

STERLING TOOLS LIMITED

CIN : L29222DL1979PLC009668

WORKS : 5-A DLF Industrial Estate
Faridabad - 121 003 Haryana India



By Listing Centre

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

Security Code No. 530759

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website : stlfasteners.com

PANKAJ
GUPTA

Digitally signed by
PANKAJ GUPTA
Date: 2020.09.09
09:45:25 +05'30'



STERLING TOOLS LTD

INVESTOR PRESENTATION

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Business Overview

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Safe Harbor Statement

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

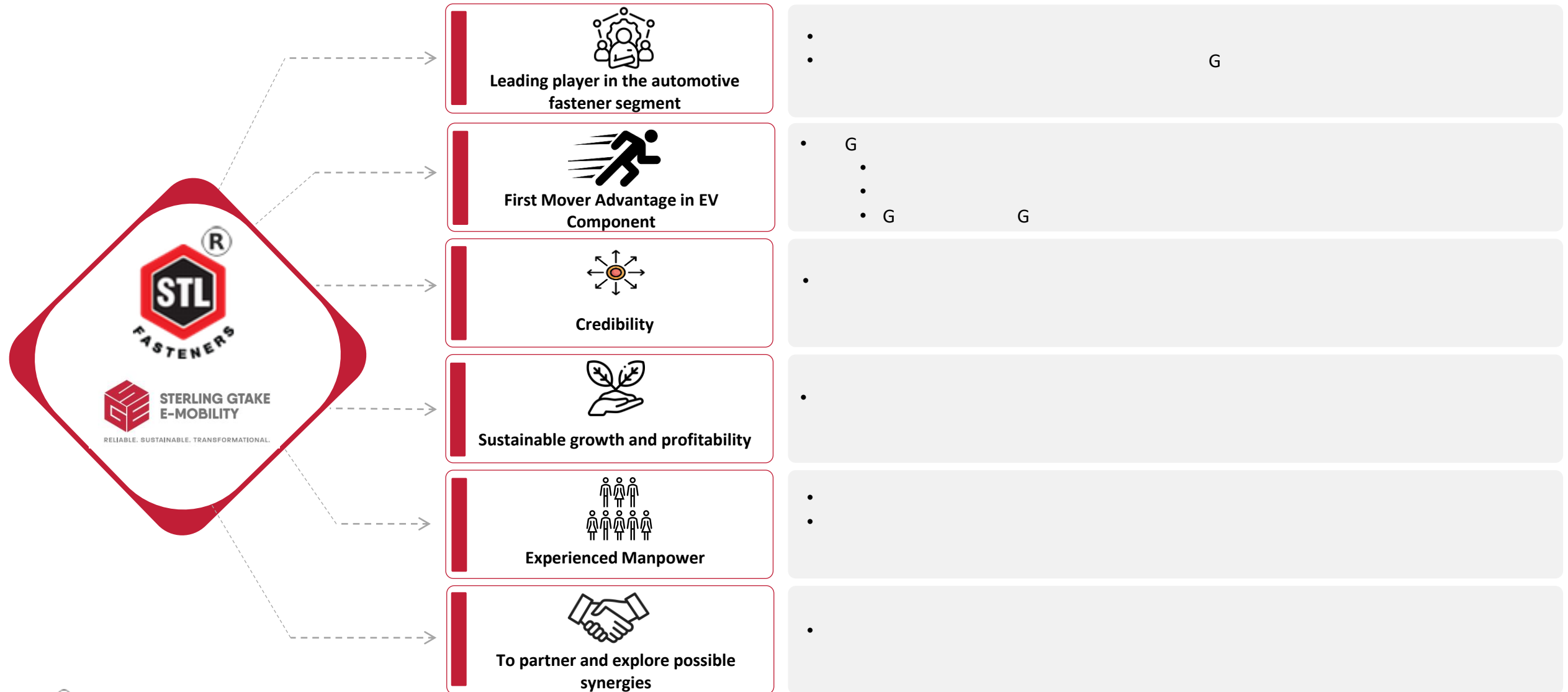
1 manufacturing plant in Faridabad

2 R&D Centre:
Faridabad
Bangalore

Rs 171 Cr

Total Income

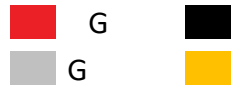
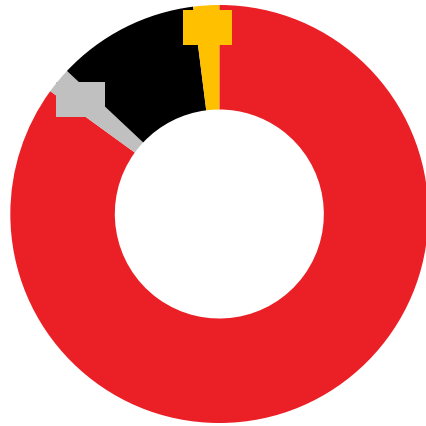
Our Strengths



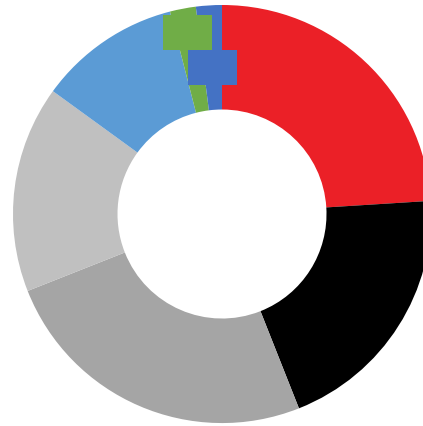
Well Diversified Revenue Mix

Fasteners Business

Channel-wise Mix
FY23

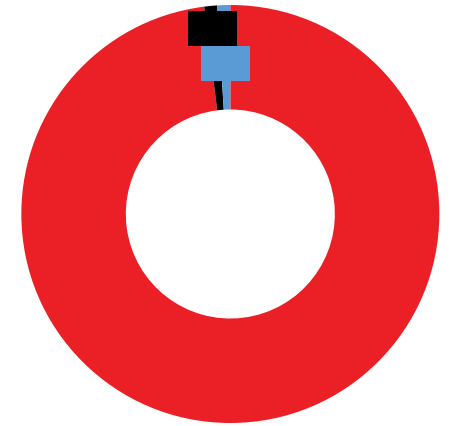


Segment-wise Mix
FY23



EV Component Business

Segment-wise Mix
FY23



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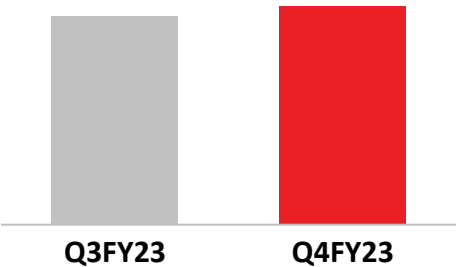
Q4 & FY23 Standalone Financials



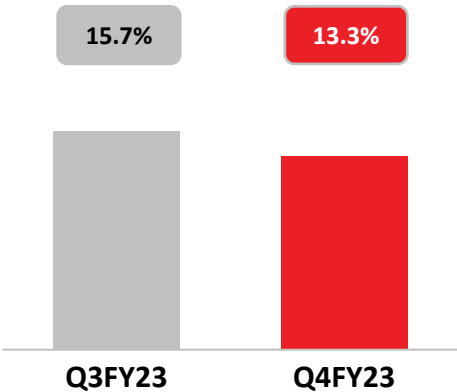
Standalone Financial Highlights

QoQ Performance

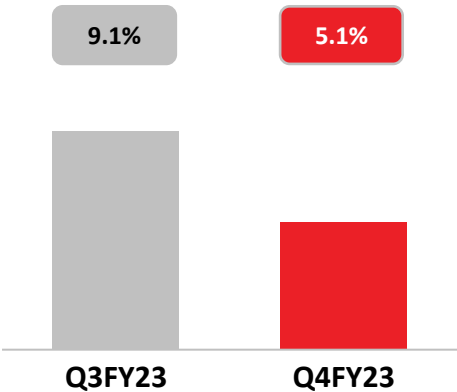
TOTAL INCOME



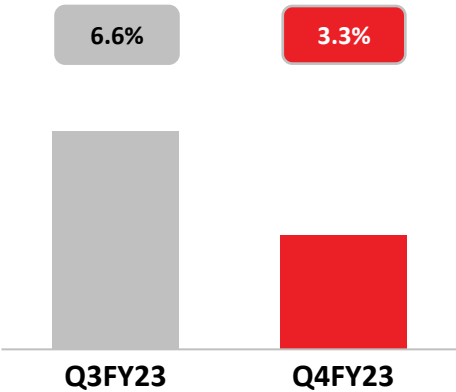
EBITDA



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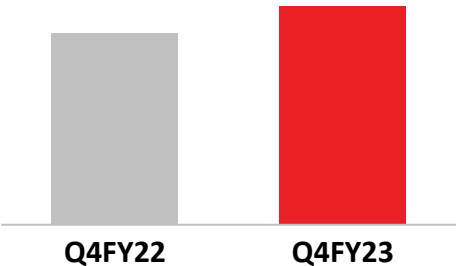


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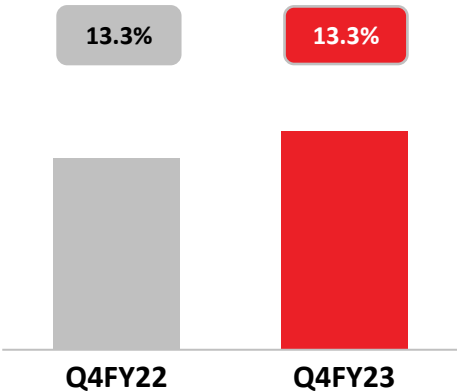


YoY Performance

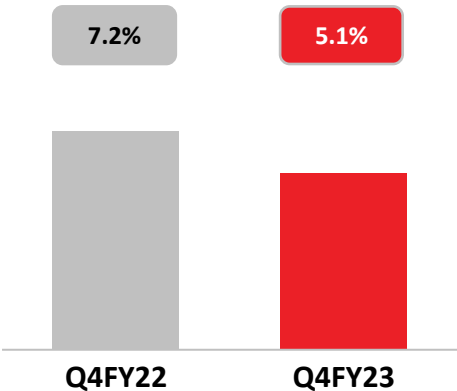
TOTAL INCOME



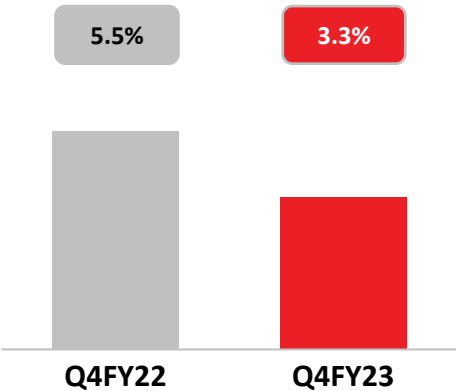
EBITDA



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Standalone Profit and Loss Statement

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%
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%	
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%	
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%	
	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%	
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Standalone Balance Sheet

Particulars	FY23	FY22
ASSETS		
Non-current assets		
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Total Non-current assets	334.3	315.9
Current Assets		
E E		
Total current assets	274.5	246.7
TOTAL ASSETS	608.8	562.6

Particulars	FY23	FY22
EQUITY AND LIABILITIES		
Equity		
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Total Equity	401.4	363.1
Liabilities		
Non current liabilities		
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Total Non current liabilities	64.7	76.9
Current liabilities		
E		
Total Current Liabilities	142.7	122.6
TOTAL EQUITY AND LIABILITIES	608.8	562.6

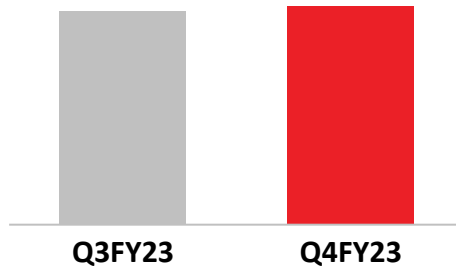
Q4 & FY23 Consolidated Financials



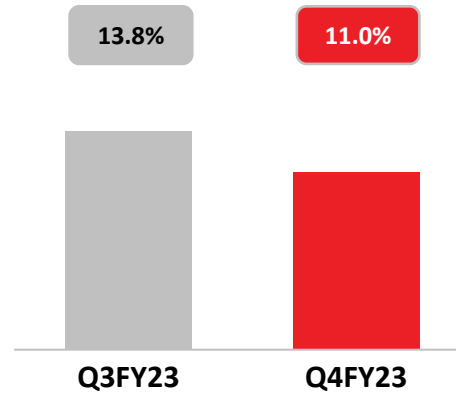
Consolidated Financial Highlights

QoQ Performance

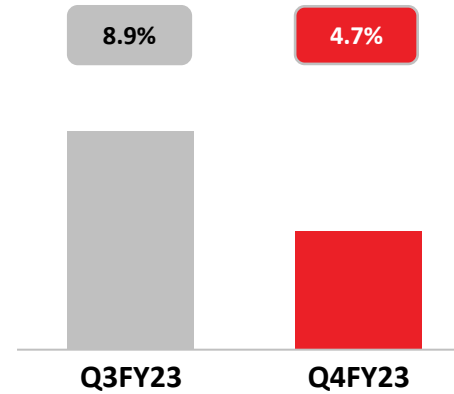
TOTAL INCOME



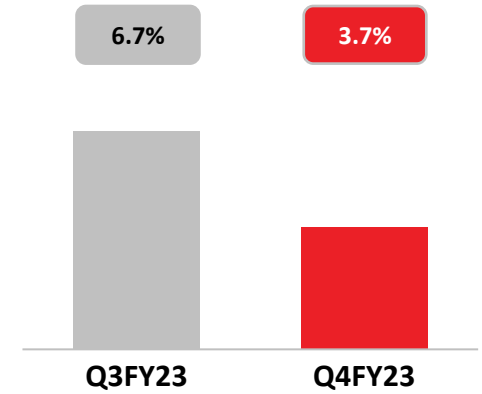
EBITDA



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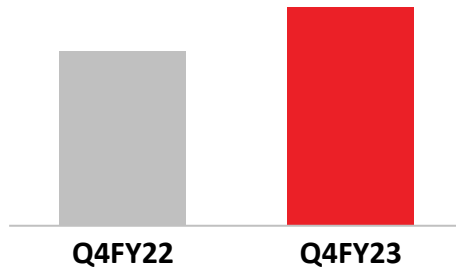


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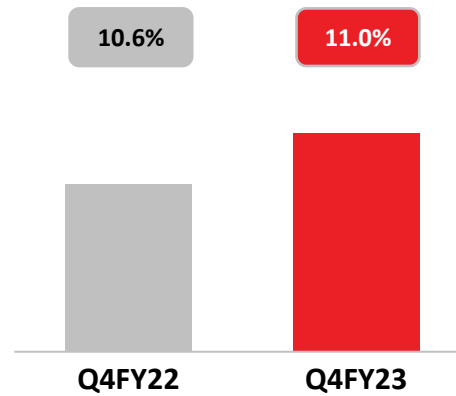


YoY Performance

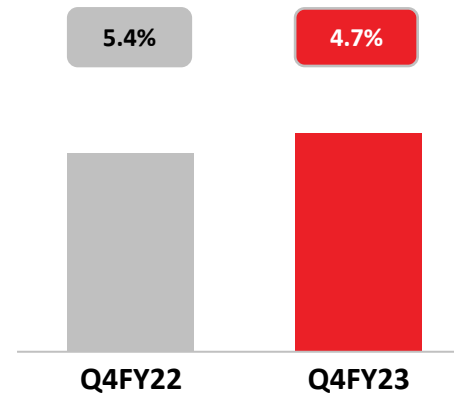
TOTAL INCOME



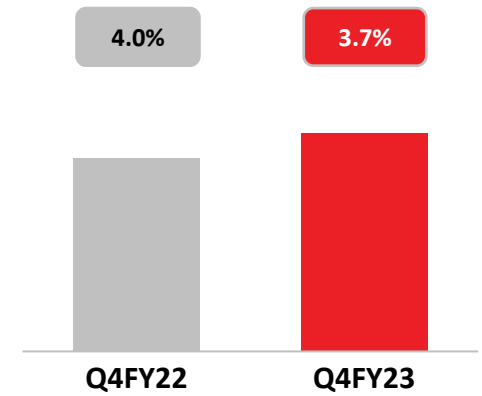
EBITDA



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Consolidated Profit and Loss Statement

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%
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%	
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%	
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%	
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%	
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Consolidated Balance Sheet



Particulars	FY23	FY22
ASSETS		
Non-current assets		
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Total Non-current assets	313.7	311.5
Current Assets		
E E		
Total current assets	343.2	255.2
TOTAL ASSETS	656.9	566.6

Particulars	FY23	FY22
EQUITY AND LIABILITIES		
Equity		
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Total Equity	400.4	355.8
Liabilities		
Non current liabilities		
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Total Non current liabilities	70.2	79.1
Current liabilities		
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Total Current Liabilities	186.3	131.7
TOTAL EQUITY AND LIABILITIES	656.9	566.6

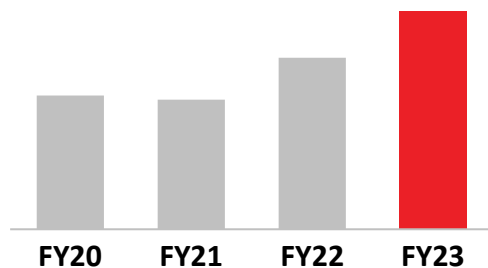
Historical Financials



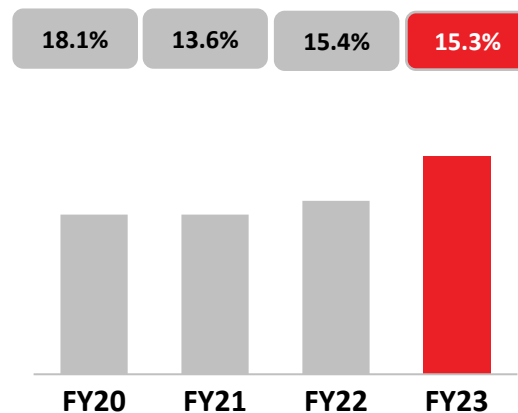
Financial Highlights

STANDALONE

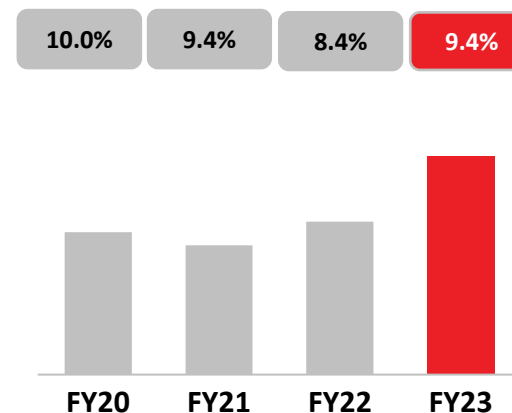
Total Income



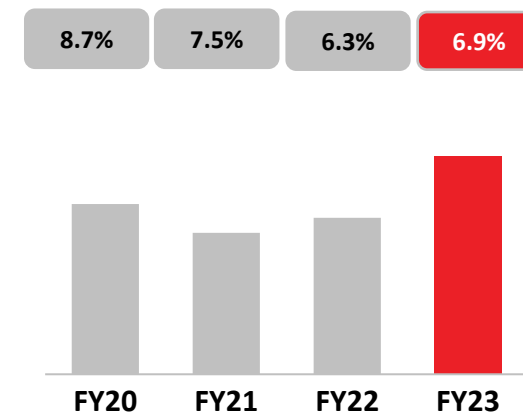
EBITDA



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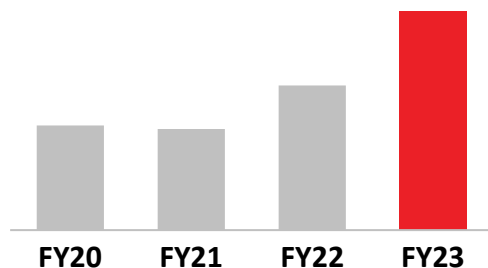


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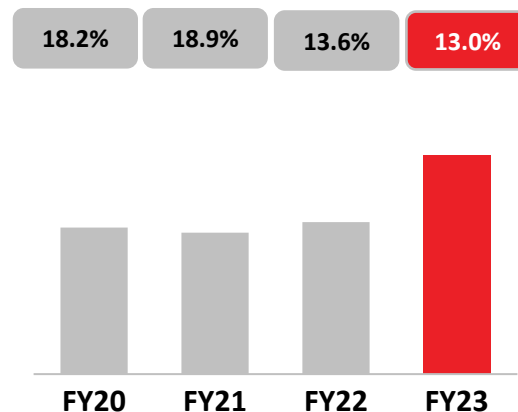


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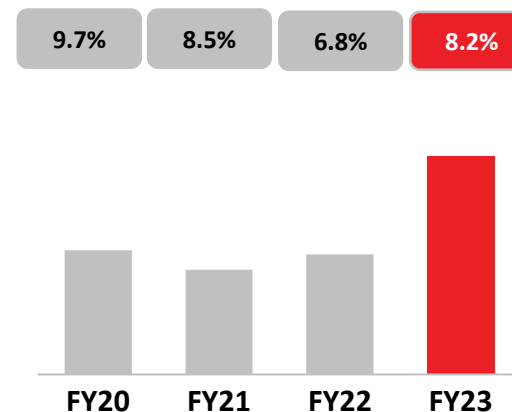
Total Income



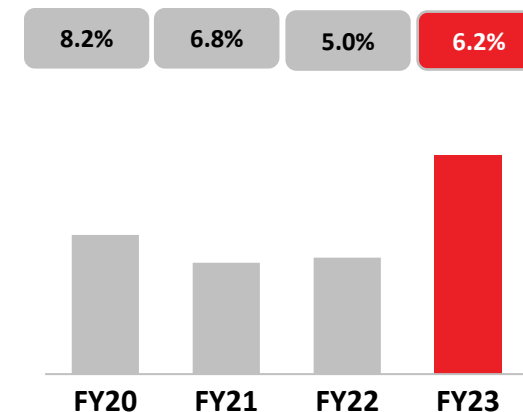
EBITDA



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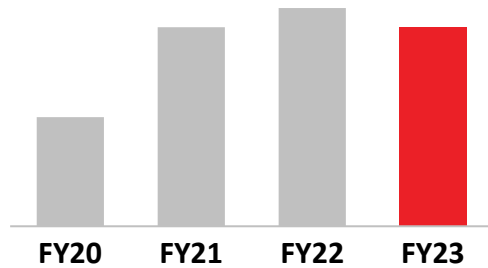
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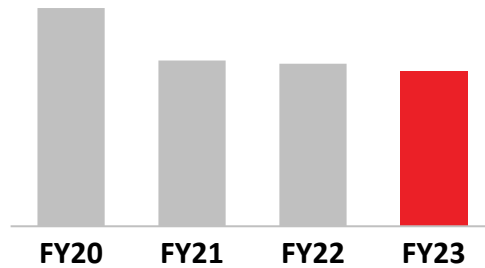
Key Ratios

STANDALONE

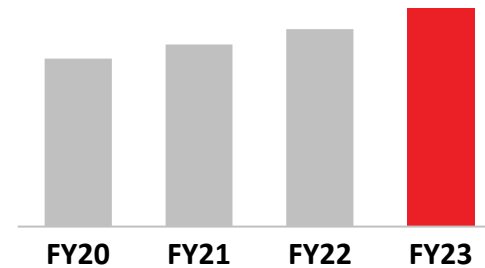
Debt / Equity (x)



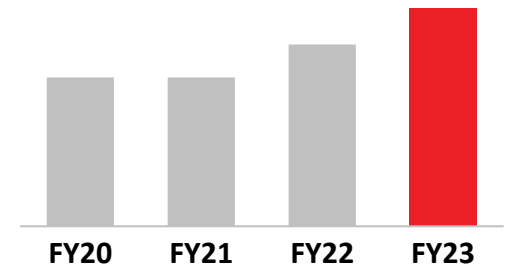
Current Ratio (x)



Networth (Rs. Cr.)

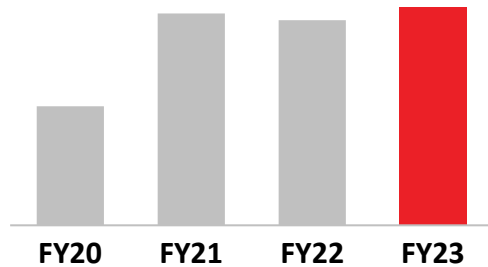


Fixed Asset Turnover (x)

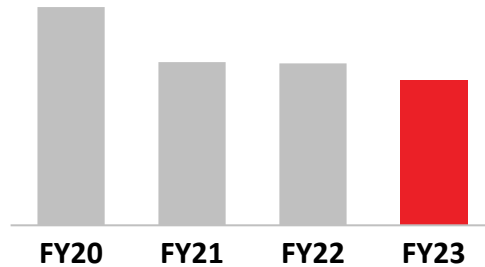


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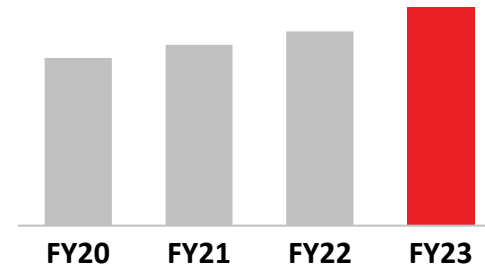
Debt / Equity (x)



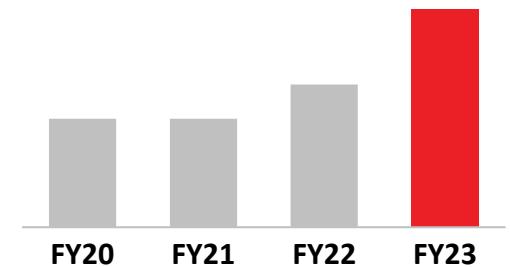
Current Ratio (x)



Networth (Rs. Cr.)



Fixed Asset Turnover (x)





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u, Chassis and Marine Fasteners

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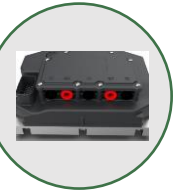
PVs, CVs, 2Ws,

Business Verticals



FASTENERS

EV Component



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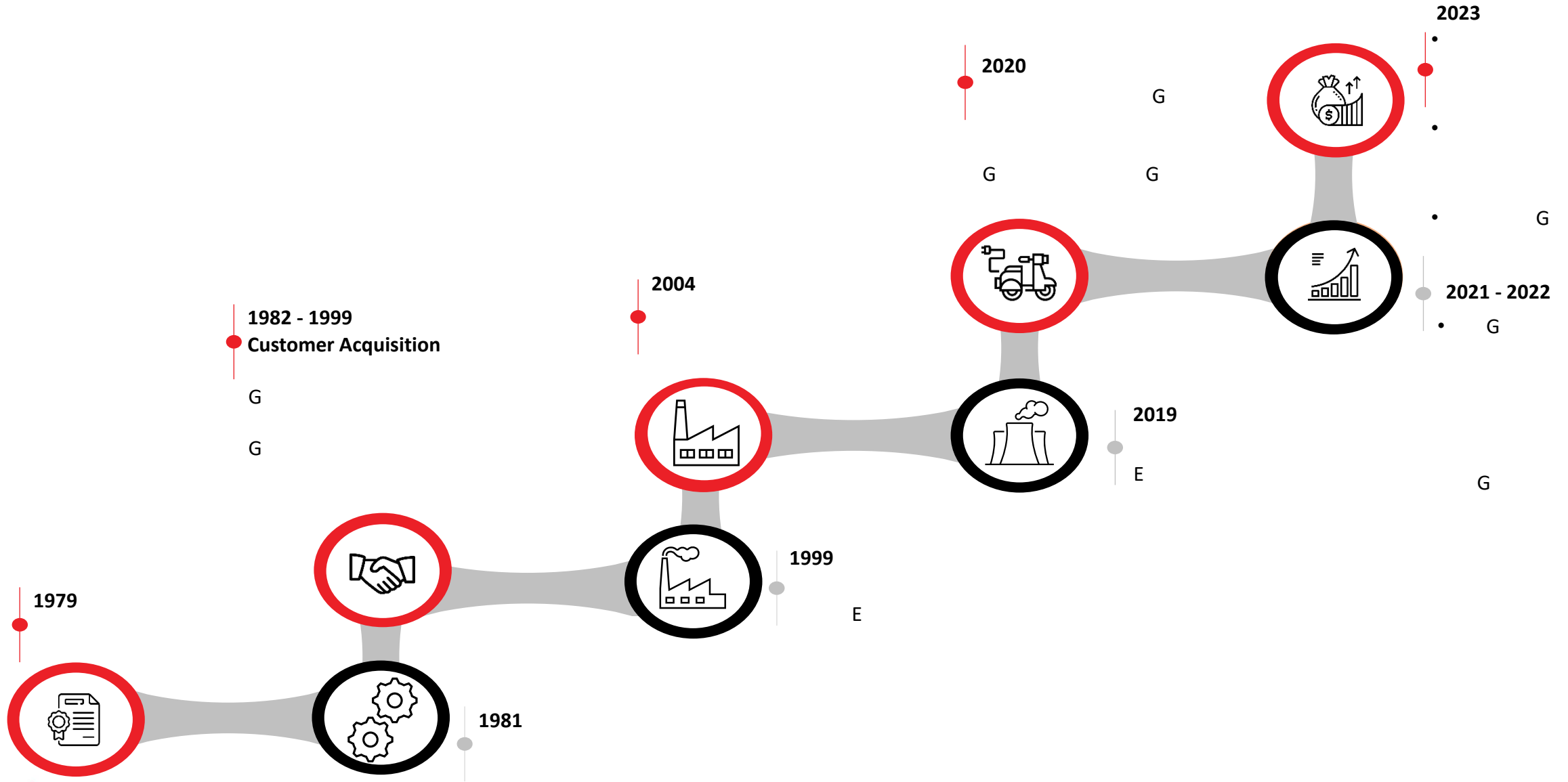
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History & Milestones



Pan India Presence



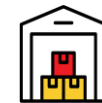
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Product Range - Fasteners



Bolts & Screws

Nuts



**Standard / Chassis
Fasteners**

Engine Fasteners



Special Fasteners

Standards



**Indian
Standards**



**German
Standards**



**Japanese
Standards**



**American
Standards**



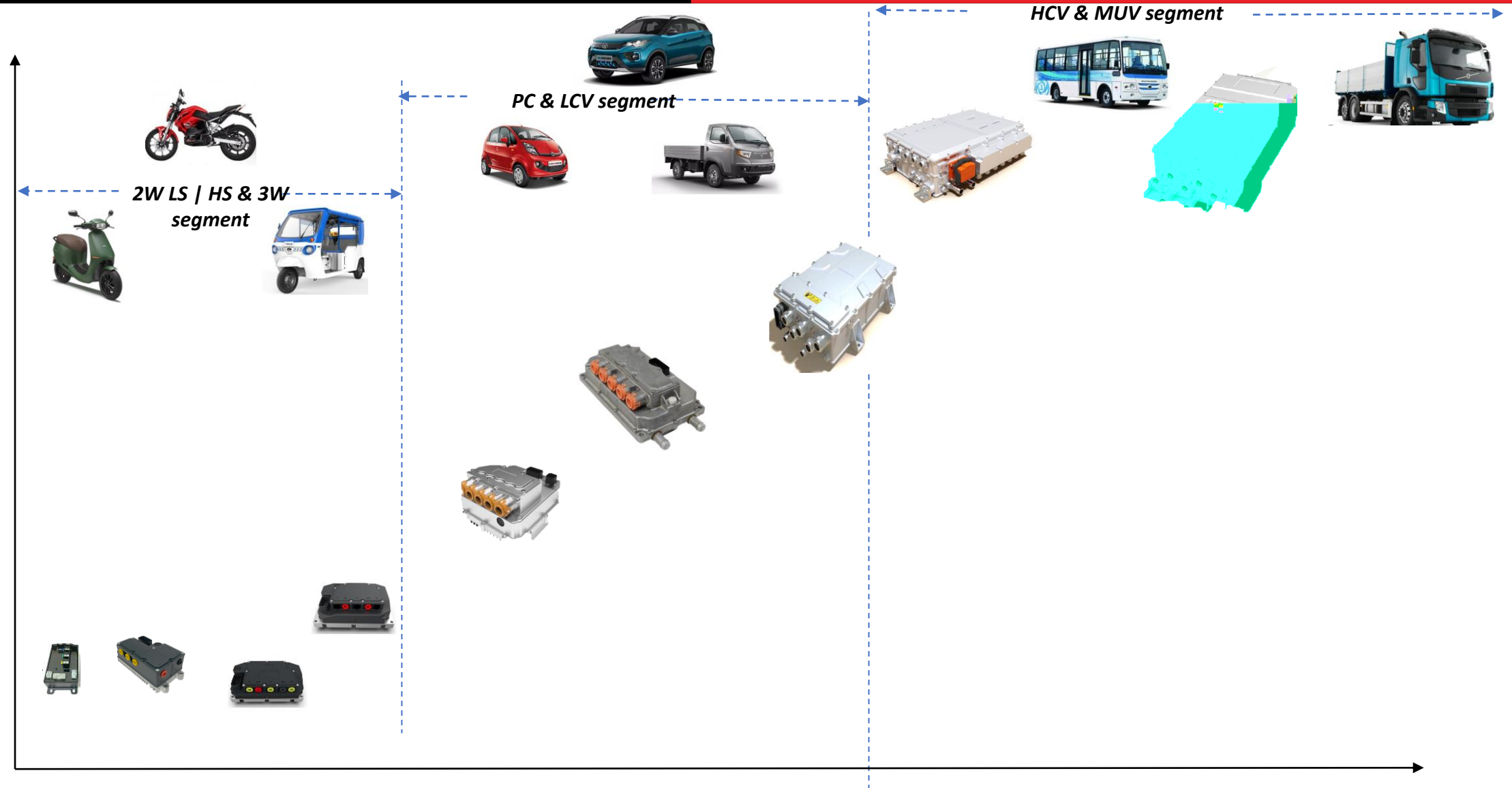
**British
Standards**

Key Clientele - Fasteners

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

Aftermarket: Strong Pan-India presence with 100+ Distributors

MCU Portfolio



Board of Directors

Mr. Anil Aggarwal

38+ years of experience,

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Mr. Atul Aggarwal

34+ years of experience,

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Dr. Triloki Nath Kapoor

50+ years of experience,

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Mr. Chhotu Ram Sharma

40+ years of experience,

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Ms. Malini Sud

35+ years of experience,

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Mr. Shailendra Swarup

50+ years of experience,

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Mr. Rakesh Batra

30+ years of experience,

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Mr. Jaideep Wadhwa

30+ years of experience,

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Mr. Akhill Aggarwal

10+ years of experience,

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Previous Annual Results

Financial Year	PDF Link
FY22	 PDF
FY21	 PDF
FY20	 PDF
FY19	 PDF



For further information, please contact

STL Group :



Sterling Tools Limited



**STERLING GTAKE
E-MOBILITY**

RELIABLE. SUSTAINABLE. TRANSFORMATIONAL.

Investor Relations Advisors :

SGA Strategic Growth Advisors