

August 21, 2025

To,

<b>BSE Limited,</b> <b>Dept. of Corporate Services,</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 <b>Company Code: 505075</b>	<b>National Stock Exchange of India Ltd,</b> <b>Listing Department</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051 <b>Scrip Symbol: SETCO</b>
--	--

Dear Sir,

**Sub: Investor Presentation – Q1 FY26**

Kindly find attached the Investor Presentation of the Company for Q1 FY26 for the information of the investor community at large.

The aforesaid information is also being uploaded on the website of the Company [www.setcoauto.com](http://www.setcoauto.com)

This is for your information and record.

Thanking you,

Yours faithfully,

**For Setco Automotive Limited**

**Hiren Vala**  
**Company Secretary**

# Setco Automotive Limited

Investor presentation  
Q1 FY26

 **SETCO™**  
**LIPE**  
CLUTCH

 **SETCO™**  
AUTOMOTIVE  
*Efficient Engineering*

...**LIPE** FOR LIFE™



# Disclaimer

## NOT FOR PUBLICATION OR DISTRIBUTION, DIRECTLY OR INDIRECTLY, IN OR INTO THE UNITED STATES

- This presentation has been prepared by Setco Automotive Limited (the “**Company**”) solely for information purposes without regard to any specific objectives, financial situations or informational needs of any particular person. By attending the meeting where this presentation is being made or by reading the presentation materials, you agree to be bound by following limitations:
- The information in this presentation has been prepared for use in presentations by the Company for information purposes only and does not constitute, or should not be regarded as, or form part of, any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including the United States and India; nor shall it, or the fact of its distribution form the basis of, or be relied on, in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including the United States and India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company. This presentation and its contents are not and should not be construed as a “prospectus” or “offer document” (as defined or referred to, as the case may be, under the Companies Act, 2013, as amended) or an “offer document” under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended. Nothing in this presentation is intended by the Company to be construed as legal, accounting, tax or other advice. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Company.
- This presentation has been prepared by the Company based upon information available in the public domain. This presentation has not been approved and will not or may not be reviewed or approved by any statutory or regulatory authority in India or by any Stock Exchange in India. This presentation may include statements which may constitute forward-looking statements.
- This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those specified in such forward-looking statements as a result of various factors and assumptions. The risks and uncertainties relating to these statements include, but are not limited to, (i) fluctuations in earnings, (ii) the Company’s ability to manage growth, (iii) competition, (iv) government policies and regulations, and (v) political, economic, legal and social conditions in India and outside India. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.
- The information contained in this presentation is only current as of its date and has not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation, and makes no representation or warranty, express or implied, for the contents of this presentation including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this presentation or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. Past performance is not a guide for future performance.
- Please note that the past performance of the Company is not, and should not be considered as, indicative of future results. Certain data in this presentation was obtained from various external data sources, and the Company has not verified such data with independent sources. Accordingly, the Company makes no representations as to the accuracy or completeness of that data, and such data involves risks and uncertainties and is subject to change based on various factors.
- This presentation also contain certain tables and other statistical analyses. Numerous assumptions were used in preparing the statistical information, which may or may not be reflected herein. The Company has not verified such statistical information with independent sources. As such, no assurance can be given as to the statistical information’s accuracy, appropriateness or completeness in any particular context nor as to whether the statistical information and/or the assumptions upon which they are based reflect present market conditions or future market performance. The statistical information should not be construed as either projections or predictions or as legal, tax, financial or accounting advice.
- This presentation is not an offer of securities for sale in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from registration under the United States Securities Act of 1933, as amended (the “Securities Act”). Any offering in the United States may be made only by means of the relevant offering document that may be obtained from the Company and that will contain detailed information about the Company and management, as well as financial statements. By receiving this document, you are deemed to have represented and agreed that you and any of your customers that you represent (i) are sophisticated investors to whom it is lawful to communicate and (ii) are located outside of the United States. The Company’s securities have not been and will not be registered under the Securities Act.



# Table of **Content**

- 01 Setco At a Glance**
- 02 Key Milestones**
- 03 Product Offerings**
- 04 Value Proposition: Strength, Scale & Strategy**
- 05 State-of-the-Art Manufacturing Capabilities**
- 06 Research & Development Capabilities**
- 07 Our Subsidiary Lava Cast**
- 08 Strategic Growth Initiatives**
- 09 Corporate Social Responsibility**
- 10 Financial Performance**



40+ years of excellence



Largest producer of  
M&HCV clutches in India



Present across lifecycle of M&HCV –  
OEM, OES, Aftermarket & exports



Own distribution network spanning pan  
India



Serving ~65% market demand for M&  
HCV Clutches in the domestic market



R&D centers in India & UK, providing  
competitive advantage

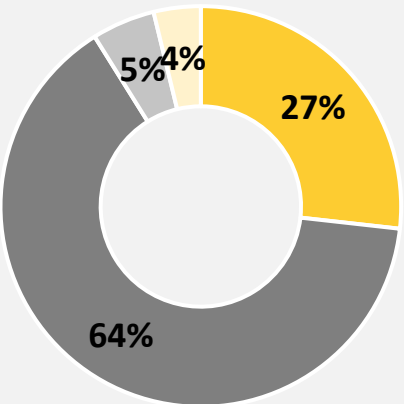


4 manufacturing plants



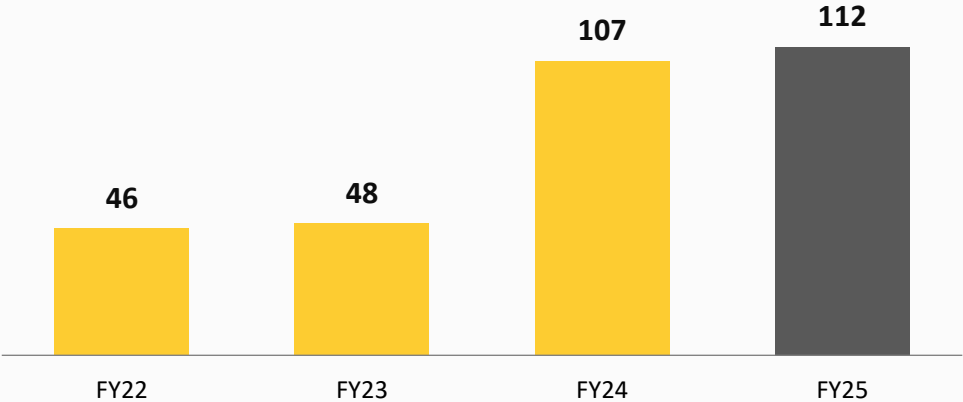
Advanced Testing & Validation  
Infrastructure equipped to meet BS-  
VI & global performance standards

FY25 Revenues

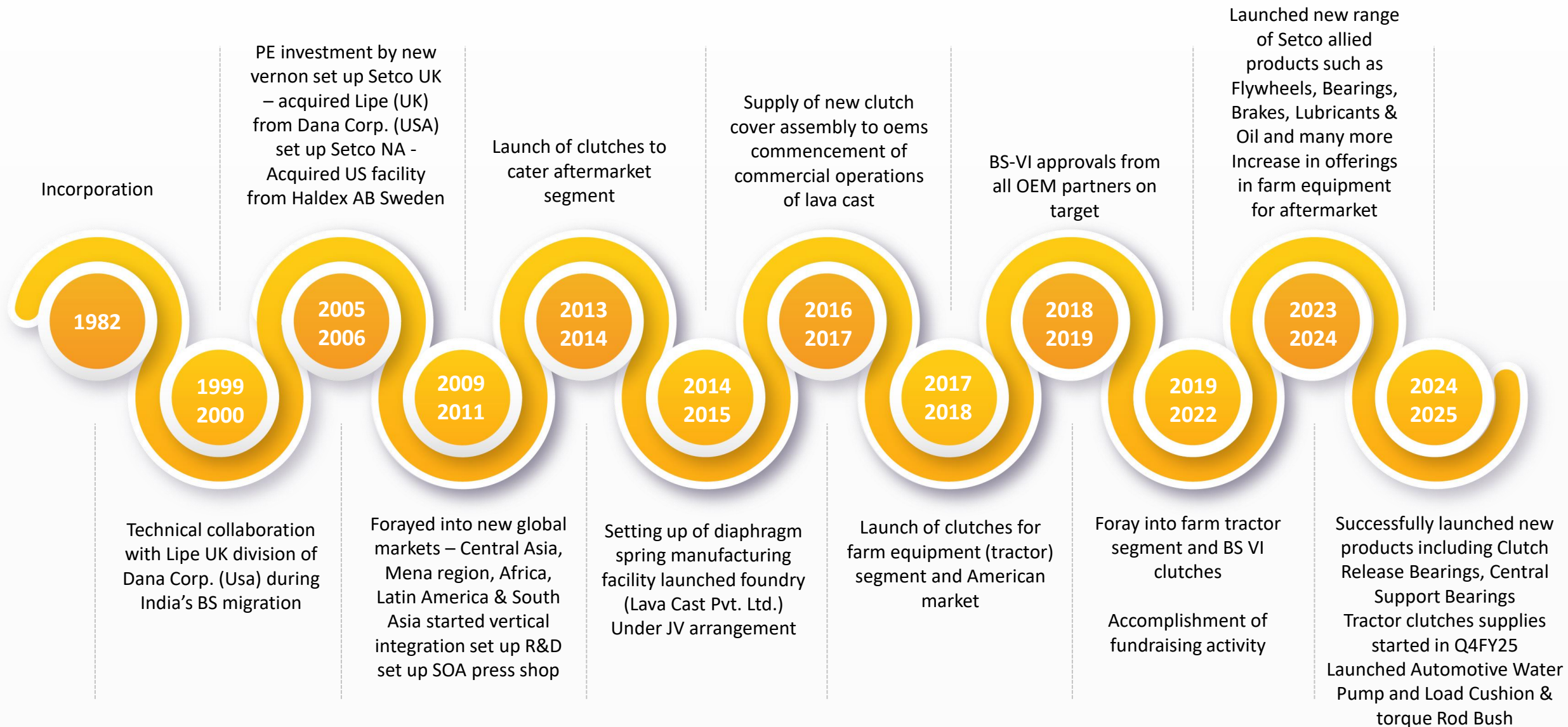


■ OEM ■ Aftermarket ■ Allied Products ■ Exports

No. of Distributors



# Key Milestones





Clutch Cover Assembly



Clutch Disc Plate

Diaphragm

Coil clutch

Organic Lining

Ceramic Lining

Setco has all these variants of clutch present in different diameters. All products validated and approved by OEM



12" / 310 mm



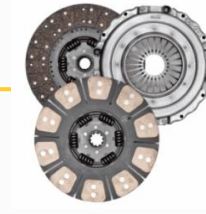
13" / 330 mm



14" / 352 mm



15" / 380 mm



15.5" / 395 mm



17" / 430 mm

Other market/  
vehicle clutches



Dual Clutch for  
tractors



170mm clutch for  
Tata ACE



Angular Spring  
Clutch for US mkt

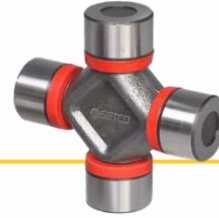




Flywheel



Center Support  
Bearing



Universal Joint  
Cross



Coolant



Water Pump



Flywheel



Brake Lining



Load Cushion and  
Torque Rod Bush



Lubricant



Grease



Gear Oil



New Clutch fitted  
into a truck by  
original Equipment  
(OE) factories



**New Vehicle  
(OEM)**

### Features

1 Cover,  
1 Disk;  
Co-Branded;  
OEM Aligned

Clutch replacement  
products are offered  
through the service  
network of OE &  
network of OE Suppliers



**0-6 Years Vehicle  
(OES)**

### Features

1.5 Covers,  
3 Disks;  
OE Brand by Setco;  
Predictable Demand

Clutch for  
Independent after  
market (IAM)  
segment



**4-10 Years Vehicle  
(IAM)**

### Features

1.5 Covers, 3 Disks;  
Setco Brand;  
Predictable Demand

Clutch meeting  
performance and  
value expectations for  
the last stage of the  
M&HCV life cycle



**Beyond 10 Years  
Vehicle**

### Features

1 Cover, 2 Disks;  
Discount Brands;  
New Market Entry

Our

## Value Proposition: Strength, Scale & Strategy



### Leadership in M&HCV Segment

- Largest producers of clutches for M&HCVs in India, commanding significant share of domestic OEM and aftermarket business.
- Reflecting deep product knowledge, reliability, and customer trust built over decades.



### Longstanding OEM Relationships

- Strong partnerships with top commercial vehicle OEMs such as Tata Motors, Ashok Leyland, Daimler, Mahindra and Volvo Eicher
- Preferred clutch supplier known for quality, consistency, and engineering excellence.



### End-to-End Lifecycle Presence

- Operates across entire clutch lifecycle—from design and development to OEM supply, aftermarket sales
- This full-stack presence strengthens margins, brand recognition, and customer retention.



### Strong Aftermarket & Brand Recall

- Under the LIPE brand, Setco enjoys widespread recognition in both Indian and global markets.
- Expansive aftermarket network ensures long-term revenue streams beyond OEM supply cycles.



### Robust R&D and Product Innovation

- With R&D centers in India and the UK, Setco is equipped to design, test, and validate clutches for diverse platforms, including BS-VI emission norms and emerging EV-compatible systems.
- These innovation capabilities position it to stay ahead of regulatory and market shifts.



### Quality at the core

- Integrates quality into every step from raw material sourcing to final inspection
- Stringent quality systems and precision manufacturing ensure durable, high performance products that meet highest standards



## Clients

**TATA MOTORS**



**DAIMLER**

## Foray into Tractor Segment



### Strategic Alliances:

- Leveraging over 2 decades of strong relationships with leading OEMs, securing our leadership position

### Dominant Market Position:

- Commanding over ~65% market share in the MHCV segment, a testament to our product excellence.

### Quality Assurance:

- Commitment to quality and precision engineering making the go to clutch supplier for leading OEMs

## Production Capacity



### Manufacturing Presence

- Plants in Kalol (Gujarat), Lucknow (UP), Sitarganj (Uttarakhand) and UK (Europe-facing facility)

### Product Capacity

- Over 1 million clutch assemblies annually for LCVs, M&HCVs, off-highway & tractors

### Advanced Vertical Integration

- End-to-end production: Press Shop, heat treatment, machine shop, Assembly, and Testing all under one roof

### Global Reach

- Supplies to OEMs in India, cater to aftermarket in the Europe, USA, and SAARC, middle east countries



## Industry First

### 1982

- Amongst the first few company to indigenously design & manufacture clutches for commercial vehicles

### R&D Prowers

- Pioneered clutch technology innovation for high-load Indian driving conditions

### Aftermarket Strength

- Among the top players in independent aftermarket with strong brand recall

### Future Ready

- Developing new clutches for hybrid commercial vehicles

## Quality & Tech Leadership

### Quality Certifications

- IATF 16949 and ISO 14001 certified plant with stringent in-process quality checks

### Testing Excellence

- Advanced dynamometers, life cycle rigs, thermal chambers & noise testing

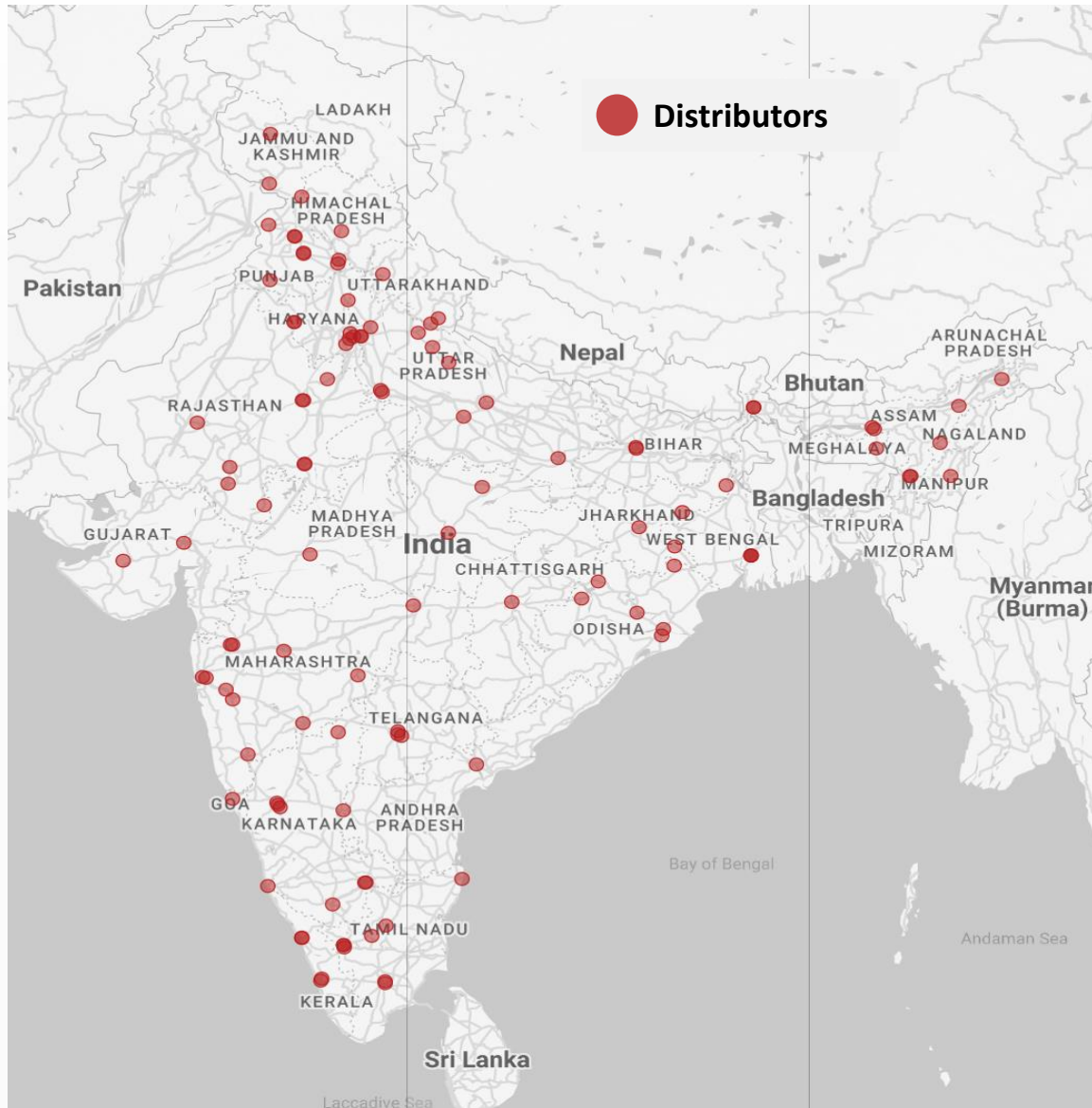
### Design & Simulation

- Dedicated R&D with CAD/CAE, NVH, and Tribology expertise

### Lean Manufacturing

- Continuous improvement through TPM, Kaizen, and Six Sigma initiatives





## Comprehensive Coverage:

- **150+ Touchpoints:** Strategically located across major regions.
- **112+ Authorized Distributors:** Ensuring seamless availability of parts.

## Robust Aftermarket Presence:

- **Direct Distribution Channels:** Facilitating a wide independent aftermarket network.

## Extensive Reach:

- **Nationwide Distribution:** Encompassing a broad network of retailers and service garages.

## Skill Development Initiatives:


- **Mechanic Training Programs:** Conducted various training sessions pan India
- **Field Visits & Workshops:** Covering servicing, troubleshooting, and maintenance of clutch systems.
- **Empowered Workforce:** Trained mechanics, ensuring top-notch service quality.


## Critical Component Reliability:


- **Clutch as Drivetrain Fuse:** Engineered to protect the engine and gearbox by optimally failing at critical junctures.
- **Service Network Importance:** A robust network is essential for ensuring consistent vehicle performance and longevity.


Setco connect Mobile Application





  
Scan QR


  
Redeem Points

  
Manual Points Addition

  
Scan + Redeem History

  
Catalogue

  
About Us

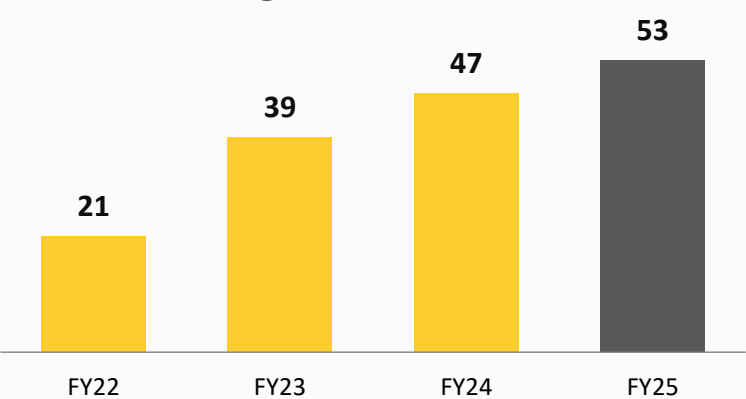
  
Help & Support

Helps Setco monitor region wise sales and design targeted marketing campaigns

Entire product catalogue and instant ordering facility available through app for distributors

16,000+ distributors, retailers and mechanics on boarded

On ground sales force



Multiple campaigns for mechanics outreach



Mechanics meet



Van campaign



Corner meet



Mechanics plant visit

### Innovation Hubs

R&D centers in India and the UK, recognized for driving cutting-edge innovation in global markets.



### Tailored Engineering

Custom solutions crafted to meet stringent BSIV/BSVI/EUROVI norms, ensuring compliance and performance.



### Product Leadership

Developed over 120+ clutch variants for farm and commercial vehicles, solidifying our market leadership.



### Investment in Innovation

Significant investments in R&D underscore our commitment to continuous technological advancement.





## Production Capacity

### Current Capacity

- 25,000 TPA of castings with machining capabilities for over 70% of output



**Automated Moulding Line**

### Automated Plant

- State-of-the-art fully automated foundry built with global standards



**Sand Plant & Core shooter**

### In-House Machining

- Advanced CNC and VMC machining setups for finished and semi-finished castings



**Shot Blasting & Fettling**

### Flexible Product Range

- Supports casting of complex shapes across LCV, M&HCV, Tractor & Off-highway segments



**Machine Shop**

## Industry First

### 2017

- First fully integrated ductile iron foundry with machining in Western India for automotive

### Vertical Integration

- Among India's few casting facilities with both casting and machining in one campus

### Exports

- Supplies started for USA aftermarket segment

### Environment Leadership

- Designed for zero liquid discharge; dust suppression.

## Quality & Tech Leadership

### Quality Certifications

- IATF 16949 and ISO 14001 certified plant with stringent in-process quality checks

### Advanced Testing

- Spectrometer, CMM, Velocity and white frost analyzer with all related Sand and Metal Testing Lab on site

### Smart Foundry Systems

- ERP and SCADA-based process monitoring ensures traceability and consistency

### Sustainability Drive

- Efficient material handling, scrap recycling, and solar power integration underway



### Strategic Turnaround and Realignment

- Undertaken a focused turnaround strategy-streamlining operations, improving working capital, re-engaging OEMs, and reviving export momentum.
- These steps are unlocking operating efficiency and future growth potential.

### Expand Global Footprint

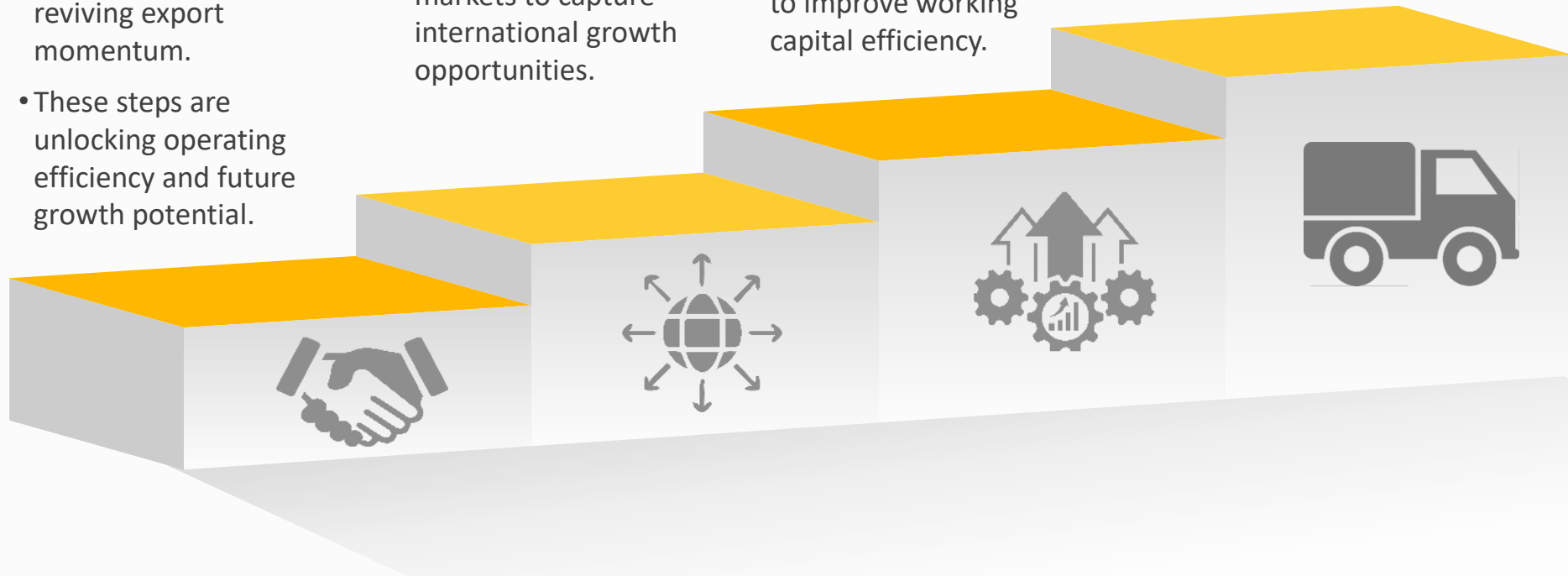
- Strategically scale in the Europe and US markets to capture international growth opportunities.

### Optimize Operational Efficiency

- Maximize asset utilization and streamline processes to improve working capital efficiency.

### Expansion into Adjacent Opportunities

- Actively exploring product diversification into LCVs, passenger vehicles, broadening addressable market





## Vision:

Inclusive, thriving, empowered, and joyful communities.



## Mission:

To strengthen families and promote inclusive communities by ensuring access to healthcare, education, livelihood, and opportunities for growth.

## Key Focus Areas

- Maternal-Infant-Child Health (AAYUSHI)
- Malnutrition Eradication
- Inclusive Early Childhood Education (Nandghar)
- Disability Support (PAHEL)
- Sports for Development (SHIKHAR)
- Skill Building & Livelihood
- Smokeless Stove & Water Management
- Community Helpdesks (SAARTHI)



## Impact Highlights (Till Date)

*Location - Kalol Taluka, Panchmahal District, Gujarat*

- **Over 11,200 beneficiaries reached** in the last 6 years
- **62% reduction in SAM (Severe Acute Malnutrition)** among children (0–6 years)
- **13% decline in malnutrition among adolescent girls**
- **8% increase in A+ grade students** in preschool (Nandghar) in 2023-24
- **112 children supported** through therapy-based disability programs (PAHEL)
- **109 medals won** by students in sports; **7 medals at national tournaments**
- **6,356 people benefited** from helpdesk support for government schemes



## Strategic Priorities

- Reduce malnutrition levels in 0–6-year-olds and adolescent girls to <5%
- Increase disability enrolments and integrate with govt. services (PAHEL)
- Shift focus from community-based to center-based programs
- Strengthen outreach and early childhood development



## Recognition & Awards



**Special Jury Award by  
Vice President Shri M. Venkaiah Naidu**



**CSR Leadership Award – 2023  
(Gujarat State)**



**Glenmark Nutrition Award  
– 2024**

### Lava Cast

- Commenced export supplies to the US market; initial volumes have started rolling out.
- Engaged with potential customers across Europe and the US, with multiple RFQs under evaluation.
- Collaborating with Indian OEMs on new RFQ opportunities, aiming to expand domestic engagement.

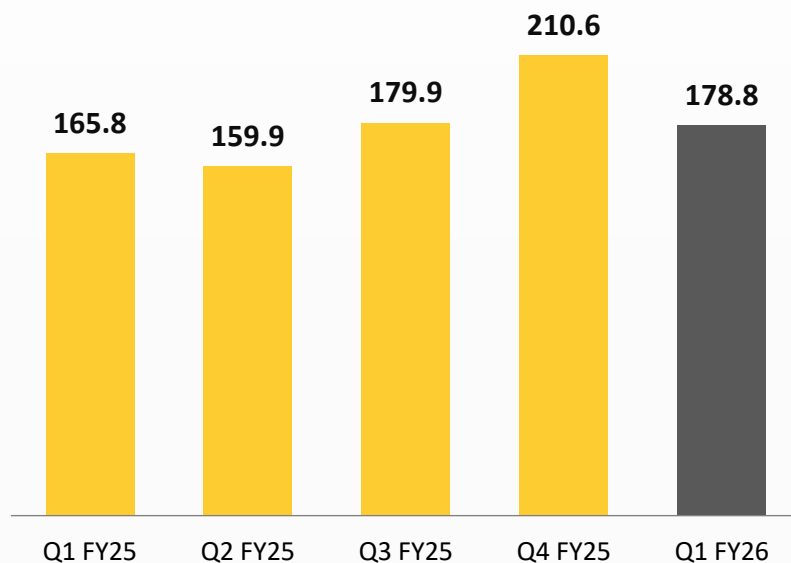
### Setco Auto Systems Pvt. Ltd. (SASPL)

- Increased focus on export markets, with early success through qualification in an RFQ with a leading US based aftermarket player.
- Supplies have begun with two products; ongoing efforts to expand the portfolio to 15 products with a prominent aftermarket customer in Germany.
- Actively exploring opportunities with OEMs in the Netherlands and broader European markets

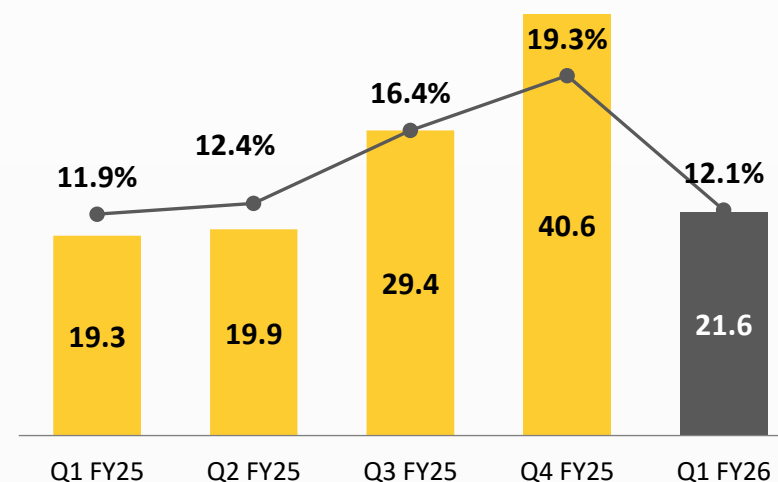
# Financial Performance



### Revenue from Operation (Rs. Crore)



### EBITDA & EBITDA Margin (Rs. Crore & %)

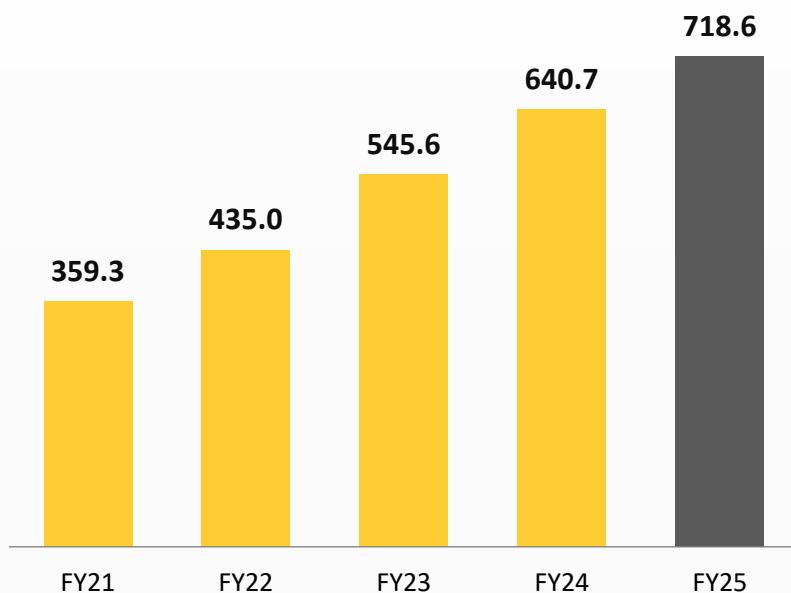


### Key Highlights

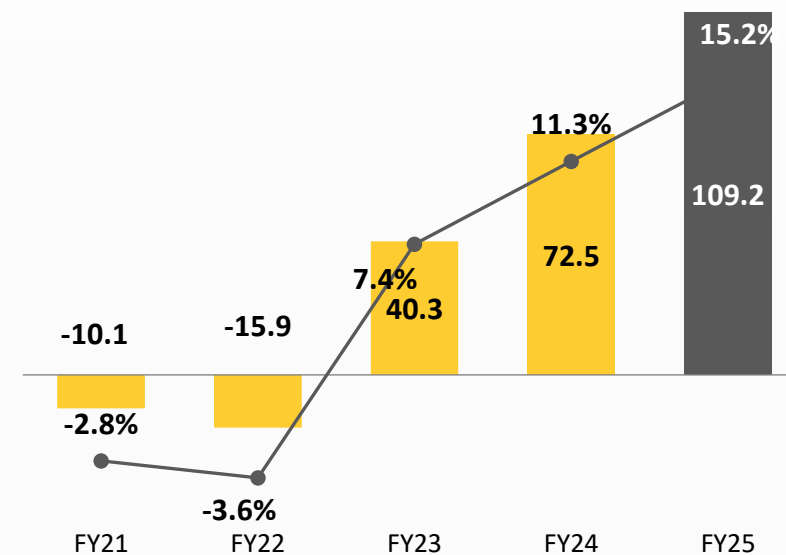
- **Revenue from Operations stood at Rs. 178.8 crore** in Q1 FY26, as against Rs. 165.8 crore in Q1 FY25, a **growth of 7.8% on a year on year basis**, mainly on account of continued and robust demand for Setco's products
- **EBITDA for the Q1 FY26 is Rs. 21.6 crore** as against Rs. 19.3 crore in Q1 FY25, a **year on year growth of 11.9%**, mainly on account of higher sales, favourable segment mix and higher operational efficiencies at LAVA cast and Foreign subsidiaries

Particulars (Rs. Crore)	Q1 FY26	Q1 FY25	Y-o-Y (%)	Q4 FY25
<b>Net Sales &amp; Other Operating Income</b>	<b>178.75</b>	<b>165.80</b>	<b>7.8%</b>	<b>210.63</b>
Cost of Services & Raw Materials	84.64	77.16		82.69
Purchase of Finished Goods	4.25	3.71		8.66
(Increase) / Decrease In Stocks	-6.68	-2.98		8.86
Employee Cost	28.35	28.98		26.42
Operating & Manufacturing Expenses	46.61	39.65		43.40
<b>EBITDA</b>	<b>21.58</b>	<b>19.28</b>	<b>11.9%</b>	<b>40.62</b>
<b>EBITDA Margin</b>	<b>12.07%</b>	<b>11.63%</b>	<b>44 bps</b>	<b>19.28%</b>
Other Income	1.36	1.04		2.93
Depreciation	7.64	8.08		7.91
Interest	57.94	49.41		58.10
Exceptional Items	1.12	0.29		0.00
<b>PBT</b>	<b>-43.76</b>	<b>-37.46</b>		<b>-22.47</b>
Tax	-1.53	-2.20		-0.65
<b>Profit After Tax</b>	<b>-42.23</b>	<b>-35.26</b>		<b>-21.82</b>

**Revenue from Operation (Rs. Crore)**



**EBITDA & EBITDA Margin (Rs. Crore & %)**



### Key Highlights

- **Revenue from Operations stood at Rs. 718.6 crore** in FY25, as against Rs. 640.7 crore in FY24, **a year on year growth of 12.2%**. This growth was largely driven by increase in Exports, IAM sales and OES sales.
- **EBITDA for the FY25 is Rs. 109.2 crore** as against Rs. 72.5 crore in FY24, **a year on year growth of 50.7%**, driven by favourable sales mix, continued operational efficiencies and LAVA Cast turnaround during the financial year

Particulars (Rs. Crore)	FY25	FY24	Y-o-Y
<b>Net Sales &amp; Other Operating Income</b>	<b>718.63</b>	<b>640.67</b>	12%
Cost of Services & Raw Materials	311.95	318.75	
Purchase of Finished Goods	22.27	6.51	
(Increase) / Decrease In Stocks	3.71	-3.53	
Employee Cost	106.79	97.47	
Operating & Manufacturing Expenses	164.73	149.02	
<b>EBITDA</b>	<b>109.18</b>	<b>72.46</b>	<b>50.7%</b>
<b>EBITDA Margin</b>	<b>15.19%</b>	<b>11.31%</b>	<b>388 bps</b>
Other Income	11.71	2.72	
Depreciation	32.09	32.09	
Interest	217.41	179.69	
Exceptional Items	0.57	2.20	
<b>PBT</b>	<b>-129.18</b>	<b>-138.81</b>	
Tax	-2.85	-6.23	
<b>Profit After Tax</b>	<b>-126.33</b>	<b>-132.58</b>	



# Financial Highlights

## Balance Sheet

Particulars (Rs. Crore)	FY25	FY24
Share Capital	26.75	26.75
Other Equity/ Reserve	-720.57	-593.20
<b>Equity Attributable to Owners</b>	<b>-693.82</b>	<b>-566.45</b>
I. Long Term Borrowings	1,072.37	922.00
II. Lease Liability	0.08	0.15
III. Other Long Term Financial Liabilities		0.02
Long Term Provisions	3.97	3.73
Deferred Tax Liabilities (Net)		
Other Long Term Liabilities	22.49	12.34
<b>Total Non-Current Liabilities</b>	<b>1,098.91</b>	<b>938.24</b>
I. Short Term Borrowings	43.19	65.62
III. Lease Liabilities	0.07	0.06
Micro enterprises and small enterprises	34.99	15.65
Other than micro enterprises and small enterprises	61.96	80.73
IV. Other Short Term Financial Liabilities	0.30	1.07
Short Term Provisions	1.71	2.14
Current Tax Liabilities (Net)		
Other Current Liabilities	27.57	18.62
<b>Total Current Liabilities</b>	<b>169.79</b>	<b>183.89</b>
<b>Total Equity and Liabilities</b>	<b>574.88</b>	<b>555.68</b>

Particulars (Rs. Crore)	FY25	FY24
Property, Plant and Equipment	175.80	191.55
Capital Work in Progress	0.22	
Right to use Asset	3.45	3.50
Other Intangible Assets	51.70	62.18
Intangible Assets Under Development	1.29	0.29
I. Long Term Investments	83.11	83.11
II. Other Long Term Financial Assets	1.45	1.12
Non Current Tax Assets (Net)		
Deferred Tax Assets (Net)	15.92	14.74
Other Non Current Assets	1.76	1.77
<b>Total Non-Current Assets</b>	<b>334.70</b>	<b>358.26</b>
Inventories	136.48	127.34
II. Short Term Trade Receivables	69.26	41.38
III. Cash and Cash Equivalents	20.19	13.95
IV. Bank balances other than cash and cash equivalents	0.30	0.46
Current tax assets (net)		
Other Current Assets	13.95	14.29
<b>Total Current Assets</b>	<b>240.18</b>	<b>197.42</b>
<b>Total Assets</b>	<b>574.88</b>	<b>555.68</b>



# Thank You

**We Invite You To Visit Setco**

**Setco Automotive Limited**

Anurag Jain / Hiren Vala

M : [anurag.jain@setcoauto.com](mailto:anurag.jain@setcoauto.com) /  
[hvala@setcoauto.com](mailto:hvala@setcoauto.com)

Tel : 022-4075 5555

Smit Shah/ Siddharth Soni

M : [smit.shah@adfactorspr.com](mailto:smit.shah@adfactorspr.com) /  
[siddharth.soni@adfactorspr.com](mailto:siddharth.soni@adfactorspr.com)

Tel : +91 98707 89596