SASTASUNDAR VENTURES LIMITED

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Date: 23-06-2021

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 a presentation on the earning update, business and operations of the Company.

This is for your information and record.

Thanking you,

Yours faithfully,

For Sastasundar Ventures Limited

Pratap Sing

Pratap Singh Company Secretary and Compliance Officer





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Consistent access to Affordable Healthcare

Investor Presentation June 2021



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⁶⁶ Providing comprehensive solution for all the healthcare needs - from preventive care to diagnostics to medicine procurement to doctor consultation ⁹⁹



The name 'SastaSundar' is derived from a popular Indian phrase in terms of consumer experience of Savings and Quality.

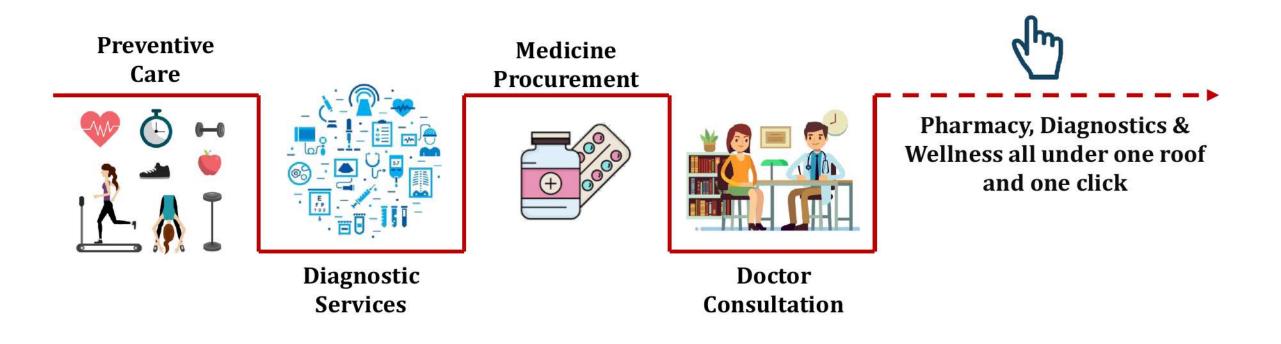
About Us



۲۵ SastaSundar.Com: An Online Pharmacy & Digital Platform of Healthcare

supported by a network of physical counselling and service centres called 'Healthbuddies'

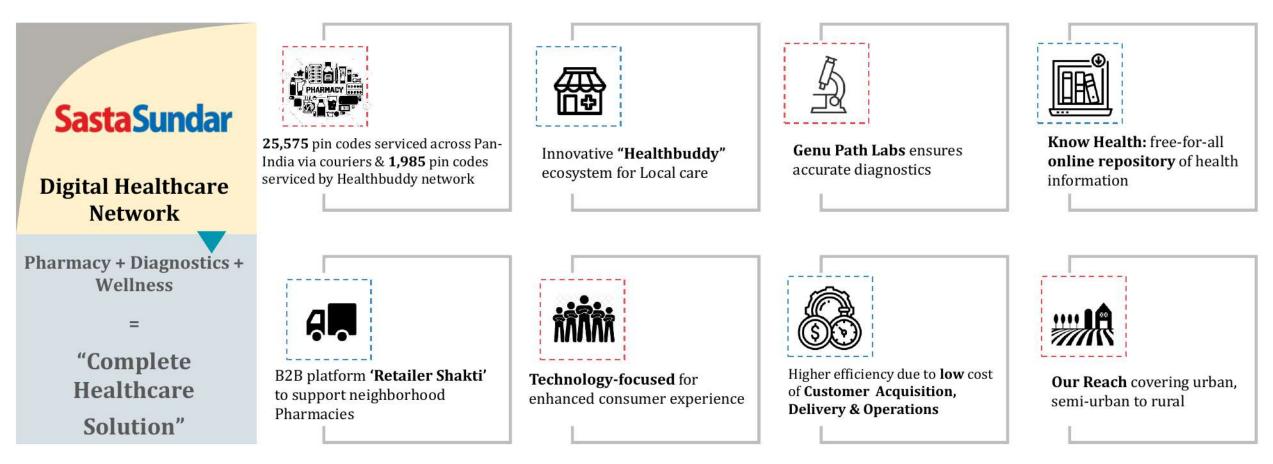
By integrating AI and data analytics with personal counselling, SastaSundar is providing a comprehensive solution to a wide range of healthcare needs





Online Pharmacy and Digital Platform of Healthcare

SastaSundar connects local trust and services with available healthcare resources in the most efficient way



- Health & Happiness



Accessibility

· Problem of consistent access to affordable, quality healthcare in a convenient manner

India: richness of healthcare resources running in its veins

- 3rd largest producer of medicines worldwide
- Producer of 50% of the world's vaccine
- World's largest producer of milk
- 2nd largest vegetable producer of the world
- Rich pool of talented doctors and healthcare workers •
- Country of yoga •

Last mile: Do not find access to the sufficient resources

- · Presence of counterfeit/false medicines in retail
- · About 53% of total deaths are projected to be from chronic diseases
- · About 75% of diagnostic services are unorganised leading to quality deficiency and unequal access
- About 65% Indians do not have consistent access to affordable healthcare



A Data-Driven

SastaSundar.com

Consumer-focussed

Technology-driven

Innovative Healthbuddy Ecosystem – Local Care

Efficient in terms of Consumer Experience & Cost

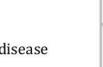
Reach from Urban to Rural

- Health & Happiness



...With Sastasundar

- SastaSundar sources medicines only from authorised sources (pharma companies, C&FA and authorised distributors)
- Multiple systems in place to ensure no pilferage and counterfeit products
- Fully compliant with government rules & regulations
- - ~32% of GMV is contributed from rural/semi-urban areas
 - SastaSundar is able to reach even remote areas that typically do not have access to medicines
 - Provides assisted e-commerce services through HB9s thus mitigating the issue of technology and language barriers
 - Due to its highly efficient sourcing, SastaSundar is able to reduce cost of medicines for customers registered on its platform
 - SastaSundar has 458 Health-buddy Centres (HBs)
 - SastaSundar aims to reach a network of 5,000+ HBs upon Pan-India expansion
 - SastaSundar's business model provides a fast-growing source of income to HBs thus positively impacting livelihoods



Equitable -Access to medicines

Authenticity -

Genuine Products Guaranteed



Promoting -

Micro-entrepreneurship at grassroot levels



60%

65%

60%

counterfeit



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of deaths in India are due to chronic disease

Of dietary supplements sold in India are

Indians do not have regular access to medicines



Large presence of **counterfeit/false** medicines in retail

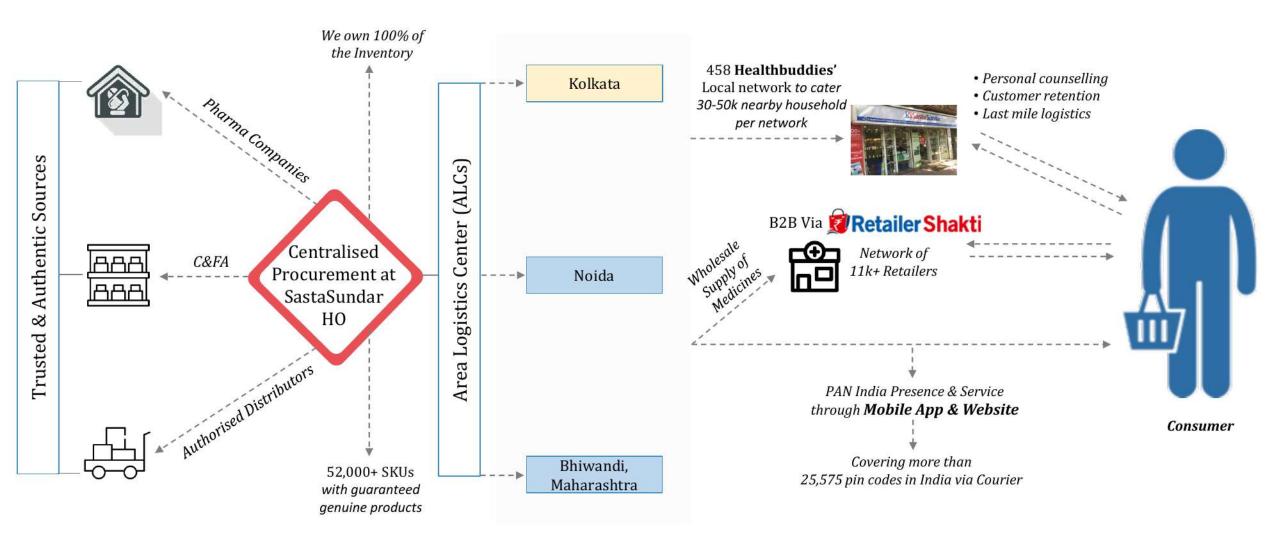
India has one the **highest** incidence of lifestyle related diseases

Sources: EY Report - India Emerging I Pharma's evolving business models; ASSOCHAM : India dietary supplement data; Report by Center for Science and Environment

Health & Happiness

Consumer focused business model

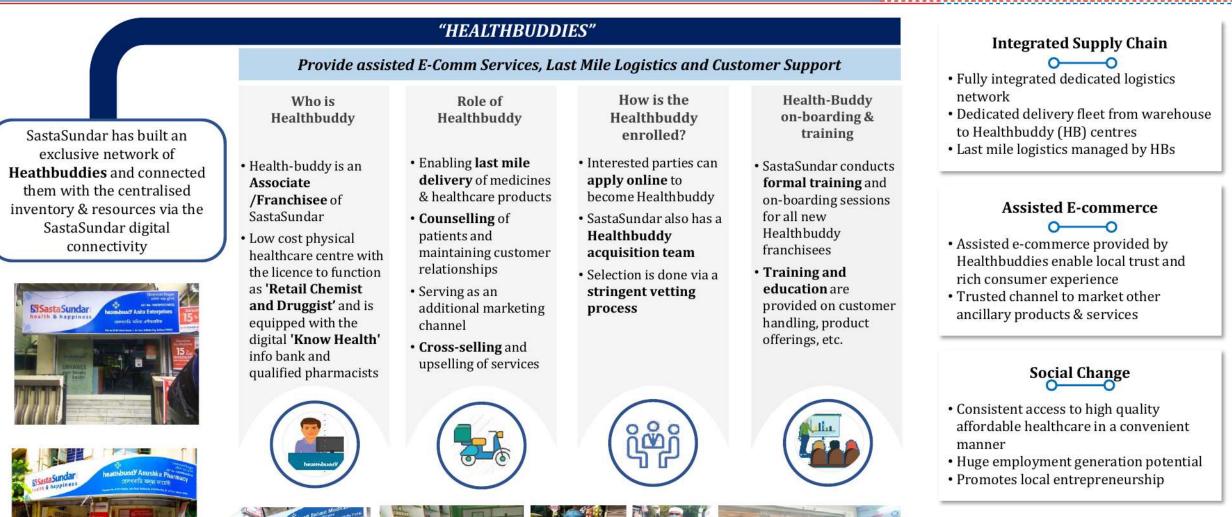




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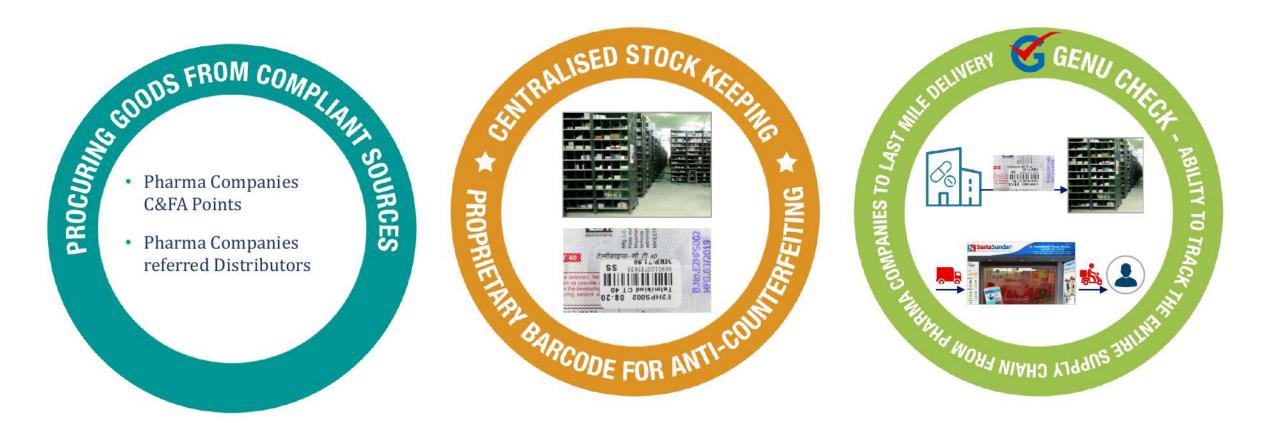
458 Entrepreneurs creating

2,500+ jobs in their localities



Health & Happiness

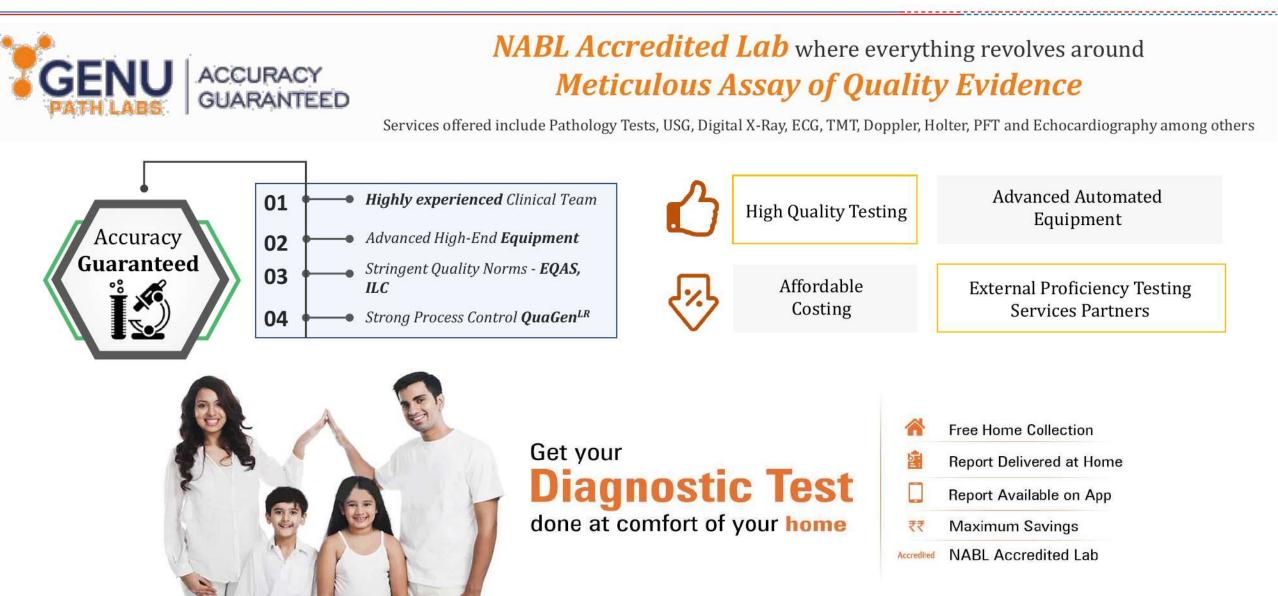




Unique Model to guarantee Delivery of Genuine Products with GENU CHECK Process Delivered 20mn orders along with the satisfaction of 'Being Genuine'

Genu Path Labs: Accuracy Guaranteed





Health & Happiness



Check Online @

RetailerShakti.com

Get products delivered

Deliver to Consumer

Place Order

at Retail Shop



B2B Platform which supports small pharmacies

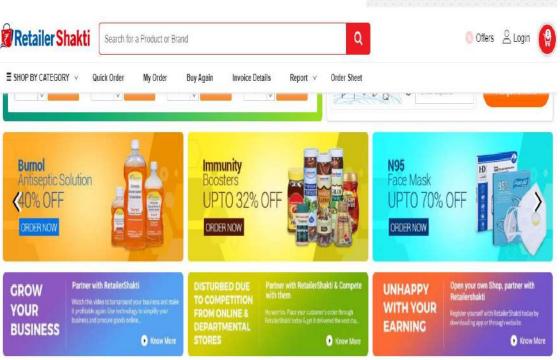


- Supply of genuine medicines
- Finance and fulfilling prescriptions
- Space constraint in their shops for large number of SKUs of medicines, and unable to supply wider range of Health Foods & Wellness Products



- Retailers get connected with organised Inventory, Technology & Finance
- Competitive advantage in terms of offering a wide range of products, price & experience
- Empowers the retailers by making them capable of competing with organised retail
- Increases their efficiency in terms of space utilisation, inventory and finance management

Connects the Retail Shops with its **52,000** + **Products Inventory** and helps them in **transforming from a small Retail Shop into a super-departmental stores**



Health & Happiness





Personalisation

• Use of data analytics for the customer to provide a personalized experience.

• The integrated data on medicine, wellness and diagnostics helps the customer to use the integrated search based upon health, maintain the corresponding records and use them for managing health and happiness



Guaranteed Delivery

- Deliver all orders within the promised
- Owing inventory helps us in ensuring faster and seamless delivery

Sustainable Discount • Sustainable discount (minimum15%) passed on to the customers owing to our efficient operations · Bulk procurement helps us in buying, leveraging & bettering trade terms

Experienced Board of Directors





- 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. B L Mittal Founder & Executive Chairman (Sastasundar Healthbuddy Ltd)



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

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- 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

Mr. Bimal Kumar Patwari

- · Electronics engineer and MBA by education
- Founder of Pinnacle Infotech Solutions and has 29 years of rich experience as the entrepreneur
- Area of work includes BIM-based engineering and architectural 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

Mr. Rajeev Goenka

- Graduate in economics and has an experience of over 2 years working as a marketing and sales professional
- Areas of work include blending, bottling and distribution in the domain of IMFL brands & real estate

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

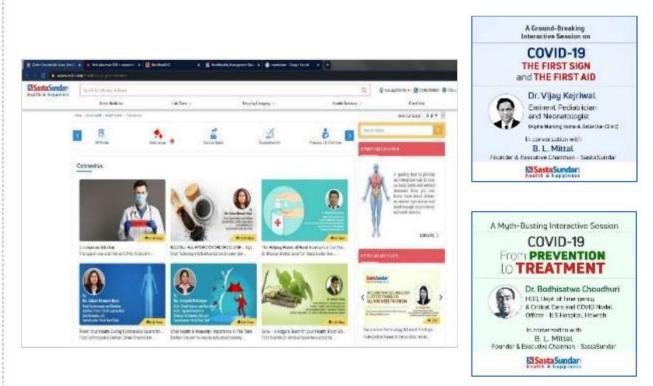
- He has 35 years of professional experience
- Mechanical engineer from IIT BHU, Varanasi, MBA from IIM Calcutta, UGC NET qualified and PhD in Economics from Jadavpur University
- Has over 17 years of experience in industry working with leading companies like BOC India, IBP – Balmer Lawrie, Alghanim & SREI
- Presently Professor of Finance at Army Institute of Management and non-Executive Director at Vara Technology

Health & Happiness



During the COVID-19 lockdown phase our services were not closed even for a day. We had taken all necessary safety measures while delivering orders to our customers. We have created a large knowledge bank of 1000+ health articles, videos, posters, booklets and infographics related to COVID-19 in English and vernacular languages. Furthermore, we organize Facebook live sessions with renowned doctors to generate mass awareness.





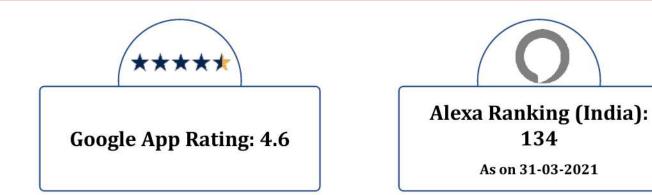




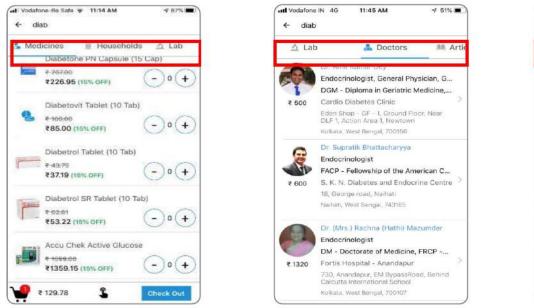
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Unique first-of-its-kind features for Superior Customer Experience





Simplified search across services: reducing time required to toggle between multiple windows





Increasing customer engagement through vernacular contents and curated suggestions linked to purchases

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'Digital India AatmaNirbhar Bharat App Innovation Challenge'

The SastaSundar app has been mentioned by the **Government of India** as one of **India's best AatmaNirbhar App**



Financial Highlights

Nothing can be more Genuine than our Mothers' Love

BEING GENUINE our core value

We ensure that all our products and services are 100% Genuine.

SastaSundar



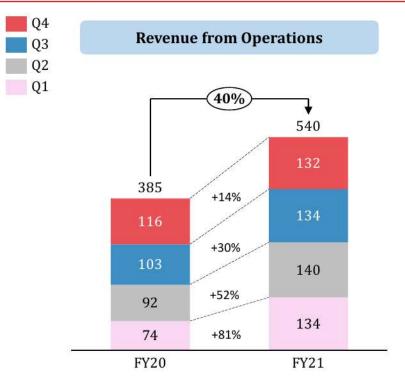
BEING CHILD' IS OUR CULTURE

Like Child-'Innovate', 'Don't Discriminate', 'Connect Emotionally'& 'Grow Everyday'.

SastaSundar

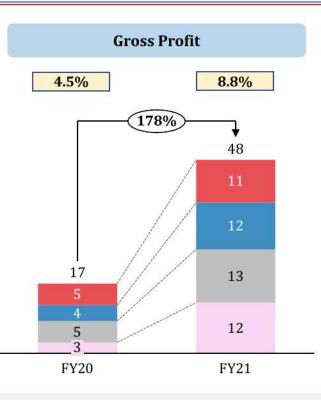
Q4 & FY21 Highlights





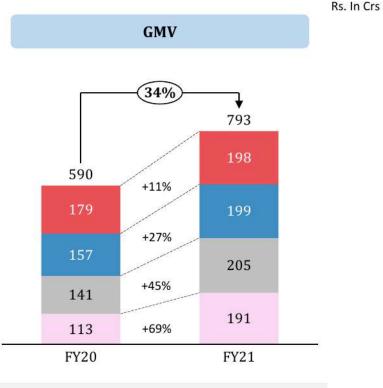
Revenue

- ✓ Revenue for Q4FY21 grew by 14% to Rs. 132 crs as compared to Rs. 116 crs in Q4FY20
- ✓ FY21 revenue stood at Rs. 540 crs as compared to Rs. 385 crs, a growth of 40%



Gross Profit

- ✓ FY21 gross profit grew by 178% to Rs. 48 crs as compared to Rs. 17 crs in FY20
- ✓ Q4FY21 gross profit stood at 11 crs as compared to Rs. 5 crs in Q4FY20, a growth of 98%
- ✓ Gross margin for FY21 stood at 8.8%, a growth of 435 bps on Y-o-Y basis



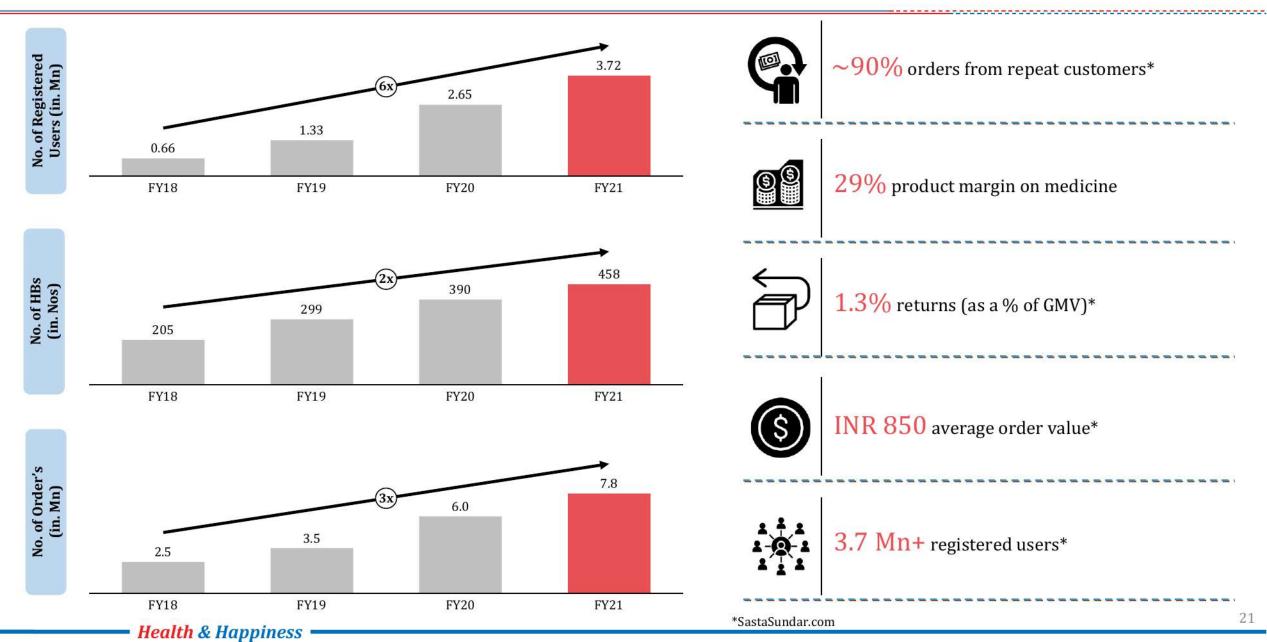
Gross Merchandise Value (GMV)

- ✓ Gross merchandise value for the quarter grew by 11% to Rs. 198 crs as compared to Rs. 179 crs in Q4FY20
- ✓ GMV for FY21 stood at Rs. 793 crs as compared to Rs. 590 crs in FY20, a growth of 34%

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Operational Highlights







Commenting on the results and performance for Q4 & FY21, Mr. B.L. Mittal, Funder & Executive Chairman said:

"We are pleased to announce that our revenue from operations grew by 40% for FY21 & our Gross Merchandise Value (GMV) grew by 34% and stands at Rs. 793 crs for FY21. Our gross margins stood strong at 8.8% an increase of ~440 bps as compared to FY20.

We have been able to start our 3rd Area Logistics Center in Bhiwandi in FY21 and now are serving the regions of Maharashtra as well. Our revenue growth for our matured geography has been encouraging and are seeing profitability matrix improving for our matured states & territories.

Currently we are having a network of 458 health buddies & are constantly expanding on month on month basis making inroads across the states where we are present currently.

Going forward we are optimistic of increasing revenues from our matured territories and increasing our scale to have better margins from our procurement vendors & companies, which will increase the profitability matrix. Along side we also intent to expand our wings to other geographies and open more Area Logistics Center & Health Buddy network to serve on Pan-India basis.

Q4 & FY21 Consolidated Profit & Loss Statement



Particulars (Rs. Crs)	Q4 FY21	Q4 FY20	Ү-о-Ү	Q3 FY21	Q-o-Q	FY21	FY20	Ү-о-Ү
Revenue from Operations	132.2	115.5	14.4%	134.4	-1.6%	540.0	384.0	40.6%
Cost of Materials Consumed	121.7	110.2		122.9		492.5	366.9	
Gross Profit	10.5	5.3	98.1%	11.5	(8.8%)	47.5	17.1	177.7%
GP %	7.9%	4.6%	331 bps	8.5%	(62 bps)	8.8%	4.5%	435 bps
Employee Benefits Expense	8.0	7.7		7.2		29.1	28.4	
Other Expenses	11.3	14.0		10.4		40.9	45.0	
EBITDA	(8.8)	(16.4)		(6.1)		(22.4)	(56.3)	
EBITDA %	(6.6%)	(14.3%)		(4.6%)		(4.2%)	(14.7%)	
Other Income [#]	1.6	1.1		3.9		11.6	4.1	
Depreciation and Amortisation Expense	1.1	0.7		1.1		4.5	4.9	
EBIT	(8.3)	(16.0)		(3.3)		(15.3)	(57.1)	
Finance Costs	0.2	(0.4)		0.3		1.0	0.7	
Exceptional Items	0.0	0.0		0.0		0.0	0.3	
РВТ	(8.5)	(15.6)		(3.6)		(16.4)	(57.5)	
Total Tax Expense	0.0	(0.2)		0.1		0.7	(5.4)	
Profit for the year	(8.5)	(15.4)		(3.7)		(17.1)	(52.1)	
PAT %	(6.5%)	(13.3%)		(2.8%)		(3.2%)	(13.6%)	

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)

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[#]Other income includes financial services income

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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

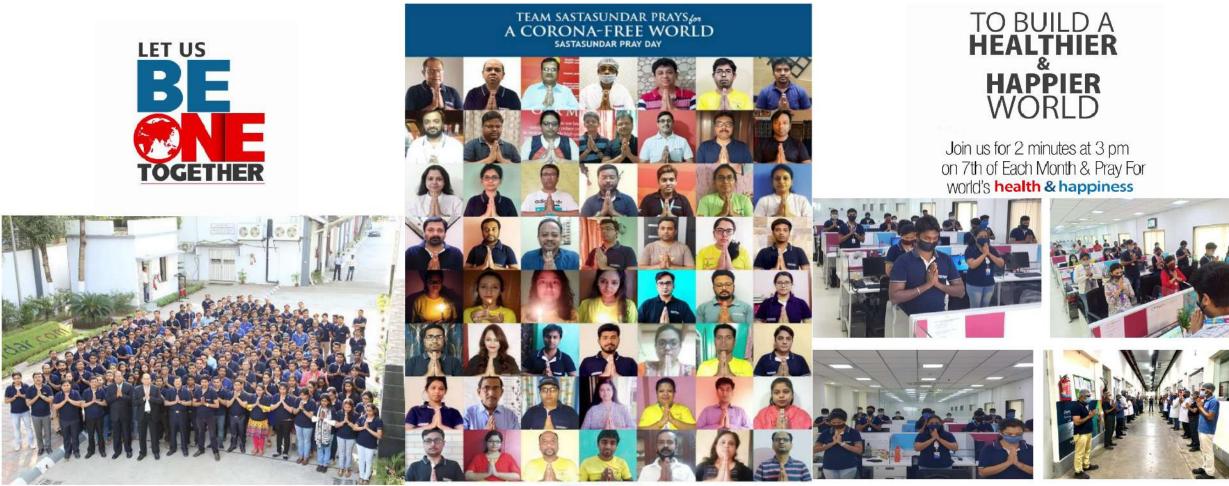
Assets (Rs. Crs)	Mar-21	Mar-20	Mar-19	Mar-18
Property, Plant and Equipment	57.3	60.2	62.7	64.8
Capital Work-in-Progress	0.1	0.0	0.8	1.2
Intangibles Assets	0.4	0.7	1.0	1.4
Goodwill on Consolidation	52.7	52.7	52.7	52.7
Tax Assets (Net)	2.2	1.9	2.7	2.6
Other Non-Current Assets	18.7	18.2	11.9	8.7
Total Non-Current 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

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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





Sasta Sundari health & happiness

Contact Information

Thank You

For Further Information, please contact:

Company:

SastaSundar

Sastasundar Ventures Limited CIN: L65993WB1989PLC047002 Mr. Pratap Singh – Company Secretary Email ID: <u>p_singh@sastasundar.com</u> www.sastasundarventures.com **Investor Relations Partner:**



ULLIS VAILOU TOWER

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