

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 10-06-2024

To
The General Manager
Department of Corporate Services
BSE Limited
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 and Compliance Officer

Encl: As Above



“Digital Platform of Pharma Supply Chain and Diagnostic providing access of quality healthcare for all”


Safe Harbour

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In this digital age, we have an opportunity to transform the lives of people in ways that were hard to imagine in the past. I see technology as a means of empowerment and as a tool that bridges the distance between hope and opportunity in this digital age.



Shri Narendra Modi
Hon'ble Prime Minister of India

Leading Player in Indian Pharmaceutical & ePharmacy Distribution



- Strategic Partnership with Flipkart



- eB2B platform distributing pharma and other healthcare products to Pharmacies & other Retailers



- D2C diagnostic services
- In process to launch eHealth app “Genu Health” centred around preventive care, diagnostic services, management of surgery and hospital care, health/disease related contents & speciality eClinic

B2C Platform

Pharmacy and
Wellness

B2B Platform

Pharmaceutical
& other
Healthcare
Products

Diagnostic
Services

Significant
Play

in

Comprehensive
Digital
Healthcare
Ecosystem

Operating in High Growth Sectors – US\$ 37 bn Addressable Market Growing at ~12% CAGR

ePharma

- *Market size US\$345 mn in 2021 ¹*
- *To grow at CAGR of 22%*

Indian Pharma Market (IPM)

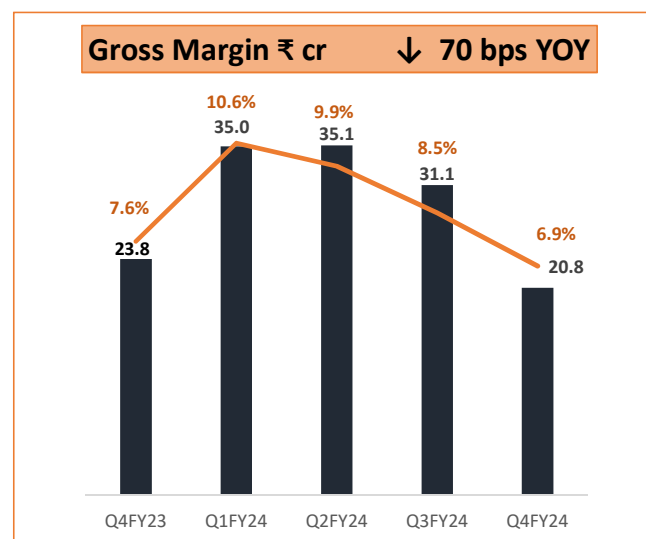
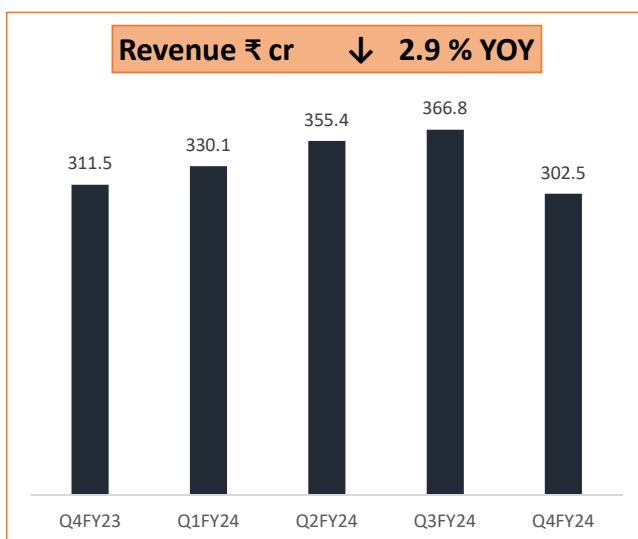
- *Market size US\$24 bn ²*
- *To grow at CAGR of 12%*

Diagnostic

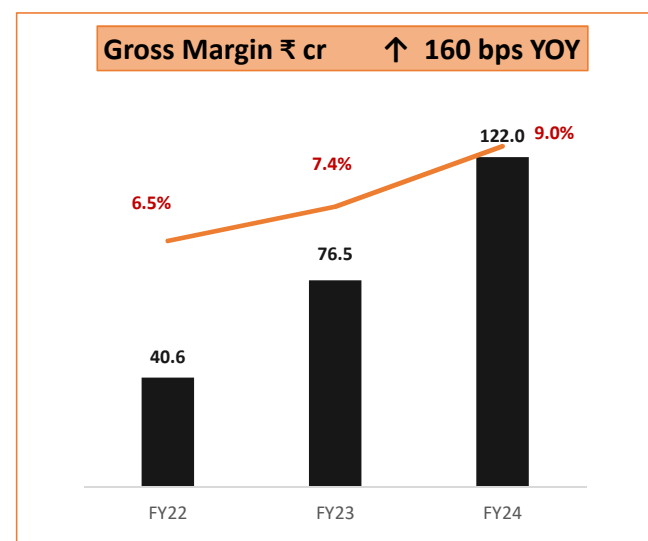
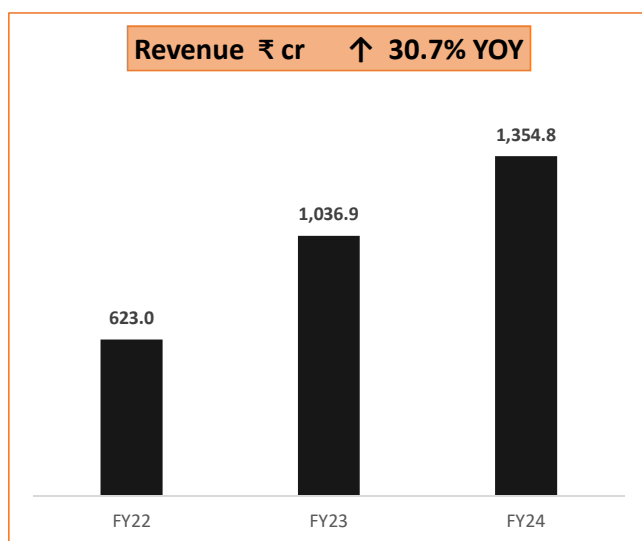
- *Market size estimated US\$ 13 bn in 2023 ³*
- *To grow at CAGR of 14%*

Source : 1. Netscribes Industry Report
2. IBEF
3. Business Today

Q4 FY24 Key Financial Highlights – Healthcare Network



FY24 Key Financial Highlights – Healthcare Network

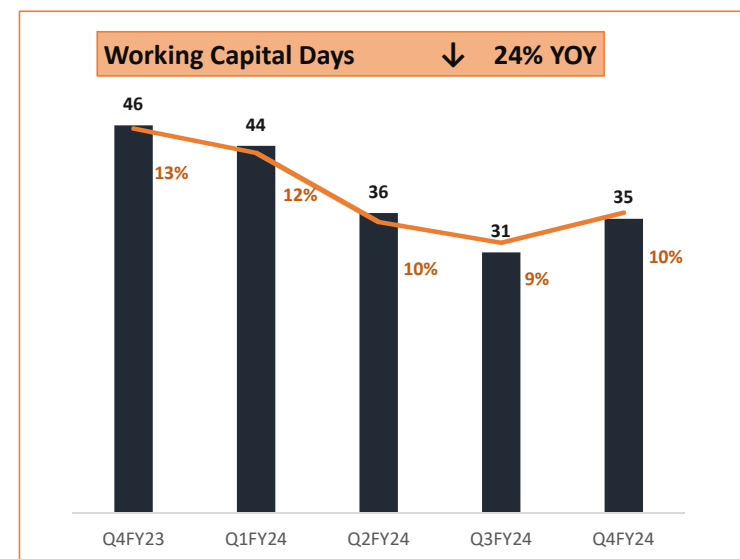


Chasing Growth with focus on improvement in Gross Margin

Most Capital Efficient Player in Industry

Working Capital (No of Days)	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Inventory	52	43	42	37	35
Receivable	10	12	10	12	13
Payable	16	12	17	17	13
Working Capital (No of Days)	46	44	36	31	35
Working Capital % of Revenue	13%	12%	10%	9%	10%
Working Capital ₹ cr	160	158	138	126	117

Strong Liquidity Position ₹ cr	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Liquid Assets (Bank Balance, Fixed Deposit, Investment in Mutual Funds etc)	410	455	469	493	522



Growth acting as Catalyst for reduction in Working Capital requirement

Pillars of Growth



Strategic partnership built on strong capabilities



75.10%
stake

- Large consumer base
- Established consumer tech capabilities
- Huge brand patronage – (Only vertical of Flipkart group using Flipkart brand)



24.90%
stake

- Most efficient supply chain & fulfilment capabilities
- Direct procurement relationship with 250+ Pharma Companies



- Managing 1800+ Pharma Companies products

Structural Shift – Consolidation on way in Indian Pharma Distribution

Pharmaceutical wholesaling/distribution is highly consolidated industry in most of the developed countries (period last 2 to 3 decades).



India to witness similar consolidation in Pharmaceutical distribution with fewer having majority of \$24 bn Indian Pharma Market that is expected to grow @12% CAGR



**Indian Pharma Distribution is highly fragmented in India
Consolidation to fuel massive growth**

Sastasundar group is No 1 pharma distributor in West Bengal

Pharma eDistribution – Digital Supply Chain of Pharmaceuticals & Other Healthcare Products

- Digital Supply Chain poised to transform the Indian Pharma distribution benefiting everyone with Pharma Companies major beneficiary
 - Improved Business Forecasting
 - Inventory Optimisation
 - Enhanced Consumer Insights
 - End to end visibility of Supply Chain
- Structural shift undergoing
 - Pharma Companies increasing reliance on industry players like SastaSundar for distribution
 - Retail Pharmacies increasing trust on eB2B platform like RetailerShakti for their procurement

Digital supply chain can lower procurement cost by 20%, reduce supply chain process costs by 50% and increase revenue by 10%.


- Study by Centre for Global Enterprise (CGE) research

~ 7 % market share of Sastasundar group in IPM in West Bengal – Validation of Structural shift

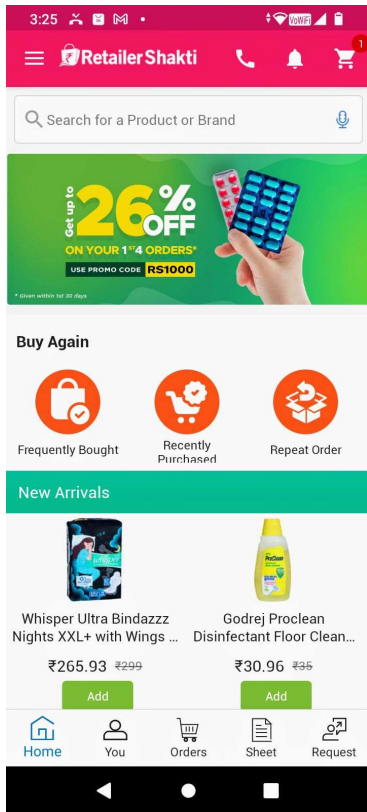
Benefitting Pharma & FMCG Cos. Retailer Shakti

- End to End tracking of Inventory up to Retailers with real time data
- Better managed inventory leading to reduced return of expired stocks
- Better production and distribution planning
- New drugs can be introduced faster
- Huge scope for Pharma Companies for their trade generic portfolio
- Retailers can be engaged in auto pilot mode
- International standard of Warehousing and Logistics
- Credit is more secured and managed efficiently
- Sales force is optimized and Logistics cost minimised

Benefitting Retailers - Transforming Economics & Lives of Retailers

	Traditional Distributors	Benefits to Retailers
<ul style="list-style-type: none"> • Full visibility of Inventory online • 100% fulfilment • Next Day Delivery at One Click 	<ul style="list-style-type: none"> • Sourcing from Multiple Distributors • Fulfilment gaps 	<ul style="list-style-type: none"> • Reduction of Inventory Lead Time • Lower Working Capital requirement • Higher ROCE
<ul style="list-style-type: none"> • Transparent Pricing and Offers 	<ul style="list-style-type: none"> • Pricing and offers are not transparent. 	<ul style="list-style-type: none"> • Higher Margins • Automated Procurement • Saving in Time & Cost
<ul style="list-style-type: none"> • Full Tracking of Supply Chain from manufacturer to last mile 	<ul style="list-style-type: none"> • No Tracking of Supply Chain 	<ul style="list-style-type: none"> • 100% Genuine Products

Empowering Retailers – One Stop eProcurement Solution



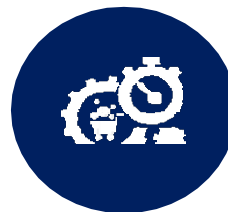
Widest Availability and Fulfilment of Products (65000+ Products)



100% Genuine Products



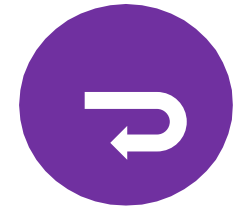
High Margins with Transparent Pricing



Automated Procurement



Timely Delivery



Clear Return Policy



Snapshot

Genu Path Labs, an NABL ACCREDITED LAB, where everything revolves around Meticulous Assay of Quality Evidence. Highly experienced Clinical Team, Advanced High End Lab Equipment, Stringent Quality Norms – EQAS, ILC, Strong Process Control (QuaGen^{LR}) – we employ all of these at Genu Path Labs to ensure Accurate Test Results.

Services Offered:

Pathology Test • USG • Digital X-Ray • ECG TMT • Doppler • Holter • PFT • Echocardiography

Advanced Automated Equipment used at Genu Path Labs



26+

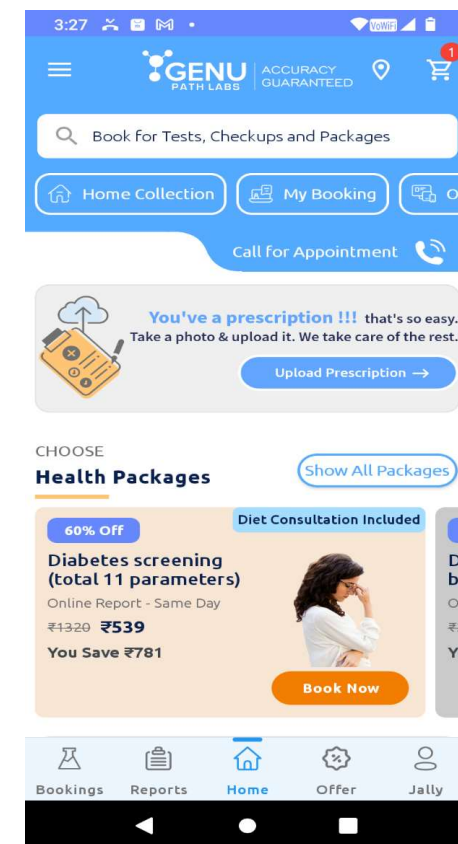
Sample Collection Centres across West Bengal

01

Central LAB at Newtown, Rajarhat, Kolkata

GENU Health app - Under making of Powerful Health Solutions

- Direct service to the consumers from Genu Path Labs as D2C Brand offering diagnostic services with seamless integration of technology
- Centred around preventive care, diagnostic services, management of surgery and hospital care, health/disease related contents & speciality eClinic
- Targeting leadership in Eastern India
- Leveraging opportunity arising out of value transition from unorganised to organised player with focus on Tier II and III cities
- Connect all stakeholders involved in healthcare deliveries e.g. doctors, hospitals, healthcare service provider.
- Facilitate digital health records and data analysis
- Utilize AI/ML- based predictive and clinical decision support system
- Provide an ecosystem of longevity – to assist customers in building Good Health Habits for Healthy Long life
- Integrate with Flipkart health+ for diagnostic services



Sastasundar Group – Value Proposition

- Best in class Customer Experience driven by Value Pricing, Quality and Tech
- Clear visibility of high growth with EBITDA + model
- Capital efficient with high ROCE
- Strong MOAT
 - Established Business Technology with highly efficient supply chain
 - Managing 1800+ Pharma Companies Product with Direct procurement relationship of 250+ Companies
 - 29% + Pharma Procurement Margin
 - Experienced team driven by processes
- Co-creating value with Flipkart Health +
- Well qualified, experienced and entrepreneurial Board and Senior Leadership Team
- Purpose and value driven organization
- Best Corporate Governance practices

Experienced Board of Directors



- FCA, FCS and FCM by education and has an experience of more than 23 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)**



- FCA by education and is a seasoned entrepreneur with experience in scaling businesses from scratch.
- Areas of work include digital platform of healthcare and financial services.

Mr. Ravi Kant Sharma

**Founder & CEO (Sastasundar
Healthbuddy Ltd)**

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.

Mrs. Anjana Dikshit

- Post Graduate Diploma in Business Management(Operations & Systems) from Xavier Labour Relations Institute, Jamshedpur.
- Bachelor of Engineering (Mechanical) from Birla Institute of Technology, Ranchi.
- She has more than 35 years of professional experience in the IT and Automotive industries. She has worked in Tata Motors for more than 14 years and managed the Core Engineering function of Technical Services. She has also worked in IBM India Pvt Ltd., where she had a stint of more than 20 years and grew to Associate Director in the SAP Practise. She has managed Large IT Transformation Programs for global clients like Maersk, Avaya and ProQuest which required extensive travel and stay outside India.
- Presently she is working as an Independent Consultant in the area of Education research and training conducting guest lecture sessions at premier Management institutions and trainings /webinars on Digital Technologies.

Experienced Management Team – Healthcare Network



Sachin Mittal

COO

Past Experience - Amazon, Novartis

10+ Years of Experience

MS – Biological Science, MBA - XLRI



Vinay Khaitan

CTO

**Past Experience - Flipkart Group,
SastaSundar Group, GEO India**

25+ Years of Experience

B. Tech – Computer Science



Dinkar Bagaria

CFO

**Past Experience – TIL Ltd, SPML Infra,
McNally Bharat, Balasore Alloys**

10+ Years of Experience

CA, CS

Q4 FY24 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY 23-24	FY 22-23	Y-o-Y
Revenue from Operations	302.5	311.5	(2.9%)	366.8	(17.5%)	1,354.8	1,036.9	30.7%
Cost of Materials Consumed	281.7	287.7		335.7		1,232.8	960.4	
Gross Profit	20.8	23.8	(12.6%)	31.1	(33.1%)	122.0	76.5	59.5%
GP %	6.9%	7.6%		8.5%		9.0%	7.4%	
Employee Benefits Expense	11.9	12.2		12.3		49.0	45.3	
Other Expenses	23.7	24.4		23.1		88.5	78.0	
EBITDA	(14.8)	(12.8)		(4.3)		(15.5)	(46.8)	
EBITDA %	(4.9%)	(4.1%)		(1.2%)		(1.1%)	(4.5%)	
Other Income [#]	22.6	10.4		27.8		81.3	26.5	
Depreciation and Amortisation Expense	2.5	2.8		2.3		9.1	8.2	
EBIT	5.3	(5.2)		21.2		56.7	(28.5)	
Finance Costs	0.3	0.3		0.2		1.0	0.9	
Exceptional Items	0.0	(0.1)		0.0		0.0	(8.0)	
PBT	5.0	(5.6)		21.0		55.7	(37.4)	
Total Tax Expense/ (Income)	(29.3)	16.1		0.8		(36.4)	(22.8)	
Profit for the period/Year	34.3	(21.7)		20.2		92.1	(14.6)	
PAT %	11.3%	(7.0%)		5.5%		6.8%	(1.4%)	
Share of profit/(loss) from Associate	(12.7)	(26.3)		(23.4)		(86.2)	(84.9)	
Profit for the period/Year	21.6	(48.0)		(3.2)		5.9	(99.5)	

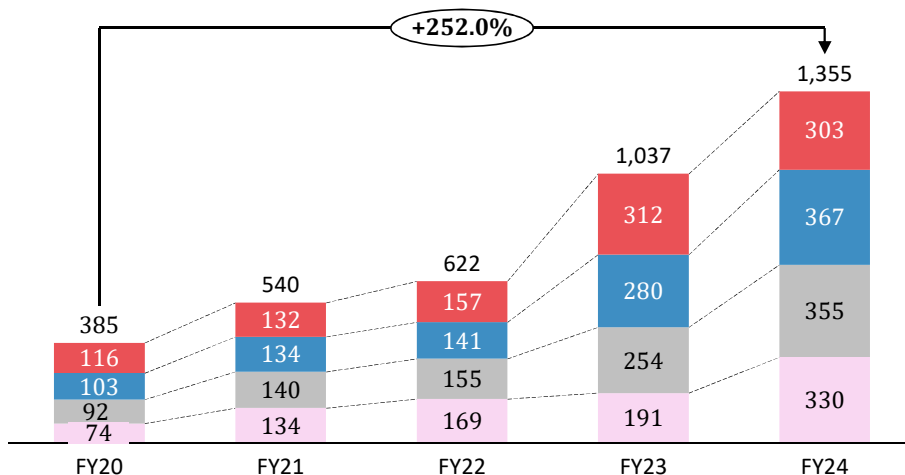
[#] Other Income includes financial service income

Breakup of Revenue (Vertical)

Particulars (Rs. Crs)	Q4 FY24	Q4 FY23	Q3 FY24	FY24	FY23
Supply chain					
HealthBuddy	129.6	251.5	236.7	863.2	822.1
Other Retailers	172.1	59.3	129.5	488.6	211.5
Diagnostic	0.8	0.7	0.6	3.0	3.3
Healthcare Network	302.5	311.5	366.8	1,354.8	1,036.9
Financial Services	22.6	10.4	27.8	81.3	26.5
Total Revenue	325.1	321.9	394.6	1,436.1	1,063.4

Annual Financial Highlights

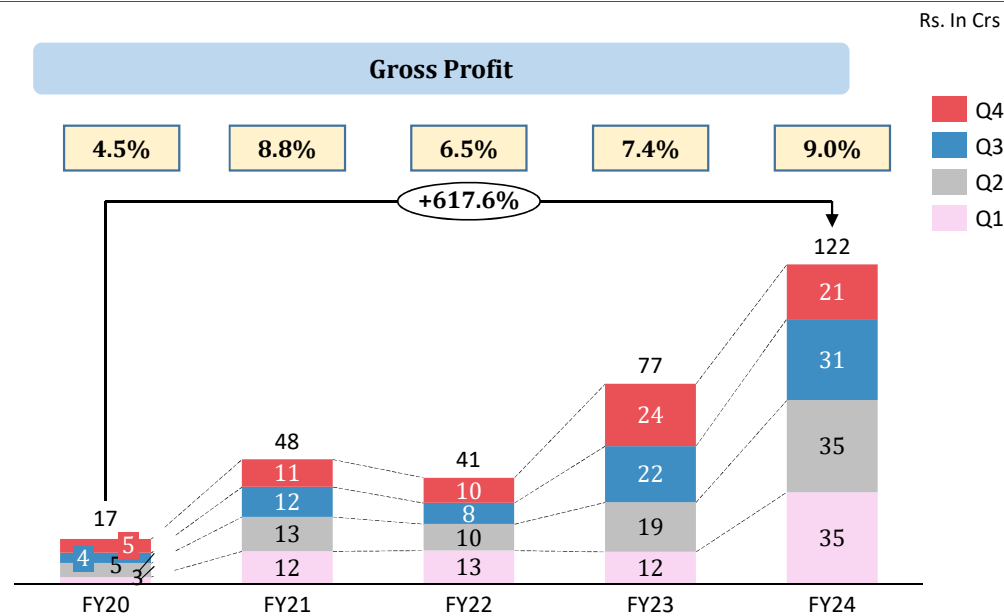
Revenue from Operations



Revenue

- ✓ FY24 revenue stood at ~Rs. 1,355 crs as compared to Rs. 385 crs, **growth of +252.0%** from FY20.

Gross Profit



Gross Profit

- ✓ FY24 gross profit **grew by +617.6%** to Rs. 122 crs as compared to Rs. 17 crs in FY20
- ✓ Gross margin for FY24 stood at **9.0%**.

Historical Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Revenue from Operations	1,354.8	1,036.9	623.0	540.0	384.0
Cost of Materials Consumed	1,232.8	960.4	582.5	492.5	366.9
Gross Profit	122.0	76.5	40.5	47.5	17.1
GP %	9.0%	7.4%	6.5%	8.8%	4.5%
Employee Benefits Expense	49.0	45.3	43.9	29.1	28.4
Other Expenses	88.5	78.0	53.7	40.9	45.4
EBITDA	(15.5)	(46.8)	(57.1)	(22.5)	(56.7)
EBITDA %	(1.1%)	(4.5%)	(9.2%)	(4.2%)	(14.8%)
Other Income [#]	81.3	26.5	20.1	11.6	4.5
Depreciation and Amortisation Expense	9.1	8.2	4.2	4.5	4.9
EBIT	56.7	(28.5)	(41.2)	(15.4)	(57.1)
Finance Costs	1.0	0.9	1.6	1.0	0.7
Exceptional Items	0.0	(8.0)	1,157.5	0.0	0.3
PBT	55.7	(37.4)	1,114.7	(16.4)	(57.5)
Tax Expense	(36.4)	(22.8)	244.4	0.7	(5.4)
PBT before Share of Associate	92.1	(14.6)	870.3	(17.1)	(52.1)
Share from Associate	(86.2)	(84.9)	(5.2)	0.0	0.0
Profit for the year	5.9	(99.5)	865.1	(17.1)	(52.1)
PAT %	0.4%	(9.6%)	138.9%	(3.2%)	(13.6%)
EPS	2.79	(22.70)	197.04	(3.27)	(12.20)

[#] Other Income includes financial service income

Historical Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20	Assets (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Equity Share Capital	31.8	31.8	31.8	31.8	31.8	Property, Plant and Equipment	71.6	68.1	57.2	57.3	60.2
Other Equity #	967.8	961.7	1,062.4	197.6	214.4	Capital Work-in-Progress	0.4	1.0	0.4	0.1	0.0
Total Equity	999.6	993.5	1,094.2	229.4	246.2	Intangibles Assets	0.1	0.1	0.1	0.4	0.7
Non-Financial Liabilities						Goodwill on Consolidation	36.1	36.1	36.1	52.7	52.7
(i) Borrowings	0.0	0.0	0.0	0.0	0.0	Tax Assets (Net)	1.9	4.4	2.3	2.2	1.9
(ii) Other Financial Liabilities	9.8	8.2	3.5	1.5	1.4	Deferred Tax Assets	0.4	1.8	0.0	0.0	0.0
Provisions	5.4	4.5	2.1	1.9	1.6	Investment Property	2.4	2.6	0.0	0.0	0.0
Tax Liabilities (Net)	2.6	24.1	17.9	0.0	0.1	Other Non-Current Assets	34.5	45.8	24.9	18.7	18.2
Deferred Tax Liabilities (Net)	67.6	92.5	113.7	0.1	0.0	Total Non-Current Assets	147.4	159.9	121.0	131.4	133.9
Total Non-Financial Liabilities	85.4	129.3	137.2	3.5	3.0	Inventories	115.8	180.8	113.6	77.2	77.1
Financial Liabilities						Financial Assets					
(i) Borrowings	0.0	0.0	0.0	9.8	5.0	(i) Investments	676.1	512.8	666.0	43.4	55.8
(ii) Lease Liabilities	3.9	9.3	1.9	2.7	2.8	(ii) Trade Receivable	42.6	35.1	21.2	13.6	15.0
(iii) Trade Payables	42.5	57.0	33.0	38.6	50.2	(iii) Cash and Cash Equivalents	33.6	31.7	13.0	12.0	17.5
Other Current Liabilities	18.2	16.7	11.5	8.6	8.2	(iv) Other Bank Balances	15.4	163.5	199.4	0.8	0.8
Total Financial Liabilities	64.6	83.0	46.4	59.7	66.2	(v) Loans	8.3	8.0	9.6	8.2	8.9
Total Equity & Liabilities	1,149.6	1,205.8	1,277.8	292.6	315.5	Other Current Assets	110.4	114.0	134.0	6.0	6.7
						Total Current Assets	1,002.2	1,045.9	1,156.8	161.2	181.6
						Total Assets	1,149.6	1,205.8	1,277.8	292.6	315.5

Other Equity includes non-controlling interest

Historical Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Cash Flow from Operating Activities					
Profit before Tax	(30.5)	(122.3)	1,109.5	(16.4)	(57.6)
Adjustment for Non-Operating Items	25.8	84.0	(1,151.0)	(3.2)	4.8
Operating Profit before Working Capital Changes	(4.7)	(38.3)	(41.5)	(19.6)	(52.8)
Changes in Working Capital	49.0	(77.7)	(52.7)	(9.9)	(38.5)
Cash Generated from Operations	44.3	(116.0)	(94.2)	(29.5)	(91.2)
Less: Direct Taxes paid	(6.1)	4.0	(112.9)	(1.0)	0.9
Net Cash from Operating Activities	38.2	(112.0)	(207.1)	(30.5)	(90.3)
Cash Flow from Investing Activities	(33.9)	132.5	219.5	21.4	(1.0)
Cash Flow from Financing Activities	(2.4)	(1.8)	(11.4)	3.7	102.5
Net increase/ (decrease) in Cash & Cash Equivalent	1.9	18.7	1.0	(5.4)	11.2
Cash & Cash Equivalents at the beginning of the year	31.7	13.0	12.0	17.5	6.3
Cash & Cash Equivalents at the end of the year	33.6	31.7	13.0	12.0	17.5

'Being Genuine' is Our Core Value

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**
GROUP
health & happiness

'Being Child' is Our Culture

**'BEING
CHILD'**
IS OUR CULTURE

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

 **SastaSundar**
GROUP
health & happiness



Company:

SastaSundar

SastaSundar Ventures Limited

CIN: L65993WB1989PLC047002

Mr. Pratap Singh – Company Secretary

Email Id : investors@sastasundar.com

www.sastasundarventures.com

Investor Relations Partner:



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Health & Happiness