

INVESTOR PRESENTATION Q3 & 9M, FY 2024



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Major Operational Highlights – Consolidated – Y-o-Y

For the Nine Months – 9M FY24

Total Income

- Total Income Increased by **21%** to **Rs. 2,612 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **34%** to **Rs. 251 Crs.**

EBITDA in %

- EBITDA Margin higher by **90 bps** at **9.6%**

PAT

- PAT increased by **52%** to **Rs. 74 Crs.**

Operating Cash Flow

- Cash Generated Rs. **263 Crs. (YTD Dec'23)**



For the Quarter – Q3 FY24

Total Income

- Total Income Increased by **23%** to **Rs. 892 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **34%** to **Rs. 91 Crs.**

EBITDA in %

- EBITDA Margin higher by **90 bps** at **10.2%**

PAT

- PAT increased by **28%** to **Rs. 25 Crs.**

Operating Cash Flow

- Cash Generated Rs. **104 Crs. (Q3 FY 24)**



Major Operational Highlights – Standalone – Y-o-Y

For the Nine Months – 9M FY24

Total Income

- Total Income Increased by **12%** to **Rs. 2,031 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **19%** to **Rs. 190 Crs.**

EBITDA in %

- EBITDA Margin higher by **60 bps** at **9.4%**

PAT

- PAT increased by **44%** to **Rs. 85 Crs.**

Operating Cash Flow

- Cash Generated Rs. **161 Crs. (YTD Dec'23)**



For the Quarter – Q3 FY24

Total Income

- Total Income Increased by **16%** to **Rs. 697 Crs.**

Operational EBITDA

- Operational EBITDA Increased by **17%** to **Rs. 72 Crs.**

EBITDA in %

- EBITDA Margin higher by **10 bps** at **10.3%**

PAT

- PAT increased by **26%** to **Rs. 34 Crs.**

Operating Cash Flow

- Cash Generated Rs. **49 Crs. (Q3 FY 24)**



Financial Highlights, 9M FY 24 – Y-o-Y

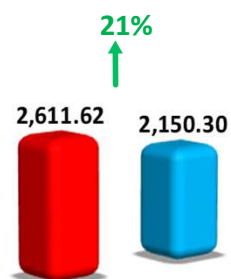
■ 9M FY 24 ■ 9M FY 23

(fig. in ₹ Crs.)

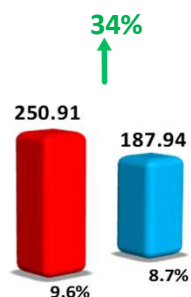
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Consolidated

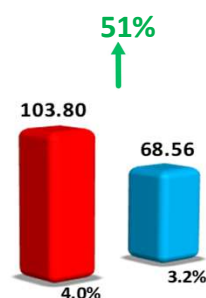
TOTAL INCOME



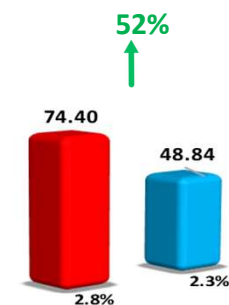
EBITDA*



EBT

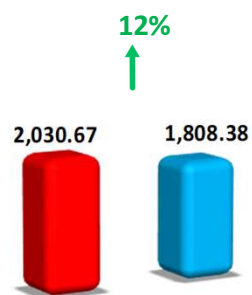


PAT

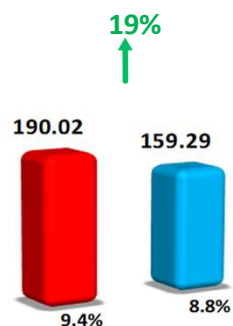


Standalone

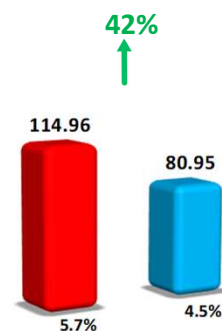
TOTAL INCOME



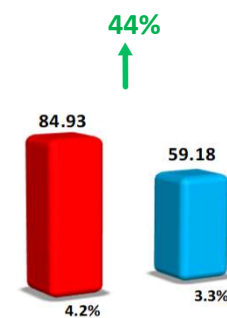
EBITDA*



EBT



PAT



* EBITDA before Exceptional items

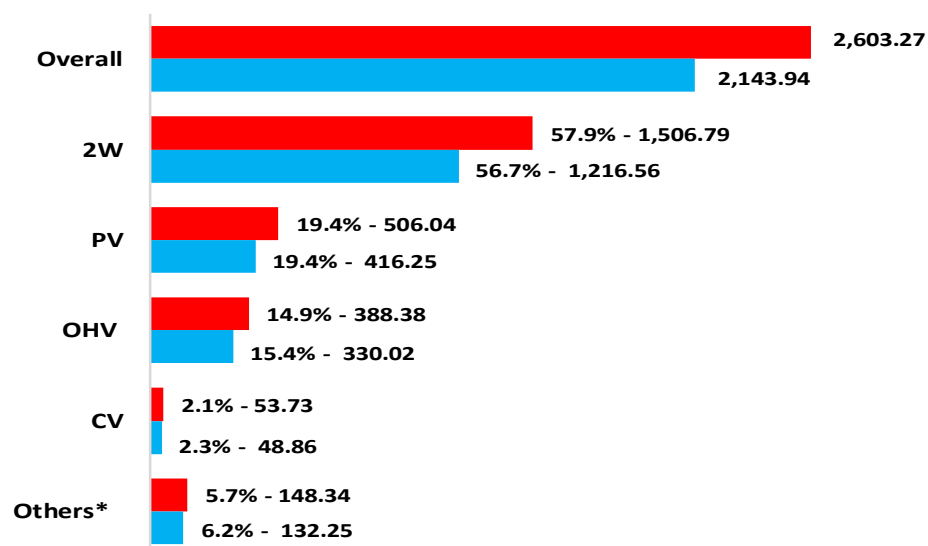
9M-FY 24 Revenue Snapshot – Consolidated – (Y-o-Y)

(fig. in ₹ Crs.)

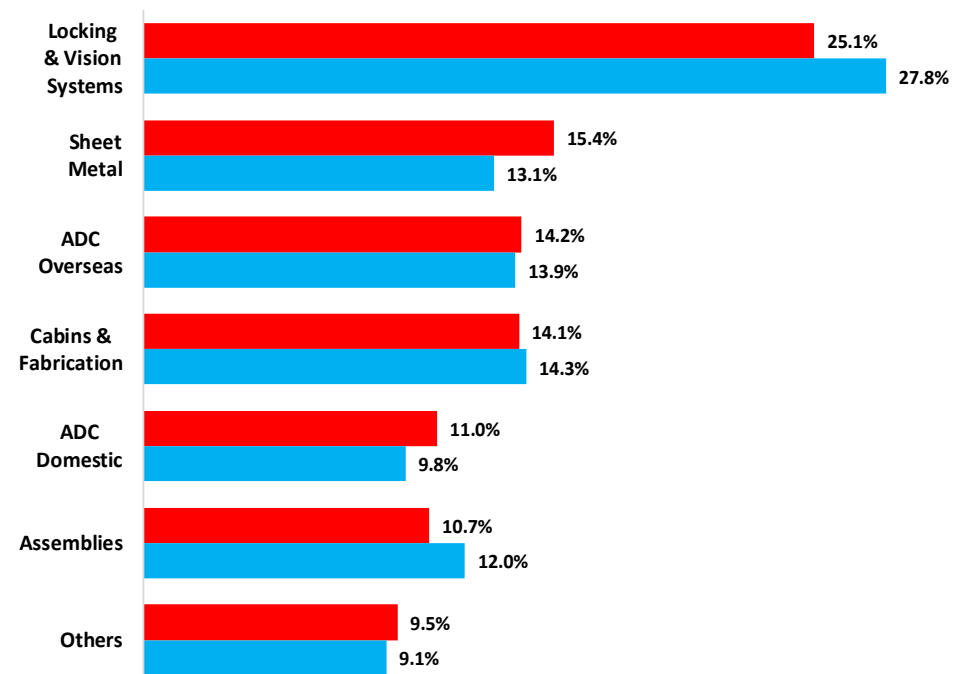
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■ 9M FY 23-24 ■ 9M FY 22-23

Category wise Revenue* Share (₹ 2,603.27 Crs.)



Product Wise Revenue Share (%)



Financial Highlights, Q3 FY 24

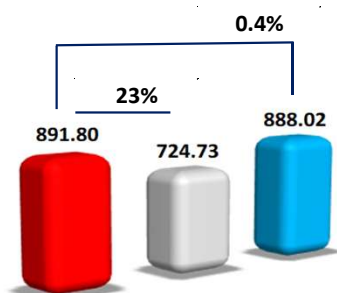
■ Q3 FY 24 ■ Q3 FY 23 ■ Q2 FY 24

(fig. in ₹ Crs.)

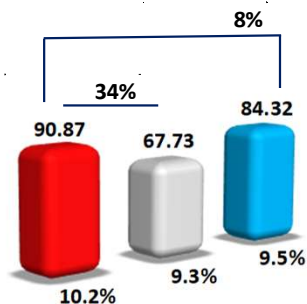
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Consolidated

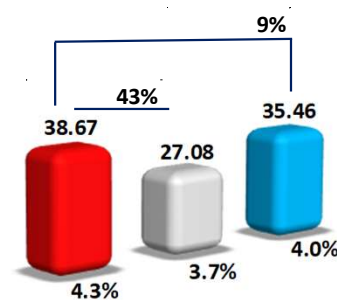
TOTAL INCOME



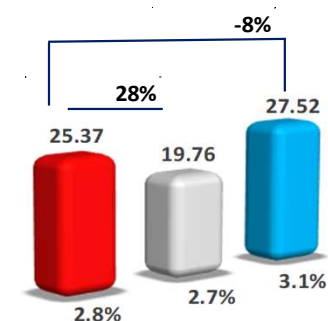
EBITDA*



EBT

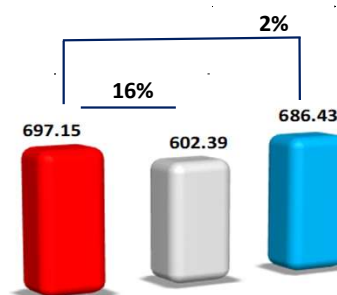


PAT

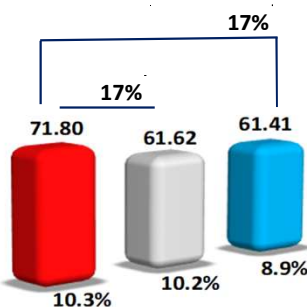


Standalone

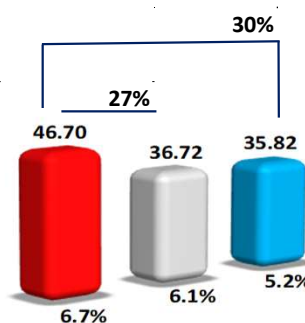
TOTAL INCOME



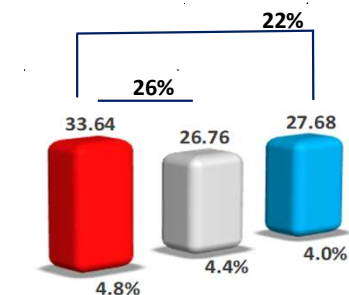
EBITDA*



EBT



PAT



* EBITDA before Exceptional items

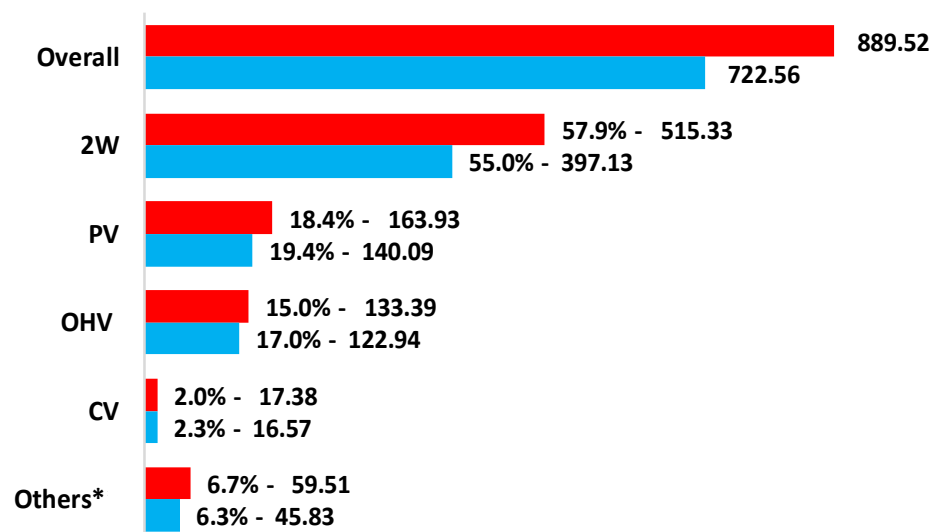
Q3-FY 24 Revenue Snapshot – Consolidated – (Y-o-Y)

(fig. in ₹ Crs.)

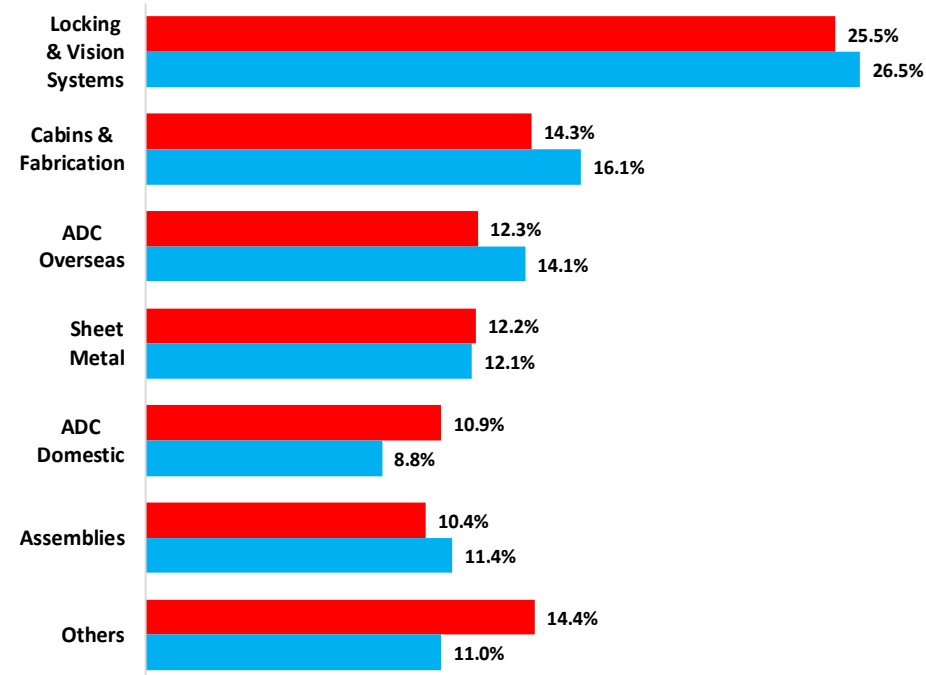
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■ Q3 FY'24 ■ Q3 FY'23

Category wise Revenue* Share (₹ 889.52 Crs.)



Product Wise Revenue Share (%)



FINANCIAL INFORMATION & RECENT UPDATES



Profit & Loss Statement – Consolidated

(fig. in ₹ Crs)

Particulars	Q3 FY 24	Q3 FY 23	YoY (%)	Q2 FY 24	QoQ (%)	9M FY 24	9M FY 23	YoY(%)	FY 22-23
Total Income	891.80	724.73	23.05%	888.02	0.43%	2611.62	2150.30	21.45%	2921.40
Expenses									
Cost of materials	545.83	445.80	22.44%	542.36	0.64%	1596.76	1351.80	18.12%	1826.87
Labour cost	76.67	57.61	33.07%	76.40	0.36%	223.26	166.18	34.35%	227.45
Personnel expenses	42.76	39.41	8.49%	44.79	-4.52%	132.18	118.52	11.53%	157.16
Other expenses	135.66	114.18	18.82%	140.16	-3.21%	408.50	325.85	25.36%	448.34
Total expenses	800.92	657.01	21.90%	803.70	-0.35%	2360.71	1962.36	20.30%	2659.82
EBITDA	90.87	67.73	34.18%	84.32	7.78%	250.91	187.94	33.51%	261.58
EBITDA %	10.19%	9.35%		9.50%		9.61%	8.74%		8.95%
Finance costs	11.79	8.41	40.28%	11.23	5.03%	32.91	21.76	51.22%	31.34
Interest on lease liabilities	1.33	1.00	32.72%	1.43	-6.89%	4.24	3.04	39.61%	4.44
Depreciation	39.71	31.07	27.81%	36.86	7.75%	111.50	88.98	25.32%	121.52
Profit before exceptional item, share of loss in joint ventures and tax (EBT)	38.03	27.24	39.60%	34.80	9.29%	102.26	74.16	37.89%	104.28
Exceptional item	-	0.00		-		0.00	1.10		1.10
Profit/(Losses) from JV	0.63	-0.16	496.38%	0.66	-3.42%	1.54	-4.50	134.30%	-2.81
Profit after exceptional item, share of loss in joint ventures before tax	38.67	27.08	42.77%	35.46	9.06%	103.80	68.56	51.41%	100.36
EBT %	4.34%	3.74%		3.99%		3.97%	3.19%		3.44%
Tax Expenses	13.30	7.33	81.59%	7.93	67.69%	29.40	19.72	49.13%	26.81
Net profit	25.37	19.76	28.38%	27.52	-7.84%	74.40	48.84	52.33%	73.56
Net Profit %	2.84%	2.73%		3.10%		2.85%	2.27%		2.52%
Other comprehensive income	1.66	2.58	-35.61%	-0.17		2.76	2.17	27.12%	2.11
Total comprehensive income	27.02	22.33	21.00%	27.36	-1.22%	77.16	51.01	51.25%	75.67
Comprehensive Income %	3.03%	3.08%		3.08%		2.95%	2.37%		2.59%
Cash Profit	67.15	52.73	27.33%	66.54	0.91%	192.05	143.49	33.84%	199.83
Earnings Per Share (EPS)*	4.21	3.28	28.48%	4.58	-7.91%	12.36	8.11	52.33%	12.22
Cash Earning Per Share (CEPS)*	11.16	8.76	27.33%	11.05	0.91%	31.91	23.84	33.84%	33.20
Return on Capital Employed - Adjusted**	3.85%	3.32%		3.76%		10.49%	8.96%		11.03%

* Not Annualized

** Not Annualized and adjusted for Capital work in progress.

Profit & Loss Statement – Standalone

(fig. in ₹ Crs)

Particulars	Q3 FY 24	Q3 FY 23	YoY (%)	Q2 FY 24	QoQ (%)	9M FY 24	9M FY 23	YoY(%)	FY 22-23
Total Income	697.15	602.39	15.73%	686.43	1.56%	2030.67	1808.38	12.29%	2409.76
Expenses									
Cost of materials	467.07	399.88	16.80%	464.52	0.55%	1371.98	1232.75	11.29%	1638.17
Labour cost	54.12	44.44	21.78%	53.62	0.93%	157.62	131.42	19.94%	174.39
Personnel expenses	24.38	24.86	-1.93%	27.67	-11.91%	78.97	77.44	1.98%	101.69
Other expenses	79.79	71.60	11.44%	79.21	0.73%	232.07	207.50	11.85%	278.58
Total expenses	625.35	540.77	15.64%	625.02	0.05%	1840.64	1649.10	11.62%	2192.82
EBITDA	71.80	61.62	16.52%	61.41	16.92%	190.02	159.29	19.30%	216.95
EBITDA %	10.30%	10.23%		8.95%		9.36%	8.81%		9.00%
Finance costs	2.56	3.71	-30.94%	2.60	-1.45%	7.76	10.78	-27.98%	14.03
Interest on lease liabilities	0.38	0.33	14.99%	0.45	-15.94%	1.31	1.03	26.88%	1.48
Depreciation	22.16	20.86	6.24%	22.54	-1.68%	65.99	63.48	3.95%	84.44
Profit before exceptional item and tax	46.70	36.72	27.16%	35.82	30.37%	114.96	84.00	36.87%	116.99
Exceptional item	-	0.00		-		-	3.04		3.04
Profit after exceptional item and before tax (EBT)	46.70	36.72	27.16%	35.82	30.37%	114.96	80.95	42.01%	113.95
EBT %	6.70%	6.10%		5.22%		5.66%	4.48%		4.73%
Tax Expenses	13.06	9.96	31.11%	8.14	60.36%	30.03	21.77	37.93%	30.17
Net profit	33.64	26.76	25.69%	27.68	21.55%	84.93	59.18	43.51%	83.78
Net Profit %	4.83%	4.44%		4.03%		4.18%	3.27%		3.48%
Other comprehensive income	-0.01	-0.53	98.05%	0.18	-105.75%	0.31	-1.14	126.95%	-1.34
Total comprehensive income	33.63	26.23	28.21%	27.86	20.72%	85.24	58.04	46.85%	82.44
Comprehensive Income %	4.82%	4.35%		4.06%		4.20%	3.21%		3.42%
Cash Profit	55.80	47.62	17.17%	50.22	11.12%	150.92	122.66	23.04%	168.22
Earnings Per Share (EPS)*	5.59	4.44	25.90%	4.60	21.52%	14.11	9.83	43.54%	13.92
Cash Earning Per Share (CEPS)*	9.27	7.91	17.17%	8.34	11.12%	25.07	20.38	23.04%	27.95
Return on Capital Employed - Adjusted**	4.76%	4.12%		3.78%		11.89%	9.68%		12.91%

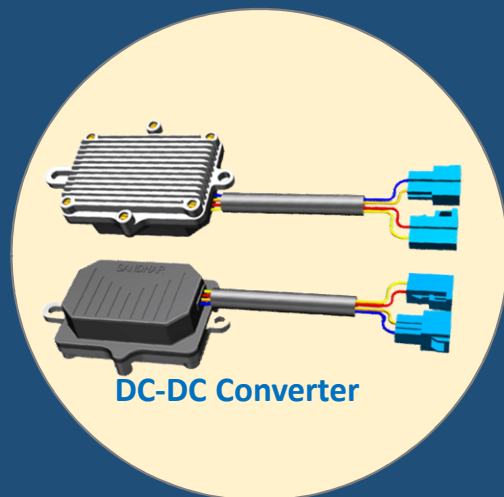
* Not Annualized

** Not Annualized and adjusted for Capital work in progress.

Sandhar's EV Readiness and Product Profile



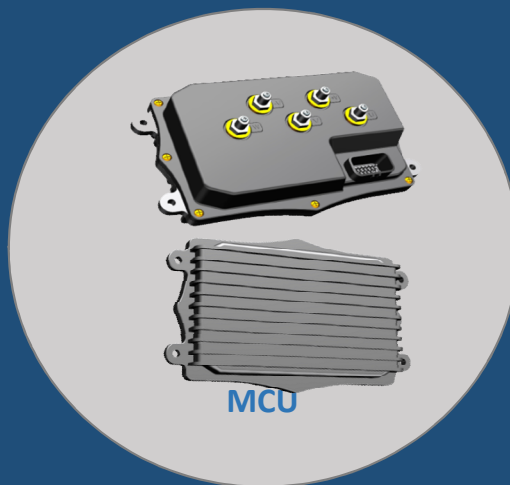
EV Products Under Development



DC-DC Converter

DC-DC Converter

- Range: 5A, 10A, 15A, 20A
- Non-isolated
- Protections : I/P under & over voltage, O/P over current & short circuit, Reverse Polarity
- Auto Recovery from faults .
- IP67 compliant



MCU

Motor Controller Unit (MCU)

- Range: 250W, 1.5kW, 2kW, 4kW, 6kW
- Suitable for: 2W, 3W & up to L5
- Efficiency: > 97%
- Compactible to- BLDC, PMSM & Induction Motor
- IP67 compliant

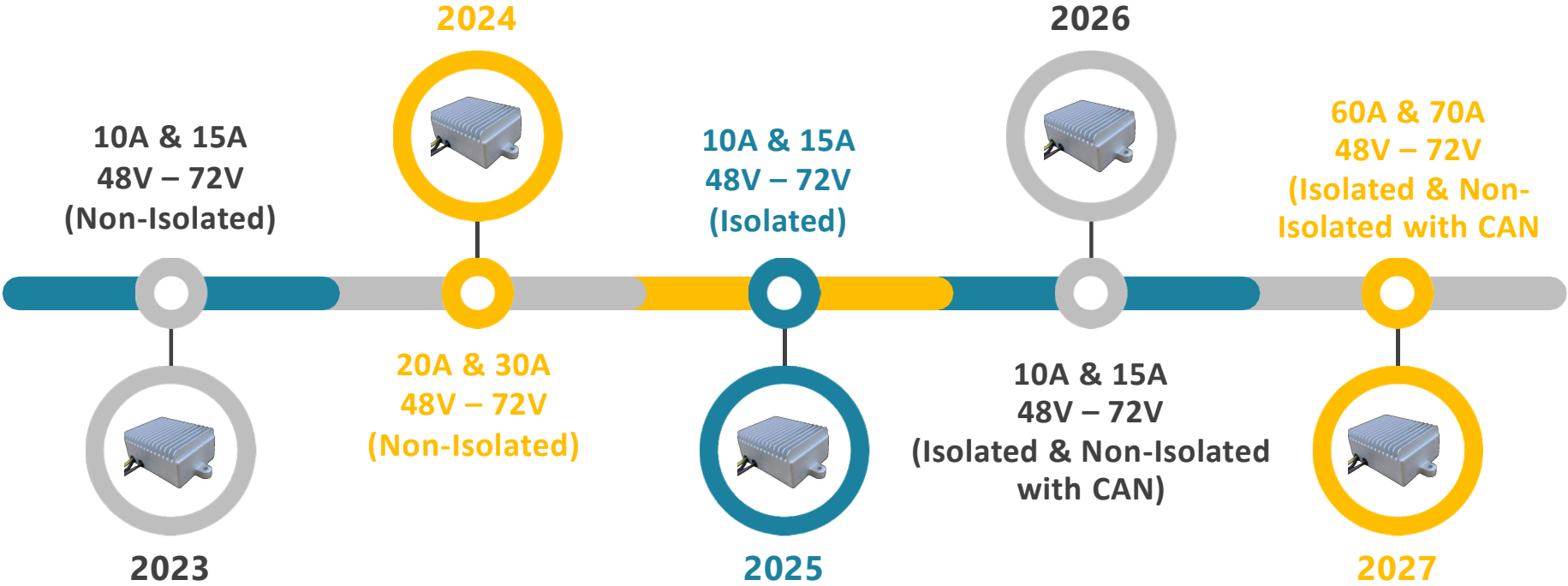


Off Board Charger

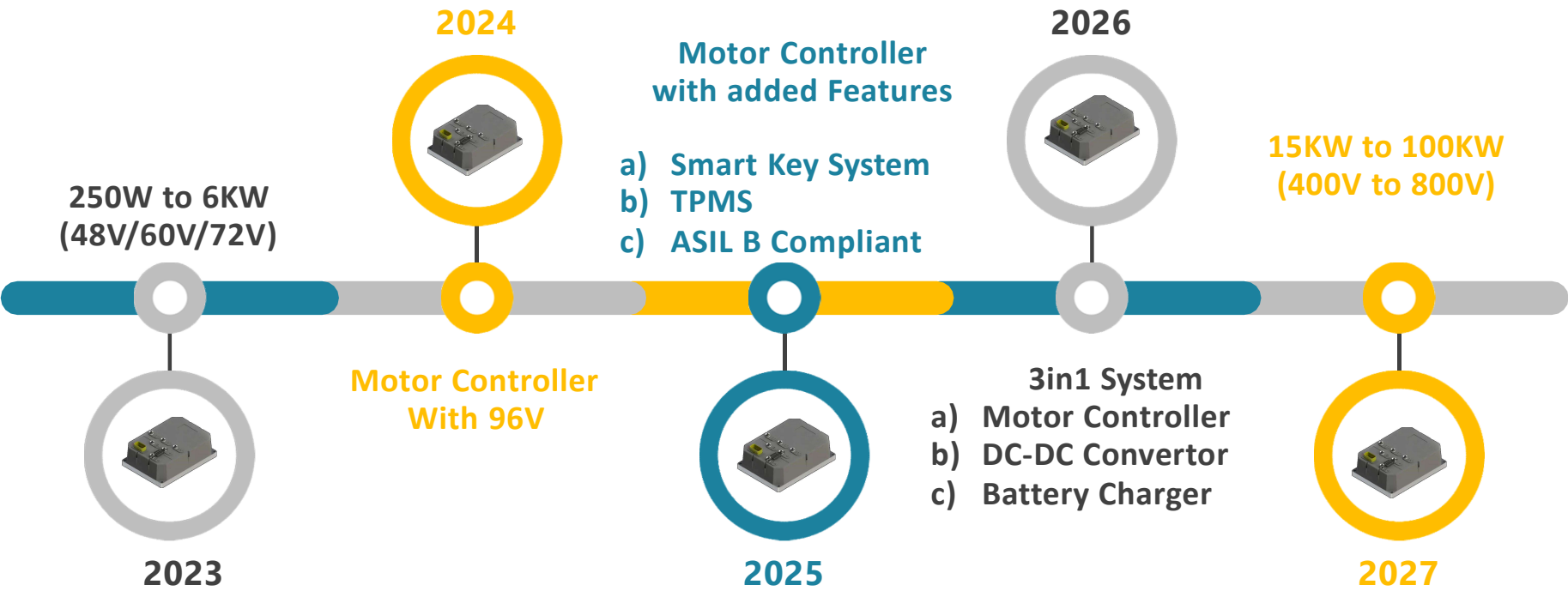
Off Board Charger

- Range: 550W ,750W, 1.5 kW, 3.3 kW
- Max Charging Current: 14A, 25A & 55A
- Charging Voltage: 60V
- Efficiency: > 92%
- Compatible to- Both NMC & LFP Cell

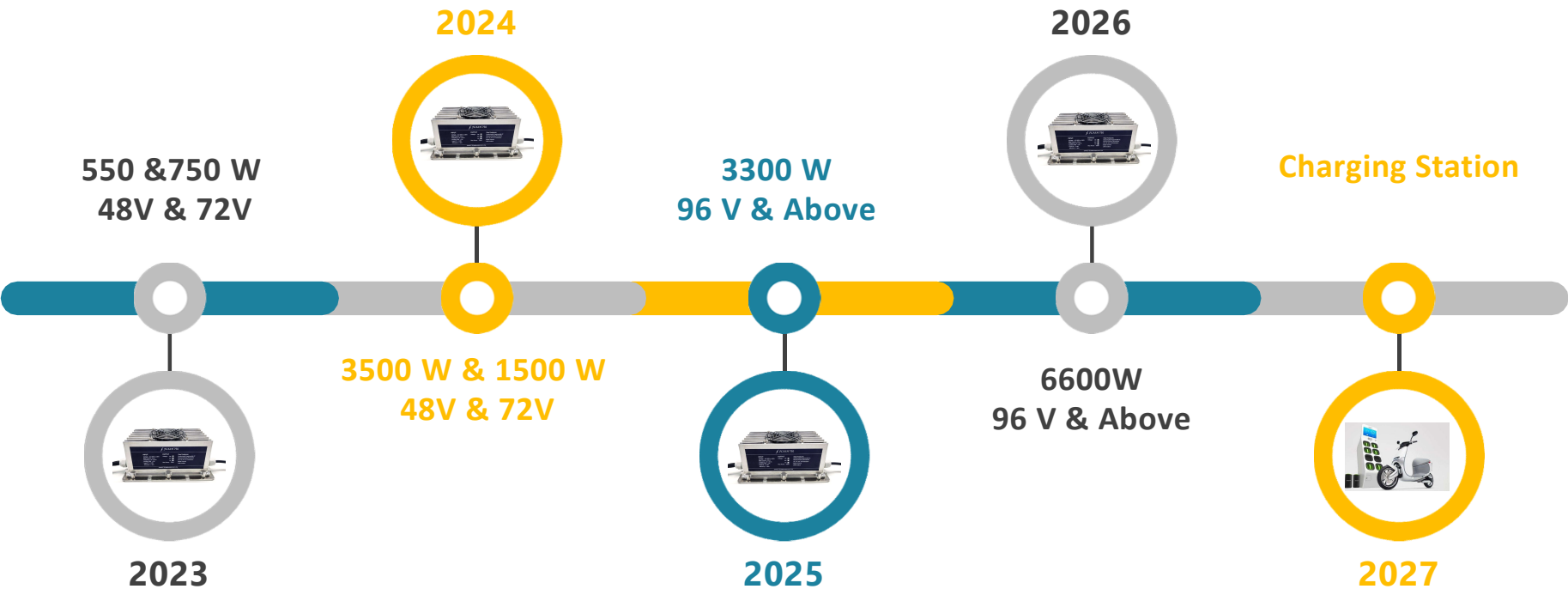
DC-DC Converter Road MAP



Motor Controller Road MAP



Battery Charger Road MAP



THANK YOU

Sandhar Technologies Limited
Corporate Office: Plot No. 13, Sector 44,
Gurugram-122001, Haryana- India
CIN: L74999DL1987PLC029553
Website: www.sandhargroup.com
Email: investors@sandhar.in (For Retail Investors)
Investor.relations@sandhar.in (For Institutional investors)