

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 19-02-2025

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



SastaSundar
health & happiness

Investor's Update February 2025

“ **SastaSundar** operate digital platforms for **Pharmacy, Wellness and Diagnostics**, providing **Accessible, Affordable, Scalable** and **Sustainable** person-centric Health Care solutions. ”


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.



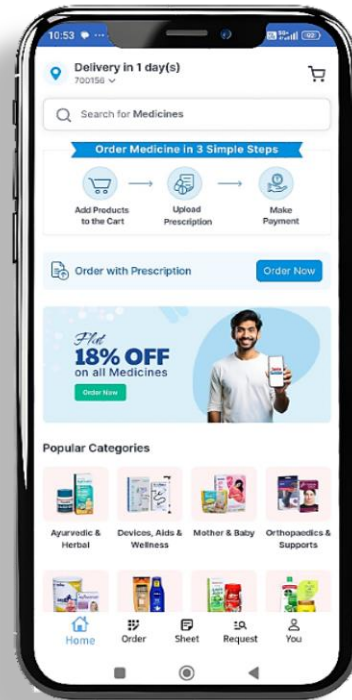
Shri Narendra Modi
Hon'ble Prime Minister of India

Our Operations

B2C - SastaSundar

Healthcare Digital Platform of :

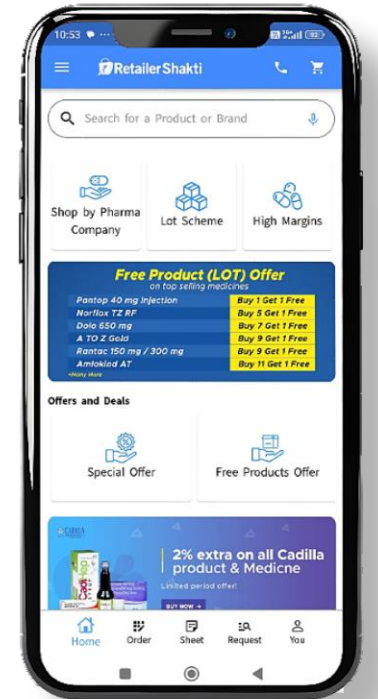
- ➔ Pharmacy
- ➔ Wellness
- &
- ➔ Diagnostic



B2B - RetailerShakti

Healthcare Digital Platform of :

- ➔ Pharmacy
- &
- ➔ Wellness



Q3 FY25 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY 24-25	9M FY 23-24	Y-o-Y
Revenue from Operations	279.8	366.8	(23.7%)	263.5	6.2%	806.2	1052.3	(23.4%)
Cost of Materials Consumed	263.0	335.7		246.4		752.1	951.1	
Gross Profit	16.8	31.1	(46.0%)	17.1	(1.8%)	54.1	101.2	(46.5%)
GP %	6.0%	8.5%		6.5%		6.7%	9.6%	
Employee Benefits Expense	11.2	12.3		11.6		33.5	37.1	
Other Expenses	30.7	23.1		20.3		70.4	64.8	
EBITDA	(25.2)	(4.3)		(14.8)		(49.8)	(0.6)	
EBITDA %	(9.0%)	(1.2%)		(5.6%)		(6.2%)	(0.1%)	
Other Income [#]	(10.4)	27.8		32.3		57.1	58.7	
Depreciation and Amortisation Expense	1.4	2.3		1.5		4.5	6.6	
EBIT	(37.0)	21.2		16.0		2.8	51.5	
Finance Costs	0.1	0.2		0.1		0.2	0.7	
Exceptional Items	(2.2)	0.0		(189.6)		(190.9)	0.0	
PBT	(39.3)	21.0		(173.7)		(188.3)	50.7	
Total Tax Expense/ (Income)	0.8	0.2		(22.9)		(47.9)	(12.4)	
Profit for the period/Year	(40.0)	20.8		(150.8)		(140.3)	63.1	
PAT %	(14.3%)	5.7%		(57.2%)		(17.4%)	6.0%	
Share of profit/(loss) from Associate	2.2	(23.4)		(4.0)		(10.8)	(73.5)	
Profit for the period/Year	(37.8)	(2.6)		(154.8)		(151.2)	(10.5)	

[#] Other Income includes financial service income

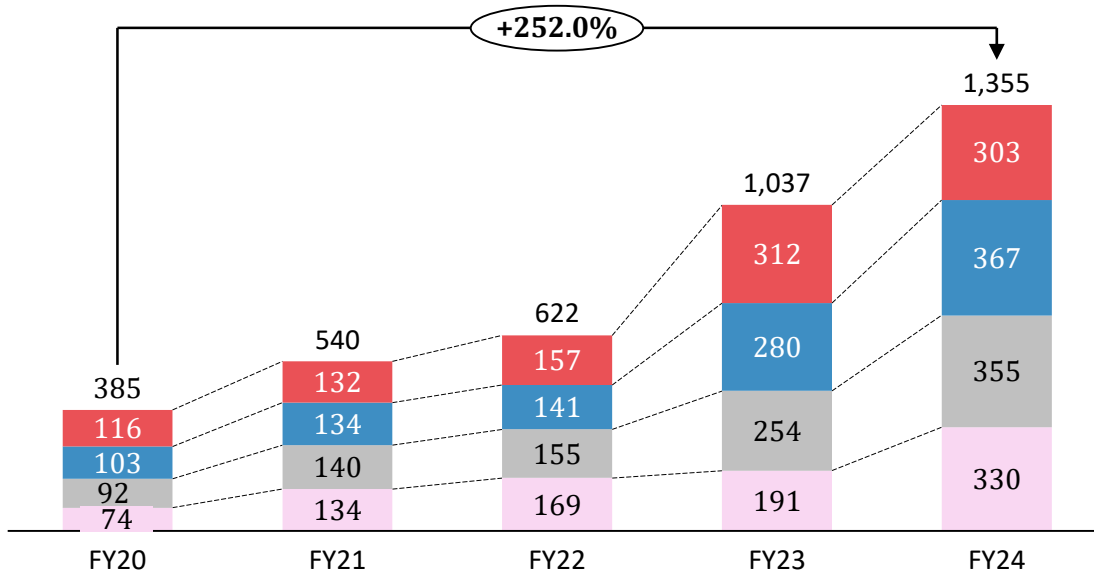
Breakup of Revenue (Vertical)

Particulars (Rs. Crs)	Q3 FY25	Q3 FY24	Q2 FY25	FY24	FY23
Supply chain					
SastaSundar	17.6	236.8	24.7	863.2	822.1
Retailer Shakti	261.5	129.4	238.0	488.6	211.5
Diagnostic	0.7	0.6	0.8	3.0	3.3
Healthcare Network	279.8	366.8	263.5	1,354.8	1,036.9
Financial Services	(10.4)	27.8	32.3	81.3	26.5
Total Revenue	269.4	394.6	295.8	1,436.1	1,063.4

Annual Financial Highlights

Rs. In Crs

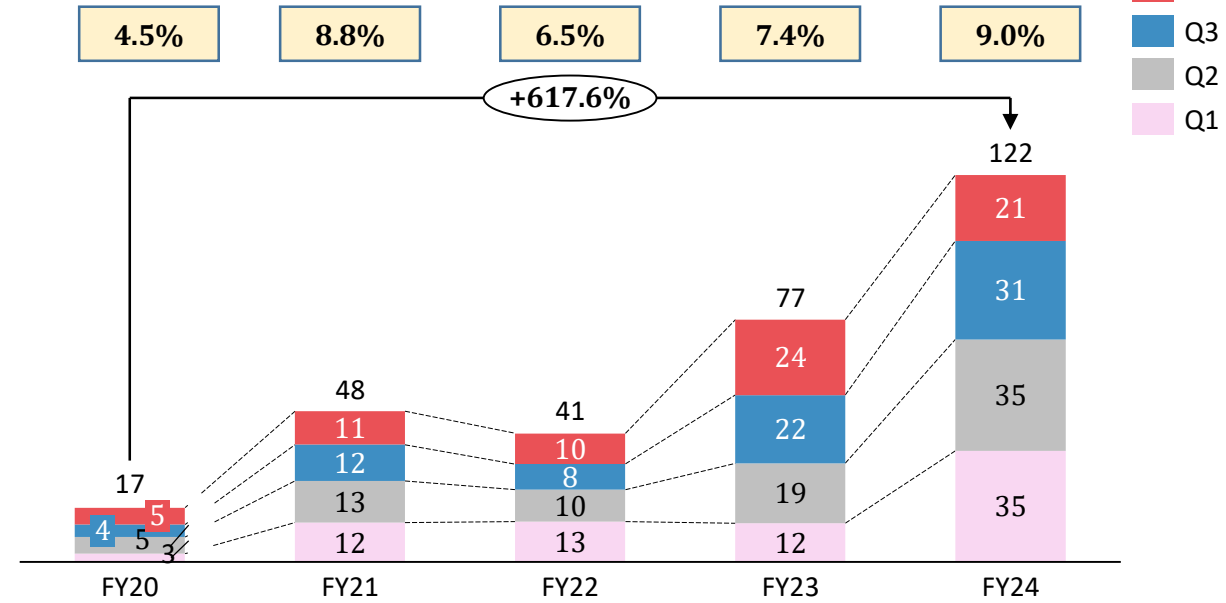
Revenue from Operations



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	(42.0)	(22.8)	244.4	0.7	(5.4)
PBT before Share of Associate	97.7	(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	11.5	(99.5)	865.1	(17.1)	(52.1)
PAT %	0.8%	(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 #	973.4	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	1005.2	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)	4.0	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)	0.0	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)	66.7	92.5	113.7	0.1	0.0	Total Non-Current Assets	149.5	159.9	121.0	131.4	133.9
Total Non-Financial Liabilities	81.9	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	1,151.7	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	1,151.7	1,205.8	1,277.8	292.6	315.5

Other Equity includes non-controlling interest

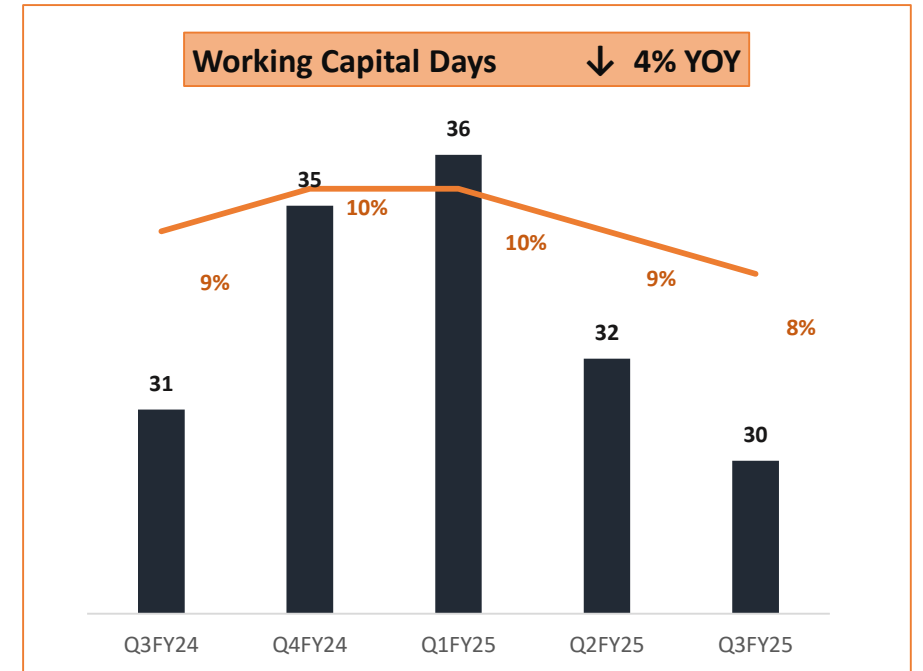
Historical Consolidated Cash Flow Statement

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

Most Capital Efficient Player in Industry

Working Capital (No of Days)	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Inventory	37	35	40	37	37
Receivable	12	13	16	14	12
Payable	17	13	21	19	19
Working Capital (No of Days)	31	35	36	32	30
Working Capital % of Revenue	9%	10%	10%	9%	8%
Working Capital ₹ cr	126	117	103	93	92

Strong Liquidity Position ₹ cr	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Liquid Assets (Bank Balance, Fixed Deposit, Investment in Mutual Funds etc)	493	522	563	585	615



Growth acting as Catalyst for reduction in Working Capital requirement

'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



**Thank
You**

Company:

SastaSundar

SastaSundar Ventures Limited

CIN: L65993WB1989PLC047002

Mr. Pratap Singh – Company Secretary

Email Id : investors@sastasundar.com

www.sastasundarventures.com

Investor Relations Partner:



orient capital

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