

Ref: STL / REG-30/ BSE/ NSE/ 2021-2022/99

Dated: 03<sup>rd</sup> February, 2022

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**

**Sub: Intimation to Stock Exchange- Investor Presentation in connection with Un-Audited Standalone & Consolidated Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2021**

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, 2021, the same is uploaded on the website of the Company [www.sandhargroup.com](http://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**



**INVESTORS PRESENTATION  
Q3 & 9M FY 21-22 Performance**

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**Strong performance in 9 Months of FY'22 despite Covid, increase in commodity prices, negative sentiments in the market and worldwide chip shortage. While revenue stood at Rs. 1,645 Crs. registering an impressive growth of 34% over corresponding 9 Months of FY'21 the PAT grew by 100%.**

## Financials (9 Months FY'22 vs 9 Months FY'21)

### Consolidated

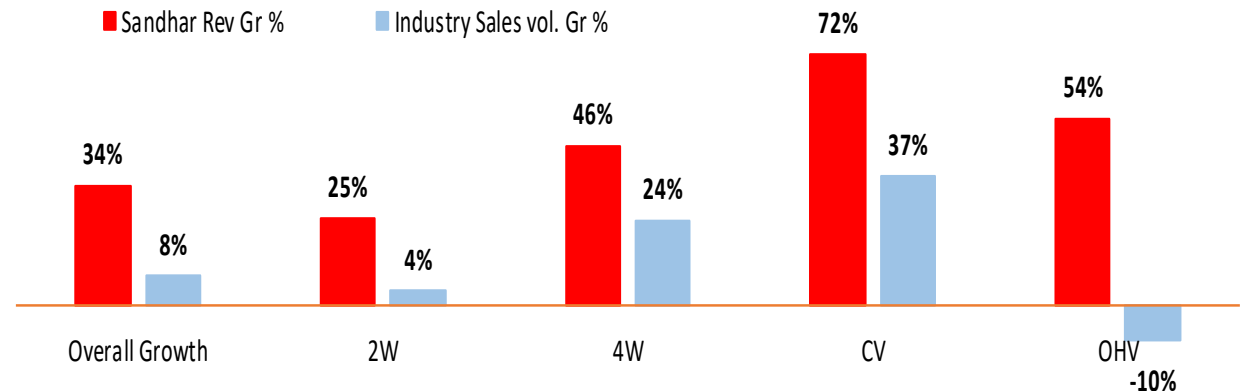
- Revenue at Rs. 1,645 Crs. up by 34%
- EBITDA at Rs. 148 Crs. up by 25%
- Cash Profit at Rs. 115 Crs. up by 26%
- Cash EPS of Rs. 19 vs Rs. 15 up by 26%

### Standalone

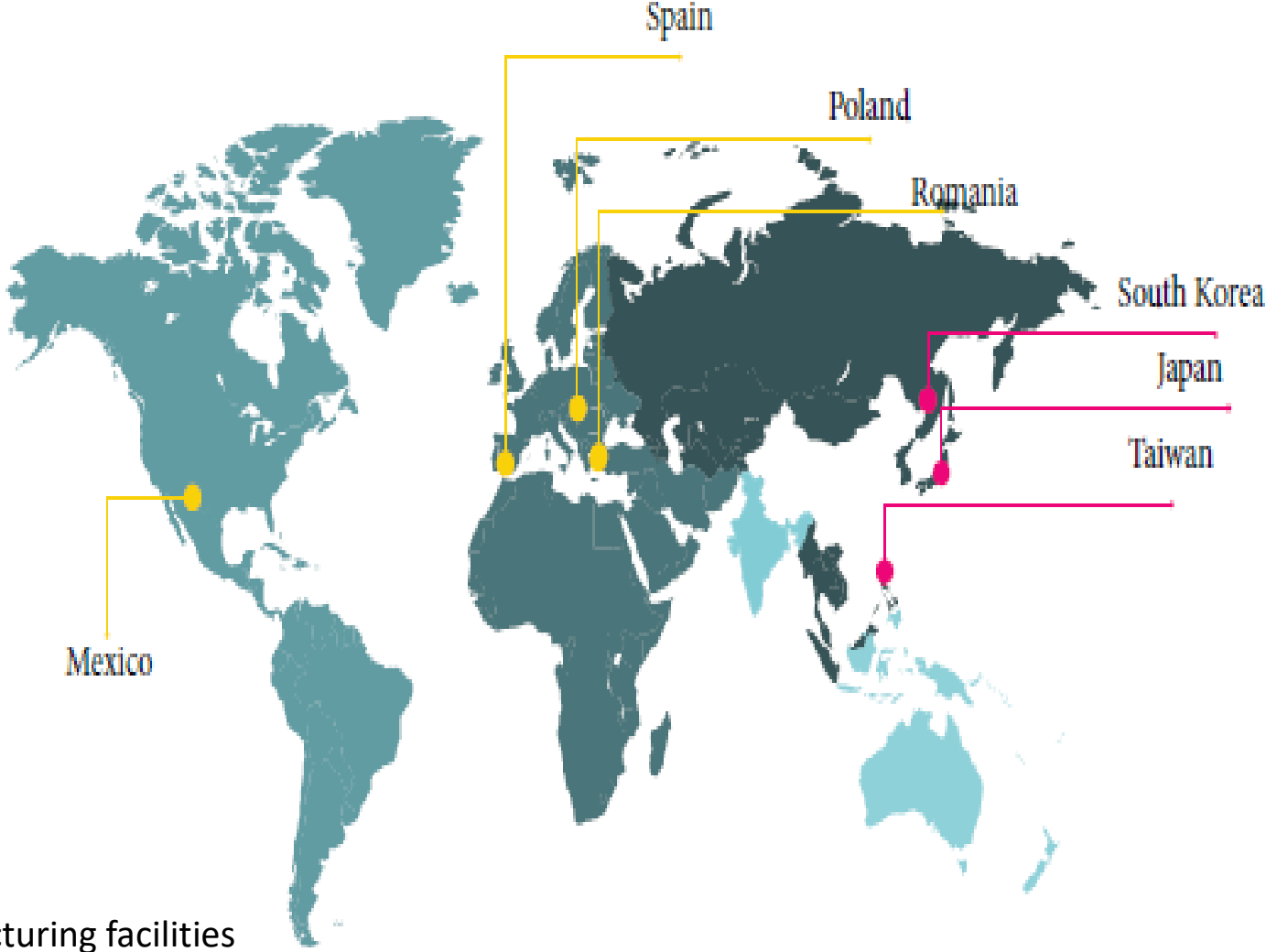
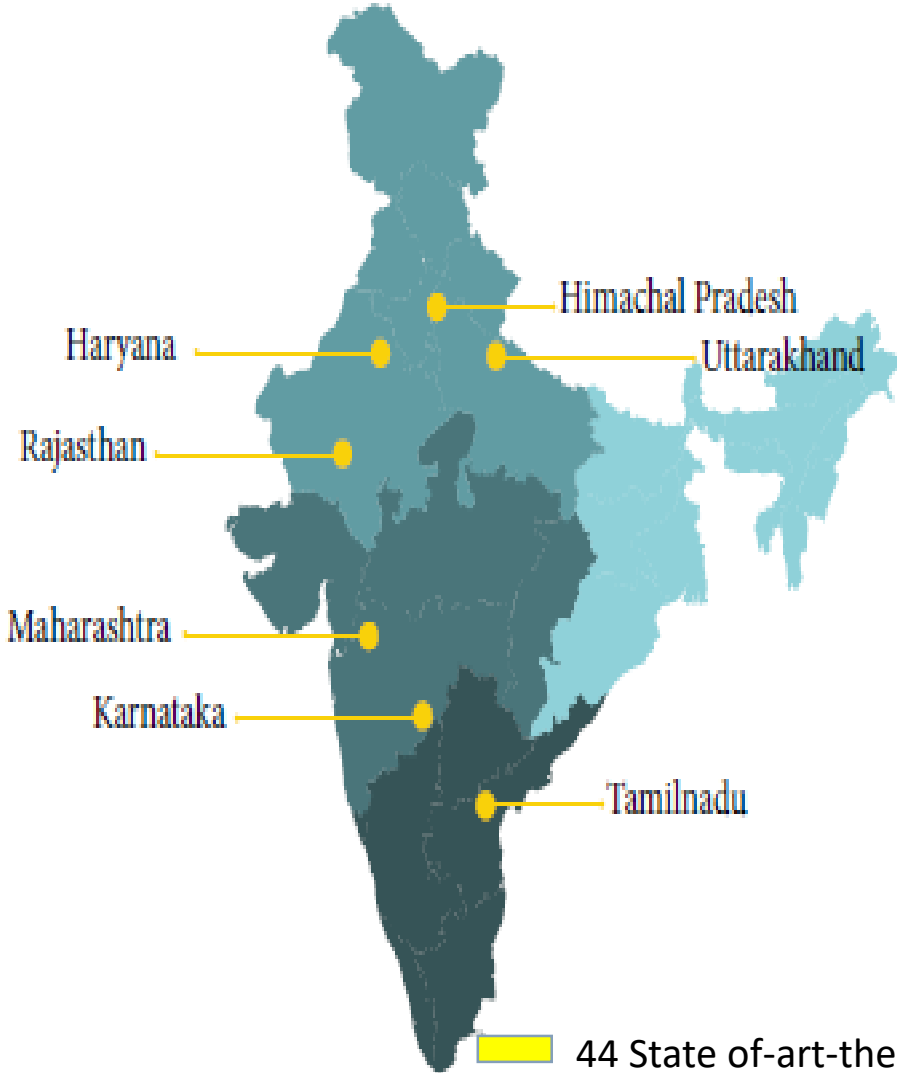
- Revenue at Rs. 1,372 Crs. up by 32%
- EBITDA at Rs. 118 Crs. up by 24%
- Cash Profit at Rs. 95 Crs. up by 22%
- Cash EPS of Rs. 16 vs Rs. 13 up by 23%

## Industry Updates

Industry registered a growth of 8% where as Sandhar has achieved an impressive growth of 34% over 9 Months period ended December'21 vs Corresponding Period of FY'21.



# Our Footprint



- 44 State of-art-the-manufacturing facilities
- Technical collaboration & Joint Ventures with South Korea, Japan & Taiwan

# Inauguration Ceremony of Sandhar Technologies Limited, Nalagarh Unit I

## Products

## Plant Inside View

## Inauguration (14 December 2021)



Handle



Paint Shop



Muffler Line



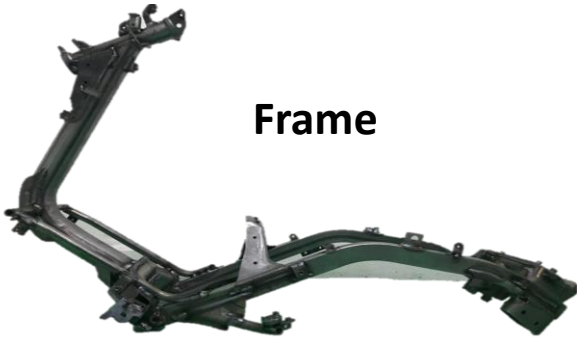
Muffler



Frame Line



Shot Blasting



Frame



Products	Start of Production	Total Capex	Incentives Considered	Total Net Outflows	Estimated Revenue FY'23
Handle, Muffler, Frame	January' 2022	57 Crs.	25 Crs.	32 Crs.	113 Crs.

# Auto Component PLI Scheme



Sandhar has successfully applied for the Production Linked Incentive (PLI) Scheme

Targeted minimum Investment of Rs. 250 Crores over next 5 Years

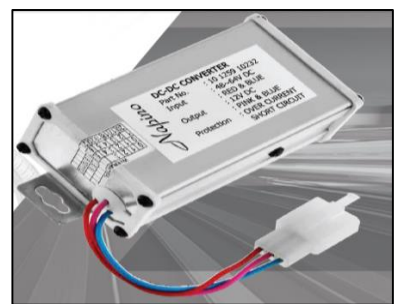
Minimum sales achievement of Rs. 25 Crs. in the first year of the eligible products with YoY growth of minimum 25% to 30%

Incentives ranging from 8% to 13% based on the turnover slabs achieved

Sandhar to continue investing in development of products and advance technology for EV vehicles



# Targeted New Products for 2 Wheeler Segment



DC-DC Converter

Battery Charger



Keyless Solutions



USB Charger



Motor Controller



Wiring Harness



Battery and BMS



BLDC Hub Motor





# Targeted New Products for 2 Wheeler Segment



USB  
Charger



Mobile Holder  
with Charger



Foldable  
Key



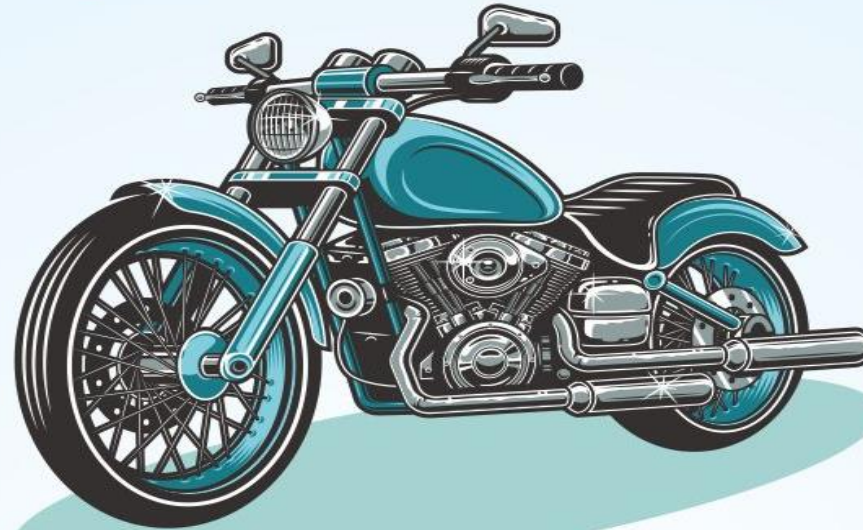
OFF/LOCK  
Indication for Key



Electronic Steering  
Column Lock



Vehicle Location &  
Security System  
(VLSS)



Tyre Pressure Monitoring  
Sensor (TPMS)



Carbon Canister



CBS for Motorcycles



Roll Over Valve



e-PCV



Ambient Air  
Pressure Sensor

# Targeted New Products for 4 Wheeler Segment

**Rpas**

**Cameras**

**Security System**

**Lane Departure Warning System**

**Kick Sensor**

**Radar**

**USB Chargers**

**Wireless Charging**

**Head Up Display**

**MG Die Cast ESL**

**Auto Dimming Mirror**

**Sun Visor**

**Sharkfin & Micropole Antenna**

**AVN Panels**

**Data Cables**

**Blackout Tape**

**Cargo Screen**

# Revenue Model

## Key Customers

**2 W**



**PV**



**CV**



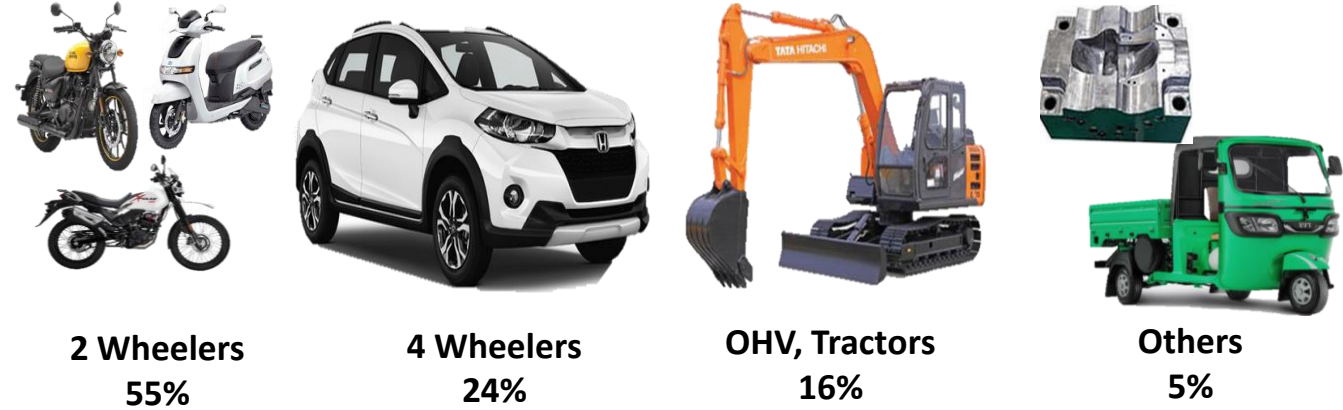
**OHV**



**3W**



## Segment wise Revenue Share



## Vertical wise Revenue Share

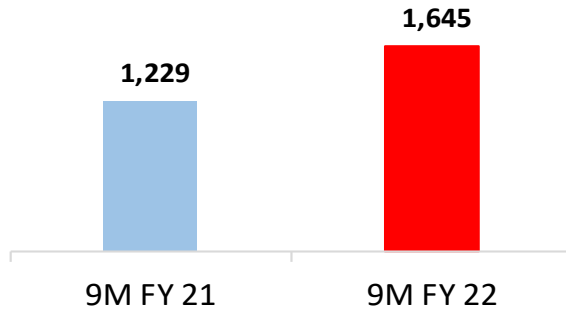




# 9M-FY 22 Financial Snapshot (fig. in Rs. Crs)

## Consolidated

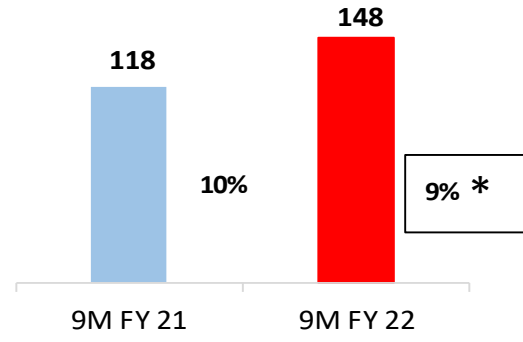
### Revenue



GR Vs LY

↑ 34%

### EBITDA



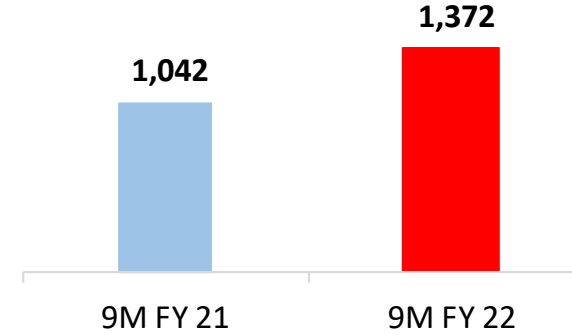
GR Vs LY

↑ 25%

9% \*

## Standalone

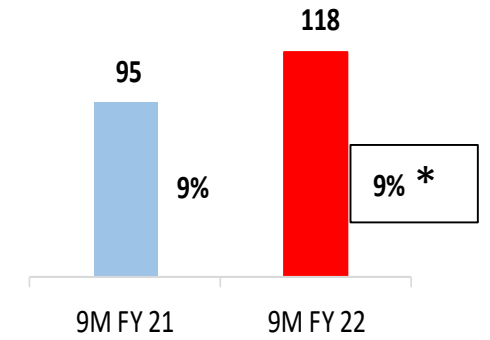
### Revenue



GR Vs LY

↑ 32%

### EBITDA

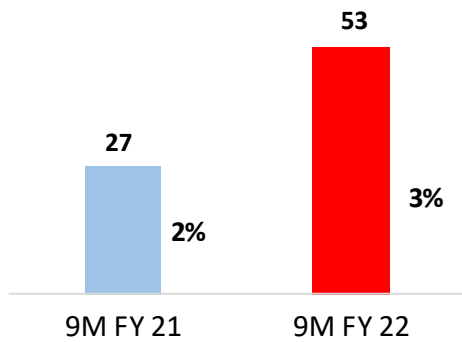


GR Vs LY

↑ 24%

9% \*

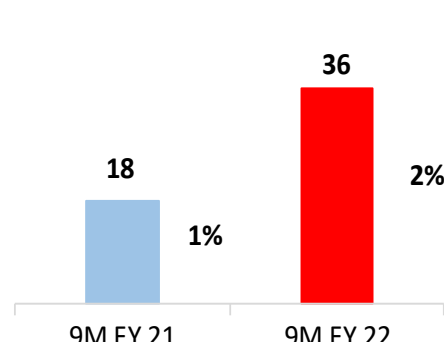
### EBT



GR Vs LY

↑ 96%

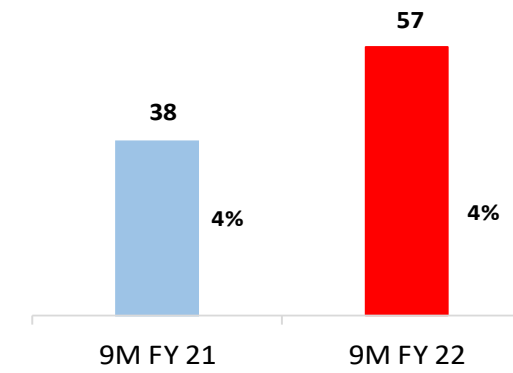
### PAT



GR Vs LY

↑ 100%

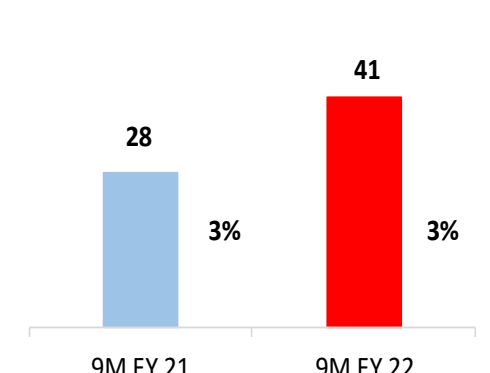
### EBT



GR Vs LY

↑ 50%

### PAT



GR Vs LY

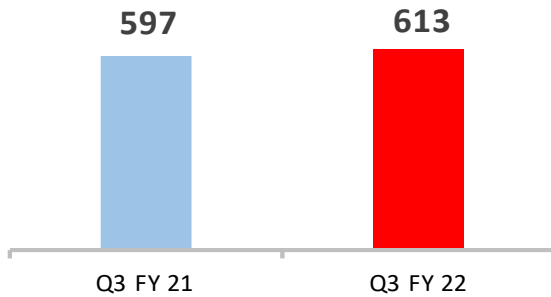
↑ 46%

\* Impacted due to increasing trend in commodity prices over QoQ and unsettled by the customers

# Q3-FY 22 Financial Snapshot (fig. in Rs. Crs)

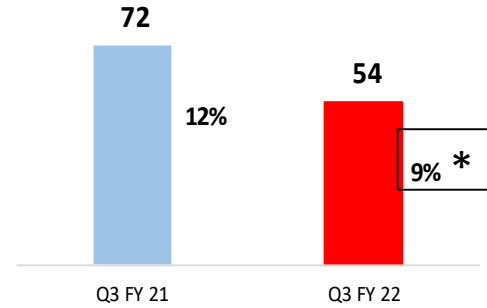
## Consolidated

### Revenue



GR Vs LY  
↑ 3%

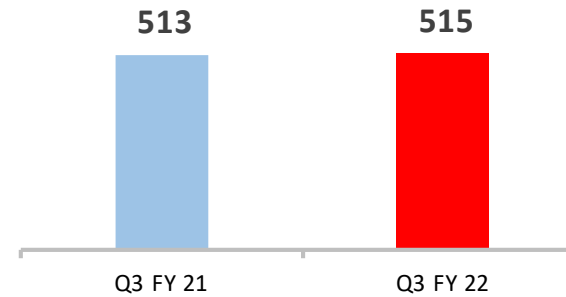
### EBITDA



GR Vs LY  
↓ 25%

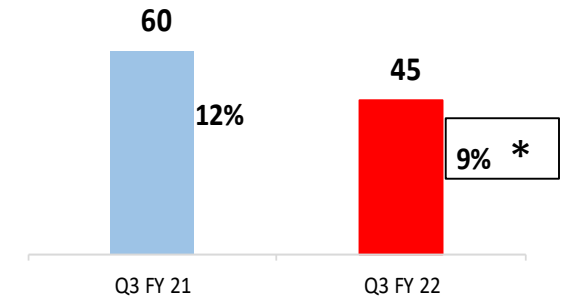
## Standalone

### Revenue



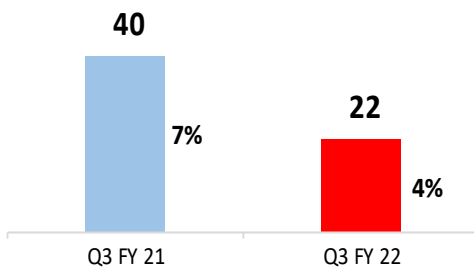
GR Vs LY  
↑ 0.4%

### EBITDA



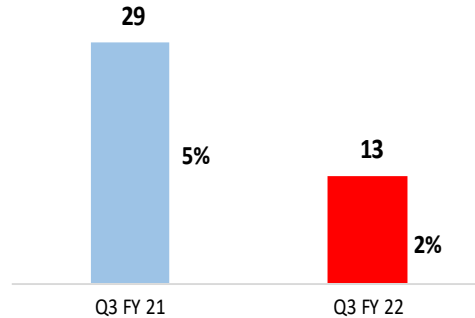
GR Vs LY  
↓ 25%

### EBT



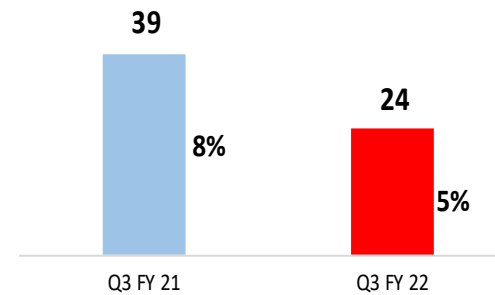
GR Vs LY  
↓ 45%

### PAT



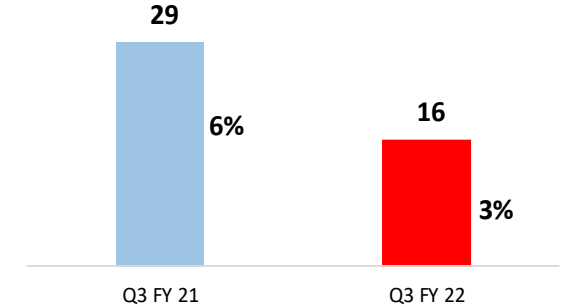
GR Vs LY  
↓ 55%

### EBT



GR Vs LY  
↓ 38%

### PAT



GR Vs LY  
↓ 45%

\* Impacted due to increasing trend in commodity prices over QoQ and unsettled by the customers

# Profit & Loss Statement (fig. in Rs. Crs)

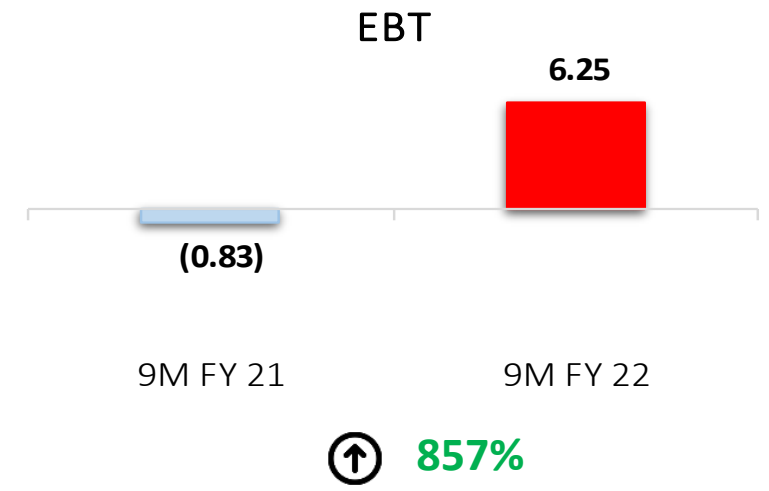
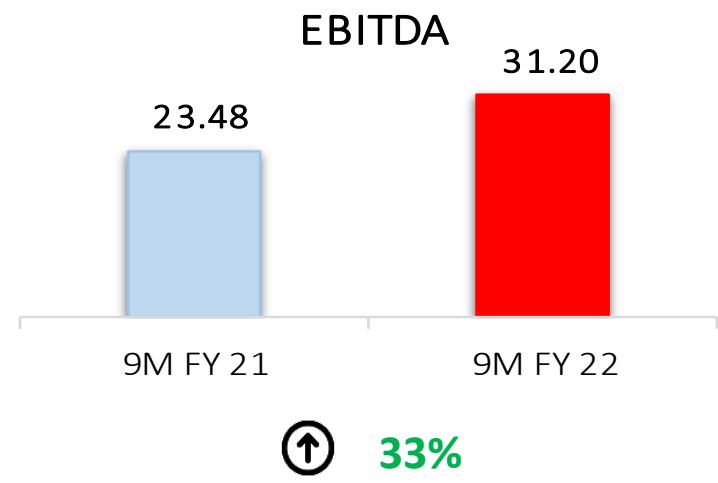
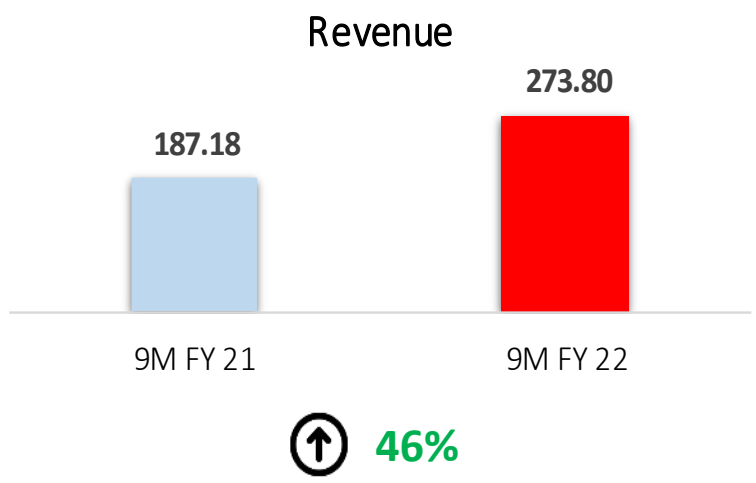
Consolidated					
Particulars	Q3 FY 22	Q3 FY 21	Q2 FY 22	9M FY22	9M FY21
<b>Total Revenue</b>	<b>613</b>	<b>597</b>	<b>620</b>	<b>1,645</b>	<b>1,229</b>
Expenses					
Cost of materials	381	348	373	984	709
Labour cost	45	50	49	131	111
Personnel expenses	34	34	35	100	87
Other expenses	100	93	102	281	204
<b>Total expenses</b>	<b>559</b>	<b>525</b>	<b>558</b>	<b>1,497</b>	<b>1,111</b>
<b>EBITDA</b>	<b>54</b>	<b>72</b>	<b>62</b>	<b>148</b>	<b>118</b>
<b>EBITDA %</b>	<b>9%</b>	<b>12%</b>	<b>10%</b>	<b>9%</b>	<b>10%</b>
Finance costs	4	5	4	12	12
Depreciation	25	24	25	73	70
<b>Profit before tax</b>	<b>25</b>	<b>44</b>	<b>34</b>	<b>63</b>	<b>36</b>
<b>PBT %</b>	<b>4%</b>	<b>7%</b>	<b>5%</b>	<b>4%</b>	<b>3%</b>
Losses from JV	3	3	4	10	9
<b>Profit before tax after JV losses</b>	<b>22</b>	<b>40</b>	<b>30</b>	<b>53</b>	<b>27</b>
Tax Expenses	8	11	8	17	10
<b>Net profit</b>	<b>13</b>	<b>29</b>	<b>21</b>	<b>36</b>	<b>18</b>
<b>Net Profit %</b>	<b>2%</b>	<b>5%</b>	<b>3%</b>	<b>2%</b>	<b>1%</b>
Other comprehensive income	8	(1)	(1)	7	(1)
<b>Total comprehensive income</b>	<b>22</b>	<b>29</b>	<b>21</b>	<b>44</b>	<b>16</b>
<b>Comprehensive Income %</b>	<b>4%</b>	<b>5%</b>	<b>3%</b>	<b>3%</b>	<b>1%</b>
<b>Cash Profit</b>	<b>40</b>	<b>55</b>	<b>48</b>	<b>115</b>	<b>91</b>
<b>Earnings Per Share (EPS)*</b>	<b>2</b>	<b>5</b>	<b>4</b>	<b>6</b>	<b>3</b>
<b>Cash Earning Per Share (CEPS)*</b>	<b>7</b>	<b>9</b>	<b>8</b>	<b>19</b>	<b>15</b>

Standalone					
Particulars	Q3 FY 22	Q3 FY 21	Q2 FY 22	9M FY22	9M FY21
<b>Total Revenue</b>	<b>515</b>	<b>513</b>	<b>538</b>	<b>1,372</b>	<b>1,042</b>
Expenses					
Cost of materials	350	325	358	915	661
Labour cost	38	41	40	105	91
Personnel expenses	22	23	23	67	60
Other expenses	60	64	65	168	136
<b>Total expenses</b>	<b>470</b>	<b>453</b>	<b>486</b>	<b>1,255</b>	<b>947</b>
<b>EBITDA</b>	<b>45</b>	<b>60</b>	<b>52</b>	<b>118</b>	<b>95</b>
<b>EBITDA %</b>	<b>9%</b>	<b>12%</b>	<b>10%</b>	<b>9%</b>	<b>9%</b>
Finance costs	2	3	2	6	7
Depreciation	19	18	18	54	51
<b>Profit before tax</b>	<b>24</b>	<b>39</b>	<b>32</b>	<b>57</b>	<b>38</b>
<b>PBT %</b>	<b>5%</b>	<b>8%</b>	<b>6%</b>	<b>4%</b>	<b>4%</b>
Tax Expenses	8	10	8	16	10
<b>Net profit</b>	<b>16</b>	<b>29</b>	<b>24</b>	<b>41</b>	<b>28</b>
<b>Net Profit %</b>	<b>3%</b>	<b>6%</b>	<b>4%</b>	<b>3%</b>	<b>3%</b>
Other comprehensive income	(0)	(2)	(0)	(1)	(3)
<b>Total comprehensive income</b>	<b>16</b>	<b>27</b>	<b>24</b>	<b>40</b>	<b>25</b>
<b>Comprehensive Income %</b>	<b>3%</b>	<b>5%</b>	<b>4%</b>	<b>3%</b>	<b>2%</b>
<b>Cash Profit</b>	<b>35</b>	<b>47</b>	<b>42</b>	<b>95</b>	<b>79</b>
<b>Earnings Per Share (EPS)*</b>	<b>3</b>	<b>5</b>	<b>4</b>	<b>7</b>	<b>5</b>
<b>Cash Earning Per Share (CEPS)*</b>	<b>6</b>	<b>8</b>	<b>7</b>	<b>16</b>	<b>13</b>

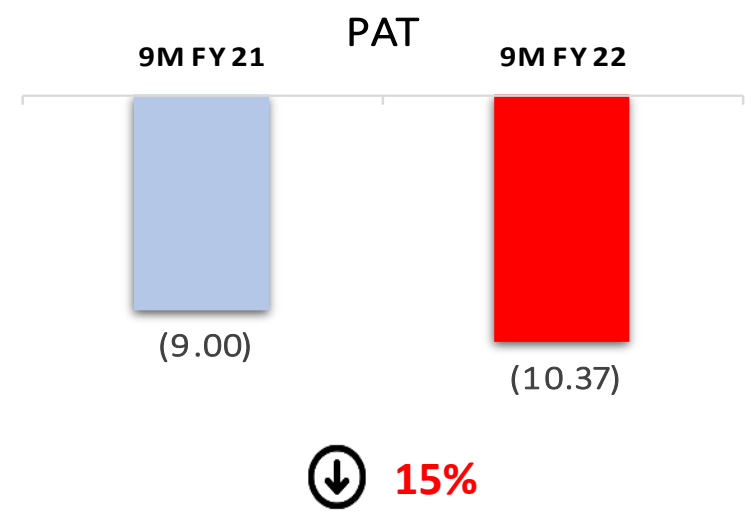
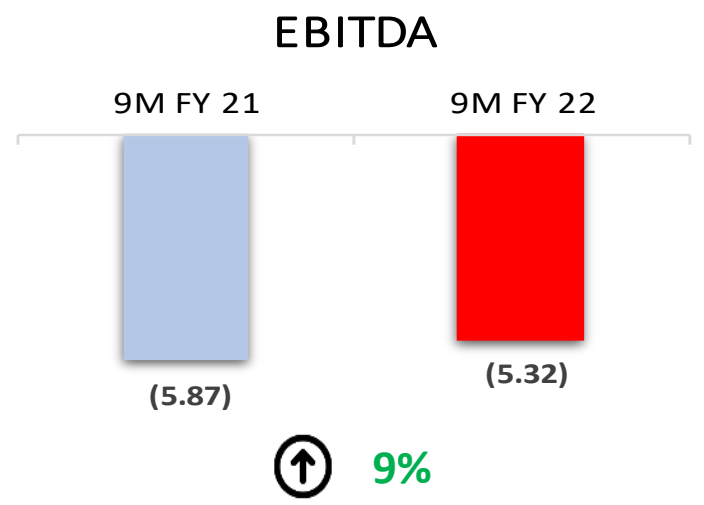
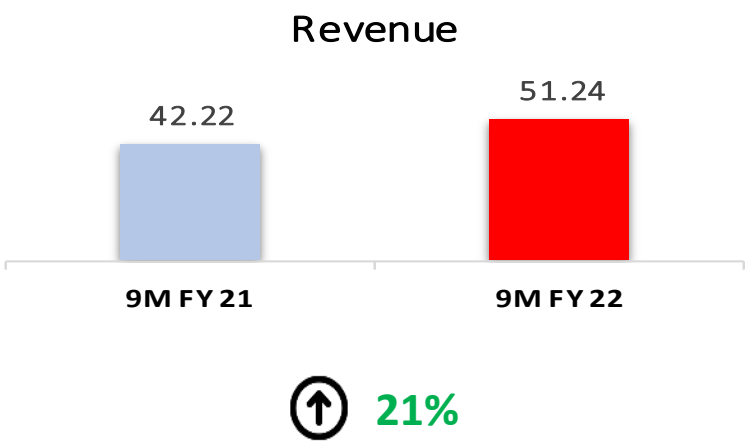
\* EPS not annualized for quarter & 9 Months



# WOS Performance (fig in Rs. Crs)



# JV's Performance (50%) (fig in Rs. Crs)



# THANK YOU

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Gurugram-122001, Haryana- India

CIN: L74999DL1987PLC029553

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Email: [investors@sandhar.in](mailto:investors@sandhar.in) (For Retail Investors)

[Investors.relations@sandhar.in](mailto:Investors.relations@sandhar.in) (For Institutional investors)