

Ref: STL/SE/2023-2024/Regulation 30/73

Dated: 08th February, 2024

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 0051

BSE Code: 541163; NSE: SANDHAR

Sub: Intimation to Stock Exchange - Investor Presentation in connection with Unaudited (Standalone & Consolidated) Financial Results for the Quarter and Nine Months ended on the 31st December, 2023

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 Unaudited (Standalone & Consolidated) Financial Results for the Quarter and Nine Months ended on the 31st December, 2023.

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

Kindly take the above on your record.

Thanking you,
Yours faithfully,

For Sandhar Technologies Limited

Yashpal Jain
Chief Financial Officer

Encl: As above

Sandhar Technologies Limited

INVESTOR PRESENTATION Q3 & 9M, FY 2024



SAFE HARBOUR

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Major Operational Highlights – Consolidated – Y-o-Y

For the Nine Months – 9M FY24

Total Income

- Total Income Increased by **21%** to **Rs. 2,612 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **34%** to **Rs. 251 Crs.**

EBITDA in %

- EBITDA Margin higher by **90 bps** at **9.6%**

PAT

- PAT increased by **52%** to **Rs. 74 Crs.**

Operating Cash Flow

- Cash Generated Rs. **263 Crs. (YTD Dec'23)**



For the Quarter – Q3 FY24

Total Income

- Total Income Increased by **23%** to **Rs. 892 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **34%** to **Rs. 91 Crs.**

EBITDA in %

- EBITDA Margin higher by **90 bps** at **10.2%**

PAT

- PAT increased by **28%** to **Rs. 25 Crs.**

Operating Cash Flow

- Cash Generated Rs. **104 Crs. (Q3 FY 24)**



Major Operational Highlights – Standalone – Y-o-Y

For the Nine Months – 9M FY24

Total Income

- Total Income Increased by **12%** to **Rs. 2,031 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **19%** to **Rs. 190 Crs.**

EBITDA in %

- EBITDA Margin higher by **60 bps** at **9.4%**

PAT

- PAT increased by **44%** to **Rs. 85 Crs.**

Operating Cash Flow

- Cash Generated Rs. **161 Crs. (YTD Dec'23)**



For the Quarter – Q3 FY24

Total Income

- Total Income Increased by **16%** to **Rs. 697 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **17%** to **Rs. 72 Crs.**

EBITDA in %

- EBITDA Margin higher by **10 bps** at **10.3%**

PAT

- PAT increased by **26%** to **Rs. 34 Crs.**

Operating Cash Flow

- Cash Generated Rs. **49 Crs. (Q3 FY 24)**



Financial Highlights, 9M FY 24 – Y-o-Y

■ 9M FY 24 ■ 9M FY 23

(fig. in ₹ Crs.)

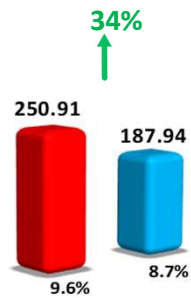
SANDHAR
Growth. Motivation. Better Life

Consolidated

TOTAL INCOME



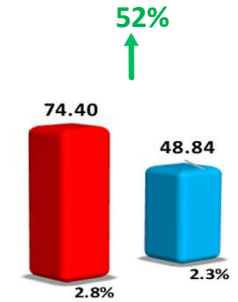
EBITDA*



EBT

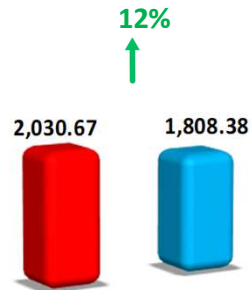


PAT

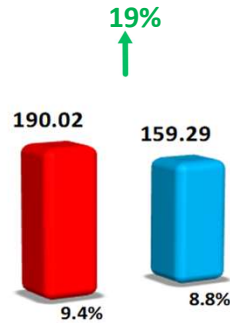


Standalone

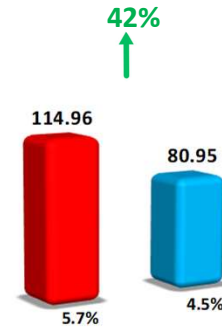
TOTAL INCOME



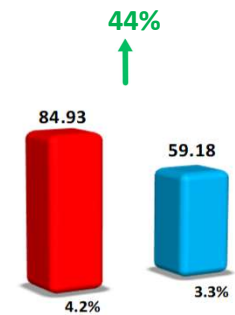
EBITDA*



EBT



PAT



* EBITDA before Exceptional items

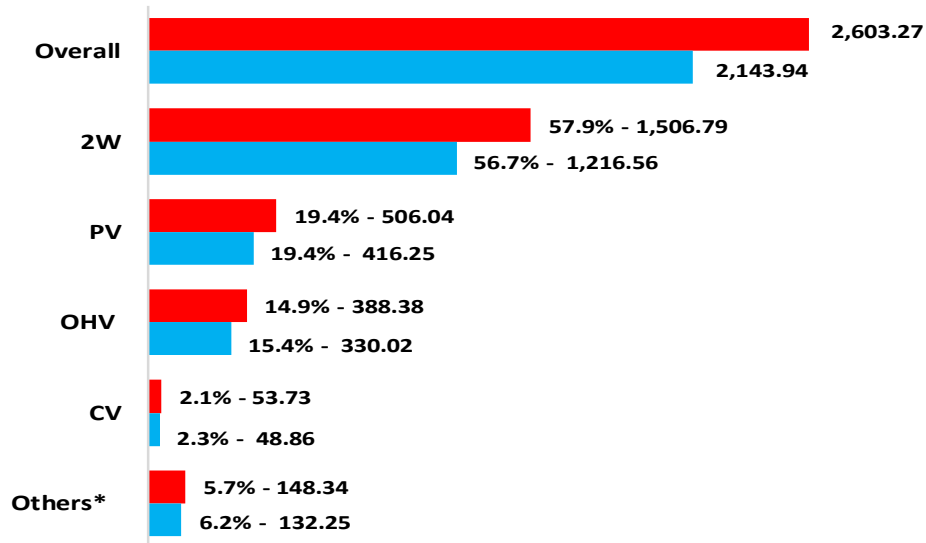
9M-FY 24 Revenue Snapshot – Consolidated – (Y-o-Y)

(fig. in ₹ Crs.)

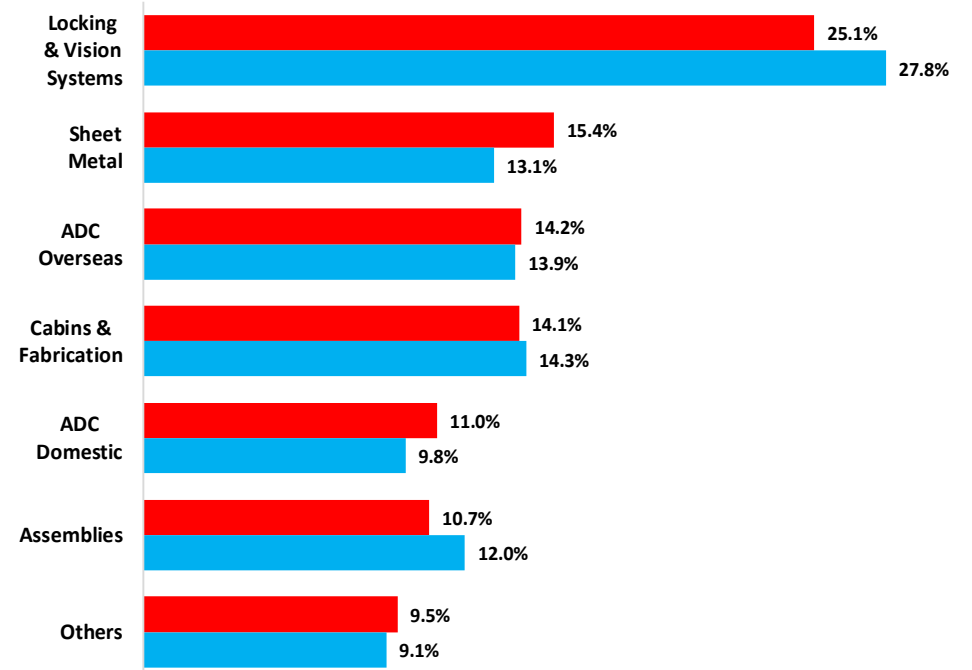


■ 9M FY 23-24 ■ 9M FY 22-23

Category wise Revenue* Share (₹ 2,603.27 Crs.)



Product Wise Revenue Share (%)



Financial Highlights, Q3 FY 24

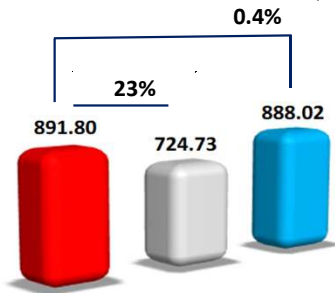
■ Q3 FY 24 ■ Q3 FY 23 ■ Q2 FY 24

(fig. in ₹ Crs.)

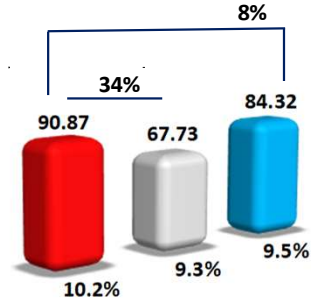


Consolidated

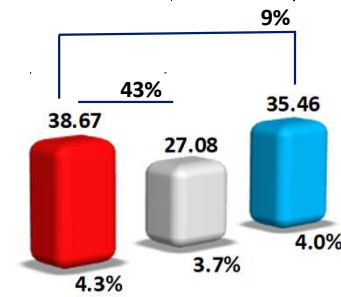
TOTAL INCOME



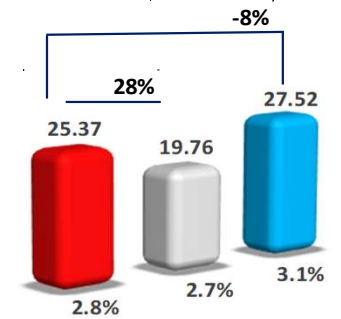
EBITDA*



EBT

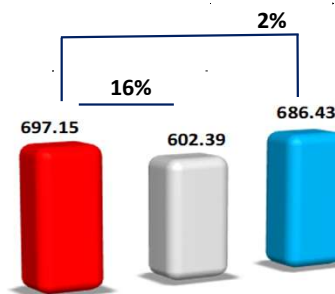


PAT

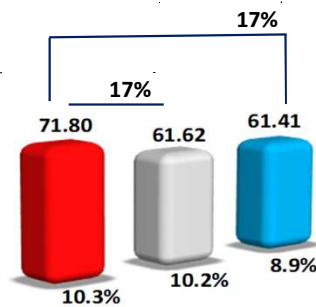


Standalone

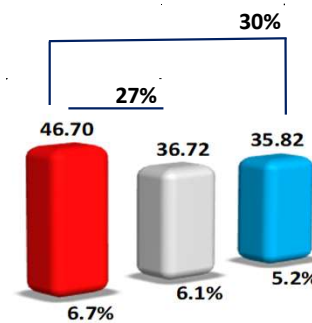
TOTAL INCOME



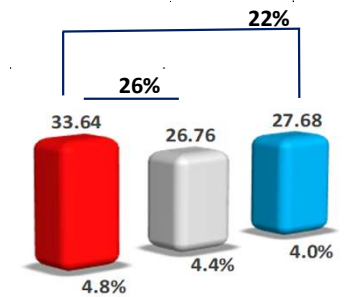
EBITDA*



EBT



PAT



* EBITDA before Exceptional items

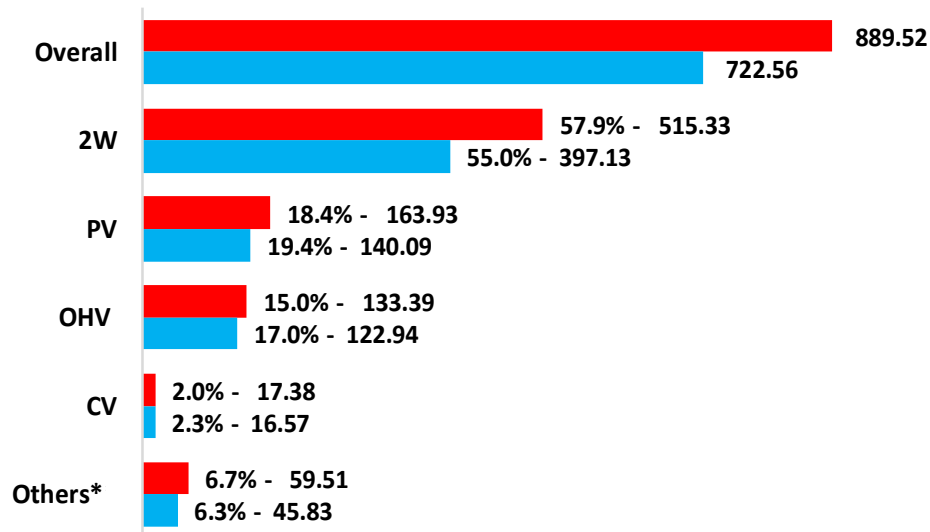
Q3-FY 24 Revenue Snapshot – Consolidated – (Y-o-Y)

(fig. in ₹ Crs.)

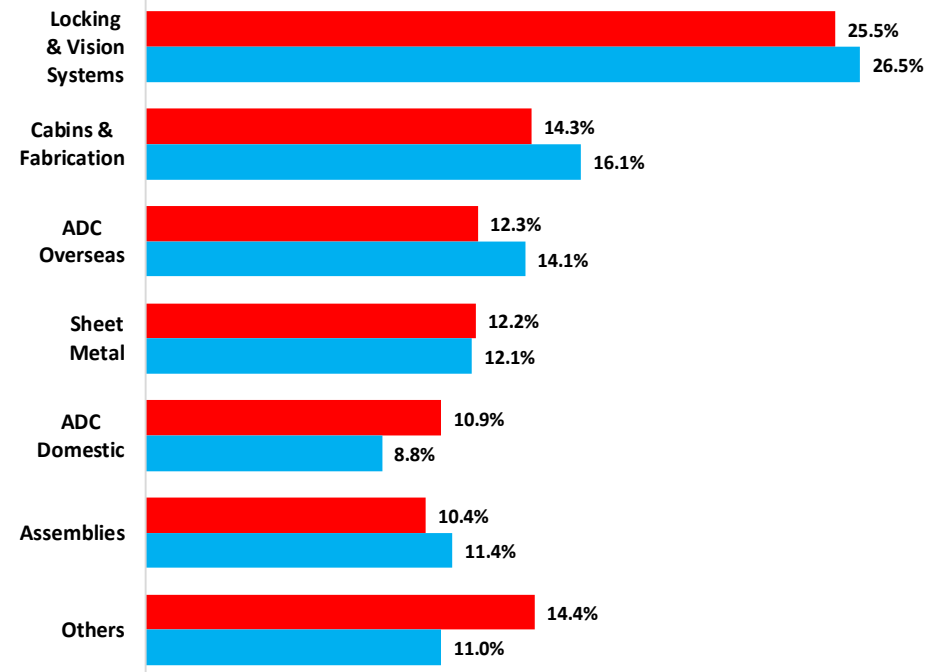


■ Q3 FY'24 ■ Q3 FY'23

Category wise Revenue* Share (₹ 889.52 Crs.)



Product Wise Revenue Share (%)



FINANCIAL INFORMATION & RECENT UPDATES



Profit & Loss Statement – Consolidated

(fig. in ₹ Crs)

Particulars	Q3 FY 24	Q3 FY 23	YoY (%)	Q2 FY 24	QoQ (%)	9M FY 24	9M FY 23	YoY(%)	FY 22-23
Total Income	891.80	724.73	23.05%	888.02	0.43%	2611.62	2150.30	21.45%	2921.40
Expenses									
Cost of materials	545.83	445.80	22.44%	542.36	0.64%	1596.76	1351.80	18.12%	1826.87
Labour cost	76.67	57.61	33.07%	76.40	0.36%	223.26	166.18	34.35%	227.45
Personnel expenses	42.76	39.41	8.49%	44.79	-4.52%	132.18	118.52	11.53%	157.16
Other expenses	135.66	114.18	18.82%	140.16	-3.21%	408.50	325.85	25.36%	448.34
Total expenses	800.92	657.01	21.90%	803.70	-0.35%	2360.71	1962.36	20.30%	2659.82
EBITDA	90.87	67.73	34.18%	84.32	7.78%	250.91	187.94	33.51%	261.58
EBITDA %	10.19%	9.35%		9.50%		9.61%	8.74%		8.95%
Finance costs	11.79	8.41	40.28%	11.23	5.03%	32.91	21.76	51.22%	31.34
Interest on lease liabilities	1.33	1.00	32.72%	1.43	-6.89%	4.24	3.04	39.61%	4.44
Depreciation	39.71	31.07	27.81%	36.86	7.75%	111.50	88.98	25.32%	121.52
Profit before exceptional item, share of loss in joint ventures and tax (EBT)	38.03	27.24	39.60%	34.80	9.29%	102.26	74.16	37.89%	104.28
Exceptional item	-	0.00		-		0.00	1.10		1.10
Profit/(Losses) from JV	0.63	-0.16	496.38%	0.66	-3.42%	1.54	-4.50	134.30%	-2.81
Profit after exceptional item, share of loss in joint ventures before tax	38.67	27.08	42.77%	35.46	9.06%	103.80	68.56	51.41%	100.36
EBT %	4.34%	3.74%		3.99%		3.97%	3.19%		3.44%
Tax Expenses	13.30	7.33	81.59%	7.93	67.69%	29.40	19.72	49.13%	26.81
Net profit	25.37	19.76	28.38%	27.52	-7.84%	74.40	48.84	52.33%	73.56
Net Profit %	2.84%	2.73%		3.10%		2.85%	2.27%		2.52%
Other comprehensive income	1.66	2.58	-35.61%	-0.17		2.76	2.17	27.12%	2.11
Total comprehensive income	27.02	22.33	21.00%	27.36	-1.22%	77.16	51.01	51.25%	75.67
Comprehensive Income %	3.03%	3.08%		3.08%		2.95%	2.37%		2.59%
Cash Profit	67.15	52.73	27.33%	66.54	0.91%	192.05	143.49	33.84%	199.83
Earnings Per Share (EPS)*	4.21	3.28	28.48%	4.58	-7.91%	12.36	8.11	52.33%	12.22
Cash Earning Per Share (CEPS)*	11.16	8.76	27.33%	11.05	0.91%	31.91	23.84	33.84%	33.20
Return on Capital Employed - Adjusted**	3.85%	3.32%		3.76%		10.49%	8.96%		11.03%

* Not Annualized

** Not Annualized and adjusted for Capital work in progress.

Profit & Loss Statement – Standalone

(fig. in ₹ Crs)

Particulars	Q3 FY 24	Q3 FY 23	YoY (%)	Q2 FY 24	QoQ (%)	9M FY 24	9M FY 23	YoY(%)	FY 22-23
Total Income	697.15	602.39	15.73%	686.43	1.56%	2030.67	1808.38	12.29%	2409.76
Expenses									
Cost of materials	467.07	399.88	16.80%	464.52	0.55%	1371.98	1232.75	11.29%	1638.17
Labour cost	54.12	44.44	21.78%	53.62	0.93%	157.62	131.42	19.94%	174.39
Personnel expenses	24.38	24.86	-1.93%	27.67	-11.91%	78.97	77.44	1.98%	101.69
Other expenses	79.79	71.60	11.44%	79.21	0.73%	232.07	207.50	11.85%	278.58
Total expenses	625.35	540.77	15.64%	625.02	0.05%	1840.64	1649.10	11.62%	2192.82
EBITDA	71.80	61.62	16.52%	61.41	16.92%	190.02	159.29	19.30%	216.95
EBITDA %	10.30%	10.23%		8.95%		9.36%	8.81%		9.00%
Finance costs	2.56	3.71	-30.94%	2.60	-1.45%	7.76	10.78	-27.98%	14.03
Interest on lease liabilities	0.38	0.33	14.99%	0.45	-15.94%	1.31	1.03	26.88%	1.48
Depreciation	22.16	20.86	6.24%	22.54	-1.68%	65.99	63.48	3.95%	84.44
Profit before exceptional item and tax	46.70	36.72	27.16%	35.82	30.37%	114.96	84.00	36.87%	116.99
Exceptional item	-	0.00		-		-	3.04		3.04
Profit after exceptional item and before tax (EBT)	46.70	36.72	27.16%	35.82	30.37%	114.96	80.95	42.01%	113.95
EBT %	6.70%	6.10%		5.22%		5.66%	4.48%		4.73%
Tax Expenses	13.06	9.96	31.11%	8.14	60.36%	30.03	21.77	37.93%	30.17
Net profit	33.64	26.76	25.69%	27.68	21.55%	84.93	59.18	43.51%	83.78
Net Profit %	4.83%	4.44%		4.03%		4.18%	3.27%		3.48%
Other comprehensive income	-0.01	-0.53	98.05%	0.18	-105.75%	0.31	-1.14	126.95%	-1.34
Total comprehensive income	33.63	26.23	28.21%	27.86	20.72%	85.24	58.04	46.85%	82.44
Comprehensive Income %	4.82%	4.35%		4.06%		4.20%	3.21%		3.42%
Cash Profit	55.80	47.62	17.17%	50.22	11.12%	150.92	122.66	23.04%	168.22
Earnings Per Share (EPS)*	5.59	4.44	25.90%	4.60	21.52%	14.11	9.83	43.54%	13.92
Cash Earning Per Share (CEPS)*	9.27	7.91	17.17%	8.34	11.12%	25.07	20.38	23.04%	27.95
Return on Capital Employed - Adjusted**	4.76%	4.12%		3.78%		11.89%	9.68%		12.91%

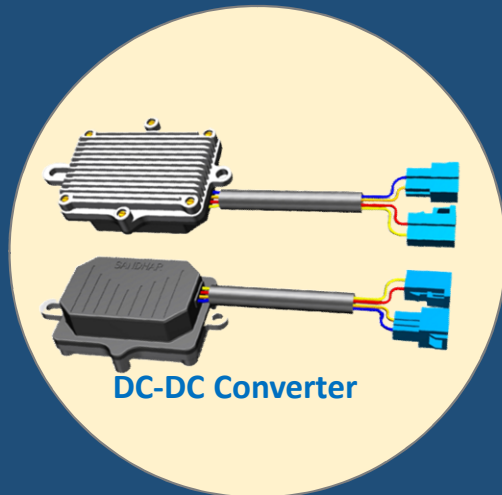
* Not Annualized

** Not Annualized and adjusted for Capital work in progress.

Sandhar's EV Readiness and Product Profile



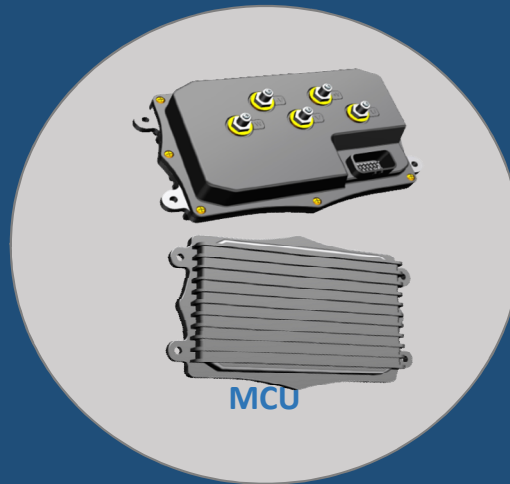
EV Products Under Development



DC-DC Converter

DC-DC Converter

- Range: 5A, 10A, 15A, 20A
- Non-isolated
- Protections : I/P under & over voltage, O/P over current & short circuit, Reverse Polarity
- Auto Recovery from faults .
- IP67 compliant



MCU

Motor Controller Unit (MCU)

- Range: 250W, 1.5kW, 2kW, 4kW, 6kW
- Suitable for: 2W, 3W & up to L5
- Efficiency: > 97%
- Compactible to- BLDC, PMSM & Induction Motor
- IP67 compliant

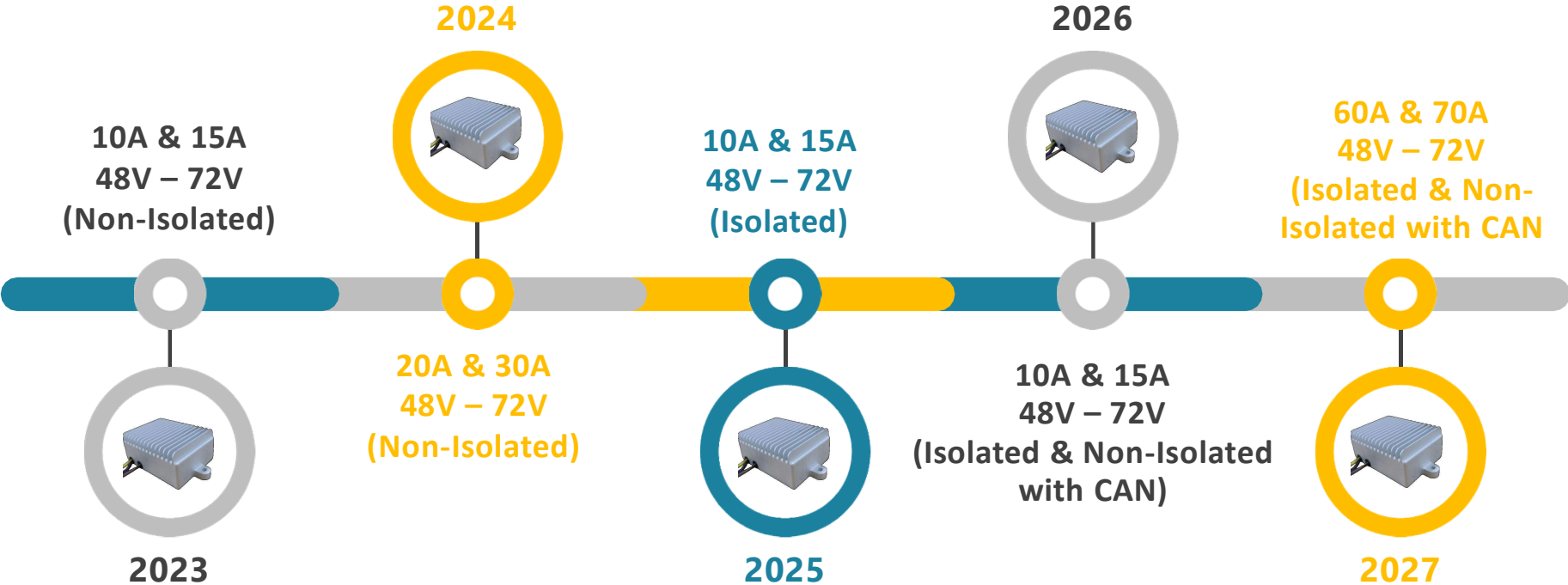


Off Board Charger

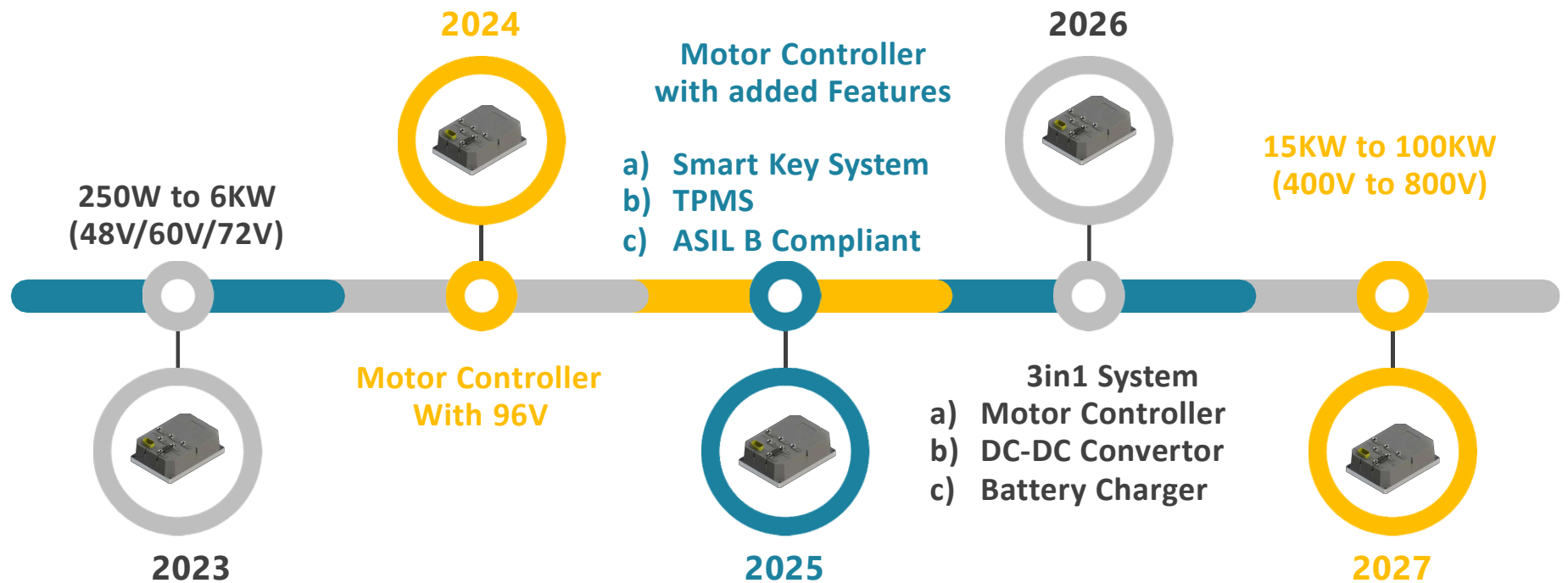
Off Board Charger

- Range: 550W ,750W, 1.5 kW, 3.3 kW
- Max Charging Current: 14A, 25A & 55A
- Charging Voltage: 60V
- Efficiency: > 92%
- Compatibile to- Both NMC & LFP Cell

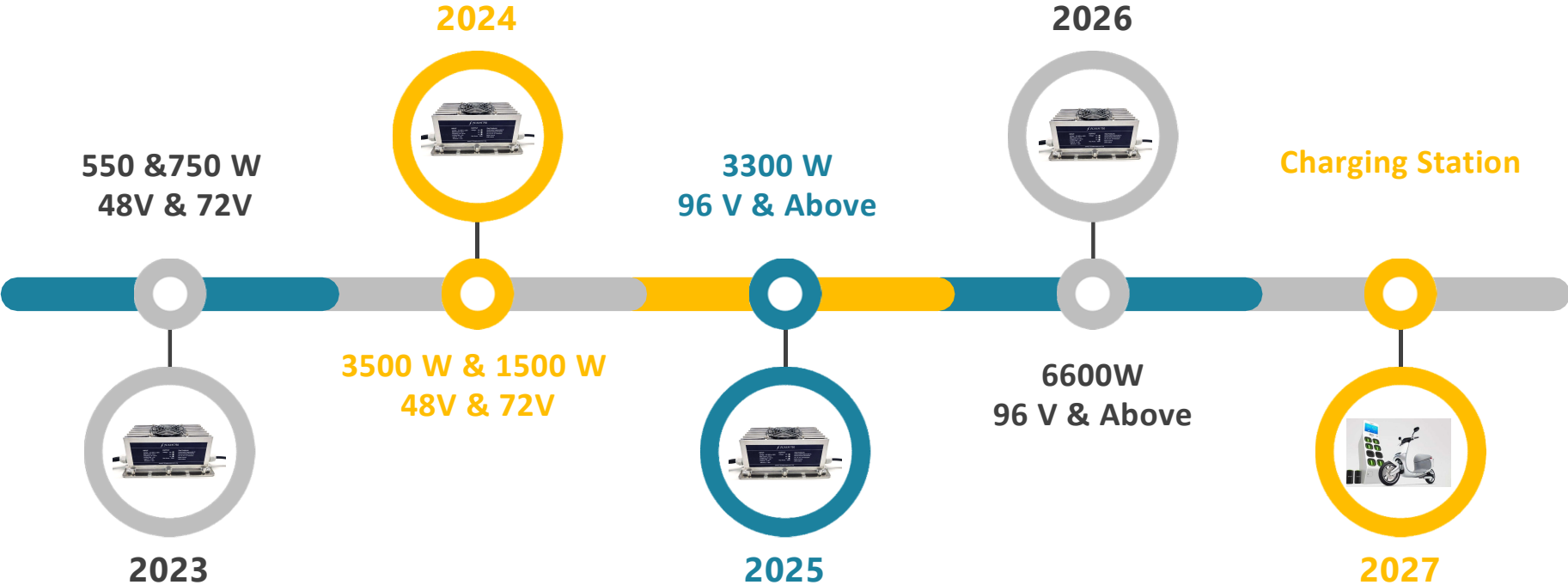
DC-DC Converter Road MAP



Motor Controller Road MAP



Battery Charger Road MAP



THANK YOU

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Investor.relations@sandhar.in (For Institutional investors)
