

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 16-11-2024

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



SastaSundar
health & happiness

Investor's Update November 2024

“ **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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Letter from the Founders

Dear Shareholders,

Warm greetings to you all,

We would like to extend our sincere gratitude for your unwavering support and trust in our journey together. Today, we are pleased to share an exciting update as we relaunch our B2C SastaSundar app, marking a new chapter for our company after the conclusion of our strategic partnership with Flipkart. Our time with Flipkart has been invaluable; it has deepened our understanding and helped us clarify what truly aligns with our vision.

This relaunch represents a renewed commitment to our core purpose of advancing accessible healthcare through digital transformation. With the updated app, we anticipate revitalizing our B2C segment, which had previously seen a phase of de-growth, and setting it firmly on a growth trajectory. In this presentation, we aim to share key strategic insights that are essential for you, our valued shareholders, to understand the path forward.

We recognize that SastaSundar remains in its initial stages as a startup. We are committed to building this company on a foundation of efficient capital utilization, streamlined cost structures, and a superior consumer experience. While innovation and growth drive us, we are equally committed to sustainability and purpose. Our journey is a step-by-step progression, and we are fully prepared to meet the challenges that come with pursuing ambitious goals. As shareholders, we encourage you to align your expectations with our strategic objectives and embrace the growth mindset that fuels our vision.

We do not yet have a quarterly story with immediate, tangible results. Our business needs a stable three-year horizon to translate our vision into impactful metrics. If your investment expectations are short-term, or if market volatility causes concern, then SastaSundar's long-term focus might not be the ideal fit for your portfolio.

Key Industry Trends Driving Our Strategy:

The following emerging trends inspire our optimism and commitment to building a sustainable healthcare business:

- 1. Favorable Country and Sector Tailwinds:** India's growth and economic shift offer promising opportunities.
- 2. Digital Shift in Consumer Preferences:** There is a growing trend towards digital solutions over traditional physical channels.
- 3. Increased Focus on Health and Wellness:** The government's Ayushman Bharat scheme is driving a strong demand for accessible healthcare across all demographics.

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Letter from the Founders

4. **Adoption of Generic Medicines:** Greater awareness, aided by programs like Janaushadhi Kendras, is fueling the shift to affordable generics over branded drugs.
5. **Financial Empowerment of Women:** Direct transfers to women's bank accounts are driving health-related spending in households.
6. **Potential of AI in Healthcare Transformation:** We see immense potential for AI to enhance healthcare delivery.
7. **Consolidation in the Distribution Space:** This is opening new avenues for streamlined, efficient services.
8. **Consumer Willingness to Pay for Convenience:** The rise of quick commerce has reshaped consumer behavior.
9. **Focus on Responsible Capital Usage:** Sustainable capital remains a priority for us, as it aligns with our long-term goals.

Challenges Ahead:

However, there are notable challenges that may impact our growth:

- **Evolving Regulatory Framework:** Both digital commerce and online pharmacy regulations are undergoing significant changes. We remain adaptive and prepared to align with new guidelines as they develop.
- **Shift to Growth-at-Any-Cost Models:** The resurgence of capital-intensive growth strategies without sustainability could slow our pace, as we prioritize sustainable development.

Our Outlook and Priorities:

1. **RetailerShakti** (our B2B platform) will continue to grow, and we expect to achieve profitable growth in this segment.
2. **SastaSundar B2C:** We are investing approximately ₹145 crore into this platform, aiming for profitability after a three-year investment cycle.
3. **Corporate Simplification:** Streamlining our corporate structure is a top priority, and we are actively working on it.
4. **Capital Sufficiency:** We are fully capitalized for the foreseeable future and have no plans to raise additional funds.


Thank you once again for your trust and commitment to our journey. We are confident that, together, we can realize our vision for SastaSundar, creating a future where accessible healthcare is a reality for all.

Thanks & Warm regards,

Yours Sincerely,

BL Mittal

Founder, SastaSundar



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

SastaSundar APP is back with health and happiness

We have launched our own **SastaSundar APP**

SastaSundar APP is a B2C digital platform for:

Pharmacy

Wellness

Diagnostic

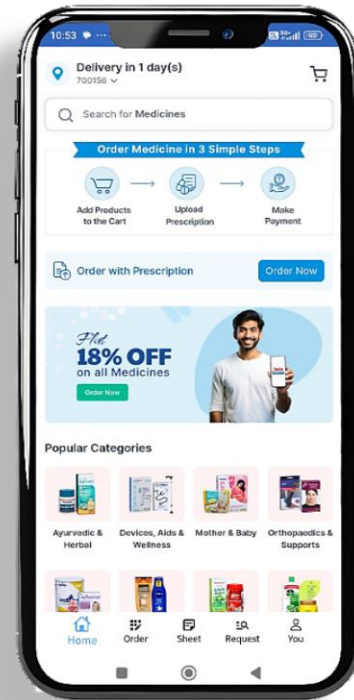
The name '**SastaSundar**' is derived from a popular Indian phrase in terms of consumer experience of **Savings** and **Quality**.

Our Operations

B2C - SastaSundar

Healthcare Digital Platform of :

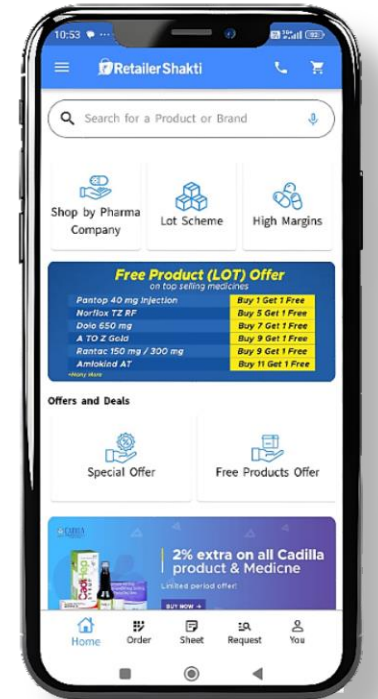
- ➔ Pharmacy
- ➔ Wellness
- &
- ➔ Diagnostic



B2B - RetailerShakti

Healthcare Digital Platform of :

- ➔ Pharmacy
- &
- ➔ Wellness



Q2 FY25 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY 24-25	H1 FY 23-24	Y-o-Y
Revenue from Operations	263.5	355.4	(25.9%)	262.9	0.2%	526.4	685.5	(23.2%)
Cost of Materials Consumed	246.4	320.3		242.7		489.1	615.4	
Gross Profit	17.1	35.1	(51.3%)	20.2	(15.3%)	37.3	70.1	(46.8%)
GP %	6.5%	9.9%		7.7%		7.1%	10.2%	
Employee Benefits Expense	11.6	12.9		10.6		22.2	24.8	
Other Expenses	20.3	21.9		19.4		39.6	41.7	
EBITDA	(14.8)	0.3		(9.8)		(24.5)	3.6	
EBITDA %	(5.6%)	0.1%		(3.7%)		(4.7%)	0.5%	
Other Income [#]	32.3	12.8		35.2		67.5	30.8	
Depreciation and Amortisation Expense	1.5	2.2		1.6		3.1	4.3	
EBIT	16.0	10.9		23.8		39.9	30.1	
Finance Costs	0.1	0.2		0.1		0.2	0.5	
Exceptional Items	(189.6)	-		1.0		(188.7)	-	
PBT	(173.7)	10.7		24.7		(149.0)	29.6	
Total Tax Expense/ (Income)	(22.9)	(5.7)		(25.8)		(48.7)	(12.5)	
Profit for the period/Year	(150.8)	16.4		50.5		(100.3)	42.1	
PAT %	(57.2%)	4.6%		19.2%		(19.1%)	6.1%	
Share of profit/(loss) from Associate	(4.0)	(25.3)		(9.0)		(13.0)	(50.1)	
Profit for the period/Year	(154.8)	(8.9)		41.5		(113.3)	(8.0)	

[#] Other Income includes financial service income

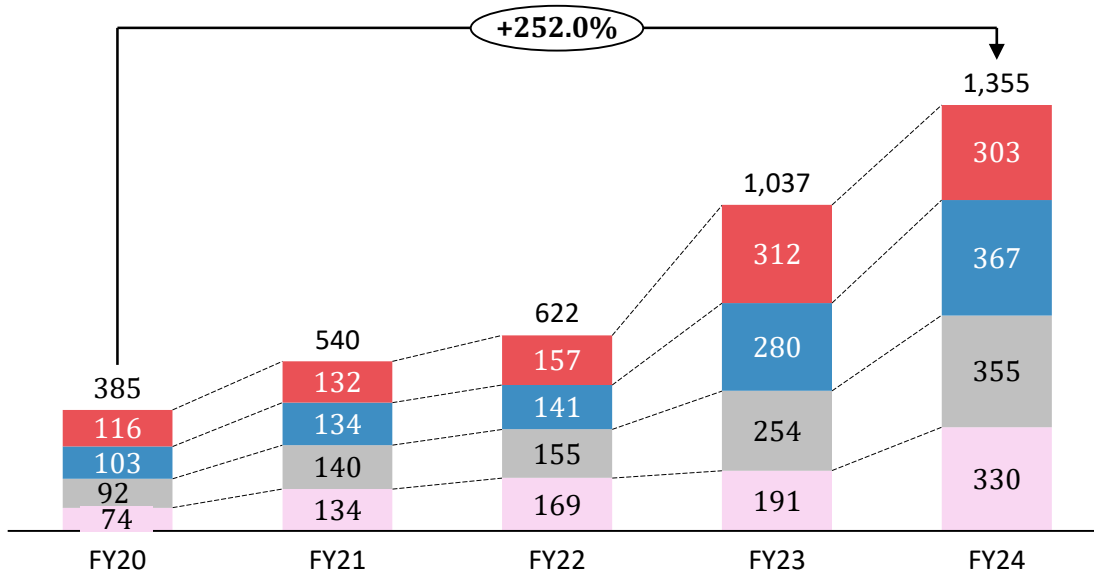
Breakup of Revenue (Vertical)

Particulars (Rs. Crs)	Q2 FY25	Q2 FY24	Q1 FY25	FY24	FY23
Supply chain					
HealthBuddy	24.7	251.6	74.2	863.2	822.1
Other Retailers	238.0	102.9	187.8	488.6	211.5
Diagnostic	0.8	0.9	0.9	3.0	3.3
Healthcare Network	263.5	355.4	262.9	1,354.8	1,036.9
Financial Services	32.3	12.8	35.2	81.3	26.5
Total Revenue	295.8	368.2	298.1	1,436.1	1,063.4

Annual Financial Highlights

Rs. In Crs

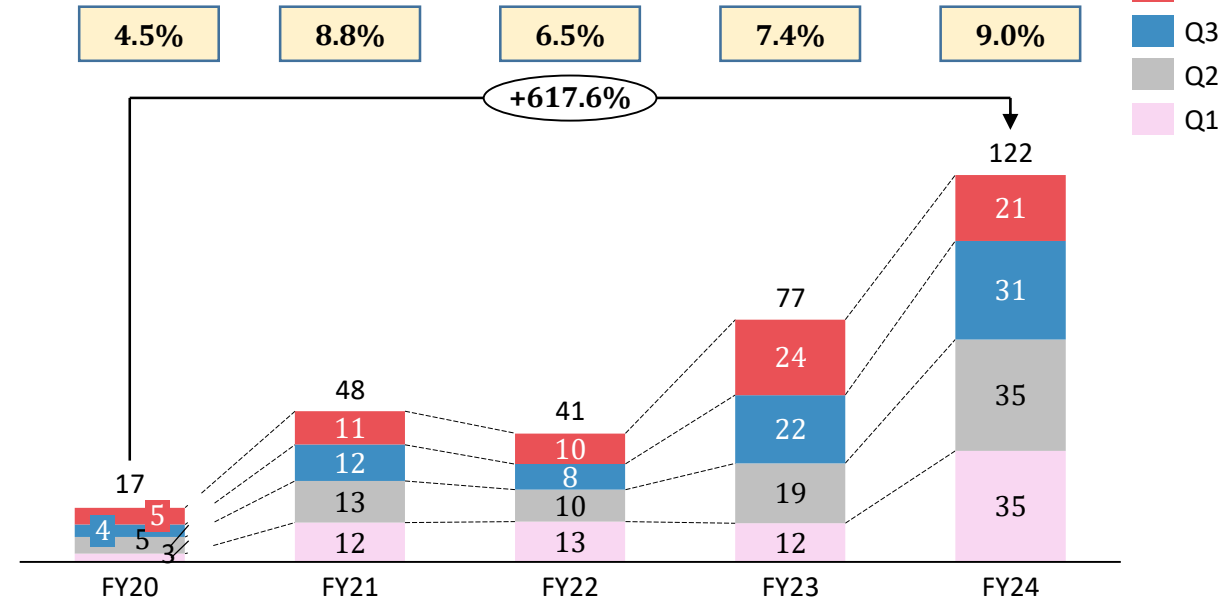
Revenue from Operations



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

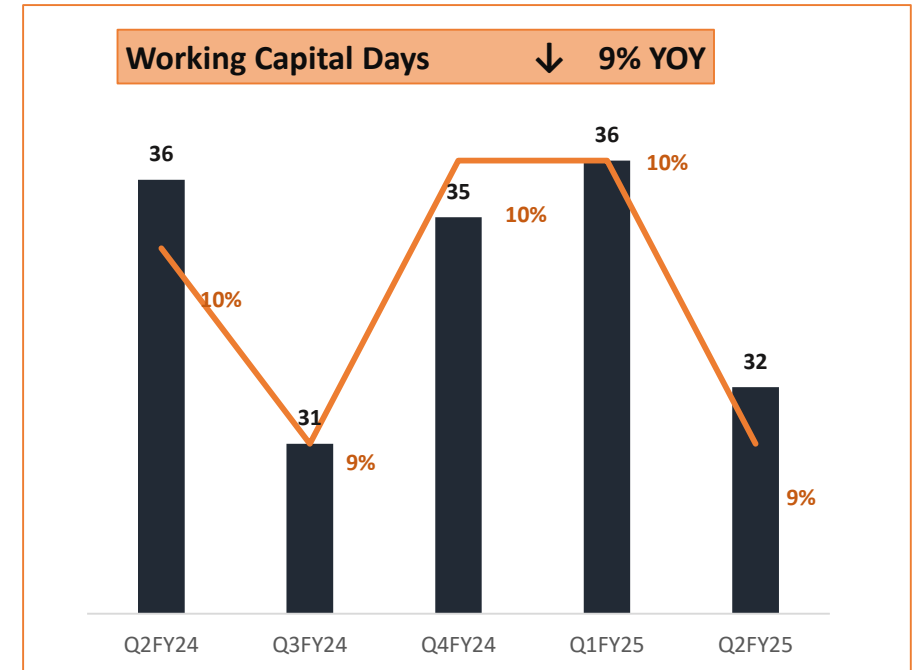
Historical Consolidated Cash Flow Statement

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)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Inventory	42	37	35	40	37
Receivable	10	12	13	16	14
Payable	17	17	13	21	19
Working Capital (No of Days)	36	31	35	36	32
Working Capital % of Revenue	10%	9%	10%	10%	9%
Working Capital ₹ cr	138	126	117	103	93

Strong Liquidity Position ₹ cr	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Liquid Assets (Bank Balance, Fixed Deposit, Investment in Mutual Funds etc)	469	493	522	563	585



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:



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