

**SASTASUNDAR VENTURES LIMITED**

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CIN: L65993WB1989PLC047002

Date: 14-02-2023

**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**  
**Company Secretary**

**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

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Dear Shareholders,

We are happy to report the performance for the quarter ended 31.12.2022

During the quarter, the revenue has grown by 98% YOY and in comparison to last quarter (QoQ) by 10%.

Our expansion plan is going on as per plans with 7 fulfilment centres (FC's) in operations. We are working to further open 13 new fulfilment centres.

Last financial year we had choice of raising capital and going alone or having strategic partnership and co-creating value by de-risking the business model. We selected the second option and now it is clear that our choice is right. It is now clear that it will be very challenging to raise capital and grow on the strength of capital.

We always built business on the core strength of “Efficiency” and never chase a model which runs on the strength of capital.

We are happy to inform you the developments on the below mentioned Key Points:

## **1. Leadership Team :**

We would like to inform you that Sachin Mittal, Anupam Dutta, Dinkar Bagaria, and Jyoti Kumar Saraf have joined as part of leadership team. The details about them are given in this presentation. We are expanding our Technology team and getting good lead as talented people are willing to be part of this growth journey

**Contd...**

## **2. Profitability :**

We are glad to inform that we are moving towards Cash positive business model (EBITDA+). Our operations in West Bengal are already generating positive cash and we hope to soon report the EBITDA + result at consolidated level (excluding loss arising out of consolidation of associate company).

## **3. Our Moat :**

We are building winning Moat with “Efficiency using Technology “and continue to build the most efficient model in terms of Customer Experience and Cost.

## **4. Simplification of Corporate structure :**

Our Board of Directors has constituted a committee for simplification of corporate structure and we are working with our Tax and Company law advisors. Our objective is to eliminate the holding CIC structure and directly list the business entities. We shall start implementation upon finalisation of the scheme and approval of the scheme by the Board of directors after evaluation of all the options.

**B. L. Mittal**  
**(Founder & Executive Chairman)**

**Ravi Kant Sharma**  
**(Founder & CEO)**  
Sastasundar Healthbuddy Limited

# Significant Play in Indian ePharma & Pharma eDistribution – High Growth Sectors



- 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

## *ePharma*

- Market size US\$345 mn in 2021 <sup>1</sup>
- To grow at CAGR of 22%

## *Indian Pharma Market (IPM)*

- Market size US\$ 24 bn <sup>2</sup>
- To grow at CAGR of 12%

## *Diagnostic*

- Market size estimated US\$ 13 bn in 2023 (US\$ 10 bn in FY 2021) <sup>3</sup>
- To grow at CAGR of 14%

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

# Digital Platform of Healthcare

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B2C Platform

Pharmacy and  
Wellness



B2B Platform

Pharmaceuticals  
& Other  
Healthcare  
Products



Diagnostic  
Services



## Strategic partnership built on strong capabilities

Flipkart 

75.10%  
stake

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

  
health & happiness

24.90%  
stake

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



- Managing 1800+ Pharma Companies products

**Moving towards one of the leading position in ePharma**

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

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- 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**

# 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).

In USA, 92% of the market is with 3 companies

**MCKESSON**

Market Cap \$54 bn

Revenue \$272 bn



Market Cap \$20 bn

Revenue \$181 bn

**AmerisourceBergen**

Market Cap \$33 bn

Revenue \$238 bn

**USA**

92% Market

Top 3  
Distributors

**Japan**

90% Market

Top 4  
Distributors

**Germany**

70% Market

Top 3  
Distributors

**Australia**

90% Market

Top 3  
Distributors

**Saudi Arabia**

85% Market

Top 10  
Distributors

*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*

**India**  
Highly  
fragmented  
~65k  
Distributors


**Sastasundar group is No 1 pharma distributor in West Bengal**

## Benefitting Pharma & FMCG Cos.

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- 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

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



# 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<sup>LR</sup>) – 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



# 35+

Sample Collection Centres across West Bengal

# 01

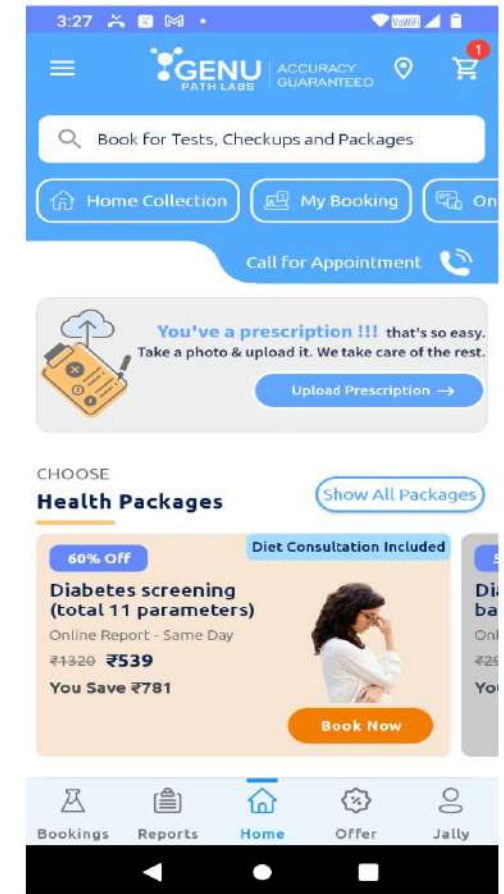
Central LAB at Newtown, Rajarhat, Kolkata

# 01

Satellite Lab at Balurghat, West Bengal

# 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

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- 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



# Leadership Team



B L Mittal

**Founder & Executive  
Chairman**

- FCA, FCS, FCM by education and is a seasoned entrepreneur with more than 25 years of experience and a social worker.
- Areas of work include digital platform of healthcare and financial services.



Ravi Kant Sharma

**Founder & CEO**

- FCA by education and is a seasoned entrepreneur with more than 20 years of experience in scaling businesses from scratch.
- Areas of work include digital platform of healthcare and financial services.



Sachin Mittal

**Chief Operating Officer-  
SastaSundar**

- MBA (XLRI). 10+ Years of experience.
- Past experience – Amazon, Novartis



Anupam Dutta

**Chief Operating Officer-  
Genu Path Labs**

- B.Com, 30+ Years of experience.
- Past experience - Metropolis Healthcare Ltd, Dr Lal Path Labs Ltd



Dinkar Bagaria

**Chief Financial Officer**

- CA, CS. 10+ Years of experience.
- Past experience - TIL Ltd., SPML Infra, McNally Bharat, Balasore Alloys.



Jyoti Kumar Saraf

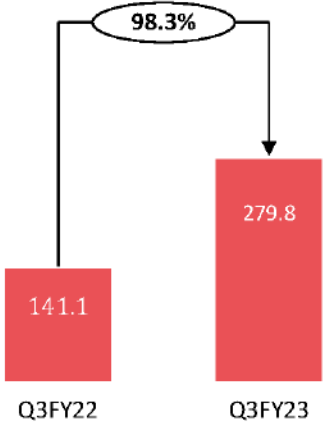
**Senior Vice President –  
Strategy & Control**

- CA, 25+ Years of experience.
- Past experience - Erevmax Technologies, Reliance Communications, Usha Martin, PwC.



# Q3FY23 Key Financial Highlights

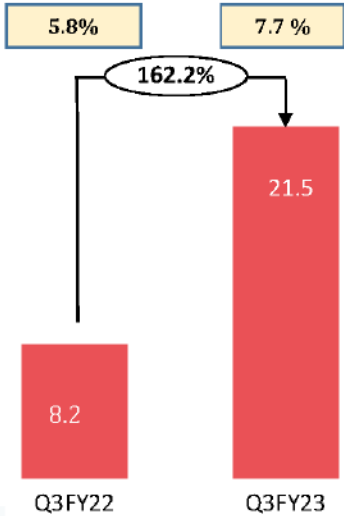
## Revenue from Operations



### Revenue

✓ Revenue for Q3FY23 stood at Rs. 279.8 crs as compared to Rs. 141.1 crs in Q3FY22, a **growth of 98.3%**

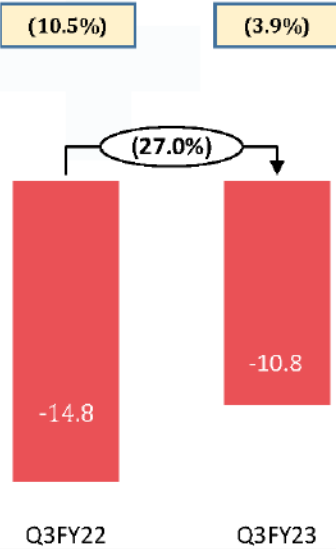
## Gross Profit



### Gross Profit

- ✓ Gross Profit for Q3FY23 stood at Rs21.5 crs.
- ✓ Gross Profit margins have increased during the year due to leveraging Flipkart's strength of large consumer base & digital technology and opening of new warehouses.

## EBITDA



### EBITDA

✓ EBITDA for Q3FY23 stood at Rs. -10.8 crs as compared to Rs. -14.8 crs in Q3FY22, a growth of (27.0%).

# Q3 FY23 Consolidated Profit & Loss Statement

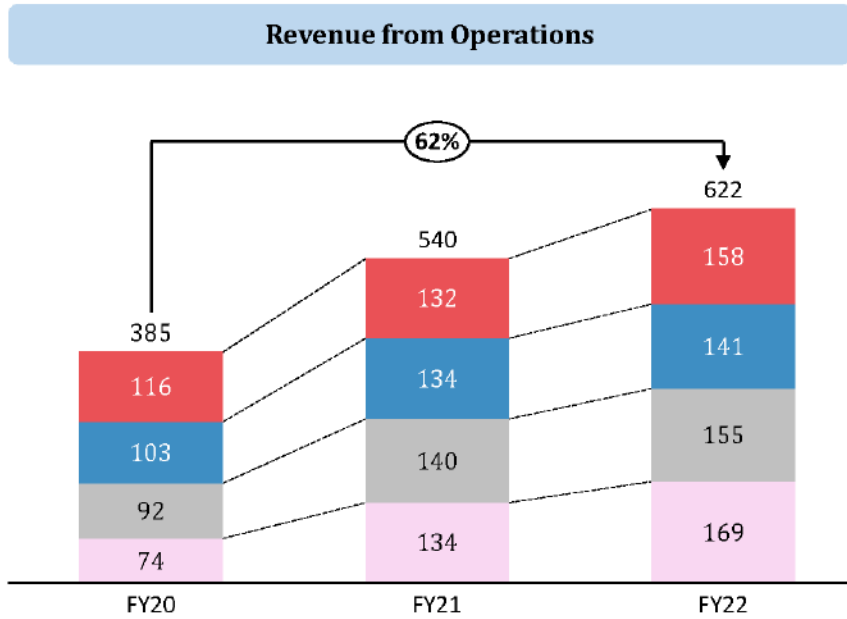


Particulars (Rs. Crs)	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q	9M FY23	9M FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>279.8</b>	<b>141.1</b>	<b>98.3%</b>	<b>253.9</b>	<b>10.2%</b>	<b>725.4</b>	<b>465.4</b>	<b>55.9%</b>
Cost of Materials Consumed	258.3	132.9		235.0		672.6	434.5	
<b>Gross Profit</b>	<b>21.5</b>	<b>8.2</b>	<b>162.2%</b>	<b>18.9</b>	<b>13.8%</b>	<b>52.8</b>	<b>30.9</b>	<b>70.9%</b>
<b>GP %</b>	<b>7.7%</b>	<b>5.8%</b>		<b>7.4%</b>		<b>7.3%</b>	<b>6.6%</b>	
Employee Benefits Expense	11.3	9.1		11.7		33.2	27.2	
Other Expenses	21.0	13.9		17.5		53.7	41.5	
<b>EBITDA</b>	<b>(10.8)</b>	<b>(14.8)</b>	<b>(27.0%)</b>	<b>(10.3)</b>	<b>4.9%</b>	<b>(34.1)</b>	<b>(37.8)</b>	<b>(9.8%)</b>
<b>EBITDA %</b>	<b>(3.9%)</b>	<b>(10.5%)</b>		<b>(4.1%)</b>		<b>(4.7%)</b>	<b>(8.1%)</b>	
Other Income <sup>#</sup>	4.8	4.1		9.7		16.2	16.8	
Depreciation and Amortisation Expense	2.4	1.1		1.8		5.4	3.1	
<b>EBIT</b>	<b>(8.4)</b>	<b>(11.8)</b>	<b>(28.8%)</b>	<b>(2.4)</b>	<b>250.0%</b>	<b>(23.3)</b>	<b>(24.1)</b>	<b>(3.7%)</b>
Finance Costs	0.3	0.5		0.3		0.6	1.5	
Share from Associates	(23.8)	0.0		(21.0)		(58.6)	0.0	
Exceptional Items	-	1,169.1		(7.9)		(7.9)	1,169.1	
<b>PBT</b>	<b>(32.5)</b>	<b>1,156.8</b>	<b>(102.8%)</b>	<b>(31.6)</b>	<b>2.8%</b>	<b>(90.4)</b>	<b>1143.5</b>	<b>(107.9%)</b>
Total Tax Expense	(0.1)	133.2		(23.6)		(24.8)	135.0	
<b>Profit for the period</b>	<b>(32.4)</b>	<b>1,023.6</b>	<b>(103.2%)</b>	<b>(8.0)</b>	<b>305.0%</b>	<b>(65.6)</b>	<b>1008.5</b>	<b>(106.5%)</b>
<b>PAT %</b>	<b>(11.6%)</b>	<b>725.4%</b>		<b>(3.2%)</b>		<b>(9.0%)</b>	<b>216.7%</b>	

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

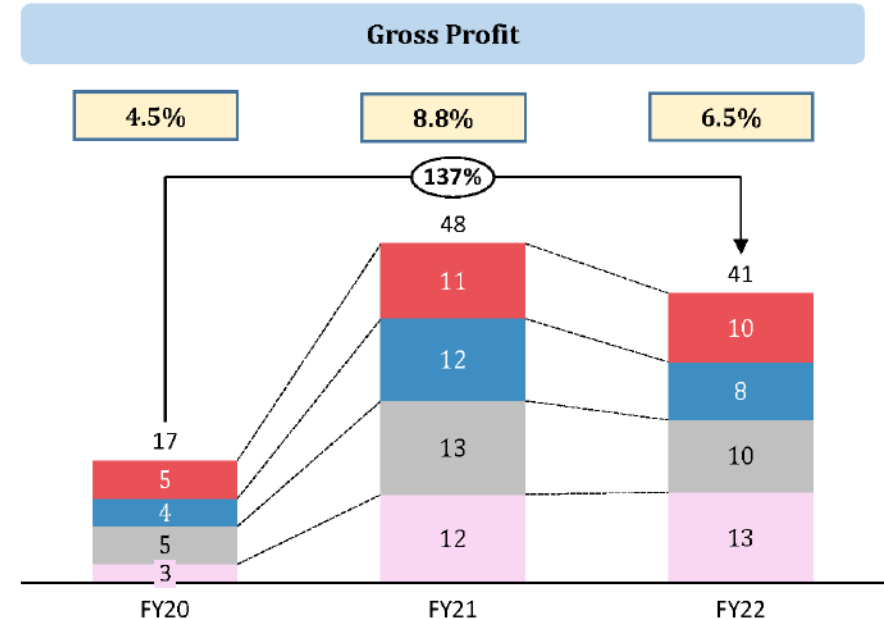
# Annual Financial Highlights

- 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

- ✓ 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)

# 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>

## '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**  
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## '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**

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