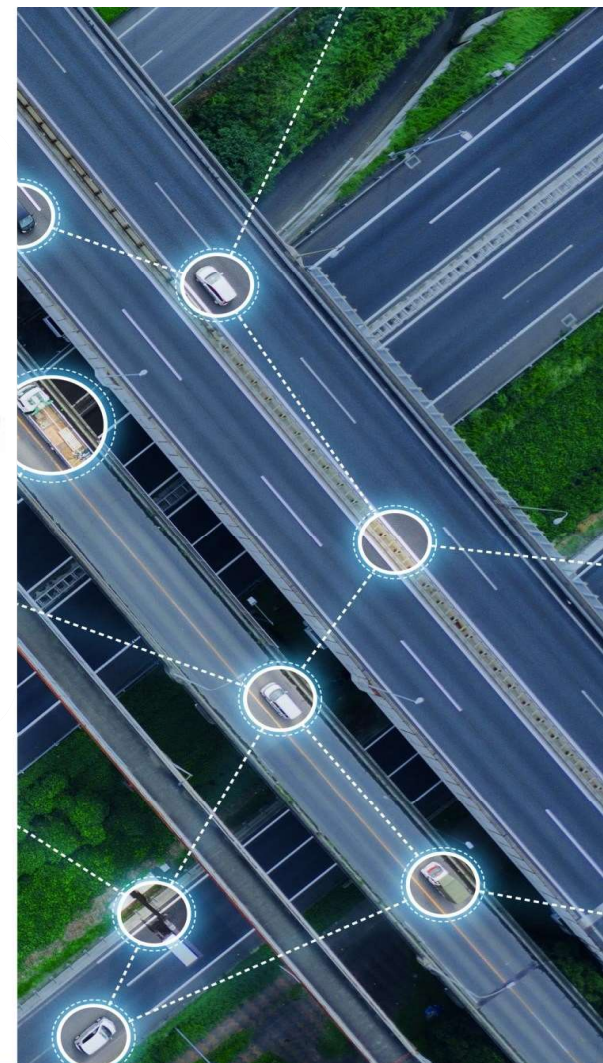


INVESTOR PRESENTATION

Q1 FY-2024-25



SAFE HARBOUR

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Major Operational Highlights – Consolidated – Y-o-Y

For the Quarter – Q1, FY 25

Total Income

- Total Income Increased by **10%** to **Rs. 917 Crs.**

EBITDA

- EBITDA Increased by **19%** to **Rs. 90 Crs.**

EBITDA in %

- EBITDA Margin higher by **75 bps** at **9.85%**

PAT

- PAT increased by **35%** to **Rs. 29 Crs.**

Operating Cash Flow

- Cash Generated Rs. **110 Crs. (Q1 FY 25)**



FY 2023-24

Total Income

- Total Income Increased by **21%** to **Rs. 3,532 Crs.**

EBITDA

- EBITDA Increased by **34%** to **Rs. 351 Crs.**

EBITDA in %

- EBITDA Margin higher by **100 bps** at **9.95%**

PAT

- PAT increased by **50%** to **Rs. 110 Crs.**

Operating Cash Flow

- Cash Generated Rs. **312 Crs. (FY 23-24)**



Major Operational Highlights – Standalone – Y-o-Y

For the Quarter – Q1, FY 25

Total Income

- Total Income Increased by **5%** to **Rs. 679 Crs.**

EBITDA

- EBITDA Increased by **9%** to **Rs. 62 Crs.**

EBITDA in %

- EBITDA Margin higher by **31 bps** at **9.09%**

PAT

- PAT increased by **4%** to **Rs. 25 Crs.**

Operating Cash Flow

- Cash Generated **Rs. 73 Crs. (Q1 FY 25)**



FY 2023-24

Total Income

- Total Income Increased by **13%** to **Rs. 2,727 Crs.**

EBITDA

- EBITDA Increased by **21%** to **Rs. 263 Crs.**

EBITDA in %

- EBITDA Margin Higher by **70 bps** at **9.66%**

PAT

- PAT increased by **34%** to **Rs. 112 Crs.**

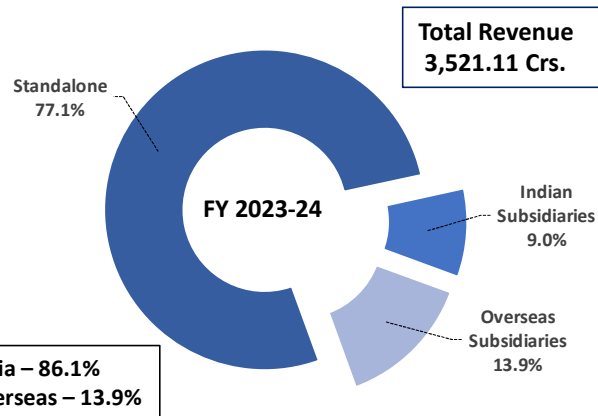
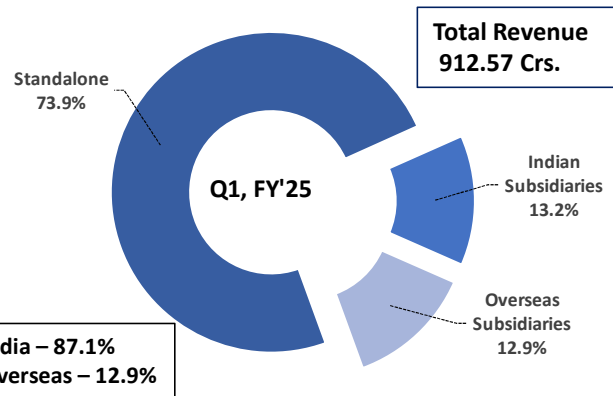
Operating Cash Flow

- Cash Generated **Rs. 174 Crs. (FY 23-24)**

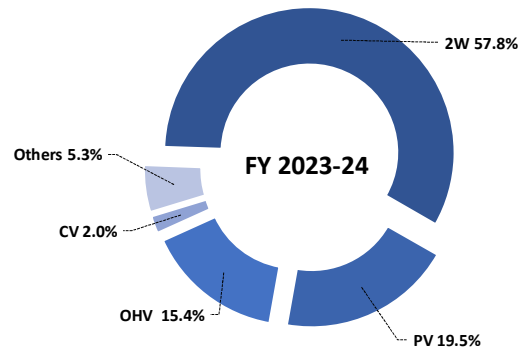
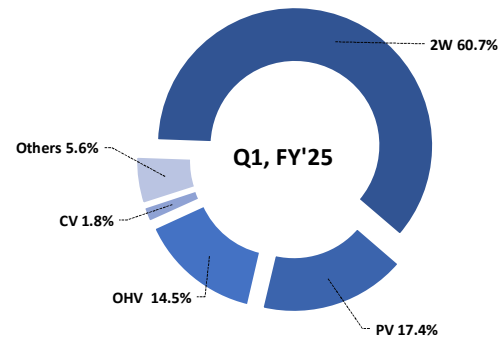


Q1 - FY'25 Revenue Snapshot – Consolidated

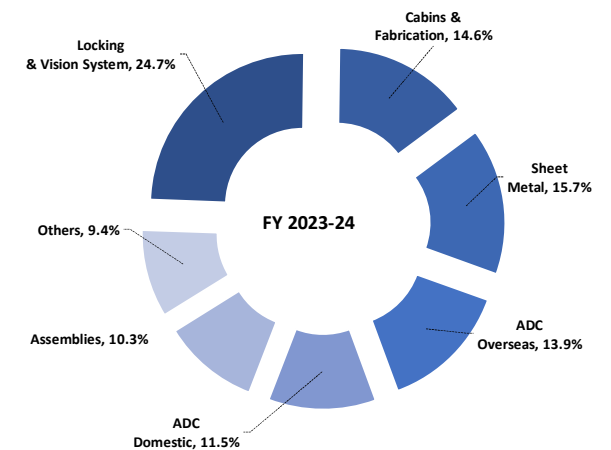
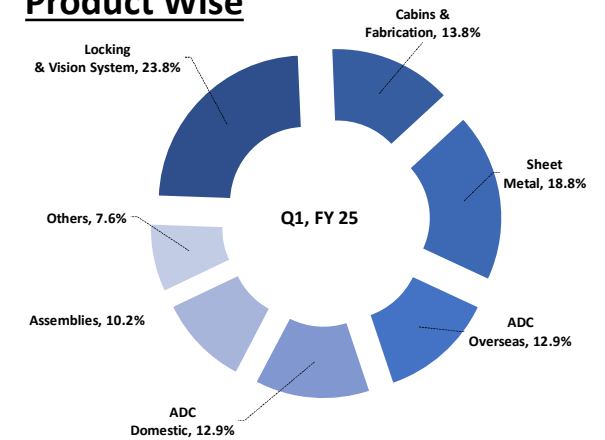
Geographical Breakup



Category Wise



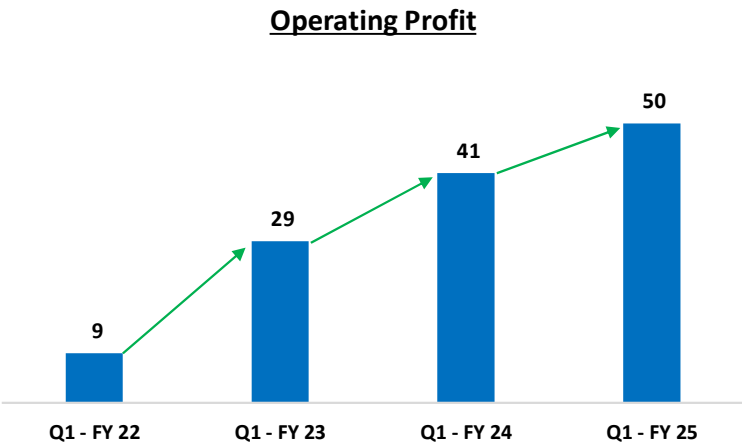
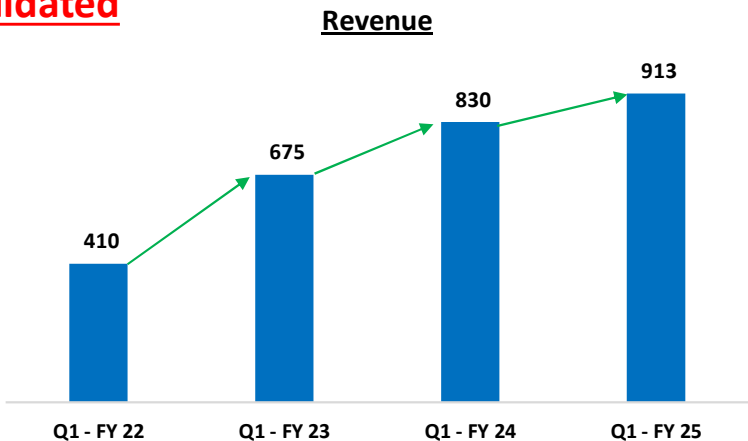
Product Wise



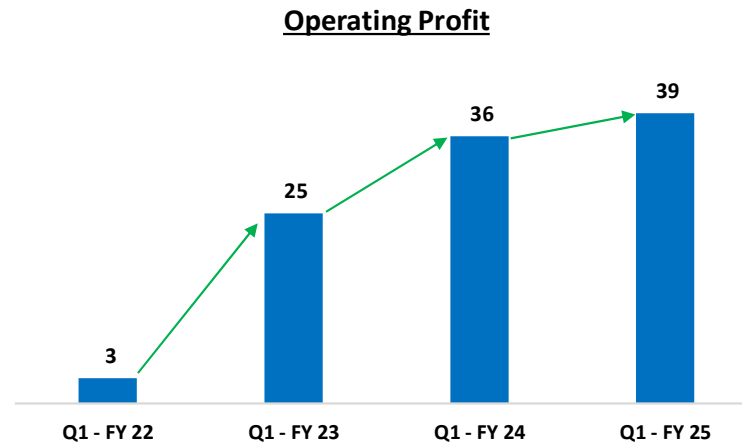
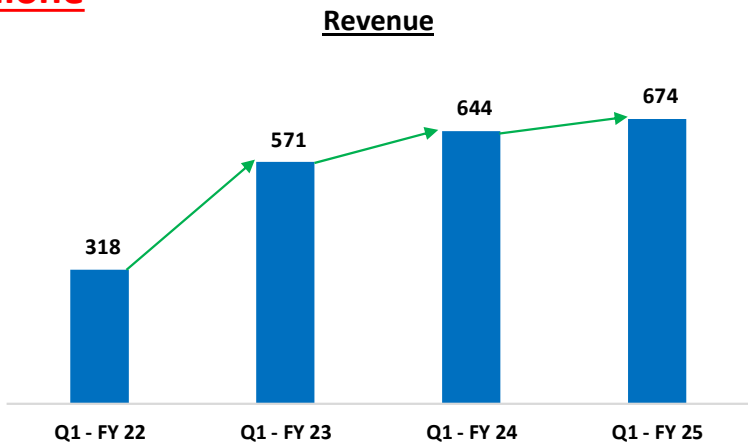
Comparative Financial Performance – YoY

Consolidated

[fig. in ₹ Crs.] **SANDHAR**
Growth. Motivation. Better Life



Standalone



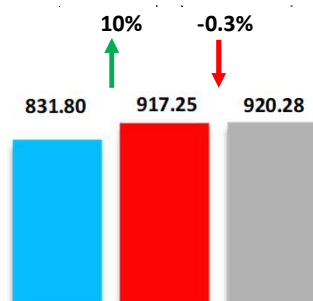
Q1-FY 25 Financial Snapshot

■ Q1 FY 24 ■ Q1 FY 25 ■ Q4 FY 24

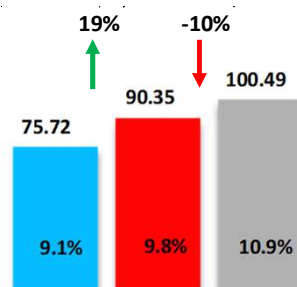
(fig. in ₹ Crs.) **SANDHAR**
Growth. Motivation. Better Life

Consolidated

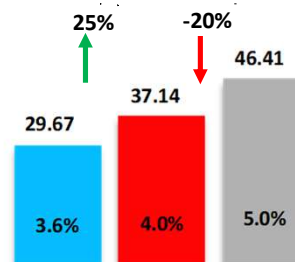
TOTAL INCOME



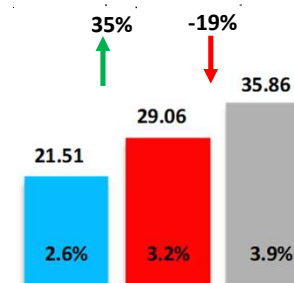
EBITDA



EBT

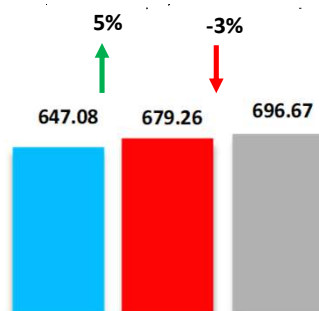


PAT

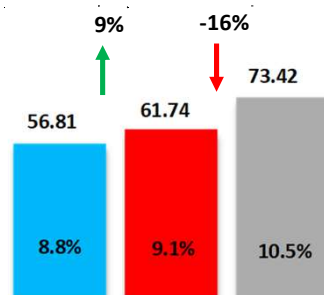


Standalone

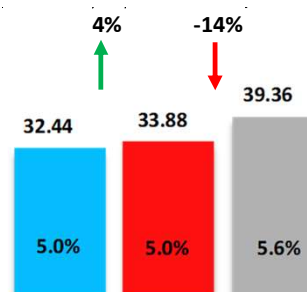
TOTAL INCOME



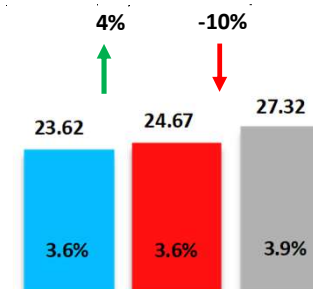
EBITDA

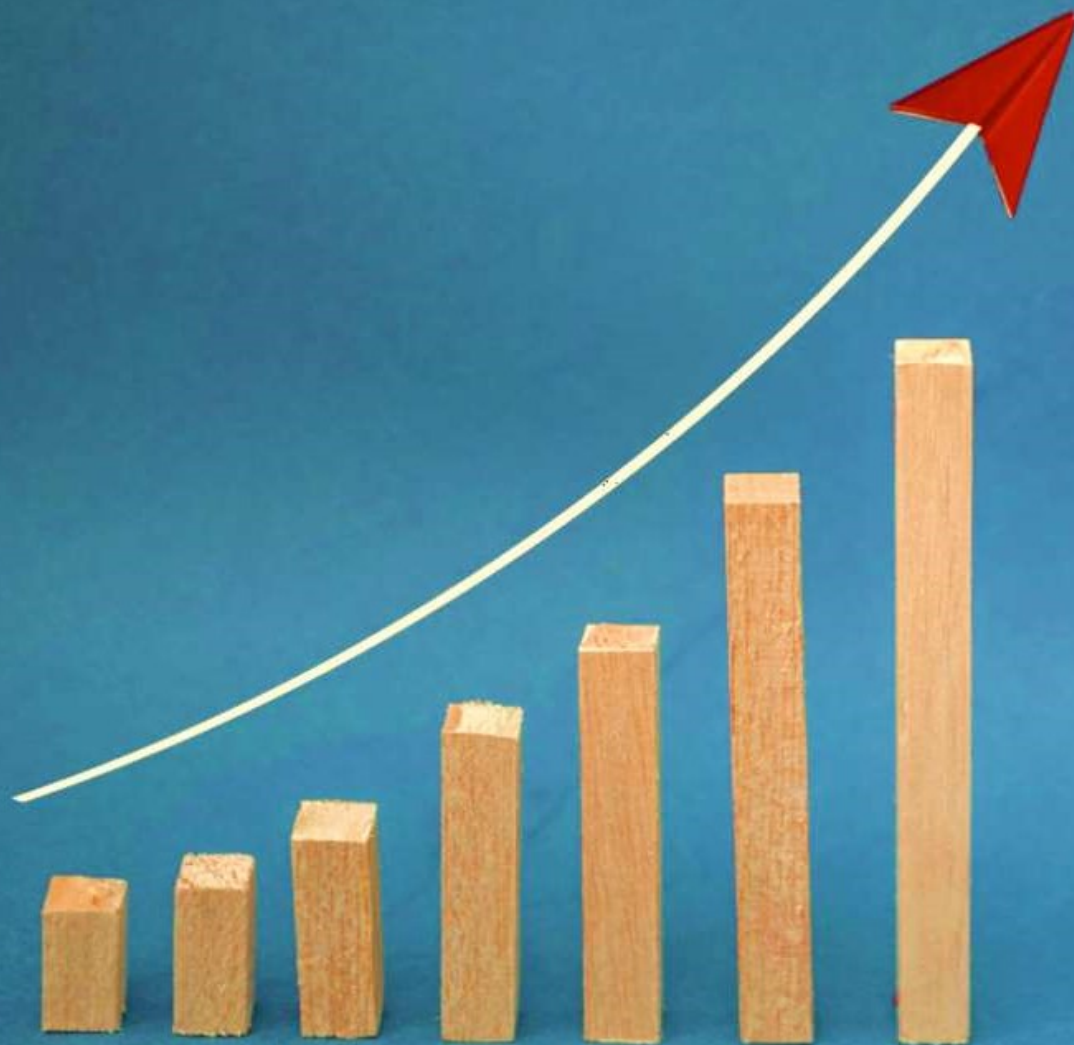


EBT



PAT





FINANCIAL INFORMATION & RECENT UPDATES

Profit & Loss Statement – Consolidated

(fig. in ₹ Crs)

Particulars	Q1 FY 25	Q1 FY 24	YoY (%)	Q4 FY 24	QoQ (%)	FY 2023-24	Growth Vs FY 23
Total Income	917.25	831.80	10.27%	920.28	-0.33%	3531.90	20.90%
Expenses							
Cost of materials	551.73	508.57	8.49%	552.10	-0.07%	2148.86	17.62%
Labour cost	84.31	70.20	20.11%	78.96	6.78%	302.09	32.82%
Personnel expenses	47.10	44.64	5.52%	47.22	-0.25%	179.53	14.24%
Other expenses	143.76	132.69	8.35%	141.51	1.59%	550.01	22.68%
Total expenses	826.91	756.08	9.37%	819.79	0.87%	3180.50	19.58%
EBITDA	90.35	75.72	19.32%	100.49	-10.09%	351.40	34.34%
EBITDA %	9.85%	9.10%		10.92%		9.95%	
Finance costs	12.75	9.89	28.90%	12.33	3.44%	45.24	44.33%
Interest on lease liabilities	1.56	1.48	5.55%	2.04	-23.61%	6.28	41.56%
Depreciation	40.75	34.93	16.67%	42.12	-3.24%	153.62	26.41%
Profit before exceptional item, share of loss in joint ventures and tax (EBT)	35.29	29.42	19.93%	44.00	-19.81%	146.26	40.26%
Exceptional item	-	0.00		-		0.00	
Profit/(Losses) from JV	1.85	0.25	636.88%	2.40	-22.99%	3.95	240.51%
Profit after exceptional item, share of loss in joint ventures before tax	37.14	29.67	25.15%	46.41	-19.97%	150.21	49.66%
EBT %	4.05%	3.57%		5.04%		4.25%	
Tax Expenses	8.08	8.17		10.54		39.95	
Net profit	29.06	21.51	35.13%	35.86	-18.96%	110.26	49.90%
Net Profit %	3.17%	2.59%		3.90%		3.12%	
Other comprehensive income	-0.55	1.27	-	-1.33		1.43	-32.00%
Total comprehensive income	28.51	22.77	25.18%	34.54	-17.45%	111.70	47.62%
Comprehensive Income %	3.11%	2.74%		3.75%		3.16%	
Cash Profit	71.83	58.36	23.09%	80.00	-10.21%	272.04	34.25%
Earnings Per Share (EPS)*	4.83	3.57	35.25%	5.96	-18.96%	18.32	49.90%
Cash Earning Per Share (CEPS)*	11.93	9.70	23.09%	13.29	-10.21%	45.20	34.25%

* Not Annualized for the Quarter

Profit & Loss Statement – Standalone

(fig. in ₹ Crs)

SANDHAR
Growth. Motivation. Better Life

Particulars	Q1 FY 25	Q1 FY 24	YoY (%)	Q4 FY 24	QoQ (%)	FY 2023-24	Growth Vs FY 23
Total Income	679.26	647.08	4.97%	696.67	-2.50%	2727.34	13.18%
Expenses							
Cost of materials	454.09	440.40	3.11%	462.15	-1.74%	1834.13	11.96%
Labour cost	55.60	49.88	11.47%	53.06	4.79%	210.53	20.73%
Personnel expenses	26.55	26.92	-1.39%	25.90	2.51%	105.01	3.27%
Other expenses	81.27	73.07	11.23%	82.15	-1.06%	314.22	12.80%
Total expenses	617.52	590.27	4.62%	623.25	-0.92%	2463.90	12.36%
EBITDA	61.74	56.81	8.68%	73.42	-15.91%	263.44	21.43%
EBITDA %	9.09%	8.78%		10.54%		9.66%	
Finance costs	4.04	2.61	55.15%	3.61	12.11%	11.38	-18.95%
Interest on lease liabilities	0.68	0.48	42.62%	1.11	-38.83%	2.41	63.38%
Depreciation	23.14	21.28	8.71%	23.78	-2.72%	89.77	6.31%
Profit before exceptional item and tax	33.88	32.44	4.43%	44.92	-24.57%	159.88	36.66%
Exceptional item	-	0.00		5.56		5.56	
Profit after exceptional item and before tax (EBT)	33.88	32.44	4.43%	39.36	-13.92%	154.32	35.43%
EBT %	4.99%	5.01%		5.65%		5.66%	
Tax Expenses	9.21	8.83		12.04		42.07	
Net profit	24.67	23.62	4.46%	27.32	-9.71%	112.25	33.98%
Net Profit %	3.63%	3.65%		3.92%		4.12%	
Other comprehensive income	-0.18	0.14	-	1.29	-	1.59	219.08%
Total comprehensive income	24.49	23.75	3.11%	28.61	-14.39%	113.84	38.09%
Comprehensive Income %	3.61%	3.67%		4.11%		4.17%	
Cash Profit	47.80	44.90	6.48%	51.10	-6.46%	202.02	20.09%
Earnings Per Share (EPS)*	4.10	3.92	4.59%	4.54	-9.69%	18.65	33.98%
Cash Earning Per Share (CEPS)*	7.94	7.46	6.48%	8.49	-6.46%	33.56	20.09%

* Not Annualized for the Quarter

CSR Overview

Education

At Sandhar, we believe that education is the cornerstone of societal advancement. We are committed to SDG Goal 4 in ensuring inclusive and equitable quality education. Our focus is on extending Remedial Education, Pedagogy, augmented infrastructure for children from under served communities, promoting life-long learning & employability.

Environmental Sustainability
Sustainability is at the heart of our operations. Sandhar is dedicated to implementing eco-friendly practices across all our activities. We actively engage in conservation initiatives and invest in renewable energy sources to minimize our environmental footprint. Our goal is to create a sustainable future for generations to come.

Community Development
We are committed to SDG Goal 11. We enable people to collectively identify, prioritize and plan to solve their problems through participation, transparency, barrier removal, accountability, local power, and enhanced capacity that ultimately leads to reduce poverty, promote gender equality, and empower communities to develop sustainably.

Healthcare
Sandhar supports medical camps, health screenings, and outreach programs that provide primary and preventive healthcare services to underserved communities. We are committed SDG 3 in ensuring health & well-being for all and SDG 6 in ensuring availability & sustainable management of water and sanitation.

Skilling
With only 2.3 % of the workforce in India having undergone formal skill training Sandhar curates Structured Intervention to Create employable skills, Uplift Unorganized Workforce to facilitate equitable economic progress.

Discretionary

Certain allocation each year is earmarked to revolving priorities under Schedule VII of CSR Act per the discretion of the

CORPORATE SOCIAL RESPONSIBILITY

Elements	Program	Implementing Agency
Health Care	Sandhar Healthcare Centre -Village Begumpur Khatola, Gurugram	Sandhar Foundation
Education	Sandhar ke Beti Sandhar Centre of Learning - Devli Sangam Vihar	Spring Dales ducation Society Khushi NGO
Skilling & Vocational	Swabhimaan	Spring Dales Education Society
Senior Care	Adopt a Gran	Spring Dales Education Society
Environment- Go Green	Peenya Industrial Park, Bangalore	Self Implemented



Sandhar's EV Readiness and Product Profile



EV Readiness

1. Motor Controller



- Voltage/: (48V,60V,72V)
- Rated Power: 250W,2Kw,6Kw

Application: 2Wheeler & 3Wheeler

Line Readiness Status:

- a) Assembly Line Installation: Done
- b) End of Line Tester: Sep'24

Tooling Readiness Status:

- a) Tooling Go Ahead Released
- b) Final Parts: Sep'24

Mass Production Readiness Status:

- a) 250W: Aug'24
- b) 2kW: Sep'24
- c) 6kW: Dec'24

2. Battery Charger



- Voltage: (48V,60V)
- Rated Power: 550W, 750W

Application: 2Wheeler & 3Wheeler

Line Readiness Status:

- a) Assembly Line Installation: Done
- b) End of Line Tester: Done

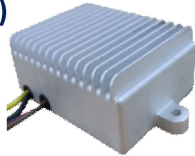
Tooling Readiness Status:

- a) Tooling: Done
- b) Final Parts: Done

Mass Production Readiness Status:

- a) 550W: Sep'24
- b) 750W: SOP Started: July'24

3. DC-DC Converter (Non Isolated)



- Voltage: (48V,60V,72V)
- Rated Power: 120W, 180W

Application: 2Wheeler & 3Wheeler

Line Readiness Status:

- a) Assembly Line Installation: Done
- b) End of Line Tester: Sep'24

Tooling Readiness Status:

- a) Tooling: Done
- b) Final Parts: Aug'24

Mass Production Readiness Status:

- a) 180W: Dec'24

THANK YOU

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