

**STERLING TOOLS LIMITED**

CIN : L29222DL1979PLC009668



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<b><u>Through NEAPS</u></b>  <b>National Stock Exchange of India Limited</b> "Exchange Plaza", Bandra-Kurla Complex, Bandra (E) Mumbai-400051  <b>Trading Symbol: STERTOOLS</b>	<b><u>By Listing Centre</u></b>  The Secretary <b>BSE Limited</b> 25 <sup>th</sup> Floor, P. J. Towers Dalal Street, Mumbai – 400001  <b>Scrip Code: 530759</b>
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**Date: 7<sup>th</sup> August 2025****Sub: Investor presentation for the first quarter ended 30<sup>th</sup> June, 2025**

Dear Sir/ Madam,

This is in continuation of our letter dated 1<sup>st</sup> August, 2025 with respect to the intimation of schedule of Analyst / Institutional Investor Meeting- Earning Conference Call to be held on Friday 8<sup>th</sup> August, 2025 at 3:00 P.M.

In this regard, pursuant to Regulation 30 read with Part A of schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the first quarter ended 30<sup>th</sup> June, 2025.

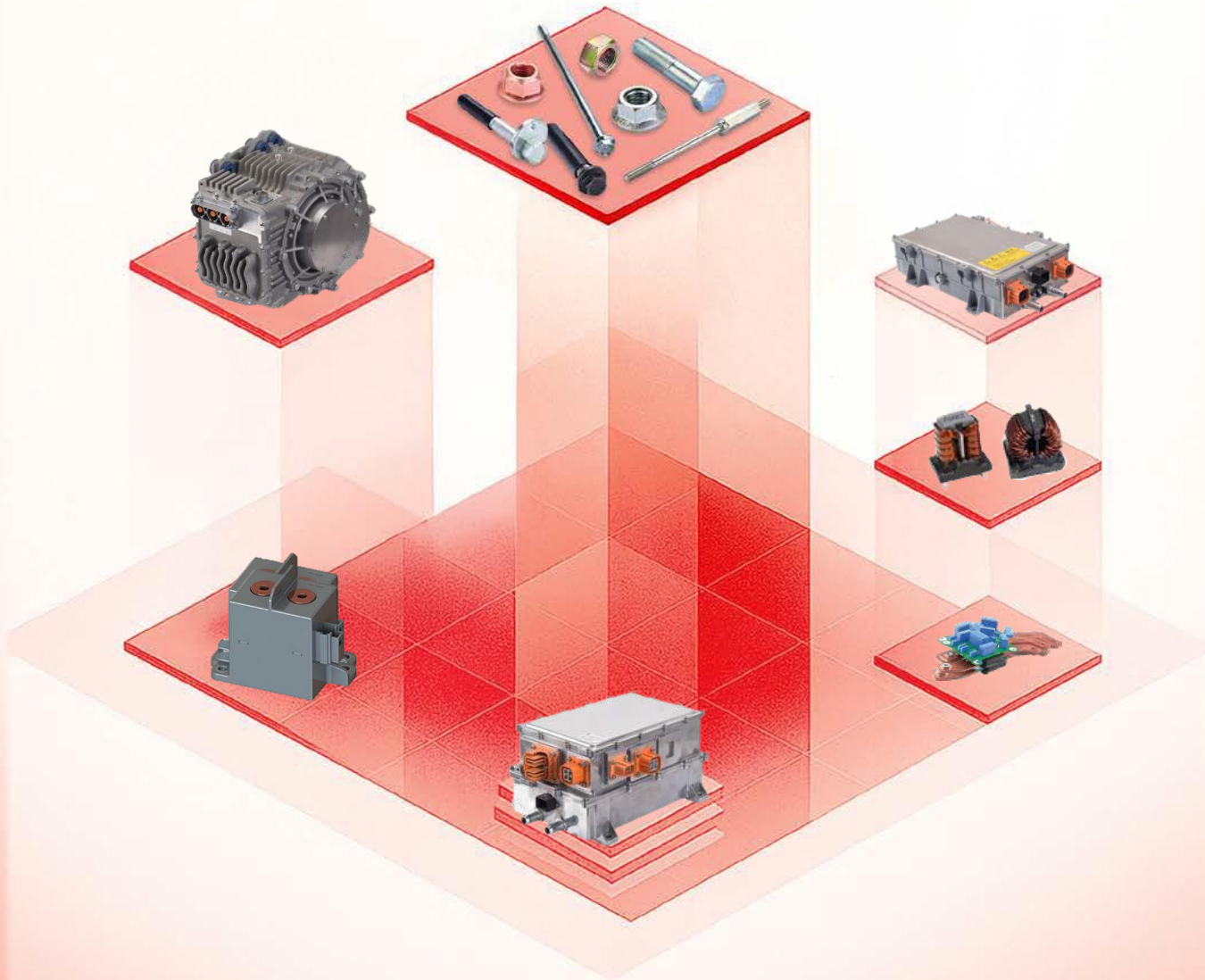
This is for your information and records.

Yours truly,  
For **STERLING TOOLS LIMITED**

  
**Pankaj Gupta**  
Chief Financial Officer

 Encl: As above.

# Diversification Through Innovation



**Sterling Tools Limited**

Investor Presentation

**August 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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*SGEM EV Compound-Faridabad*

## **Q1FY26 Business Highlights**





**Commenting on the results and performance for Q1FY26, Mr. Atul Aggarwal, Managing Director of Sterling Tools Ltd. said:**

*"We are pleased to report a steady performance in Q1FY26, underscoring the resilience of our standalone operations and the continued evolution of our group strategy.*

*While the domestic automobile industry witnessed a YoY decline of approximately 5.1% in Q1 FY26, our standalone fasteners business maintained stability, supported by operational discipline and sustained offtake from key customers. We continue to grow at a faster pace as compared to the Industry.*

*We have begun to see early traction from newly acquired customers in the standalone fasteners segment, including Hyundai. The onboarding of these new OEMs strengthens our long-term positioning and is expected to support incremental growth in the coming quarters.*

*In our Sterling Gtate E-Mobility (SGEM) subsidiary, we have seen a decline in revenue owing to the product insourcing by one of our key customers. As stated in the past, SGEM is working actively with 28 customer programs for various MCU models. These customers are spread across 2W, 3W ,LCVs & HCVs. Further, SGEM is aggressively working on product diversification by adding new products such as integrated Motors & MCUs, Magnet free Motors, Onboard Charges and DC/DC Convertors. Sterling secured its first nomination for DC/DC convertors from a leading e-CV OEM and the other new product lines will also start generating revenues by the end of this fiscal or during FY27.*

*Our other subsidiary- Sterling Tech-Mobility Limited (STML) is set to commence commercial production of HVDC contactors and relays by the second half of FY26. This venture is in collaboration with Kunshan GLVAC Yuantong.*

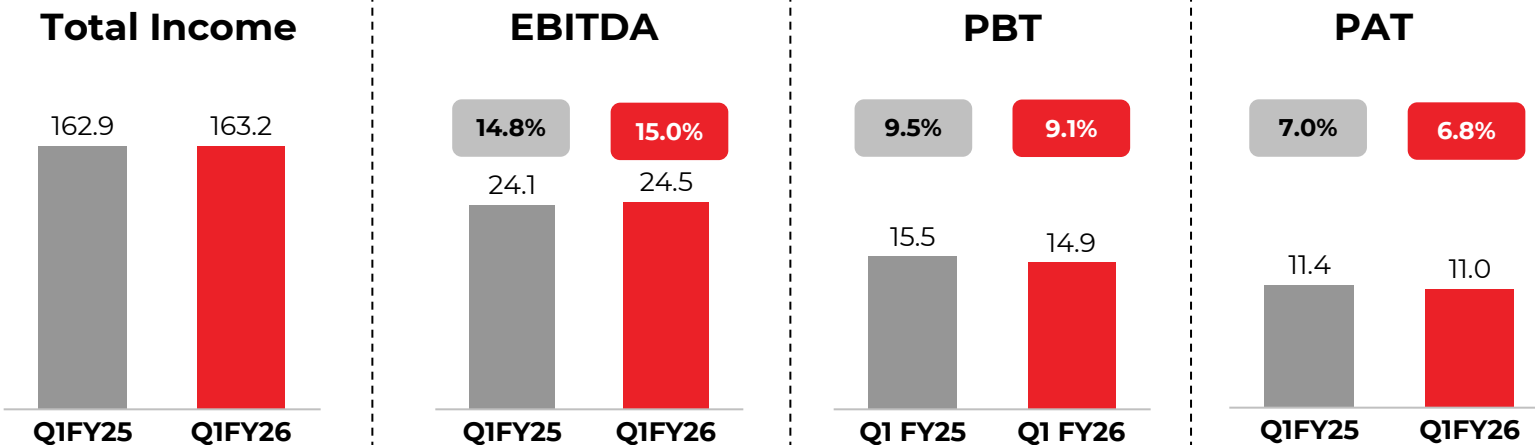
*Looking ahead, our standalone business is expected to maintain its stable growth trajectory, driven by new customer additions and deeper market penetration. Strategically, we are aligning our efforts across the STL Group to expand in the Autonomous, Connected and Electric (ACE) mobility space. This comprehensive approach positions us to stay ahead of industry trends and drive innovation."*

# Financial Highlights – Q1FY26

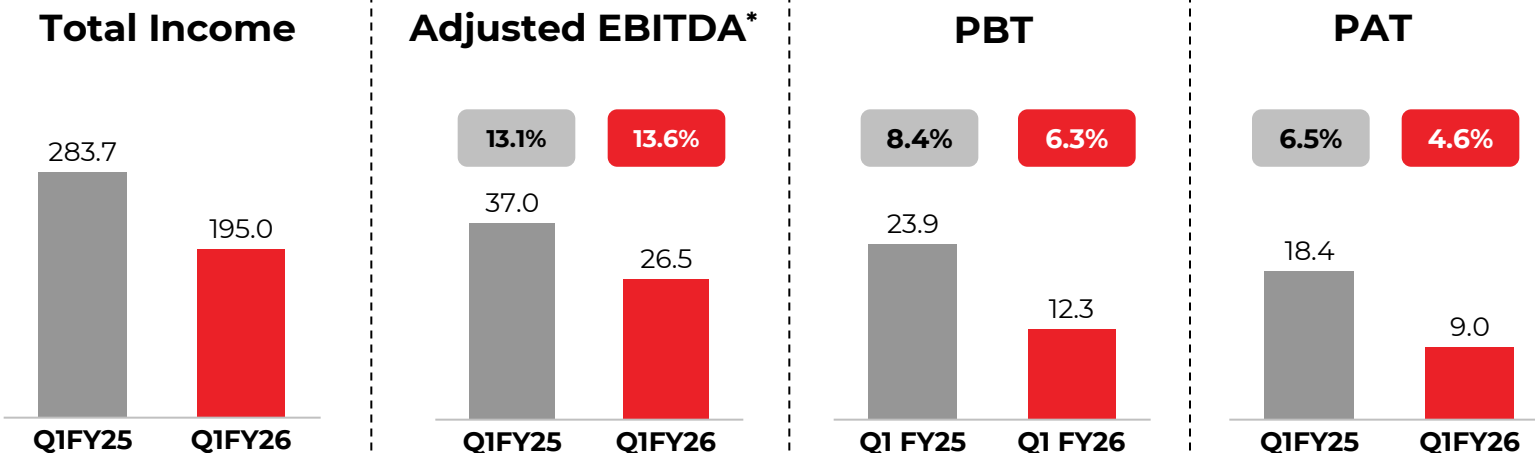


Rs. in Crore

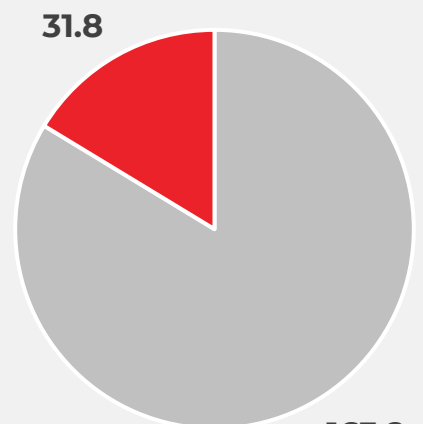
STANDALONE



CONSOLIDATED



TOTAL INCOME MIX  
Q1FY26

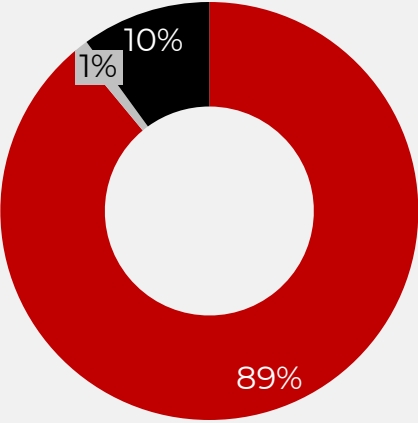


■ STL (Standalone) ■ SGEM

\*Adjusted EBITDA excludes ESOP expenses

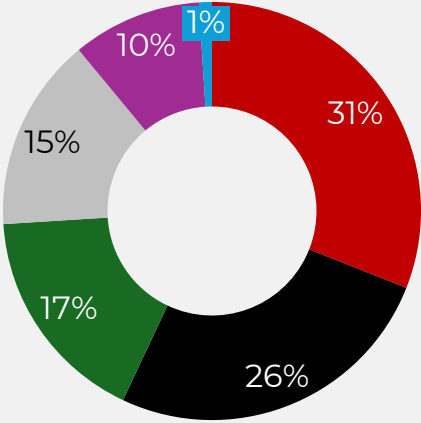
## STL (Standalone)

Channel-wise mix  
Q1 FY26



- OEM
- Exports
- Replacement

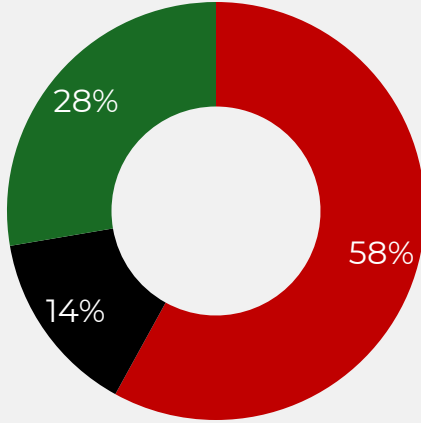
End-user segment-wise mix  
Q1 FY26



- PV
- 2W
- CV
- Farm Equipment & Off Road
- Retail
- Exports

## SGEM

End-user segment-wise mix  
Q1 FY26

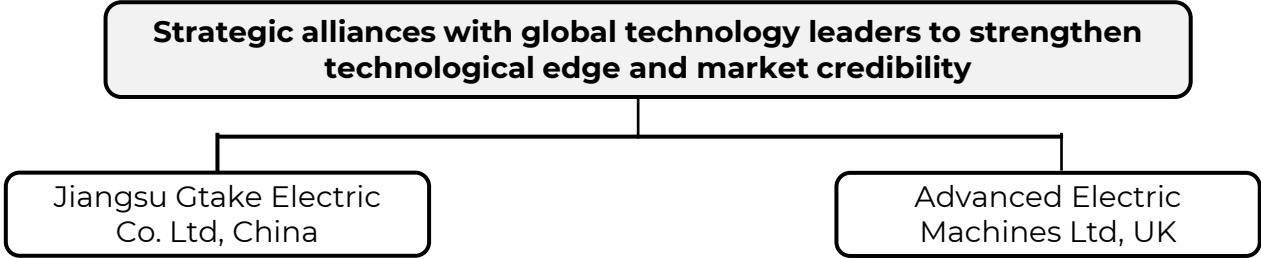


- 2W
- 3W
- LCV/HCV

Note - 100% EV products supplied to OEMs



- One of India’s leading suppliers of Motor Control Units (MCUs) for electric vehicles
- Since its inception in 2020, SGEM has evolved into a **full-spectrum powertrain and power electronics solutions provider for the EV industry**
- **Technology centres in Faridabad and Bengaluru** with 98 Engineers, 21 Business Contracts and 28 Live Customer Programmes



**Scaling with Purpose: Expanding Segments, Deepening Capabilities and Enhancing Margins**

- Volume growth and customer acquisition
- Supply chain optimization and strategic sourcing
- Insourcing of critical processes to reduce costs and improve control
- Investing in advanced manufacturing, including Surface Mount Technology (SMT) and shop floor automation
- Building strong in-house engineering capabilities with global support

# Strategic Initiatives & Way Forward



## Way Forward



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



Strategic alliances with global technology leaders such as Jiangsu Gtake Electric and Advanced Electric Machines are enhancing STL Group's technological edge, product innovation, and market credibility in the evolving EV ecosystem



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



Product diversification beginning to deliver results, first business nomination for DC/DC product secured in Aug' 25



The partnership between SGEM and UK-based Advanced Electric Machines (AEM) to introduce Rare Earth Magnet-Free Traction Motors in India is progressing well, with ongoing efforts in technology transfer, customer trials and localization



STL through 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 second half of FY26



## FINANCIAL HIGHLIGHTS

# Consolidated Profit & Loss Statement



Rs. in Crore

Particulars	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)
<b>Total Income</b>	<b>195.0</b>	<b>283.7</b>	<b>-31.3%</b>	<b>205.7</b>	<b>-5.2%</b>
Cost of Goods Sold	80.8	149.7		90.3	
<b>Gross Profit</b>	<b>114.2</b>	<b>134.0</b>	<b>-14.8%</b>	<b>115.4</b>	<b>-1.1%</b>
<b>Gross Profit Margin</b>	<b>58.6%</b>	<b>47.2%</b>		<b>56.1%</b>	
Total Expenses	87.7	97.0		88.9	
<b>Adjusted EBITDA*</b>	<b>26.5</b>	<b>37.0</b>	<b>-28.5%</b>	<b>26.5</b>	<b>-0.1%</b>
<b>Adjusted EBITDA Margin</b>	<b>13.6%</b>	<b>13.1%</b>		<b>12.9%</b>	
ESOP Expenses	1.6	3.0		2.0	
<b>EBITDA</b>	<b>24.9</b>	<b>34.0</b>	<b>-26.7%</b>	<b>24.5</b>	<b>1.8%</b>
<b>EBITDA Margin</b>	<b>12.8%</b>	<b>12.0%</b>		<b>11.9%</b>	
Depreciation and amortisation expenses	10.0	7.7		10.0	
Finance costs	2.6	2.4		2.6	
<b>Profit before tax</b>	<b>12.3</b>	<b>23.9</b>	<b>-48.7%</b>	<b>11.9</b>	<b>3.2%</b>
<b>Profit before tax Margin</b>	<b>6.3%</b>	<b>8.4%</b>		<b>5.8%</b>	
Tax	3.3	5.5		3.1	
<b>Profit after tax</b>	<b>9.0</b>	<b>18.4</b>	<b>-51.2%</b>	<b>8.8</b>	<b>2.0%</b>
<b>Profit after tax Margin</b>	<b>4.6%</b>	<b>6.5%</b>		<b>4.3%</b>	
EPS	2.48	5.11		2.44	

\*Adjusted EBITDA excludes ESOP expenses

# Standalone Profit & Loss Statement



Rs. in Crore

Particulars	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)
<b>Total Income</b>	<b>163.2</b>	<b>162.9</b>	<b>0.2%</b>	<b>165.2</b>	<b>-1.2%</b>
Cost of Goods Sold	64.2	63.0		65.8	
<b>Gross Profit</b>	<b>99.0</b>	<b>100.0</b>	<b>-0.9%</b>	<b>99.4</b>	<b>-0.4%</b>
<b>Gross Profit Margin</b>	<b>60.7%</b>	<b>61.4%</b>		<b>60.2%</b>	
Total Expenses	74.5	75.9		74.5	
<b>EBITDA</b>	<b>24.5</b>	<b>24.1</b>	<b>1.8%</b>	<b>24.9</b>	<b>-1.8%</b>
<b>EBITDA Margin</b>	<b>15.0%</b>	<b>14.8%</b>		<b>15.1%</b>	
Depreciation and amortisation expenses	8.2	6.9		8.6	
Finance costs	1.4	1.7		1.4	
<b>Profit before tax</b>	<b>14.9</b>	<b>15.5</b>	<b>-3.9%</b>	<b>14.9</b>	<b>-0.3%</b>
<b>Profit before tax Margin</b>	<b>9.1%</b>	<b>9.5%</b>		<b>9.0%</b>	
Tax	3.8	4.0		3.6	
<b>Profit after tax</b>	<b>11.0</b>	<b>11.4</b>	<b>-3.2%</b>	<b>11.3</b>	<b>-1.9%</b>
<b>Profit after tax Margin</b>	<b>6.8%</b>	<b>7.0%</b>		<b>6.8%</b>	
EPS	3.05	3.17		3.12	





# **HISTORICAL FINANCIALS**

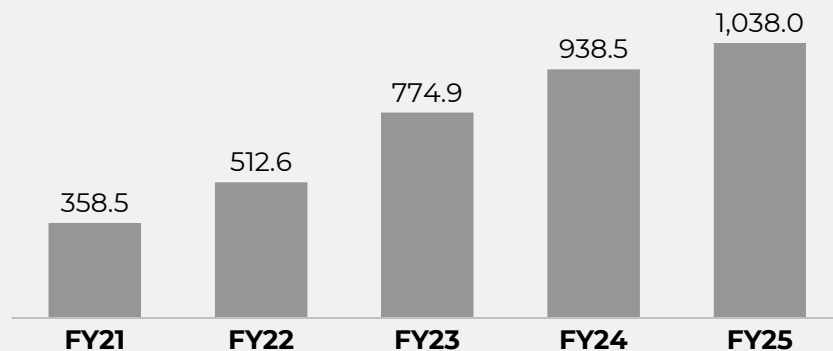


# Consolidated Financial Highlights

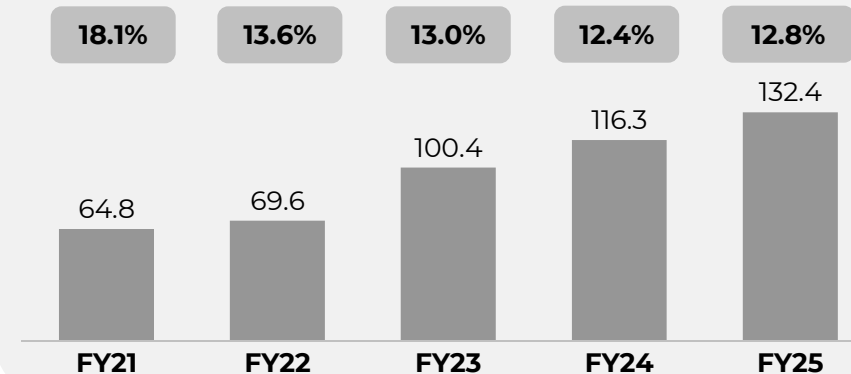


Rs. in Crore

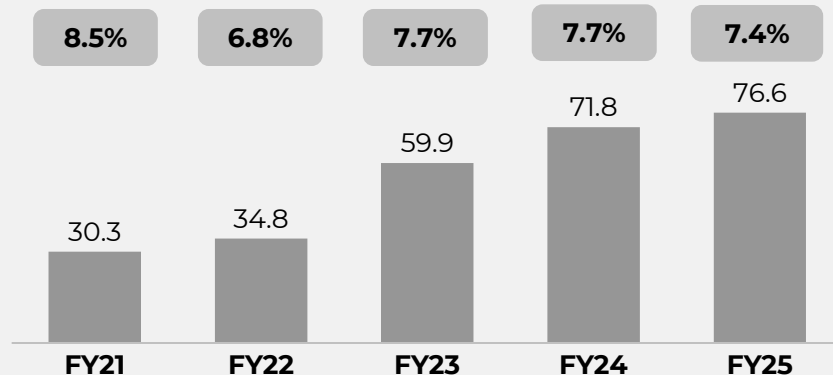
## Total Income



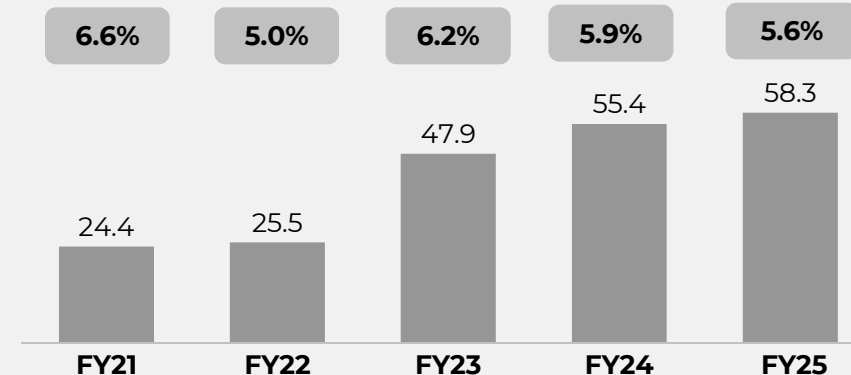
## Adjusted EBITDA\*



## PBT before exceptional items



## PAT

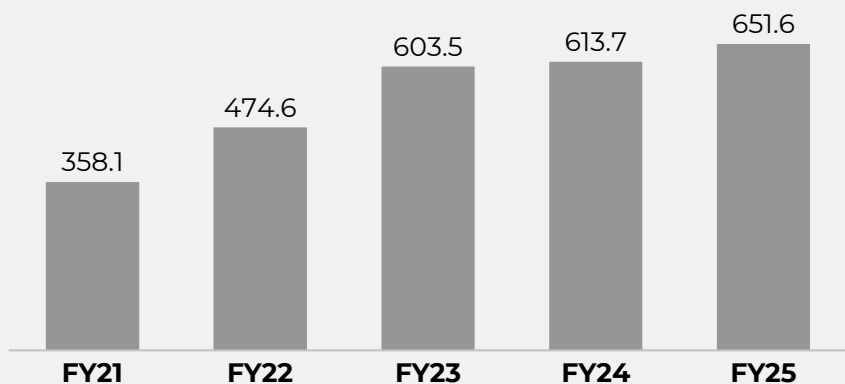


\*Adjusted EBITDA excludes ESOP expenses

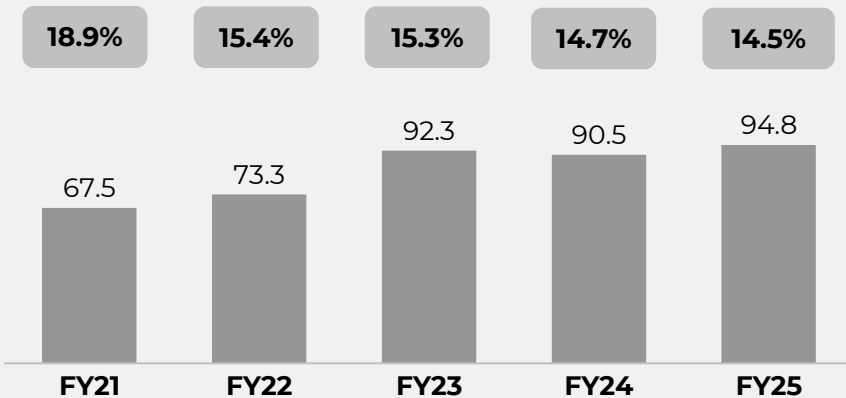
# Standalone Financial Highlights

Rs. in Crore

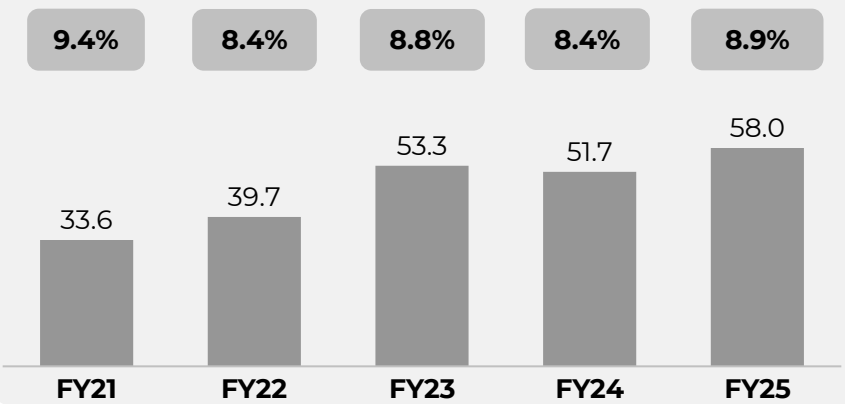
Total Income



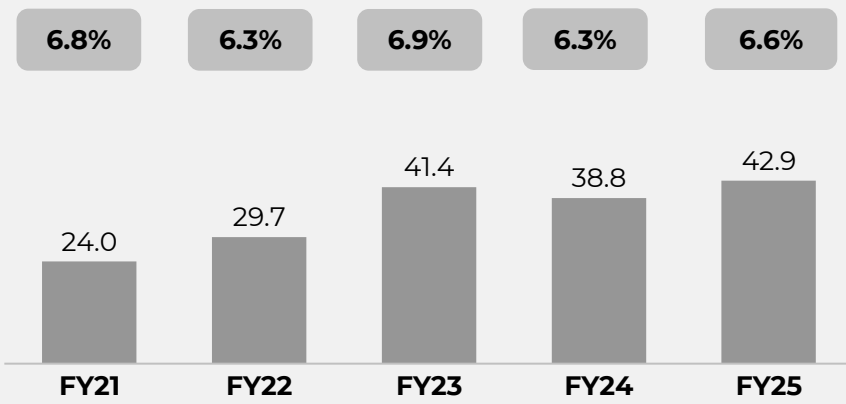
EBITDA



PBT before exceptional items



PAT



# Key Ratios



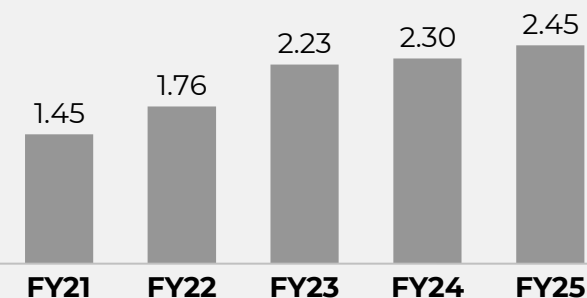
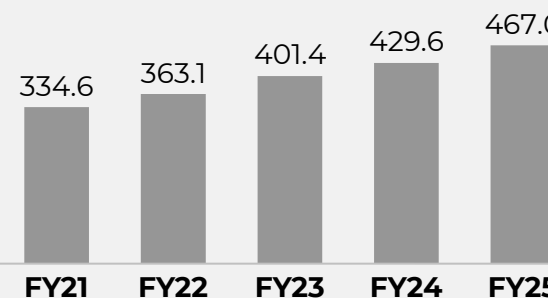
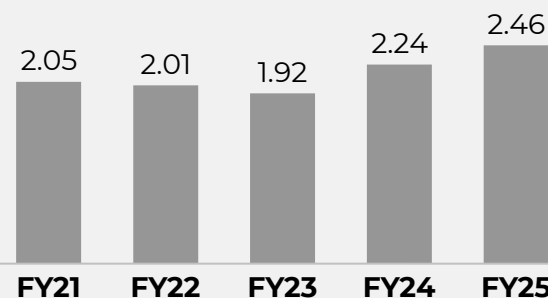
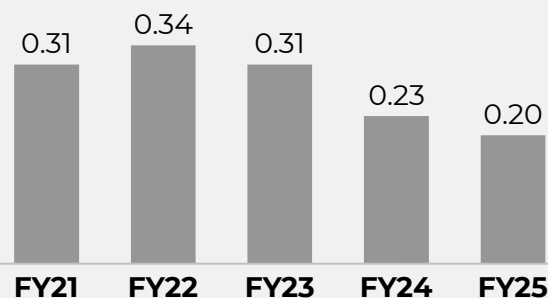
STANDALONE

## Debt / Equity (x)

## Current Ratio (x)

## Networth (Rs. Cr.)

## Net Fixed Asset Turnover (x)



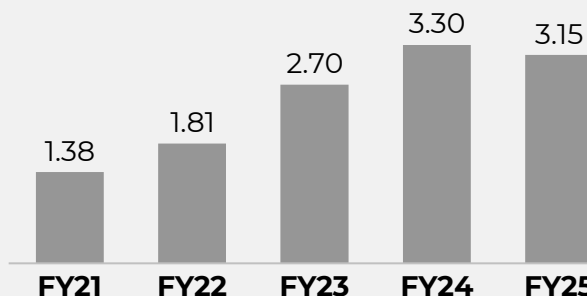
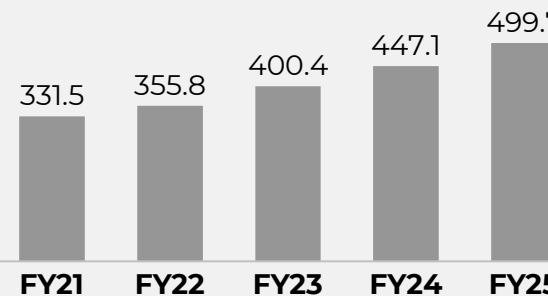
CONSOLIDATED

## Debt / Equity (x)

## Current Ratio (x)

## Networth (Rs. Cr.)

## Net Fixed Asset Turnover (x)



H1 FY25 on TTM basis



STML Manufacturing Plant- Bengaluru

## ANNEXURE

# 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 (Bengaluru)



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

- STL expanding customer base by adding Hyundai Motors
- SGEMs MCU capacity enhanced to **6,00,000 units/pa**
- Sterling tools through its wholly owned subsidiary Sterling Tech-Mobility Ltd (STML) partnered with **GLVAC YT to manufacture advance high voltage DC contactors and relays in India for electric & hybrid electric vehicle industry**
- Signed MoU with **MOTIVELINK Co., Ltd (Erstwhile Yongin Electronics Co. Ltd)** to manufacture magnetic components for India's electric & hybrid electric vehicle industry



2025

- **Pioneer in Magnet free Motors in India**, entered into a licensing agreement to produce **REM-Free Motors**
- State-of-the-Art **HVDC Contactor Facility** Under Commissioning in Bengaluru – An Early Entrant in HVDC space, in collaboration with GLVAC YT
- **Initiated Onboard Charges (OBC) and DC/DC business**, secured first business nomination from a leading e-CV OEM

# Product Portfolio

Quality & Reliability

Certified Products

Wide Range Applications

Competitive Pricing

Preferred supplier to OEM

STL  
(STANDALONE)



AXLE BOLTS



ENGINE BOLTS



SPECIAL FASTENERS



BANJO BOLT



STANDARD BOLTS



WHEEL BOLTS



SEALANT PARTS



BALL JOINT

STANDARDS



INDIAN  
STANDARDS



AMERICAN  
STANDARDS



GERMAN  
STANDARDS



JAPANESE  
STANDARDS



BRITISH  
STANDARDS

2W & 3W SEGMENT



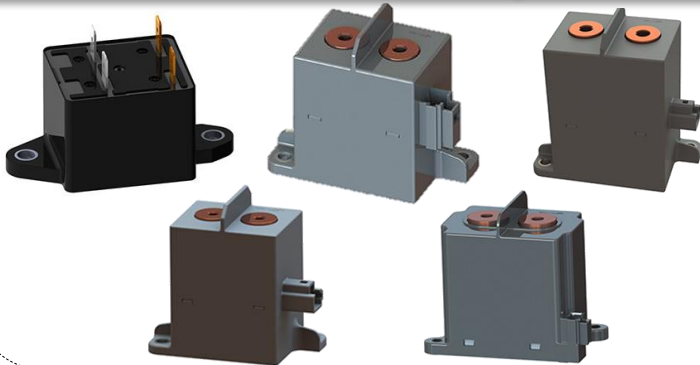
LCV SEGMENT



M & HCV SEGMENT



Contactors and Relays





# Key Clientele – STL (Standalone)



## Passenger Vehicles



## Two Wheelers



## Commercial Vehicles



## Tier - 1



## Exports



## Farm Equipment



Swaraj Engines Limited



## Construction



**Aftermarket:** Strong Pan-India presence with 100+ Distributors

# Key Clientele – SGEM



OLA ELECTRIC

SIMPLE

oben  
ELECTRIC

ELECTORQ

AMPERE  
By GREAVES

KINETIC  
GREEN

NUMEROS  
MOTORS



ETO  
The Good Move

EULER

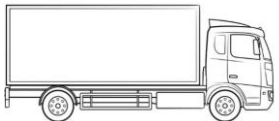
Mahindra  
electric

eblu

GREVOL  
ZERO EMISSION DELIVERIES

MLR Auto Ltd.

3e  
3ev Industries Private Limited



SWITCH

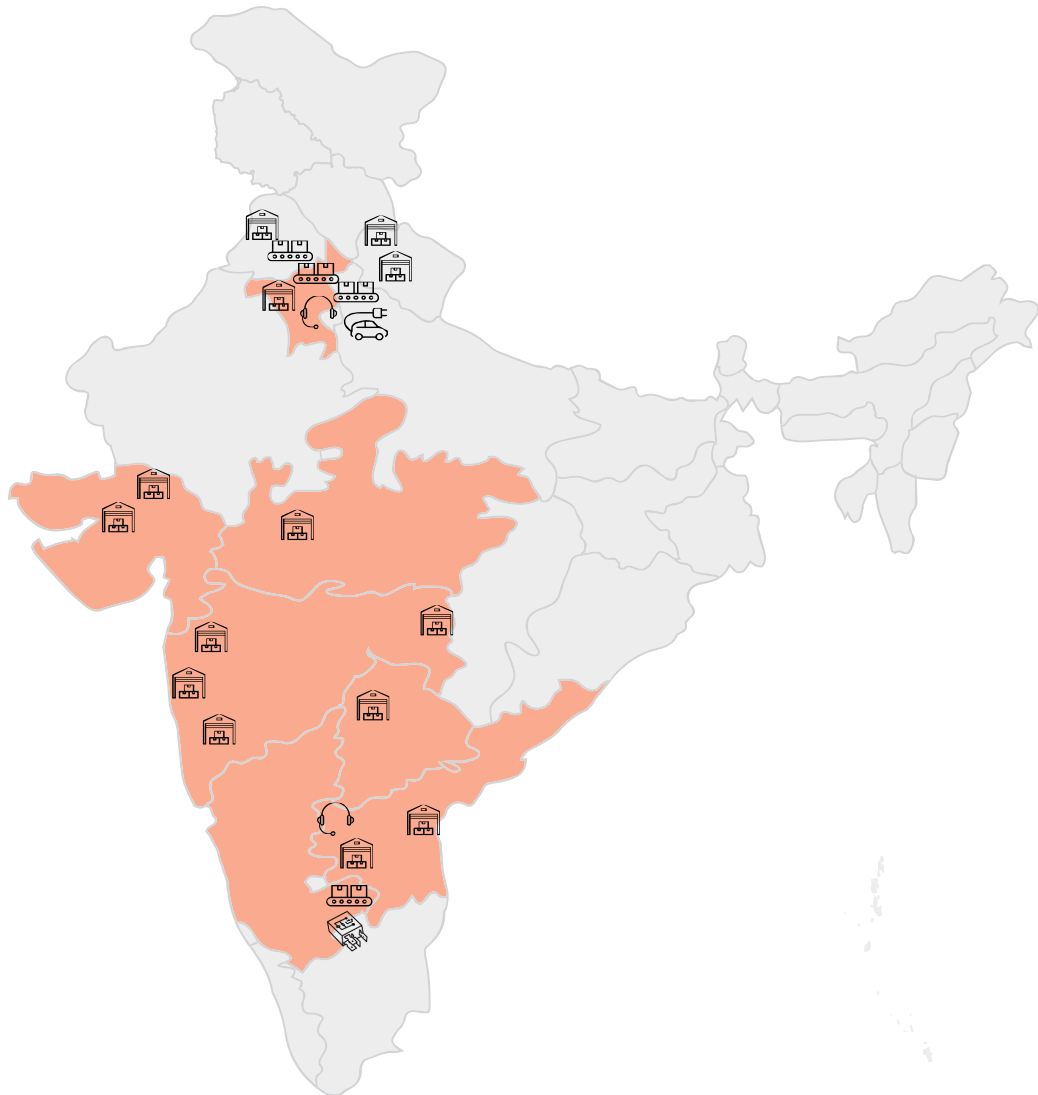
ASHOK LEYLAND

JUPITER  
ELECTRIC MOBILITY

VE COMMERCIAL VEHICLES  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

propel

MONTRA  
ELECTRIC  
TIVOLT



## STL (STANDALONE)



- 4** Manufacturing Plants
- Faridabad
  - Ballabhgarh
  - Palwal
  - Bengaluru



**18** Warehouses at **14** Locations

## SGEM



- 1** Manufacturing Plant
- Faridabad



- 2** Tech Centres
- Faridabad
  - Bengaluru

## STML



- 1** Manufacturing Plant
- Bengaluru

# Our Key Strengths



## Growth through Partnerships

Leveraged strategic partnerships to tap growth opportunities and drive a higher share of business in the auto component space, across ICE and ACE



## Leading player in the automotive fasteners business

Strengthening leadership in the automotive fasteners business by deepening long-standing relationships with major OEMs



## First Mover Advantage in EV Components

Capturing first-mover advantage in EV components by leading the MCU market across 2W, 3W, eSCV, eLCV, and MHCV

Pioneering REM-free motors through Technology Licensing Agreement with AEM

Leading early innovation in HVDC contactors and relays through STML



## Team Credibility

Building strong team credibility by combining four decades of market presence with a young, agile workforce and an experienced management team

Empowering strong in-house R&D and product development through a team of 98 engineers in SGEM



## Sustainable growth and profitability

Driving sustainable growth and profitability by focusing on a healthy portfolio mix of premium, value-added products with robust margins

# Board Of Directors



**Mr. Anil Aggarwal**, Chairman & Whole Time Director

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



**Mr. Atul Aggarwal**, Managing Director

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



**Mr. Akhill Aggarwal**, Whole Time Director

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



**Mr. Rakesh Batra**, Director

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



**Mr. Jaideep Wadhwa**, Director

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



**Mr. Shailendra Swarup**, Director

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



**Ms. Rashmi Urdhwareshe**, Director

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



**Mr. Vijay Madhav Paradkar**, Director

**36+ 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






**41+ 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

**11+ 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

STL Group :	Investor Relations Advisors :
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