

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 22-11-2022

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
Company Secretary

Encl: As Above



**Investor Presentation
November 2022**

SastaSundar

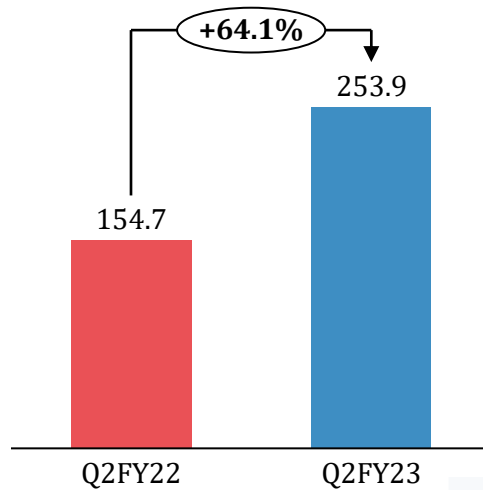
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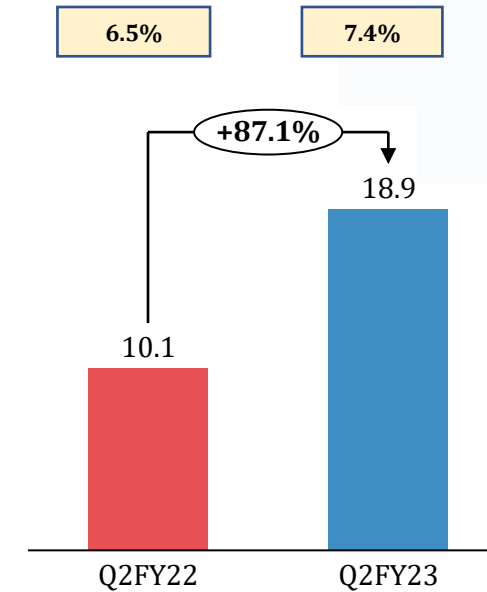
Revenue from Operations



Revenue

- ✓ Revenue for Q2FY23 stood at Rs. 253.9 crs as compared to Rs. 154.7 crs in Q2FY22, a **growth of 64.1%**

Gross Profit



Gross Profit

- ✓ Gross Profit for Q2FY23 stood at Rs. **18.9** crs.
- ✓ Gross Profit margins have increased during the year due to leveraging Flipkart's strength of large consumer base & digital technology and opening of new warehouses.

Commenting on the results and performance for Q2FY23, Mr. B.L. Mittal, Founder & Executive Chairman said

"I am delighted to report that our revenue has grown by 64% (YoY) to Rs. 253.9 crore for the second quarter of FY 2022-23. As we shared in the last quarter, we are expanding our operations by adding three new warehouses at Bangalore, Lucknow and Hyderabad. We are moving in the right direction to expand PAN India by constructing about 20 warehouses in various states.

We are also developing supply chain capabilities across India to support our mission of providing equitable access to healthcare for all segments of society. The capital allocated will be deployed towards inventory investments, technology upgrades, and investments in Genu Path Labs Limited's Diagnostic vertical. We will continue to expand for B2B Retailer Shakti Supply Chain Private Limited, leveraging our PAN India distribution network.

We are confident about achieving desired synergy from our partnership with Flipkart in our B2C business as the integration with Flipkart is progressing well.

Genu Path Labs Limited, our diagnostic division, continues to provide numerous opportunities for long-term growth. And we continue to seek expansion in this division organically and through acquisition.

As we progress, we expect to increase revenues and scale in order to obtain better margins from our procurement vendors and companies, which will increase the profitability matrix."



Q2 FY23 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Revenue from Operations	253.9	154.7	64.1%	191.6	32.5%	445.6	324.3	37.4%
Cost of Materials Consumed	235.0	144.6		179.4		414.4	301.5	
Gross Profit	18.9	10.1	87.1%	12.2	54.9%	31.2	22.8	36.8%
GP %	7.4%	6.5%		6.4%		7.0%	7.0%	
Employee Benefits Expense	11.7	9.3		10.0		21.8	18.2	
Other Expenses	13.9	14.9		18.9		32.9	27.7	
EBITDA	(6.7)	(14.1)		(16.7)		(23.5)	(23.1)	1.7%
EBITDA %	(2.6%)	(9.1%)		(8.7%)		(5.2%)	(7.1%)	
Other Income [#]	6.2	8.0		5.5		11.6	12.8	
Depreciation and Amortisation Expense	1.8	1.0		1.2		3.0	2.0	
EBIT	(2.3)	(7.1)		(12.4)		(14.9)	(12.3)	21.1%
Finance Costs	0.3	0.6		0.1		0.3	1.0	
Share from Associates	(21.0)	0.0		(13.8)		(34.8)	0.0	
Exceptional Items	(7.9)	0.0		0.0		(7.9)	0.0	
PBT	(31.5)	(7.7)		(26.3)		(57.9)	(13.3)	335.3%
Total Tax Expense	(23.6)	1.0		(1.0)		(24.6)	1.8	
Profit for the year	(7.9)	(8.7)		(25.3)		(33.3)	(15.1)	120.5%
PAT %	(3.1%)	(5.6%)		(13.2%)		(7.5%)	(4.6%)	

[#] Other Income includes financial service income

Balance Sheet As on 30th Sep 2022

Equity & Liabilities (Rs. Crs)	Sep-22	Mar-22
Equity Share Capital	31.8	31.8
Other Equity	1142.5	1175.7
Total Equity	1,174.3	1,207.5
Non-Financial Liabilities		
(i) Other Financial Liabilities	2.6	3.5
Provisions	2.5	2.1
Tax Liabilities (Net)	0.0	17.9
Deferred Tax Liabilities (Net)	0.2	0.4
Total Non-Financial Liabilities	5.3	23.9
Financial Liabilities		
(i) Lease Liabilities	10.1	1.9
(ii) Trade Payables	54.9	33.0
Other Current Liabilities	12.2	11.5
Total Financial Liabilities	77.2	46.4
Total Equity & Liabilities	1256.8	1,277.8

Assets (Rs. Crs)	Sep-22	Mar-22
Property, Plant and Equipment	73.2	57.2
Capital Work-in-Progress	4.6	0.4
Intangibles Assets	0.1	0.1
Goodwill on Consolidation	36.1	36.1
Tax Assets (Net)	9.4	2.3
Deferred Tax Assets	0.4	0.0
Other Non-Current Assets	37.3	24.9
Total Non-Current Assets	161.1	121.0
Inventories	178.9	113.6
Financial Assets		
(i) Investments	526.4	666.0
(ii) Trade Receivable	31.3	21.2
(iii) Cash and Cash Equivalents	21.5	13.0
(iv) Other Bank Balances	308.3	199.4
(v) Loans	7.8	9.6
Other Current Assets	21.5	134.0
Total Current Assets	1,095.7	1,156.8
Total Assets	1,256.8	1,277.8



Macro Strategy

Focus & Growth

'Digital Platform of Healthcare'

Pharmacy • Wellness • Diagnostic

Develop



Team

Technology

Trust

Leverage



Customer Base

Capital

Deliver



Cash Flow

Customer Experience

Community Wellbeing

Micro Strategy

B2C Platform



- 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



- 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



- 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

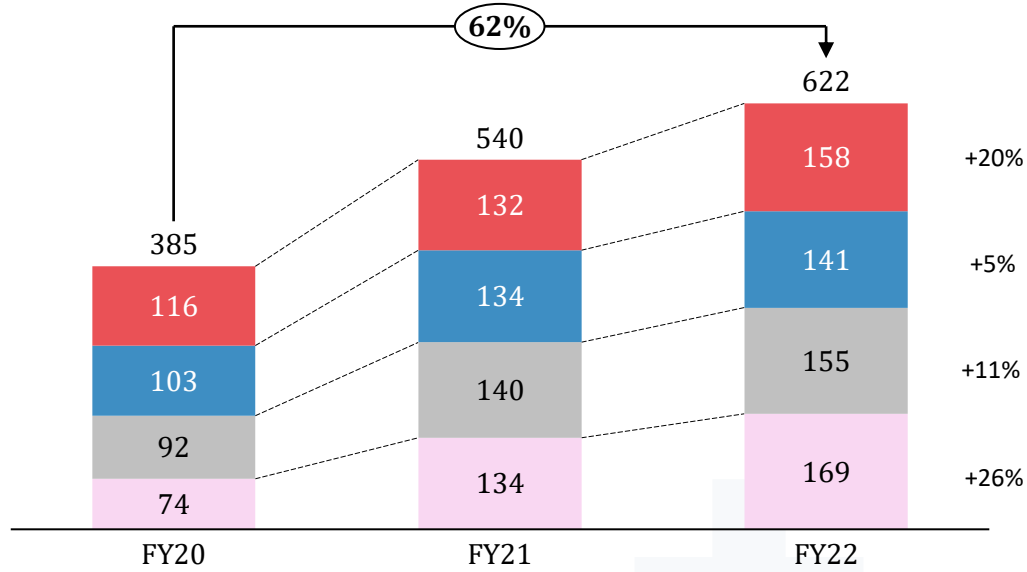


Historical Financial Highlights



Revenue from Operations

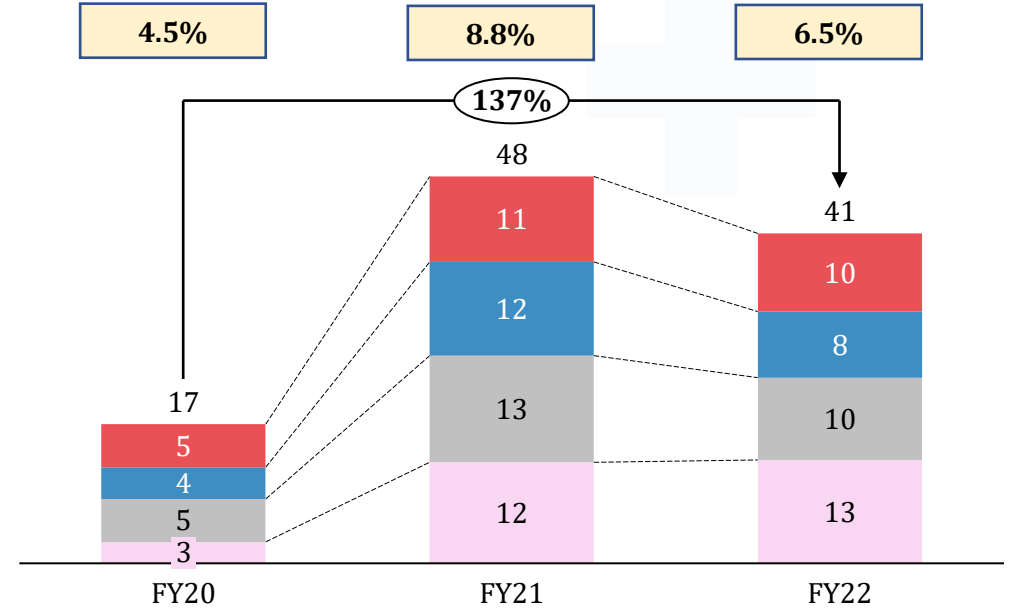
Q4
Q3
Q2
Q1



Revenue

✓ FY22 revenue stood at Rs. 623 crs as compared to Rs. 385 crs, **growth of 62%** from FY20

Gross Profit



Gross Profit

✓ FY21 gross profit **grew by 137%** to Rs. 41 crs as compared to Rs. 17 crs in FY20
 ✓ Gross margin for FY22 stood at **6.5%**

Historical Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Revenue from Operations	623.0	540.0	384.0	215.6	148.3
Cost of Materials Consumed	582.5	492.5	366.9	199.5	140.4
Gross Profit	40.5	47.5	17.1	16.1	7.9
GP %	6.5%	8.8%	4.5%	7.5%	5.3%
Employee Benefits Expense	43.9	29.1	28.4	23.4	16.2
Other Expenses	53.7	40.9	45.4	33.1	18.2
EBITDA	(57.1)	(22.5)	(56.7)	(40.4)	(26.5)
EBITDA %	(9.2%)	(4.2%)	(14.8%)	(18.7%)	(17.9%)
Other Income [#]	20.1	11.6	4.5	6.6	13.7
Depreciation and Amortisation Expense	4.2	4.5	4.9	6.0	5.5
EBIT	(41.2)	(15.4)	(57.1)	(39.8)	(18.3)
Finance Costs	1.6	1.0	0.7	2.0	0.5
Share from Associates	(5.2)	0.0	0.0	0.0	0.0
Exceptional Items	1,157.5	0.0	0.3	0.0	6.5
PBT	1,109.5	(16.4)	(57.5)	(41.8)	(12.3)
Tax Expense	131.1	0.7	(5.4)	1.1	2.4
Profit for the year	978.4	(17.1)	(52.1)	(42.9)	(14.7)
PAT %	157.0%	(3.2%)	(13.6%)	(19.9%)	(9.2%)
EPS	222.73	(3.27)	(12.20)	(11.81)	(3.73)

[#] Other Income includes financial service income



Historical Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	Assets (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity Share Capital	31.8	31.8	31.8	31.8	31.8	Property, Plant and Equipment	57.2	57.3	60.2	62.7	64.8
Other Equity	1175.7	197.6	214.4	168.6	171.3	Capital Work-in-Progress	0.4	0.1	0.0	0.8	1.2
Total Equity	1,207.5	229.4	246.2	200.4	203.1	Intangibles Assets	0.1	0.4	0.7	1.0	1.4
Non-Financial Liabilities						Goodwill on Consolidation	36.1	52.7	52.7	52.7	52.7
(i) Borrowings	0.0	0.0	0.0	0.0	0.0	Tax Assets (Net)	2.3	2.2	1.9	2.7	2.6
(ii) Other Financial Liabilities	3.5	1.5	1.4	0.9	0.6	Other Non-Current Assets	24.9	18.7	18.2	11.9	8.7
Provisions	2.1	1.9	1.6	0.9	0.6	Total Non-Current Assets	121.0	131.4	133.9	131.8	131.4
Tax Liabilities (Net)	17.9	0.0	0.1	5.5	4.8	Inventories	113.6	77.2	77.1	32.6	28.1
Deferred Tax Liabilities (Net)	0.4	0.1	0.0	5.5	4.8	Financial Assets					
Total Non-Financial Liabilities	23.9	3.5	3.0	7.3	6.0	(i) Investments	666.0	43.4	55.8	35.9	46.4
Financial Liabilities						(ii) Trade Receivable	21.2	13.6	15.0	7.9	3.9
(i) Borrowings	0.0	9.8	5.0	0.0	12.0	(iii) Cash and Cash Equivalents	13.0	12.0	17.5	6.3	12.2
(ii) Lease Liabilities	1.9	2.7	2.8	2.3	2.6	(iv) Other Bank Balances	199.4	0.8	0.8	0.3	0.6
(iii) Trade Payables	33.0	38.6	50.2	14.3	9.3	(v) Loans	9.6	8.2	8.9	11.6	15.1
Other Current Liabilities	11.5	8.6	8.2	6.2	4.7	Other Current Assets	134.0	6.0	6.7	4.1	0.0
Total Financial Liabilities	46.4	59.7	66.2	22.8	28.6	Total Current Assets	1,156.8	161.2	181.6	98.7	106.3
Total Equity & Liabilities	1,277.8	292.6	315.5	230.5	237.7	Total Assets	1,277.8	292.6	315.5	230.5	237.7



Historical Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Cash Flow from Operating Activities					
Profit before Tax	1,109.5	(16.4)	(57.6)	(41.8)	(12.4)
Adjustment for Non-Operating Items	1,151.0	(3.2)	4.8	7.8	5.4
Operating Profit before Working Capital Changes	(41.5)	(19.6)	(52.8)	(34.0)	(7.0)
Changes in Working Capital	(19.7)	(9.9)	(38.5)	4.4	(41.0)
Cash Generated from Operations	(21.8)	(29.5)	(91.2)	(29.6)	(48.0)
Less: Direct Taxes paid	(112.9)	(1.0)	0.9	(0.4)	(0.8)
Net Cash from Operating Activities	(331.0)	(30.5)	(90.3)	(30.0)	(48.8)
Cash Flow from Investing Activities	343.4	21.4	(1.0)	(2.2)	21.2
Cash Flow from Financing Activities	(11.4)	3.7	102.5	26.3	32.6
Net increase/ (decrease) in Cash & Cash Equivalent	1.0	(5.4)	11.2	(5.9)	5.0
Cash & Cash Equivalents at the beginning of the period	12.0	17.5	6.3	12.2	7.2
Cash & Cash Equivalents at the end of the period	13.0	12.0	17.5	6.3	12.2



Mitsubishi
Corporation

Mitsubishi Corporation

NEVER SAY NEVER

ROHTO

Rohto Pharmaceutical Co., Ltd.



Investors

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. 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

Mrs. Abha Mittal

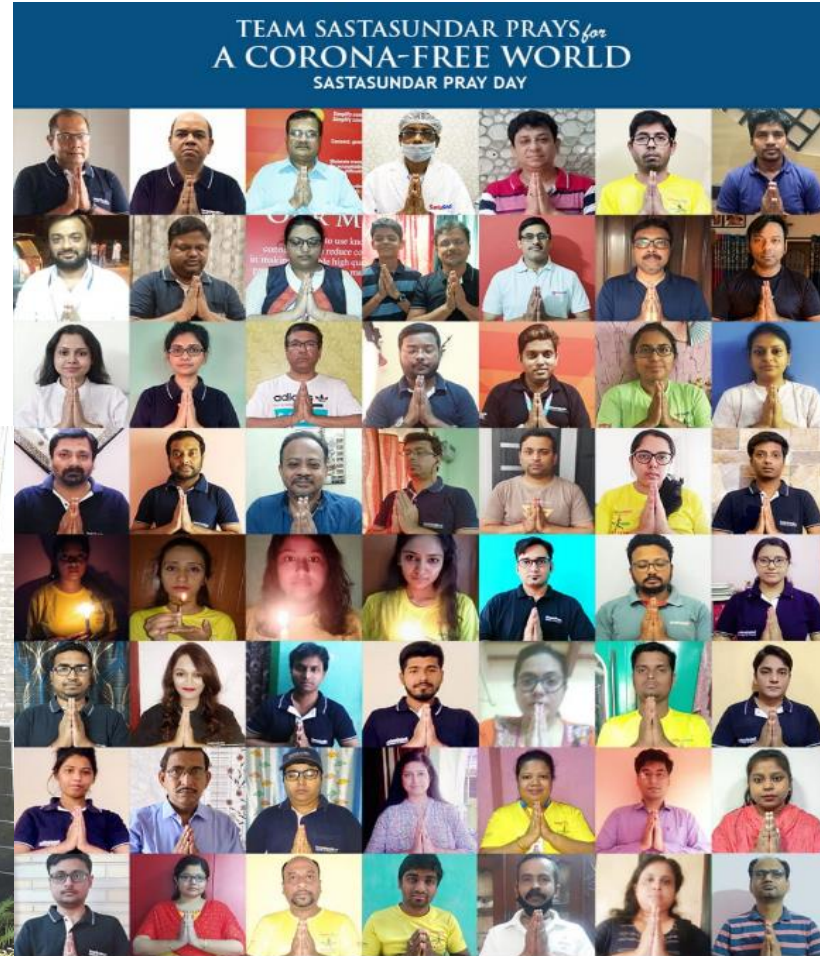
- Commerce graduate and holds a diploma in fashion designing
- Multiple years of experience working as a social worker and environmentalist
- Areas of work include NGOs and organic farming

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

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**





Thank
You

Company:

SastaSundar

Sastasundar Ventures Limited

CIN: L65993WB1989PLC047002

Mr. Pratap Singh – Company Secretary

Email Id : investors@sastasundar.com

www.sastasundarventures.com

Investor Relations Partner:



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