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

Sandhar Technologies – Footprint



- Corporate Office
- Manufacturing Locations
- Our Collaborators



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

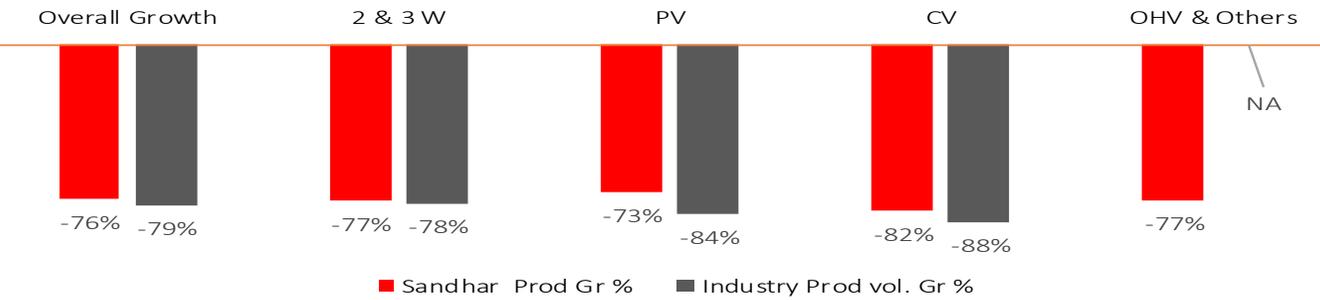
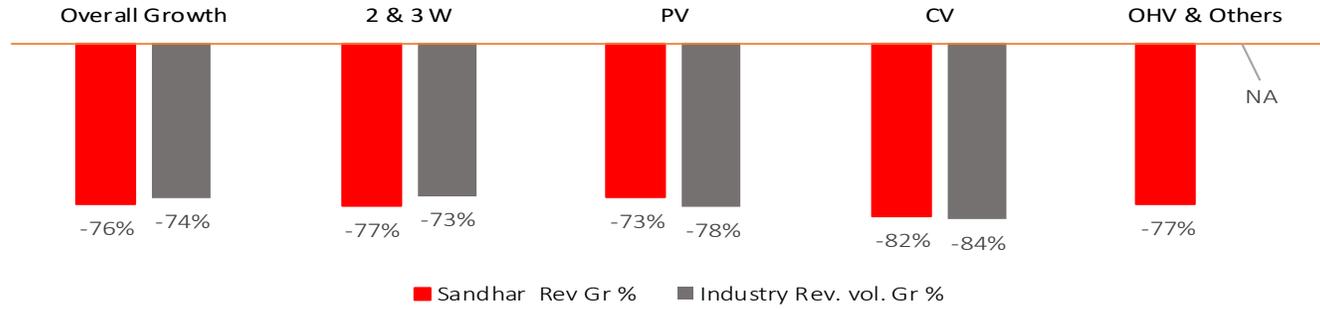


FY 20 consolidated revenue of INR 1953 Crs, EBITDA of INR 206.42 Crs and PAT of INR 57 Crs - India business drives most of it



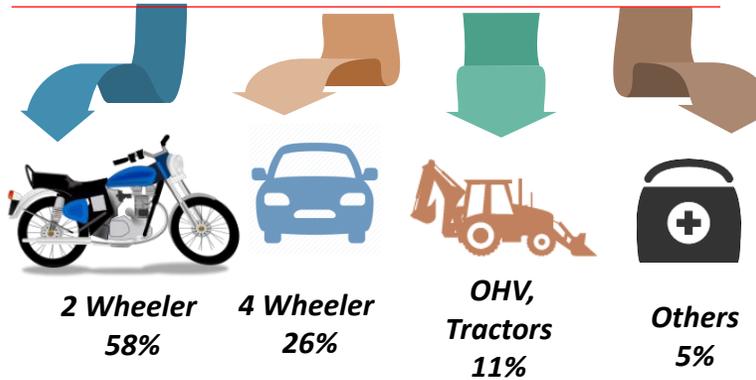
Backed by two PE investors in last 12 years – Actis Group in FY06 and GTI Capital in FY12 and got listed in 2018

Sandhar Vs. Industry

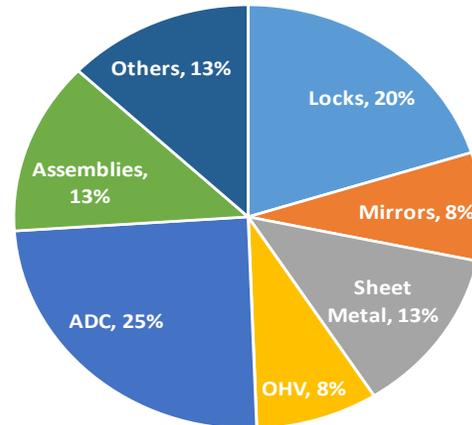


Customer	OEM Gr %	STL Gr %	Pie
Hero	-69%	-75%	28%
TVS	-77%	-78%	23%
BOSCH	NA	-63%	7%
JCB	NA	-79%	5%
Autoliv	NA	-52%	5%
TRW	NA	-71%	5%
ROYAL ENFIELD	-69%	-79%	4%
HONDA	-95%	-96%	1%
TATA HITACHI Reliable solutions	NA	-94%	1%
TATA	-89%	-84%	1%
HONDA	-81%	-98%	0%

Segment wise Revenue Pie

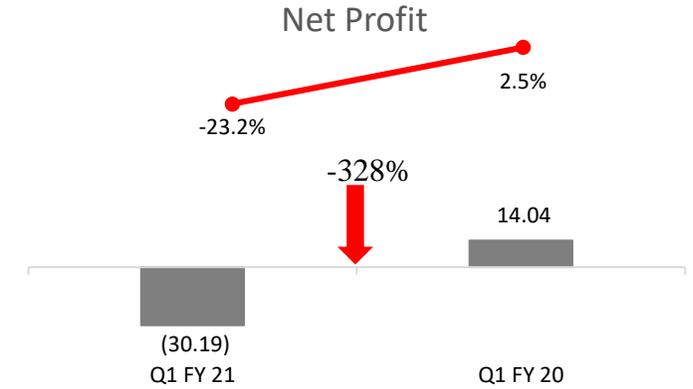
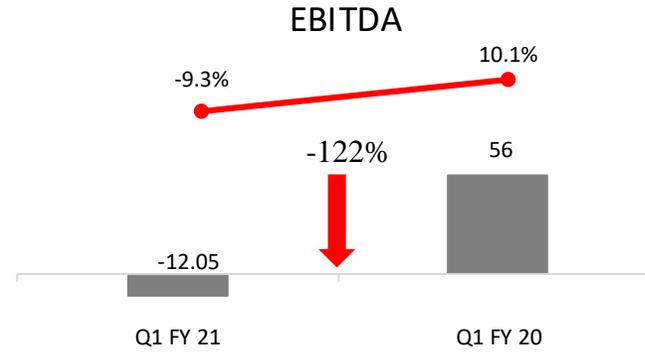
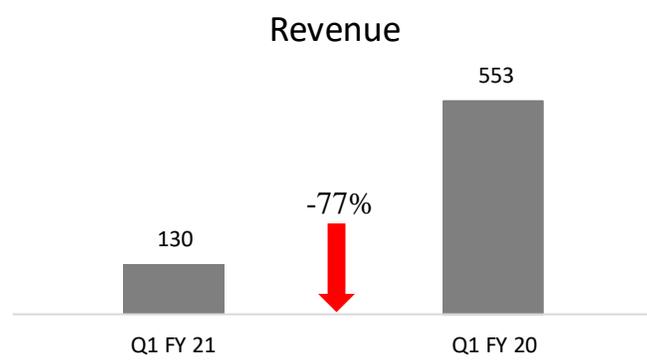


Product wise Revenue Pie

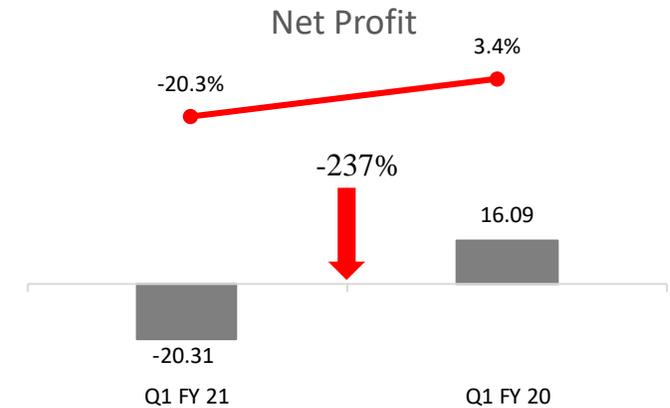
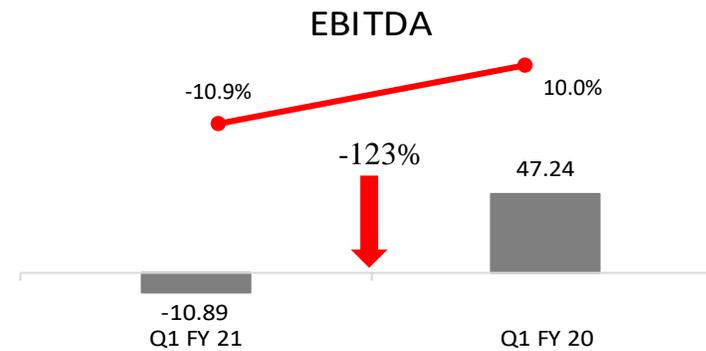
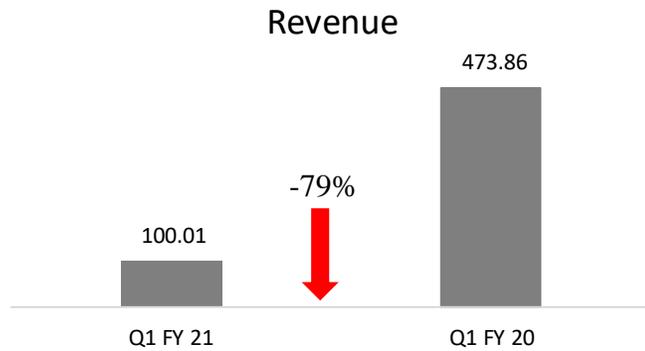


Q1 FY 20-21 (YoY) Financial Performance (INR Crs)

Consolidated



Standalone

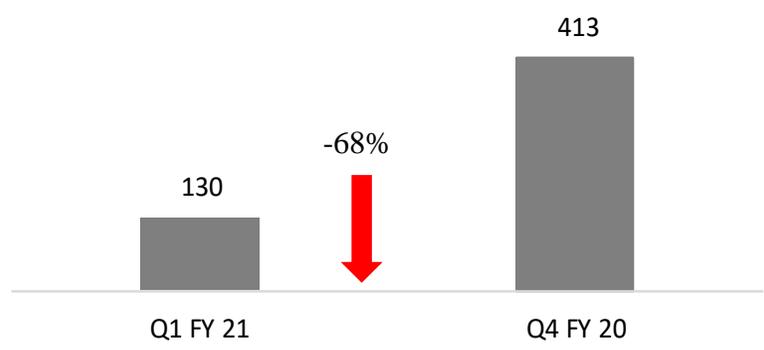


- Consolidated Revenue declined is in line with 2W, 4W and OHV production decline due to lock down.
- EBITDA declined due to fixed expenses of Rs 21Crs in first two months and loss of Revenue.
- Net Profit declined majorly on account of depreciation of Rs.15 Crs in first two months along with major loss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

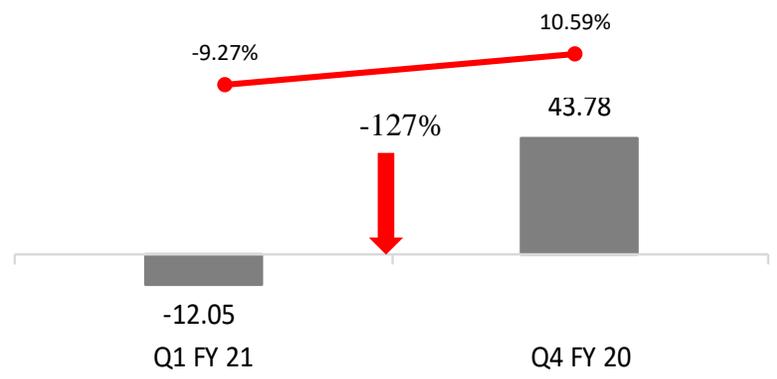
Q1 FY 20-21 (QoQ) Financial Performance (INR Crs)

Consolidated

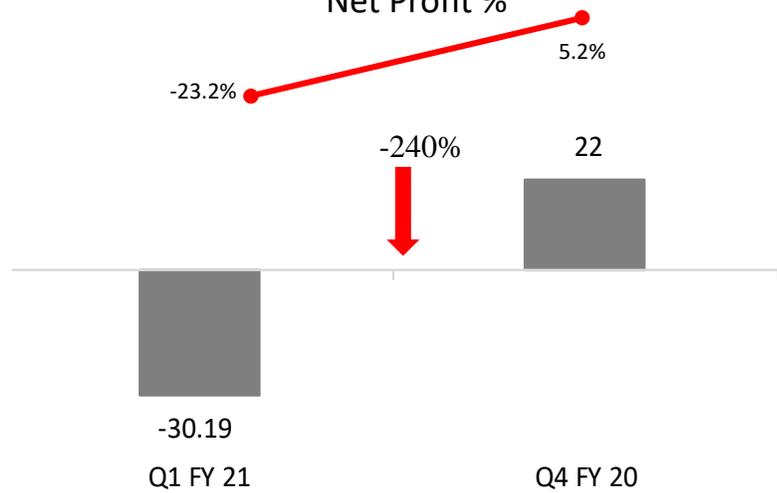
Revenue



EBITDA

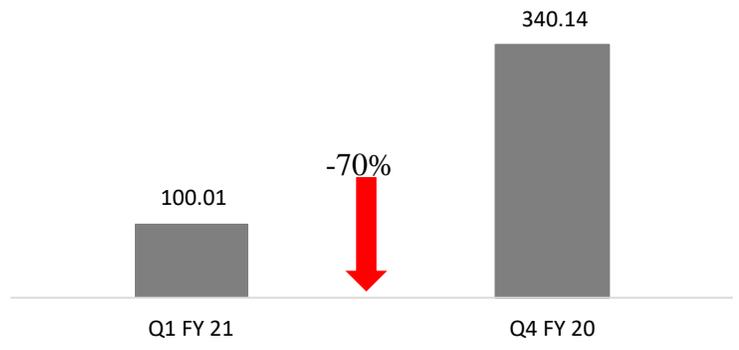


Net Profit %

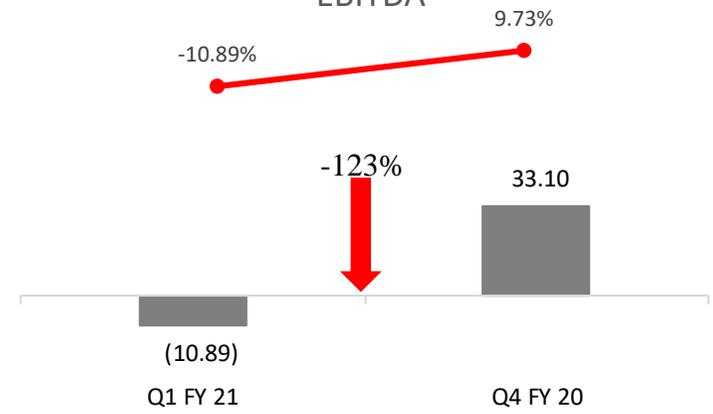


Standalone

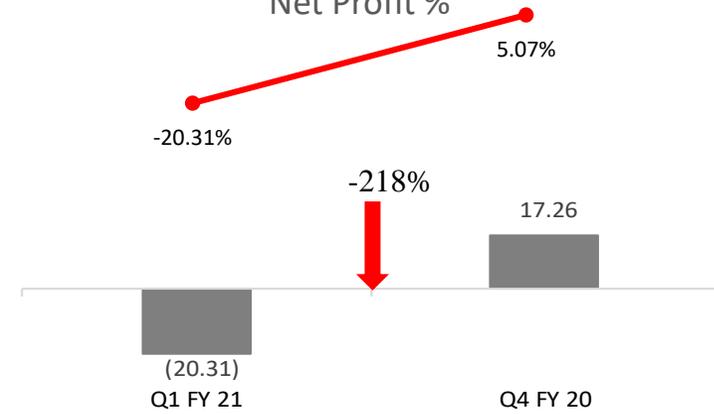
Total Revenue



EBITDA



Net Profit %

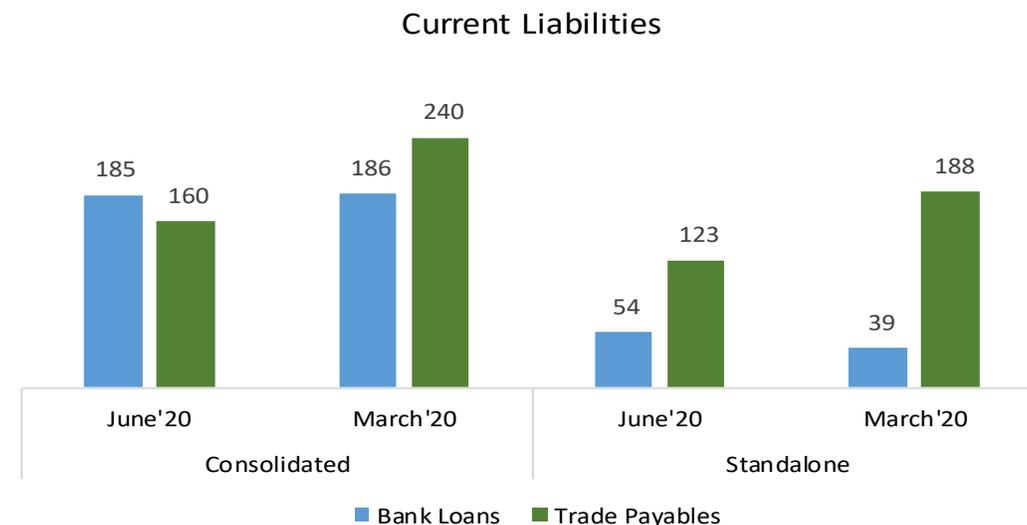
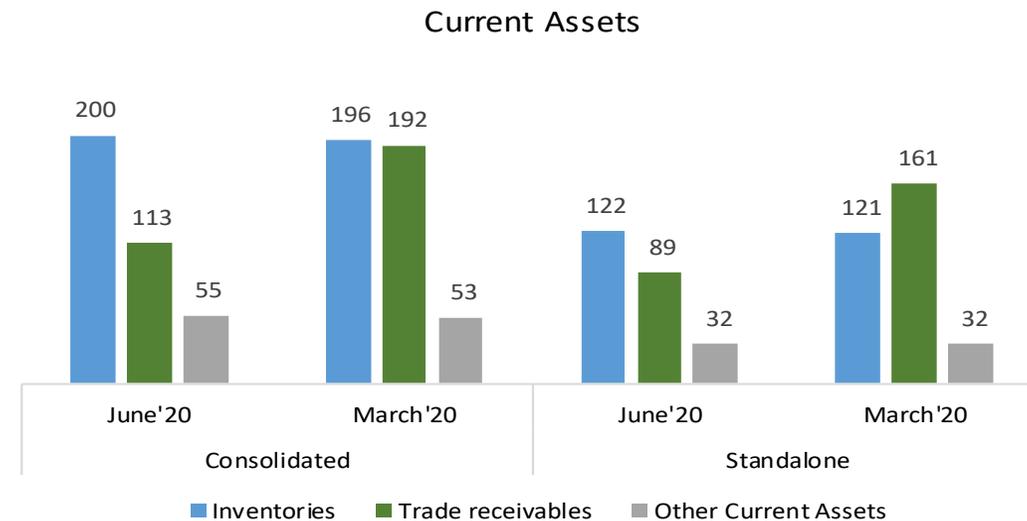


Profit and Loss for Q1 FY 20-21 (INR Crs)

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

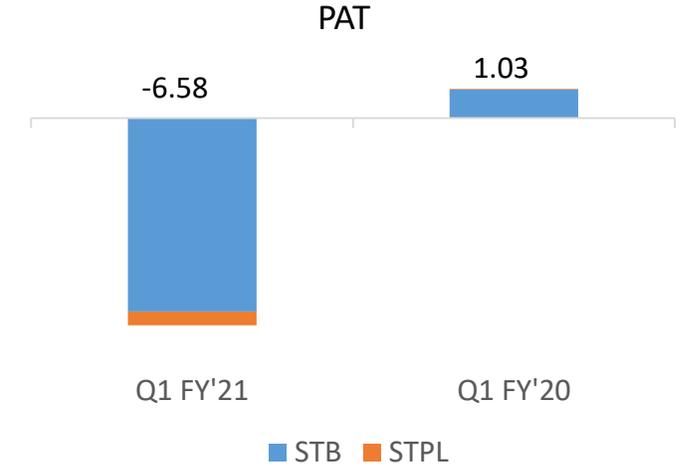
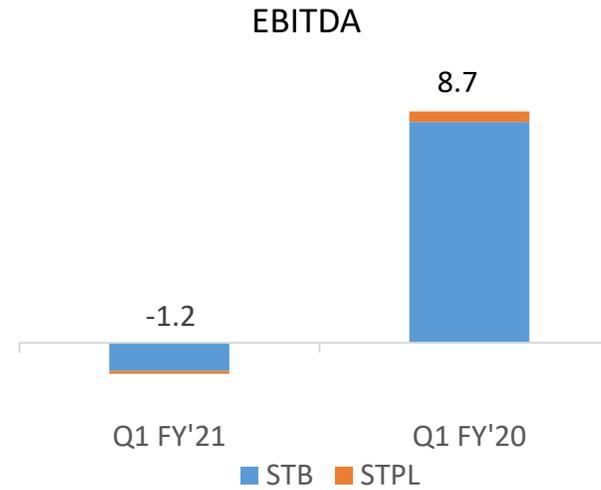
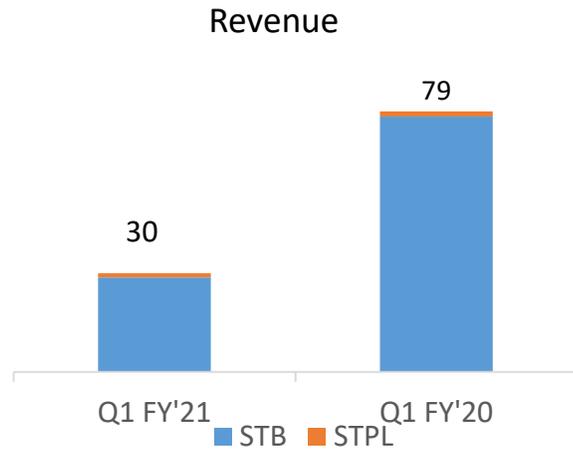
Balance Sheet as on 30th June 2020 (INR Crs)

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

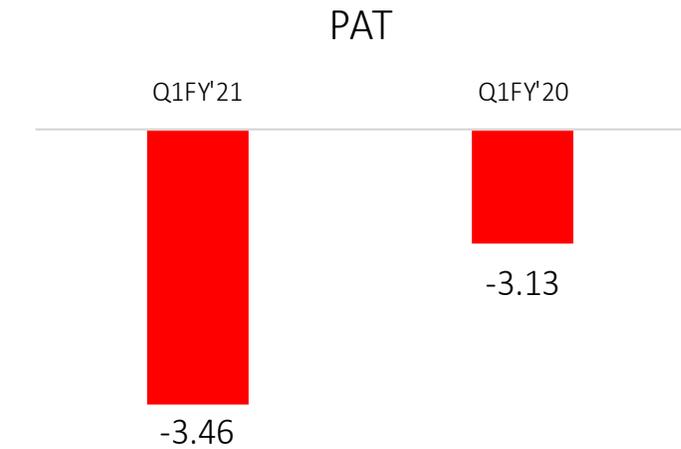
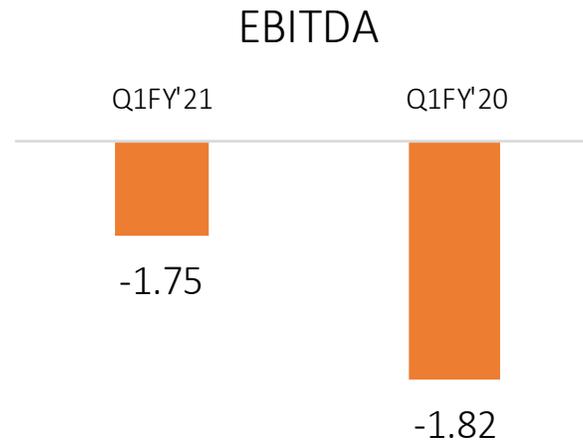
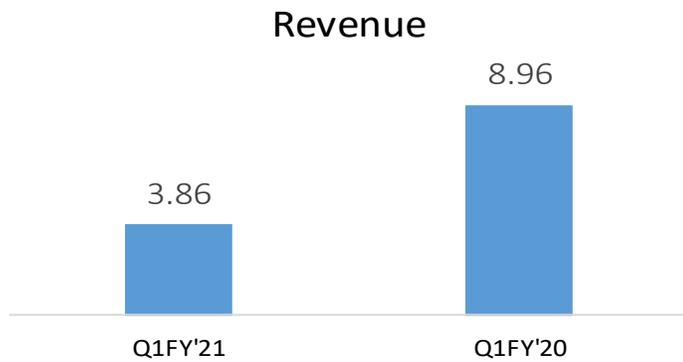


Subsidiaries & JV Performance (INR Crs)

Subsidiaries (STB Consol and STPL)



Joint Ventures (50% share)



THANK YOU

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