

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 11-03-2022

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



SastaSundar

Investor Presentation
March 2022

SastaSundar Ventures Limited



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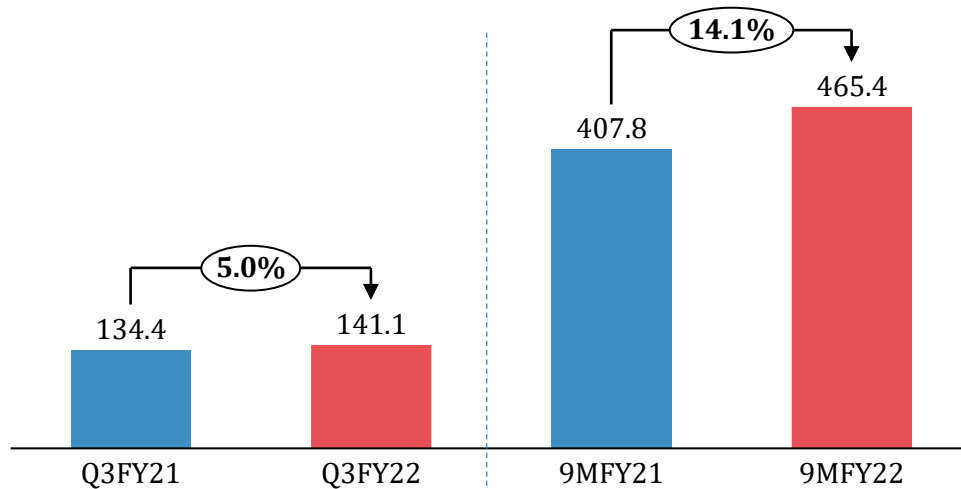
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Quarterly Highlights

Q3 & 9MFY22 Financial Highlights

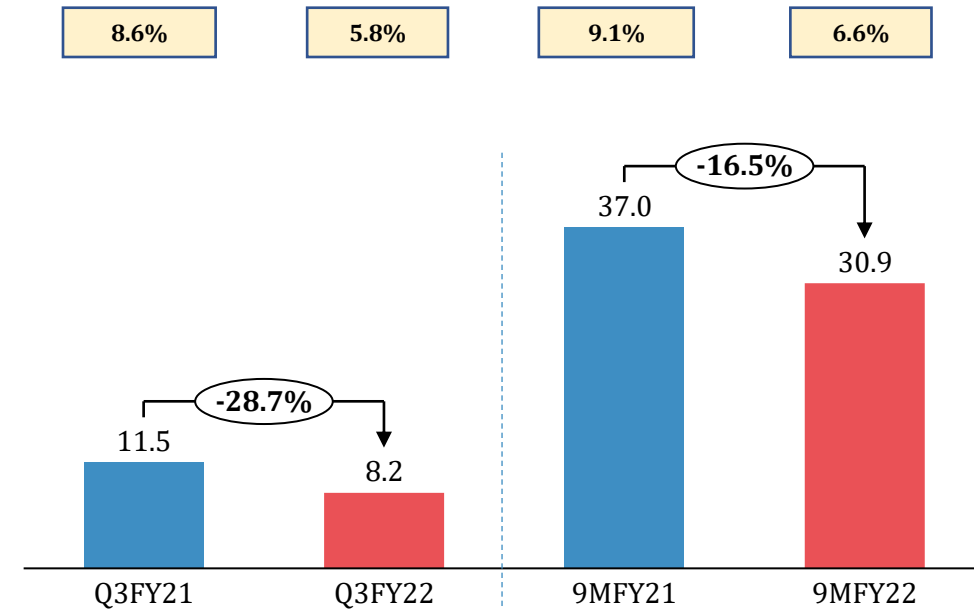
Revenue from Operations



Revenue

- ✓ Revenue for Q3FY22 stood at Rs. 141.1 crs as compared to Rs. 134.4 crs in Q3FY21, a **growth of 5.0%**
- ✓ Revenue for 9MFY22 showed good resilience and **grew by 14.1% to Rs. 465.4** crs, despite higher base of 9MFY21 on account of impact Covid-19 & lockdown across the country

Gross Profit



Gross Profit

- ✓ Gross Profit for Q3FY22 & 9MFY22 stood at Rs. 8.2 crs & Rs. 30.9 crs respectively
- ✓ Gross Profit margins were impacted during the nine months due to competition intensity and discounts across industry

Q3 & 9M FY22 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q	9M FY22	9M FY21	Y-o-Y
Revenue from Operations	141.1	134.4	5.0%	154.7	-8.8%	465.4	407.8	14.1%
Cost of Materials Consumed	132.9	122.9		144.6		434.5	370.8	
Gross Profit	8.2	11.5		10.1		30.9	37.0	
GP %	5.8%	8.6%		6.5%		6.6%	9.1%	
Employee Benefits Expense	9.1	7.2		9.3		27.2	21.2	
Other Expenses	13.9	10.4		14.9		41.5	29.6	
EBITDA	-14.8	-6.1		-14.1		-37.8	-13.8	
EBITDA %	-10.5%	-4.5%		-9.1%		-8.1%	-3.4%	
Other Income [#]	4.1	3.9		8.0		16.8	10.1	
Depreciation and Amortisation Expense	1.1	1.1		1.0		3.1	3.4	
EBIT	-11.8	-3.3		-7.1		-24.1	-7.1	
Finance Costs	0.5	0.3		0.6		1.5	0.8	
Exceptional Items	1,169.1	-		-		1,169.1	-	
PBT	1,156.8	-3.6		-7.7		1,143.5	-7.9	
Total Tax Expense	133.2	0.1		1.0		135.0	0.7	
Profit for the year	1,023.6	-3.7		-8.7		1,008.5	-8.6	
PAT %	725.4%	-2.8%		-5.6%		216.7%	-2.1%	

[#]Other income includes financial services income

Management Comments

Commenting on the results and performance for Q3 & 9M FY22, Mr. B.L. Mittal, Founder & Executive Chairman said:

“This quarter is a landmark quarter in the history of the company, in which we successfully entered into partnership with Flipkart. The details of the terms & conditions of the partnership has already been announced and also been incorporated in this presentation. As announced earlier, we have received aggregate consideration. We plan to utilize the capital for the growth of the business including building warehouses and supporting infrastructure for the sellers on the B2C platform sastasundar.com (to be renamed as Flipkart health+) Our plan includes building various warehouses in different states making aggregate warehouses 20 PAN India. The Capital deployment part includes investment in inventory, technology upgradation and investment in Diagnostic vertical Genu Path Labs Limited. We shall continue to expand for B2B business Retailer Shakti Supply Chain Private Limited and will leverage our PAN India distribution network.

For Diagnostic Business we are looking for expansion both organically and also by way of acquisition.

The expansion in B2C business in partnership with Flipkart, expansion of our B2B business Retailer Shakti Supply Chain Private Limited Pan India and expansion of our Diagnostic business Genu Path Labs Limited provides opportunities to grow on continues basis and long term.”



Deal & Future Strategy

Flipkart - SastaSundar Deal Structure



SastaSundar Ventures Ltd.(SVL)

72% Shareholding

Mitsubishi Corporation & Rohto Pharmaceuticals
28% Shareholding

SastaSundar Healthbuddy Limited (SHBL)

Wholesale business to support
Seller Pharmacy Network of SastaSundar.Com

Flipkart Health Pvt. Ltd

100%

100%

24.9%

75.1%

Retailer Shakti Supply Chain Pvt. Ltd.(RSPL)

Genu Path Labs Limited (GPL)

SastaSundar Marketplace Limited (SML)

B2B – Digital Platform of Supply chain
- Pharma, Wellness, FMCG,
Beauty Care, Cosmetics etc.

Diagnostic Lab
& Digital Platform

B2C Platform
operating SastaSundar.com



Financial Details of the Deal

- SML has received the amount of INR 372.00 crores from Flipkart Health Private Limited on account of allotment of equity shares of SML to Flipkart Health Private Limited; (holding 75.1% of Equity share capital of SML)
- SHBL has also received INR 689.76 Crores from Flipkart Health Private Limited on account of transfer of equity shares of SML
- SHBL continues to hold 24.9% shares in SML
- SastaSundar platform to be renamed as Flipkart Health +
- Flipkart Health+ will leverage the combined strengths of the Flipkart Group, which includes its Pan-India reach and technology capabilities, with SastaSundar's deep expertise to provide consumers end-to-end offerings in the health-tech ecosystem.
- The Board of Directors of SVL has constituted a committee to suggest with the help of Advisors to simplify the structure including Merger and Demerger of the group companies.



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

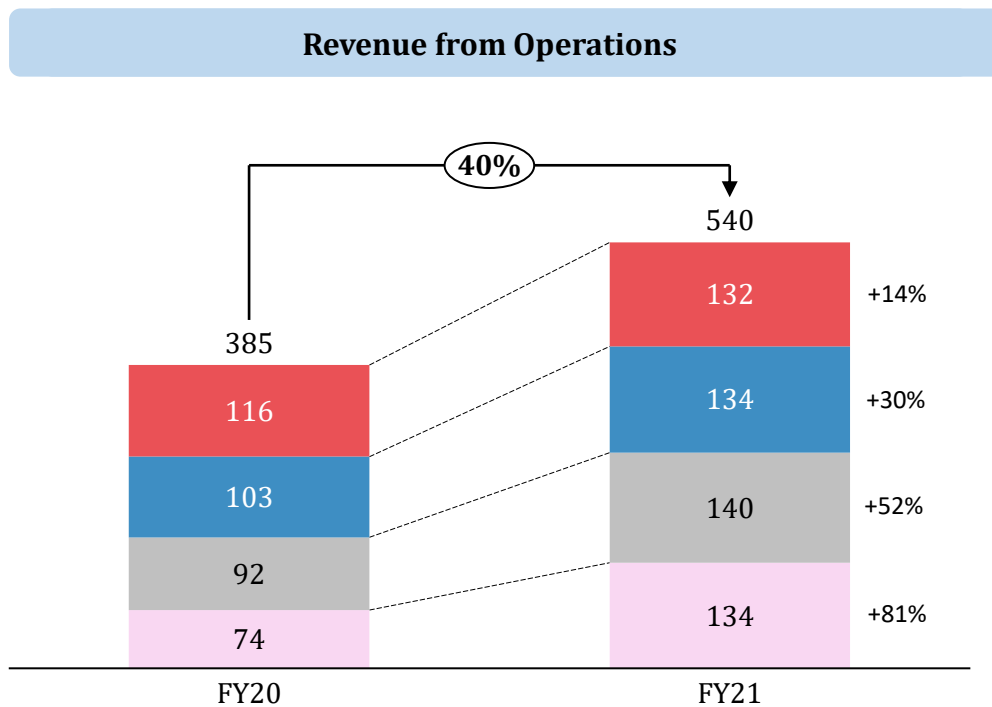
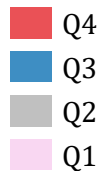


- Expand Diagnostic Network in Eastern India
- Leverage consumer base of Flipkart Health +
- Strengthen Technology both in terms of Diagnostic Capabilities and Consumer Experience
- Leverage seller Network of SHBL to reach and serve consumers



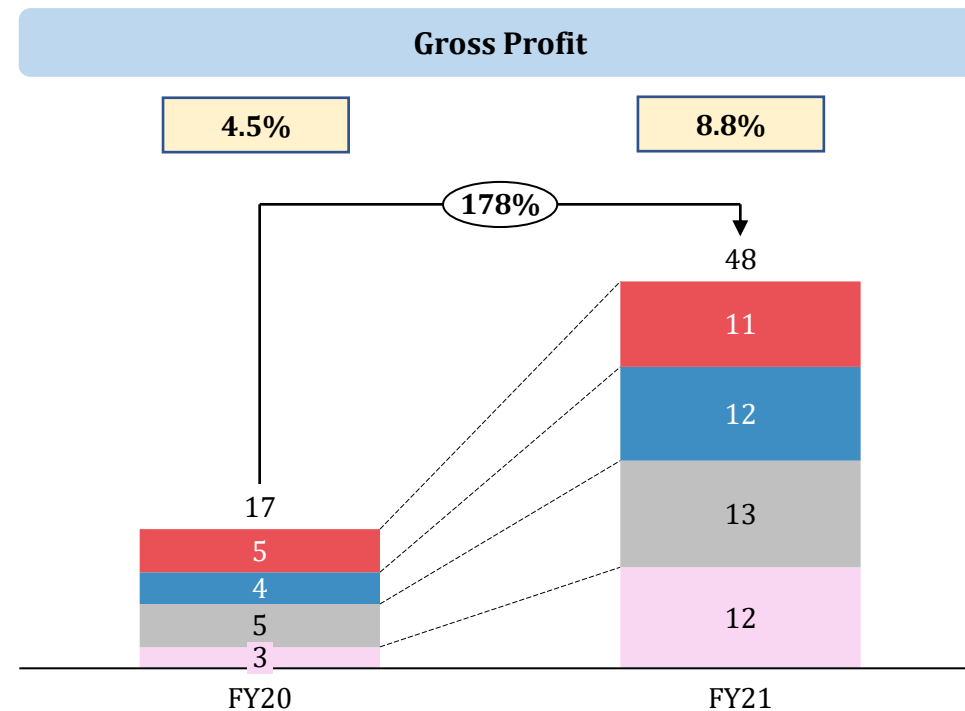
Historical Financial Highlights

FY21 Financial Highlights



Revenue

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



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

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



About Us



Mitsubishi Corporation



Rohto Pharmaceutical Co., Ltd.

Auditors

At Business Level

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

At Consolidated Level

JKVS & Co.

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

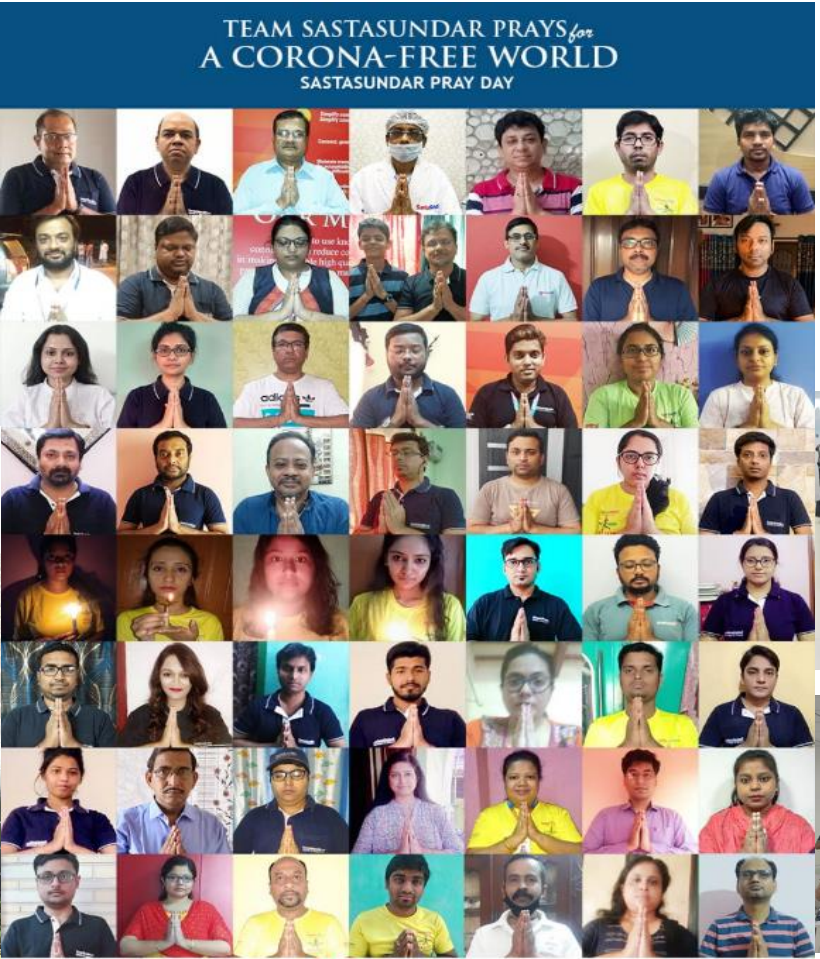
Dr. Jayanta Nath Mukhopadhyaya

- 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

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

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Investor Relations Partner:



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