

## SASTASUNDAR VENTURES LIMITED

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Email: info@sastasundar.com; Website: www.sastasundarventures.com  
CIN: L65993WB1989PLC047002

Date: 05-09-2022

**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**

Digitally signed by PRATAP SINGH  
DN: c=IN, ou=PERSONAL, email=9767.  
pseudonym=deaf@redhat.com, o=Red Hat  
dn:2.1.1b2f09c3ba15f84833d8c51424c  
878046, postalCode=711204, st=West  
Bengal,  
serialNumber=d338ac8b6012959556818  
524952d9883a20725f56909946c999  
3829a346, cn=PRATAP SINGH  
Date: 2022.09.05 17:44:04 +05'30'

**Pratap Singh**  
**Company Secretary**

**Encl: As Above**



**Investor Presentation  
September 2022**

**SastaSundar**

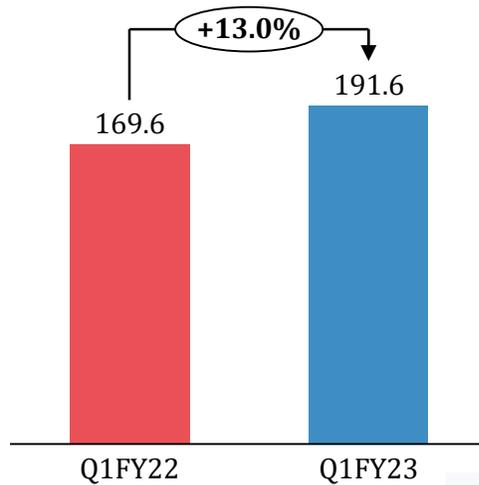
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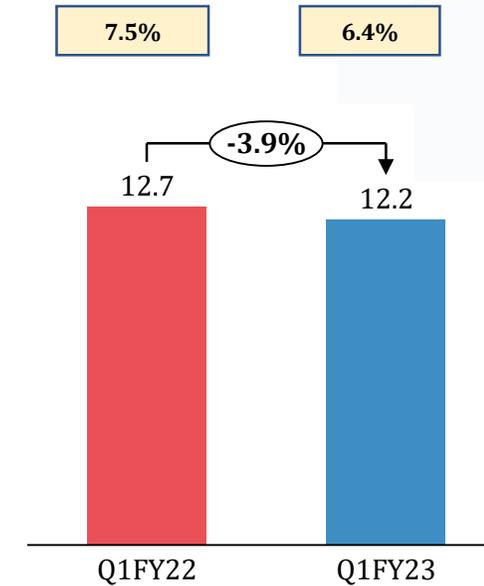
## Revenue from Operations



### Revenue

- ✓ Revenue for Q1FY23 stood at Rs. 191.6 crs as compared to Rs. 169.6 crs in Q1FY22, a **growth of 13.0%**

## Gross Profit



### Gross Profit

- ✓ Gross Profit for Q1FY23 stood at Rs. **12.2** crs.
- ✓ Gross Profit margins were impacted during the year due to competition intensity and discounts across industry

# Q1 FY23 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q	FY22	FY21	Y-o-Y
<b>Revenue from Operations</b>	191.6	169.6	<b>13.0%</b>	<b>157.6</b>	<b>21.6%</b>	<b>623.0</b>	<b>540.0</b>	<b>15.4%</b>
Cost of Materials Consumed	<b>179.4</b>	<b>156.9</b>		148.0		582.5	492.5	
<b>Gross Profit</b>	<b>12.2</b>	<b>12.7</b>	<b>(3.9%)</b>	<b>9.6</b>	<b>27.1%</b>	<b>40.5</b>	<b>47.5</b>	
<b>GP %</b>	<b>6.4%</b>	<b>7.5%</b>		<b>6.1%</b>		<b>6.5%</b>	<b>8.8%</b>	
Employee Benefits Expense	10.0	8.8		16.7		43.9	29.1	
Other Expenses	18.9	12.8		12.2		53.7	40.9	
<b>EBITDA</b>	<b>(16.7)</b>	<b>(8.9)</b>	<b>87.6%</b>	<b>(19.3)</b>	<b>(13.5%)</b>	<b>(57.1)</b>	<b>(22.4)</b>	
<b>EBITDA %</b>	<b>(8.7%)</b>	<b>(5.2%)</b>		<b>(12.2%)</b>		<b>(9.2%)</b>	<b>(4.2%)</b>	
Other Income <sup>#</sup>	5.5	4.8		3.2		20.1	11.6	
Depreciation and Amortisation Expense	1.2	1.0		1.1		4.2	4.5	
<b>EBIT</b>	<b>(12.4)</b>	<b>(5.1)</b>	<b>143.1%</b>	<b>(17.2)</b>	<b>(27.9%)</b>	<b>(41.2)</b>	<b>(15.3)</b>	
Finance Costs	0.1	0.4		0.1		1.6	1.0	
Share from Associates	(13.8)	0.0		(5.2)		(5.2)	0.0	
Exceptional Items	0.0	0.0		(11.6)		1,157.5	0.0	
<b>PBT</b>	<b>(26.3)</b>	<b>(5.5)</b>	<b>378.2%</b>	<b>(34.1)</b>	<b>(22.9%)</b>	<b>1,109.5</b>	<b>(16.4)</b>	
Total Tax Expense	(1.0)	0.8		(3.9)		131.1	0.7	
<b>Profit for the year</b>	<b>(25.3)</b>	<b>(6.3)</b>		<b>(30.2)</b>		<b>978.4</b>	<b>(17.1)</b>	
<b>PAT %</b>	<b>(13.2%)</b>	<b>(3.7%)</b>		<b>(19.2%)</b>		<b>157.0%</b>	<b>(3.2%)</b>	

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

## **Commenting on the results and performance for Q1FY23, Mr. B.L. Mittal, Founder & Executive Chairman said**

“We are pleased to report that our revenue has grown to Rs. 191.6 crore for the first quarter of FY 2022-23. Our expansion includes starting of operation from our new warehouse at Assam by 30<sup>th</sup> June’2022. Our plan includes building various warehouses in different states making aggregate warehouses 20 PAN India. We are building supply chain capabilities in different regions across India to support our mission of providing equitable access of healthcare to all sections of society. 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.

Going forward we are optimistic of increasing revenues and increasing our scale to have better margins from our procurement vendors & companies, which will increase the profitability matrix.”



## 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



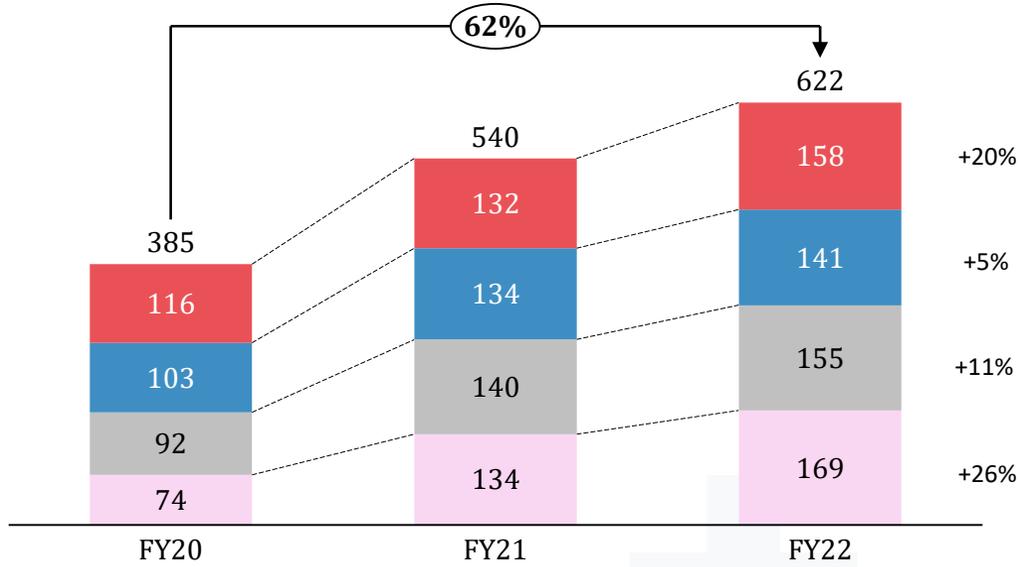
# Historical Financial Highlights

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## Revenue from Operations

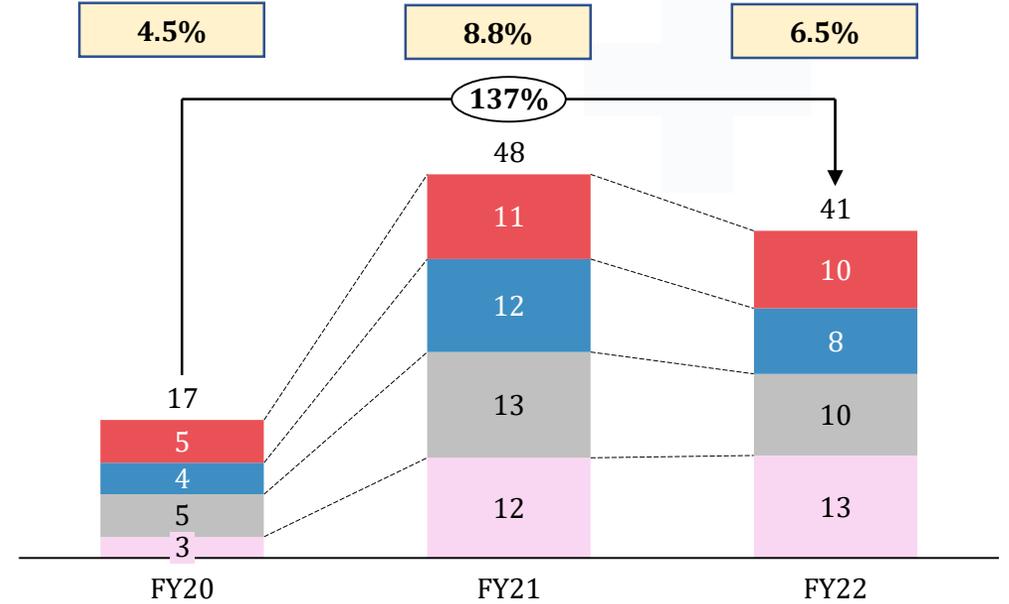
Q4  
Q3  
Q2  
Q1



### Revenue

✓ FY22 revenue stood at Rs. 623 crs as compared to Rs. 385 crs, **growth of 62%** from FY20

## Gross Profit



### 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	Assets (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	Property, Plant and Equipment	57.2	57.3	60.2	62.7	64.8
Other Equity	1175.7	197.6	214.4	168.6	171.3	Capital Work-in-Progress	0.4	0.1	0.0	0.8	1.2
<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>	Intangibles Assets	0.1	0.4	0.7	1.0	1.4
Non-Financial Liabilities						Goodwill on Consolidation	36.1	52.7	52.7	52.7	52.7
(i) Borrowings	0.0	0.0	0.0	0.0	0.0	Tax Assets (Net)	2.3	2.2	1.9	2.7	2.6
(ii) Other Financial Liabilities	3.5	1.5	1.4	0.9	0.6	Other Non-Current Assets	24.9	18.7	18.2	11.9	8.7
Provisions	2.1	1.9	1.6	0.9	0.6	<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>
Tax Liabilities (Net)	17.9	0.0	0.1	5.5	4.8	Inventories	113.6	77.2	77.1	32.6	28.1
Deferred Tax Liabilities (Net)	0.4	0.1	0.0	5.5	4.8	<b>Financial Assets</b>					
<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>	(i) Investments	666.0	43.4	55.8	35.9	46.4
Financial Liabilities						(ii) Trade Receivable	21.2	13.6	15.0	7.9	3.9
(i) Borrowings	0.0	9.8	5.0	0.0	12.0	(iii) Cash and Cash Equivalents	13.0	12.0	17.5	6.3	12.2
(ii) Lease Liabilities	1.9	2.7	2.8	2.3	2.6	(iv) Other Bank Balances	199.4	0.8	0.8	0.3	0.6
(iii) Trade Payables	33.0	38.6	50.2	14.3	9.3	(v) Loans	9.6	8.2	8.9	11.6	15.1
Other Current Liabilities	11.5	8.6	8.2	6.2	4.7	Other Current Assets	134.0	6.0	6.7	4.1	0.0
<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 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 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>	<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>



Mitsubishi  
Corporation

Mitsubishi Corporation

NEVER SAY NEVER

ROHTO

Rohto Pharmaceutical Co., Ltd.

At Business Level

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

At Consolidated Level

**J K V S & CO**

Investors

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. 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

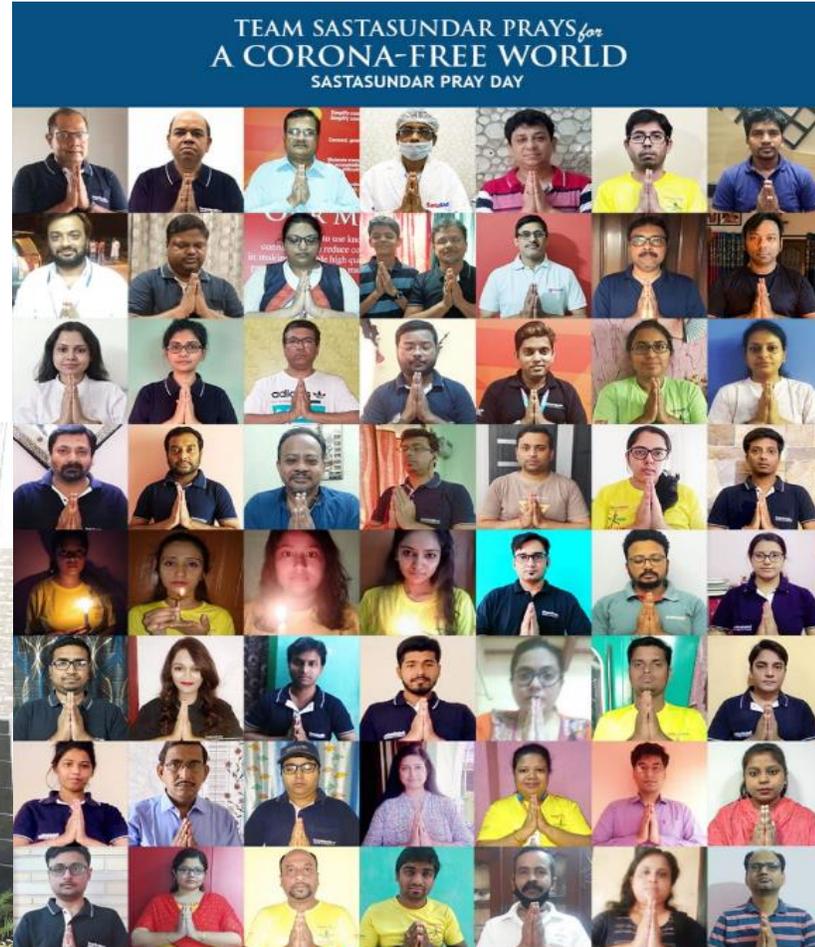
## Mrs. Abha Mittal

- 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

## 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

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**





Thank  
You

*Company:*

**SastaSundar**

**Sastasundar Ventures Limited**

CIN: L65993WB1989PLC047002

Mr. Pratap Singh – Company Secretary

Email Id : [p\\_singh@sastasundar.com](mailto:p_singh@sastasundar.com)

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