

#### Ref: STL /SE/2022-2023/Investor Presentation/66

#### Dated: 10<sup>th</sup> February, 2023

**To,** Department of Corporate Services, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 **To,** Listing Department, National Stock Exchange of India Limited C-1, G-Block, Bandra-Kurla Complex Bandra, (E), Mumbai – 400 051

#### BSE Code: 541163; NSE: SANDHAR

#### <u>Sub: Intimation to Stock Exchange- Investor Presentation in connection with Un-Audited</u> <u>Standalone & Consolidated Financial Results for the guarter and nine months ended 31<sup>st</sup></u> <u>December, 2022</u>

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Un-Audited Standalone & Consolidated Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2022.

The above information will also be available on the Company's website www.sandhargroup.com

Kindly take the same on record.

Thanking you,

Yours Faithfully,

#### For Sandhar Technologies Limited

Komal Malik Company Secretary & Compliance Officer

**Encl.:** As above

#### Sandhar Technologies Limited



## INVESTOR PRESENTATION 9M & Q3 FY-2022-23









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## **KEY HIGHLIGHTS - Consolidated**

- Strong performance in 9M FY 22-23 despite various challenges faced during the period. Total Consolidated Income stood at ₹2150 Crs. registering an impressive growth of 31% over 9M FY 21-22
- Industry registered a growth of 16% where as Sandhar has achieved an impressive growth of 30% on YoY basis.

## FINANCIAL HIGHLIGHTS – 9M & Q3 FY 2022-23





## **KEY HIGHLIGHTS - Standalone**

Strong performance in 9M FY 22-23 despite various challenges faced during the period. Total Income stood at ₹1808 Crs. registering an impressive growth of 32% over 9M FY 21-22

## FINANCIAL HIGHLIGHTS – 9M & Q3 FY 2022-23



## **GLOBAL & DOMESTIC PRESENCE**



#### **Strategically Located Plants** across all major auto hubs India: 41 Haryana 13 **Overseas: 4 Plants** Tamil Nadu 9 **Overseas: 4** TC & JVs India: 41 Plants Karnataka 11 Spain 1 South Korea 2 Himachal Japan Poland 1 Rajasthan 2 Taiwan Mexico 1 R&D R&D Centre: 01 Maharashtra 2 1 Romania Gujarat 1 со **Corporate Office** Uttarakhand 1 5

## Sandhar's EV Readiness and Product Profile





## Sandhar's Present Product Profile Compatible with EV's





Proprietary Business: Locking Systems I Rear View Mirrors I Door Handles I Latches & Hinges I Relays & Flashers I Painting of Plastic Parts

**Sheet Metal & Allied Business:** Sheet Metal & Tubular Parts I Handle Bar and Wheel Assemblies I Wheel Rims, Alloy Wheels and Spokes I Fenders & Mufflers I Clutch Assembly I Fabricated parts.

**CMT Business:** Zinc Die Casting Parts I Non Ferrous Metal –Stamping I Injection Moulded Plastic Parts & Aluminum Die Casting.

Cabins & Fabrication Business: Operator Cabins for Excavator | Backhoe Loader | Wheel Loader | Motor Grader | Dozer | Compactor | Canopies | Doors | Floor Plates | Buckets | Shovels | Guards | Hyd. & Fuel Tanks.

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## Products: New Products Developed- Compatible for both EV & Non-EV Vehicles

SANDHAR Growth. Motivation. Better Life





## **Products Supplied to EVs**

**Commercial Vehicles** 





## **Expected Timeline of EV Specific Products (Power Train)**



	Development Status							
Product	Proto Readiness	Performance Validation	Product Validation	iCAT approval				
Motor Controller (1KW, 2KW, 4KW)	Ready	In- Process	Mar'23 – Apr'23	Mar'23 – Apr'23				
DC DC Converter Isolated/Non Isolated (10A, 15A, 20A)	Ready	Done	In - Process	Jan'23 - Mar'23 *South based Customer Approval Received				
EV Charger (750 W, 1.0 KW, 1.5 KW)	Jan'23- Jul'23	Feb'23-Aug'23	May'23-Nov'23	May'23-Nov'23				
Hub Motor	Done	Done	Exploring other Equivalent Technology for Cost Effectiveness					
Mid Drive Motor	<u>On Hold</u> After	Design Phase						
Battery Management System	In this product New Govt. Regulation has come to Address the issue of EV Car Power. We need to Re-think on the design requirement; can be taken up late							

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#### Segment wise Revenue\* Share (₹ 2,144 Crs.)



\* Others Include 3W sales YTD Dec'22 16 Crs. Vs YTD Dec'21 9.75 Crs.

#### Segment wise Revenue\* Share (₹ 723 Crs.)



\* Others Include 3W sales Q3 FY 22-23 5.56 Crs. Vs Q3 FY 21-22 3.36 Crs.

\*Revenue from operations excluding other income.

#### Product Wise Revenue Share (%) YTD Dec'22

VTD Dec'22 VTD Dec'21



#### Product Wise Revenue Share (%) Q3 - FY 22-23

Q3 - FY 22-23 Q3 - FY 21-22



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# FINANCIAL INFORMATION & RECENT UPDATES

#### <u>9M-FY 23 Financial Snapshot</u>

#### **Consolidated**



Includes initial one time cost for New Projects in 9M- FY 23 ₹ 26.36 Crs.

EBT without including above cost for new projects is ₹ 94.92 Crs. being 4.41%.

(fig. in ₹ Crs.)

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#### **Standalone**



Includes initial one time cost for New Projects in 9M- FY 23 ₹ 5.23 Crs.
 EBT without including above cost for new projects is ₹ 86.18 Crs. being 4.77%.

#### Q3-FY 23 Financial Snapshot



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(fig. in ₹ Crs.)





## Profit & Loss Statement – Consolidated

(fig. in ₹ Crs)

Particulars	Q3 FY 23	Q3 FY 22	YoY (%)	Q2 FY 23	QoQ (%)	9M FY23	9M FY22	YoY(%)	FY 22
Total Income	724.73	613.15	18.2%	748.77	-3.2%	2150.30	1645.19	31%	2330.68
Expenses									
Cost of materials	445.80	381.07	17.0%	480.37	-7.2%	1351.80	984.25	37%	1415.84
Labour cost	57.61	44.83	28.5%	56.04	2.8%	166.18	131.04	27%	182.00
Personnel expenses	39.41	33.94	16.1%	41.03	-3.9%	118.52	100.44	18%	136.37
Other expenses	114.18	99.58	14.7%	108.67	5.1%	325.85	281.04	16%	383.47
Total expenses	657.01	559.43	17.4%	686.11	-4.2%	1962.36	1496.77	31%	2117.67
EBITDA	67.73	53.72	26.1%	62.66	8.1%	187.94	148.42	27%	213.01
EBITDA %	9.3%	8.8%	0.6%	8.4%	1.0%	8.7%	9.0%	-0.3%	9.1%
Finance costs	8.41	3.21	161.8%	7.29	15.4%	21.76	8.84	146%	13.74
Interest on lease liabilities	1.00	0.92	9.4%	0.98	2.0%	3.04	2.75	10%	3.97
Depreciation	31.07	24.92	24.7%	29.07	6.9%	88.98	73.47	21%	100.03
Profit before exceptional item, share of loss in joint								4 - 0 /	
ventures and tax	27.24	24.68	10.4%	25.32	7.6%	74.16	63.37	17%	95.27
PBT %	4%	4%	-0.3%	3.38%	0.4%	3.4%	3.9%	-0.4%	4.1%
Exceptional item**	0.00	-		1.10		1.10	-		1.11
Losses from JV	0.16	3.09	-94.8%	1.50	-89.3%	4.50	10.37	-57%	12.72
Profit after exceptional item, share of loss in joint	27.09	21.59	25.5%	22.71	19.2%	68.56	52.99	29%	81.44
ventures before tax*	27.08	21.59	25.5%	22./1	19.2%	08.50	52.99	29%	81.44
Tax Expenses	7.33	6.67	9.8%	6.35	15.5%	19.72	14.75	34%	25.51
Net profit	19.76	14.92	32.4%	16.37	20.7%	48.84	38.24	28%	55.93
Net Profit %	2.7%	2.4%	0.3%	2.2%	0.5%	2.3%	2.3%	-0.1%	2.4%
Other comprehensive income	2.58	6.64	-61.2%	-0.03	100.0%	2.17	5.44	-60.1%	4.90
Total comprehensive income	22.33	21.56	3.6%	16.34	36.7%	51.01	43.68	17%	60.83
Comprehensive Income %	3.1%	3.5%	-0.4%	2.2%	0.9%	2.4%	2.7%	-0.3%	2.6%
Cash Profit	52.73	41.86	26.0%	47.34	11.4%	143.49	117.30	22%	176.11
Earnings Per Share (EPS)***	3.28	2.17	50.8%	2.72	20.6%	8.11	6.05	34%	9.29
Cash Earning Per Share (CEPS)***	8.76	6.96	26.0%	7.87	11.4%	23.84	19.49	22%	29.26

\* Includes initial one time cost for New Projects in 9M- FY 23 ₹ 26.36 Crs. EBT without including these cost for new projects is ₹ 94.92 Crs. being 4.41%.

\*\* An impairment charge of ₹ 1.10 Crs towards investment made in Sandhar Whetron Pvt. Ltd.

\*\*\* Not Annualized

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### Profit & Loss Statement – Standalone

(fig. in ₹ Crs)

Particulars	Q3 FY 23	Q3 FY 22	YoY (%)	Q2 FY 23	QoQ (%)	9M FY23	9M FY22	YoY(%)	FY 22
Total Income	602.39	515.14	16.9%	634.03	-5.0%	1808.38	1372.23	32%	1946.17
Expenses									
Cost of materials	399.88	349.80	14.3%	439.97	-9.1%	1232.75	914.69	35%	1308.71
Labour cost	44.44	40.57	9.5%	45.12	-1.5%	131.42	104.82	25%	144.10
Personnel expenses	24.86	19.95	24.6%	27.11	-8.3%	77.44	66.96	16%	90.06
Other expenses	71.60	59.64	20.0%	70.96	0.9%	207.50	168.19	23%	232.18
Total expenses	540.77	469.96	15.1%	583.15	-7.3%	1649.10	1254.66	31%	1775.06
EBITDA	61.62	45.17	36.4%	50.87	21.1%	159.29	117.57	35%	171.11
EBITDA %	10.2%	8.8%	1.5%	8.0%	2.2%	8.8%	8.57%	0.2%	8.8%
Finance costs	3.71	1.79	106.7%	3.82	-3.1%	10.78	4.67	131%	7.70
Interest on lease liabilities	0.33	0.41	-19.3%	0.34	-3.8%	1.03	1.21	-15%	1.73
Depreciation	20.86	18.64	11.9%	21.09	-1.1%	63.48	54.35	17%	74.26
Profit before exceptional item and tax	36.72	24.33	51.0%	25.61	43.4%	84.00	57.34	46%	87.42
PBT %	6.1%	4.7%	1.4%	4.0%	2.1%	4.6%	4.18%	0.5%	4.5%
Exceptional item**	-	-		3.04		3.04	-		1.10
Profit after exceptional item and before tax*	36.72	24.33	51.0%	22.57	62.7%	80.95	57.34	41%	86.32
PBT %	6.1%	4.7%	1.4%	3.6%	2.5%	4.5%	4.2%	0.3%	4.4%
Tax Expenses	9.96	7.87	26.5%	5.95	67.4%	21.77	16.21	34%	24.89
Net profit	26.76	16.46	62.6%	16.62	61.0%	59.18	41.14	44%	61.43
Net Profit %	4.4%	3.2%	1.2%	2.6%	1.8%	3.3%	3.0%	0.3%	3.2%
Other comprehensive income	-0.53	-0.35	-52%	0.05	-1097%	-1.14	-1.47	23%	-2.20
Total comprehensive income	26.23	16.11	62.9%	16.67	57.3%	58.04	39.67	46%	59.22
Comprehensive Income %	4.4%	3.1%	1.2%	2.6%	1.7%	3.2%	2.89%	0.32%	3.0%
Cash Profit	47.62	35.10	35.7%	37.71	26.3%	122.66	95.49	28%	135.69
Earnings Per Share (EPS)***	4.44	2.73	62.4%	2.77	60.6%	9.83	6.83	44%	10.21
Cash Earning Per Share (CEPS)***	7.91	5.83	35.7%	6.26	26.3%	20.38	15.86	28%	22.54

\* Includes initial one time cost for New Projects in 9M- FY 23 ₹ 5.23 Crs. EBT without including these cost for new projects is ₹ 86.18 Crs. being 4.77%.

\*\* An impairment charge of ₹ 3.04 Crs towards investment made in Sandhar Whetron Pvt. Ltd.

\*\*\* Not Annualized

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Subsidiaries Performance

(fig in ₹ Crs.)



\* Down due to one time initial commissioning and development cost of new projects amounting to ₹ 7.65 Crs.

\*\* Down due to one time initial commissioning and development cost of new projects amounting to ₹ 13.32 Crs.

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## Status of New Projects as on 31<sup>st</sup> December 2022



S. No.	Name of Company	Location	Business Division	SOP	Land & Building Status	Products	Project Status				
	Domestic										
1	Sandhar Technologies Limited	Nalagarh, (HP)		Jan-22	Leased	Muffler and frame for two wheelers	Dispatches started on 27th January 2022				
2	Sandhar Engineering Drivate	Halol, (Guj) Har Engineering Private Limited Hosur, (TN)	- Sheet Metal	May-22	Leased	Guard Saree, Chain case and fender	Dispatches started on 2nd May 2022 - Phase I, Phase II - 5 Acres Land has been alloted and construction will start soon				
3	0 0				Leased	Muffler and frame for two wheelers	Dispatches started on 8th September 2022				
4	•	Mysore, (KTK)		Mar-23	Owned	Muffler, frame for two wheelers and fuel tank.	Construction is in progress				
5	Sandhar Technologies Limited	Pathredi, (Raj)	Proprietory (SMT)	Jan-23	Existing	Smart Handle, Parking Sensor, Shark Fin Antenna, USB Charger, Electric Steering Lock	<ol> <li>Machine Installation and testing completed</li> <li>DAN 0 event parts sent to honda car and approved</li> <li>Production has been started from 15-Jan- 2023.</li> </ol>				
6	Sandhar Auto Castings Private Limited	Hosur(TN) & Mysore(KTK)	Machining for Casting	SMT - Mar-23 SMK - Jan-23	Leased	Machining and Painting of Aluminum Die Casting Parts on Job Work Route (Crankcase Casting R & L, Cover Clutch, Hub Comp Rear Wheel Casting, Cover Variator Casting, Cover Magneto Casting & Cover Clutch Casting etc)	Hosur (SMT) - Machinery installation is in progress and production will be started in Mar-23 Mysore (SMK) - Partially started operations from 25th Jan-23				
	Overseas										
7	Sandhar Technologies Ro SRL	Romania, Spain	Aluminium Die Casting	Dec-22	Owned	Supports, Brackets and Pivots.	First invoice issued On the 27th December 2022.				

## Sandhar Engineering Private Limited- Attibele Project



**Products** 

**Plant Inside View** 



**Dispatches started** 

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## Sandhar Engineering Private Limited- Mysore Project



## **Products**



SOP:- Mar-23

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## Sandhar Engineering - Mysore Project - Construction





SOP:- Mar-23

## Surface Mount Technology (SMT Line) Project



## **Inauguration Ceremony**

**Product** Printed Circuit Board Assembly (PCBA)



SOP:- Jan-23 - Production has been started from 15-Jan-2023

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#### **Highlights / New Developments**

- Secured new business of Machining for Castings from TVSM on Job Work Basis.
- 1<sup>st</sup> Year business value is expected to be ₹ 77 Crs with an assured margin (EBT) of 8 %.
- The project will have a capital outlay of ₹ 75 Crs (estimated) in form of Plant & Machinery & Other Assets
- Expected EBITDA is 27.27% (based on 1<sup>st</sup> Year's Revenue Estimates).
- Expected ROCE is 15%. (based on 1<sup>st</sup> Year's Revenue Estimates).
- Both Manufacturing facilities at rented premises.



**SOP:-** Mysore – Production started from 25<sup>th</sup> Jan 2023 Hosur – Production will start from Mar-23



**Mysore – Project** 



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## Romania Project





Status – First Invoice issued on the 27th December 2022

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## THANK YOU

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