

**SASTASUNDAR VENTURES LIMITED**

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CIN: L65993WB1989PLC047002

Date: 14-12-2021

**To**  
**The General Manager**  
**Department of Corporate Services**  
BSE Limited  
(Designated Stock Exchange)  
Phiroze Jeejeebhoy Tower  
Dalal Street, Mumbai - 400 001

**To**  
**The Manager**  
**Listing Department**  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Mumbai - 400 051

**Ref:** BSE Scrip Code: 533259; NSE Symbol: SASTASUNDR  
**Sub:** Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Update

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith the Presentation on Investor Update.

This is for your information and record.

Thanking you,

Yours faithfully,

For Sastasundar Ventures Limited

*Pratap Singh*

Pratap Singh  
Company Secretary and Compliance Officer



Encl: As above

# **SastaSundar Ventures Ltd.(SVL)**

## **INVESTOR'S UPDATE**

# Safe Harbour

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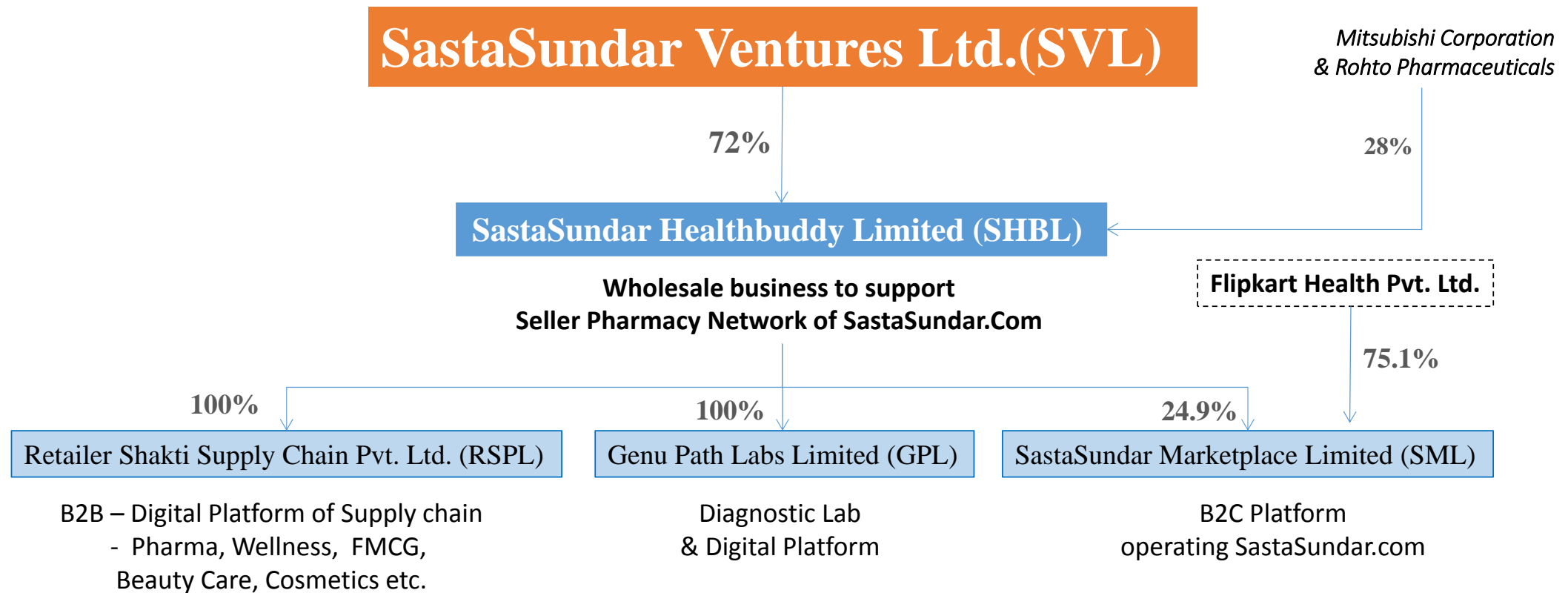
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# Existing Corporate Structure (Only Relevant Entities)



# Update

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1. SML has received the amount of INR **372.00** crores from Flipkart Health Private Limited on account of allotment of equity shares of SML to Flipkart Health Private Limited; (holding **75.1%** of Equity share capital of SML)
2. SHBL has also received **INR 689.76 Crores** from Flipkart Health Private Limited on account of transfer of equity shares of SML
3. SHBL continues to hold **24.9%** shares in SML
4. SastaSundar platform to be renamed as Flipkart Health +
5. Flipkart Health+ will leverage the combined strengths of the Flipkart Group, which includes its Pan-India reach and technology capabilities, with SastaSundar's deep expertise to provide consumers end-to-end offerings in the health-tech ecosystem.
6. The Board of Directors of SVL has constituted a committee to suggest with the help of Advisors to simplify the structure including Merger and Demerger of the group companies.

# Future Macro Strategy

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## Focus & Growth

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### ‘Digital Platform of Healthcare’

Pharmacy • Wellness • Diagnostic

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Develop



Team

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Technology

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Trust

Leverage



Consumer Base

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Capital

Deliver



Cash Flow

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Customer Experience

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Community Wellbeing

# Future Micro Strategy

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## B2C Platform

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- Expand & Grow network of Seller Pharmacies – PAN India
- Expand fulfilment capabilities – PAN India
- Leverage Flipkart's Strength of Large Consumer Base & Digital Technology

## B2B Platform

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- Expand – PAN India, Accelerate growth
- Leverage scale to Maximise Margin and Minimise Cost
- Leverage Digital Technology to expand data-driven efficient Supply Chain

## Genu Path Labs

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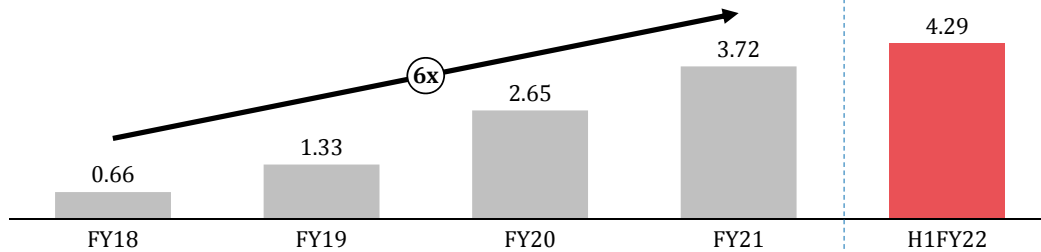


- Expand Diagnostic Network in Eastern India
- Leverage consumer base of Flipkart Health +
- Strengthen Technology both in terms of Diagnostic Capabilities and Consumer Experience
- Leverage seller Network of SHBL to reach and serve consumers



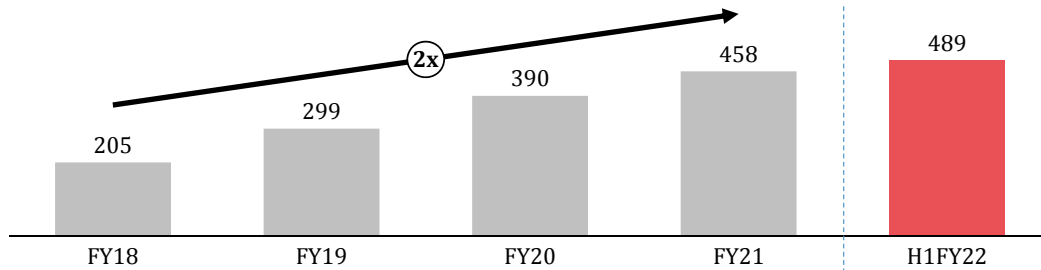


No. of Registered Users (in. Mn)



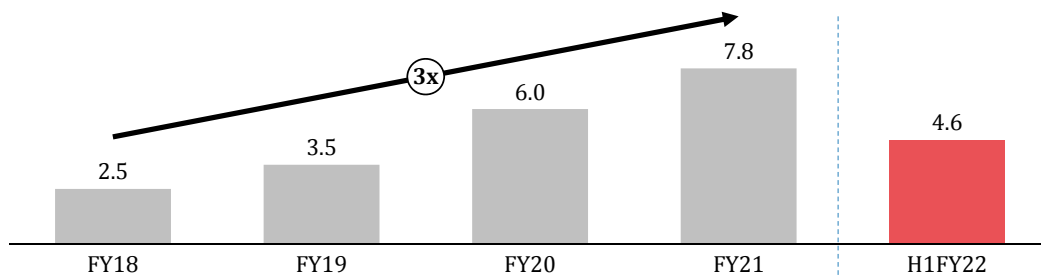
~90% orders from repeat customers\*

No. of HBs (in. Nos)



29.5% product margin on medicines

No. of Orders (in. Mn)



1.6% returns (as a % of GMV)\*

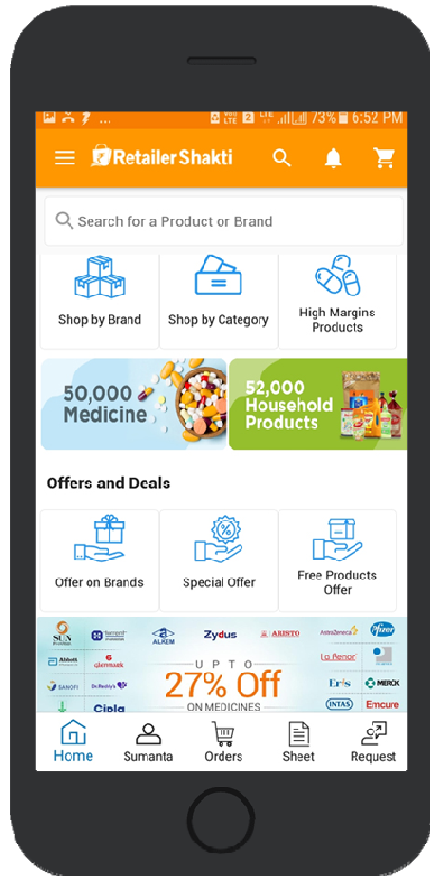


INR 870 average order value\*



4.3 Mn registered users\*





## Who we are

Digital Platform (App + Website) to empower Retailers (B2B) – Pharma, Wellness, FMCG, Beauty Care, Cosmetics etc.

## Value we provide to Retailers



**Availability and Fulfilment  
of all Products  
(52000+ Products)**



**Timely Delivery  
at Shops**



**Genuine  
Products**



**High Margin with  
Transparent Pricing**



**Secure Online  
Transaction**




**Helps Automate  
Procurement Process**



**Quicker  
and Easier**



# Retailer Shakti Transforming Economics & Lives of Retailers

Conventional Distribution Channels	 Retailer Shakti	Impact on Retailers
<ul style="list-style-type: none"> <li>Multiple Distributor Supply Time – 15 to 30 Days</li> </ul>	<ul style="list-style-type: none"> <li>Next Day Delivery at One Click</li> </ul>	<ul style="list-style-type: none"> <li>Reduction of Inventory Time</li> <li>Availability increases</li> <li>Capital Employed Reduced</li> </ul>
<ul style="list-style-type: none"> <li>Pricing are not open. Subject to Negotiation.</li> </ul>	<ul style="list-style-type: none"> <li>Transparent Pricing</li> </ul>	<ul style="list-style-type: none"> <li>Higher Margin</li> <li>Procurement Automated</li> <li>Savings of Time &amp; Cost</li> </ul>
<ul style="list-style-type: none"> <li>No Tracking of Supply Chain</li> </ul>	<ul style="list-style-type: none"> <li>Full Tracking of Supply Chain</li> </ul>	<ul style="list-style-type: none"> <li>Genuine Product</li> </ul>





**Genu Path Labs, an NABL ACCREDITED LAB**, where everything revolves around Meticulous Assay of Quality Evidence. Highly experienced Clinical Team, Advanced High End Lab Equipment, Stringent Quality Norms – EQAS, ILC, Strong Process Control (QuaGen<sup>LR</sup>) – we employ all of these at Genu Path Labs to ensure Accurate Test Results.

**Services Offered:**

Pathology Test • USG • Digital X-Ray • ECG  
TMT • Doppler • Holter • PFT • Echocardiography

**Advanced Automated Equipment used at Genu Path Labs**



**30+**

Sample Collection Centres across West Bengal


**01**

Central LAB at Newtown, Rajarhat, Kolkata

**01**

Satellite Lab at Balurghat, West Bengal

## Our Core Value



Nothing can be more Genuine  
than our Mothers' Love

**BEING  
GENUINE**

OUR CORE VALUE

Being Genuine in Conduct,  
Communication & Dealings

**SastaSundar**.com  
health & happiness

## Our Culture



**'BEING  
CHILD'**  
IS OUR CULTURE

—

Like Child-  
'Innovate',  
'Don't Discriminate',  
'Connect Emotionally' &  
'Grow Everyday'.

**SastaSundar**.com  
health & happiness



# Recognitions





# Contact Information

Thank You

For Further Information, please contact:

**Company:**

**SastaSundar**

**Sastasundar Ventures Limited**

CIN: L65993WB1989PLC047002

Mr. Pratap Singh – Company Secretary

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**Investor Relations Partner:**



**orient capital**

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