

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

Dated: 10th 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 Standalone & Consolidated Financial Results for the quarter and nine months ended 31st <u>December, 2022</u></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 31st 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



INVESTOR PRESENTATION 9M & Q3 FY-2022-23





SAFE HARBOUR



This presentation and the accompanying slides (the "Presentation"), has been prepared by Sandhar Technologies Limited (the "Company"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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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

Total Income - 9M

₹ 2150 Crs.

as compared to ₹ 1645 Crs. in 9M FY22 (Y-o-Y 31%)

EBITDA

₹ 188 Crs.

as compared to ₹ 148 Crs. in 9M FY22 (Y-o-Y 27%)

Total Income - Q3

₹ 725 Crs.

as compared to ₹ 613 Crs. in Q3 FY22 (Y-o-Y 18%)

EBITDA

₹ 68 Crs.

as compared to ₹ 54 Crs. in Q3 FY22 (Y-o-Y 26%)

PBT

₹ 69 Crs.

as compared to ₹53 Crs. in 9M FY22 (Y-o-Y 29%)

PAT

₹ 49 Crs.

as compared to ₹ 38 Crs. in 9M FY22 (Y-o-Y 28%)

PBT

₹ 27 Crs.

as compared to ₹22 Crs. in Q3 FY22 (Y-o-Y 25%)

PAT

₹ 20 Crs.

as compared to ₹ 15 Crs. in Q3 FY22 (Y-o-Y 32%)

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

Total Income - 9M

₹ 1808 Crs.

as compared to ₹ 1372 Crs. in 9M FY22 (Y-o-Y 32%)

PBT

₹ 81 Crs.

as compared to ₹57 Crs. in 9M FY22 (Y-o-Y 41%)

EBITDA

₹ 159 Crs.

as compared to ₹ 118 Crs. in 9M FY22 (Y-o-Y 35%)

PAT

₹ 59 Crs.

as compared to ₹ 41 Crs. in 9M FY22 (Y-o-Y 44%)

Total Income - Q3

₹ 602 Crs.

as compared to ₹ 515 Crs. in Q3 FY22 (Y-o-Y 17%)

PBT

₹ 37 Crs.

as compared to ₹24 Crs. in Q3 FY22 (Y-o-Y 51%)

EBITDA

₹ 62 Crs.

as compared to ₹ 45 Crs. in Q3 FY22 (Y-o-Y 36%)

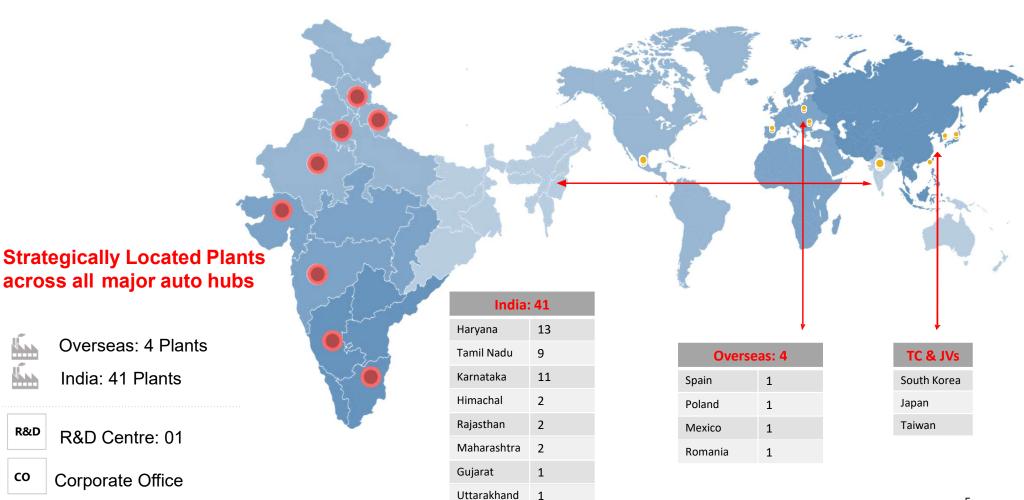
PAT

₹ 27 Crs.

as compared to ₹ 16 Crs. in Q3 FY22 (Y-o-Y 63%)

GLOBAL & DOMESTIC PRESENCE

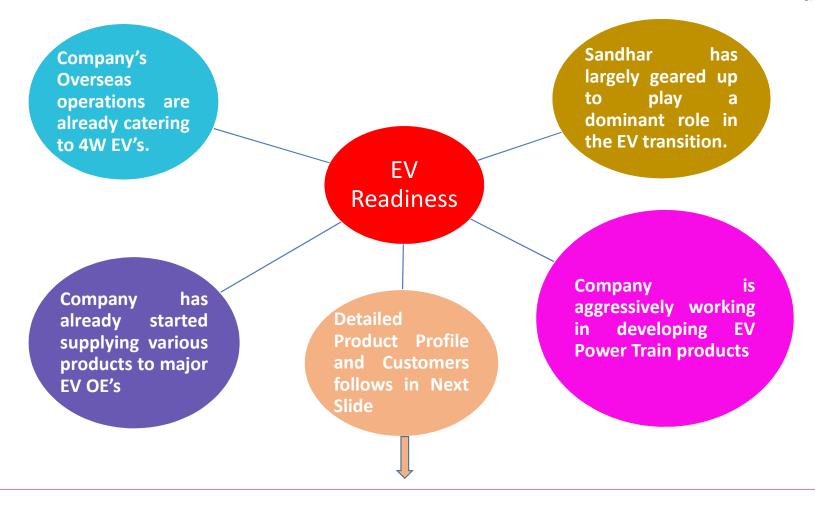




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Sandhar's EV Readiness and Product Profile





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 I Backhoe Loader I Wheel Loader I Motor Grader I Dozer I Compactor I Canopies I Doors I Floor Plates I Buckets I Shovels I Guards I Hyd. & Fuel Tanks.

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





Products Supplied to EVs

2 Wheelers



























Magnus



D15























I Qube























Products

Plastic Components Smart Lock

> Mirror Assembly

Seat Latch

> Ignition Lock

Flap door Lock

Seat Lock

4 in1 lock

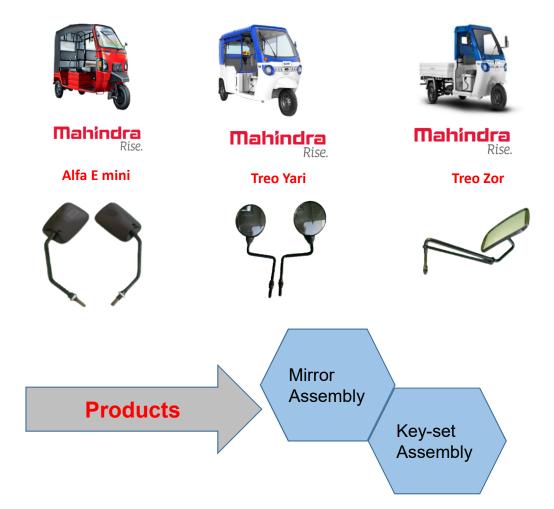
Cam Seat Lock

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Products Supplied to EVs

Commercial Vehicles











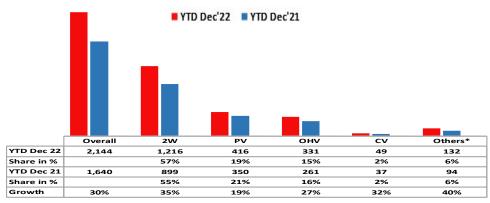
Expected Timeline of EV Specific Products (Power Train)



		Develop	ment 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 Catchi Power. We need to Re-think on the design requirement; can be taken up later o				

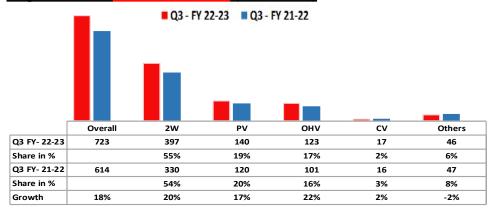


Segment wise Revenue* Share (₹ 2,144 Crs.)



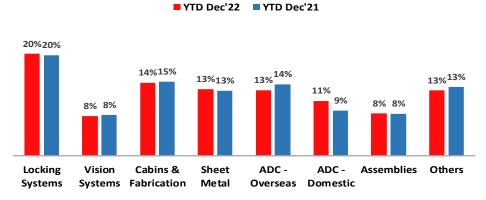
^{*} Others Include 3W sales YTD Dec'22 16 Crs. Vs YTD Dec'21 9.75 Crs.

Segment wise Revenue* Share (₹ 723 Crs.)



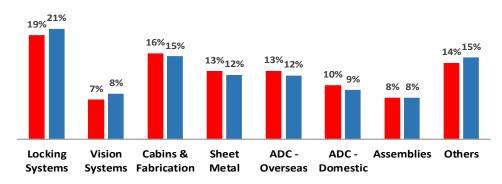
^{*} Others Include 3W sales Q3 FY 22-23 5.56 Crs. Vs Q3 FY 21-22 3.36 Crs.

Product Wise Revenue Share (%) YTD Dec'22



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





^{*}Revenue from operations excluding other income.



9M-FY 23 Financial Snapshot

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

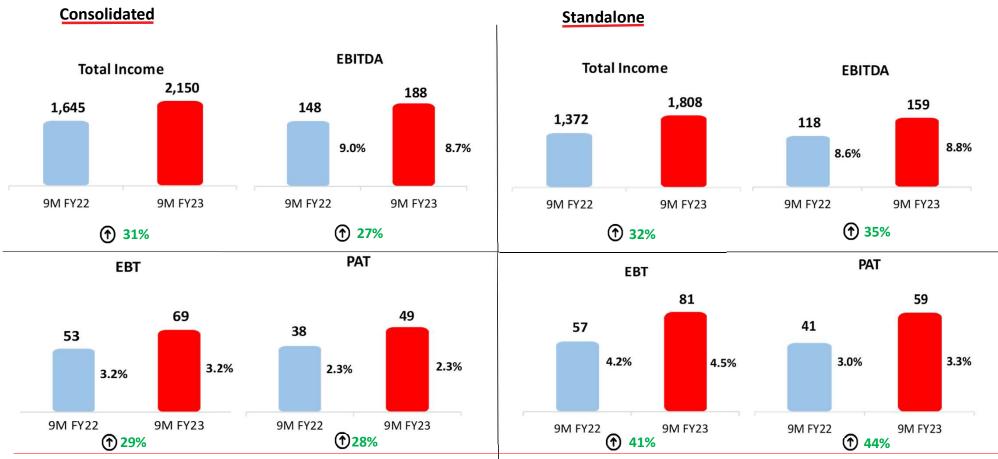
❖ EBT without including above cost for new projects is ₹ 94.92 Crs. being 4.41%.

(fig. in ₹ Crs.)

Includes initial one time cost for New Projects in 9M- FY 23 ₹ 5.23 Crs.

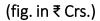
❖ EBT without including above cost for new projects is ₹86.18 Crs. being 4.77%.





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Q3-FY 23 Financial Snapshot







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 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 ventures before tax*	27.08	21.59	25.5%	22.71	19.2%	68.56	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%.

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

^{***} Not Annualized



(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%.

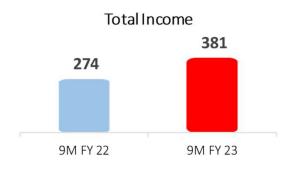
^{**} An impairment charge of ₹ 3.04 Crs towards investment made in Sandhar Whetron Pvt. Ltd.

^{***} Not Annualized

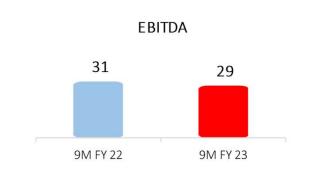
Subsidiaries Performance

(fig in ₹ Crs.)

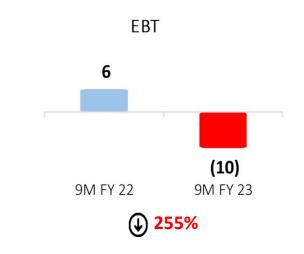












Entity	9M FY 23	9M FY 22	Growth
Sandhar Barcelona	298.62	265.71	12%
Sandhar Tooling	10.22	8.09	26%
Sandhar Automotive Systems	48.31	-	
Sandhar Engineering	24.10	-	
Total Revenue	381.24	273.80	39%

Entity	9M FY 23	9M FY 22	Growth
Sandhar Barcelona	28.10	29.47	-5%
Sandhar Tooling	2.30	1.73	33%
Sandhar Automotive Systems	2.81	-	
Sandhar Engineering	(4.32)	-	
Total EBITDA	28.89	31.20	-7%

Entity	9M FY 23	9M FY 22	Growth
Sandhar Barcelona*	0.94	6.23	-85%
Sandhar Tooling	1.22	0.02	5570%
Sandhar Automotive Systems	1.47	•	
Sandhar Engineering**	(13.32)	-	
Total EBT	(9.69)	6.25	-255%

^{*} 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.

Status of New Projects as on 31st December 2022

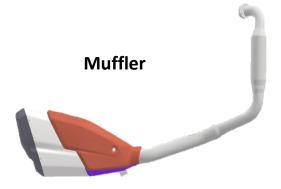


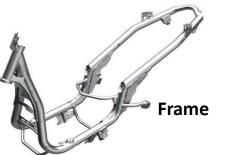
S. No.	Name of Company	Location	Business Division	SOP	Land & Building Status	Products	Project Status			
	Domestic									
1	Sandhar Technologies Limited	Nalagarh, (HP)		Jan-22	Leased	Muffler and frame for two wheelers	Dispatches started on 27th January 2022			
2	Sandhar Engineering Private	Halol, (Guj)	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	Limited	Hosur, (TN)	Sileet Wetai	Sep-22	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	Machine Installation and testing completed DAN 0 event parts sent to honda car and approved Production has been started from 15-Jan-2023.			
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













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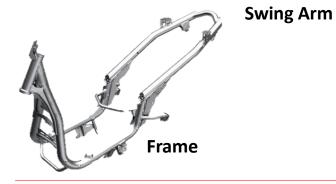
Sandhar Engineering Private Limited- Mysore Project



Products







Building 3D View









SOP:- Mar-23

Sandhar Engineering - Mysore Project - Construction











SOP:- Mar-23

Surface Mount Technology (SMT Line) Project

SANDHAR Growth Motivation Better Life

Inauguration Ceremony







ProductPrinted Circuit Board Assembly (PCBA)





PCBA-Applications







USB Charger

Electric Steering Lock



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

Machining Project (fig in ₹ Crs)



Highlights / New Developments

- Secured new business of Machining for Castings from TVSM on Job Work Basis.
- 1st 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 1st Year's Revenue Estimates).
- Expected ROCE is 15%. (based on 1st Year's Revenue Estimates).
- Both Manufacturing facilities at rented premises.







Mysore – Project





Hosur – Project





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

Romania **Project**

















Status – First Invoice issued on the 27th December 2022



THANK YOU

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Gurugram-122001, Haryana- India CIN: L74999DL1987PLC029553

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

<u>Investor.relations@sandhar.in</u> (For Institutional investors)