

SASTASUNDAR VENTURES LIMITED

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Email: info@sastasundar.com; Website: www.sastasundarventures.com
CIN: L65993WB1989PLC047002

Date: 17-11-2021

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 Presentation

Dear Sir/ Madam,

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

This is for your information and record.

Thanking you,

Yours faithfully,

For **Sastasundar Ventures Limited**

Pratap Singh

Pratap Singh
Company Secretary and Compliance Officer



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SastaSundar.com
health & happiness

Consistent access to Affordable
Healthcare



Investor Presentation
November 2021

Safe Harbour

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SastaSundar: Health & Happiness Club Membership Plans

We are happy to present "**SastaSundar Health & Happiness Club Membership Plan**"* - a pocket-friendly way of meeting all of your healthcare requirements with many privileges.

Exclusive Benefits

Additional Discounts on Medicines

Free Home Delivery

Free Diet Consultation Packages

Attractive Offers on Wide Range of Products

Diagnostic Test Benefits

Interesting Reads on Healthcare & Wellness

SastaSundar
Health & Happiness Club
MEMBERSHIP PLAN
Privileging Your Healthcare Needs as
Your Health is Our Prime Concern



Benefit worth
₹5,599*

Benefits valid for 1 year

BRONZE
MEMBERSHIP
Special Price
₹699 + GST



SastaSundar
Health & Happiness Club
MEMBERSHIP PLAN
Privileging Your Healthcare Needs as
Your Health is Our Prime Concern



Benefit worth
₹7,849*

Benefits valid for 1 year

SILVER
MEMBERSHIP
Special Price
₹999 + GST



SastaSundar
Health & Happiness Club
MEMBERSHIP PLAN
Privileging Your Healthcare Needs as
Your Health is Our Prime Concern



Benefit worth
₹13,798*

Benefits valid for 1 year

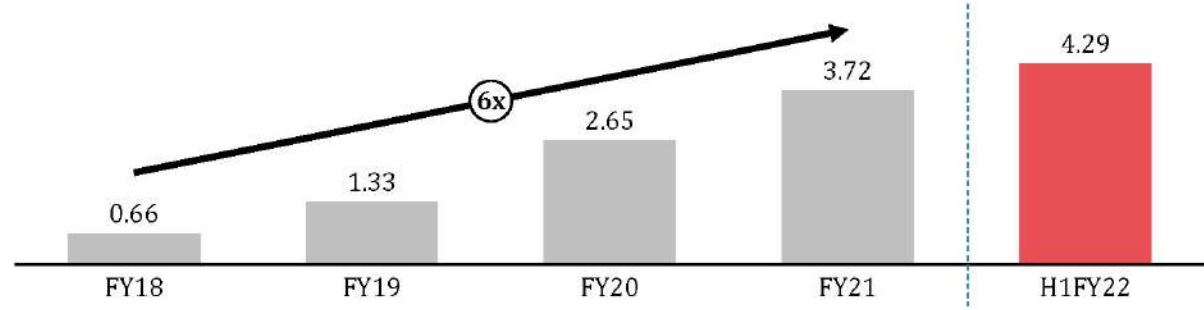
GOLD
MEMBERSHIP
Special Price
₹1,999 + GST



Your Health is a Journey, Not a Destination. We will be your **PARTNER** in this journey.

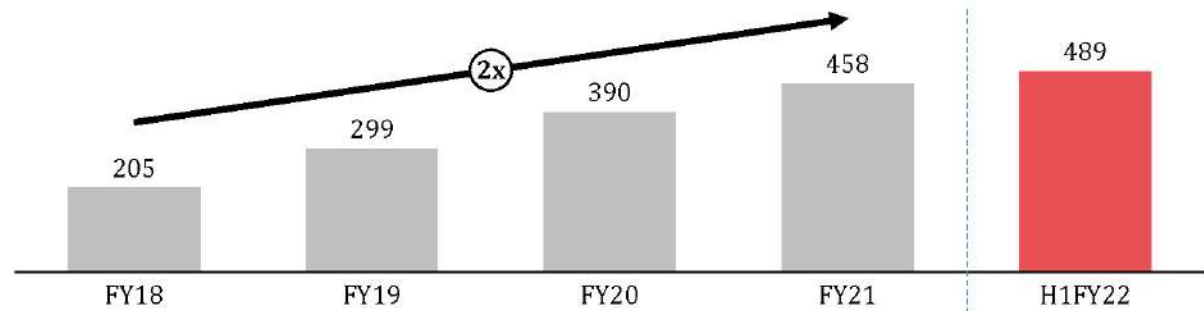
Operational Highlights

No. of Registered Users (in. Mn)



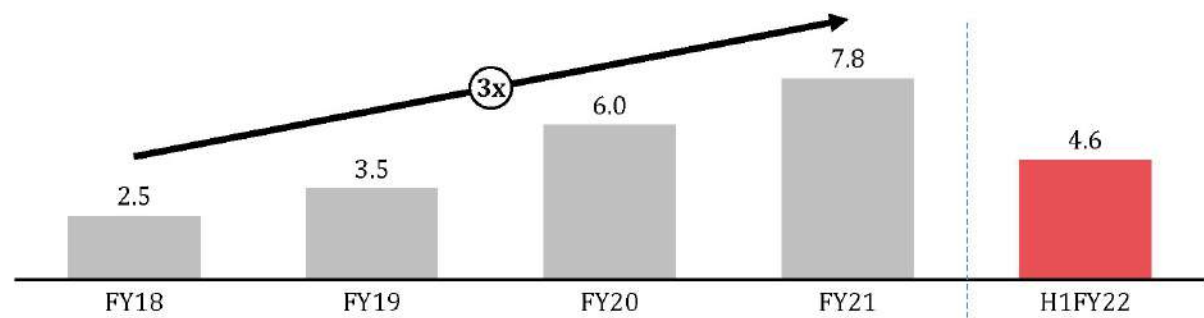
~90% orders from repeat customers*

No. of HBs (in. Nos)



29.5% product margin on medicine

No. of Order's (in. Mn)



1.6% returns (as a % of GMV)*



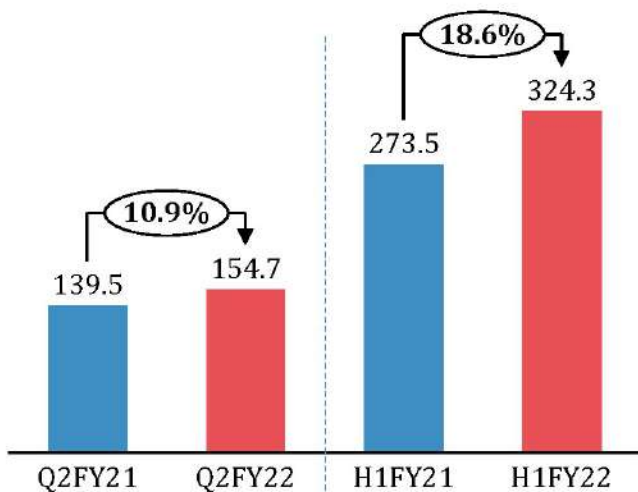
INR 870 average order value*



4.3 Mn registered users*

Q2 & H1FY22 Financial Highlights

Revenue from Operations

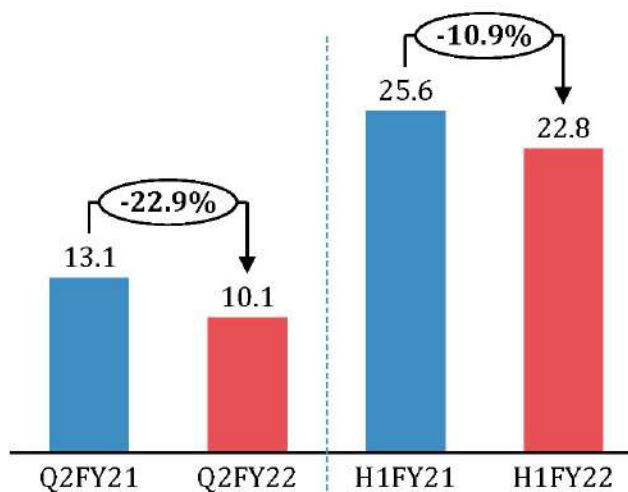


Revenue

- ✓ Revenue for Q2FY22 stood at Rs. 154.7 crs as compared to Rs. 139.5 crs in Q2FY21, a **growth of 10.9%**
- ✓ Revenue for H1FY22 showed good resilience and **grew by ~18.6% to Rs. 324.3 crs**, despite higher base of H1FY21 on account of impact Covid-19 & lockdown across the country

Gross Profit

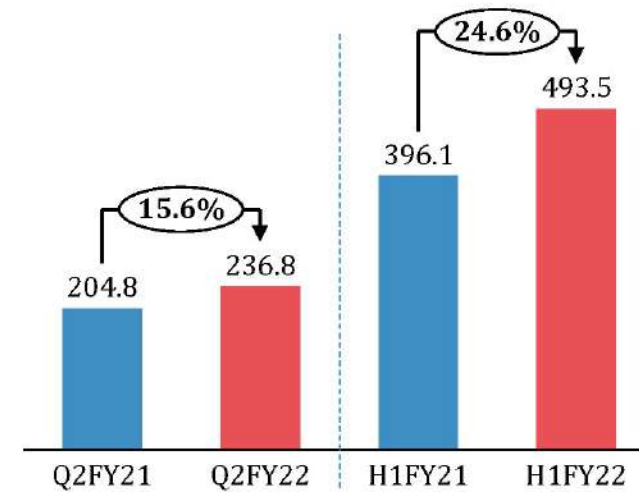
9.4% 6.5% 9.4% 7.0%



Gross Profit

- ✓ Gross Profit for Q2FY22 & H1FY22 stood at Rs. 10.1 crs & Rs. 22.8 crs respectively
- ✓ Gross Profit margins were impacted during the first half due to competition intensity and discounts across industry
- ✓ We envisage the discounts to reduce in the coming quarters

GMV



Gross Merchandise Value (GMV)

- ✓ GMV for Q2FY22 stood at Rs. 236.8 crs as compared to Rs. 204.8 crs in Q2FY21, a **growth of 15.6%**
- ✓ H1FY22 GMV stood at Rs. 493.5 crs as compared to Rs. 396.1 crs in H1FY21, a **growth of 24.6%**

Management Comments

Commenting on the results and performance for Q2 & H1 FY22, Mr. B.L. Mittal, Funder & Executive Chairman said:

“With India scripting history with 1 billion vaccination mark, a lot of confidence is coming back post pandemic which should help in a more stable and conducive operational environment.

We are very pleased to report that our GMV was a tad short of Rs. 500 crs for first half of FY22. We are happy to sustain our GMV in the range of ~Rs, 250 crs per quarter and are confident of maintaining the same growth going forward. For the quarter & half year ended 30th September 2021, we have witnessed growth in our GMV by 15.6% and 24.6% respectively.

We have witnessed dip in gross margins because of higher discounting and competition intensity in the E-Pharmacy industry, however we anticipate this to ease out in the quarters to come.

Our expansion in Maharashtra region is on track and penetrating deeper in the region with servicing multiple locations now. Our revenue growth for our matured geography has been encouraging and are seeing profitability matrix improving for our matured states & territories. Currently we are having a network of 489 health buddies & are constantly expanding on month-on-month basis making inroads across the states where we are present currently.

On Consolidated level there has been change in Auditors from Singhi & Co to JKVS & Co., in accordance to comply with clause 8.3 of the “Guidelines for Appointment of Statutory Central Auditors (SCAs)/Statutory Auditors (SAs) of Commercial Banks (excluding RRBs), UCBs and NBFCs (including HFCs)” guidelines issued by RBI.

However, at subsidiary level our auditors remains the same i.e., S.R Batliboi & Co. LLP, a member Firm of EY

Going forward we are optimistic of increasing revenues from our matured territories and increasing our scale to have better margins from our procurement vendors & companies, which will increase the profitability matrix. Along side we also intent to expand our wings to other geographies and open more Area Logistics Center & Health Buddy network to serve on Pan-India basis.

Q2 & H1 FY22 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q2 FY22	Q2 FY21	Y-o-Y	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y
Revenue from Operations	154.7	139.5	10.9%	169.6	(8.8%)	324.3	273.5	18.6%
Cost of Materials Consumed	144.6	126.4		156.9		301.5	247.9	
Gross Profit	10.1	13.1		12.7		22.8	25.6	
GP %	6.5%	9.4%		7.5%		7.0%	9.4%	
Employee Benefits Expense	9.3	6.9		8.8		18.2	14.0	
Other Expenses	14.9	10.7		12.8		27.7	19.2	
EBITDA	(14.1)	(4.5)		(8.9)		(23.1)	(7.6)	
EBITDA %	(9.1%)	(3.2%)		(5.2%)		(7.1%)	(2.8%)	
Other Income [#]	8.0	2.6		4.8		12.8	6.1	
Depreciation and Amortisation Expense	1.0	1.0		1.0		2.0	2.2	
EBIT	(7.1)	(2.9)		(5.1)		(12.3)	(3.7)	
Finance Costs	0.6	0.3		0.4		1.0	0.5	
PBT	(7.7)	(3.2)		(5.5)		(13.3)	(4.2)	
Total Tax Expense	1.0	0.4		0.8		1.8	0.6	
Profit for the year	(8.7)	(3.6)		(6.3)		(15.1)	(4.8)	
PAT %	(5.6%)	(2.6%)		(3.7%)		(4.6%)	(1.7%)	

[#]Other income includes financial services income

Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs)	Sep-21	Mar-21
Equity Share Capital	31.8	31.8
Other Equity	182.6	197.6
Total Equity	214.4	229.4
Non-Financial Liabilities		
(i) Other Non-Financial Liabilities	1.7	1.5
Provisions	2.1	1.9
Tax Liabilities (Net)	0.3	0.0
Deferred Tax Liabilities (Net)	1.1	0.1
Total Non-Financial Liabilities	5.2	3.5
Financial Liabilities		
(i) Borrowings	22.0	9.8
(ii) Lease Liabilities	0.3	2.7
(iii) Trade Payables	48.1	38.6
Other Current Liabilities	8.6	8.6
Total Financial Liabilities	79.0	59.7
Total Equity & Liabilities	298.6	292.6

Assets (Rs. Crs)	Sep-21	Mar-21
Property, Plant and Equipment	56.6	57.3
Capital Work-in-Progress	0.2	0.1
Intangibles Assets	0.3	0.4
Goodwill on Consolidation	52.7	52.7
Tax Assets (Net)	2.5	2.2
Other Non-Current Assets	22.1	18.7
Total Non-Current Assets	134.5	131.4
Inventories	81.2	77.2
Financial Assets		
(i) Investments	37.8	43.4
(ii) Trade Receivable	20.7	13.6
(iii) Cash and Cash Equivalents	6.8	12.0
(iv) Other Bank Balances	3.1	0.8
(v) Loans	8.1	8.2
Other Current Assets	6.4	6.0
Total Current Assets	164.2	161.2
Total Assets	298.6	292.6

Abridged Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Sep-21	Sep-20
Cash Flow from Operating Activities		
Profit before Tax	(13.3)	(4.2)
Adjustment for Non-Operating Items	(8.1)	(2.0)
Operating Profit before Working Capital Changes	(21.4)	(6.2)
Changes in Working Capital	(5.1)	(22.1)
Cash Generated from Operations	(26.5)	(28.3)
Less: Direct Taxes paid	(0.6)	0.0
Net Cash from Operating Activities	(27.1)	(28.3)
Cash Flow from Investing Activities	10.7	23.7
Cash Flow from Financing Activities	11.2	(4.3)
Net increase/ (decrease) in Cash & Cash Equivalent	(5.2)	(8.9)
Cash & Cash Equivalents at the beginning of the period	12.0	17.5
Cash & Cash Equivalents at the end of the period	6.8	8.6

Historical Financial Highlights



Nothing can be more Genuine
than our Mothers' Love

BEING
GENUINE
OUR CORE VALUE

We ensure that all our products
and services are 100% Genuine.

SastaSundar.com
health & happiness



'BEING
CHILD'
IS OUR CULTURE

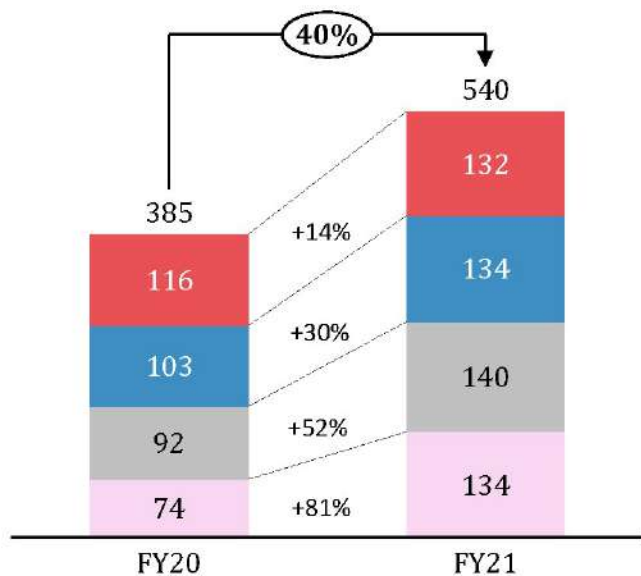
Like Child-
'Innovate',
'Don't Discriminate',
'Connect Emotionally' &
'Grow Everyday'.

SastaSundar.com
health & happiness

FY21 Financial Highlights

Q4
Q3
Q2
Q1

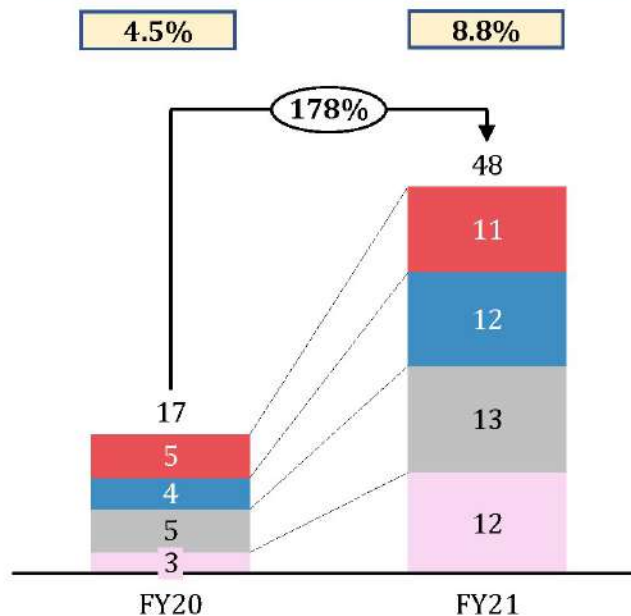
Revenue from Operations



Revenue

- ✓ FY21 revenue stood at Rs. 540 crs as compared to Rs. 385 crs, a **growth of 40%**

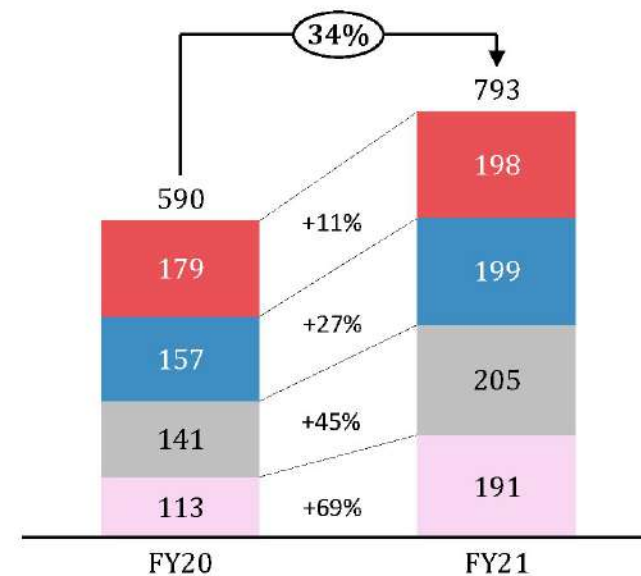
Gross Profit



Gross Profit

- ✓ FY21 gross profit **grew by 178%** to Rs. 48 crs as compared to Rs. 17 crs in FY20
- ✓ Gross margin for FY21 stood at **8.8%**, a **growth of 435 bps** on Y-o-Y basis

GMV



Gross Merchandise Value (GMV)

- ✓ GMV for FY21 stood at Rs. 793 crs as compared to Rs. 590 crs in FY20, a **growth of 34%**

Historical Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Mar-21	Mar-20	Mar-19	Mar-18
Revenue from Operations	540.0	384.0	215.6	148.3
Cost of Materials Consumed	492.5	366.9	199.5	140.4
Gross Profit	47.5	17.1	16.1	7.9
GP %	8.8%	4.5%	7.5%	5.3%
Employee Benefits Expense	29.1	28.4	23.4	16.2
Other Expenses	40.9	45.4	33.1	18.2
EBITDA	(22.5)	(56.7)	(40.4)	(26.5)
EBITDA %	(4.2%)	(14.8%)	(18.7%)	(17.9%)
Other Income [#]	11.6	4.5	6.6	13.7
Depreciation and Amortisation Expense	4.5	4.9	6.0	5.5
EBIT	(15.4)	(57.1)	(39.8)	(18.3)
Finance Costs	1.0	0.7	2.0	0.5
Exceptional Items	0.0	0.3	0.0	6.5
PBT	(16.4)	(57.5)	(41.8)	(12.3)
Tax Expense	0.7	(5.4)	1.1	2.4
Profit for the year	(17.1)	(52.1)	(42.9)	(14.7)
PAT %	(3.2%)	(13.6%)	(19.9%)	(9.2%)
EPS	(3.27)	(12.20)	(11.81)	(3.73)

[#]Other income includes financial services income

Historical Consolidated Balance Sheet

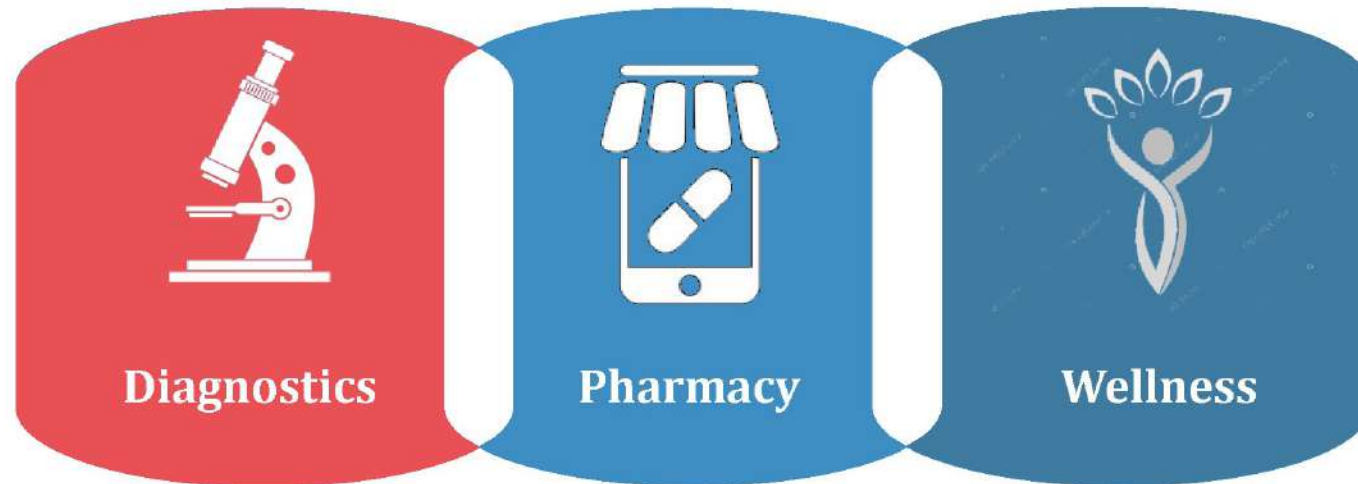
Equity & Liabilities (Rs. Crs)	Mar-21	Mar-20	Mar-19	Mar-18
Equity Share Capital	31.8	31.8	31.8	31.8
Other Equity	197.6	214.4	168.6	171.3
Total Equity	229.4	246.2	200.4	203.1
Non-Financial Liabilities				
(i) Borrowings	0.0	0.0	0.0	0.0
(ii) Other Financial Liabilities	1.5	1.4	0.9	0.6
Provisions	1.9	1.6	0.9	0.6
Tax Liabilities (Net)	0.0	0.1	5.5	4.8
Deferred Tax Liabilities (Net)	0.1	0.0	5.5	4.8
Total Non-Financial Liabilities	3.5	3.0	7.3	6.0
Financial Liabilities				
(i) Borrowings	9.8	5.0	0.0	12.0
(ii) Lease Liabilities	2.7	2.8	2.3	2.6
(iii) Trade Payables	38.6	50.2	14.3	9.3
Other Current Liabilities	8.6	8.2	6.2	4.7
Total Financial Liabilities	59.7	66.2	22.8	28.6
Total Equity & Liabilities	292.6	315.5	230.5	237.7

Assets (Rs. Crs)	Mar-21	Mar-20	Mar-19	Mar-18
Property, Plant and Equipment	57.3	60.2	62.7	64.8
Capital Work-in-Progress	0.1	0.0	0.8	1.2
Intangibles Assets	0.4	0.7	1.0	1.4
Goodwill on Consolidation	52.7	52.7	52.7	52.7
Tax Assets (Net)	2.2	1.9	2.7	2.6
Other Non-Current Assets	18.7	18.2	11.9	8.7
Total Non-Current Assets	131.4	133.9	131.8	131.4
Inventories	77.2	77.1	32.6	28.1
Financial Assets				
(i) Investments	43.4	55.8	35.9	46.4
(ii) Trade Receivable	13.6	15.0	7.9	3.9
(iii) Cash and Cash Equivalents	12.0	17.5	6.3	12.2
(iv) Other Bank Balances	0.8	0.8	0.3	0.6
(v) Loans	8.2	8.9	11.6	15.1
Other Current Assets	6.0	6.7	4.1	0.0
Total Current Assets	161.2	181.6	98.7	106.3
Total Assets	292.6	315.5	230.5	237.7

Historical Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-21	Mar-20	Mar-19	Mar-18
Cash Flow from Operating Activities				
Profit before Tax	(16.4)	(57.6)	(41.8)	(12.4)
Adjustment for Non-Operating Items	(3.2)	4.8	7.8	5.4
Operating Profit before Working Capital Changes	(19.6)	(52.8)	(34.0)	(7.0)
Changes in Working Capital	(9.9)	(38.5)	4.4	(41.0)
Cash Generated from Operations	(29.5)	(91.2)	(29.6)	(48.0)
Less: Direct Taxes paid	(1.0)	0.9	(0.4)	(0.8)
Net Cash from Operating Activities	(30.5)	(90.3)	(30.0)	(48.8)
Cash Flow from Investing Activities	21.4	(1.0)	(2.2)	21.2
Cash Flow from Financing Activities	3.7	102.5	26.3	32.6
Net increase/ (decrease) in Cash & Cash Equivalent	(5.4)	11.2	(5.9)	5.0
Cash & Cash Equivalents at the beginning of the period	17.5	6.3	12.2	7.2
Cash & Cash Equivalents at the end of the period	12.0	17.5	6.3	12.2

“ Providing comprehensive solution for all the healthcare needs - from preventive care to diagnostics to medicine procurement to doctor consultation ”



The name '**SastaSundar**' is derived from a popular Indian phrase in terms of consumer experience of **Savings** and **Quality**.

“ SastaSundar.Com: An Online Pharmacy & Digital Platform of Healthcare ”

supported by a network of physical counselling and service centres called 'Healthbuddies'

By integrating AI and data analytics with personal counselling, SastaSundar is providing a comprehensive solution to a wide range of healthcare needs

Preventive Care



Medicine Procurement



Diagnostic Services



Doctor Consultation



Pharmacy, Diagnostics & Wellness all under one roof and one click

SastaSundar: Healthcare for Local's


Online Pharmacy and Digital Platform of Healthcare

SastaSundar connects local trust and services with available healthcare resources in the most efficient way

SastaSundar

Digital Healthcare Network


Pharmacy + Diagnostics + Wellness = **“Complete Healthcare Solution”**



24,939 pin codes serviced across Pan-India via couriers & 1,898 pin codes serviced by Healthbuddy network



Innovative **“Healthbuddy”** ecosystem for Local care



Genu Path Labs ensures accurate diagnostics



Know Health: free-for-all online repository of health information



B2B platform **‘Retailer Shakti’** to support neighborhood Pharmacies



Technology-focused for enhanced consumer experience



Higher efficiency due to **low** cost of **Customer Acquisition, Delivery & Operations**



Our Reach covering urban, semi-urban to rural

Problems SastaSundar is Solving

Accessibility

- Problem of consistent access to affordable, quality healthcare in a convenient manner

India: richness of healthcare resources running in its veins

- 3rd largest producer of medicines worldwide
- Producer of 50% of the world's vaccine
- World's largest producer of milk
- 2nd largest vegetable producer of the world
- Rich pool of talented doctors and healthcare workers
- Country of yoga

Last mile: Do not find access to the sufficient resources

- Presence of counterfeit/false medicines in retail
- About 53% of total deaths are projected to be from chronic diseases
- About 75% of diagnostic services are unorganised leading to quality deficiency and unequal access
- About 65% Indians do not have consistent access to affordable healthcare



SastaSundar.com

Consumer-focussed

Technology-driven

Innovative Healthbuddy Ecosystem – Local Care


Efficient in terms of Consumer Experience & Cost


Reach from Urban to Rural


A Data-Driven
Efficient Distribution Ecosystem





SastaSundar has created a meaningful impact on livelihoods across India

- 

65%
Indians do not have regular access to medicines
- 


60%
Of dietary supplements sold in India are counterfeit
- 


60%
of deaths in India are due to chronic disease
- 


Large presence of **counterfeit/false** medicines in retail
- 

India has one the **highest** incidence of lifestyle related diseases

...With Sastasundar

- 

Authenticity –
Genuine Products Guaranteed
- 

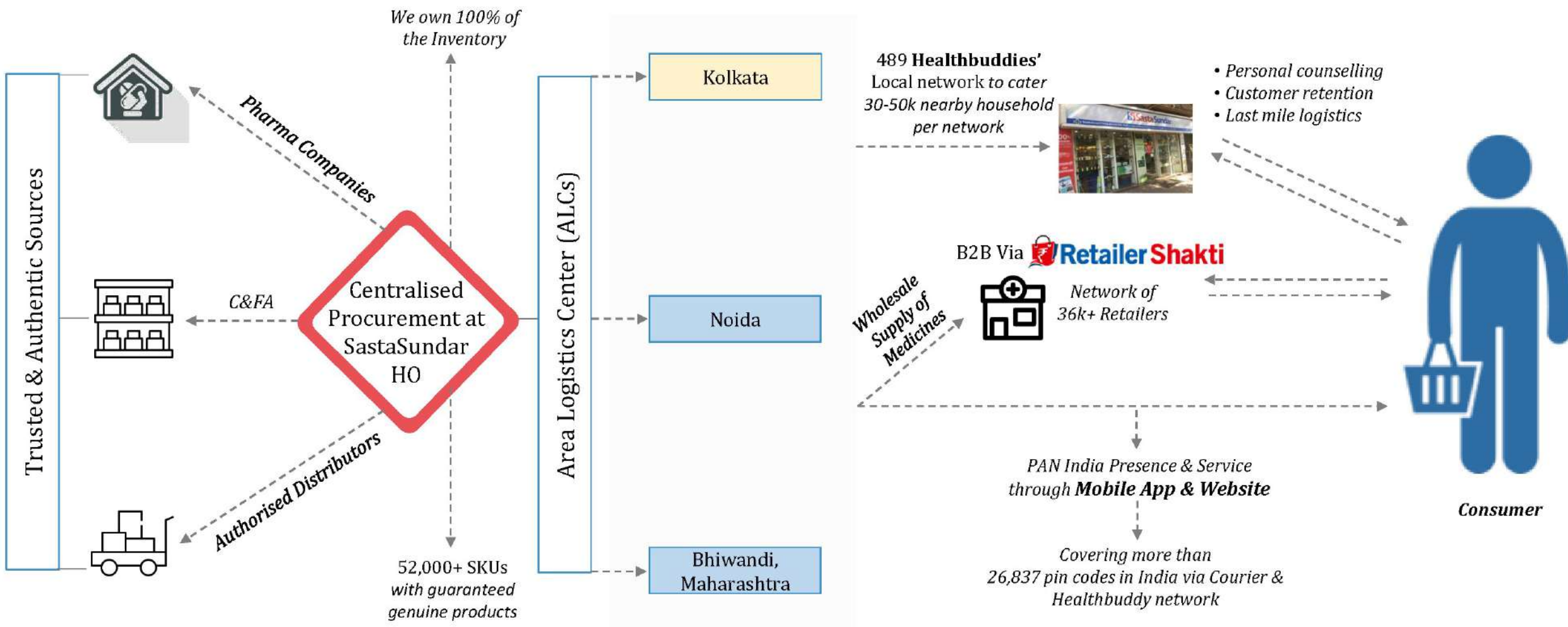
Equitable –
Access to medicines
- 

Promoting –
Micro-entrepreneurship at grassroot levels

- SastaSundar sources medicines **only from authorised sources** (pharma companies, C&FA and authorised distributors)
 - Multiple systems in place to ensure **no pilferage and counterfeit products**
 - **Fully compliant** with government rules & regulations
- SastaSundar is able to **reach even remote areas** that typically do not have access to medicines
 - Provides assisted **e-commerce services through HBs** thus mitigating the issue of technology and language barriers
 - Due to its highly efficient sourcing, SastaSundar is able to **reduce cost of medicines for customers** registered on its platform
- SastaSundar has **489 Health-buddy Centres (HBs)**
 - SastaSundar aims to reach a network of **5,000+ HBs upon Pan-India expansion**
 - SastaSundar’s business model provides a fast-growing source of income to HBs thus positively impacting livelihoods

Sources: BY Report - India Emerging I Pharma’s evolving business models; ASSOCHAM : India dietary supplement data; Report by Center for Science and Environment

Consumer focused business model



“Healthbuddies”: a Unique & Resilient business model

“HEALTHBUDDIES”

Provide assisted E-Comm Services, Last Mile Logistics and Customer Support

Who is Healthbuddy

- Health-buddy is an **Associate /Franchisee** of SastaSundar
- Low cost physical healthcare centre with the licence to function as **'Retail Chemist and Druggist'** and is equipped with the digital **'Know Health'** info bank and qualified pharmacists



Role of Healthbuddy

- Enabling **last mile delivery** of medicines & healthcare products
- **Counselling** of patients and maintaining customer relationships
- Serving as an additional marketing channel
- **Cross-selling** and upselling of services



How is the Healthbuddy enrolled?

- Interested parties can **apply online** to become Healthbuddy
- SastaSundar also has a **Healthbuddy acquisition team**
- Selection is done via a **stringent vetting process**



Health-Buddy on-boarding & training

- SastaSundar conducts **formal training** and on-boarding sessions for all new Healthbuddy franchisees
- **Training and education** are provided on customer handling, product offerings, etc.



Integrated Supply Chain

- Fully integrated dedicated logistics network
- Dedicated delivery fleet from warehouse to Healthbuddy (HB) centres
- Last mile logistics managed by HBs

Assisted E-commerce

- Assisted e-commerce provided by Healthbuddies enable local trust and rich consumer experience
- Trusted channel to market other ancillary products & services

Social Change

- Consistent access to high quality affordable healthcare in a convenient manner
- Huge employment generation potential
- Promotes local entrepreneurship

SastaSundar has built an exclusive network of **Healthbuddies** and connected them with the centralised inventory & resources via the SastaSundar digital connectivity



489 Entrepreneurs creating
2,500+ jobs in their localities

Genuine Products Guaranteed



Unique Model to guarantee Delivery of Genuine Products with GENU CHECK Process
Delivered more than 25mn orders along with the satisfaction of 'Being Genuine'


Genu Path Labs: Accuracy Guaranteed



NABL Accredited Lab where everything revolves around
Meticulous Assay of Quality Evidence

Services offered include Pathology Tests, USG, Digital X-Ray, ECG, TMT, Doppler, Holter, PFT and Echocardiography among others

Accuracy Guaranteed



- 01 ● *Highly experienced Clinical Team*
- 02 ● *Advanced High-End Equipment*
- 03 ● *Stringent Quality Norms - EQAS, ILC*
- 04 ● *Strong Process Control QuaGen^{LR}*



High Quality Testing

Advanced Automated Equipment



Affordable Costing

External Proficiency Testing Services Partners



Get your
Diagnostic Test
 done at comfort of your **home**

-  Free Home Collection
-  Report Delivered at Home
-  Report Available on App
-  Maximum Savings
- Accredited NABL Accredited Lab

Retailer Shakti: Empowering Retailers



B2B Platform which supports small pharmacies

Challenges



- Supply of genuine medicines
- Finance and fulfilling prescriptions
- Space constraint in their shops for large number of SKUs of medicines, and unable to supply wider range of Health Foods & Wellness Products

Benefits

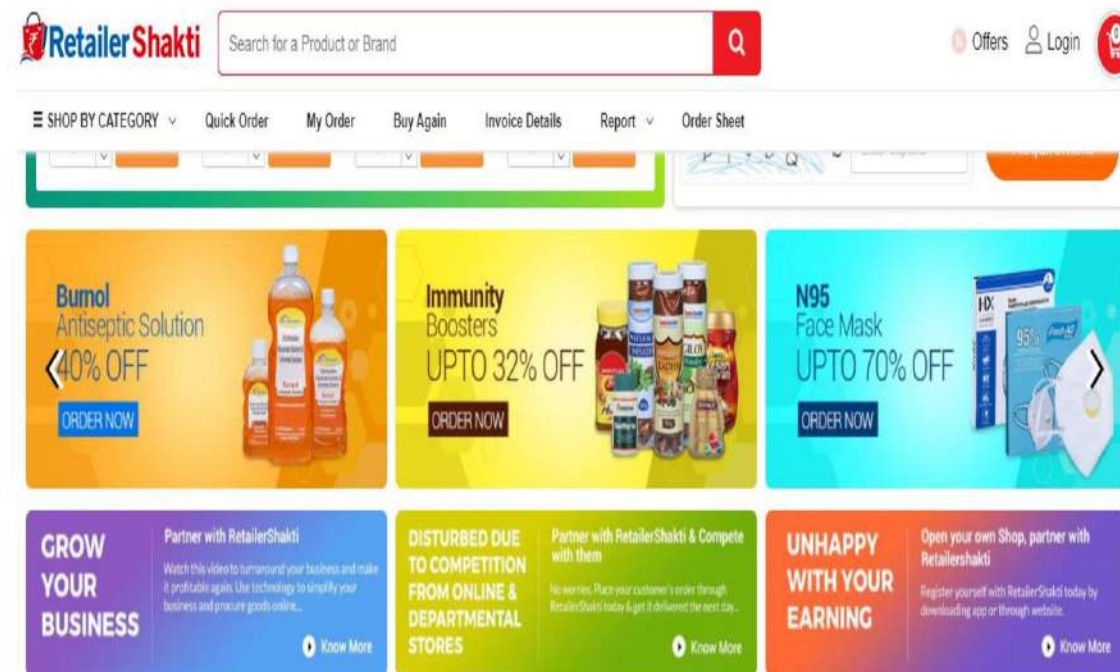


- Retailers get connected with organised **Inventory, Technology & Finance**
- Competitive advantage in terms of offering a **wide range of products, price & experience**
- Empowers the retailers by making them capable of **competing with organised retail**
- Increases their efficiency in terms of **space utilisation, inventory and finance management**

Connects the Retail Shops with its **52,000 + Products Inventory** and helps them in **transforming from a small Retail Shop into a super-departmental stores**

Check Online @ RetailerShakti.com

- Place Order
- Get products delivered at Retail Shop
- Deliver to Consumer



The screenshot shows the Retailer Shakti website interface. At the top, there is a search bar with the text "Search for a Product or Brand" and a magnifying glass icon. To the right of the search bar are links for "Offers", "Login", and a profile icon. Below the search bar is a navigation menu with options: "SHOP BY CATEGORY", "Quick Order", "My Order", "Buy Again", "Invoice Details", "Report", and "Order Sheet". The main content area features several promotional cards:

- Bumol Antiseptic Solution**: 40% OFF, ORDER NOW
- Immunity Boosters**: UPTO 32% OFF, ORDER NOW
- N95 Face Mask**: UPTO 70% OFF, ORDER NOW
- GROW YOUR BUSINESS**: Partner with RetailerShakti. Watch this video to turnaround your business and make it profitable again. Use the technology to simplify your business and procure goods online. Know More
- DISTURBED DUE TO COMPETITION FROM ONLINE & DEPARTMENTAL STORES**: Partner with RetailerShakti & Compete with them. No worries. Place your customer's order through RetailerShakti today & get it delivered the next day. Know More
- UNHAPPY WITH YOUR EARNING**: Open your own Shop, partner with RetailerShakti. Register yourself with RetailerShakti today by downloading app or through website. Know More

Values we deliver to Our Customers

1

Genuineness

- Owns 100% inventory at its central warehouse including the complete trail from procurement to delivery
- Sources medicines only from authentic sources (Pharma companies, C&FA and authorised distributors)

2

Availability

- Order fulfillment due to real-time inventory tracking on the app
- Expanding to Tier 2, 3 cities and even to remote villages in the country

3

Counselling

- ~36,000 families using YANA Diet & DNAVITA to reduce medicine intake & improve lifestyle
- Information on medicines along with corresponding substitutes are available
- Largest online knowledge resource libraries on COVID-19

4

Personalisation

- Use of data analytics for the customer to provide a personalized experience.
- The integrated data on medicine, wellness and diagnostics helps the customer to use the integrated search based upon health, maintain the corresponding records and use them for managing health and happiness

5

Guaranteed Delivery

- Deliver all orders within the promised timeline
- Owning inventory helps us in ensuring faster and seamless delivery

6

Sustainable Discount

- Sustainable discount (minimum 15%) passed on to the customers owing to our efficient operations
- Bulk procurement helps us in buying, leveraging & bettering trade terms

Experienced Board of Directors



Mr. B L Mittal

**Founder & Executive Chairman
(Sastasundar Healthbuddy Ltd)**

- FCA, FCS and FCM by education and has an experience of more than 20 years working as an entrepreneur and a social worker.
- Areas of work include digital platform of healthcare and financial services.



Mr. Ravi Kant Sharma

**Founder & CEO (Sastasundar
Healthbuddy Ltd)**

- FCA by education and is a seasoned entrepreneur with more than 20 years of demonstrated experience in scaling businesses from scratch.
- Areas of work include digital platform of healthcare and financial services.

Mr. Parimal Kumar Chattaraj

- Bachelor's in science, a post graduate diploma in management and a bachelor's in law
- Experience of over 30 years working as an entrepreneur, management professional and legal advisor
- Areas of work include contributing to business strategy, aligning employee skill to business, creating learning organisation, leadership development and organisation & HR solutions

Mrs. Abha Mittal

- Commerce graduate and holds a diploma in fashion designing
- Multiple years of experience working as a social worker and environmentalist
- Areas of work include NGOs and organic farming

Mrs. Rupanjana De

- FCS & post graduate qualifications in law and economics
- Has over 19 years of experience working as a corporate legal professional
- Areas of work include company law, legal compliance, management, corporate governance, Corporate Social Responsibility and quality control

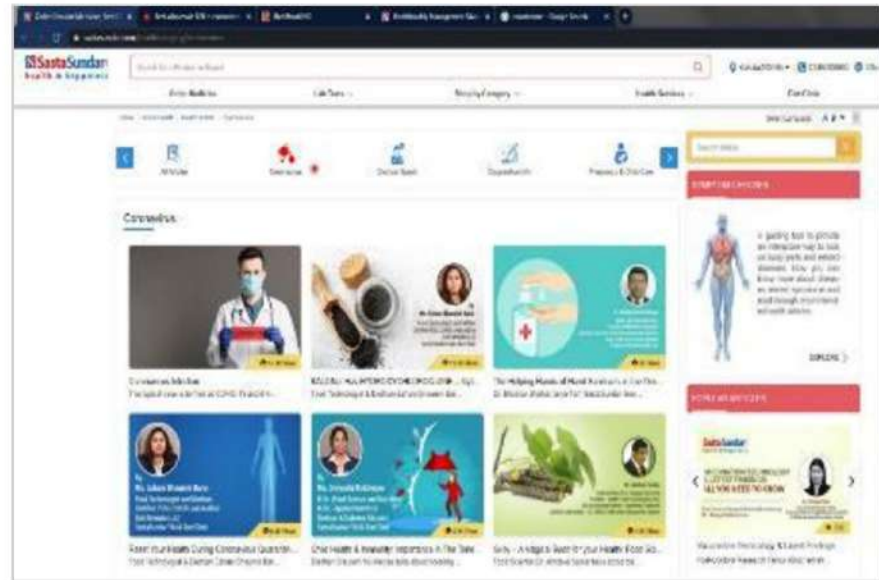
Dr. Jayanta Nath Mukhopadhyaya

- He has 35 years of professional experience
- Mechanical engineer from IIT - BHU, Varanasi, MBA from IIM Calcutta, UGC NET qualified and PhD in Economics from Jadavpur University
- Has over 17 years of experience in industry working with leading companies like BOC India, IBP - Balmer Lawrie, Alghanim & SREI
- Presently Professor of Finance at Army Institute of Management and non-Executive Director at Vara Technology

Social Responsibility is in the DNA of Our Business

During the COVID-19 lockdown phase our services were not closed even for a day. We had taken all necessary safety measures while delivering orders to our customers.

We have created a large knowledge bank of 1000+ health articles, videos, posters, booklets and infographics related to COVID-19 in English and vernacular languages. Furthermore, we organize Facebook live sessions with renowned doctors to generate mass awareness.



A Ground-Breaking Interactive Session on

COVID-19
THE FIRST SIGN
and THE FIRST AID



Dr. Vijay Kejriwal
Eminent Pediatrician
and Neonatologist
Hydra Nursing Home & Solar Eye Clinic

In conversation with
B. L. Mittal
Founder & Executive Chairman - SastaSundar



A Myth-Busting Interactive Session

COVID-19
From PREVENTION
to TREATMENT



Dr. Bodhisatwa Choudhuri
FICU, Dept. of Intensive Care
& Critical Care and COVID Node,
Officer - ILS Hospital, Howrah

In conversation with
B. L. Mittal
Founder & Executive Chairman - SastaSundar





Mitsubishi Corporation



Rohto Pharmaceutical Co., Ltd.

At Business Level

S.R. Batliboi & Co. LLP
(a member firm of EY)

At Consolidated Level

Singhi & Co.

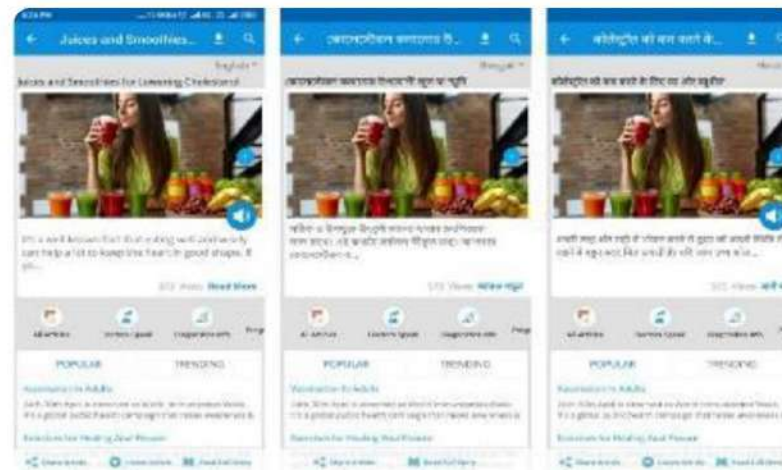
Auditors

Unique first-of-its-kind features for Superior Customer Experience

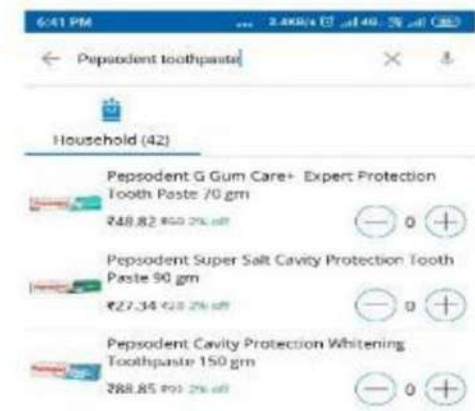
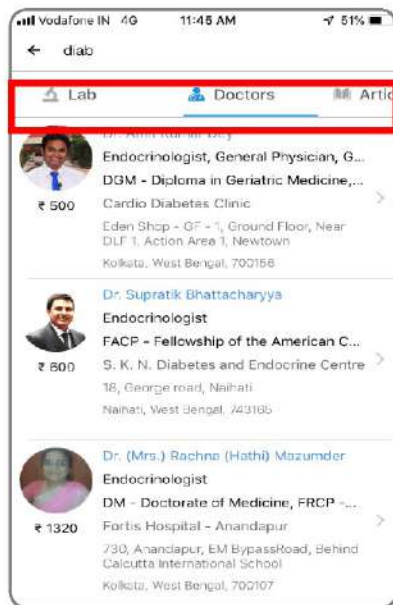
★★★★★
Google App Rating: 4.6

🗣️
Alexa Ranking (India): 94
 As on 30-09-2021

Increasing customer engagement through vernacular contents and curated suggestions linked to purchases



Simplified search across services: reducing time required to toggle between multiple windows



'Digital India AatmaNirbhar Bharat App Innovation Challenge'

The SastaSundar app has been mentioned by the **Government of India** as one of **India's best AatmaNirbhar App**







Join us for Prayers

LET US
BE
ONE
TOGETHER



TO BUILD A
HEALTHIER
&
HAPPIER
WORLD

Join us for 2 minutes at 3 pm
on 7th of Each Month & Pray For
world's **health & happiness**



Contact Information

Thank You

For Further Information, please contact:

Company:

SastaSundar

Sastasundar Ventures Limited

CIN: L65993WB1989PLC047002

Mr. Pratap Singh – Company Secretary

Email ID: p_singh@sastasundar.com

www.sastasundarventures.com

Investor Relations Partner:



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