

**SASTASUNDAR VENTURES LIMITED**

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CIN: L65993WB1989PLC047002

Date: 02-06-2022

**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**

# SastaSundar

Investor Presentation  
June 2022

SastaSundar Ventures Limited



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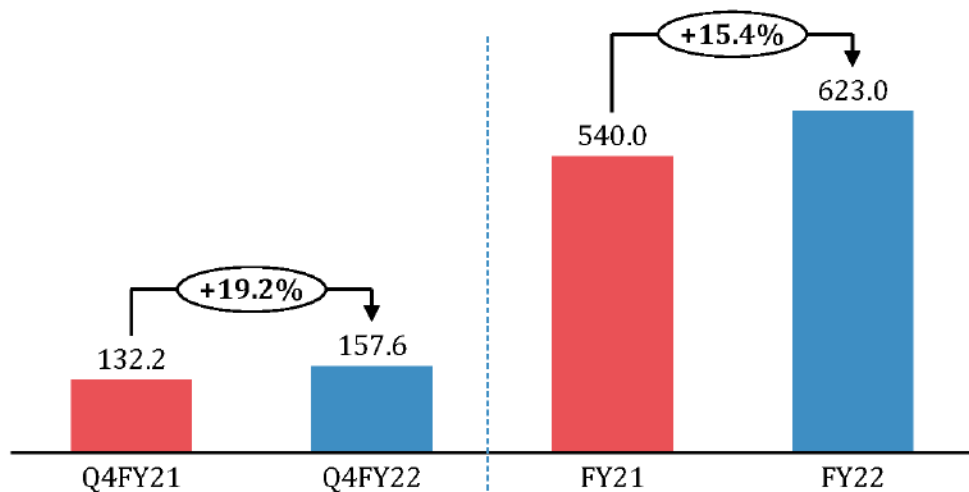
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## **Quarterly Highlights**

# Q4 & FY22 Financial Highlights

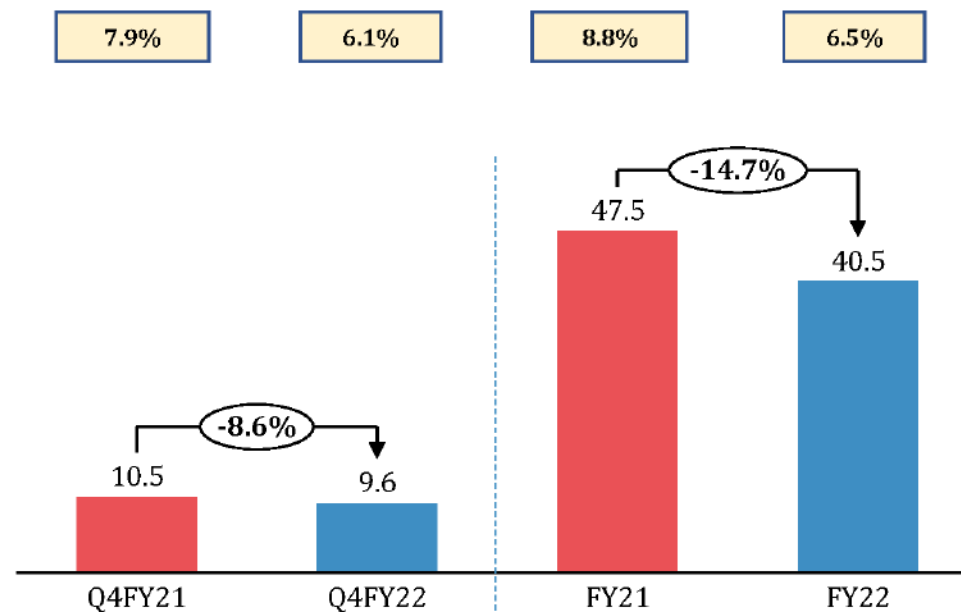
## Revenue from Operations



### Revenue

- ✓ Revenue for Q4FY22 stood at Rs. 157.6 crs as compared to Rs. 132.2 crs in Q4FY21, a **growth of 19.2%**
- ✓ Revenue for FY22 showed good resilience and **grew by 15.4% to Rs. 623.0 crs**

## Gross Profit



### Gross Profit

- ✓ Gross Profit for Q4FY22 & FY22 stood at Rs. **9.6 crs** & Rs. **40.5 crs** respectively
- ✓ Gross Profit margins were impacted during the year due to competition intensity and discounts across industry

# Q4 & FY22 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>157.6</b>	<b>132.2</b>	<b>19.2%</b>	<b>141.1</b>	<b>11.7%</b>	<b>623.0</b>	<b>540.0</b>	<b>15.4%</b>
Cost of Materials Consumed	148.0	121.7		132.9		582.5	492.5	
<b>Gross Profit</b>	<b>9.6</b>	<b>10.5</b>		<b>8.2</b>		<b>40.5</b>	<b>47.5</b>	
<b>GP %</b>	<b>6.1%</b>	<b>7.9%</b>		<b>5.8%</b>		<b>6.5%</b>	<b>8.8%</b>	
Employee Benefits Expense	16.7	8.0		9.1		43.9	29.1	
Other Expenses	12.2	11.3		13.9		53.7	40.9	
<b>EBITDA</b>	<b>(19.3)</b>	<b>(8.8)</b>		<b>(14.8)</b>		<b>(57.1)</b>	<b>(22.4)</b>	
<b>EBITDA %</b>	<b>(12.2%)</b>	<b>(6.6%)</b>		<b>(10.5%)</b>		<b>(9.2%)</b>	<b>(4.2%)</b>	
Other Income <sup>#</sup>	3.2	1.6		4.1		20.1	11.6	
Depreciation and Amortisation Expense	1.1	1.1		1.1		4.2	4.5	
EBIT	(17.2)	(8.3)		(11.8)		(41.2)	(15.3)	
Finance Costs	0.1	0.2		0.5		1.6	1.0	
Share from Associates	(5.2)	0.0		0.1		(5.2)	0.0	
Exceptional Items	(11.6)	0.0		1,169.1		1,157.5	0.0	
PBT	(34.1)	(8.5)		1,156.8		1,109.5	(16.4)	
Total Tax Expense	(3.9)	0.0		133.2		131.1	0.7	
<b>Profit for the year</b>	<b>(30.2)</b>	<b>(8.5)</b>		<b>1,023.6</b>		<b>978.4</b>	<b>(17.1)</b>	
<b>PAT %</b>	<b>(19.2%)</b>	<b>(6.5%)</b>		<b>725.4%</b>		<b>157.0%</b>	<b>(3.2%)</b>	

<sup>#</sup>Other income includes financial services income

## **Commenting on the results and performance for Q4 & FY22, Mr. B.L. Mittal, Founder & Executive Chairman said:**

“When the world continued to face unprecedented challenges in the business environment, this year has been a landmark year in the history of the company, in which we successfully partnered with Flipkart. The details of the partnership have already been announced earlier. We have also received the consideration from the said deal, and we plan to utilize the same for the growth of the business including building warehouses and supporting infrastructure for the sellers on the B2C platform Flipkart health+ (earlier sastasundar.com). Our plan includes building various warehouses in different states ,aggregating about 20 warehouses PAN India. The Capital received would also be utilized in investments in inventory, technology upgradation and investment in Diagnostic vertical Genu Path Labs Limited. We shall continue to expand our 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.”

Going forward We are committed to deliver on our financial and operating metrics while creating long-term value for our stakeholders with an unaltered focus on doing business sustainably.



## **Deal & Future Strategy**



**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.



SastaSundar  
health & happiness



Flipkart 

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



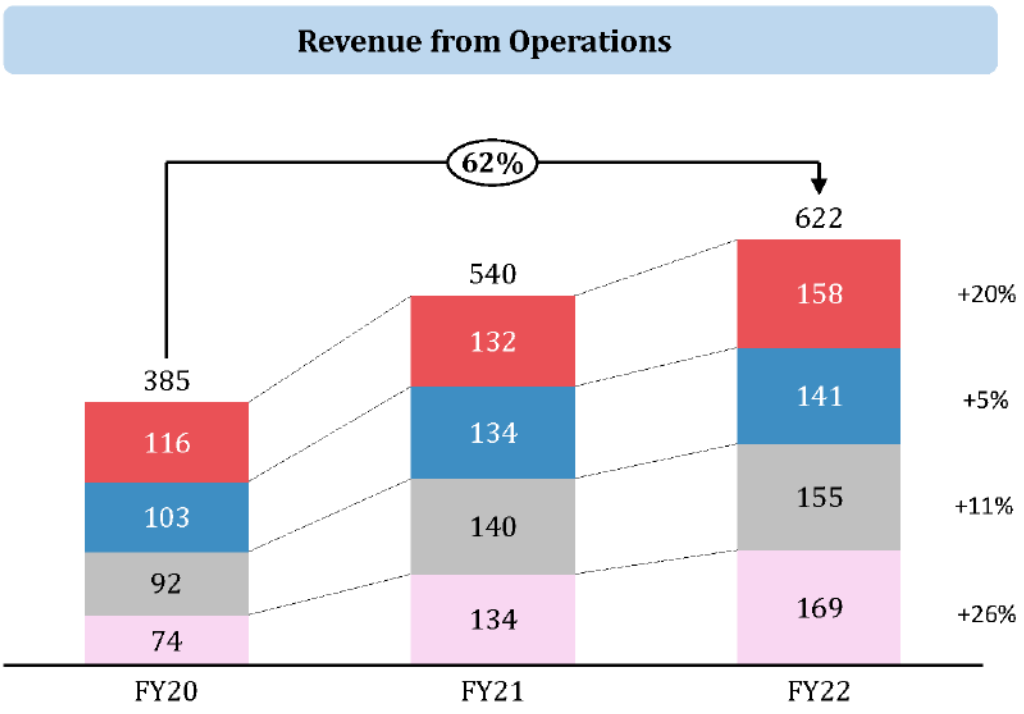
- Expand Diagnostic Network in Eastern India
- Leverage consumer base of Flipkart Health +
- Strengthen Technology both in terms of Diagnostic Capabilities and Consumer Experience
- Leverage seller Network of SHBL to reach and serve consumers



## **Historical Financial Highlights**

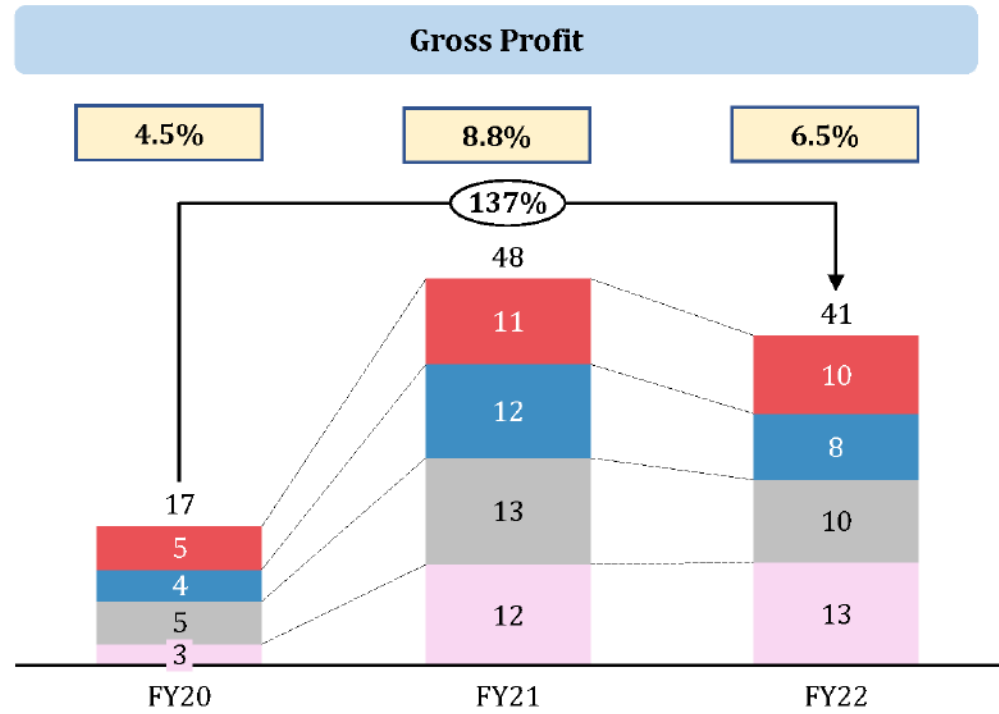
# FY22 Financial Highlights

- 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

- ✓ 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
<b>Revenue from Operations</b>	<b>623.0</b>	<b>540.0</b>	<b>384.0</b>	<b>215.6</b>	<b>148.3</b>
Cost of Materials Consumed	582.5	492.5	366.9	199.5	140.4
<b>Gross Profit</b>	<b>40.5</b>	<b>47.5</b>	<b>17.1</b>	<b>16.1</b>	<b>7.9</b>
<b>GP %</b>	<b>6.5%</b>	<b>8.8%</b>	<b>4.5%</b>	<b>7.5%</b>	<b>5.3%</b>
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
<b>EBITDA</b>	<b>(57.1)</b>	<b>(22.5)</b>	<b>(56.7)</b>	<b>(40.4)</b>	<b>(26.5)</b>
<b>EBITDA %</b>	<b>(9.2%)</b>	<b>(4.2%)</b>	<b>(14.8%)</b>	<b>(18.7%)</b>	<b>(17.9%)</b>
Other Income <sup>#</sup>	20.1	11.6	4.5	6.6	13.7
Depreciation and Amortisation Expense	4.2	4.5	4.9	6.0	5.5
<b>EBIT</b>	<b>(41.2)</b>	<b>(15.4)</b>	<b>(57.1)</b>	<b>(39.8)</b>	<b>(18.3)</b>
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
<b>PBT</b>	<b>1,109.5</b>	<b>(16.4)</b>	<b>(57.5)</b>	<b>(41.8)</b>	<b>(12.3)</b>
Tax Expense	131.1	0.7	(5.4)	1.1	2.4
<b>Profit for the year</b>	<b>978.4</b>	<b>(17.1)</b>	<b>(52.1)</b>	<b>(42.9)</b>	<b>(14.7)</b>
<b>PAT %</b>	<b>157.0%</b>	<b>(3.2%)</b>	<b>(13.6%)</b>	<b>(19.9%)</b>	<b>(9.2%)</b>
EPS	222.73	(3.27)	(12.20)	(11.81)	(3.73)

<sup>#</sup>Other income includes financial services income

# Historical Consolidated Balance Sheet

Equity & Liabilities (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
Other Equity	1175.7	197.6	214.4	168.6	171.3
<b>Total Equity</b>	<b>1,207.5</b>	<b>229.4</b>	<b>246.2</b>	<b>200.4</b>	<b>203.1</b>
Non-Financial Liabilities					
(i) Borrowings	0	0.0	0.0	0.0	0.0
(ii) Other Financial Liabilities	3.5	1.5	1.4	0.9	0.6
Provisions	2.1	1.9	1.6	0.9	0.6
Tax Liabilities (Net)	17.9	0.0	0.1	5.5	4.8
Deferred Tax Liabilities (Net)	0.4	0.1	0.0	5.5	4.8
<b>Total Non-Financial Liabilities</b>	<b>23.9</b>	<b>3.5</b>	<b>3.0</b>	<b>7.3</b>	<b>6.0</b>
Financial Liabilities					
(i) Borrowings	0.0	9.8	5.0	0.0	12.0
(ii) Lease Liabilities	1.9	2.7	2.8	2.3	2.6
(iii) Trade Payables	33.0	38.6	50.2	14.3	9.3
Other Current Liabilities	11.5	8.6	8.2	6.2	4.7
<b>Total Financial Liabilities</b>	<b>46.4</b>	<b>59.7</b>	<b>66.2</b>	<b>22.8</b>	<b>28.6</b>
<b>Total Equity &amp; Liabilities</b>	<b>1,277.8</b>	<b>292.6</b>	<b>315.5</b>	<b>230.5</b>	<b>237.7</b>

Assets (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Property, Plant and Equipment	57.2	57.3	60.2	62.7	64.8
Capital Work-in-Progress	0.4	0.1	0.0	0.8	1.2
Intangibles Assets	0.1	0.4	0.7	1.0	1.4
Goodwill on Consolidation	36.1	52.7	52.7	52.7	52.7
Tax Assets (Net)	2.3	2.2	1.9	2.7	2.6
Other Non-Current Assets	24.9	18.7	18.2	11.9	8.7
<b>Total Non-Current Assets</b>	<b>121.0</b>	<b>131.4</b>	<b>133.9</b>	<b>131.8</b>	<b>131.4</b>
Inventories	113.6	77.2	77.1	32.6	28.1
<b>Financial Assets</b>					
(i) Investments	666.0	43.4	55.8	35.9	46.4
(ii) Trade Receivable	21.2	13.6	15.0	7.9	3.9
(iii) Cash and Cash Equivalents	13.0	12.0	17.5	6.3	12.2
(iv) Other Bank Balances	199.4	0.8	0.8	0.3	0.6
(v) Loans	9.6	8.2	8.9	11.6	15.1
Other Current Assets	134.0	6.0	6.7	4.1	0.0
<b>Total Current Assets</b>	<b>1,156.8</b>	<b>161.2</b>	<b>181.6</b>	<b>98.7</b>	<b>106.3</b>
<b>Total Assets</b>	<b>1,277.8</b>	<b>292.6</b>	<b>315.5</b>	<b>230.5</b>	<b>237.7</b>



# Historical Consolidated Cash Flow Statement

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



## About Us



Mitsubishi Corporation



Rohto Pharmaceutical Co., Ltd.

At Business Level

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

At Consolidated Level

**JKVS & Co.**

Auditors

# 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:**



**orient capital**

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