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SANDHAR TECHNOLOGIES LIMITED
INVESTORS' PRESENTATION
Quarter I FY 20-21 Performance

Sandhar Components, Hosur
Commencement from – FY'19





Incorporated in 1987 by a first generation entrepreneur, supported by a qualified management team



Customer-centric component supplier, largely focused on vehicular safety and security systems with a pan-India presence and growing international footprint



80+ Indian and global automotive OEM customers with leading names like Honda, TVS, Tata Motors, Hero – shares relationship with Hero for 30+ years



20+ product categories catering to various industry segments with leadership position in core products and focus on increasing customer spend per vehicle; Among largest supplier of Locks, Mirrors and OHV cabins in India and Al. spools in Europe



40 manufacturing facilities in India including JVs and subsidiaries, 2 in Spain, 1 in Mexico



Scalable business model with high technological capabilities through in-house R&D, global tie-ups and acquisitions

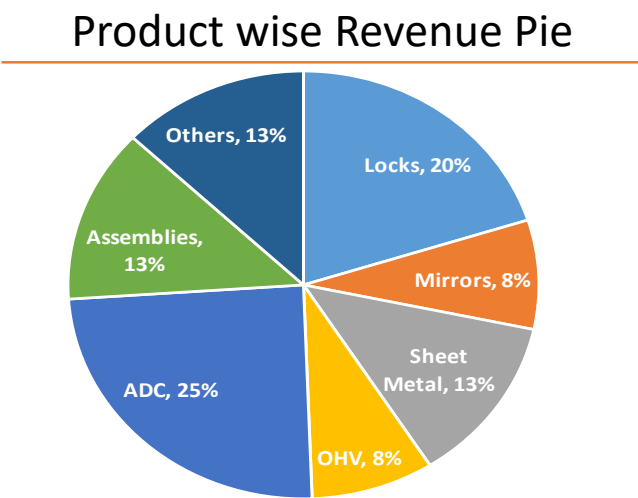
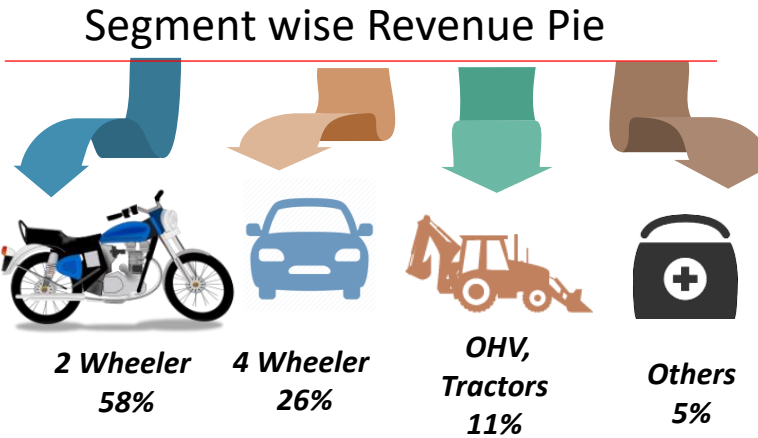
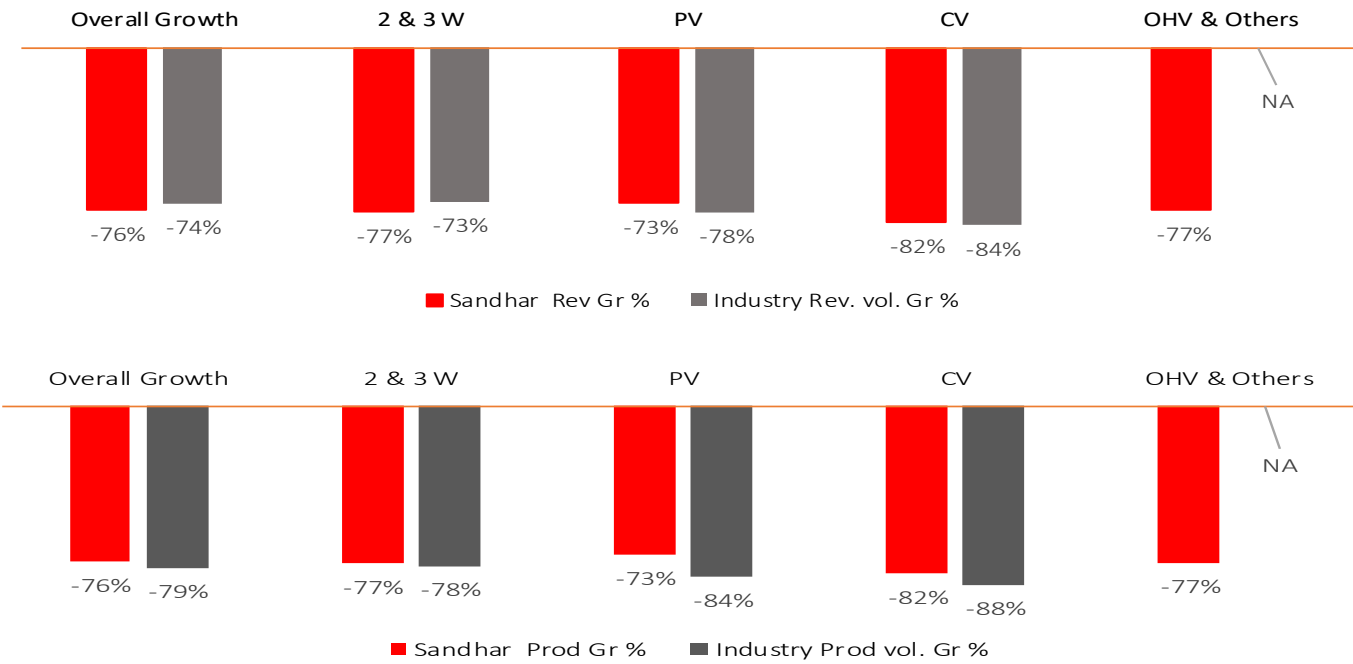


FY 20 consolidated revenue of INR 1953 Crs, EBITDA of INR 206.42 Crs and PAT of INR 57 Crs - India business drives most of it



Backed by two PE investors in last 12 years – Actis Group in FY06 and GTI Capital in FY12 and got listed in 2018

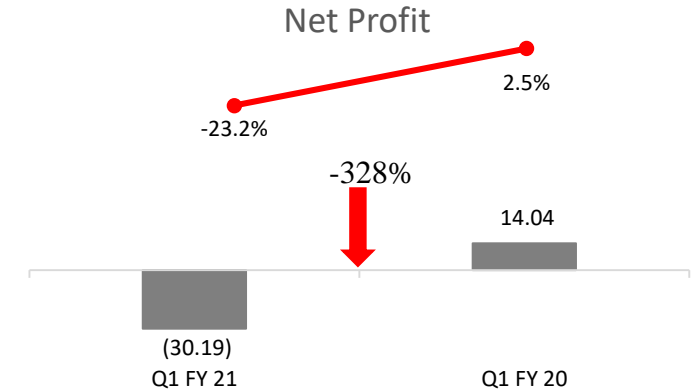
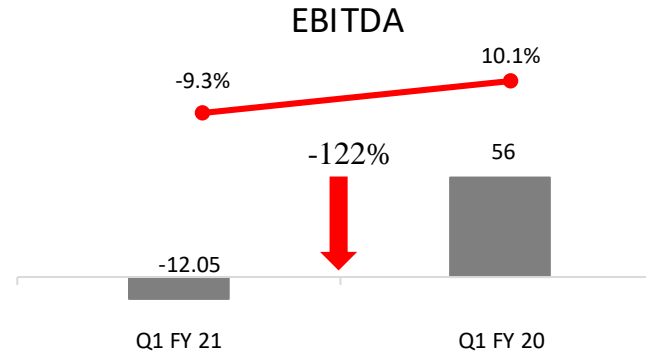
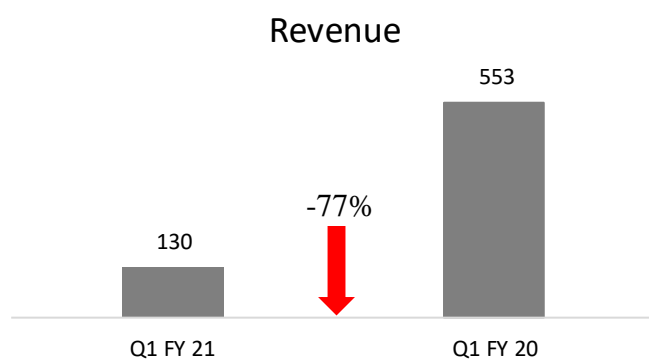
Sandhar Vs. Industry



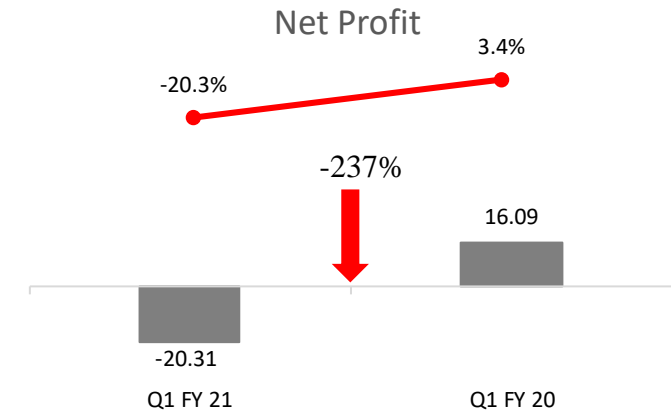
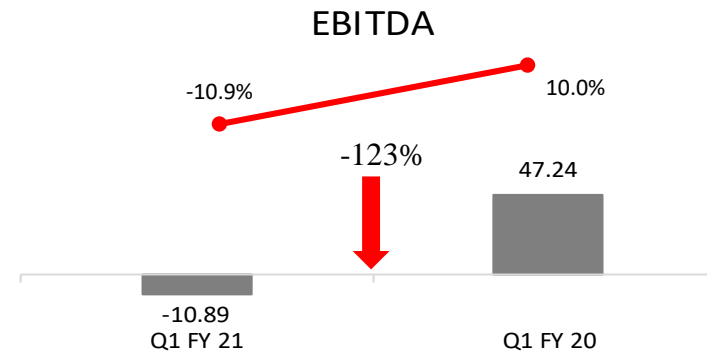
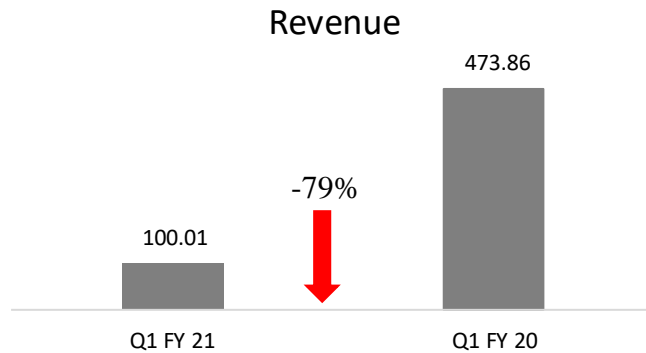
| Customer | OEM Gr % | STL Gr % | Pie |
|----------|----------|----------|-----|
| | -69% | -75% | 28% |
| | -77% | -78% | 23% |
| | NA | -63% | 7% |
| | NA | -79% | 5% |
| | NA | -52% | 5% |
| | NA | -71% | 5% |
| | -69% | -79% | 4% |
| | -95% | -96% | 1% |
| | NA | -94% | 1% |
| | -89% | -84% | 1% |
| | -81% | -98% | 0% |

Q1 FY 20-21 (YoY) Financial Performance (INR Crs)

Consolidated



Standalone

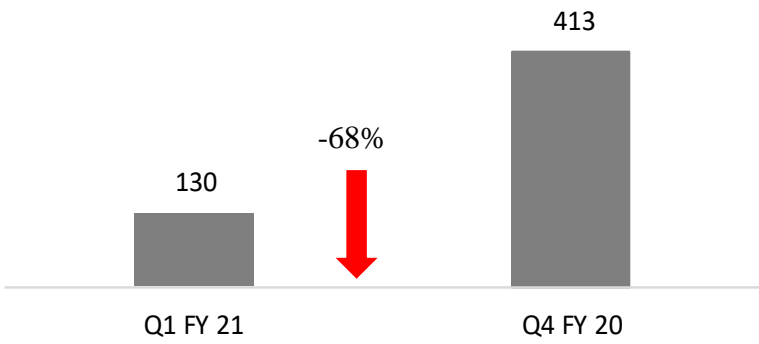


- Consolidated Revenue declined is in line with 2W, 4W and OHV production decline due to lock down.
- EBITDA declined due to fixed expenses of Rs 21Cr in first two months and loss of Revenue.
- Net Profit declined majorly on account of depreciation of Rs.15 Crs in first two months along with major loss in revenue.

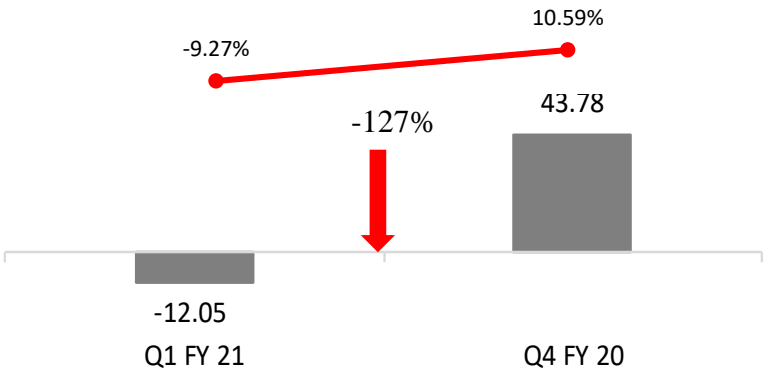
Q1 FY 20-21 (QoQ) Financial Performance (INR Crs)

Consolidated

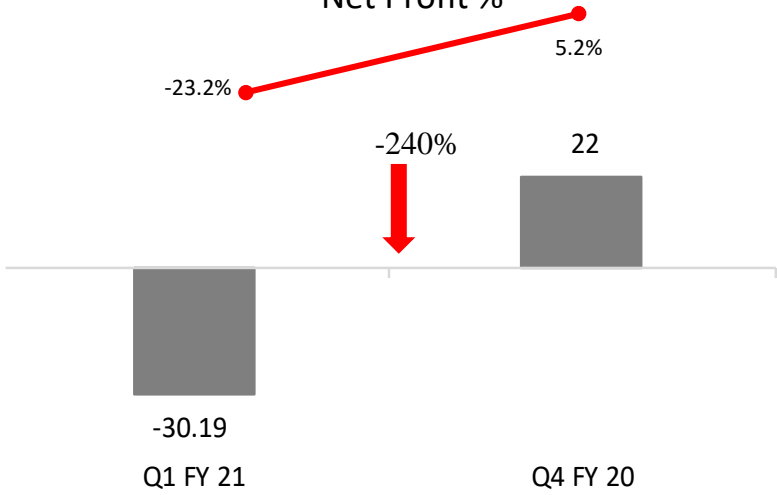
Revenue



EBITDA

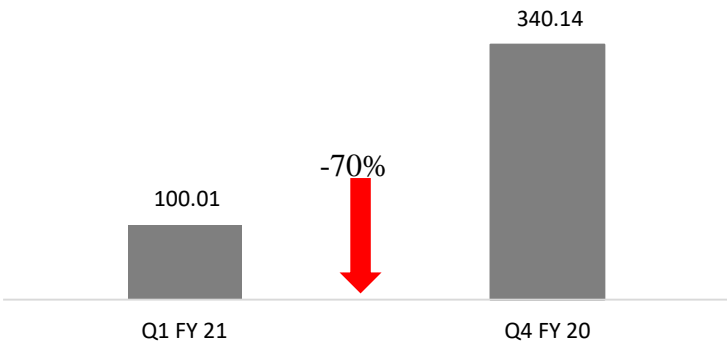


Net Profit %

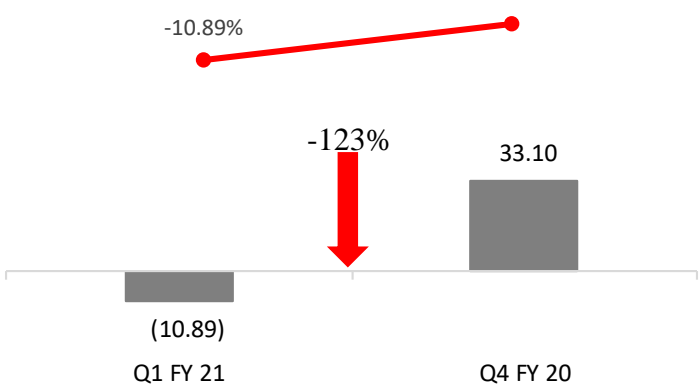


Standalone

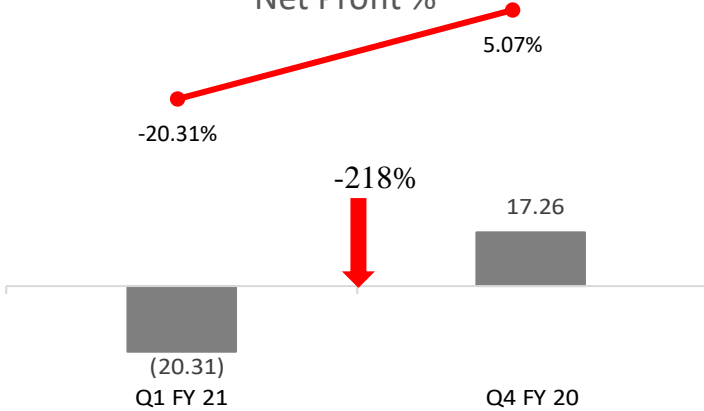
Total Revenue



EBITDA



Net Profit %



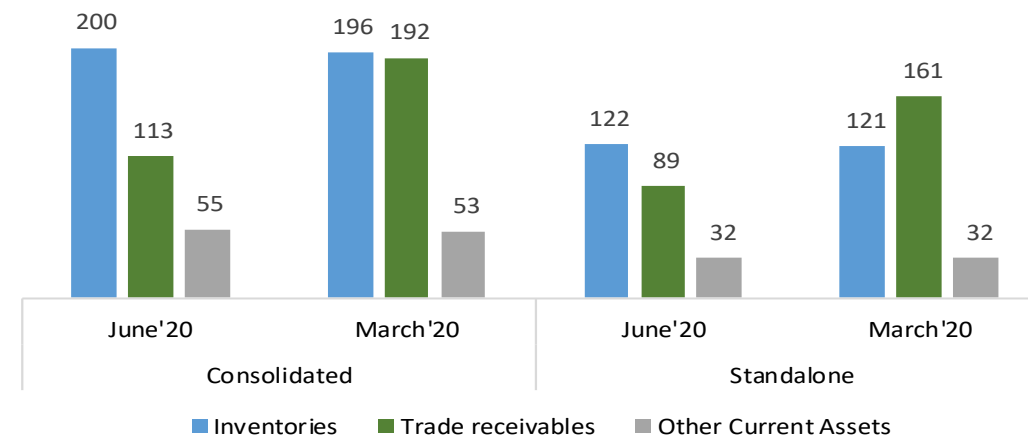
Profit and Loss for Q1 FY 20-21 (INR Crs)

| Particulars | Consolidated | | | Standalone | | |
|---|----------------|---------------|---------------|----------------|---------------|---------------|
| | Q1FY21 | Q4FY20 | Q1FY20 | Q1FY21 | Q4FY20 | Q1FY20 |
| Revenue | 130 | 413 | 553 | 100.01 | 340.14 | 473.86 |
| Expenses: | | | | | | |
| Cost of materials consumed | 67.46 | 219.23 | 319.04 | 60.01 | 202.26 | 300.78 |
| Changes in inventories | 1.39 | 5.04 | 5.10 | 4.26 | 2.87 | 3.49 |
| Employee benefits expense | 41.46 | 68.36 | 77.57 | 29.88 | 51.25 | 60.82 |
| Finance costs | 3.06 | 4.73 | 5.61 | 1.42 | 2.53 | 3.62 |
| Depreciation expense | 21.54 | 24.55 | 24.58 | 15.55 | 18.54 | 19.17 |
| Other expenses | 31.73 | 77.08 | 95.38 | 16.73 | 50.66 | 61.52 |
| Total expenses | 166.64 | 398.99 | 527.28 | 127.85 | 328.12 | 449.41 |
| Profit/(Loss) from operations before exceptional item | (36.65) | 14.50 | 25.74 | (27.85) | 12.02 | 24.45 |
| Share of (profit)/loss of joint ventures | 3.46 | (0.07) | 3.13 | - | - | - |
| Profit before Tax | (40.11) | 14.57 | 22.61 | (27.85) | 12.02 | 24.45 |
| Total tax expenses | (8.98) | 2.46 | 8.68 | (7.03) | 2.66 | 8.20 |
| Net profit/(Loss) before OCI | (31.13) | 12.11 | 13.93 | (20.82) | 9.36 | 16.26 |
| Other comprehensive income | 0.94 | 9.46 | 0.11 | 0.51 | 7.89 | (0.16) |
| Net profit/(Loss) | (30.19) | 21.57 | 14.04 | (20.31) | 17.26 | 16.09 |
| Basic EPS | (5.17) | 2.01 | 2.31 | (3.46) | 1.55 | 2.70 |
| Diluted EPS | (5.17) | 2.01 | 2.31 | (3.46) | 1.55 | 2.70 |

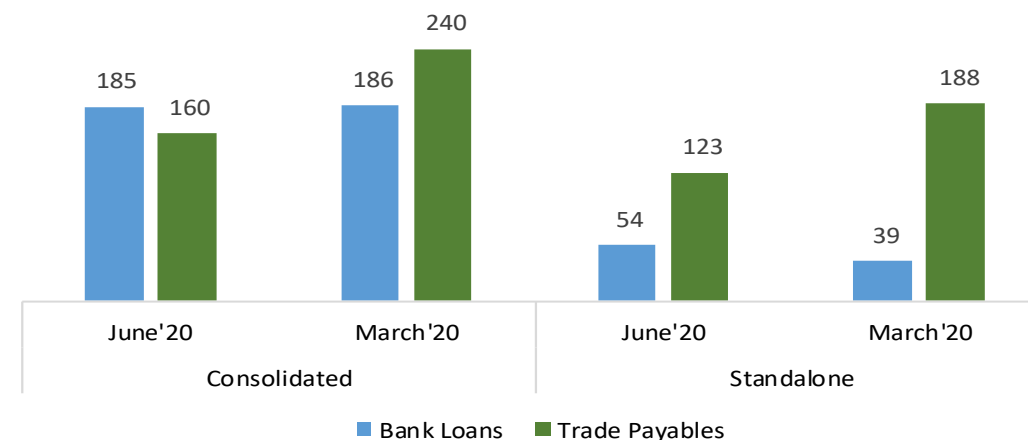
Balance Sheet as on 30th June 2020 (INR Crs)

| Particulars | Consolidated | | Standalone | |
|-----------------------------------|-----------------|-----------------|---------------|-----------------|
| | June'20 | March'20 | June'20 | March'20 |
| Application of Funds | | | | |
| Gross Fixed assets | 1,165.29 | 1,155.35 | 855.26 | 852.56 |
| Less: Acc. Depreciation | 312.58 | 291.04 | 244.59 | 229.09 |
| Net Fixed assets | 852.71 | 864.31 | 610.67 | 623.47 |
| Non-current investments | 43.90 | 45.02 | 93.58 | 91.24 |
| Other non-current assets | 23.91 | 15.59 | 21.22 | 13.39 |
| Inventories | 200.02 | 195.69 | 122.45 | 121.00 |
| Trade receivables | 112.82 | 191.88 | 89.41 | 160.84 |
| Other Current Assets | 54.84 | 53.39 | 32.11 | 32.17 |
| Total Application of Funds | 1,288.20 | 1,365.89 | 969.44 | 1,042.11 |
| Sources of Funds | | | | |
| Share capital | 60.19 | 60.19 | 60.19 | 60.19 |
| Reserves and surplus | 672.19 | 702.26 | 677.05 | 697.36 |
| Shareholders' Funds | 732.38 | 762.45 | 737.24 | 757.55 |
| Minority Interest | 3.51 | 3.63 | - | - |
| Long Term Secured Loans | 47.06 | 9.21 | 0.14 | 0.24 |
| Other Non-current liabilities | 89.57 | 91.67 | 19.02 | 19.83 |
| Short Term Loans | 184.91 | 185.80 | 53.52 | 38.67 |
| Current liabilities & Provisions | 230.77 | 313.14 | 159.52 | 225.83 |
| Total Sources of Funds | 1,288.20 | 1,365.89 | 969.44 | 1,042.11 |

Current Assets

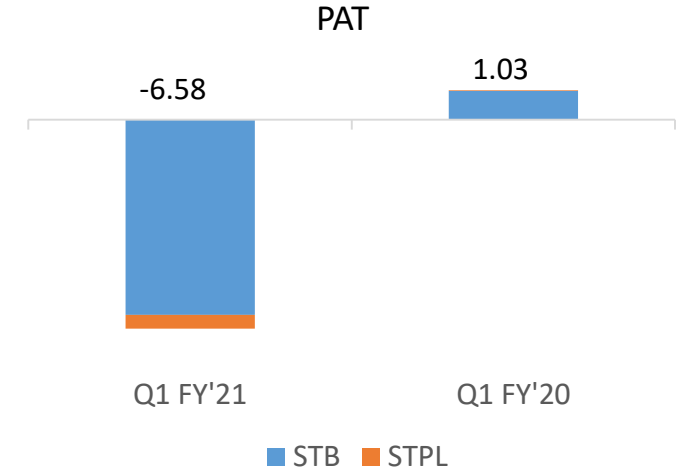
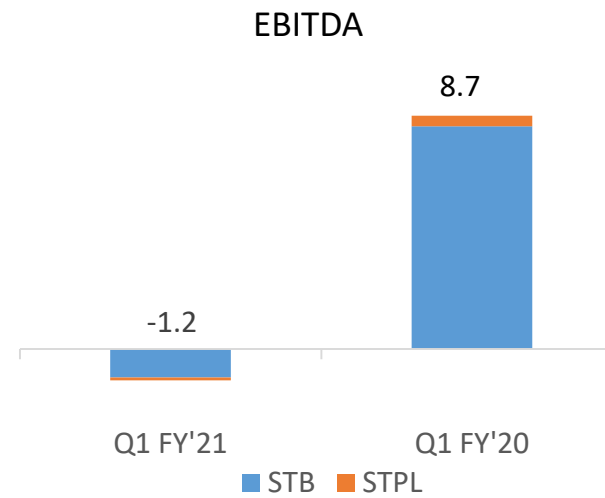
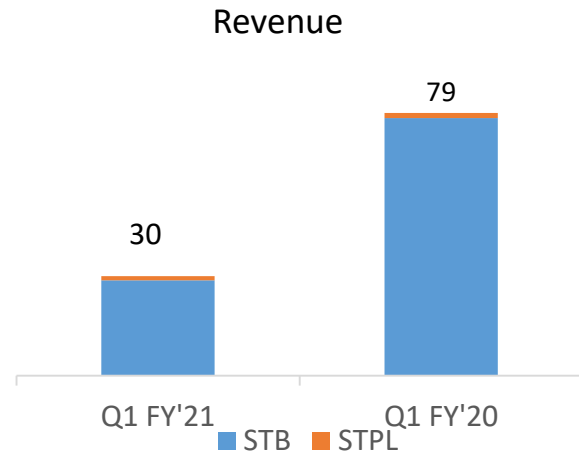


Current Liabilities

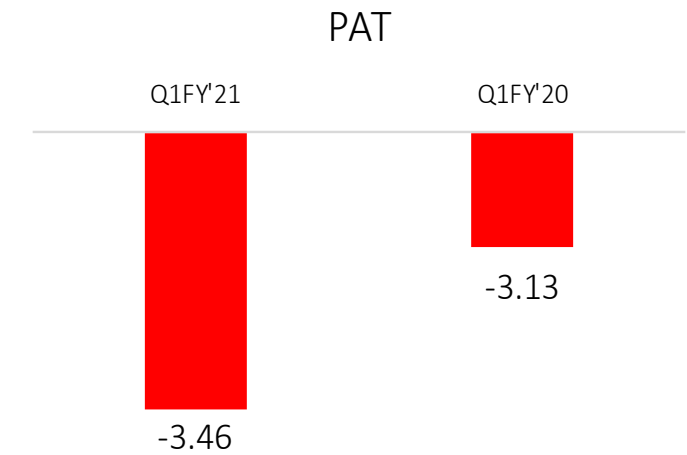
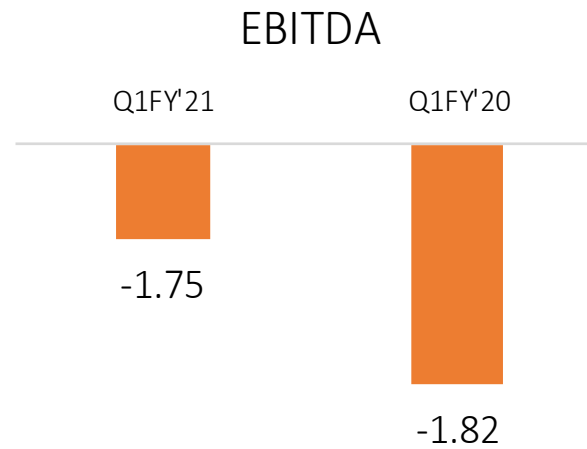
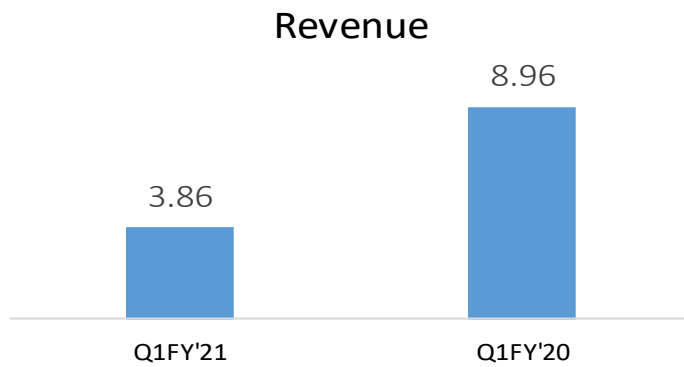


Subsidiaries & JV Performance (INR Crs)

Subsidiaries (STB Consol and STPL)



Joint Ventures (50% share)



THANK YOU

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