

Ref: STL/SE/2022-2023/Investor Presentation/65

Dated: 10th February, 2023

To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400 001

To,
Listing Department,
National Stock Exchange of India Limited
C-1, G-Block, Bandra-Kurla Complex
Bandra, (E), Mumbai – 400 051

BSE Code: 541163; NSE: SANDHAR

Sub: Intimation to Stock Exchange - Investor Presentation in connection with the Un-Audited Standalone & Consolidated Financial Results for the Quarter and Nine Months ended the 31st December, 2022

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Un-Audited Standalone & Consolidated Financial Results for the Quarter and Nine Months ended the 31st December, 2022.

The above information will also be made available on the Company's website viz. www.sandhargroup.com.

Kindly take the same on record.

Thanking you,

Yours Faithfully,

For SANDHAR TECHNOLOGIES LIMITED

Komal Malik
Company Secretary &
Compliance Officer

Encl.: As above

Sandhar Technologies Limited

SAFE HARBOUR

This presentation and the accompanying slides (the “Presentation”), has been prepared by Sandhar Technologies Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancillary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

KEY HIGHLIGHTS - Consolidated

- ❖ Strong performance in 9M FY 22-23 despite various challenges faced during the period. Total Consolidated Income stood at ₹2150 Crs. registering an impressive **growth of 31% over 9M FY 21-22**
- ❖ Industry registered a growth of 16% where as Sandhar has achieved an impressive growth of 30% on YoY basis.

FINANCIAL HIGHLIGHTS – 9M & Q3 FY 2022-23

Total Income - 9M

₹ 2150 Crs.

as compared to ₹ 1645
Crs. in 9M FY22 (Y-o-Y
31%)

EBITDA

₹ 188 Crs.

as compared to ₹ 148
Crs. in 9M FY22 (Y-o-Y
27%)

Total Income - Q3

₹ 725 Crs.

as compared to ₹ 613
Crs. in Q3 FY22 (Y-o-Y
18%)

EBITDA

₹ 68 Crs.

as compared to ₹ 54
Crs. in Q3 FY22 (Y-o-Y
26%)

PBT

₹ 69 Crs.

as compared to ₹53
Crs. in 9M FY22 (Y-o-Y
29%)

PAT

₹ 49 Crs.

as compared to ₹ 38
Crs. in 9M FY22 (Y-o-Y
28%)

PBT

₹ 27 Crs.

as compared to ₹22
Crs. in Q3 FY22 (Y-o-Y
25%)

PAT

₹ 20 Crs.

as compared to ₹ 15
Crs. in Q3 FY22 (Y-o-Y
32%)

KEY HIGHLIGHTS - Standalone

- ❖ Strong performance in 9M FY 22-23 despite various challenges faced during the period. Total Income stood at ₹1808 Crs. registering an impressive **growth of 32% over 9M FY 21-22**

FINANCIAL HIGHLIGHTS – 9M & Q3 FY 2022-23

Total Income - 9M

₹ 1808 Crs.

as compared to ₹ 1372
Crs. in 9M FY22 (Y-o-Y
32%)

EBITDA

₹ 159 Crs.

as compared to ₹ 118
Crs. in 9M FY22 (Y-o-Y
35%)

Total Income - Q3

₹ 602 Crs.

as compared to ₹ 515
Crs. in Q3 FY22 (Y-o-Y
17%)

EBITDA

₹ 62 Crs.

as compared to ₹ 45
Crs. in Q3 FY22 (Y-o-Y
36%)

PBT

₹ 81 Crs.

as compared to ₹57
Crs. in 9M FY22 (Y-o-Y
41%)

PAT

₹ 59 Crs.

as compared to ₹ 41
Crs. in 9M FY22 (Y-o-Y
44%)

PBT

₹ 37 Crs.

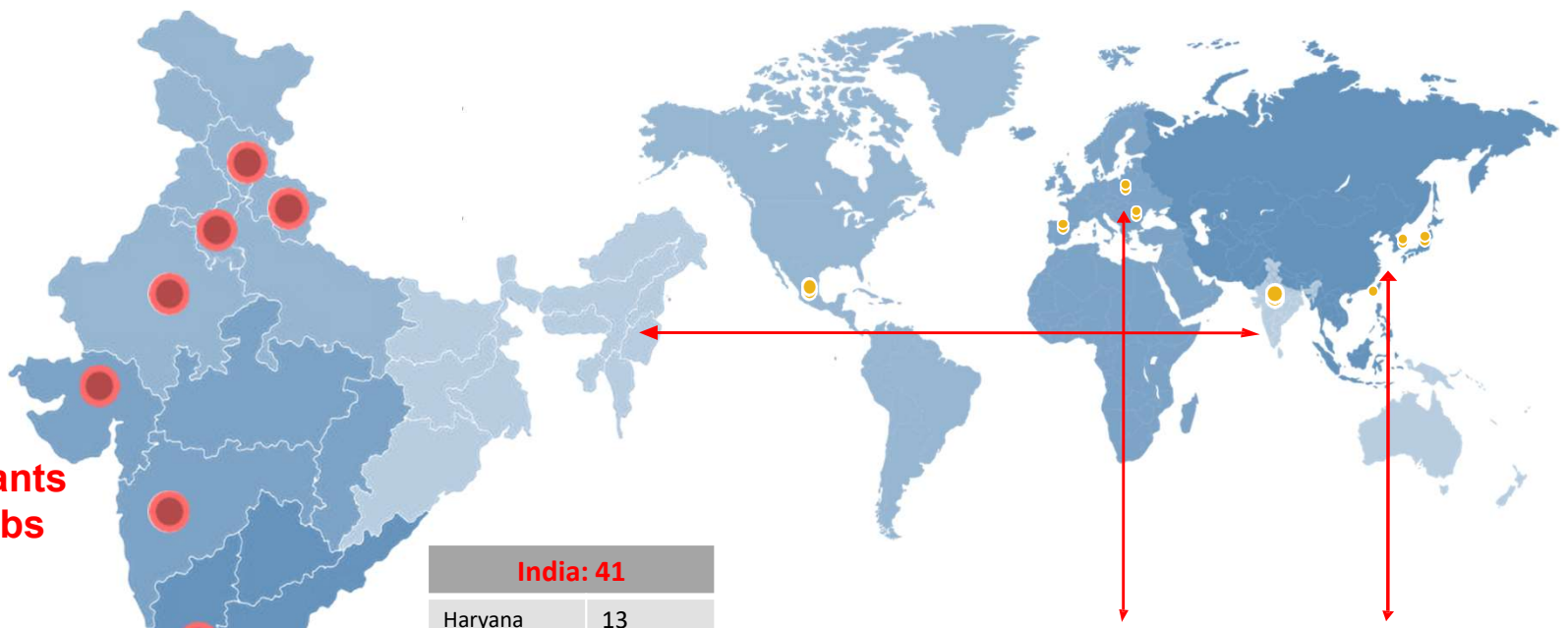
as compared to ₹24
Crs. in Q3 FY22 (Y-o-Y
51%)

PAT



₹ 27 Crs.

as compared to ₹ 16
Crs. in Q3 FY22 (Y-o-Y
63%)

GLOBAL & DOMESTIC PRESENCE



Strategically Located Plants across all major auto hubs

 Overseas: 4 Plants
 India: 41 Plants

R&D R&D Centre: 01

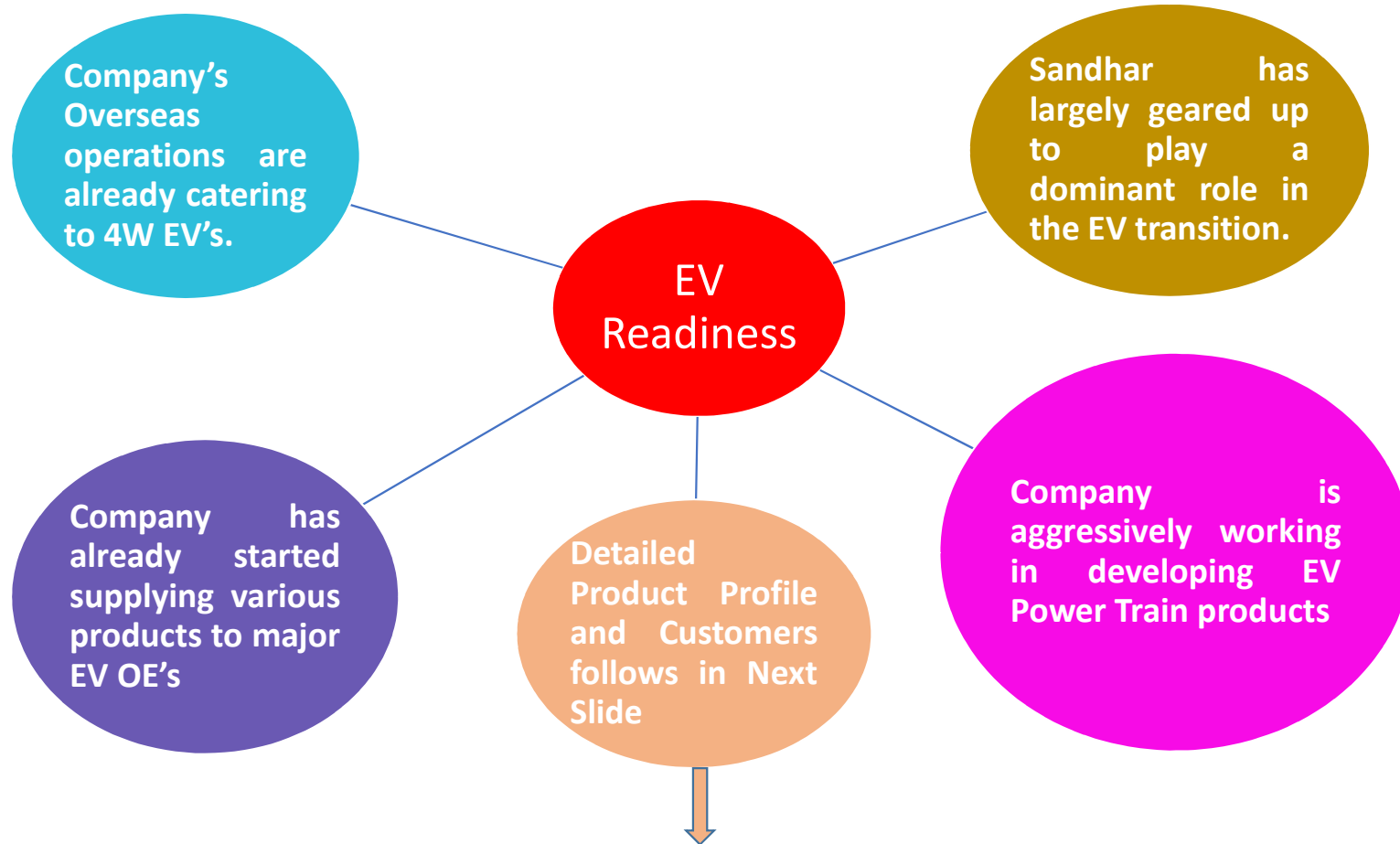
CO Corporate Office

India: 41	
Haryana	13
Tamil Nadu	9
Karnataka	11
Himachal	2
Rajasthan	2
Maharashtra	2
Gujarat	1
Uttarakhand	1

Overseas: 4	
Spain	1
Poland	1
Mexico	1
Romania	1

TC & JVs	
South Korea	
Japan	
Taiwan	

Sandhar's EV Readiness and Product Profile



Sandhar's Present Product Profile Compatible with EV's

PROPRIETARY- AUTOMOTIVES- 28%



SHEET METAL & ALLIED- 21%



CASTING, MOULDING, TOOLING – (Domestic – 11% & Overseas – 13%)



CABINS & FABRICATION-14%



Others – 13%

Proprietary Business: Locking Systems | Rear View Mirrors | Door Handles | Latches & Hinges | Relays & Flashers | Painting of Plastic Parts

Sheet Metal & Allied Business: Sheet Metal & Tubular Parts | Handle Bar and Wheel Assemblies | Wheel Rims, Alloy Wheels and Spokes | Fenders & Mufflers | Clutch Assembly | Fabricated parts.

CMT Business: Zinc Die Casting Parts | Non Ferrous Metal –Stamping | Injection Moulded Plastic Parts & Aluminum Die Casting.

Cabins & Fabrication Business: Operator Cabins for Excavator | Backhoe Loader | Wheel Loader | Motor Grader | Dozer | Compactor | Canopies | Doors | Floor Plates | Buckets | Shovels | Guards | Hyd. & Fuel Tanks.

Products: New Products Developed- Compatible for both EV & Non-EV Vehicles



Electronic Steering Column Lock



Ambient Air Pressure Sensor



OFF/ LOCK Indication for Key



Foldable Key



e-PCV



Vehicle Location & Security System (VLSS)



Tyre Pressure Monitoring Sensor (TPMS)



CBS for Motorcycles



Roll Over Valve



USB Charger



Mobile Holder with Charger



4 in 1 Lock



Detent Foldable Mirror



Mirror with Turn Indicator



Shutter Lock



Keyless Smart Lock



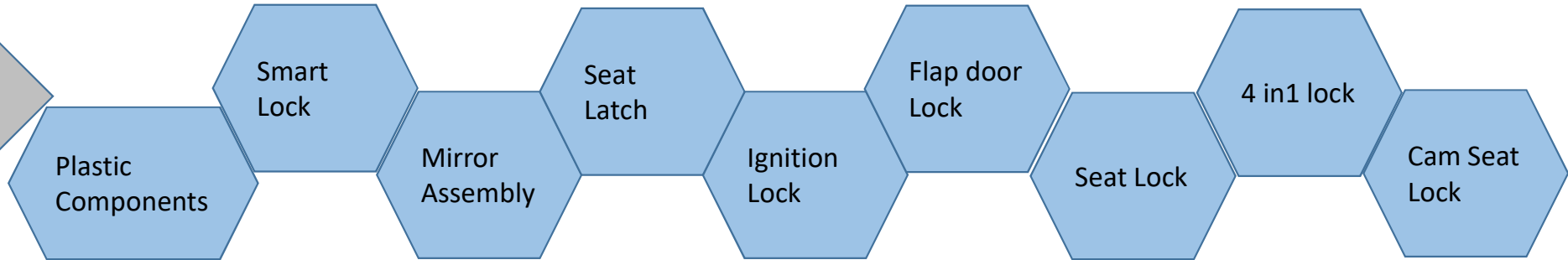
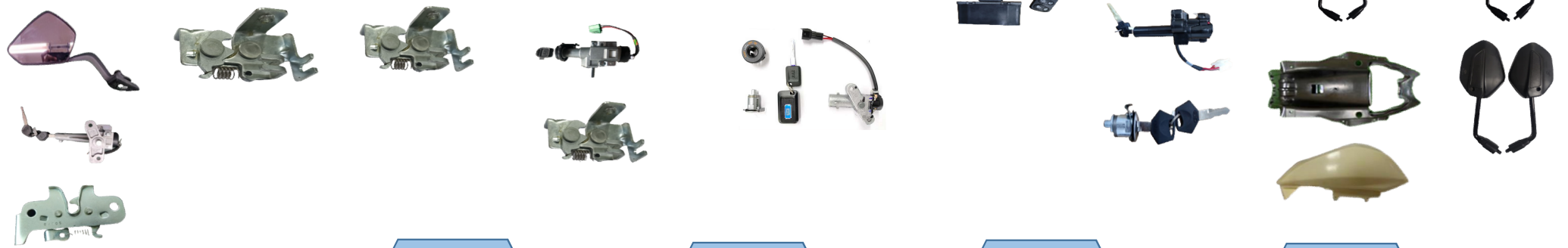
Seat Latch Actuator

Products Supplied to EVs

2 Wheelers



450 X Zeal Magnus D15 I Qube Anav 1200



Products Supplied to EVs

Commercial Vehicles



Mahindra
Rise.

Alfa E mini



Mahindra
Rise.

Treo Yari

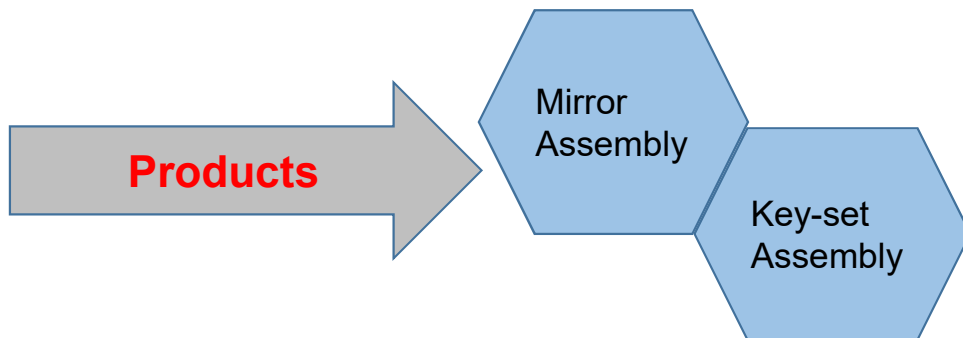


Mahindra
Rise.







Treo Zor



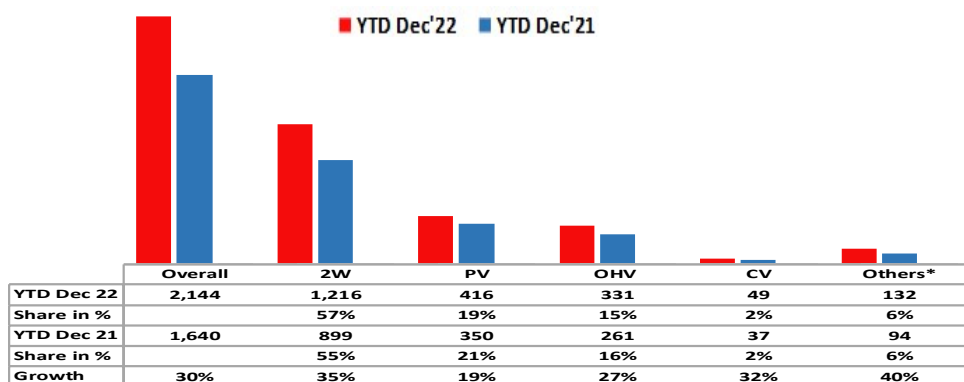
ACE EV



Expected Timeline of EV Specific Products (Power Train)

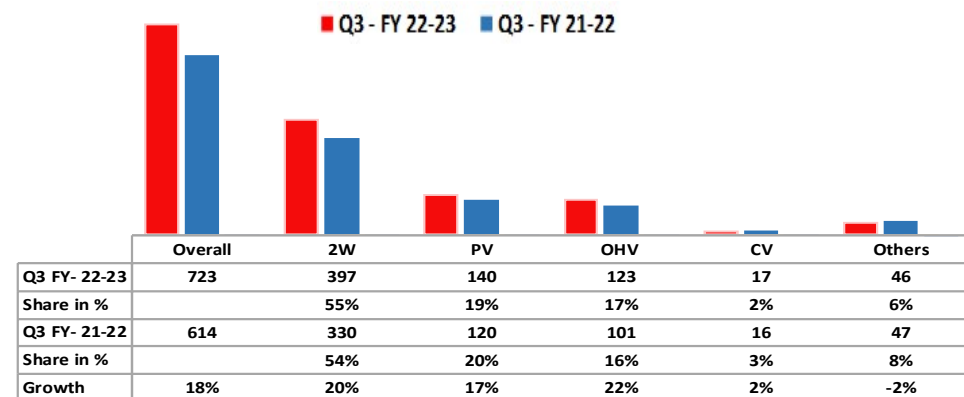
Product	Development Status			
	Proto Readiness	Performance Validation	Product Validation	iCAT approval
 Motor Controller (1KW, 2KW, 4KW)	Ready	In- Process	Mar'23 – Apr'23	Mar'23 – Apr'23
DC DC Converter Isolated/Non Isolated (10A, 15A, 20A) 	Ready	Done	In - Process	Jan'23 - Mar'23 *South based Customer Approval Received
 EV Charger (750 W, 1.0 KW, 1.5 KW)	Jan'23- Jul'23	Feb'23-Aug'23	May'23-Nov'23	May'23-Nov'23
Hub Motor 	Done	Done	<u>Exploring other Equivalent Technology</u> for Cost Effectiveness	
 Mid Drive Motor	<u>On Hold</u> After Design Phase			
Battery Management System 	In this product New Govt. Regulation has come to Address the issue of EV Catching Power. We need to Re-think on the design requirement; can be taken up later on.			

Segment wise Revenue* Share (₹ 2,144 Crs.)



* Others Include 3W sales YTD Dec'22 16 Crs. Vs YTD Dec'21 9.75 Crs.

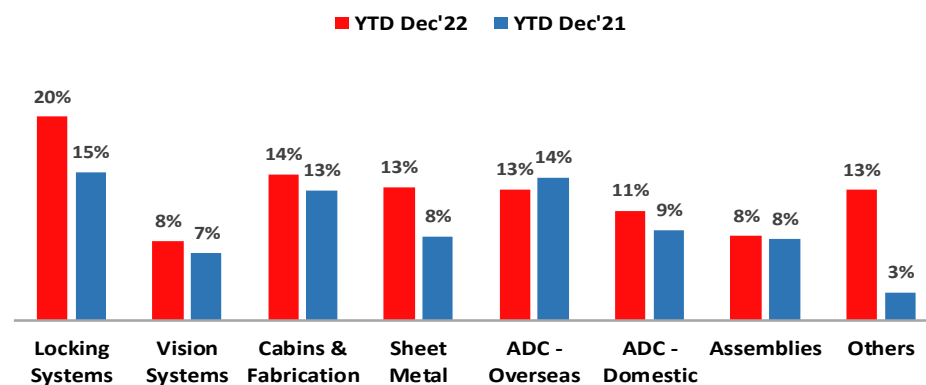
Segment wise Revenue* Share (₹ 723 Crs.)



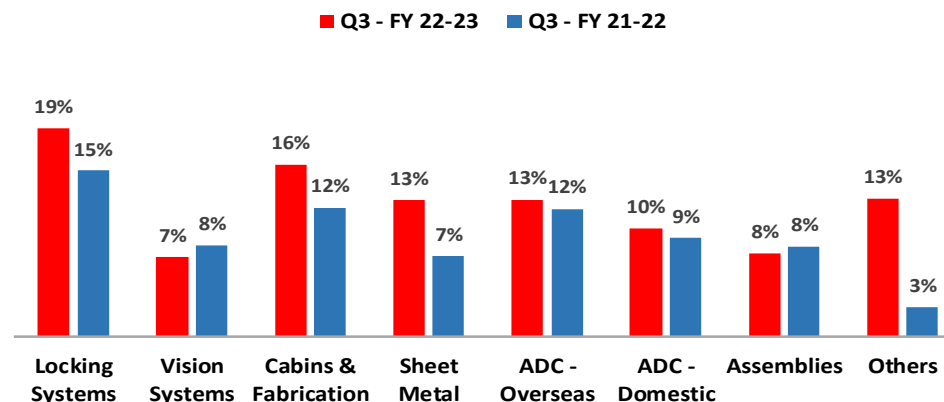
* Others Include 3W sales Q3 FY 22-23 5.56 Crs. Vs Q3 FY 21-22 3.36 Crs.

*Revenue from operations excluding other income.

Product Wise Revenue Share (%) YTD Dec'22



Product Wise Revenue Share (%) Q3 - FY 22-23



FINANCIAL INFORMATION & RECENT UPDATES

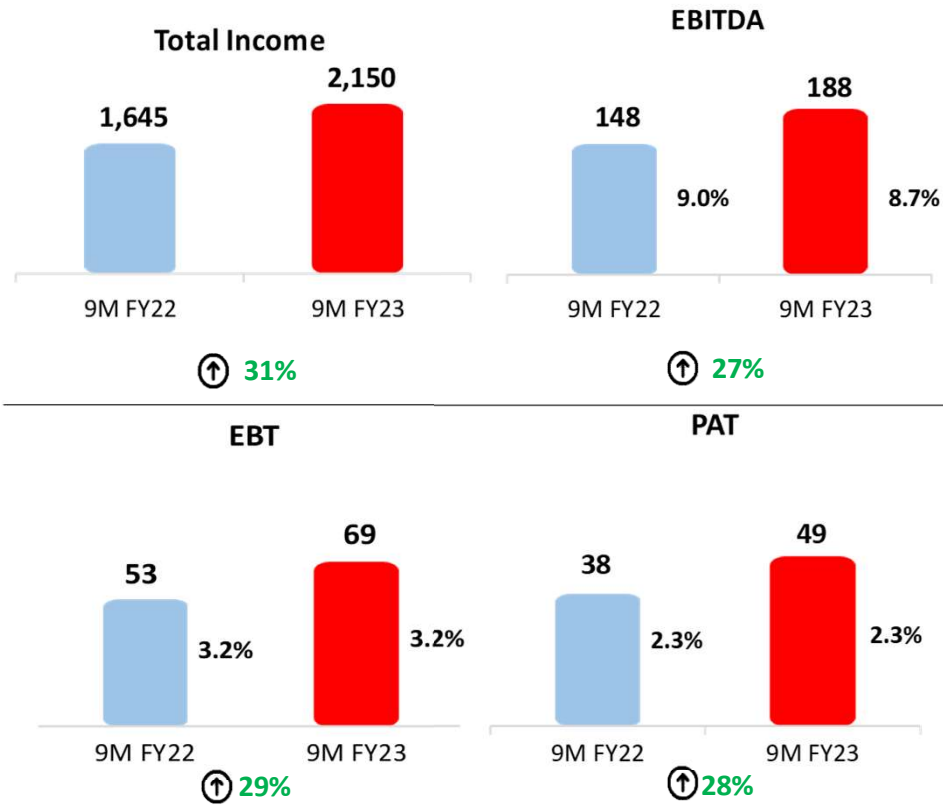


9M-FY 23 Financial Snapshot

(fig. in ₹ Crs.)

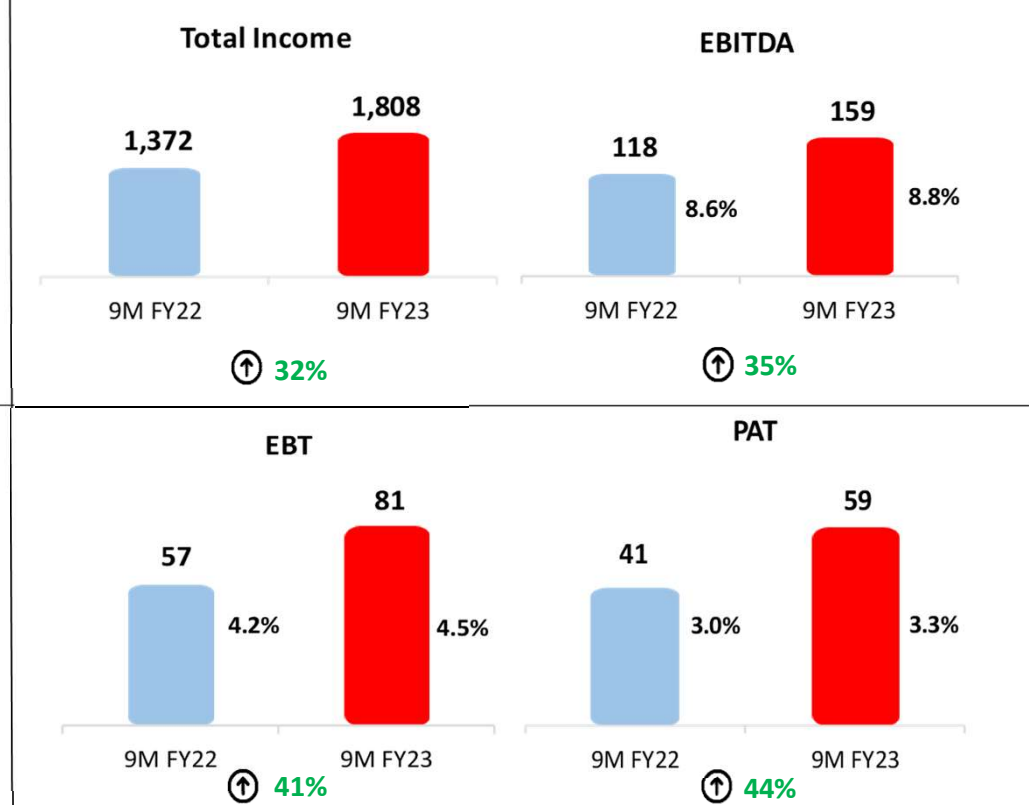


Consolidated



- ❖ Includes initial one time cost for New Projects in 9M- FY 23 ₹ 26.36 Crs.
- ❖ EBT without including above cost for new projects is ₹ 94.92 Crs. being 4.41%.

Standalone



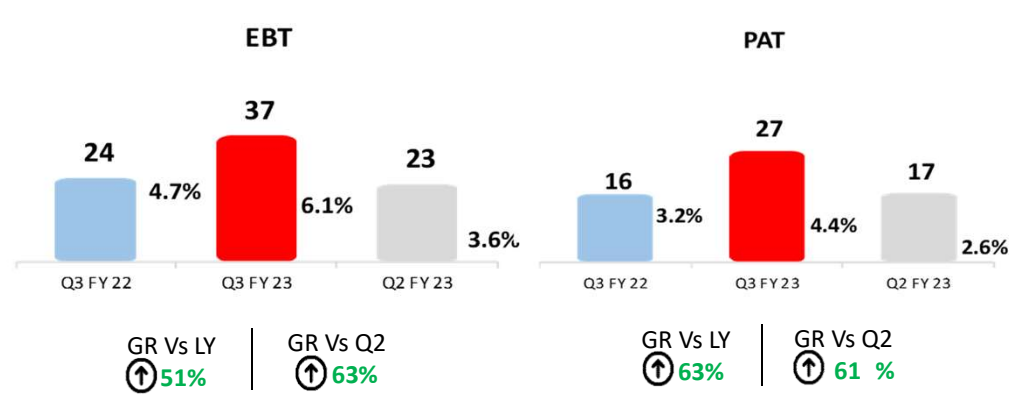
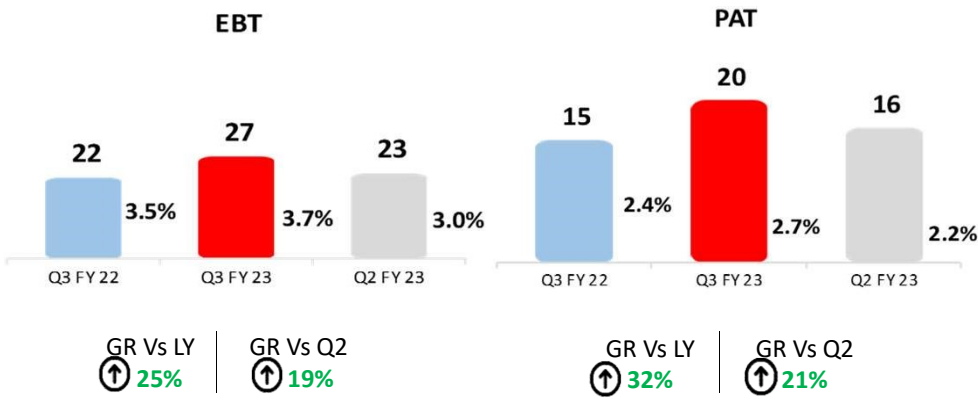
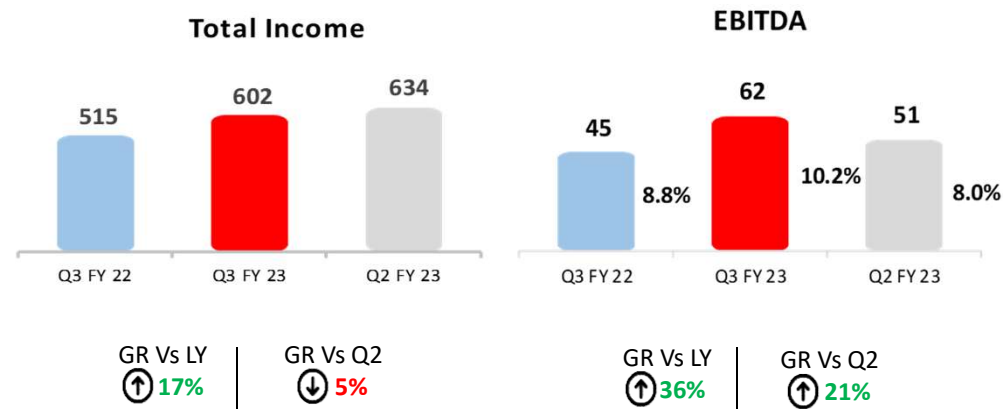
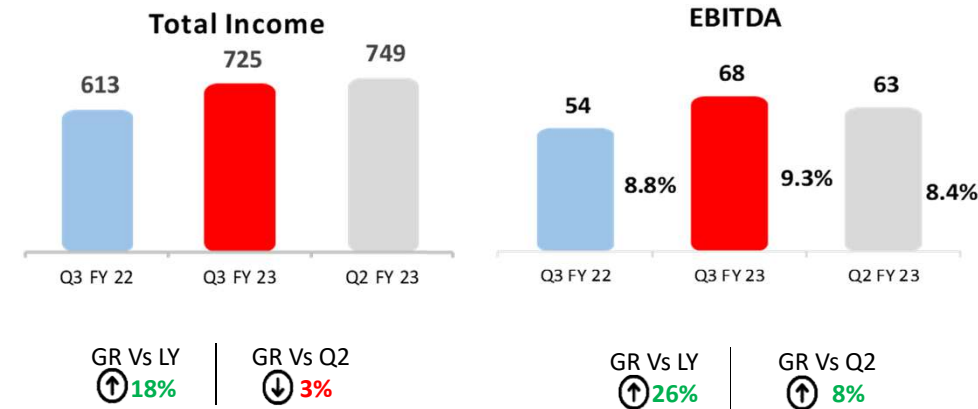
- ❖ Includes initial one time cost for New Projects in 9M- FY 23 ₹ 5.23 Crs.
- ❖ EBT without including above cost for new projects is ₹ 86.18 Crs. being 4.77%.

Q3-FY 23 Financial Snapshot

(fig. in ₹ Crs.)

Consolidated

Standalone



Profit & Loss Statement – Consolidated

(fig. in ₹ Crs)

SANDHAR
Growth. Motivation. Better Life

Particulars	Q3 FY 23	Q3 FY 22	YoY (%)	Q2 FY 23	QoQ (%)	9M FY23	9M FY22	YoY(%)	FY 22
Total Income	724.73	613.15	18.2%	748.77	-3.2%	2150.30	1645.19	31%	2330.68
Expenses									
Cost of materials	445.80	381.07	17.0%	480.37	-7.2%	1351.80	984.25	37%	1415.84
Labour cost	57.61	44.83	28.5%	56.04	2.8%	166.18	131.04	27%	182.00
Personnel expenses	39.41	33.94	16.1%	41.03	-3.9%	118.52	100.44	18%	136.37
Other expenses	114.18	99.58	14.7%	108.67	5.1%	325.85	281.04	16%	383.47
Total expenses	657.01	559.43	17.4%	686.11	-4.2%	1962.36	1496.77	31%	2117.67
EBITDA	67.73	53.72	26.1%	62.66	8.1%	187.94	148.42	27%	213.01
EBITDA %	9.3%	8.8%	0.6%	8.4%	1.0%	8.7%	9.0%	-0.3%	9.1%
Finance costs	8.41	3.21	161.8%	7.29	15.4%	21.76	8.84	146%	13.74
Interest on lease liabilities	1.00	0.92	9.4%	0.98	2.0%	3.04	2.75	10%	3.97
Depreciation	31.07	24.92	24.7%	29.07	6.9%	88.98	73.47	21%	100.03
Profit before exceptional item, share of loss in joint ventures and tax	27.24	24.68	10.4%	25.32	7.6%	74.16	63.37	17%	95.27
PBT %	4%	4%	-0.3%	3.38%	0.4%	3.4%	3.9%	-0.4%	4.1%
Exceptional item**	0.00	-		1.10		1.10	-		1.11
Losses from JV	0.16	3.09	-94.8%	1.50	-89.3%	4.50	10.37	-57%	12.72
Profit after exceptional item, share of loss in joint ventures before tax*	27.08	21.59	25.5%	22.71	19.2%	68.56	52.99	29%	81.44
Tax Expenses	7.33	6.67	9.8%	6.35	15.5%	19.72	14.75	34%	25.51
Net profit	19.76	14.92	32.4%	16.37	20.7%	48.84	38.24	28%	55.93
Net Profit %	2.7%	2.4%	0.3%	2.2%	0.5%	2.3%	2.3%	-0.1%	2.4%
Other comprehensive income	2.58	6.64	-61.2%	-0.03	100.0%	2.17	5.44	-60.1%	4.90
Total comprehensive income	22.33	21.56	3.6%	16.34	36.7%	51.01	43.68	17%	60.83
Comprehensive Income %	3.1%	3.5%	-0.4%	2.2%	0.9%	2.4%	2.7%	-0.3%	2.6%
Cash Profit	52.73	41.86	26.0%	47.34	11.4%	143.49	117.30	22%	176.11
Earnings Per Share (EPS)***	3.28	2.17	50.8%	2.72	20.6%	8.11	6.05	34%	9.29
Cash Earning Per Share (CEPS)***	8.76	6.96	26.0%	7.87	11.4%	23.84	19.49	22%	29.26

* Includes initial one time cost for New Projects in 9M- FY 23 ₹ 26.36 Crs. EBT without including these cost for new projects is ₹ 94.92 Crs. being 4.41%.

** An impairment charge of ₹ 1.10 Crs towards investment made in Sandhar Whetron Pvt. Ltd.

*** Not Annualized

Profit & Loss Statement – Standalone

(fig. in ₹ Crs)

Particulars	Q3 FY 23	Q3 FY 22	YoY (%)	Q2 FY 23	QoQ (%)	9M FY23	9M FY22	YoY(%)	FY 22
Total Income	602.39	515.14	16.9%	634.03	-5.0%	1808.38	1372.23	32%	1946.17
Expenses									
Cost of materials	399.88	349.80	14.3%	439.97	-9.1%	1232.75	914.69	35%	1308.71
Labour cost	44.44	40.57	9.5%	45.12	-1.5%	131.42	104.82	25%	144.10
Personnel expenses	24.86	19.95	24.6%	27.11	-8.3%	77.44	66.96	16%	90.06
Other expenses	71.60	59.64	20.0%	70.96	0.9%	207.50	168.19	23%	232.18
Total expenses	540.77	469.96	15.1%	583.15	-7.3%	1649.10	1254.66	31%	1775.06
EBITDA	61.62	45.17	36.4%	50.87	21.1%	159.29	117.57	35%	171.11
EBITDA %	10.2%	8.8%	1.5%	8.0%	2.2%	8.8%	8.57%	0.2%	8.8%
Finance costs	3.71	1.79	106.7%	3.82	-3.1%	10.78	4.67	131%	7.70
Interest on lease liabilities	0.33	0.41	-19.3%	0.34	-3.8%	1.03	1.21	-15%	1.73
Depreciation	20.86	18.64	11.9%	21.09	-1.1%	63.48	54.35	17%	74.26
Profit before exceptional item and tax	36.72	24.33	51.0%	25.61	43.4%	84.00	57.34	46%	87.42
PBT %	6.1%	4.7%	1.4%	4.0%	2.1%	4.6%	4.18%	0.5%	4.5%
Exceptional item**	-	-		3.04		3.04	-		1.10
Profit after exceptional item and before tax*	36.72	24.33	51.0%	22.57	62.7%	80.95	57.34	41%	86.32
PBT %	6.1%	4.7%	1.4%	3.6%	2.5%	4.5%	4.2%	0.3%	4.4%
Tax Expenses	9.96	7.87	26.5%	5.95	67.4%	21.77	16.21	34%	24.89
Net profit	26.76	16.46	62.6%	16.62	61.0%	59.18	41.14	44%	61.43
Net Profit %	4.4%	3.2%	1.2%	2.6%	1.8%	3.3%	3.0%	0.3%	3.2%
Other comprehensive income	-0.53	-0.35	-52%	0.05	-1097%	-1.14	-1.47	23%	-2.20
Total comprehensive income	26.23	16.11	62.9%	16.67	57.3%	58.04	39.67	46%	59.22
Comprehensive Income %	4.4%	3.1%	1.2%	2.6%	1.7%	3.2%	2.89%	0.32%	3.0%
Cash Profit	47.62	35.10	35.7%	37.71	26.3%	122.66	95.49	28%	135.69
Earnings Per Share (EPS)***	4.44	2.73	62.4%	2.77	60.6%	9.83	6.83	44%	10.21
Cash Earning Per Share (CEPS)***	7.91	5.83	35.7%	6.26	26.3%	20.38	15.86	28%	22.54

* Includes initial one time cost for New Projects in 9M- FY 23 ₹ 5.23 Crs. EBT without including these cost for new projects is ₹ 86.18 Crs. being 4.77%.

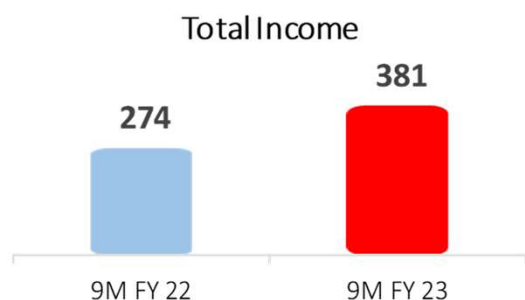
** An impairment charge of ₹ 3.04 Crs towards investment made in Sandhar Whetron Pvt. Ltd.

*** Not Annualized

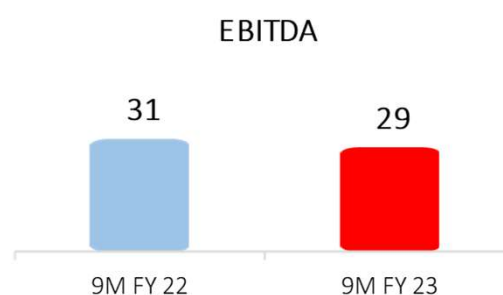
Subsidiaries Performance

(fig in ₹ Crs.)

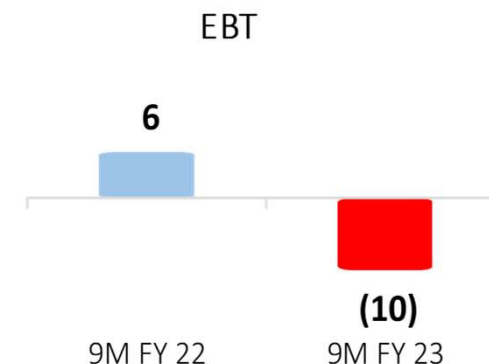
SANDHAR
Growth. Motivation. Better Life



↑ **39%**



↓ **7%**



↓ **255%**

Entity	9M FY 23	9M FY 22	Growth
Sandhar Barcelona	298.62	265.71	12%
Sandhar Tooling	10.22	8.09	26%
Sandhar Automotive Systems	48.31	-	
Sandhar Engineering	24.10	-	
Total Revenue	381.24	273.80	39%

Entity	9M FY 23	9M FY 22	Growth
Sandhar Barcelona	28.10	29.47	-5%
Sandhar Tooling	2.30	1.73	33%
Sandhar Automotive Systems	2.81	-	
Sandhar Engineering	(4.32)	-	
Total EBITDA	28.89	31.20	-7%

Entity	9M FY 23	9M FY 22	Growth
Sandhar Barcelona*	0.94	6.23	-85%
Sandhar Tooling	1.22	0.02	5570%
Sandhar Automotive Systems	1.47	-	
Sandhar Engineering**	(13.32)	-	
Total EBT	(9.69)	6.25	-255%

* Down due to one time initial commissioning and development cost of new projects amounting to ₹ 7.65 Crs.

** Down due to one time initial commissioning and development cost of new projects amounting to ₹ 13.32 Crs.

Status of New Projects as on 31st December 2022

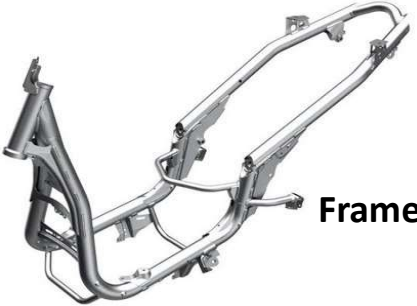
S. No.	Name of Company	Location	Business Division	SOP	Land & Building Status	Products	Project Status
Domestic							
1	Sandhar Technologies Limited	Nalagarh, (HP)	Sheet Metal	Jan-22	Leased	Muffler and frame for two wheelers	Dispatches started on 27th January 2022
2	Sandhar Engineering Private Limited	Halol, (Guj)		May-22	Leased	Guard Saree, Chain case and fender	Dispatches started on 2nd May 2022 - Phase I, Phase II - 5 Acres Land has been allotted and construction will start soon
3		Hosur, (TN)		Sep-22	Leased	Muffler and frame for two wheelers	Dispatches started on 8th September 2022
4		Mysore, (KTK)		Mar-23	Owned	Muffler, frame for two wheelers and fuel tank.	Construction is in progress
5	Sandhar Technologies Limited	Pathredi, (Raj)	Proprietary (SMT)	Jan-23	Existing	Smart Handle, Parking Sensor, Shark Fin Antenna, USB Charger, Electric Steering Lock	1. Machine Installation and testing completed 2. DAN 0 event parts sent to honda car and approved 3. Production has been started from 15-Jan-2023.
6	Sandhar Auto Castings Private Limited	Hosur(TN) & Mysore(KTK)	Machining for Casting	SMT - Mar-23 SMK - Jan-23	Leased	Machining and Painting of Aluminum Die Casting Parts on Job Work Route (Crankcase Casting R & L, Cover Clutch, Hub Comp Rear Wheel Casting, Cover Variator Casting, Cover Magneto Casting & Cover Clutch Casting etc)	Hosur (SMT) - Machinery installation is in progress and production will be started in Mar-23 Mysore (SMK) - Partially started operations from 25th Jan-23
Overseas							
7	Sandhar Technologies Ro SRL	Romania, Spain	Aluminium Die Casting	Dec-22	Owned	Supports, Brackets and Pivots.	First invoice issued On the 27th December 2022.

Sandhar Engineering Private Limited- Attibele Project

Products



Muffler



Frame

Plant Inside View



Dispatches started

Sandhar Engineering Private Limited- Mysore Project

Products

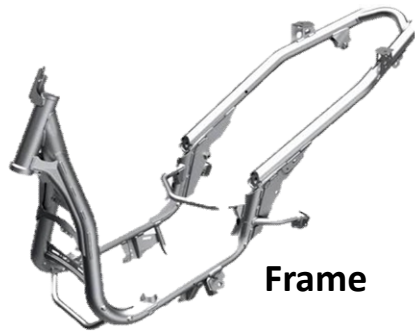
Muffler



Fuel Tank



Swing Arm



Frame

Building 3D View



Sandhar Engineering - Mysore Project - Construction



SOP:- Mar-23

Surface Mount Technology (SMT Line) Project

Inauguration Ceremony

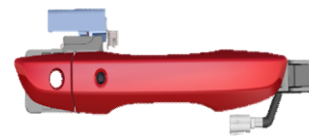
Product

Printed Circuit Board Assembly (PCBA)



PCBA-Applications

Smart Handle



Shark Fin Antenna



Parking Sensor



Electric Steering Lock



USB Charger



SOP:- Jan-23 - Production has been started from 15-Jan-2023

Machining Project (fig in ₹ Crs)

Highlights / New Developments

- Secured new business of Machining for Castings from TVSM on Job Work Basis.
- 1st Year business value is expected to be ₹ 77 Crs with an assured margin (EBT) of 8 %.
- The project will have a capital outlay of ₹ 75 Crs (estimated) in form of Plant & Machinery & Other Assets
- Expected EBITDA is 27.27% (based on 1st Year's Revenue Estimates).
- Expected ROCE is 15%. (based on 1st Year's Revenue Estimates).
- Both Manufacturing facilities at rented premises.



Mysore – Project



Hosur – Project



SOP:- Mysore – Production started from 25th Jan 2023
Hosur – Production will start from Mar-23

Romania Project



SANDHAR
Growth. Motivation. Better Life

Major Products



Supports



Brackets



Pivots

Status – First Invoice issued on the 27th December 2022

THANK YOU

Sandhar Technologies Limited
Corporate Office: Plot No. 13, Sector 44,
Gurugram-122001, Haryana- India
CIN: L74999DL1987PLC029553
Website: www.sandhargroup.com
Email: investors@sandhar.in (For Retail Investors)
Investor.relations@sandhar.in (For Institutional investors)
