

Ref: STL / REG-30/ BSE/ NSE/ 2021-2022/83

Dated: 06th August, 2021

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 Un-Audited Standalone & Consolidated Financial Results for the quarter ended 30th June, 2021

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 ended 30th June, 2021, the same is uploaded on the website of the Company 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

INVESTOR'S PRESENTATION
Q1 FY 21-22 Performance



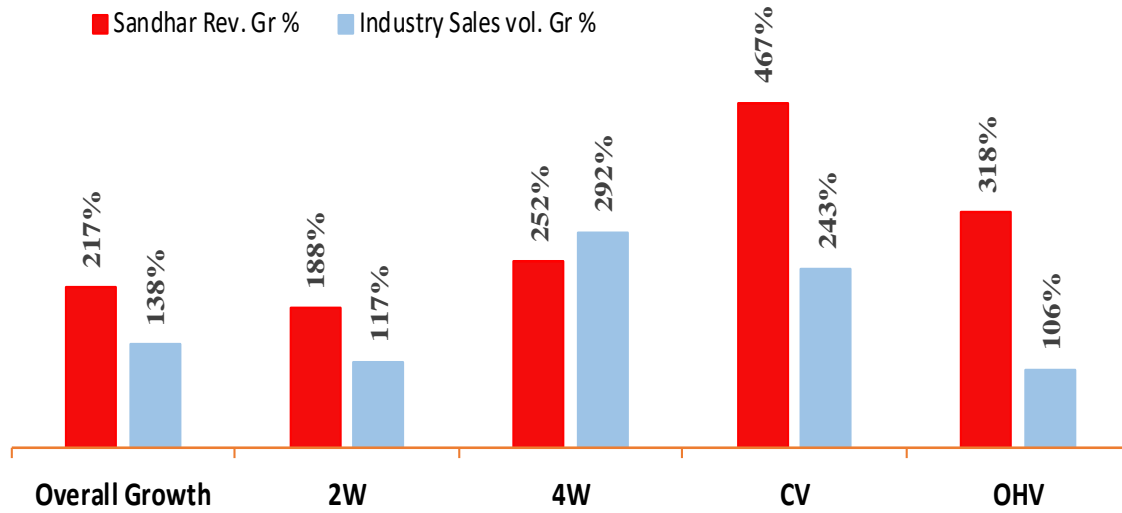
This presentation and the accompanying slides (the “Presentation”), which have been prepared by Sandhar Technologies Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and 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 tire 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.

Strong performance in Q1 FY 22 despite 2nd wave of Covid-19, revenues stood at Rs. 411.67 Crs. registering a growth of 217% over Q1 FY 21. Similarly PAT grew by 107%.

Industry Updates

Industry registered a growth of 138% in Q1 FY 22 where as Sandhar has achieved a growth of 217% from Q1 FY 21.



Financials (Q1 FY 22 vs Q1 FY 21)

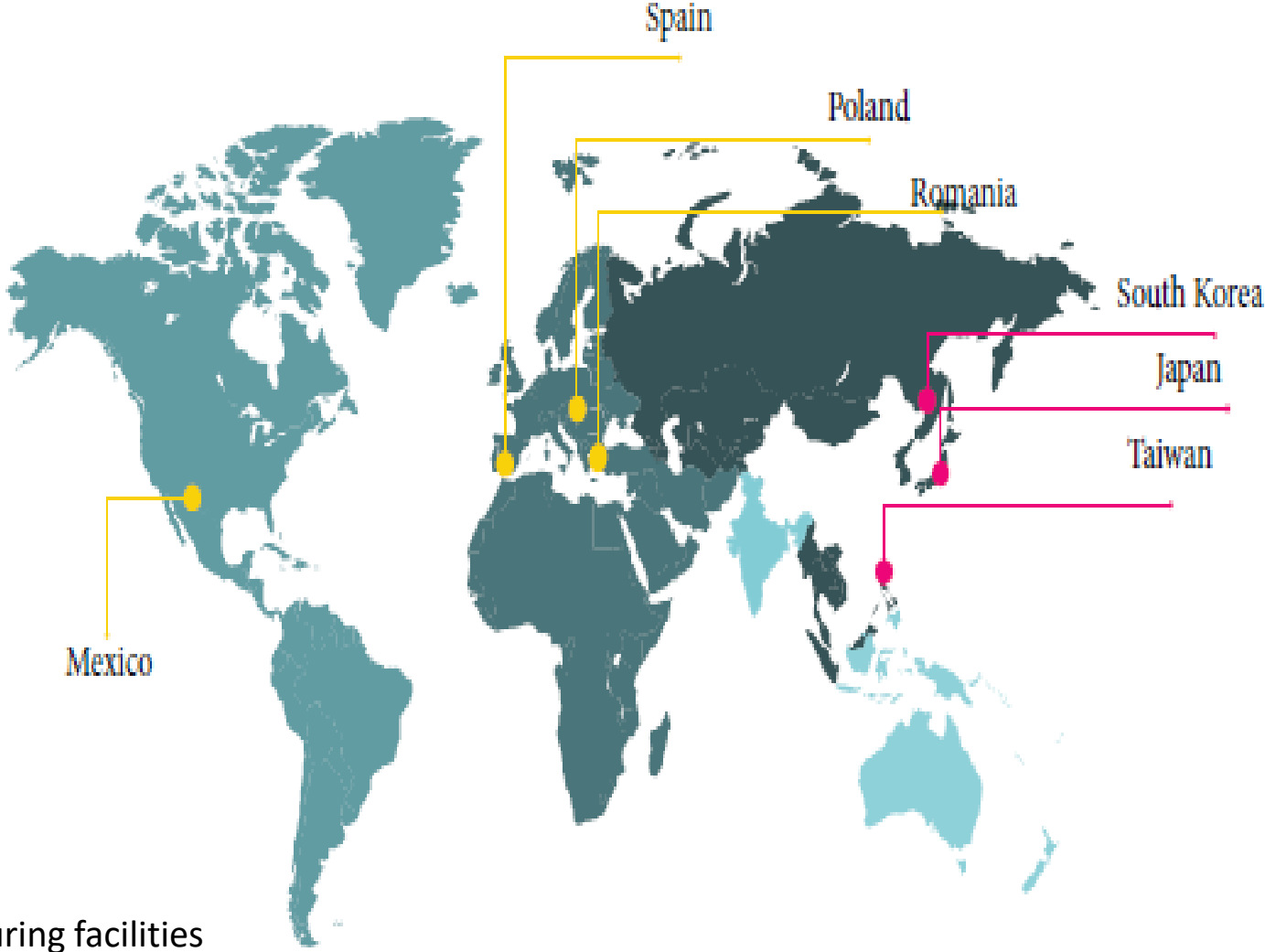
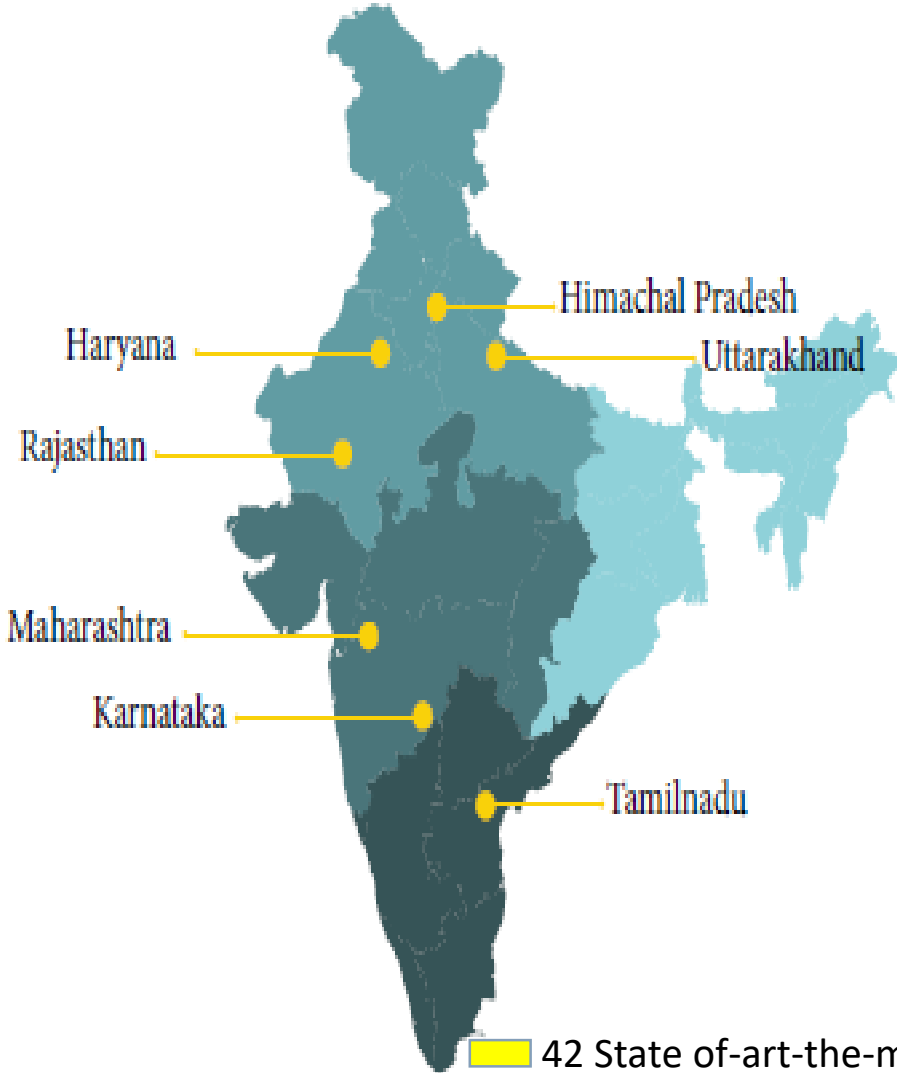
Consolidated

- Revenue of Rs. 411.67 Crs., up by 217%.
- EBITDA of Rs. 32.68 Crs., up by 371%.
- Cash Profit of Rs. 29.16 Crs., up by 576%.
- Cash EPS of Rs. 4.84

Standalone

- Revenue of Rs. 319.05 Crs., up by 219%.
- EBITDA of Rs. 20.84 Crs., up by 291%.
- Cash Profit of Rs. 18.49 Crs., up by 451%.
- Cash EPS of Rs. 3.07

Our Footprint



42 State of-art-the-manufacturing facilities
 Technical collaborashon with South Korea, Japan & Taiwan

Revenue Model

Key Customers

2 W



PV



CV



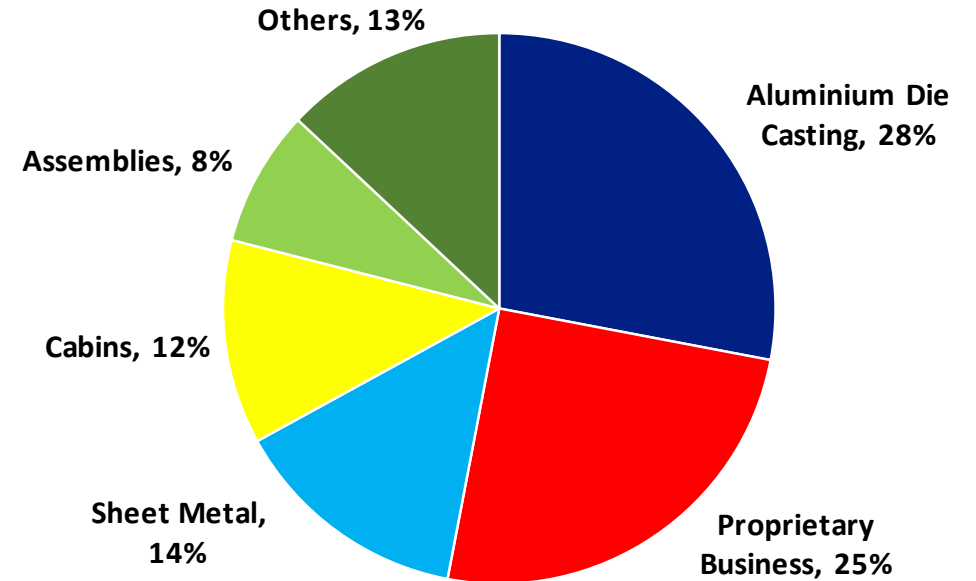
OHV



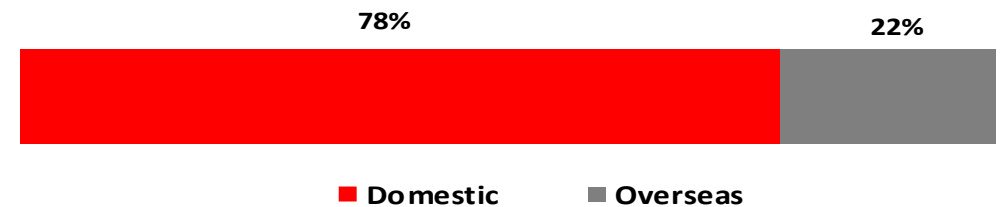
3W



Products Revenue



Geographical Revenue



Q1-FY 22 Financial Snapshot (fig. in Rs. Crs)

Consolidated

Revenue

⬆️ 217%
411.67

129.99

Q1 FY 21

Q1 FY 22

EBITDA

⬆️ 371%
32.68

(12.05)

-9%

Q1 FY 21

Q1 FY 22

8%

Standalone

Revenue

⬆️ 219%
319.05

100.00

Q1 FY 21

Q1 FY 22

EBITDA

⬆️ 291%
20.84

(10.89)

-11%

Q1 FY 21

Q1 FY 22

7%

EBT ⬆️ 104%

(40.11)

-31%

Q1 FY 21

1.77
0.4%

Q1 FY 22

PAT ⬆️ 107%

(31.13)

-24%

Q1 FY 21

2.11
0.5%

Q1 FY 22

EBT ⬆️ 105%

(27.85)

-28%

Q1 FY 21

1.35
0.4%

Q1 FY 22

PAT ⬆️ 105%

(20.82)

-21%

Q1 FY 21

0.99
0.3%

Q1 FY 22

Profit & Loss Statement – Consolidated (fig. in Rs. Crs)

Particulars	Q1 FY 22	Q1 FY 21	YoY (%)	Q4 FY 21	QoQ (%)	FY 21
Total Revenue	411.67	129.99	217%	645.12	-36%	1,874.34
Expenses						
Cost of materials	230.51	68.85	235%	383.10	-40%	1,092.12
Labour cost	39.20	19.33	103%	49.59	-21%	160.31
Personnel expenses	30.32	22.13	37%	30.22	0%	117.43
Other expenses	78.97	31.73	149%	101.28	-22%	305.30
Total expenses	379.00	142.04	167%	564.20	-33%	1,675.16
EBITDA	32.68	(12.05)	371%	80.92	-60%	199.18
EBITDA %	7.94%	-9.27%		12.54%		10.63%
Finance costs	3.87	3.06	26%	3.96	-2%	16.02
Depreciation	23.86	21.54	11%	24.23	-2%	93.95
Profit before tax	4.95	(36.65)	114%	52.73	-91%	89.21
PBT %	1.20%	-28.19%		8.17%		4.76%
Losses from JV	3.19	3.46		2.19	45%	11.20
Profit before tax after JV losses	1.77	(40.11)	104%	50.54	-97%	78.02
Tax Expenses	(0.34)	(8.98)	96%	10.29	-103%	20.18
Net profit	2.11	(31.13)	107%	40.24	-95%	57.83
Net Profit %	0.51%	-23.95%		6.24%		3.09%
Other comprehensive income	(0.50)	0.94		(2.34)		(3.75)
Total comprehensive income	1.62	(30.19)	105%	37.91	-96%	54.09
Comprehensive Income %	0.39%	-23.23%		5.88%		2.89%
Cash Profit	29.16	(6.13)	576%	66.67	-56%	162.98
Earnings Per Share (EPS)*	0.35	(5.17)	107%	6.69	-95%	9.61
Cash Earning Per Share (CEPS)*	4.84	(1.02)	576%	11.08	-56%	27.08

* EPS not annualized for quarter

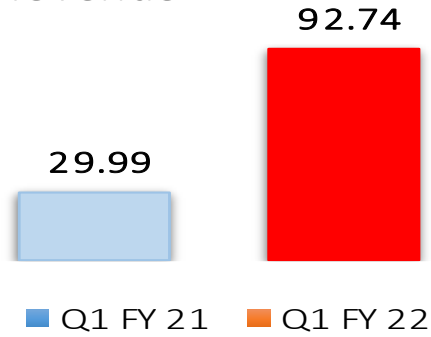
Profit & Loss Statement – Standalone (fig. in Rs. Crs)

Particulars	Q1 FY 22	Q1 FY 21	YoY (%)	Q4 FY 21	QoQ (%)	FY 21
Total Revenue	319.05	100.00	219%	552.40	-42%	1,594.70
Expenses						
Cost of materials	206.75	64.27	222%	357.47	-42%	1,018.56
Labour cost	29.51	14.76	100%	39.88	-26%	130.71
Personnel expenses	18.73	15.13	24%	18.63	1%	78.16
Other expenses	43.21	16.73	158%	68.39	-37%	204.13
Total expenses	298.20	110.89	169%	484.38	-38%	1,431.56
EBITDA	20.84	(10.89)	291%	68.02	-69%	163.14
EBITDA %	6.53%	-10.89%		12.31%		10.23%
Finance costs	2.00	1.42	41%	2.28	-12%	9.09
Depreciation	17.50	15.55	13%	17.79	-2%	68.57
Profit before tax	1.35	(27.85)	105%	47.95	-97%	85.48
PBT %	0.42%	-27.85%		8.68%		5.36%
Tax Expenses	0.36	(7.03)	105%	10.45	-97%	20.25
Net profit	0.99	(20.82)	105%	37.49	-97%	65.23
Net Profit %	0.31%	-20.82%		6.79%		4.09%
Other comprehensive income	(1.01)	0.51		(1.22)		(4.00)
Total comprehensive income	(0.02)	(20.31)	100%	36.28	-100%	61.23
Comprehensive Income %	-0.01%	-20.31%		6.57%		3.84%
Cash Profit	18.49	(5.27)	451%	55.29	-67%	133.80
Earnings Per Share (EPS)*	0.16	(3.46)	105%	6.23	-97%	10.84
Cash Earning Per Share (CEPS)*	3.07	(0.88)	451%	9.19	-67%	22.23

* EPS not annualized for quarter

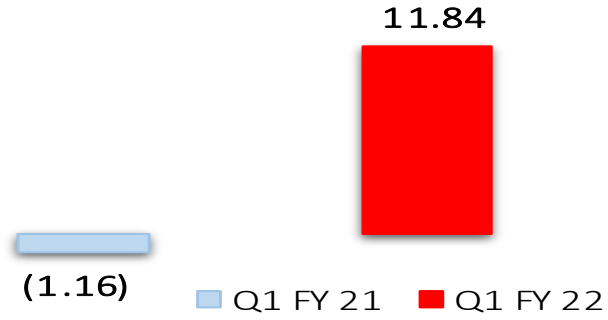
WOS Performance (fig in Rs. Crs)

Revenue



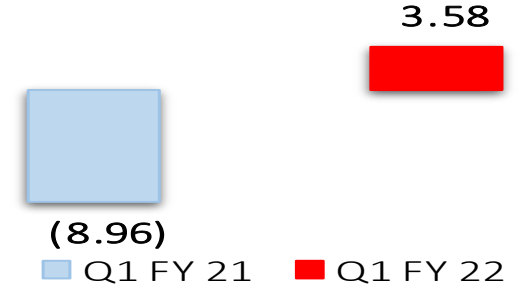
⬆️ 209%

EBITDA



⬆️ 1121%

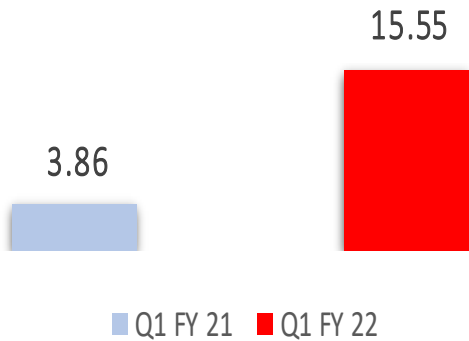
EBT



⬆️ 140%

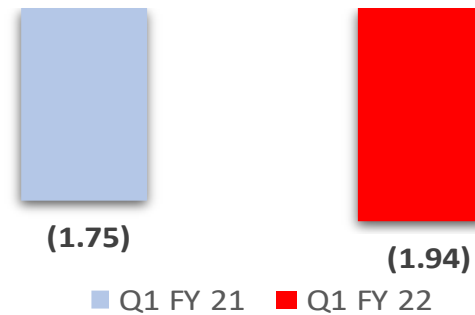
JV* Performance (fig in Rs. Crs)

Revenue



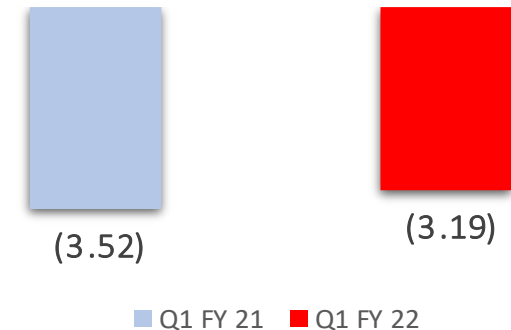
⬆️ 303%

EBITDA



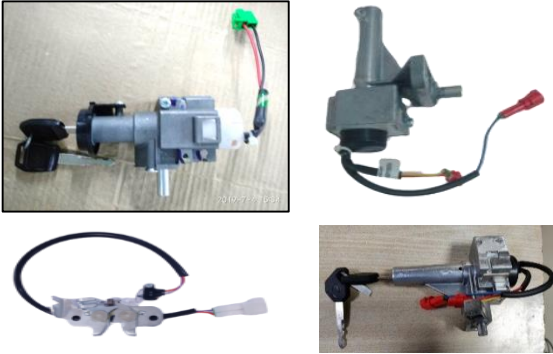
⬆️ -11%

PAT



⬆️ 9%

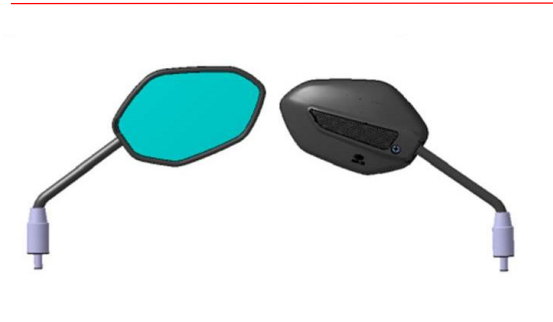
Product Category



Products Supplied

- Ignition & Switch Locking System
- Latch System
- Hook & Striker

Key Customer



- Mirror & Vision System



- Wheel Assembly



Product Category

Products Supplied

Key Customer

Seatbelt Safety Systems



- Seat Belt retractor components



Electrical Drives

Front Wiper System Brackets



- Wiper systems components



- Electronic circuits housings and covers



Revenue at consolidated level from this segment stands Rs. 12.07 Crs. for Q1 FY 22.

Purchase Order Received Schedule Awaited

Products to be Supplied

- Ignition & Switch Locking System
- Latch System
- Door Handles
- Battery Locking System
- Mirrors & Vision System

Customer Portfolio



NDA Signed- Presently under Technical Discussion

- Ignition & Switch Locking System
- Latch System
- USB
- Mirrors & Vision System



Division / Company

Products Supplied

Key Customer

**Sandhar Automotive Gurugram,
JEM Division**

- Revenue - Q1 Rs. 1.39 Crs.

Relay

HONDA
The Power of Dreams

Mahindra
SWARAJ

**Sandhar Whetron Electronics
Pvt. Ltd.**

- Revenue - Q1 Rs. 0.25 Crs.

Rear View Camera **ECU*** **Sensor with Bezel**

Sensor (5 Colors) **ECU** **Retainer**

SML
ISUZU

HONDA
The Power of Dreams

**Winnercom Sandhar
Technologies Pvt. Ltd.**

- Revenue - Q1 Rs. 6.53 Crs.

Shark Fin Antenna **Feeder Cable**

HYUNDAI

* Electronic Control Unit

Division / Company

Products Supplied

Key Customer

Sandhar Hanshin Auto Technologies Pvt. Ltd.

- Revenue - Q1 Rs. 2.29 Crs.

Feeder Cable



Sandhar Han Sung Technologies Pvt. Ltd..

- Revenue - Q1 Rs. 1.27 Crs.



MCB



Jinyoung Sandhar Mechatronics Pvt. Ltd.

- Revenue - Q1 Rs. 8.12 Crs.



AVN Panel Assemblies

Switches



* Electronic Control Unit

Future Outlook



Expecting the Revenue CAGR of 30% over the next 3 years.

Strongly looking for inorganic growth opportunities in near future.

Focusing on better returns by achieving economies of production and leveraging long standing relationships with OEMs.

New overseas plant in Romania to be operational in FY 22 resulting in major growth in overseas business.

Launching new products in 4 wheeler and Off highway vehicle segment.



Expanding product portfolio with OEMs.

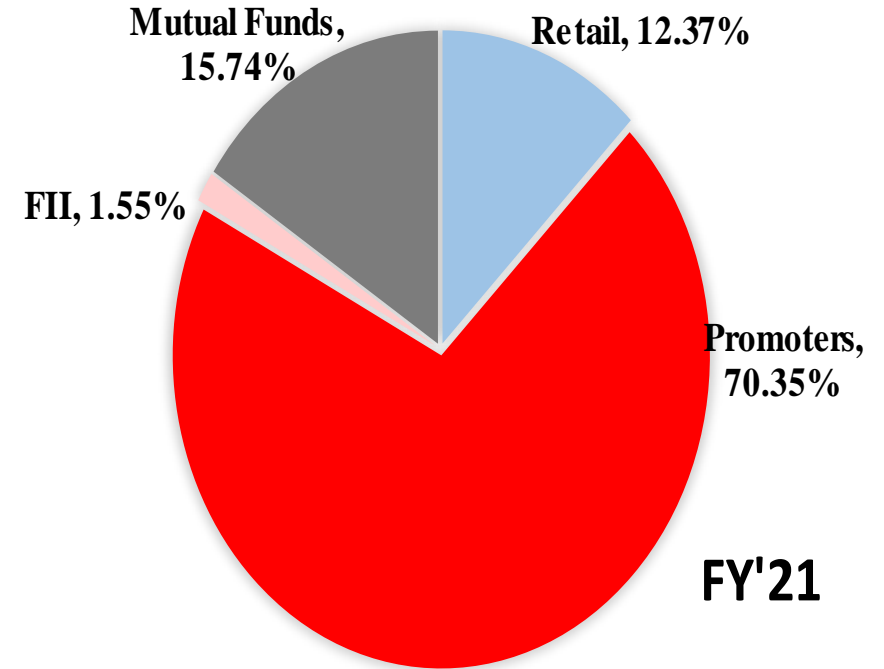
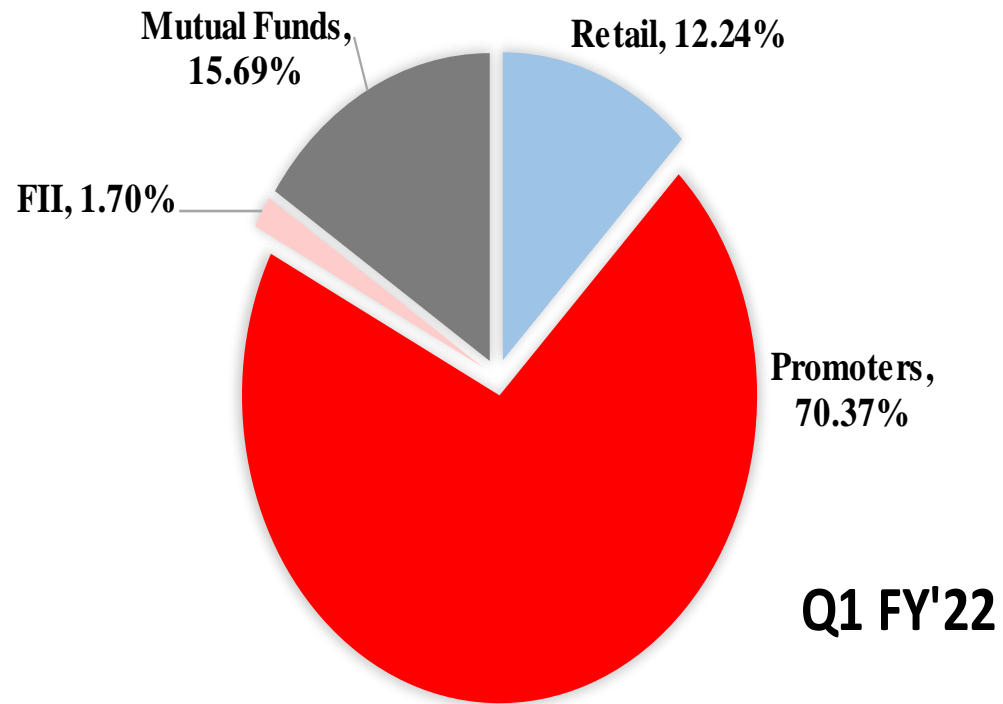
Increasing business with EV OEMs with existing and new products.

Centre for innovation & development (In-house R&D center) is consistently working on development of technology driven products in Auto-Space.

Joint Ventures companies to ramp-up in near future to meet increasing demand of diversified products including E-Products with latest technology.

Committed to maximize the wealth & return and minimize the risks of stakeholders.

Shareholding Pattern FY22 vs FY21



Sandhar Technologies Limited
CIN: L74999DL1987PLC029553
Email: investors@sandhar.in

THANK YOU