

Ref: STL /SE/2022-2023/Investor Presentation/32

Dated: 04th August, 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 ended 30th June, 2022

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 ended 30th June, 2022, the same is uploaded on the website of the Company www.sandhargroup.com

Kindly take the same on record.

Thanking you,

Yours Faithfully,

For SANDHAR TECHNOLOGIES LIMITED


Komal Malik
Company Secretary &
Compliance Officer



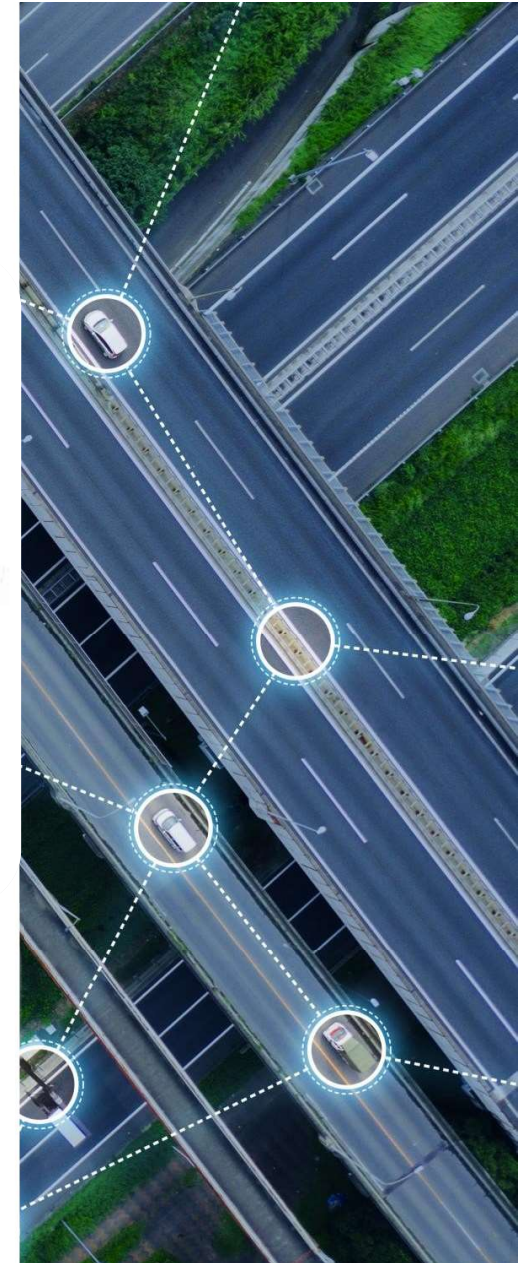
Encl.: As above

Sandhar Technologies Limited

SANDHAR

Growth. Motivation. Better Life

INVESTOR PRESENTATION Q1 FY-2022-23



SAFE HARBOR

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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancillary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

KEY HIGHLIGHTS

Strong performance in the Q1 FY 22-23 despite various challenges faced during the period. Total Income stood at ₹ 678 Crs., registering an impressive **growth of 65% over Q1 FY 21-22**

FINANCIAL HIGHLIGHTS – Q1 FY 2022-23

Total Income

₹ 678 Crs.

as compared to ₹ 412 Crs..
in Q1 FY22 (Y-o-Y 65%)

EBITDA

₹ 58 Crs.

as compared to ₹ 33 Crs. in
Q1 FY22 (Y-o-Y 76%)

PBT

₹ 19 Crs.

as compared to ₹ 2 Crs.
in Q1 FY22 (Y-o-Y
961%)

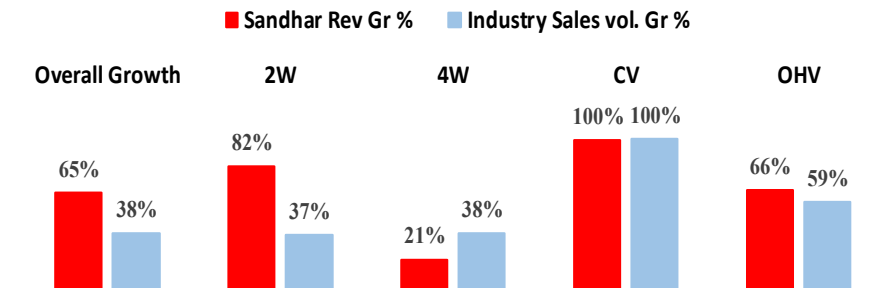
Total Comprehensive Income

₹ 12 Crs.

as compared to ₹ 2 Crs. in
Q1 FY22 (Y-o-Y 664%)

- ❖ Industry registered a growth of 38% where as Sandhar has achieved an impressive growth of 65% on YoY basis.

Sandhar Vs Industry



CHALLENGES FACED

Rising inflation supported by continues increase in various input costs like Power, Fuel, Wages Etc.

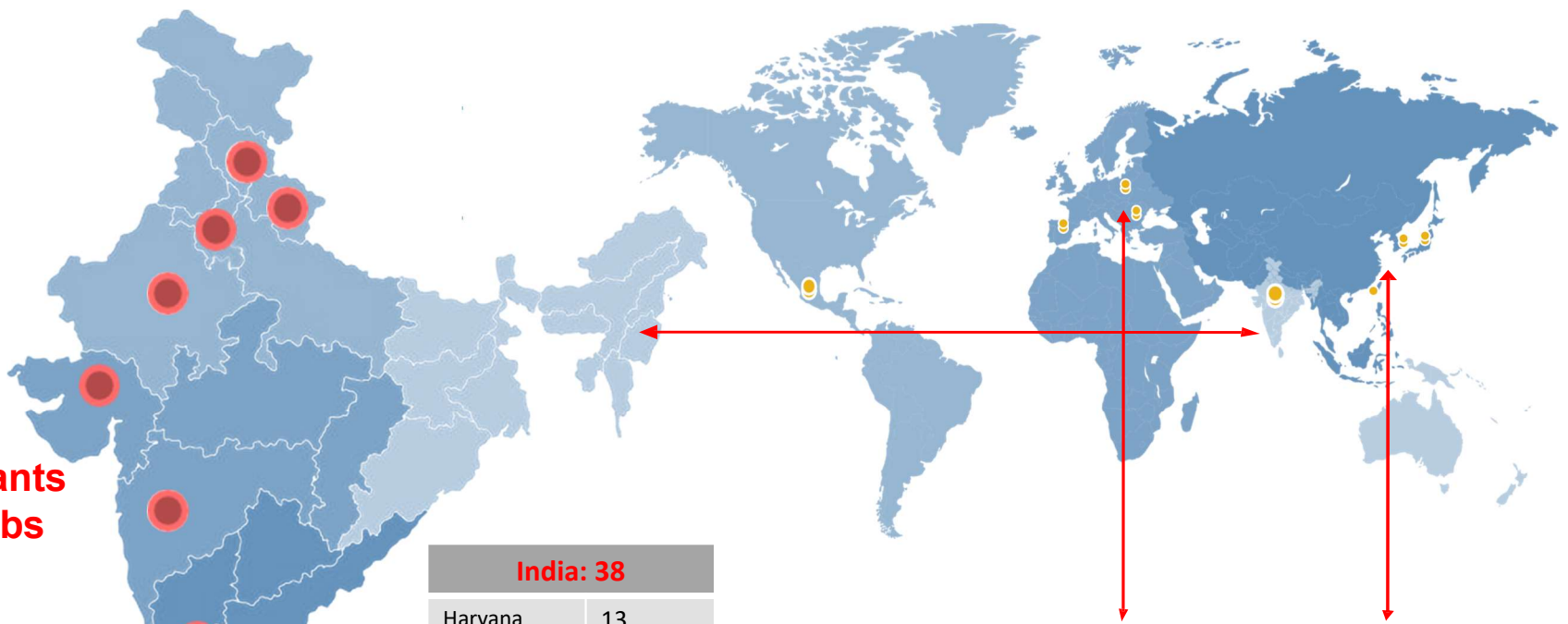
Worldwide shortage of semi-conductor chips still continues.

Upcoming BSVI Phase 2 Regulations and transition to EV's.



Increase in REPO Rates leading to overall increase in Cost of Debt.

Start of Production (SOP) of new projects extended by Customers.

GLOBAL & DOMESTIC PRESENCE



Strategically Located Plants across all major auto hubs

 Overseas: 4 Plants
 India: 38 Plants

R&D R&D Centre: 01

CO Corporate Office

India: 38	
Haryana	13
Tamil Nadu	9
Karnataka	8
Himachal	2
Rajasthan	2
Maharashtra	2
Gujarat	1
Uttarakhand	1

Overseas: 4	
Spain	1
Poland	1
Mexico	1
Romania	1

TC & JVs	
South Korea	
Japan	
Taiwan	

KEY CUSTOMERS

2/3 Wheelers



4 Wheeler



CV & OHV

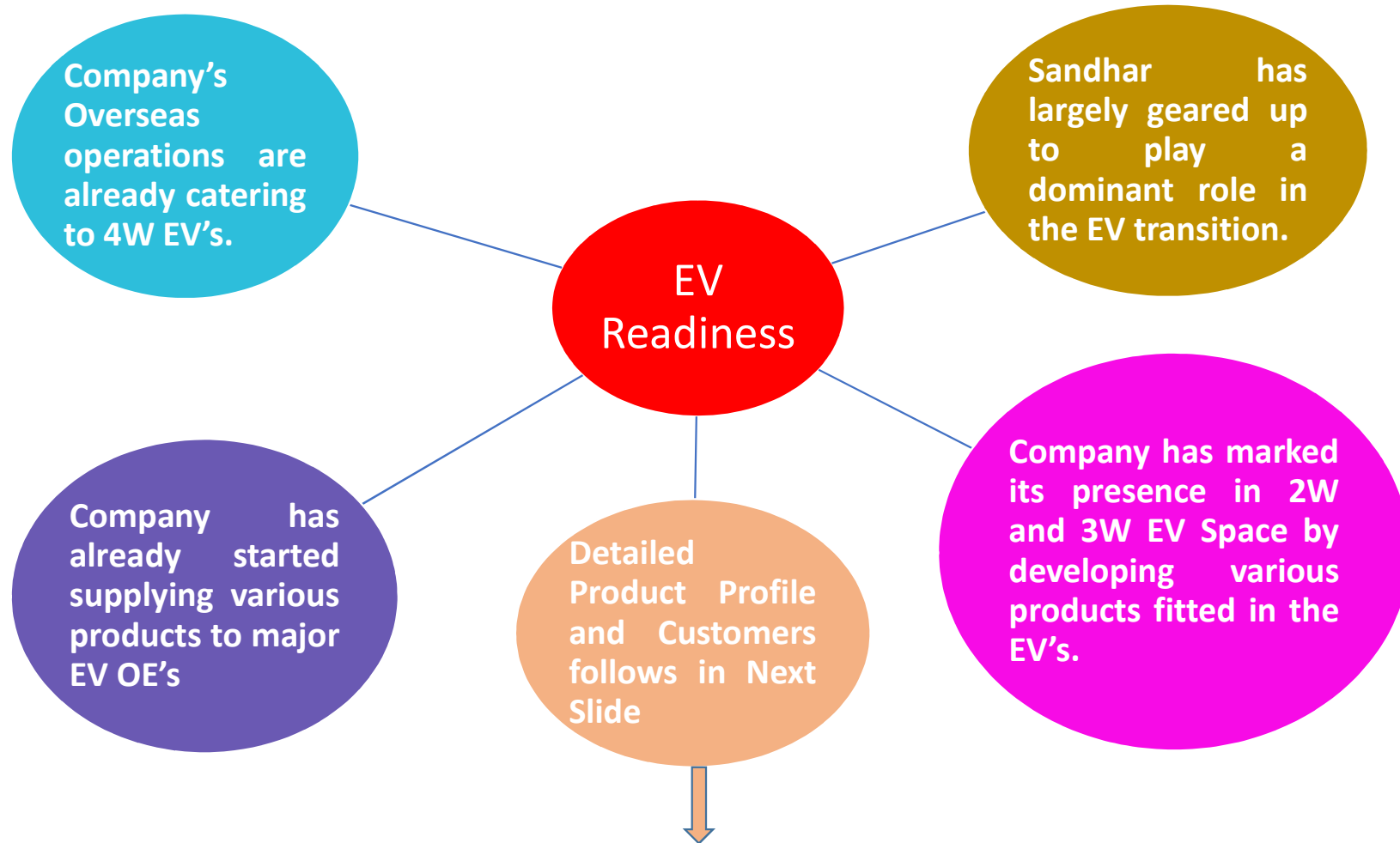


Reliable solutions



Construction Equipment

Sandhar's EV Readiness and Product Profile



Sandhar's Present Product Profile Compatible with EV's

PROPRIETARY- AUTOMOTIVES- 35%



SHEET METAL & ALLIED- 19%



CASTING, MOULDING, TOOLING & Overseas- 33%



CABINS & FABRICATION-13%



Proprietary Business: Locking Systems | Rear View Mirrors | Door Handles | Latches & Hinges | Relays & Flashers | Painting of Plastic Parts

Sheet Metal & Allied Business: Sheet Metal & Tubular Parts | Handle Bar and Wheel Assemblies | Wheel Rims, Alloy Wheels and Spokes | Fenders & Mufflers | Clutch Assembly | Fabricated parts.

CMT Business: Zinc Die Casting Parts | Non Ferrous Metal –Stamping | Injection Moulded Plastic Parts | Aluminum Die Casting & finished products.

Cabins & Fabrication Business: Operator Cabins for Excavator | Backhoe Loader | Wheel Loader | Motor Grader | Dozer | Compactor | Crane | Dump Truck | Tractor | Canopies | Doors | Floor Plates | Buckets | Shovels | Guards | Hyd. & Fuel Tanks.

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



	Electronic Steering Column Lock		Ambient Air Pressure Sensor		OFF/ LOCK Indication for Key
	Foldable Key		e-PCV		Vehicle Location & Security System (VLSS)
	Tyre Pressure Monitoring Sensor (TPMS)		CBS for Motorcycles		Roll Over Valve
	USB Charger		Mobile Holder with Charger		Carbon Canister
	Detent Foldable Mirror		Mirror with Turn Indicator		4 in 1 Lock
	Keyless Smart Lock		Keyless Fuel Tank Cap		Shutter Lock
					Seat Latch Actuator

Products Supplied to EVs

2 Wheelers

SANDHAR
Growth. Motivation. Better Life



REVOLT



AMPERE
By GREAVES

AMPERE
By GREAVES



450 X

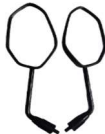
Zeal

Magnus

D15

I Qube

Anav 1200



Products

Plastic Components

Smart Lock

Mirror Assembly

Seat Latch

Ignition Lock

Flap door Lock

Seat Lock

4 in1 lock

Cam Seat Lock

Products Supplied to EVs

Commercial Vehicles



Mahindra
Rise.

Alfa E mini



Mahindra
Rise.

Treo Yari

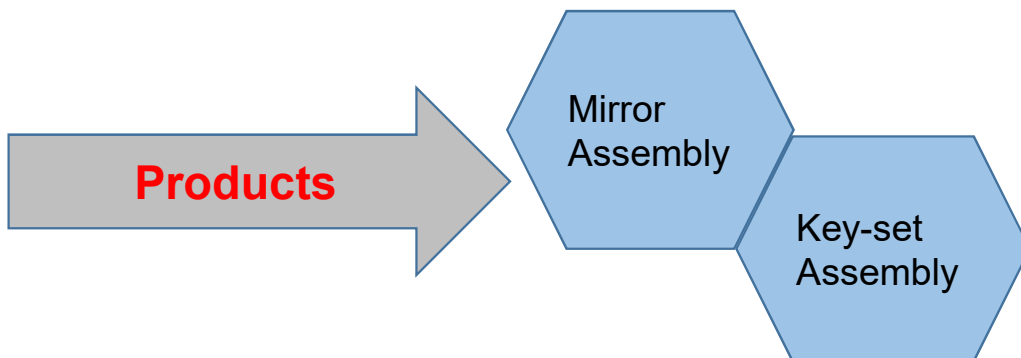


Mahindra
Rise.







Treo Zor



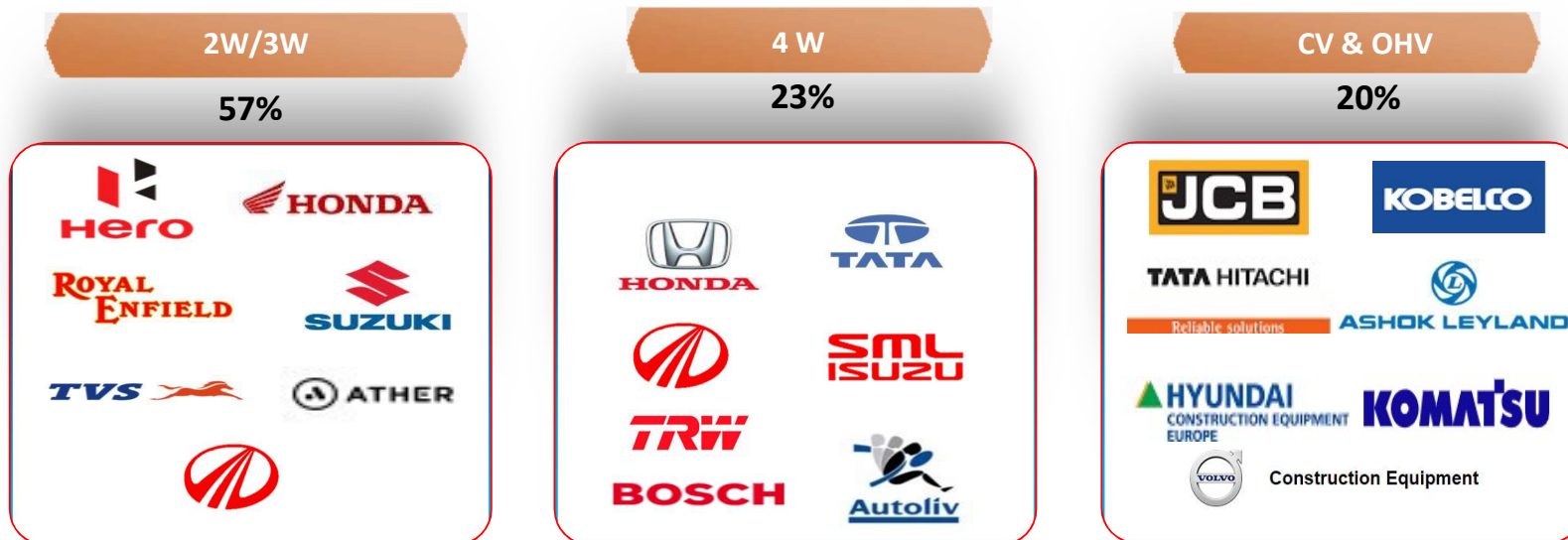
ACE EV



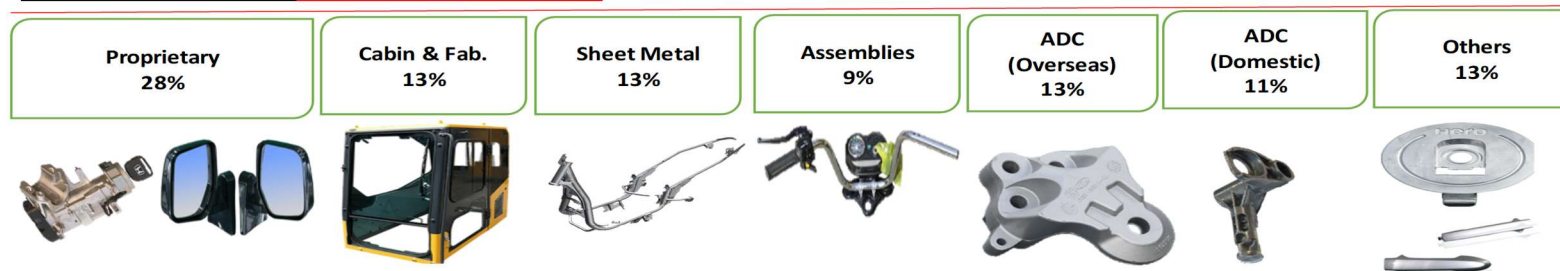
Expected Target of New EV Products

Product	Development Status			
	Proto Readiness	Performance Validation	Product Validation	iCAT approval
 Hub Motor	Aug'22	Sept'22	Dec'22	March'23
Mid Drive Motor 	Aug'22	Sept'22	Dec'22	March'23
 Motor Controller	Aug'22	Aug'22	Sept'22	Oct'22
DC Controller 	Aug'22	Aug'22	Sept'22	Oct'22
 EV Charger	Sept'22	Oct'22	Nov'22	Jan'23
Battery Management System 	Ready	On Going	Oct'22	Jan'23

Segment wise Revenue* Share (₹ 675 Crs.)



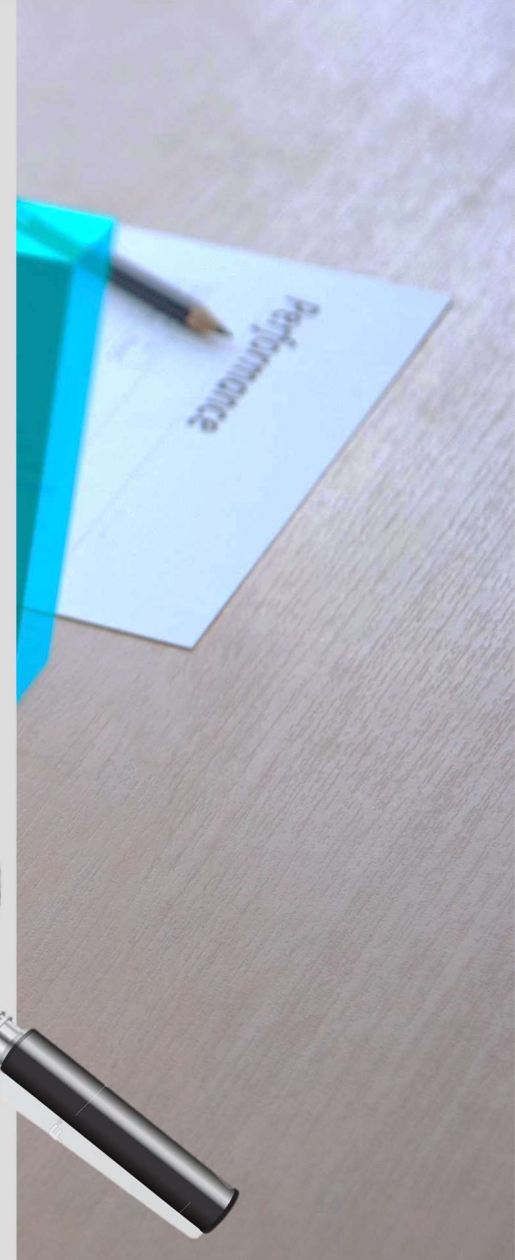
Product wise Revenue Share



*Revenue from operations excluding other income.

All Rights Reserved @ Sandhar 2022

FINANCIAL INFORMATION & RECENT UPDATES

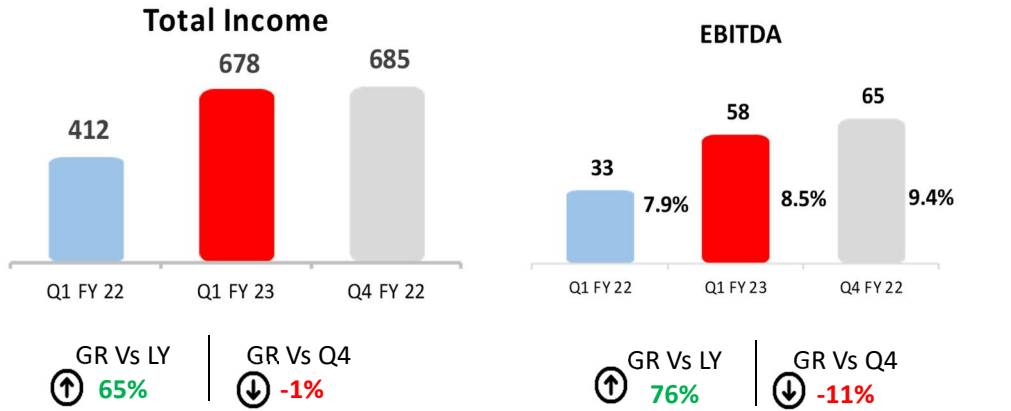


Q1-FY 23 Financial Snapshot

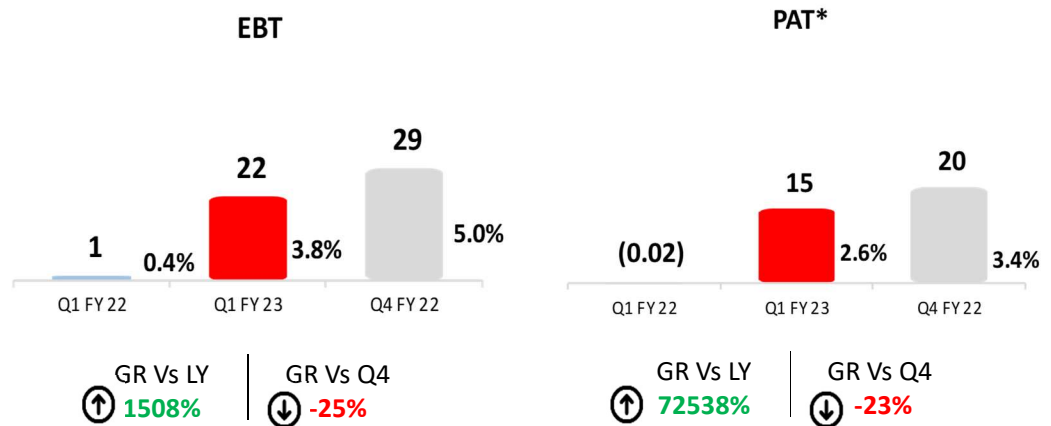
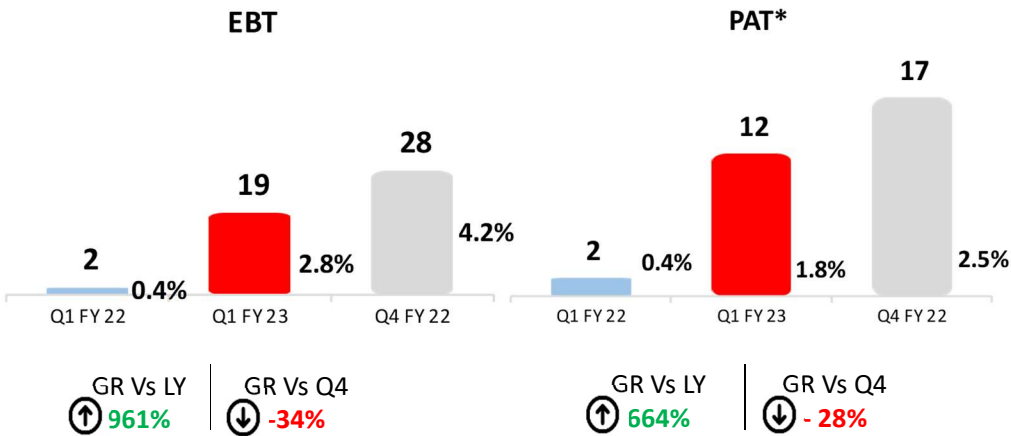
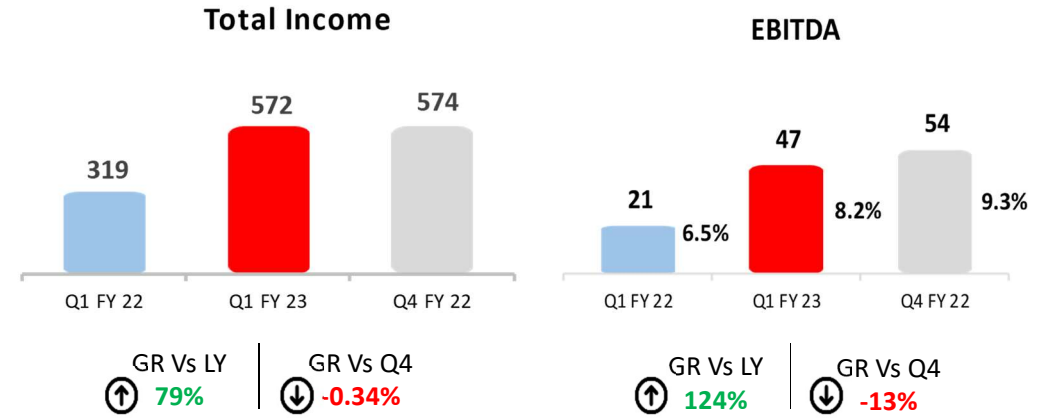
(fig. in ₹ Crs.)



Consolidated



Standalone



* PAT Inclusive of Other Comprehensive Income

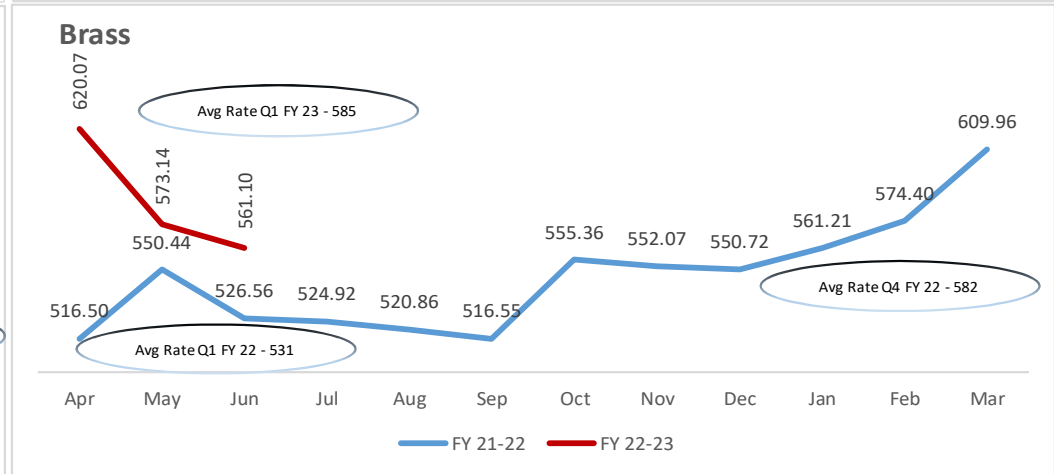
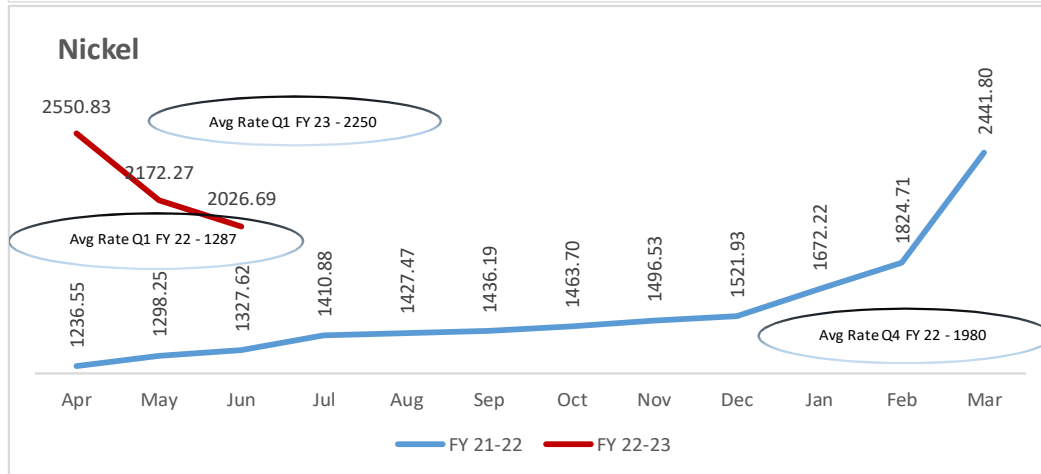
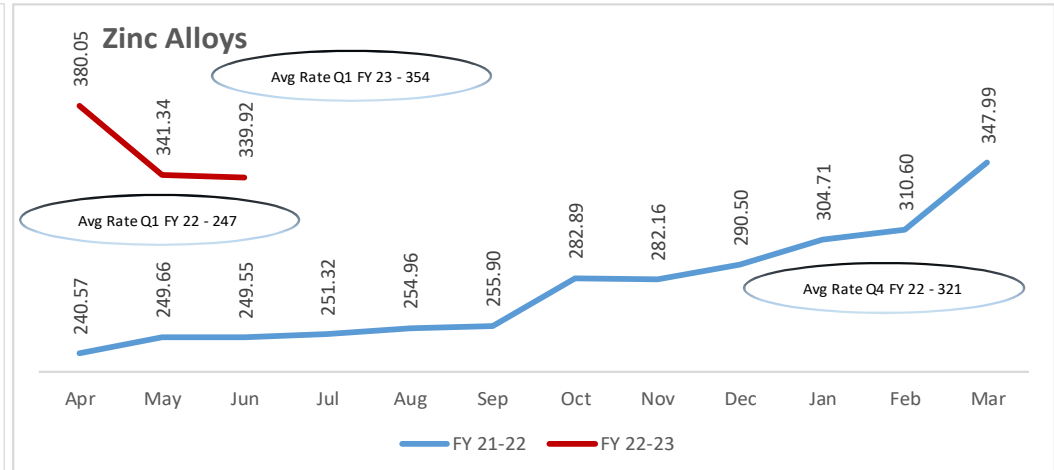
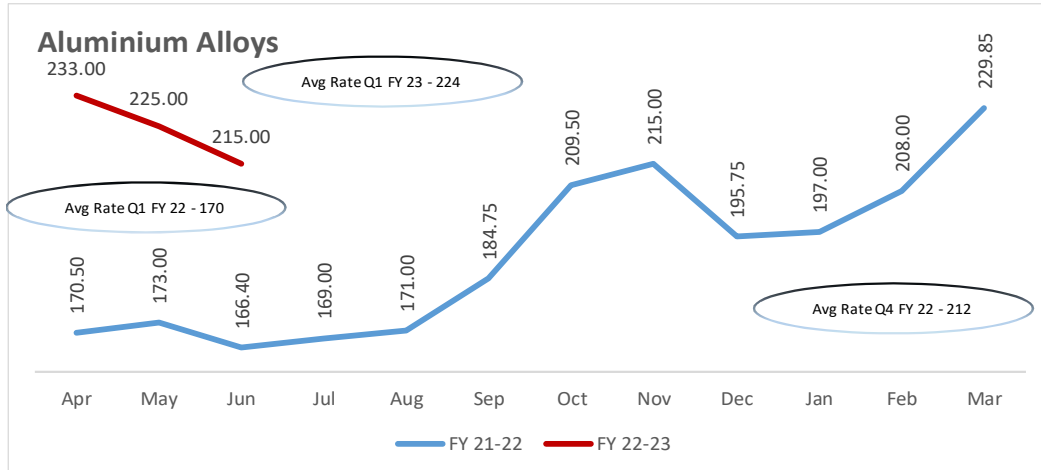
Profit & Loss Statement – Consolidated (fig. in ₹ Crs.)

Particulars	Q1 FY 23	Q1 FY 22	YoY (%)	Q4 FY 22	QoQ (%)	FY 22
Total Income	678.09	411.67	64.7%	685.49	-1.1%	2,330.68
Expenses						
Cost of materials	425.63	230.51	84.6%	431.59	-1.4%	1,415.84
Labour cost	52.46	36.95	42.0%	51.01	2.9%	182.00
Personnel expenses	38.14	32.57	17.1%	35.88	6.3%	136.37
Other expenses	104.31	78.97	32.1%	102.43	1.8%	383.47
Total expenses	620.54	379.00	63.7%	620.91	-0.1%	2,117.67
EBITDA	57.55	32.68	76.1%	64.59	-10.9%	213.01
EBITDA %	8.5%	7.9%	0.5%	9.4%	-0.9%	9.1%
Finance costs	6.07	2.97	104.7%	4.89	24.0%	13.74
Interest on lease liabilities	1.05	0.90	16.7%	1.22	-14.3%	3.97
Depreciation	28.83	23.86	20.8%	26.57	8.5%	100.03
Profit before exceptional item, share of loss in joint ventures and tax	21.60	4.95	336.0%	31.90	-32.3%	95.27
PBT %	3%	1%	2.0%	4.65%	-1.5%	4.1%
Exceptional item	-	-		1.11		1.11
Losses from JV	2.84	3.19	-10.9%	2.34	21.2%	12.72
Profit after exceptional item, share of loss in joint ventures before tax	18.76	1.77	961.1%	28.45	-34.1%	81.44
Tax Expenses	6.05	(0.34)	1857.1%	10.76	-43.8%	25.51
Net profit	12.71	2.11	502.0%	17.69	-28.1%	55.93
Net Profit %	1.9%	0.5%	1.4%	2.6%	-0.7%	2.4%
Other comprehensive income	(0.38)	(0.50)		(0.54)		4.90
Total comprehensive income	12.34	1.62	663.8%	17.15	-28.0%	60.83
Comprehensive Income %	1.8%	0.4%	1.4%	2.5%	-0.7%	2.6%
Cash Profit	43.41	27.52	57.7%	46.12	-5.9%	163.42
Earnings Per Share (EPS)*	2.11	0.35	501.9%	3.24	-34.8%	9.29
Cash Earning Per Share (CEPS)*	7.21	4.57	57.7%	7.66	-5.9%	27.15

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

Particulars	Q1 FY 23	Q1 FY 22	YoY (%)	Q4 FY 22	QoQ (%)	FY 22
Total Income	571.96	319.05	79.3%	573.93	-0.3%	1,946.17
Expenses						
Cost of materials	392.90	206.75	90.0%	394.03	-0.3%	1,308.71
Labour cost	41.86	27.20	53.9%	39.32	6.5%	144.10
Personnel expenses	25.47	21.03	21.1%	23.06	10.5%	90.06
Other expenses	64.94	43.21	50.3%	63.99	1.5%	232.18
Total expenses	525.17	298.20	76.1%	520.39	0.9%	1,775.06
EBITDA	46.79	20.84	124.5%	53.54	-12.6%	171.11
EBITDA %	8.2%	6.5%	1.6%	9.3%	-1.1%	8.8%
Finance costs	3.25	1.61	101.2%	3.03	7.1%	7.70
Interest on lease liabilities	0.36	0.38	-6.5%	0.52	-30.9%	1.73
Depreciation	21.53	17.50	23.0%	19.91	8.1%	74.26
Profit before exceptional item and tax	21.66	1.35	1507.6%	30.08	-28.0%	87.42
PBT %	3.8%	0.4%	3.4%	5.2%	-1.5%	4.5%
Exceptional item	-	-		1.10		1.10
Profit after exceptional item and before tax	21.66	1.35	1507.6%	28.97	-25.2%	86.32
PBT %	3.8%	0.4%	3.4%	5.0%	-1.3%	4.4%
Tax Expenses	5.86	0.36	1536.9%	8.68	-32.5%	24.89
Net profit	15.80	0.99	1497.0%	20.29	-22.1%	61.43
Net Profit %	2.8%	0.3%	2.5%	3.5%	-0.8%	3.2%
Other comprehensive income	(0.66)	(1.01)		(0.73)		(2.20)
Total comprehensive income	15.14	(0.02)	72538.3%	19.55	-22.6%	59.22
Comprehensive Income %	2.6%	0.0%	2.7%	3.4%	-0.8%	3.0%
Cash Profit	37.33	18.49	101.9%	40.20	-7.1%	135.69
Earnings Per Share (EPS)*	2.62	0.16	1496.8%	3.37	-22.1%	10.21
Cash Earning Per Share (CEPS)*	6.20	3.07	101.9%	6.68	-7.1%	22.54

RM Prices Trend on Indian Operations



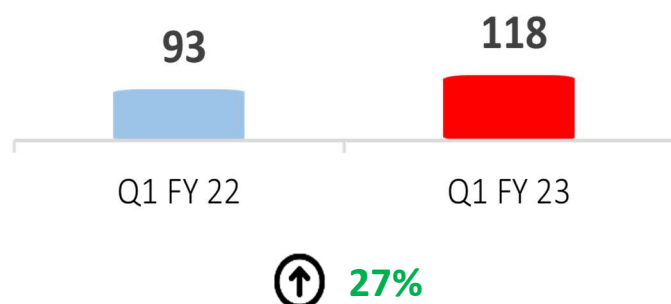
❖ RMC Increased in Q1 FY 23 Vs Q1 FY 22 by 3.8% at Standalone Level & 6.8% at Console Level on account of Price increasing trend of commodity due to prospective average price

Subsidiaries Performance

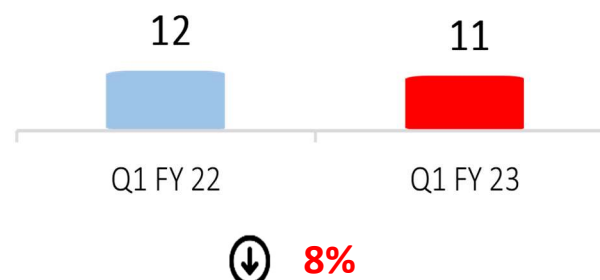
(fig in ₹ Crs.)

SANDHAR
Growth. Motivation. Better Life

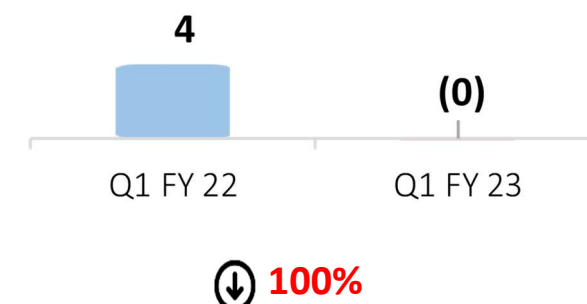
Total Income



EBITDA



EBT



	Q1 FY 23	Q1 FY 22	Growth
Sandhar Barcelona	98.29	91.41	8%
Sandhar Tooling	2.38	1.32	80%
Sandhar Automotive Systems	15.28	-	
Sandhar Engineering	1.75	-	
Total Revenue	117.70	92.73	27%

	Q1 FY 23	Q1 FY 22	Growth
Sandhar Barcelona	10.70	11.84	-10%
Sandhar Tooling	0.78	0.00	25845%
Sandhar Automotive Systems	0.66	-	
Sandhar Engineering	(1.28)	-	
Total EBITDA	10.86	11.84	-8%

	Q1 FY 23	Q1 FY 22	Growth
Sandhar Barcelona	2.34	4.18	-44%
Sandhar Tooling	0.35	(0.61)	158%
Sandhar Automotive Systems	0.21	-	
Sandhar Engineering	(2.90)	-	
Total EBT	(0.00)	3.58	-100%

Status of New Projects as on 30th June 2022

Sr. No.	Name of Company	Location	Business Division	Start of Production	Segment	Products	Project Status
Domestic							
1	Sandhar Technologies Limited	Nalagarh, Himachal Pradesh	Sheet Metal Components & Parts	Jan-22	2W	Muffler and frame for two wheelers	Dispatch started on 27th January 2022
2	Sandhar Engineering Private Limited	Halol, Gujarat		May-22	2W	Guard Saree, Chain case and fender	Dispatch started on 2nd May 2022
3	Sandhar Engineering Private Limited	Attibele, Karnataka		Aug-22	2W	Muffler and frame for two wheelers	Sample submitted for 4 Parts & mass production expected to commence from Aug' 2022
4	Sandhar Engineering Private Limited	Mysore, Karnataka		Jan-23	2W	Muffler, frame for two wheelers and fuel tank.	Land allotment & Registration done. Contract given to Civil and Project Management Consultant. Construction to commence from Aug-22.
5	Sandhar Technologies Limited	Pathredi, Rajasthan	Surface Mount Technologies	Jan-23	Vehicles Using Smart Locks	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.
Overseas							
6	Sandhar Technologies Ro SRL	Romania	Aluminium Die Casting	Oct-22	4W	Supports, Brackets and Pivots.	Under Construction
New Projects Under Development							
7	Sandhar Auto Castings Private Limited	Hosur, Tamil Nadu	Machining for Casting	Dec-22	2W	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)	Lease Agreement signed and Plant Layout finalised. Major Machinery & equipment in final stage of Order.
8		Mysore, Karnataka					

Sandhar Engineering Private Limited- Mysore Project

Products

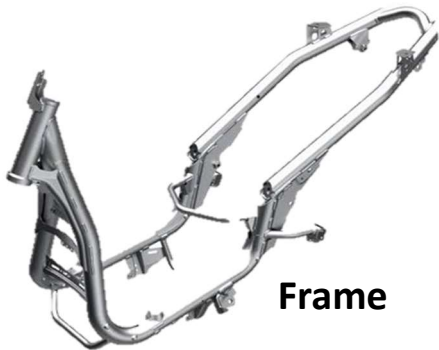
Muffler



Fuel Tank



Swing Arm



Frame

Building 3D View



Sandhar Engineering Private Limited- Mysore Project

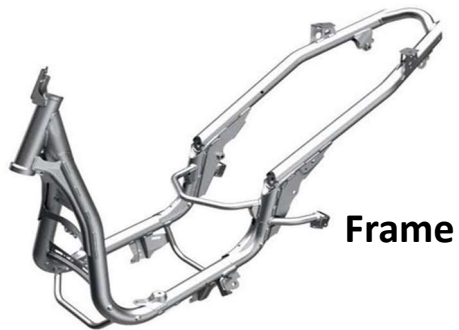
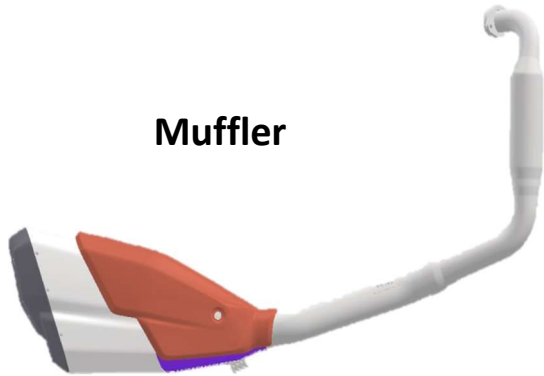
Bhoomi Pooja Performed on 29th July 2022.

Construction to be Completed by Jan. 2023.



Sandhar Engineering Private Limited- Attibele Project

Products



Plant Inside View



Surface Mount Technology (SMT Line) Project

Plant Inside View

Product

Printed Circuit Board Assembly (PCBA)



PCBA-Applications



Machining Project

(fig in ₹ Crs)

SANDHAR
Growth. Motivation. Better Life

Highlights / New Developments

- Secured new business of Machining for Castings from TVSM.
- 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

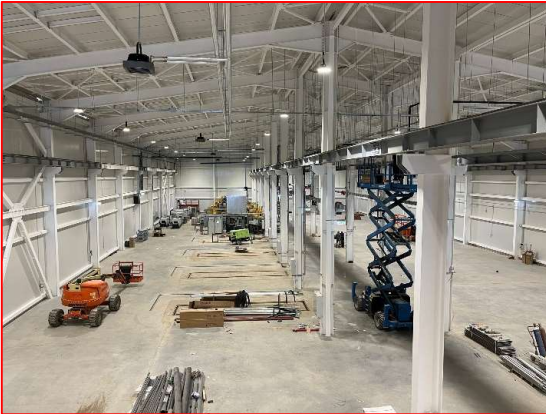


Hosur – Project



Romania Project

Plant Under Construction & 3D View



SANDHAR
Growth. Motivation. Better Life

Major Products



Supports



Brackets



Pivots

THANK YOU

Sandhar Technologies Limited
Corporate Office: Plot No. 13, Sector 44,
Gurugram-122001, Haryana- India
CIN: L74999DL1987PLC029553
Website: www.sandhargroup.com
Email: investors@sandhar.in (For Retail Investors)
Investors.relations@sandhar.in (For Institutional investors)
