

INVESTOR'S PRESENTATION  
Q1 FY 21-22 Performance



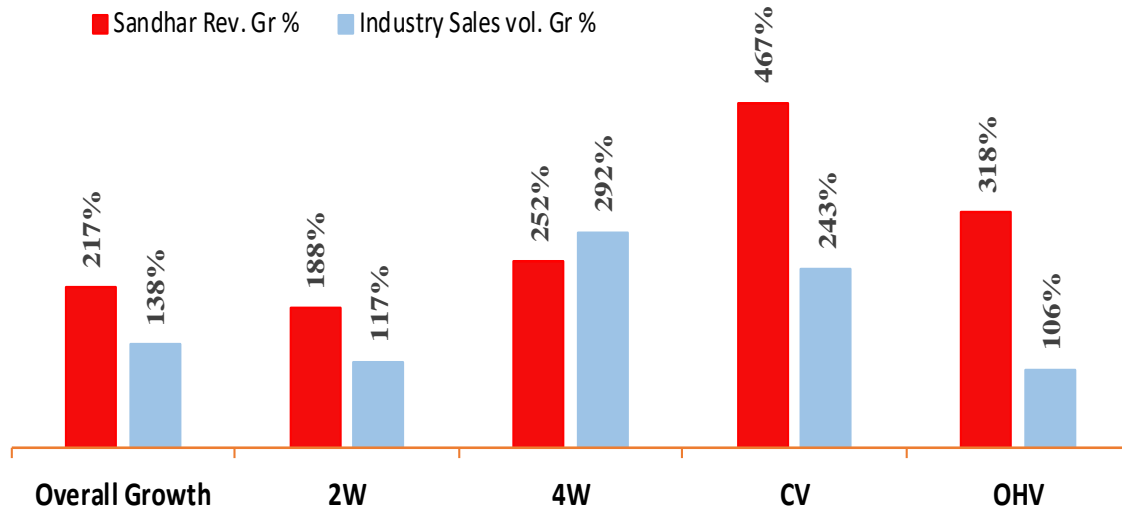
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**Strong performance in Q1 FY 22 despite 2<sup>nd</sup> wave of Covid-19, revenues stood at Rs. 411.67 Crs. registering a growth of 217% over Q1 FY 21. Similarly PAT grew by 107%.**

## Industry Updates

Industry registered a growth of 138% in Q1 FY 22 where as Sandhar has achieved a growth of 217% from Q1 FY 21.



## Financials (Q1 FY 22 vs Q1 FY 21)

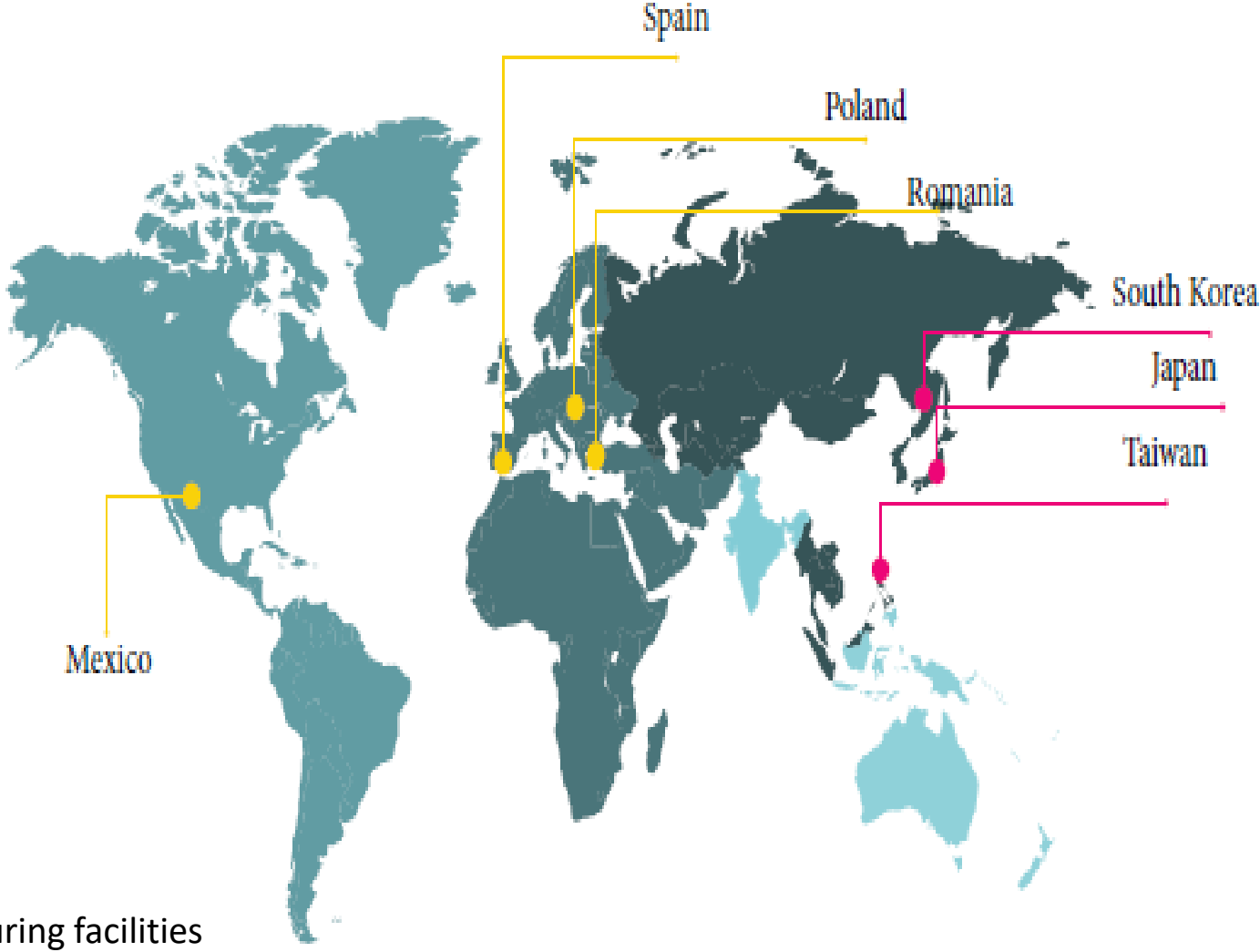
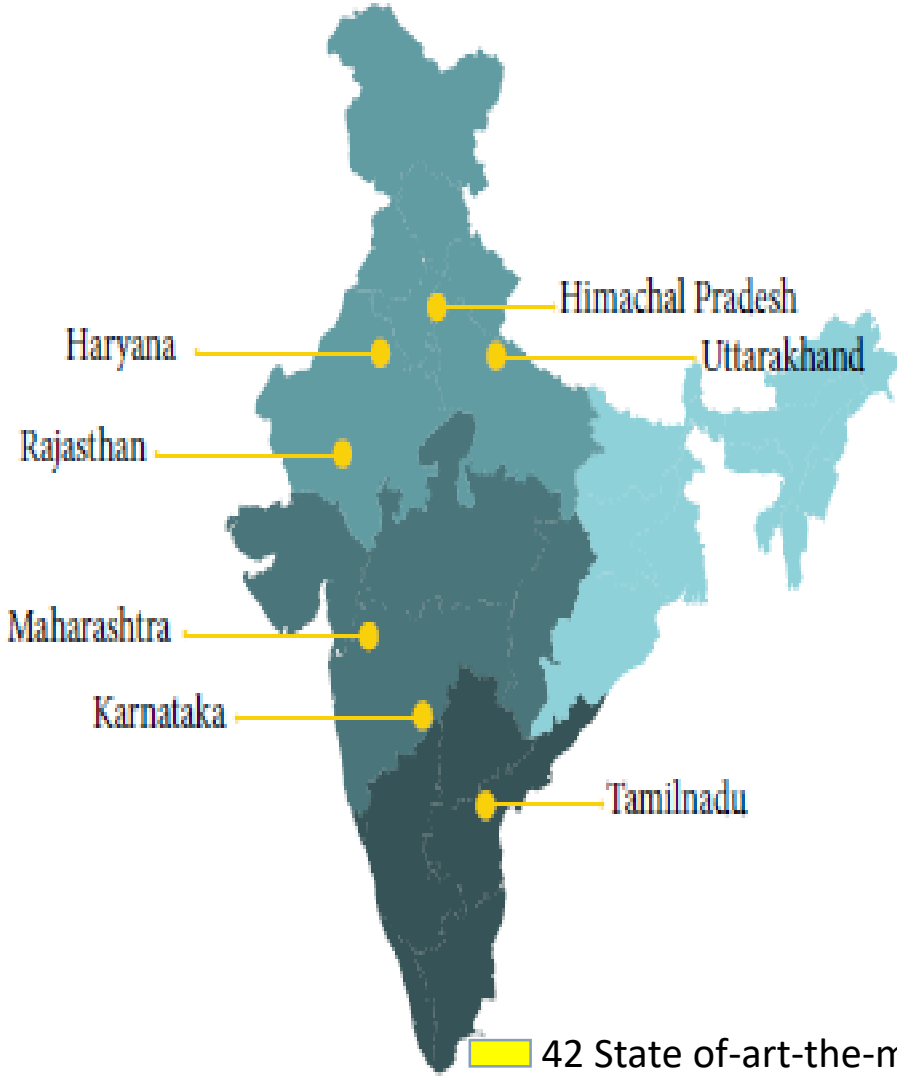
### Consolidated

- Revenue of Rs. 411.67 Crs., up by 217%.
- EBITDA of Rs. 32.68 Crs., up by 371%.
- Cash Profit of Rs. 29.16 Crs., up by 576%.
- Cash EPS of Rs. 4.84

### Standalone

- Revenue of Rs. 319.05 Crs., up by 219%.
- EBITDA of Rs. 20.84 Crs., up by 291%.
- Cash Profit of Rs. 18.49 Crs., up by 451%.
- Cash EPS of Rs. 3.07

# Our Footprint



42 State of-art-the-manufacturing facilities  
 Technical collaborashon with South Korea, Japan & Taiwan

# Revenue Model

## Key Customers

2 W



PV



CV



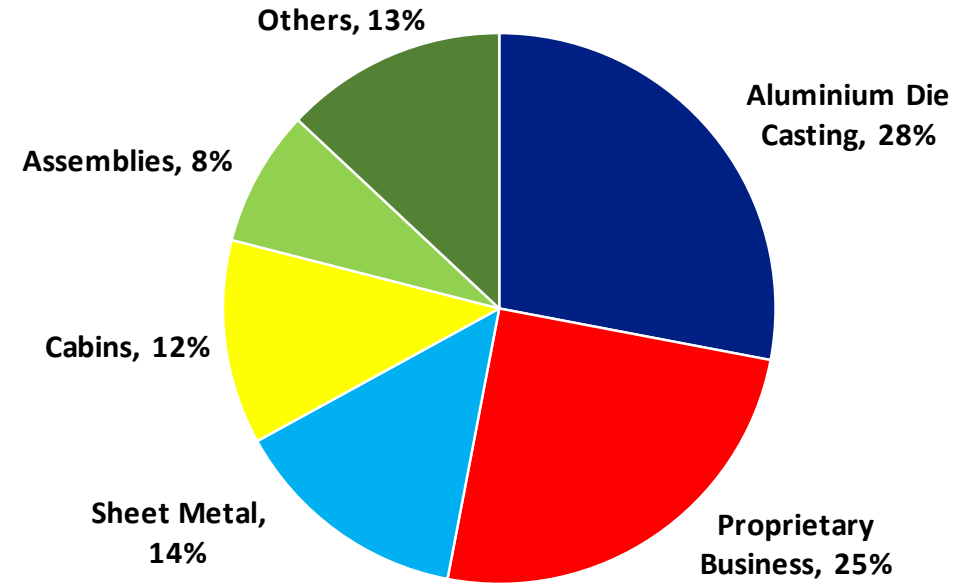
OHV



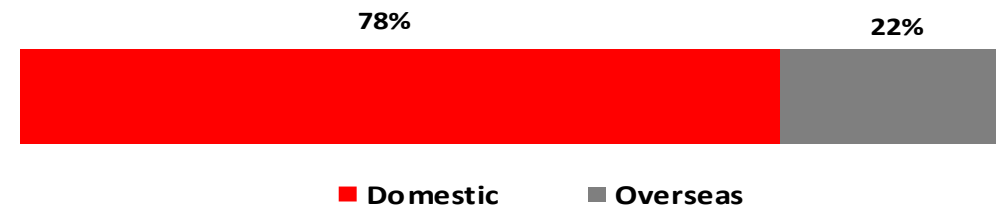
3W



## Products Revenue



## Geographical Revenue



# Q1-FY 22 Financial Snapshot (fig. in Rs. Crs)

## Consolidated

### Revenue

⬆️ 217%  
411.67

129.99

Q1 FY 21

Q1 FY 22

### EBITDA

⬆️ 371%  
32.68

(12.05)

-9%

Q1 FY 21

Q1 FY 22

8%

## Standalone

### Revenue

⬆️ 219%  
319.05

100.00

Q1 FY 21

Q1 FY 22

### EBITDA

⬆️ 291%  
20.84

(10.89)

-11%

Q1 FY 21

Q1 FY 22

7%

EBT ⬆️ 104%

(40.11)

-31%

Q1 FY 21

1.77  
0.4%

Q1 FY 22

PAT ⬆️ 107%

(31.13)

-24%

Q1 FY 21

2.11  
0.5%

Q1 FY 22

EBT ⬆️ 105%

(27.85)

-28%

Q1 FY 21

1.35  
0.4%

Q1 FY 22

PAT ⬆️ 105%

(20.82)

-21%

Q1 FY 21

0.99  
0.3%

Q1 FY 22

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

Particulars	Q1 FY 22	Q1 FY 21	YoY (%)	Q4 FY 21	QoQ (%)	FY 21
<b>Total Revenue</b>	<b>411.67</b>	<b>129.99</b>	<b>217%</b>	<b>645.12</b>	<b>-36%</b>	<b>1,874.34</b>
Expenses						
Cost of materials	230.51	68.85	235%	383.10	-40%	1,092.12
Labour cost	39.20	19.33	103%	49.59	-21%	160.31
Personnel expenses	30.32	22.13	37%	30.22	0%	117.43
Other expenses	78.97	31.73	149%	101.28	-22%	305.30
Total expenses	379.00	142.04	167%	564.20	-33%	1,675.16
<b>EBITDA</b>	<b>32.68</b>	<b>(12.05)</b>	<b>371%</b>	<b>80.92</b>	<b>-60%</b>	<b>199.18</b>
<b>EBITDA %</b>	<b>7.94%</b>	<b>-9.27%</b>		<b>12.54%</b>		<b>10.63%</b>
Finance costs	3.87	3.06	26%	3.96	-2%	16.02
Depreciation	23.86	21.54	11%	24.23	-2%	93.95
<b>Profit before tax</b>	<b>4.95</b>	<b>(36.65)</b>	<b>114%</b>	<b>52.73</b>	<b>-91%</b>	<b>89.21</b>
<b>PBT %</b>	<b>1.20%</b>	<b>-28.19%</b>		<b>8.17%</b>		<b>4.76%</b>
Losses from JV	3.19	3.46		2.19	45%	11.20
<b>Profit before tax after JV losses</b>	<b>1.77</b>	<b>(40.11)</b>	<b>104%</b>	<b>50.54</b>	<b>-97%</b>	<b>78.02</b>
Tax Expenses	(0.34)	(8.98)	96%	10.29	-103%	20.18
<b>Net profit</b>	<b>2.11</b>	<b>(31.13)</b>	<b>107%</b>	<b>40.24</b>	<b>-95%</b>	<b>57.83</b>
<b>Net Profit %</b>	<b>0.51%</b>	<b>-23.95%</b>		<b>6.24%</b>		<b>3.09%</b>
Other comprehensive income	(0.50)	0.94		(2.34)		(3.75)
<b>Total comprehensive income</b>	<b>1.62</b>	<b>(30.19)</b>	<b>105%</b>	<b>37.91</b>	<b>-96%</b>	<b>54.09</b>
<b>Comprehensive Income %</b>	<b>0.39%</b>	<b>-23.23%</b>		<b>5.88%</b>		<b>2.89%</b>
<b>Cash Profit</b>	<b>29.16</b>	<b>(6.13)</b>	<b>576%</b>	<b>66.67</b>	<b>-56%</b>	<b>162.98</b>
<b>Earnings Per Share (EPS)*</b>	<b>0.35</b>	<b>(5.17)</b>	<b>107%</b>	<b>6.69</b>	<b>-95%</b>	<b>9.61</b>
<b>Cash Earning Per Share (CEPS)*</b>	<b>4.84</b>	<b>(1.02)</b>	<b>576%</b>	<b>11.08</b>	<b>-56%</b>	<b>27.08</b>

\* EPS not annualized for quarter

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

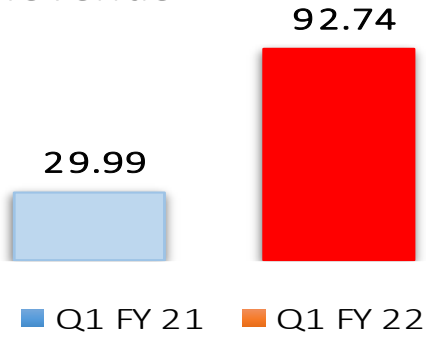
Particulars	Q1 FY 22	Q1 FY 21	YoY (%)	Q4 FY 21	QoQ (%)	FY 21
<b>Total Revenue</b>	319.05	100.00	<b>219%</b>	552.40	<b>-42%</b>	1,594.70
Expenses						
Cost of materials	206.75	64.27	222%	357.47	-42%	1,018.56
Labour cost	29.51	14.76	100%	39.88	-26%	130.71
Personnel expenses	18.73	15.13	24%	18.63	1%	78.16
Other expenses	43.21	16.73	158%	68.39	-37%	204.13
<b>Total expenses</b>	<b>298.20</b>	<b>110.89</b>	<b>169%</b>	<b>484.38</b>	<b>-38%</b>	<b>1,431.56</b>
<b>EBITDA</b>	<b>20.84</b>	<b>(10.89)</b>	<b>291%</b>	<b>68.02</b>	<b>-69%</b>	<b>163.14</b>
<b>EBITDA %</b>	<b>6.53%</b>	<b>-10.89%</b>		<b>12.31%</b>		<b>10.23%</b>
Finance costs	2.00	1.42	41%	2.28	-12%	9.09
Depreciation	17.50	15.55	13%	17.79	-2%	68.57
<b>Profit before tax</b>	<b>1.35</b>	<b>(27.85)</b>	<b>105%</b>	<b>47.95</b>	<b>-97%</b>	<b>85.48</b>
<b>PBT %</b>	<b>0.42%</b>	<b>-27.85%</b>		<b>8.68%</b>		<b>5.36%</b>
Tax Expenses	0.36	(7.03)	105%	10.45	-97%	20.25
<b>Net profit</b>	<b>0.99</b>	<b>(20.82)</b>	<b>105%</b>	<b>37.49</b>	<b>-97%</b>	<b>65.23</b>
<b>Net Profit %</b>	<b>0.31%</b>	<b>-20.82%</b>		<b>6.79%</b>		<b>4.09%</b>
Other comprehensive income	(1.01)	0.51		(1.22)		(4.00)
<b>Total comprehensive income</b>	<b>(0.02)</b>	<b>(20.31)</b>	<b>100%</b>	<b>36.28</b>	<b>-100%</b>	<b>61.23</b>
<b>Comprehensive Income %</b>	<b>-0.01%</b>	<b>-20.31%</b>		<b>6.57%</b>		<b>3.84%</b>
<b>Cash Profit</b>	<b>18.49</b>	<b>(5.27)</b>	<b>451%</b>	<b>55.29</b>	<b>-67%</b>	<b>133.80</b>
<b>Earnings Per Share (EPS)*</b>	<b>0.16</b>	<b>(3.46)</b>	<b>105%</b>	<b>6.23</b>	<b>-97%</b>	<b>10.84</b>
<b>Cash Earning Per Share (CEPS)*</b>	<b>3.07</b>	<b>(0.88)</b>	<b>451%</b>	<b>9.19</b>	<b>-67%</b>	<b>22.23</b>

\* EPS not annualized for quarter



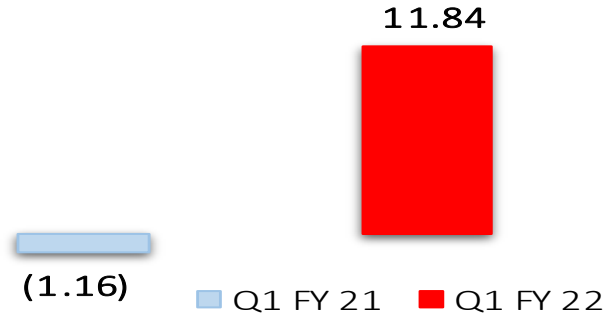
# WOS Performance (fig in Rs. Crs)

## Revenue



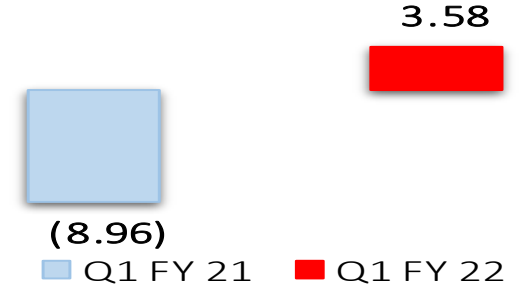
⬆️ **209%**

## EBITDA



⬆️ **1121%**

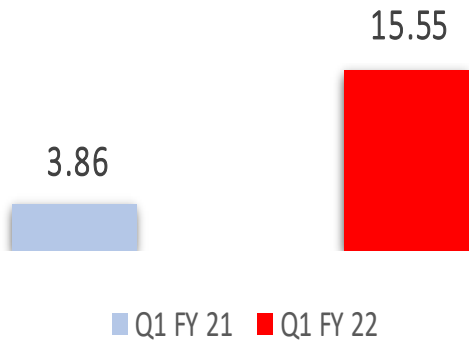
## EBT



⬆️ **140%**

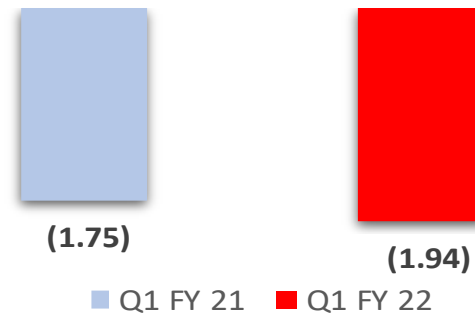
# JV\* Performance (fig in Rs. Crs)

## Revenue



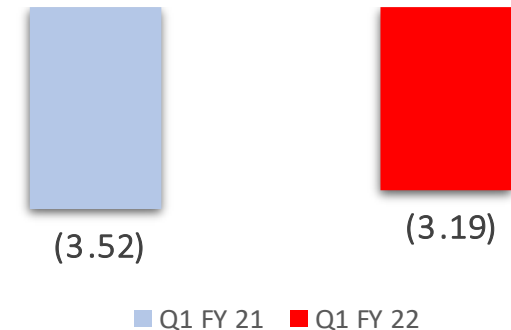
⬆️ **303%**

## EBITDA



⬆️ **-11%**

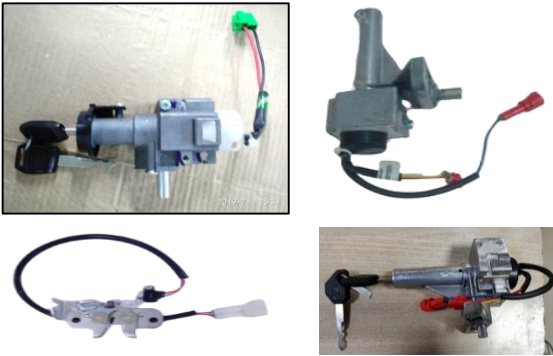
## PAT



⬆️ **9%**

\*Considered 50%

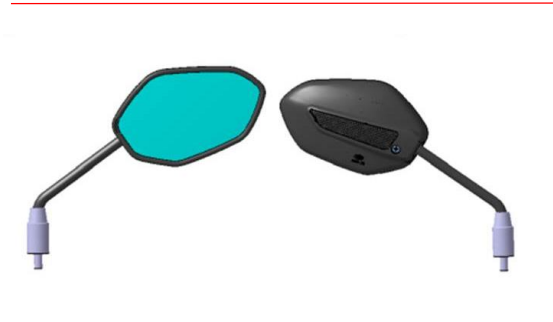
## Product Category



## Products Supplied

- Ignition & Switch Locking System
- Latch System
- Hook & Striker

## Key Customer

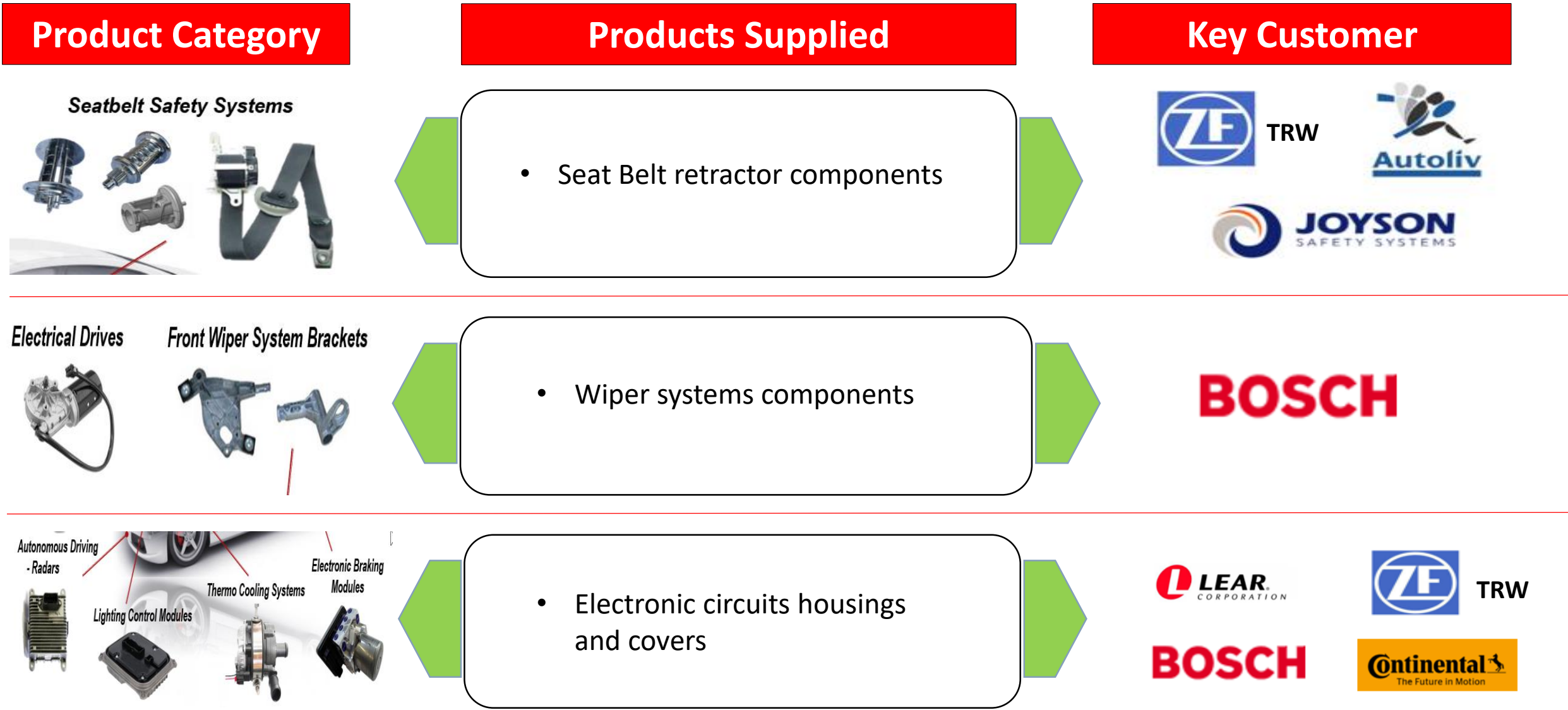


- Mirror & Vision System



- Wheel Assembly





Revenue at consolidated level from this segment stands Rs. 12.07 Crs. for Q1 FY 22.

## Purchase Order Received Schedule Awaited

### Products to be Supplied

- Ignition & Switch Locking System
- Latch System
- Door Handles
- Battery Locking System
- Mirrors & Vision System

### Customer Portfolio



## NDA Signed- Presently under Technical Discussion

- Ignition & Switch Locking System
- Latch System
- USB
- Mirrors & Vision System



## Division / Company

## Products Supplied

## Key Customer

**Sandhar Automotive Gurugram,  
JEM Division**

- Revenue - Q1 Rs. 1.39 Crs.

**Relay**

**HONDA**  
The Power of Dreams

**Mahindra**  
**SWARAJ**

**Sandhar Whetron Electronics  
Pvt. Ltd.**

- Revenue - Q1 Rs. 0.25 Crs.

**Rear View Camera** **ECU\*** **Sensor with Bezel**

**Sensor (5 Colors)** **ECU** **Retainer**

**SML**  
**ISUZU**

**HONDA**  
The Power of Dreams

**Winnercom Sandhar  
Technologies Pvt. Ltd.**

- Revenue - Q1 Rs. 6.53 Crs.

**Shark Fin Antenna** **Feeder Cable**

**HYUNDAI**

\* Electronic Control Unit

## Division / Company

## Products Supplied

## Key Customer

### Sandhar Hanshin Auto Technologies Pvt. Ltd.

- Revenue - Q1 Rs. 2.29 Crs.

### Feeder Cable



**WINNERCOM  
SANDHAR**

### Sandhar Han Sung Technologies Pvt. Ltd..

- Revenue - Q1 Rs. 1.27 Crs.



### MCB



**HAVELLS**

### Jinyoung Sandhar Mechatronics Pvt. Ltd.

- Revenue - Q1 Rs. 8.12 Crs.



### AVN Panel Assemblies

### Switches



**HYUNDAI  
MOBIS**

\* Electronic Control Unit

# Future Outlook



Expecting the Revenue CAGR of 30% over the next 3 years.

Strongly looking for inorganic growth opportunities in near future.

Focusing on better returns by achieving economies of production and leveraging long standing relationships with OEMs.

New overseas plant in Romania to be operational in FY 22 resulting in major growth in overseas business.

Launching new products in 4 wheeler and Off highway vehicle segment.



Expanding product portfolio with OEMs.

Increasing business with EV OEMs with existing and new products.

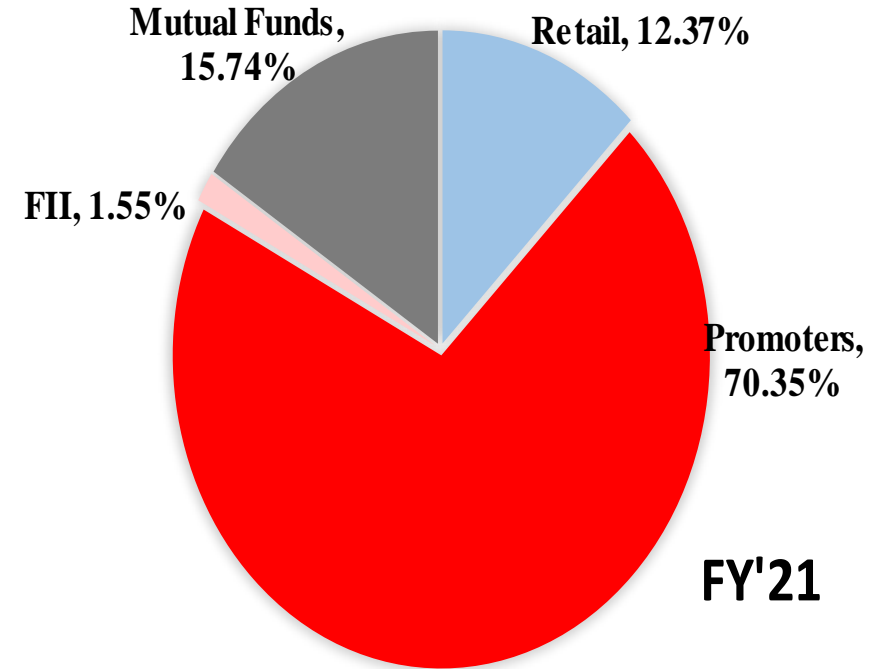
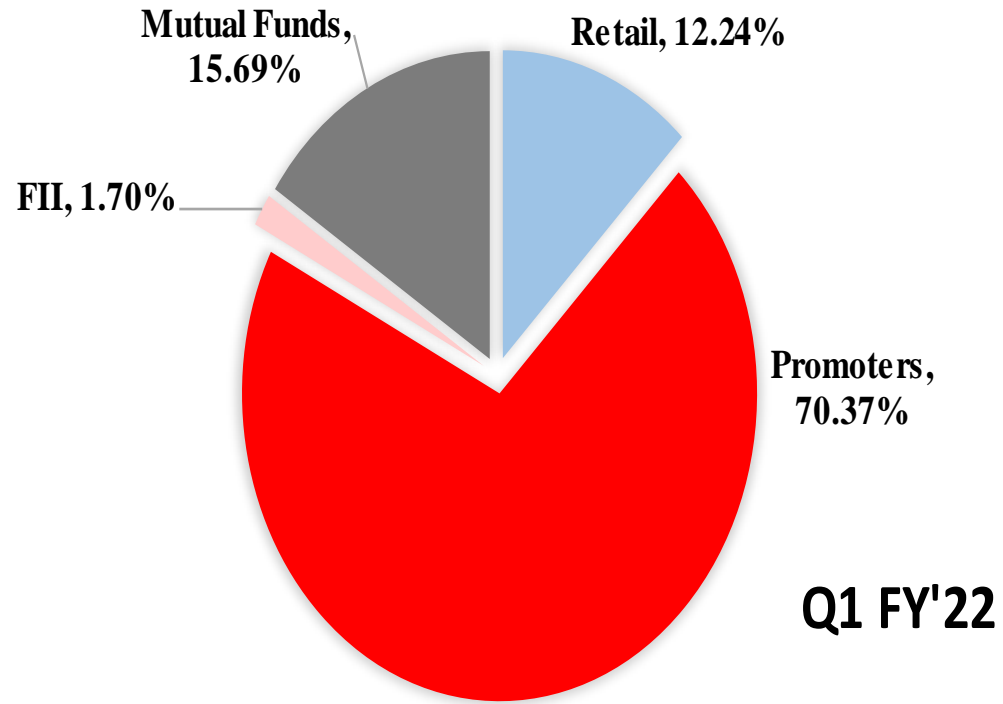
Centre for innovation & development (In-house R&D center) is consistently working on development of technology driven products in Auto-Space.

Joint Ventures companies to ramp-up in near future to meet increasing demand of diversified products including E-Products with latest technology.

Committed to maximize the wealth & return and minimize the risks of stakeholders.



# Shareholding Pattern FY22 vs FY21



Sandhar Technologies Limited  
CIN: L74999DL1987PLC029553  
Email: [investors@sandhar.in](mailto:investors@sandhar.in)

THANK YOU