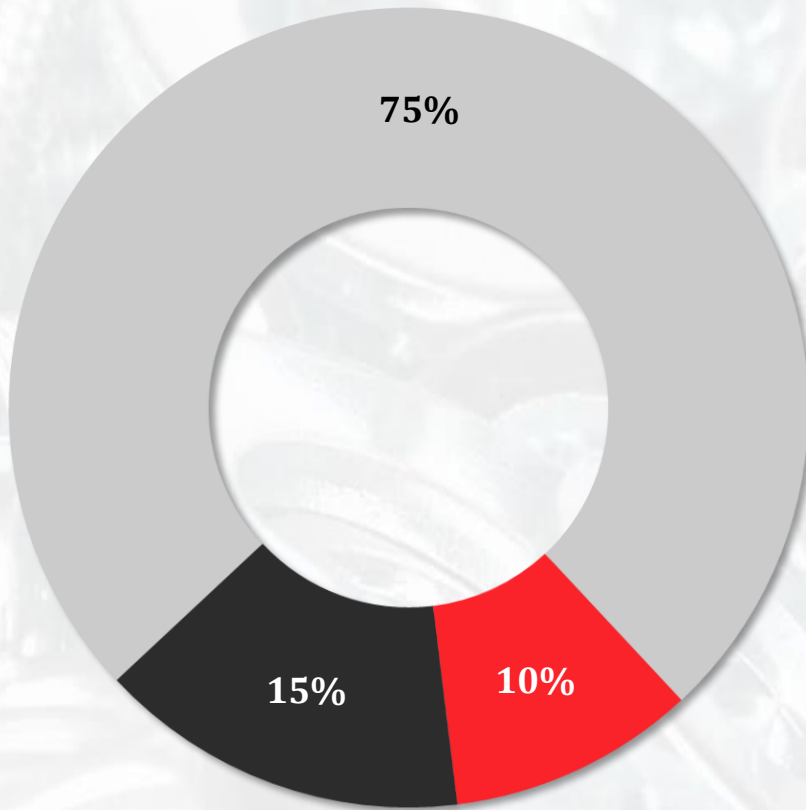
Aftermarket

Strong Pan-India presence with 100 Distributors

Well Diversified Revenue Mix

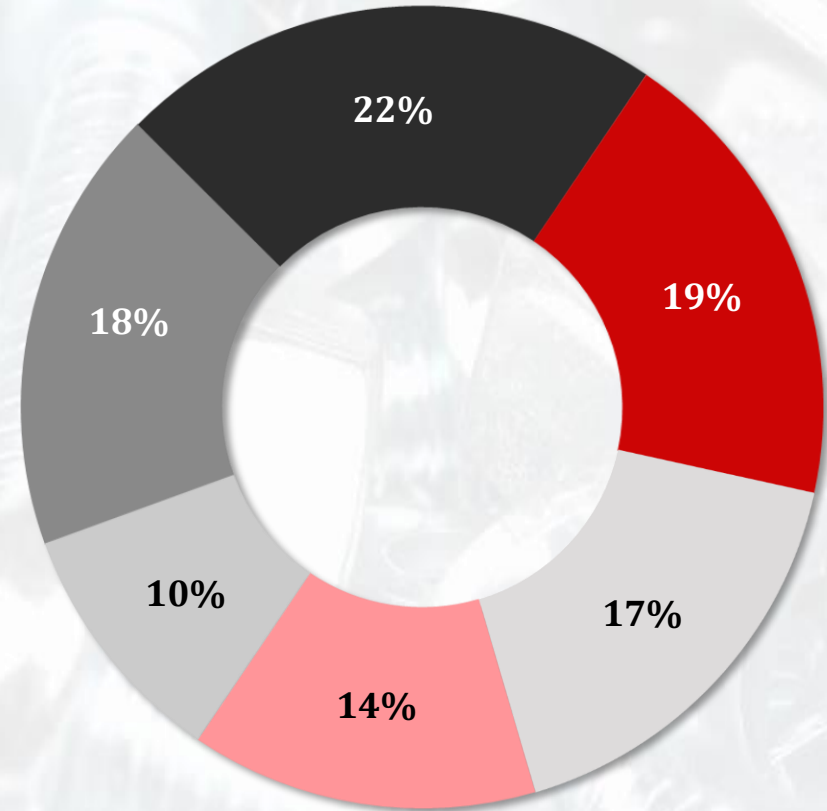


Channel-wise Mix



■ OEM ■ Exports ■ Replacement

Segment-wise Mix



■ 2W ■ PV ■ CV ■ Farm equipment & Off-road ■ Retail ■ Exports



STERLING GTAKE
E-MOBILITY

Electric Vehicle Auto Components Business



GETTING
FUTURE READY



1

Partnership between Sterling Tools and Jiangsu Gtake of Shenzhen (China).

2

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.

3

The agreement calls for the companies to manufacture motor control units domestically to cater to the Indian automotive market as well as to develop local design (hardware & software customization) engineering, application support and after-sales service capabilities.

4

Installed capacity of 300,000 MCUs facility expansion being planned to further enhance capacity.

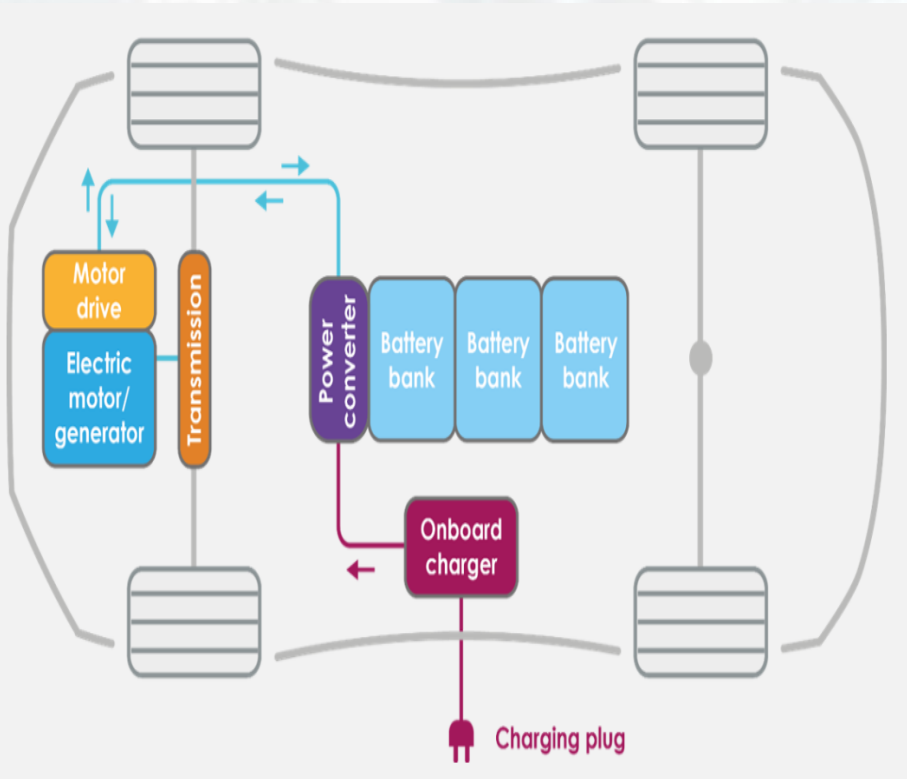
5

First mover advantage in application support, market development as well as product localization.

Investor
Presentation

4

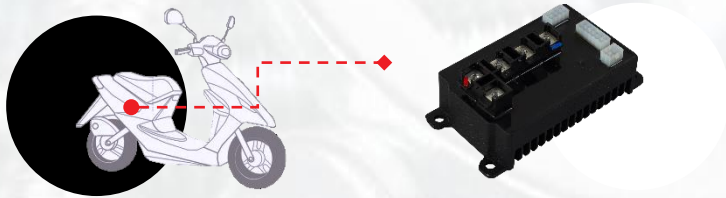
About Motor Control Unit (MCU)



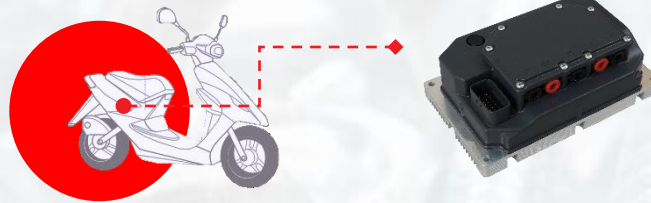
- 1 A Motor Control Unit (MCU) is an electronic module that interfaces with the Motor as well as the Battery Pack to control the electric vehicle's speed, acceleration and range based on the throttle input.
- 2 MCUs are one of the most important components of an EV and require a combination of power electronics, motor control algorithm and firmware expertise.
- 3 In the absence of a VCU, the MCU also controls some basic vehicle level functionality.
- 4 EV powertrain usually describes a sub-system consisting of the motor, controller and gearbox/differential. Some EV powertrain suppliers may also include the battery pack, the AC/DC and DC/DC convertors, the wiring harnesses and possibly the instrument cluster so as to provide a comprehensive solution for the entire electrical sub-system.
- 5 MCUs make upto 10% of electric 2W cost.

SGEM Product Portfolio

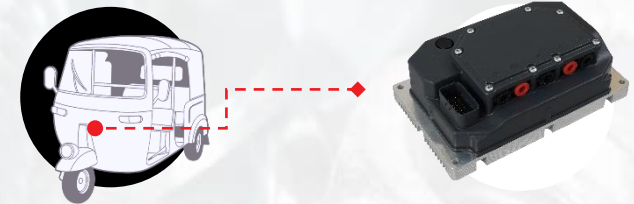
Product: D00
Application: Low Speed Scooter



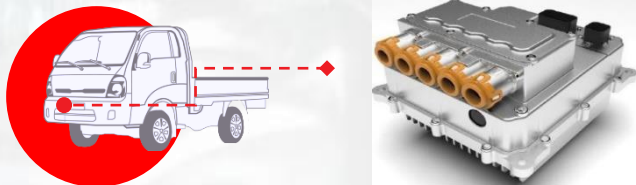
Product: D06
Application: High Speed Scooter



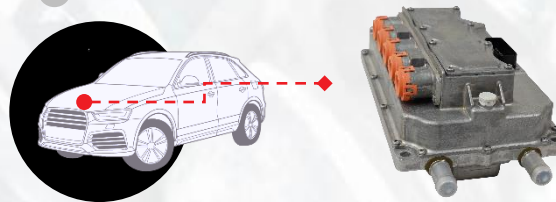
Product: D03
Application: Performance Scooters & 3W



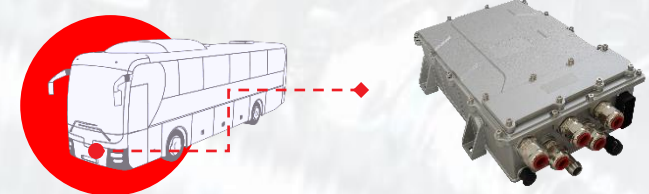
Product: D04
Application: Light Commercial Vehicles



Product: G05
Application: Passenger Vehicles



Product: G02
Application: Heavy Commercial Vehicles



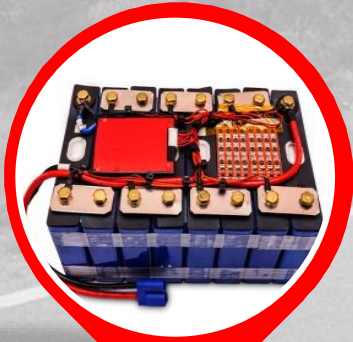
Product portfolio covers the entire spectrum of applications from 1 KW to 200 KW and 48V to 700V

Investor Presentation

SGEM – Performance & Future Plans

- 1 SGEM has production orders from 10 EV OEMs. FY23 total order book is at > INR 1,750mn.
- 2 SGEM is in advanced stages of discussions with 30 more automobile (EV) OEMs for their MCU requirements for different vehicle segments, including two-wheelers, three-wheelers, passenger vehicles and commercial vehicles.
- 3 EV share projected to grow from ~10% of sterling group revenue in FY22 to ~33% in FY23.
- 4 3 product families are at advanced stages of localization and already compliant or in the process of being compliant with FAMEII requirements.
- 5 3 additional product families likely to be localized in FY23 basis finalization of customer programs.
- 6 In-house SMT lines for board population planned.
- 7 Local product development initiated.

Sterling Group EV Vision



Motor Controller



Motor



AC/DC chargers / OBC



Battery / BMS



Financial Summary

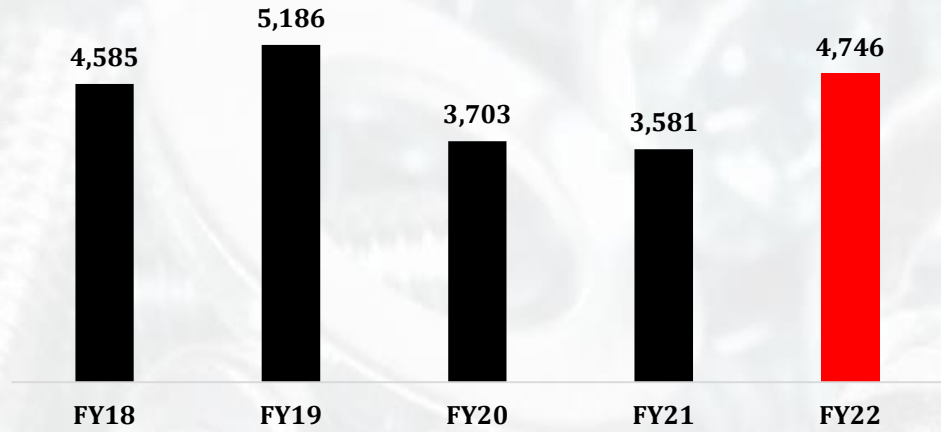


Standalone Yearly Financials

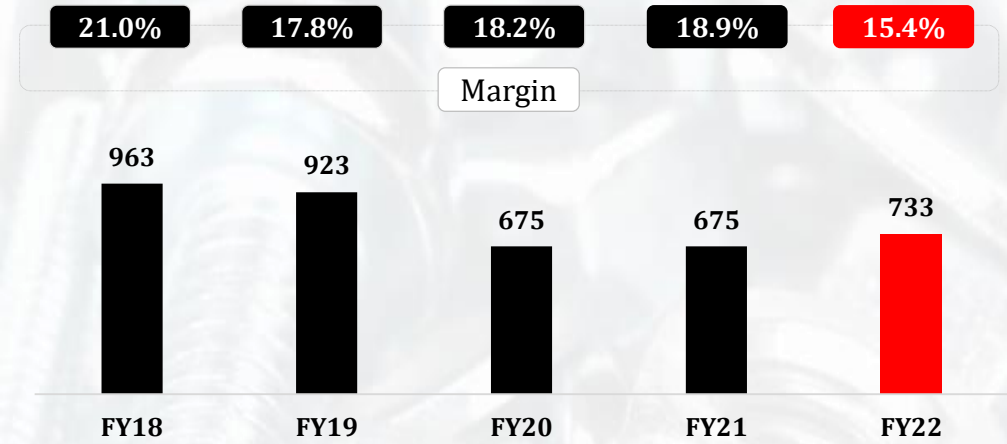


Rs. In Mn

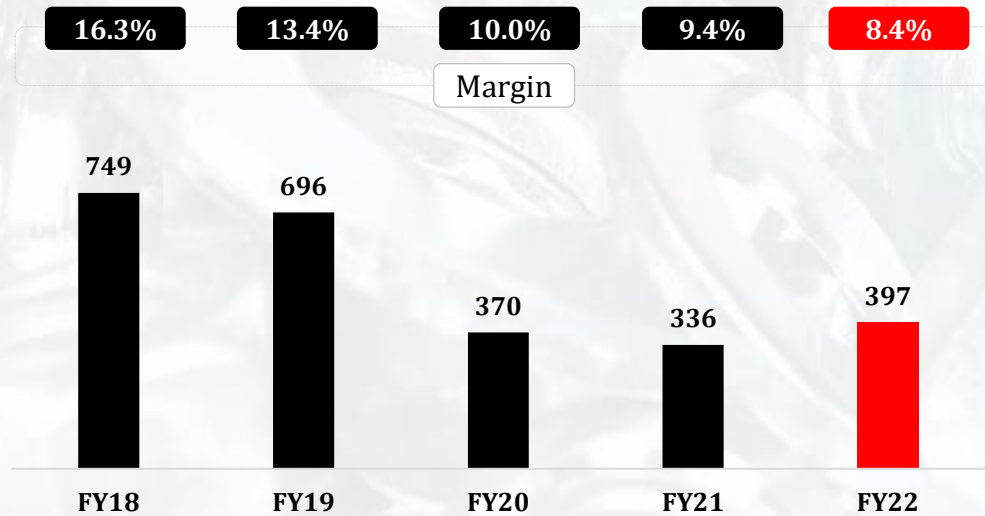
REVENUE



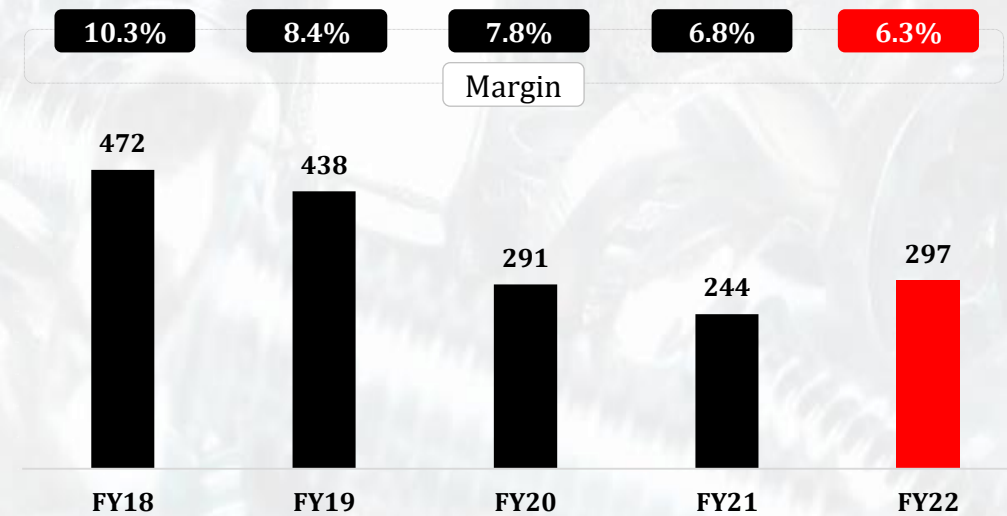
EBITDA % & EBITDA MARGIN %



PBT & PBT MARGIN%



PAT & PAT MARGIN

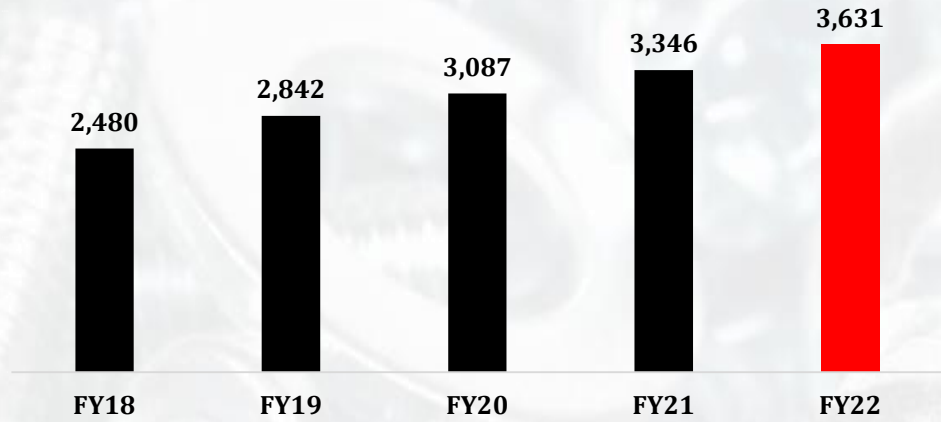


Standalone Yearly Financials



Rs. In Mn

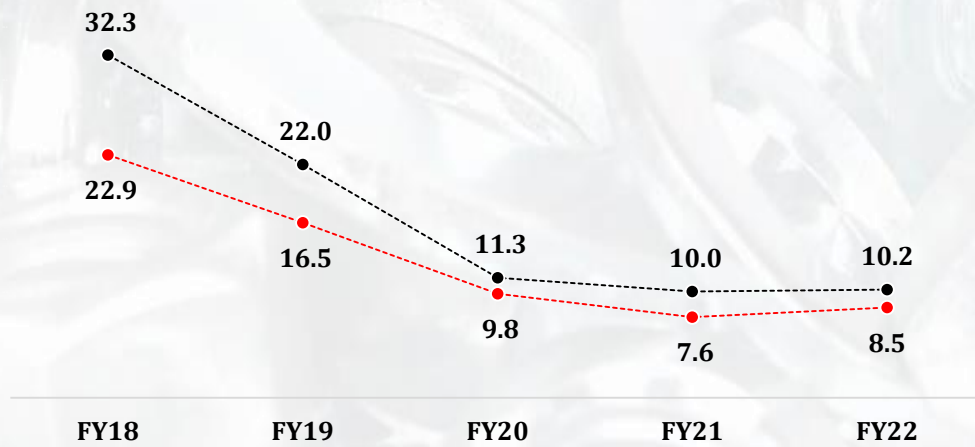
NETWORTH



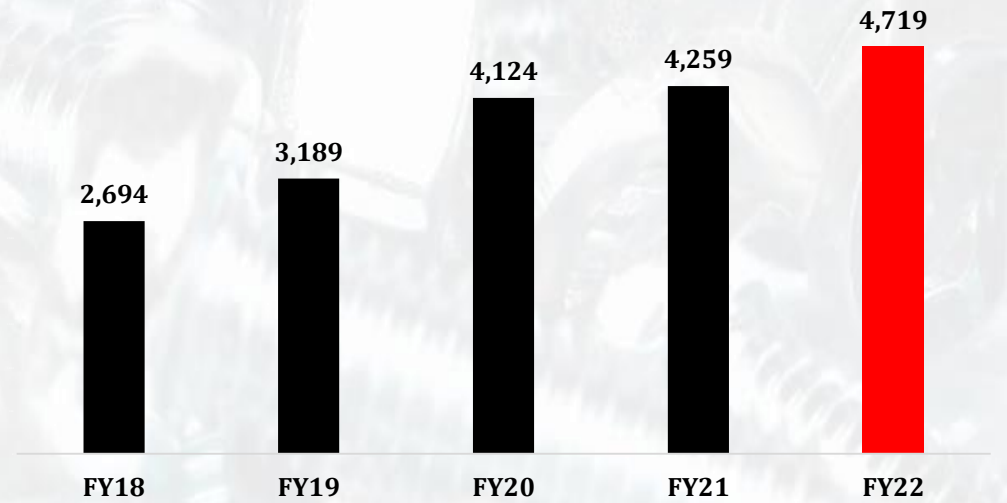
Net Debt/Equity (x)



ROE % & ROCE %



GROSS BLOCK

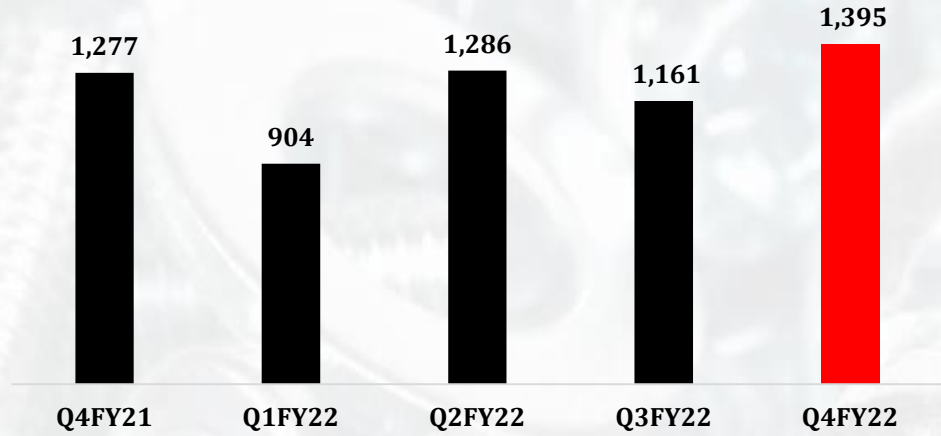


Standalone Quarterly Financials

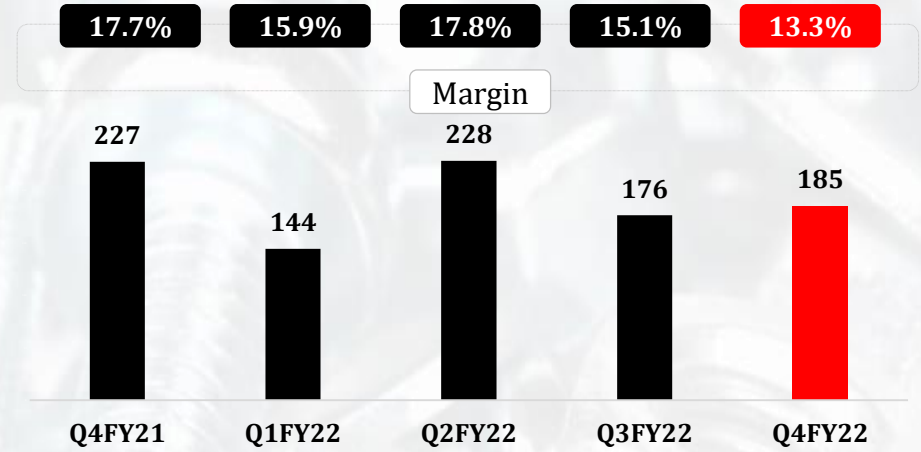


Rs. In Mn

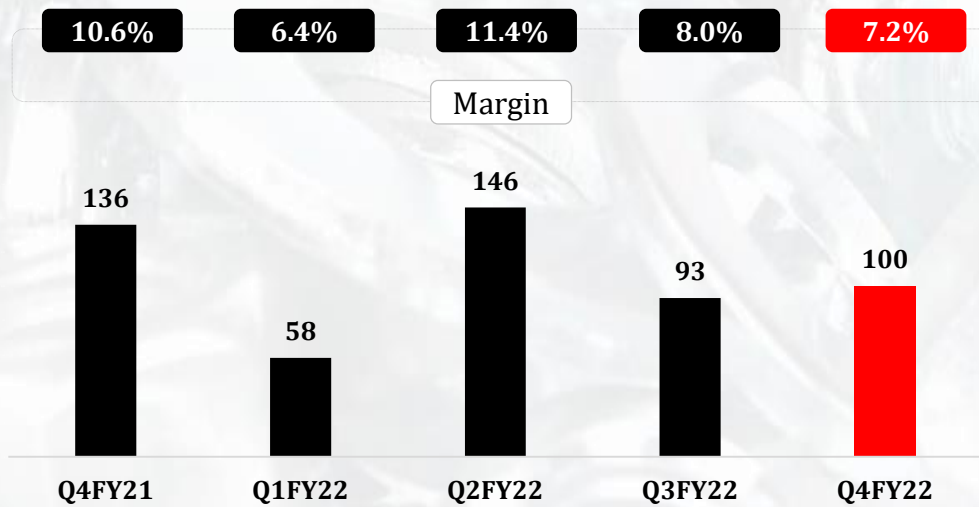
REVENUE



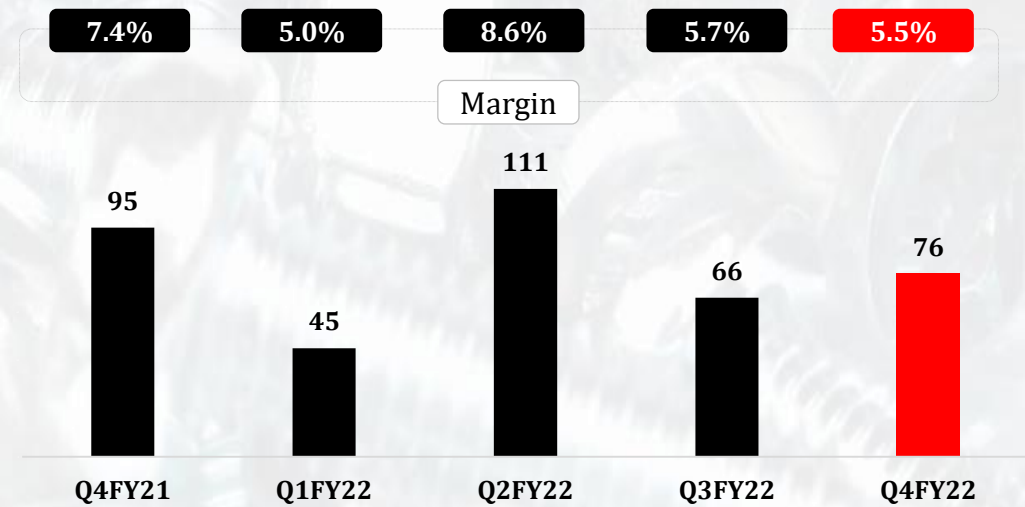
EBITDA & EBITDA Margin (%)



PBT & PBT MARGIN%



PAT & PAT MARGIN



CSR- Giving Back To The Society



Health
INR 23.75 mn

- Transformed the lives of 15 deaf children through Cochlear Surgery conducted by Chiranjiv Medical Foundation.
- Supported 588 Children under Childhood Cancer care through Cankids-in partnership with Safdarjung Hospital.



Empowerment
INR 4.75 mn

- Provided benefit to 1365 families and 2034 citizens in Hisar (Haryana) through knowledge programmes on Government Policies with the help of Bhajan Global Impact Foundation.



Education
INR 7.15 mn

- Sponsored scholarships at Delhi University' leading colleges for young women from under-privileged Section.
- Transformed one Government School in New Delhi by providing new furniture, developing smart class rooms and internet facility.



Safe Harbor Statement



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