

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 01-02-2024

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

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)

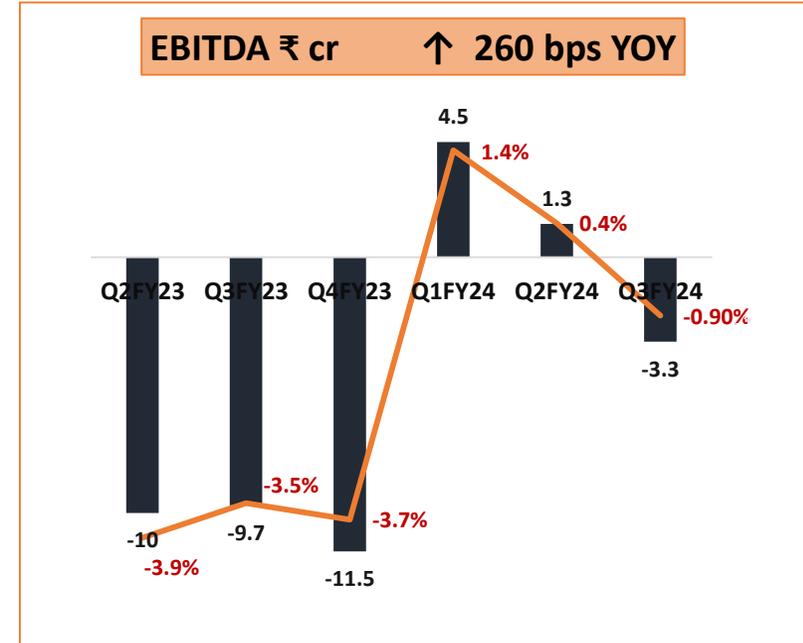
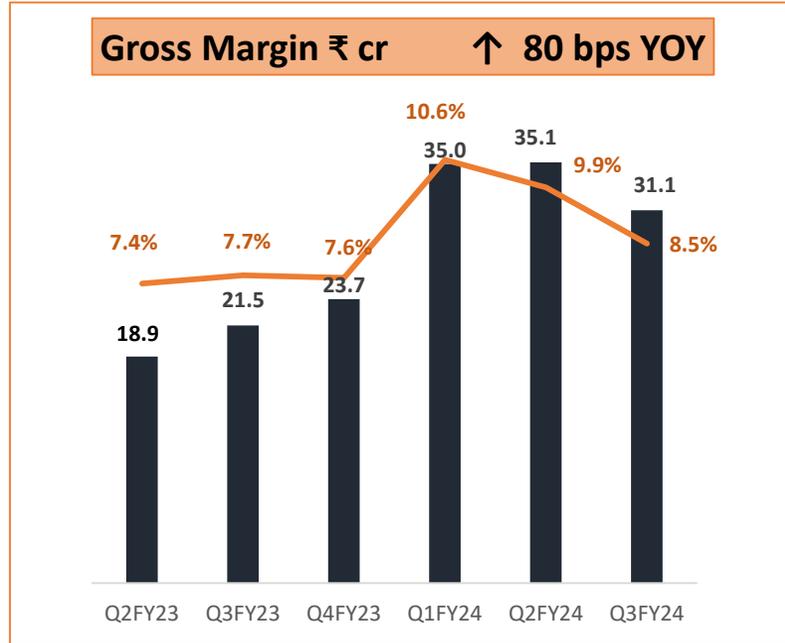
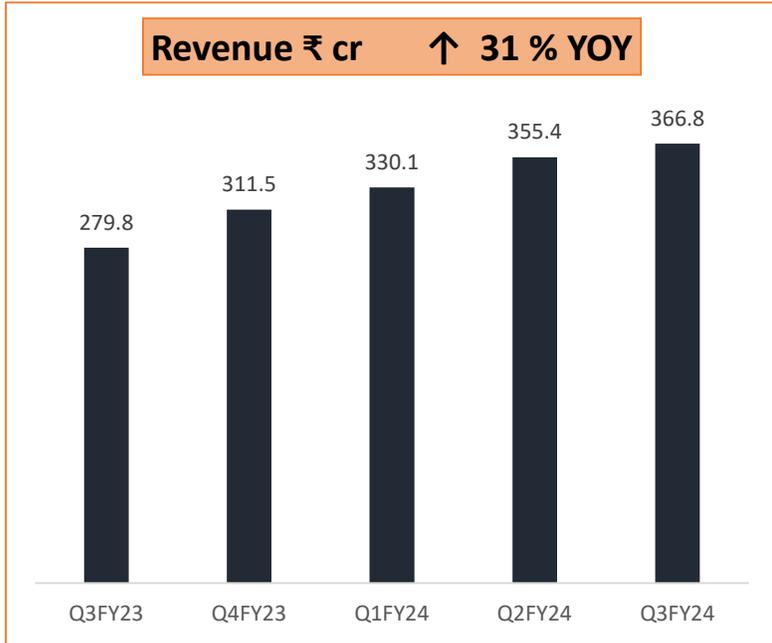
- *Market size US\$24 bn*²
- *To grow at CAGR of 12%*

Diagnostic

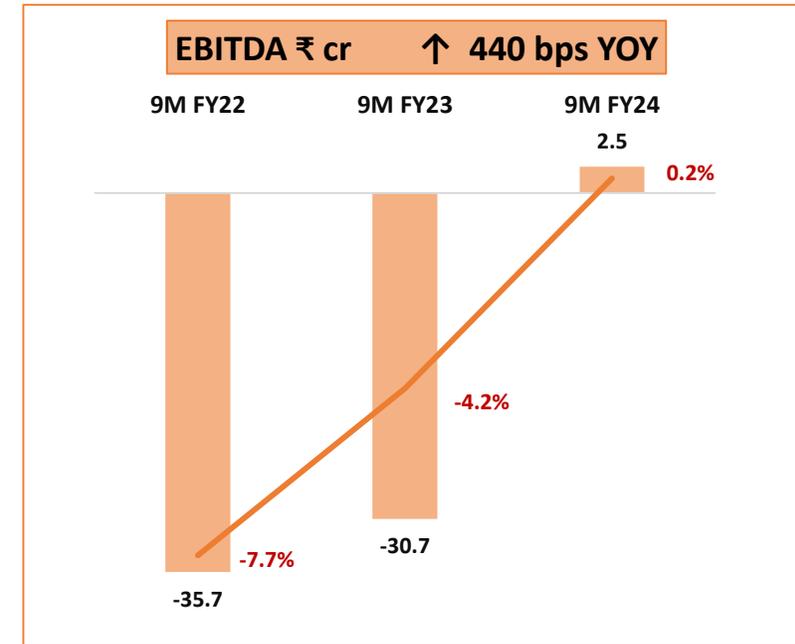
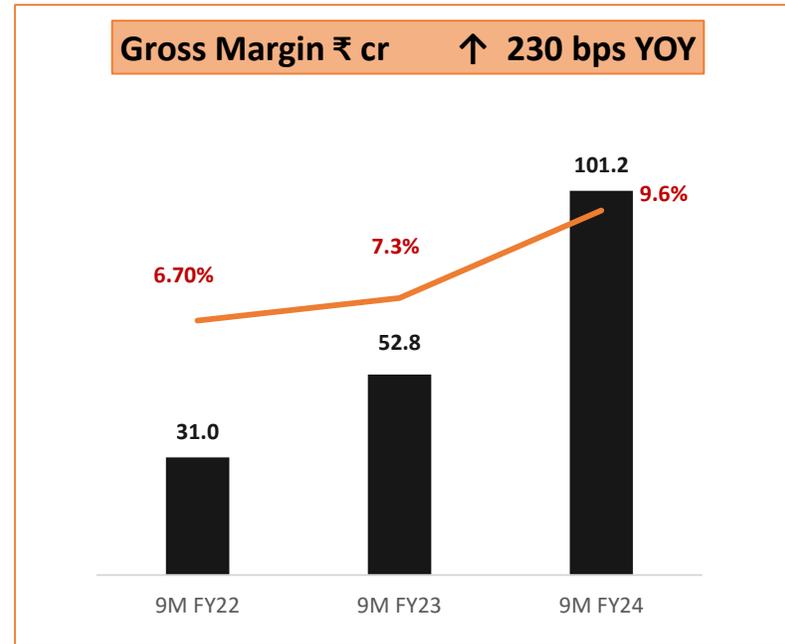
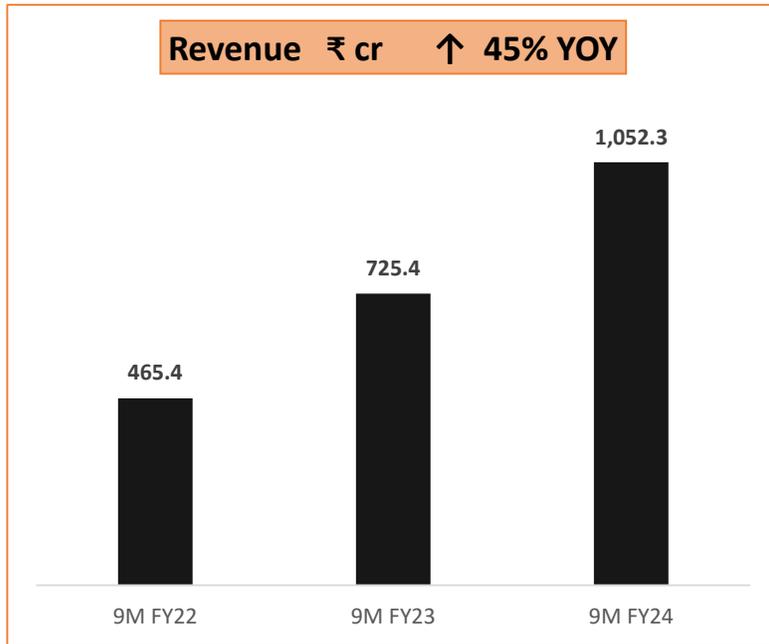
- *Market size estimated US\$ 13 bn in 2023*³
- *To grow at CAGR of 14%*

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

Q3 FY24 Key Financial Highlights – Healthcare Network



9M FY24 Key Financial Highlights – Healthcare Network

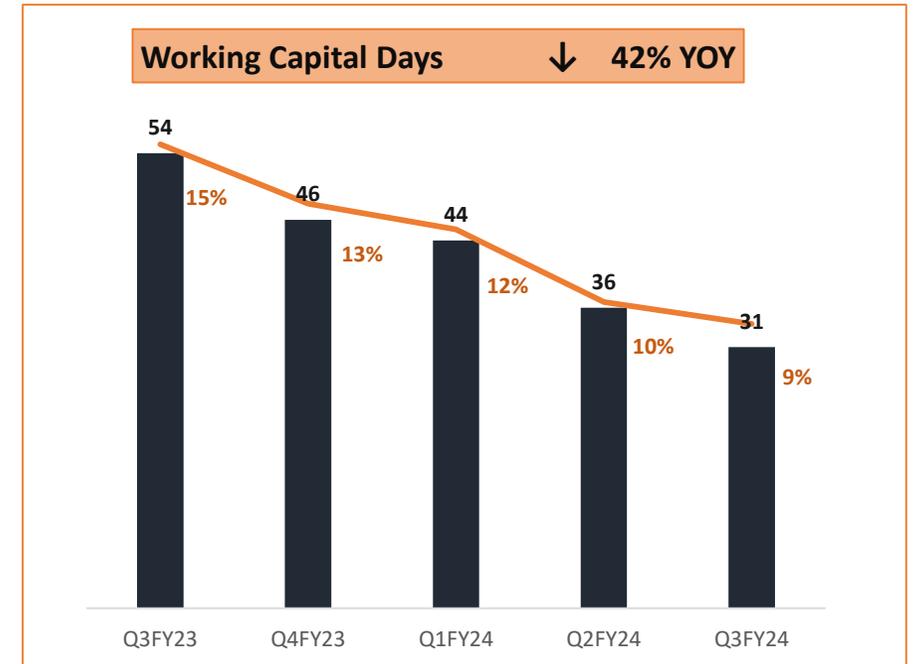


Chasing Growth with focus on improvement in Gross Margin and EBITDA

Most Capital Efficient Player in Industry

Working Capital (No of Days)	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24
Inventory	61	52	43	42	37
Receivable	13	10	12	10	12
Payable	19	16	12	17	17
Working Capital (No of Days)	54	46	44	36	31
Working Capital % of Revenue	15%	13%	12%	10%	9%
Working Capital ₹ cr	164	160	158	138	126

Strong Liquidity Position ₹ cr	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24
Liquid Assets (Bank Balance, Fixed Deposit, Investment in Mutual Funds etc)	397	410	455	469	493



Growth acting as Catalyst for reduction in Working Capital requirement

Pillars of Growth



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)

 **SastaSundar**
GROUP
health & happiness

24.90%
stake

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



- Managing 1800+ Pharma Companies products

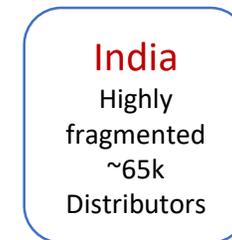
Moving towards one of the leading position in ePharma

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

- 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



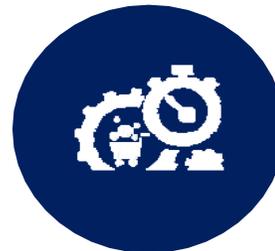
Widest Availability and Fulfilment of Products (65000+ Products)



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



25+

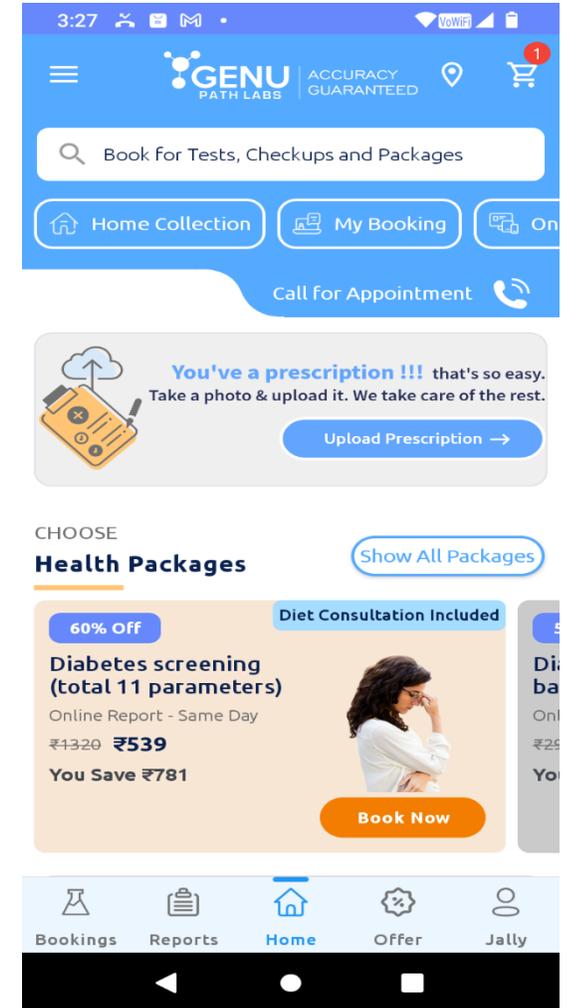
Sample Collection Centres across West Bengal

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

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

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 superannuated from IBM in December 2021 where she had worked for more than twenty years and managed diverse set of roles from Consulting to Complex Accounts management to SAP Capacity leader. Her experience ranges across industries like Steel, Automotive, Garments, Mining, CPG, Oil & Gas, Shipping, Retail and diverse technology platforms.
 - Prior to IBM she had worked with Tata Motors-Jamshedpur for 14.5 years and had lead Core Engineering functions like Technical Services, MRP for Production Planning and Control division and helped to setup Technical Services at the new manufacturing plant in Tata Motors-Lucknow.
- Post superannuation she is 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

Q3 FY24 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	366.8	279.8	31.1%	355.4	3.2%	1052.3	725.4	45.1%
Cost of Materials Consumed	335.7	258.3		320.3		951.1	672.6	
Gross Profit	31.1	21.5	44.7%	35.1	(11.4%)	101.2	52.8	91.7%
GP %	8.5%	7.7%		9.9%		9.6%	7.3%	
Employee Benefits Expense	12.3	11.3		12.9		37.1	33.2	
Other Expenses	23.1	21.0		21.9		64.8	53.7	
EBITDA	(4.3)	(10.8)		0.3		(0.7)	(34.1)	
EBITDA %	(1.2%)	(3.9%)		0.1%		(0.1%)	(4.7%)	
Other Income [#]	27.8	4.8		12.8		58.7	16.2	
Depreciation and Amortisation Expense	2.3	2.4		2.2		6.6	5.4	
EBIT	21.2	(8.4)		10.9		51.4	(23.3)	
Finance Costs	0.2	0.3		0.2		0.7	0.6	
Exceptional Items	0.0	0.0		0.0		0.0	(7.9)	
PBT	21.0	(8.7)		10.7		50.7	(31.8)	
Total Tax Expense	(0.8)	(6.1)		(2.2)		(7.1)	(38.9)	
Profit for the year	20.2	(2.6)		13.1		57.8	7.1	
PAT %	5.5%	(0.9%)		3.7%		5.5%	1.0%	
Share from Associate	(23.4)	(23.8)		(25.3)		(73.5)	(58.6)	
Profit for the period	(3.2)	(26.4)		(12.2)		(15.7)	(51.5)	

[#] Other Income includes financial service income

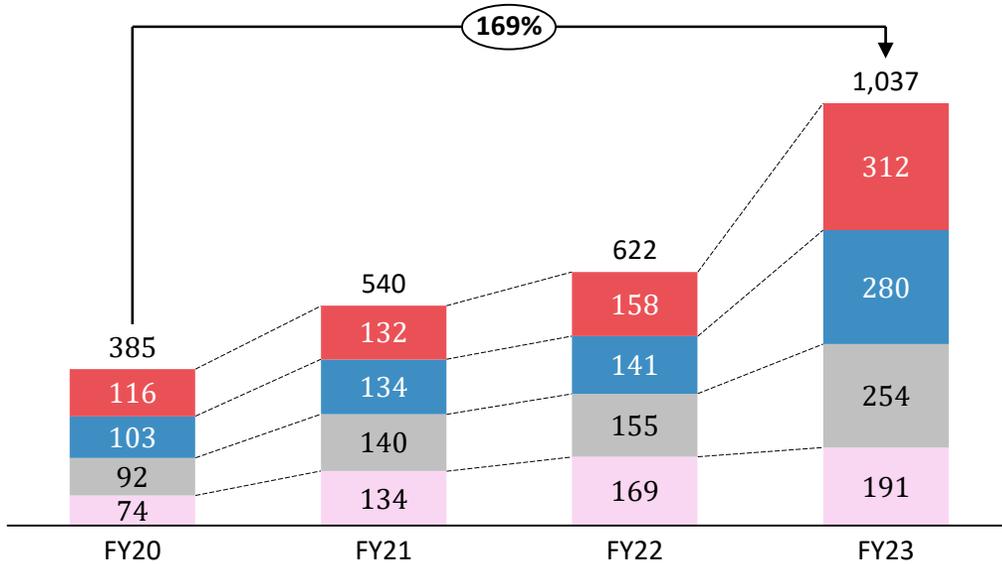
Breakup of Revenue (Business vertical wise)

Particulars (Rs. Crs)	Q3 FY24	Q3 FY23	Q2 FY24	FY23
Supply chain				
HealthBuddy	236.7	226.6	246.9	822.1
Other Retailers	129.5	52.4	107.6	211.5
Diagnostic	0.6	0.8	0.9	3.3
Healthcare Network	366.8	279.8	355.4	1,036.9
Financial Services	27.8	4.8	12.8	26.5
Total Revenue	394.6	284.6	368.2	1,063.4

Annual Financial Highlights

Rs. In Crs

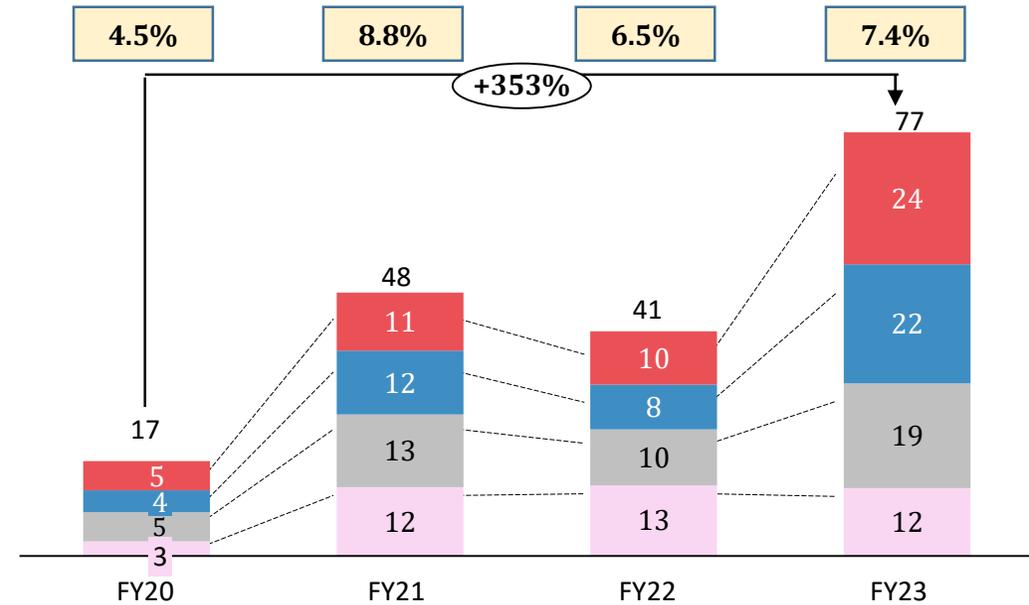
Revenue from Operations



Revenue

- ✓ FY23 revenue stood at Rs. 1,037 crs as compared to Rs. 385 crs, **growth of +169%** from FY20.

Gross Profit



Gross Profit

- ✓ FY23 gross profit **grew by +353 %** to Rs. 77 crs as compared to Rs. 17 crs in FY20
- ✓ Gross margin for FY23 stood at **7.4%**.

Historical Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Revenue from Operations	1,036.9	623.0	540.0	384.0	215.6
Cost of Materials Consumed	960.4	582.5	492.5	366.9	199.5
Gross Profit	76.5	40.5	47.5	17.1	16.1
GP %	7.4%	6.5%	8.8%	4.5%	7.5%
Employee Benefits Expense	45.3	43.9	29.1	28.4	23.4
Other Expenses	78.0	53.7	40.9	45.4	33.1
EBITDA	(46.8)	(57.1)	(22.5)	(56.7)	(40.4)
EBITDA %	(4.5%)	(9.2%)	(4.2%)	(14.8%)	(18.7%)
Other Income [#]	26.5	20.1	11.6	4.5	6.6
Depreciation and Amortisation Expense	8.2	4.2	4.5	4.9	6.0
EBIT	(28.5)	(41.2)	(15.4)	(57.1)	(39.8)
Finance Costs	0.9	1.6	1.0	0.7	2.0
Exceptional Items	(8.0)	1,157.5	0.0	0.3	0.0
PBT	(37.4)	1,114.7	(16.4)	(57.5)	(41.8)
Tax Expense	(22.8)	244.4	0.7	(5.4)	1.1
PBT before Share of Associate	(14.6)	870.3	(17.1)	(52.1)	(42.9)
Share from Associate	(84.9)	(5.2)	0.0	0.0	0.0
Profit for the year	(99.5)	865.1	(17.1)	(52.1)	(42.9)
PAT %	(9.6%)	138.9%	(3.2%)	(13.6%)	(19.9%)
EPS	(22.70)	197.04	(3.27)	(12.20)	(11.81)

[#] Other Income includes financial service income

Historical Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19	Assets (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	31.8	31.8	31.8	31.8	31.8	Property, Plant and Equipment	68.1	57.2	57.3	60.2	62.7
Other Equity #	961.7	1,062.4	197.6	214.4	168.6	Capital Work-in-Progress	1.0	0.4	0.1	0.0	0.8
Total Equity	993.5	1,094.2	229.4	246.2	200.4	Intangibles Assets	0.1	0.1	0.4	0.7	1.0
Non-Financial Liabilities						Goodwill on Consolidation	36.1	36.1	52.7	52.7	52.7
(i) Borrowings	0.0	0.0	0.0	0.0	0.0	Tax Assets (Net)	4.4	2.3	2.2	1.9	2.7
(ii) Other Financial Liabilities	8.2	3.5	1.5	1.4	0.9	Deferred Tax Assets	1.8	0.0	0.0	0.0	0.0
Provisions	4.5	2.1	1.9	1.6	0.9	Investment Property	2.6	0.0	0.0	0.0	0.0
Tax Liabilities (Net)	24.1	17.9	0.0	0.1	5.5	Other Non-Current Assets	45.8	24.9	18.7	18.2	11.9
Deferred Tax Liabilities (Net)	92.5	113.7	0.1	0.0	5.5	Total Non-Current Assets	159.9	121.0	131.4	133.9	131.8
Total Non-Financial Liabilities	129.3	137.2	3.5	3.0	7.3	Inventories	180.8	113.6	77.2	77.1	32.6
Financial Liabilities						Financial Assets					
(i) Borrowings	0.0	0.0	9.8	5.0	0.0	(i) Investments	512.8	666.0	43.4	55.8	35.9
(ii) Lease Liabilities	9.3	1.9	2.7	2.8	2.3	(ii) Trade Receivable	35.1	21.2	13.6	15.0	7.9
(iii) Trade Payables	57.0	33.0	38.6	50.2	14.3	(iii) Cash and Cash Equivalents	31.7	13.0	12.0	17.5	6.3
Other Current Liabilities	16.7	11.5	8.6	8.2	6.2	(iv) Other Bank Balances	163.5	199.4	0.8	0.8	0.3
Total Financial Liabilities	83.0	46.4	59.7	66.2	22.8	(v) Loans	8.0	9.6	8.2	8.9	11.6
Total Equity & Liabilities	1,205.8	1,277.8	292.6	315.5	230.5	Other Current Assets	114.0	134.0	6.0	6.7	4.1
						Total Current Assets	1,045.9	1,156.8	161.2	181.6	98.7
						Total Assets	1,205.8	1,277.8	292.6	315.5	230.5

Other Equity includes non-controlling interest

Historical Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Cash Flow from Operating Activities					
Profit before Tax	(122.3)	1,109.5	(16.4)	(57.6)	(41.8)
Adjustment for Non-Operating Items	84.0	(1,151.0)	(3.2)	4.8	7.8
Operating Profit before Working Capital Changes	(38.3)	(41.5)	(19.6)	(52.8)	(34.0)
Changes in Working Capital	(70.2)	(52.7)	(9.9)	(38.5)	4.4
Cash Generated from Operations	(108.5)	(94.2)	(29.5)	(91.2)	(29.6)
Less: Direct Taxes paid	4.0	(112.9)	(1.0)	0.9	(0.4)
Net Cash from Operating Activities	(104.5)	(207.1)	(30.5)	(90.3)	(30.0)
Cash Flow from Investing Activities	124.1	219.5	21.4	(1.0)	(2.2)
Cash Flow from Financing Activities	(0.9)	(11.4)	3.7	102.5	26.3
Net increase/ (decrease) in Cash & Cash Equivalent	18.7	1.0	(5.4)	11.2	(5.9)
Cash & Cash Equivalents at the beginning of the period	13.0	12.0	17.5	6.3	12.2
Cash & Cash Equivalents at the end of the period	31.7	13.0	12.0	17.5	6.3

'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

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