

SASTASUNDAR VENTURES LIMITED

(Formerly Microsec Financial Services Limited)

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Kolkata - 700 017, India

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E-mail: info@sastasundar.com, Website: www.sastasundarventures.com

CIN - L65993WB1989PLC047002

Date: 17-08-2018

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

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith an earning update on the business and operations of the Company.

This is for your information and record.

Thanking you,

Yours faithfully,

For Sastasundar Ventures Limited

Biplab K. Mani

Biplab Kumar Mani

Company Secretary and Compliance Officer





EARNINGS UPDATE

Q1-FY19

SastaSundar.com
(A Venture of SastaSundar Ventures Limited)





COMPANY OVERVIEW

SASTASUNDAR : ABOUT US

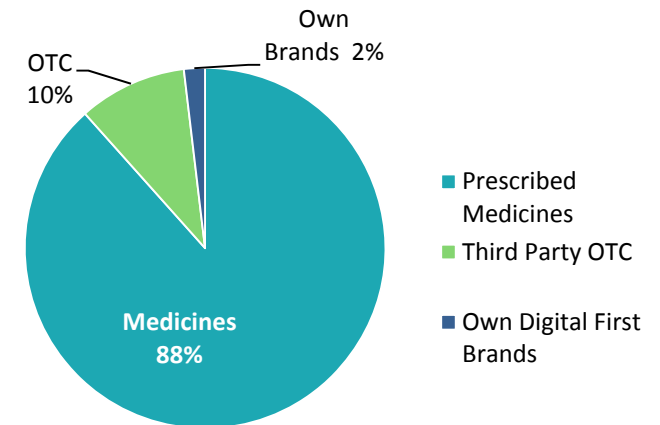
- “Sasta Sundar” is a famous Indian phrase which denotes consumer aspiration for “**High Quality at Low Cost**”.
- Sastasundar is a consumer focused Digital Healthcare Platform managing integrated supply chain of Pharma & Wellness Products and Services.
- The Sastasundar Digital Network is being built upon **Online to Offline model** and the platform is supported by a network of Physical Counselling and Services Centers called “**Healthbuddies**”
- The Healthbuddy service center provides access to the personal attention of pharmacists for counseling, facility to order, pick up, home delivery and other customer servicing. The company is leveraging its healthbuddy network for multiple purposes including Pathology Services and aims to leverage Telemedicine services in the near future.



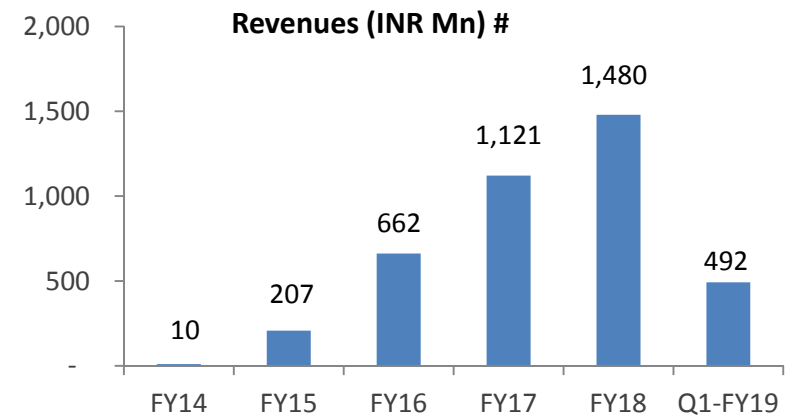
COMPANY SNAPSHOT

- SastaSundar Ventures Limited (Previously known as Microsec Financial Services Ltd) is a NSE and BSE listed company.
- SastaSundar.com started its operations in September, 2013 with a mission to provide low cost, genuine and high quality of healthcare products and services to customers.
- The company has pioneered an innovative and sustainable hybrid model by leveraging upon the pros and cons of the online and offline retail models.
- It has created a strong backend technological central processing unit and central warehousing unit to execute its orders and also created a last mile Network of exclusive franchisees called “Healthbuddy”, which are Inventory-Less Micro Pharmacies which focus on last mile deliveries, counselling, customer relationships, cross selling and compliance.
- The company also launched various health products and services under its own brands by understanding the demand gaps in the consumer market.

Q1FY19 Product Categories *



*Based on GMV's



*/# - Numbers provided are for Subsidiary of SastaSundar Ventures Ltd, “SastaSundar Health Buddy Ltd” and not of consolidated entity.



OUR SERVICES



Genuine Medicine



Diagnostic Tests



Doctor

Online Consultation
Appointment



Heal @ home

Physiotherapy
Nursing Service
Elder Care



Counselling & Information

Health Article,
Video & Infographics
Symptoms Checker
Medicine Info
and Substitute
Health Tools
DNAVITA
Health Profile
Weight Loss and
Diet Counselling



Shop by Category

Herbal and
Ayurvedic Products
Health Drinks &
Packaged Foods
Wellness Products
Beauty Care Products
Daily household
Products
Gift Happy Box
Personalised Health
Supplements



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Q1-FY19 EARNINGS UPDATE

FINANCIAL PERFORMANCE Q1-FY19 (CONSOLIDATED)

Particulars (INR Mn)	Q1-FY19 (Unaudited)	Q4-FY18 (Audited)	Q1-FY18 (Unaudited)
Revenue*	499.42	472.09	392.20
Expenses	561.79	517.48	439.01
EBIDTA	(62.37)	(45.39)	(46.81)
Finance Cost	3.67	1.75	9.19
Depreciation	14.93	14.59	15.80
Profit/(Loss) before exceptional items and tax	(80.97)	(61.73)	(71.80)
Exceptional Item	-	10.31	-
Profit/(Loss) before tax	(80.97)	(51.42)	(71.80)
Provision for Tax	1.79	0.92	1.66
Profit/(Loss) after tax	(82.77)	(52.34)	(73.46)
Minority Interest	(8.39)	(9.98)	(3.46)
Net Profit/(Loss) #	(74.38)	(42.36)	(70.00)
* - Includes Other Income		# - After considering minority interest	



FINANCIAL PERFORMANCE Q1-FY19 (STANDALONE)

Particulars (INR Mn)	Q1-FY19 (Unaudited)	Q4-FY18 (Audited)	Q1-FY18 (Unaudited)
Revenue*	1.05	4.17	2.74
Expenses	4.27	4.28	4.61
EBIDTA	(3.23)	(0.11)	(1.87)
Depreciation	0.52	0.55	0.57
Profit / (Loss) before tax & exceptional items	(3.75)	(0.66)	(2.44)
Exceptional Item	-	47.41	-
Profit / (Loss) before tax	(3.75)	46.75	(2.44)
Provision for Tax	-	2.12	-
Profit/ (Loss) after tax	(3.75)	44.63	(2.44)

* - Includes Other Income



FINANCIAL PERFORMANCE Q1-FY19 (SEGMENTAL)

Particulars (INR Mn)	Q1-FY19 (Unaudited)	Q4-FY18 (Audited)	Q1-FY18 (Unaudited)
Segment Revenue			
Financial Services	4.40	26.39	59.17
Healthcare Network	493.02	440.28	324.91
Other Segment	-	-	0.01
Total	497.42	466.67	384.09
Segment Results (Profit/(loss) before Finance Costs & Tax)			
Financial Services	(3.69)	20.61	(0.14)
Healthcare Network	(65.89)	(73.71)	(60.11)
Other Segment	-	-	(7.38)
Total	(69.58)	(53.09)	(67.63)
Finance cost	3.67	1.75	2.79
Other unallocable expenditure net of unallocable income	7.71	(3.42)	1.38
Profit/ (loss) Before Tax	(80.97)	(51.42)	(71.80)
* Other Segment includes activities under www.foreseegame.com till consolidation of operations with www.sastasundar.com			



INCOME STATEMENT OF SUBSIDIARY SASTASUNDAR.COM

Particulars (INR Mn)	Q1-FY19 (Unaudited)	Q4-FY18 (Audited)	FY18 (Audited)	FY17 (Audited)
Total Revenue	492.29	442.17	1,489.59	1,121.74
Total Expenses	543.49	507.17	1,705.81	1,354.60
EBITDA	(51.20)	(65.00)	(216.22)	(232.86)
Depreciation	8.52	8.72	32.06	40.74
Finance Cost	3.71	1.75	5.23	18.69
Profit/(Loss) Before Tax	(63.42)	(75.46)	(253.51)	(292.29)
Tax	-	-	-	-
Profit/(Loss) After Tax	(63.42)	(75.46)	(253.51)	(292.29)

- The figures represent the consolidated results of Sastasundar Healthbuddy Limited and Sastasundar Marketplace Limited.
- Q1 Figures include expenses of INR 12.1 Millions pertaining to Delhi Operations.





KEY HIGHLIGHTS

BUSINESS UPDATE – SASTASUNDAR



2.67 lacs orders in June 2018.



228 Healthbuddies covering 32 districts of West Bengal and Delhi NCR



91% Customer Retention Ratio.



5.25 Lac + Android App Downloads With 4.39 Google App Ratings by users on scale of 5.



Strong unit economics with gross margins of 27% on GMV.



INR 878 Avg. Order Value



Low Cost of Acquisition per customer



7.78 lacs registered Households

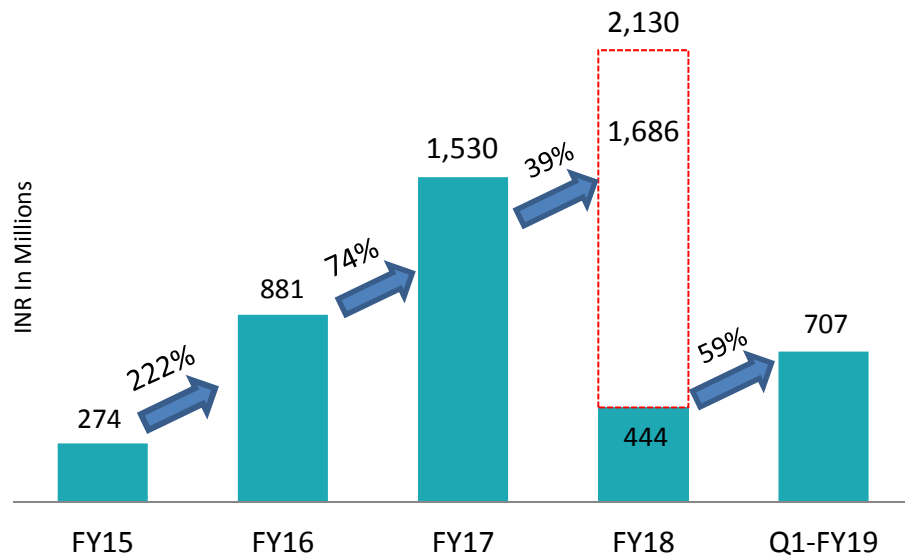


GMV of INR 213 Cr in 2018

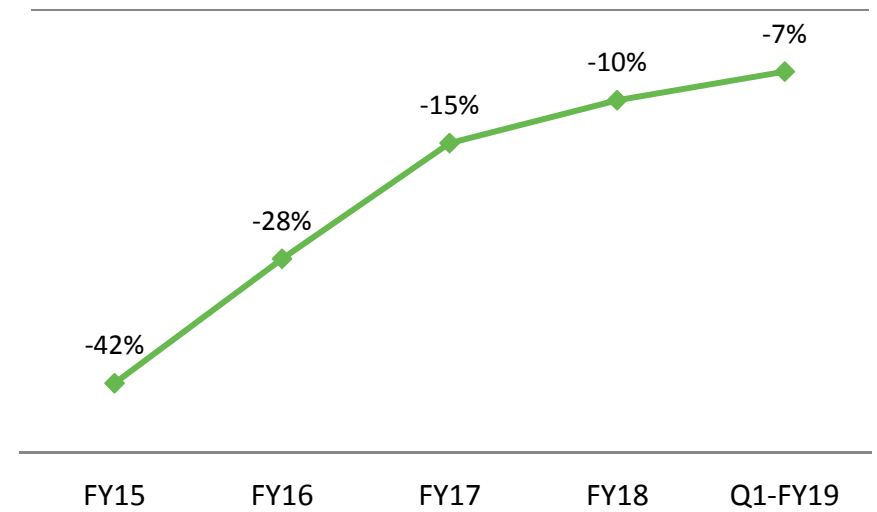


BUSINESS UPDATE – SASTASUNDAR

Year wise growth in GMV

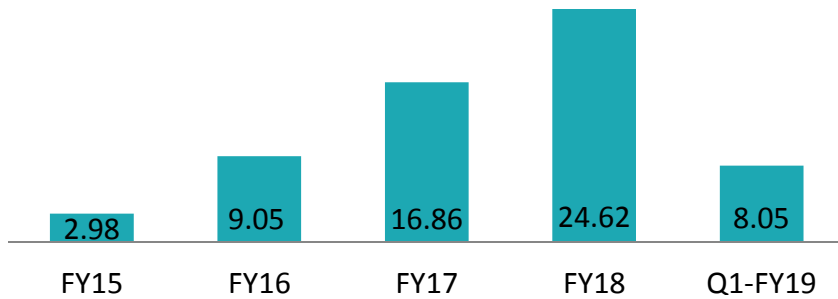


EBITDA as % of GMV

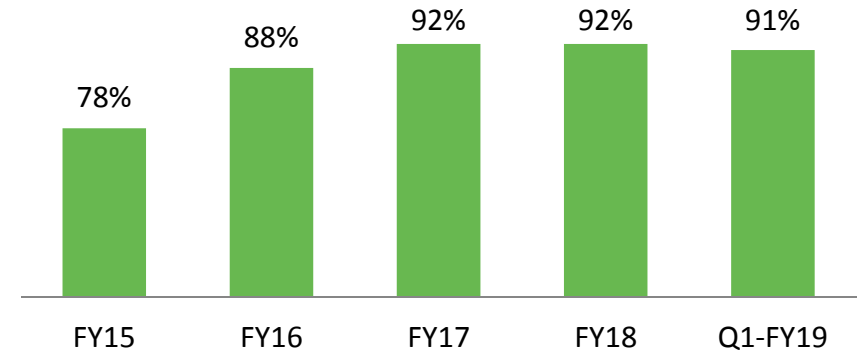


BUSINESS UPDATE – SASTASUNDAR HEALTHBUDDY

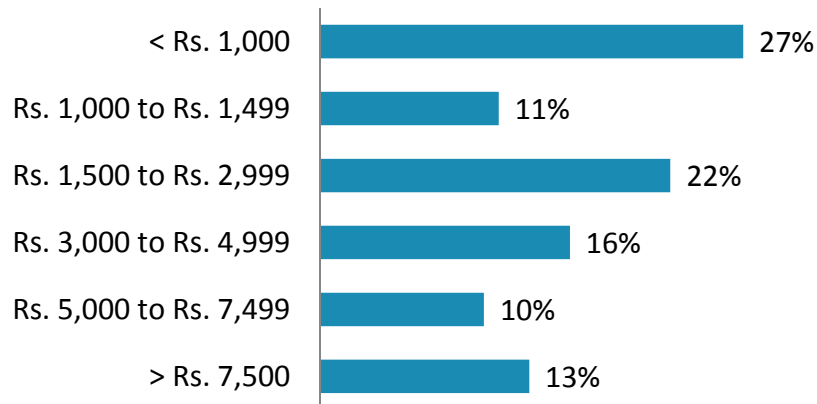
No. of Orders (Lakhs)



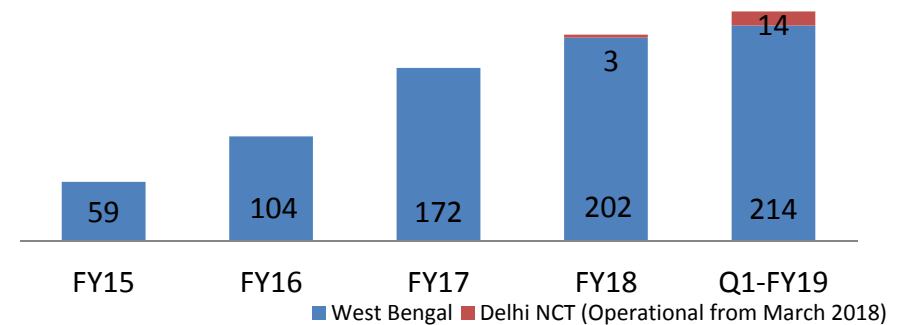
Customer Repeat Orders (%)



Customers Segmentation (based on order value)



No. of Healthbuddies



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FINANCIAL OVERVIEW

FINANCIAL PERFORMANCE FY18 (CONSOLIDATED)

Particulars (INR Mn)	FY18 (Audited)	FY17 (Audited)
Revenue*	1,619.60	1,370.25
Expenses	1,747.76	1,552.52
EBIDTA	(128.16)	(182.27)
Finance Cost	5.21	28.09
Depreciation	55.44	69.18
(Loss) before exceptional items and tax	(188.81)	(279.54)
Exceptional Items	65.19	-
(Loss) before tax	(123.61)	(279.54)
Provision for Tax	23.68	6.19
(Loss) after tax	(147.29)	(285.73)
Net (Loss) #	(118.81)	(286.25)
* - Includes Other Income	# - After considering minority interest	



FINANCIAL PERFORMANCE FY18 (STANDALONE)

Particulars (INR Mn)	FY18 (Audited)	FY17 (Audited)
Revenue *	15.23	9.77
Expenses	19.15	18.00
EBIDTA	(3.92)	(8.23)
Depreciation	2.27	2.74
Profit / (Loss) before tax & exceptional items	(6.19)	(10.97)
Exceptional Item	139.06	(13.40)
Profit / (Loss) before tax	132.87	(24.37)
Provision for Tax	19.68	0.01
Profit/ (Loss) after tax	113.19	(24.38)

* - Includes Other Income



FINANCIAL PERFORMANCE FY18 (SEGMENTAL)

Particulars (INR Mn)	FY18 (Audited)	FY17 (Audited)
Segment Revenue		
Financial Services	110.79	203.45
Healthcare Network	1,482.61	1,124.84
Other Segment	0.01	0.51
Total	1,593.41	1,328.80
Segment Results (Profit/(loss) before Finance Costs & Tax)		
Financial Services	95.58	62.55
Healthcare Network	(247.39)	(265.60)
Other Segment	(12.53)	(49.69)
Total	(164.34)	(252.74)
Finance cost	5.21	11.91
Other unallocable expenditure net of unallocable income	(45.94)	14.89
Profit/ (loss) Before Tax	(123.61)	(279.54)
* Other Segment includes activities under www.foreseegame.com till consolidation of operations with www.sastasundar.com		

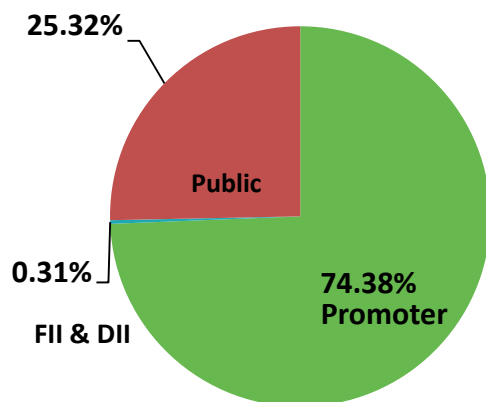
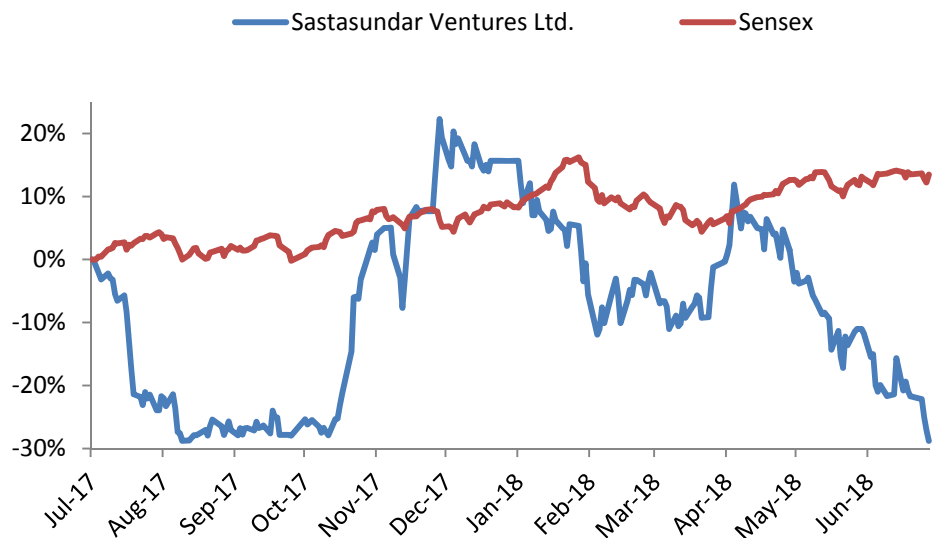


CONSOLIDATED BALANCE SHEET

Sources of Funds (INR Mn)	FY18 (Audited)	FY17 (Audited)	Application of Funds (INR Mn)	FY18 (Audited)	FY17 (Audited)
Equity & Liabilities			Assets		
Shareholder's Fund			Fixed Assets	656.62	674.05
Share Capital	318.10	318.10	Goodwill on Consolidation	527.33	573.85
Reserves & Surplus	1,436.29	1,578.24	Non Current Investments	180.73	90.50
Preference Shares issued by subsidiary company	-	53.10	Deferred Tax Assets (Net)	0.20	0.20
Minority Interest	279.30	4.35	Long Term Loans & Advances	42.29	83.61
Non Current Liabilities			Other Non Current Assets	0.17	8.96
Long Term Borrowings	-	18.00			
Long Term Provisions	3.9	9.49	Current Assets		
Deferred Tax Liability (Net)	47.43	43.53	Current Investments	277.51	74.78
Other Non-Current Liabilities	0.16	-	Inventories	280.49	238.30
			Trade Receivables	39.30	191.32
Current Liabilities & Provisions			Cash & Bank Balances	127.96	338.02
Short Term Borrowings	120.31	184.75	Short Term Loans & Advances	222.11	180.61
Trade Payables	93.00	206.75	Other Current Assets	0.31	55.91
Other Current Liabilities	53.86	91.57			
Short Term Provisions	2.67	2.23			
Total	2,355.02	2,510.11	Total	2,355.02	2,510.11



CAPITAL MARKET DATA



Price Data (30th June, 2018)

	INR
Face Value	10
Market Price	80.0
52 Week H/L	144.0/78.0
Market Cap (Mn)	2,546.4
Equity Shares Outstanding (Mn)	31.81
1 Year Avg. trading Volume ('000)	15.58

Share Holding Pattern (30th June, 2018)

Promoters	74.38%
Public	25.32%
FII & DII	0.31%

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Sastasundar.com

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Thank You



SastaSundar

Health & Happiness

