SASTASUNDAR VENTURES LIMITED

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Date: 17-11-2021

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 the Investor Presentation of the Company.

This is for your information and record.

Thanking you,

Yours faithfully,

For Sastasundar Ventures Limited

Pratap Singh

Pratap Singh Company Secretary and Compliance Officer



S



Consistent access to Affordable Healthcare

Investor Presentation November 2021



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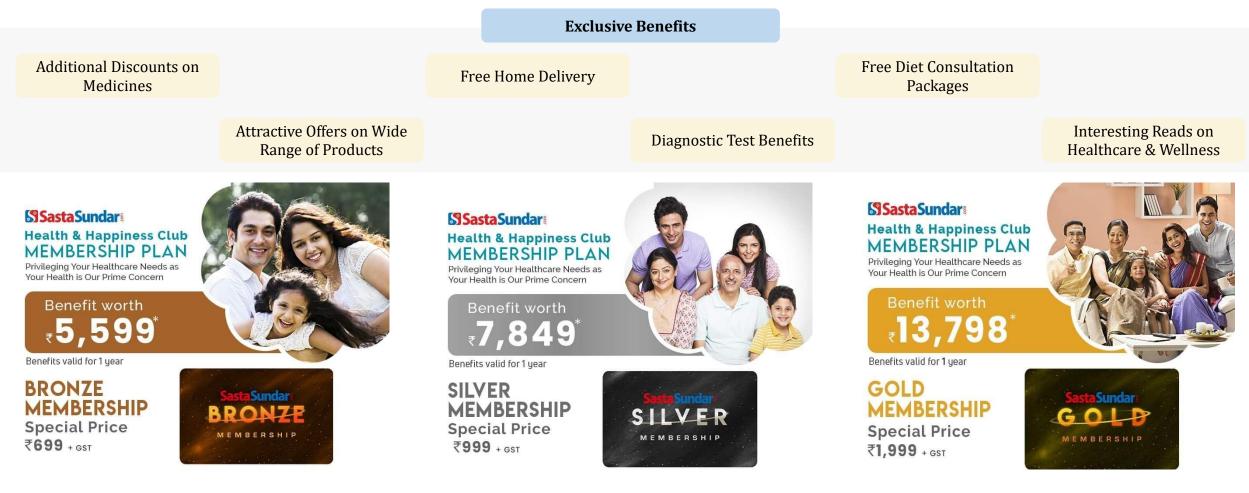
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We are happy to present "**SastaSundar Health & Happiness Club Membership Plan**^{*}" - a pocketfriendly way of meeting all of your healthcare requirements with many privileges.

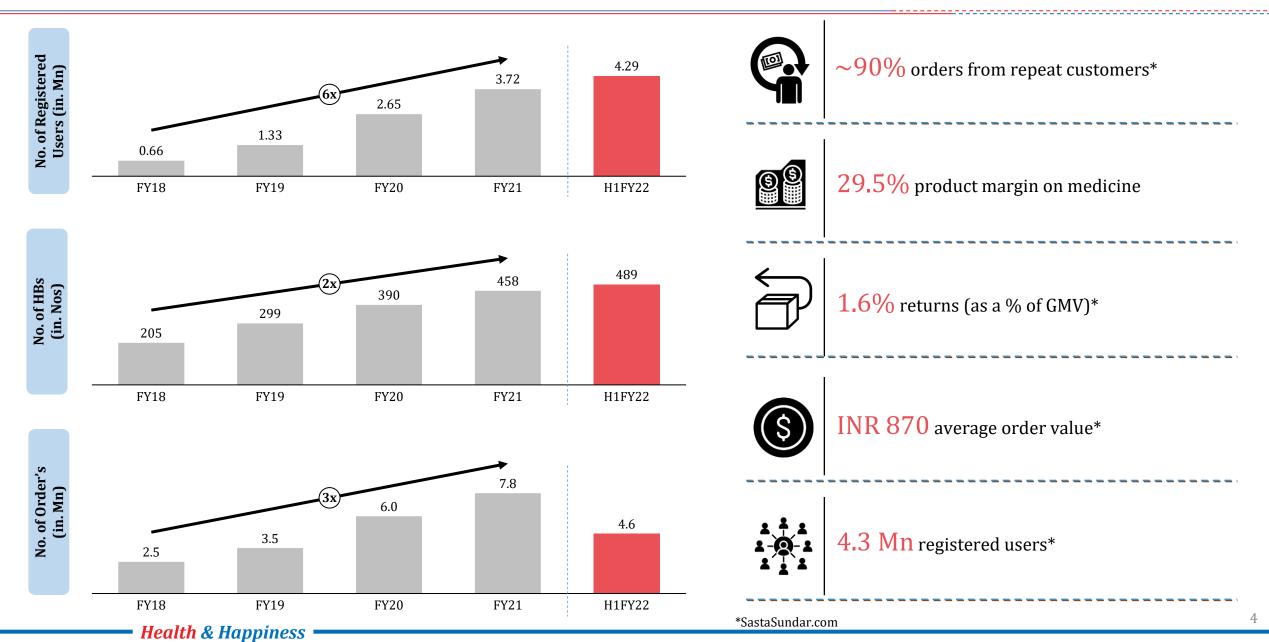


Your Health is a Journey, Not a Destination. We will be your **PARTNER** in this journey.

*T&C Applies

Operational Highlights

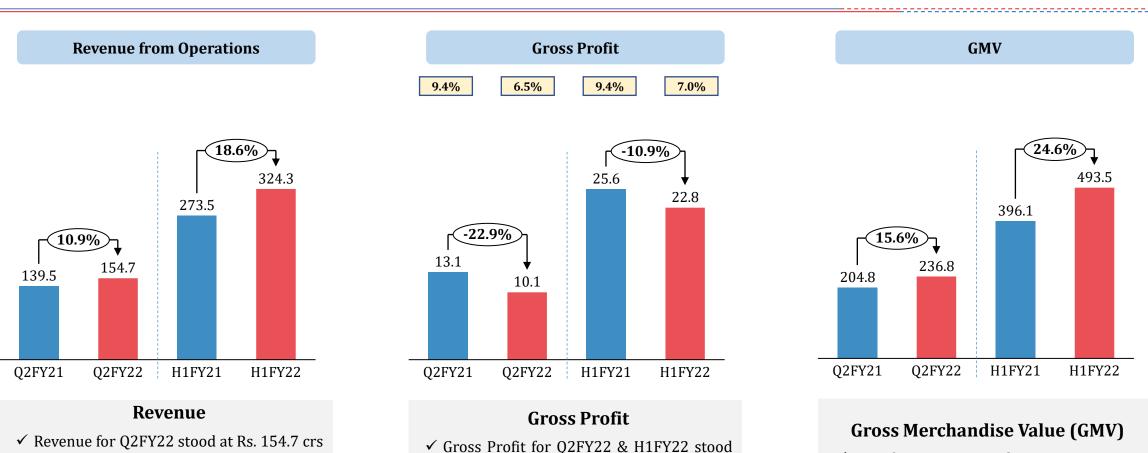




Q2 & H1FY22 Financial Highlights

Sasta Sundar

Rs. In Crs



- as compared to Rs. 139.5 crs in Q2FY21, a at Rs. 10.1 crs & Rs. 22.8 crs respectively
 - ✓ Gross Profit margins were impacted during the first half due to competition intensity and discounts across industry
 - \checkmark We envisage the discounts to reduce in the coming quarters

- ✓ GMV for Q2FY22 stood at Rs. 236.8 crs as compared to Rs. 204.8 crs in Q2FY21, a growth of 15.6%
- ✓ H1FY22 GMV stood at Rs. 493.5 crs as compared to Rs. 396.1 crs in H1FY21, a growth of 24.6%

lockdown across the country

✓ Revenue for H1FY22 showed good

resilience and grew by ~18.6% to Rs.

324.3 crs, despite higher base of H1FY21

on account of impact Covid-19 &

growth of 10.9%

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Commenting on the results and performance for Q2 & H1 FY22, Mr. B.L. Mittal, Funder & Executive Chairman said:

"With India scripting history with 1 billion vaccination mark, a lot of confidence is coming back post pandemic which should help in a more stable and conducive operational environment.

We are very pleased to report that our GMV was a tad short of Rs. 500 crs for first half of FY22. We are happy to sustain our GMV in the range of ~Rs, 250 crs per quarter and are confident of maintaining the same growth going forward. For the quarter & half year ended 30th September 2021, we have witnessed growth in our GMV by 15.6% and 24.6% respectively.

We have witnessed dip in gross margins because of higher discounting and competition intensity in the E-Pharmacy industry, however we anticipate this to ease out in the quarters to come.

Our expansion in Maharashtra region is on track and penetrating deeper in the region with servicing multiple locations now. 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 489 health buddies & are constantly expanding on month-on-month basis making inroads across the states where we are present currently.

On Consolidated level there has been change in Auditors from Singhi & Co to JKVS & Co., in accordance to comply with clause 8.3 of the "Guidelines for Appointment of Statutory Central Auditors (SCAs)/Statutory Auditors (SAs) of Commercial Banks (excluding RRBs), UCBs and NBFCs (including HFCs)" guidelines issued by RBI.

However, at subsidiary level our auditors remains the same i.e., S.R Batliboi & Co. LLP, a member Firm of EY

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.

Q2 & H1 FY22 Consolidated Profit & Loss Statement



Particulars (Rs. Crs)	Q2 FY22	Q2 FY21	Ү-о-Ү	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Ү-о-Ү
Revenue from Operations	154.7	139.5	10.9%	169.6	(8.8%)	324.3	273.5	18.6%
Cost of Materials Consumed	144.6	126.4		156.9		301.5	247.9	
Gross Profit	10.1	13.1		12.7		22.8	25.6	
GP %	6.5%	9.4%		7.5%		7.0%	9.4%	
Employee Benefits Expense	9.3	6.9		8.8		18.2	14.0	
Other Expenses	14.9	10.7		12.8		27.7	19.2	
EBITDA	(14.1)	(4.5)		(8.9)		(23.1)	(7.6)	
EBITDA %	(9.1%)	(3.2%)		(5.2%)		(7.1%)	(2.8%)	
Other Income [#]	8.0	2.6		4.8		12.8	6.1	
Depreciation and Amortisation Expense	1.0	1.0		1.0		2.0	2.2	
EBIT	(7.1)	(2.9)		(5.1)		(12.3)	(3.7)	
Finance Costs	0.6	0.3		0.4		1.0	0.5	
PBT	(7.7)	(3.2)		(5.5)		(13.3)	(4.2)	
Total Tax Expense	1.0	0.4		0.8		1.8	0.6	
Profit for the year	(8.7)	(3.6)		(6.3)		(15.1)	(4.8)	
PAT %	(5.6%)	(2.6%)		(3.7%)		(4.6%)	(1.7%)	

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[#]Other income includes financial services income

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Equity & Liabilities (Rs. Crs)	Sep-21	Mar-21
Equity Share Capital	31.8	31.8
Other Equity	182.6	197.6
Total Equity	214.4	229.4
Non-Financial Liabilities		
(i) Other Non-Financial Liabilities	1.7	1.5
Provisions	2.1	1.9
Tax Liabilities (Net)	0.3	0.0
Deferred Tax Liabilities (Net)	1.1	0.1
Total Non-Financial Liabilities	5.2	3.5
Financial Liabilities		
(i) Borrowings	22.0	9.8
(ii) Lease Liabilities	0.3	2.7
(iii) Trade Payables	48.1	38.6
Other Current Liabilities	8.6	8.6
Total Financial Liabilities	79.0	59.7
Total Equity & Liabilities	298.6	292.6

Assets (Rs. Crs)	Sep-21	Mar-21
Property, Plant and Equipment	56.6	57.3
Capital Work-in-Progress	0.2	0.1
Intangibles Assets	0.3	0.4
Goodwill on Consolidation	52.7	52.7
Tax Assets (Net)	2.5	2.2
Other Non-Current Assets	22.1	18.7
Total Non-Current Assets	134.5	131.4
Inventories	81.2	77.2
Financial Assets		
(i) Investments	37.8	43.4
(ii) Trade Receivable	20.7	13.6
(iii) Cash and Cash Equivalents	6.8	12.0
(iv) Other Bank Balances	3.1	0.8
(v) Loans	8.1	8.2
Other Current Assets	6.4	6.0
Total Current Assets	164.2	161.2
Total Assets	298.6	292.6

Abridged Consolidated Cash Flow Statement



Particulars (Rs. Crs)	Sep-21	Sep-20
Cash Flow from Operating Activities		
Profit before Tax	(13.3)	(4.2)
Adjustment for Non-Operating Items	(8.1)	(2.0)
Operating Profit before Working Capital Changes	(21.4)	(6.2)
Changes in Working Capital	(5.1)	(22.1)
Cash Generated from Operations	(26.5)	(28.3)
Less: Direct Taxes paid	(0.6)	0.0
Net Cash from Operating Activities	(27.1)	(28.3)
Cash Flow from Investing Activities	10.7	23.7
Cash Flow from Financing Activities	11.2	(4.3)
Net increase/ (decrease) in Cash & Cash Equivalent	(5.2)	(8.9)
Cash & Cash Equivalents at the beginning of the period	12.0	17.5
Cash & Cash Equivalents at the end of the period	6.8	8.6

Historical 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

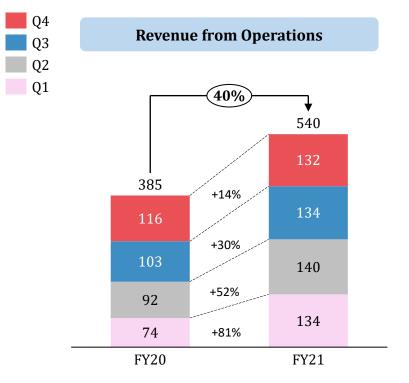
Like Child-'Innovate', 'Don't Discriminate', 'Connect Emotionally'& 'Grow Everyday'.

SastaSundar

FY21 Financial Highlights



Rs. In Crs



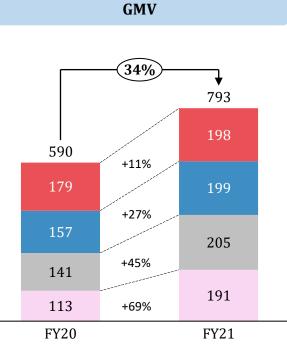
Gross Profit 8.8% 4.5% 178% 48 11 12 17 13 12 5 3 FY20 FY21

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

Revenue

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



Gross Merchandise Value (GMV)

✓ GMV for FY21 stood at Rs. 793 crs as compared to Rs. 590 crs in FY20, a growth of 34%

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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
РВТ	(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



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



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.

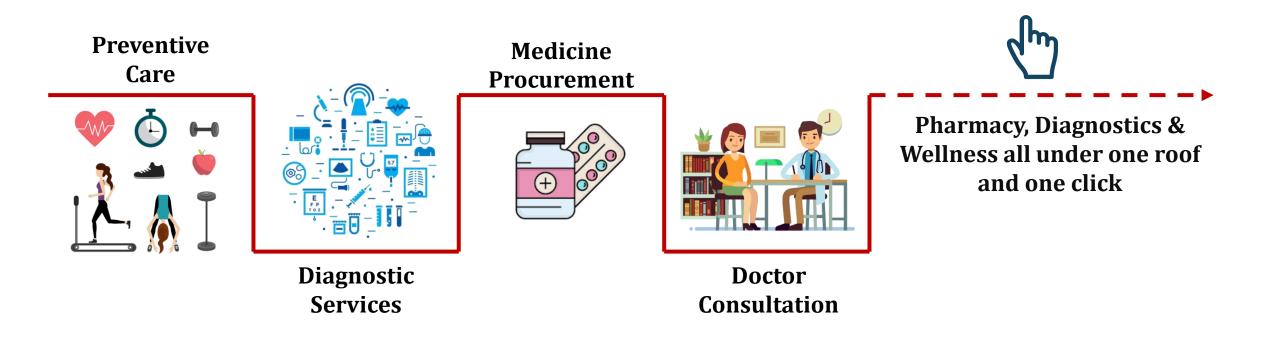
About Us



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

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

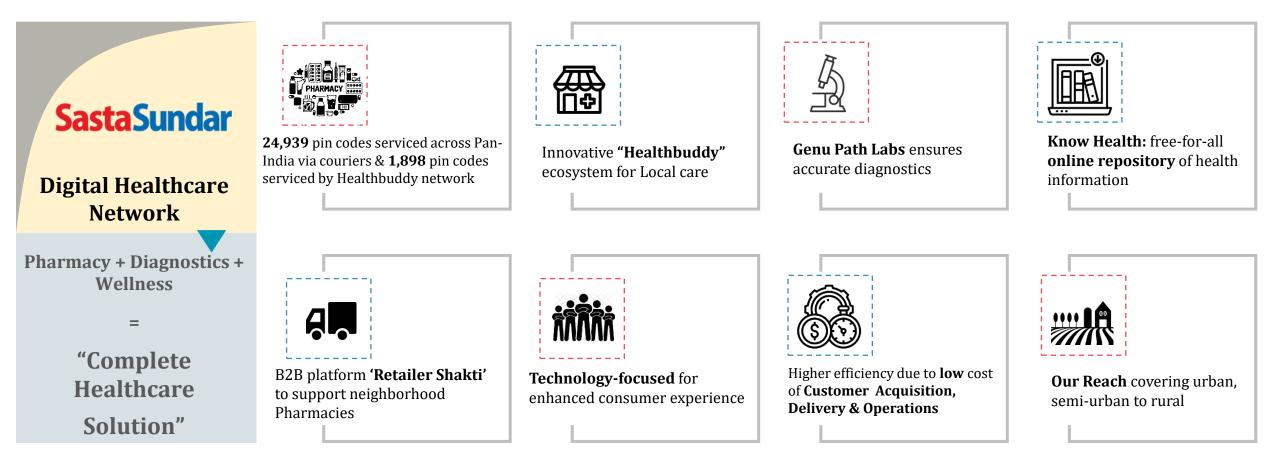
By integrating AI and data analytics with personal counselling, SastaSundar is providing a comprehensive solution to a wide range of healthcare needs





Online Pharmacy and Digital Platform of Healthcare

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



Problems SastaSundar is Solving



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

Efficient

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
- SastaSundar is able to **reach even remote areas** that typically do not have access to medicines
- Provides assisted **e-commerce services through HBs** 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 489 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



Promoting -

Micro-entrepreneurship at grassroot levels



Genuine Products Guaranteed



Equitable -Access to medicines







 \oslash

India has one the **highest** incidence of

Indians do not have regular access to medicines

Of dietary supplements sold in India are

of deaths in India are due to chronic disease

lifestyle related diseases

65%

60%

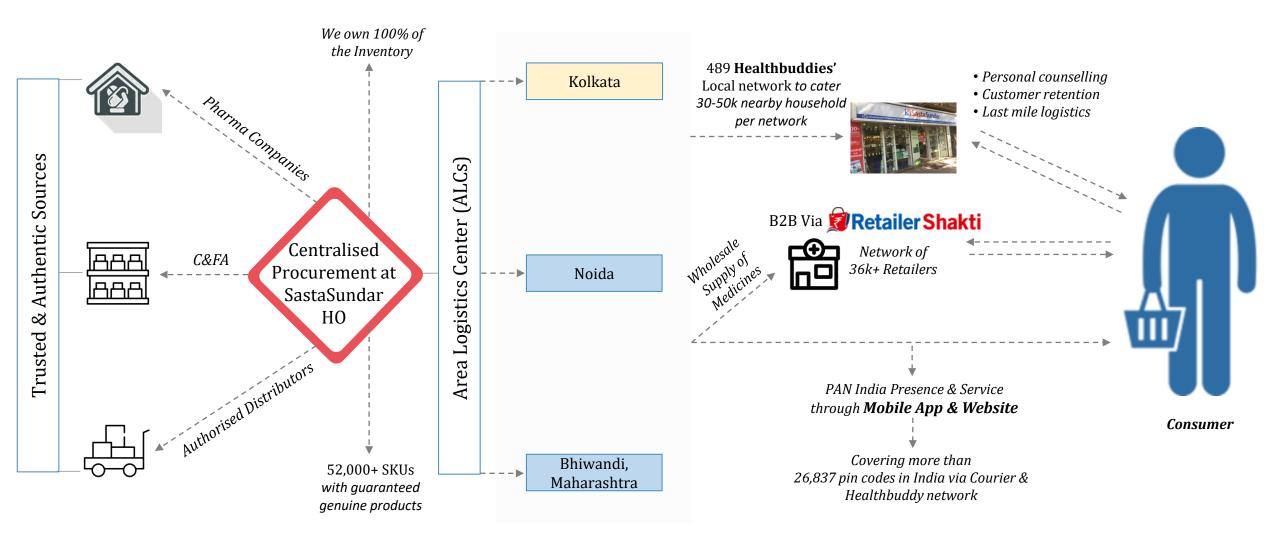
60%

medicines in retail

counterfeit

Consumer focused business model





20



	Provida assist	"HEALTHBUDD	IES" Ist Mile Logistics and Cus	tomar Support	Integrated Supply Chain
SastaSundar has built an exclusive network of	Who is Healthbuddy • Health-buddy is an	Role of Healthbuddy • Enabling last mile	How is the Healthbuddy enrolled? • Interested parties can	Health-Buddy on-boarding & training • SastaSundar conducts	 Fully integrated dedicated logistics network Dedicated delivery fleet from warehouse to Healthbuddy (HB) centres Last mile logistics managed by HBs
Heathbuddies and connected them with the centralised inventory & resources via the SastaSundar digital connectivity	Associate /Franchisee of SastaSundar • Low cost physical healthcare centre with the licence to function as 'Retail Chemist and Druggist' and is equipped with the digital 'Know Health'	 delivery of medicines & healthcare products Counselling of patients and maintaining customer relationships Serving as an additional marketing channel 	 apply online to become Healthbuddy SastaSundar also has a Healthbuddy acquisition team Selection is done via a stringent vetting process 	 formal training and on-boarding sessions for all new Healthbuddy franchisees Training and education are provided on customer handling, product offerings, etc. 	Assisted E-commerce Assisted e-commerce provided by Healthbuddies enable local trust and rich consumer experience Trusted channel to market other ancillary products & services
	info bank and qualified pharmacists	Cross-selling and upselling of services	(jůj		 Social Change Consistent access to high quality affordable healthcare in a convenient manner Huge employment generation potential Promotes local entrepreneurship

489 Entrepreneurs creating

2,500+ jobs in their localities





- Health & Happiness







Genuine Products Guaranteed

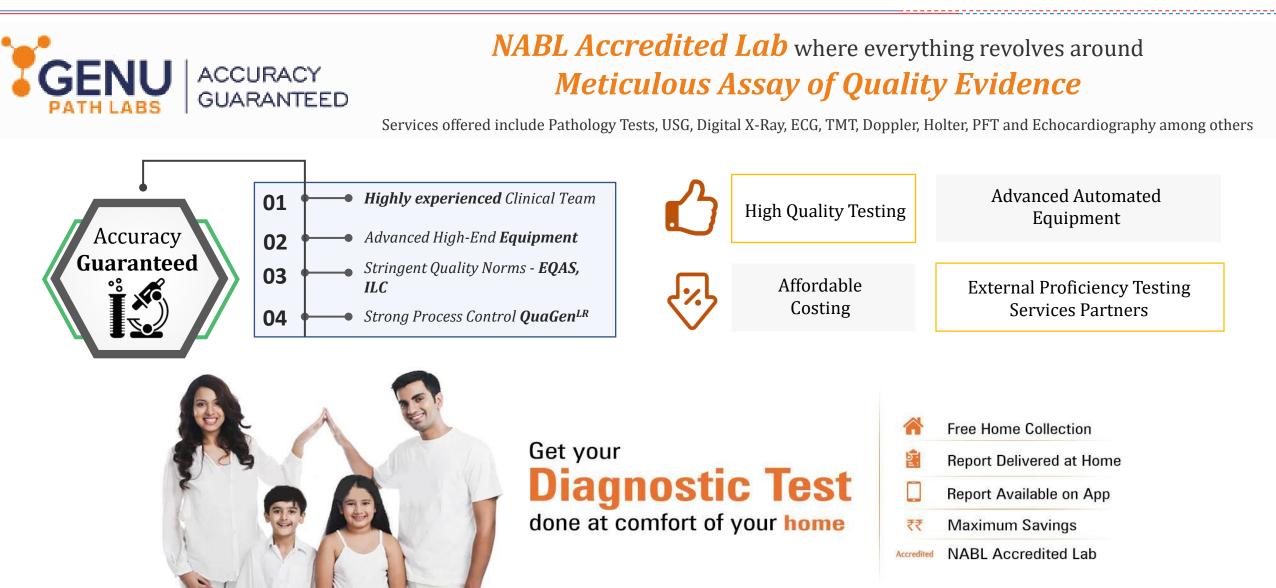




Unique Model to guarantee Delivery of Genuine Products with GENU CHECK Process Delivered more than 25mn orders along with the satisfaction of 'Being Genuine'

Genu Path Labs: Accuracy Guaranteed



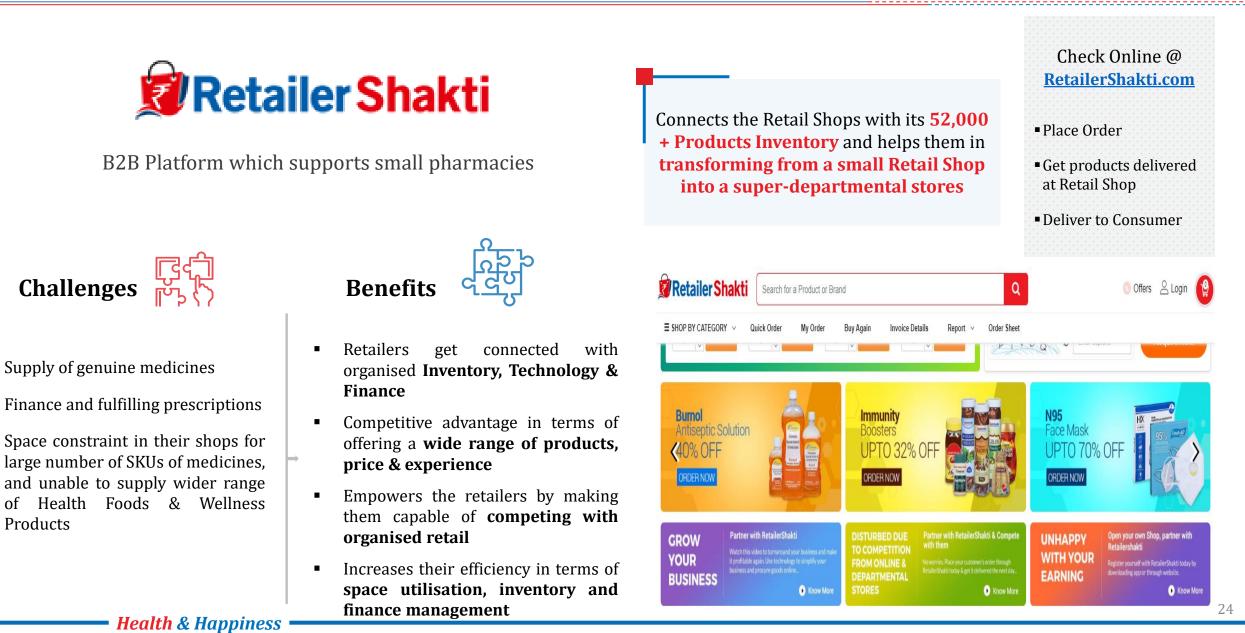


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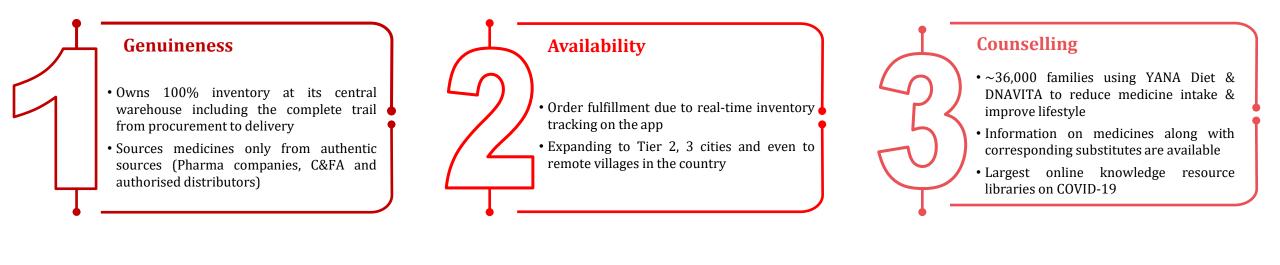
of

Products









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) fin 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.

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. 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

Dr. Jayanta Nath Mukhopadhyaya

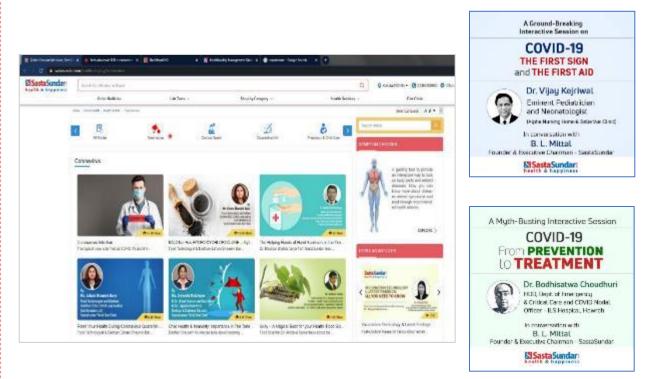
- He has 35 years of professional experience
- Mechanical engineer from IIT BHU, Varanasi, MBA from IIM Calcutta, UGC NET qualified and PhD in Economics from Jadavpur University
- Has over 17 years of experience in industry working with leading companies like BOC India, IBP Balmer Lawrie, Alghanim &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

Health & Happiness

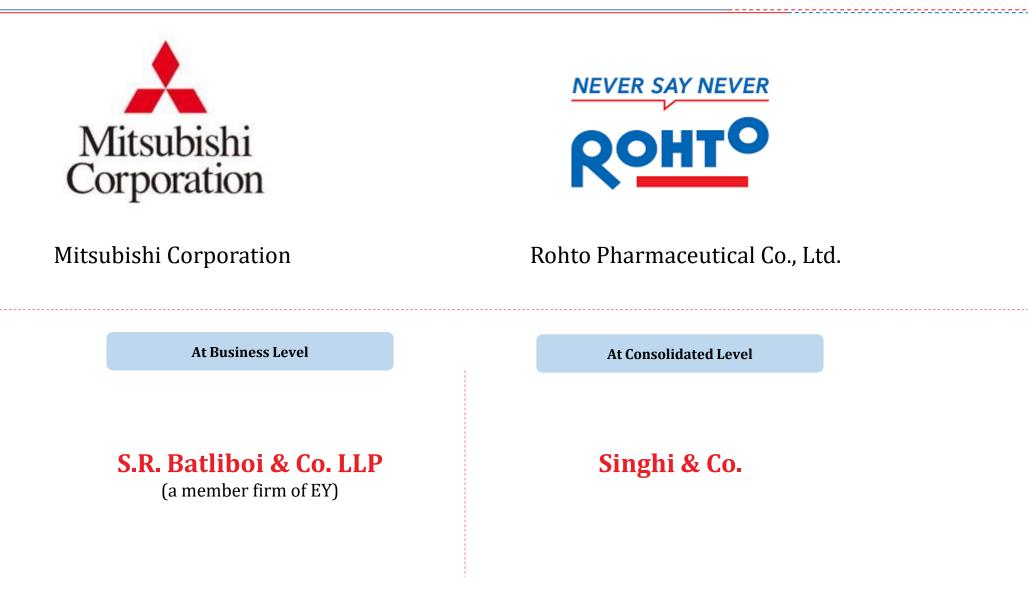


During the COVID-19 lockdown phase our services were not closed even for a day. We had taken all necessary safety measures while delivering orders to our customers. We have created a large knowledge bank of 1000+ health articles, videos, posters, booklets and infographics related to COVID-19 in English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





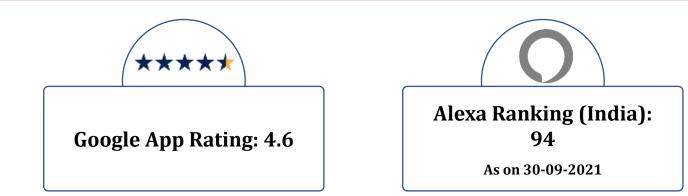




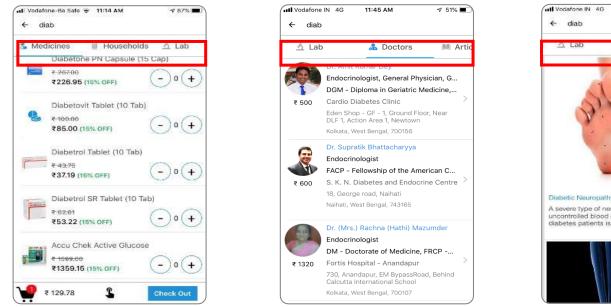
Health & Happiness

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





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



Initiation in the initiation of the initiat

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

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Contact Information

Thank You

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SastaSundar

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