

Ref: STL/REG-30/BSE/NSE/ 2021-22/82

Dated: 21st May, 2021

To,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai- 400001

To,
Listing Department
National Stock Exchange of India Limited
C-1, G Block, Bandra Kurla Complex
Bandra, (E), Mumbai- 4000051

BSE Code: 541163, NSE: SANDHAR

Dear Sir/ Madam,

Sub: Intimation to Stock Exchange- Investor Presentation in connection with Audited Standalone & Consolidated Financial Results for the quarter and year ended on the 31st March,2021

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 Audited Standalone & Consolidated Financial Results for the quarter and year ended on the 31st March, 2021, the same is uploaded on the website of the Company www.sandhargroup.com

We request you to take the same on record.

Yours faithfully,

For Sandhar Technologies Limited

**Komal Malik
Company Secretary &
Compliance Officer**

Sandhar Technologies Limited

Corporate Office: 13, Sector-44, Gurugram-122 002, Haryana, India. Ph: 012-4518900
Registered Office: B-6/20, L.S.C., Safdarjung Enclave, New Delhi-110 029, India, Ph: +91-11-40511800
E-mail: enquiries@sandhar.in, website: www.sandhargroup.com; CIN-L74999DL1987PLC029553



SANDHAR TECHNOLOGIES LIMITED
INVESTOR'S PRESENTATION
FY 20-21 Performance

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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



27 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 AI spools in Europe



41 manufacturing facilities in India including JVs and subsidiaries, 1 in Spain, 1 in Mexico and 1 in Poland



Scalable business model with high technological capabilities through in-house R&D, global tie-ups and acquisitions

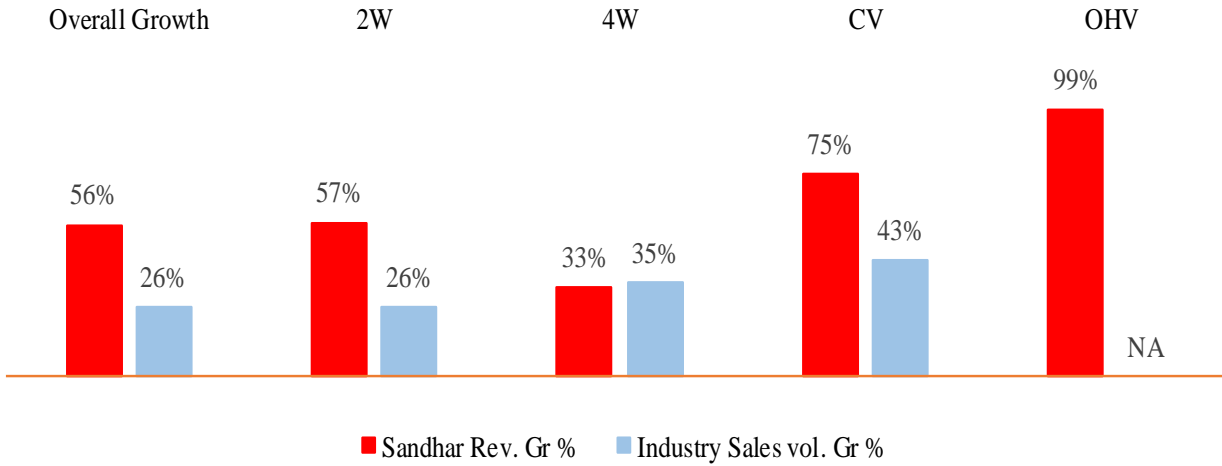


FY 21 consolidated revenue of INR 1874 Crs, EBITDA of INR 199 Crs and PAT of INR 58 Crs - India business drives most of it



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

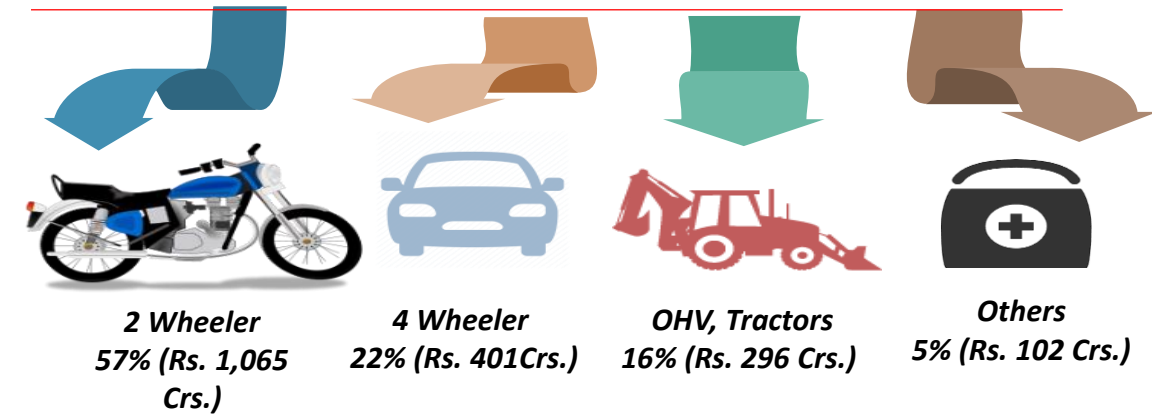
Sandhar Vs Industry – Q4 FY 21



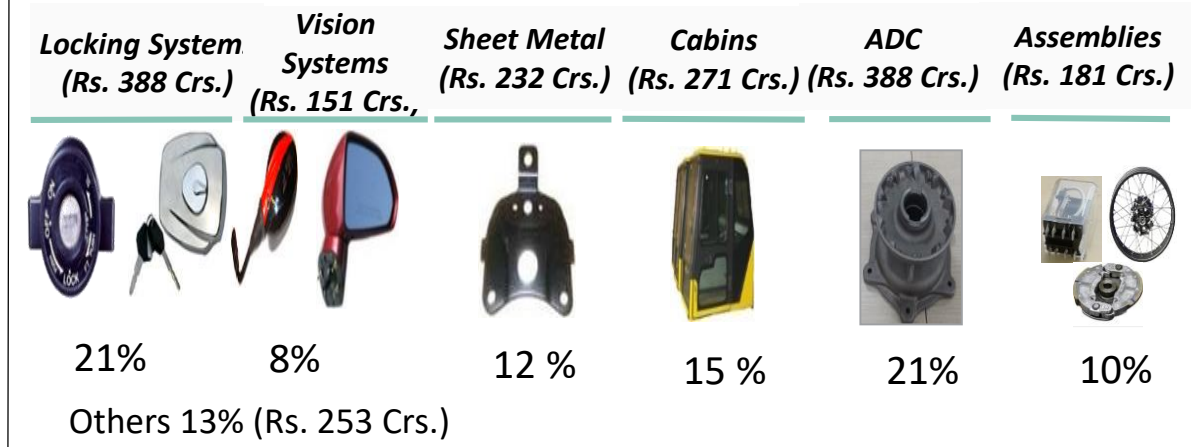
Sandhar Revenue* Breakup



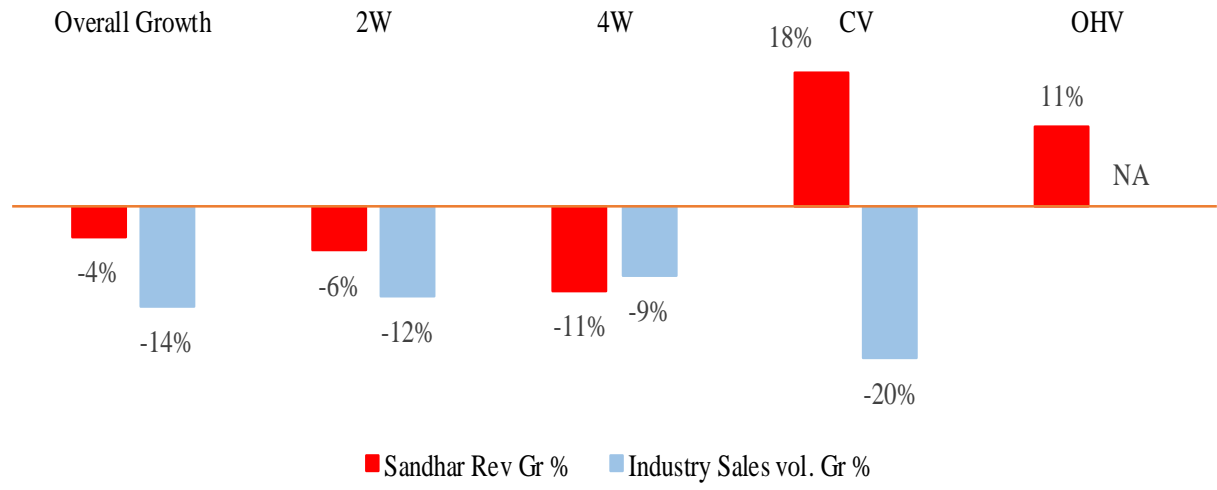
Segment wise Revenue Share (Rs. 1,864 Crs.)



Product wise Revenue* Share (Rs. 1,864 Crs.)



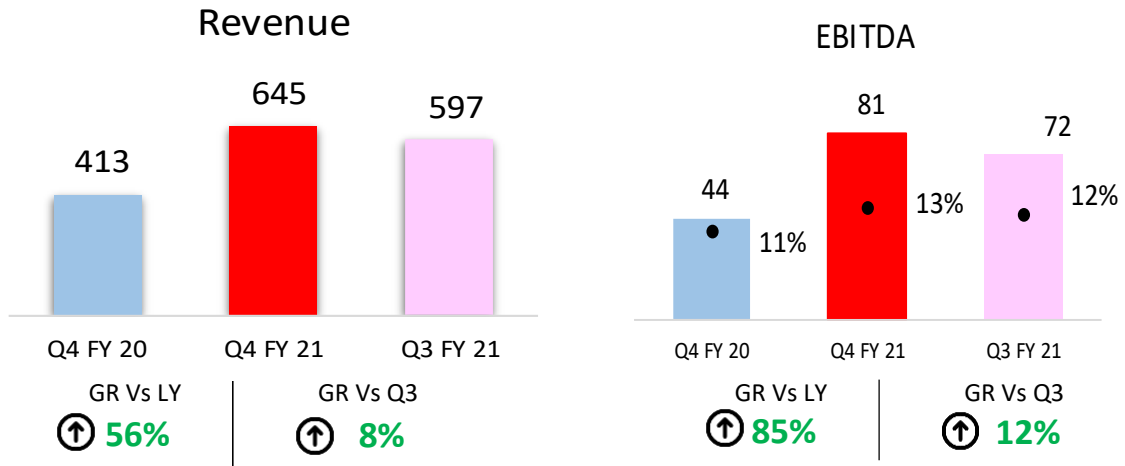
Sandhar Vs Industry – FY'21



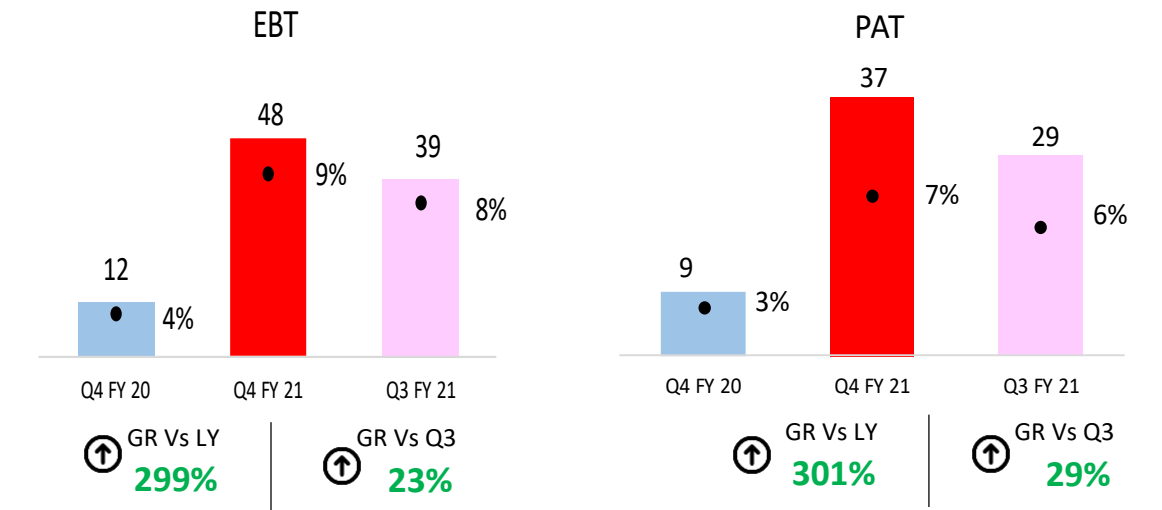
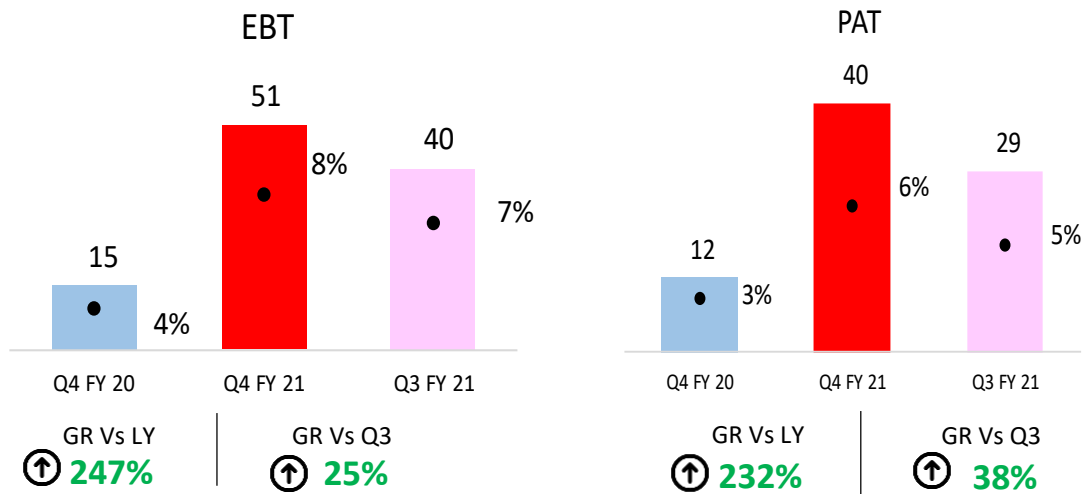
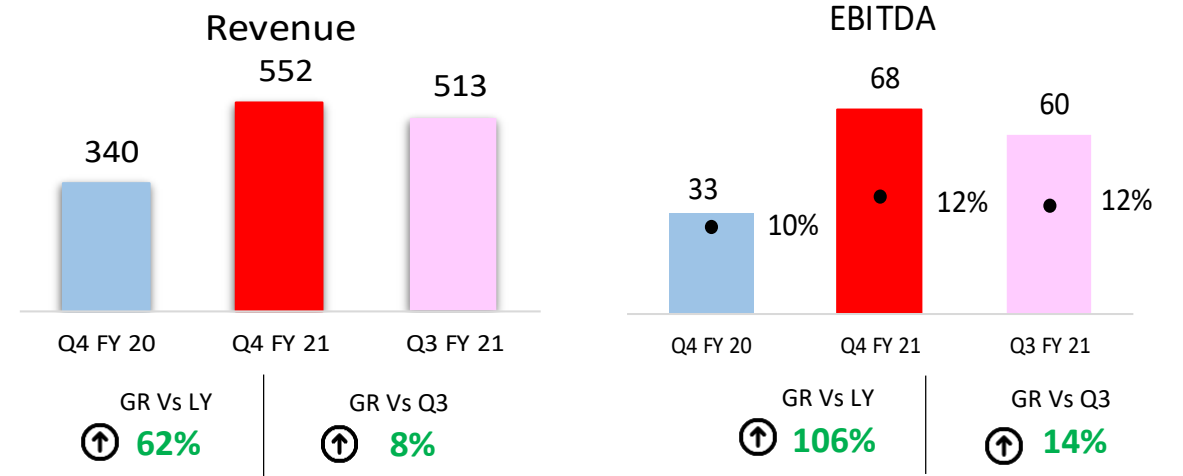
*Revenue from operations excluding other income.

Q4-FY'21 Financial Snapshot (fig. in Rs. Crs)

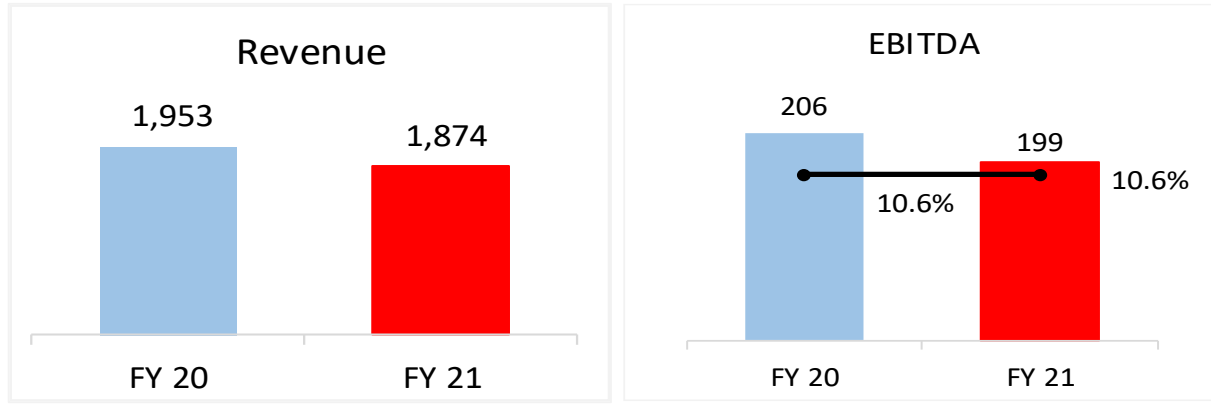
Consolidated



Standalone

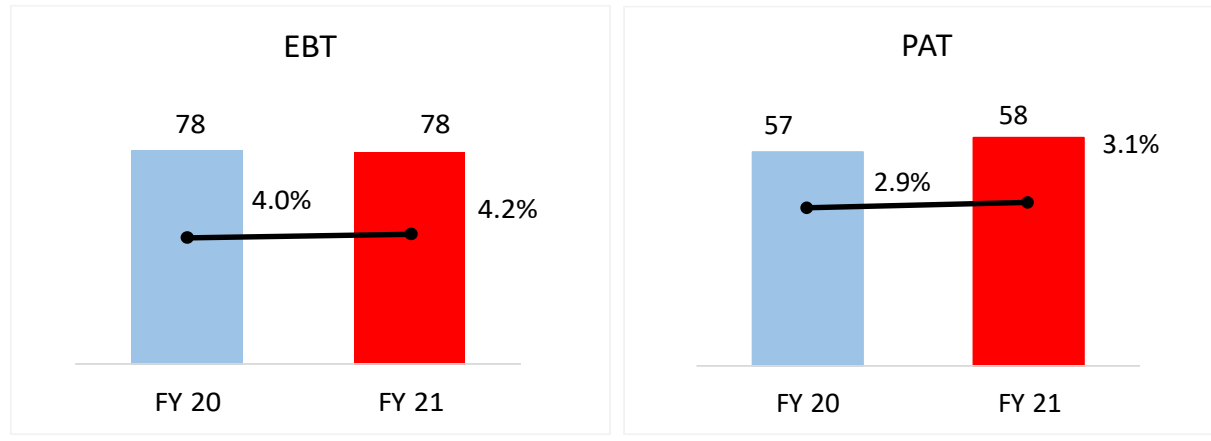


Consolidated



⬇️ -4%

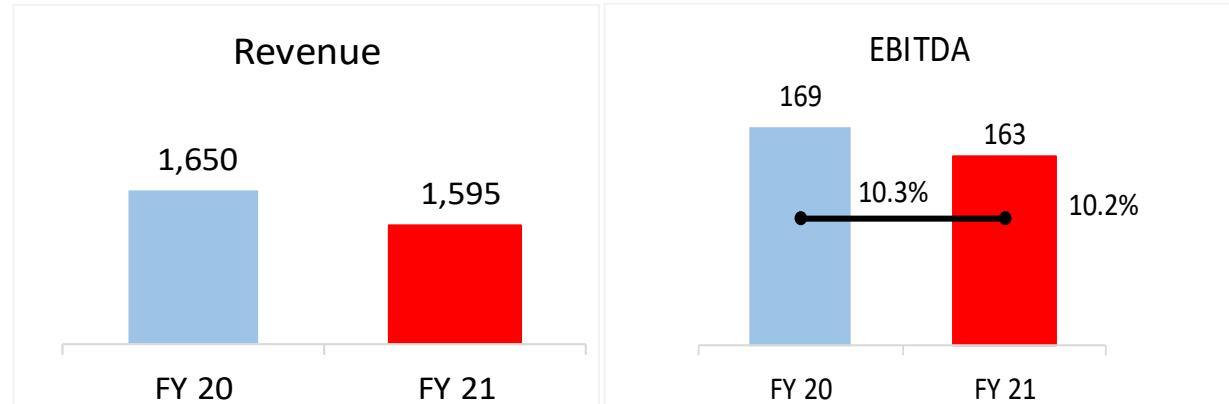
⬇️ -4%



⬇️ 0.04%

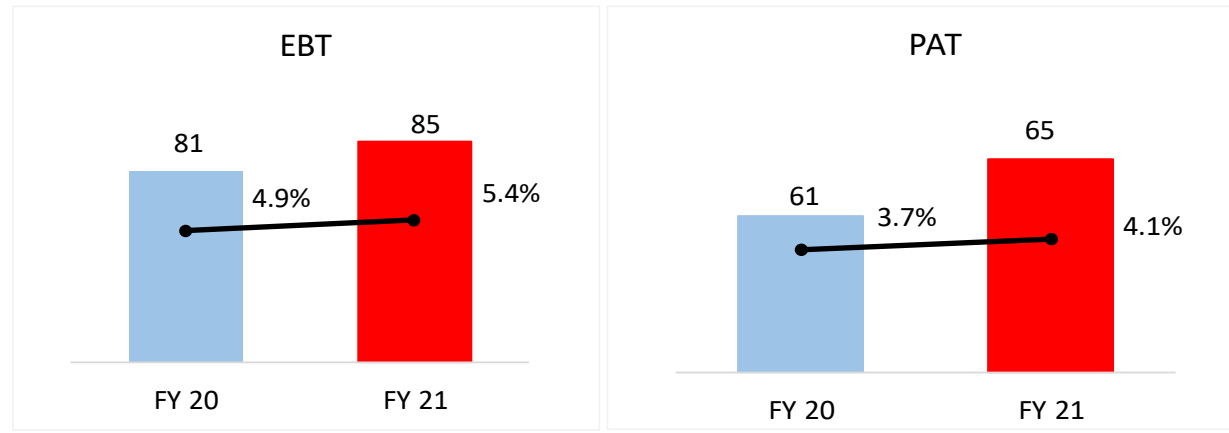
⬆️ 2%

Standalone



⬇️ -3%

⬇️ -4%



⬆️ 6%

⬆️ 7%

Profit & Loss Statement – Consolidated

(fig. in Rs. Crs)

Particulars	Q4 FY 21	Q4 FY 20	YoY (%)	Q3 FY 21	QoQ (%)	FY 21	FY 20	YoY (%)
Total Revenue	645.12	413.48	56%	596.99	8%	1,874.34	1,953.45	-4%
Expenses								
Cost of materials	383.10	224.27	71%	347.88	10%	1,092.12	1,113.62	-2%
Labour cost	49.55	38.38	29%	50.08	-1%	160.17	160.07	0%
Personnel expenses	30.27	29.97	1%	33.98	-11%	117.57	130.79	-10%
Other expenses	101.28	77.08	31%	92.65	9%	305.30	342.55	-11%
Total expenses	564.20	369.70	53%	524.59	8%	1,675.16	1,747.03	-4%
EBITDA	80.92	43.78	85%	72.40	12%	199.18	206.42	-4%
EBITDA %	12.54%	10.59%		12.13%		10.63%	10.57%	
Finance costs	3.96	4.73	-16%	4.53	-13%	16.02	20.46	-22%
Depreciation	24.23	24.55	-1%	24.25	0%	93.95	98.41	-5%
Profit before tax	52.73	14.50	264%	43.62	21%	89.21	87.55	2%
PBT %	8.17%	3.51%		7.31%		4.76%	4.48%	
Losses from JV	2.19	(0.07)		3.16	-30%	11.20	9.50	18%
Profit before tax after JV losses	50.54	14.57	247%	40.46	25%	78.02	78.05	0%
Tax Expenses	10.29	2.46	318%	11.28	-9%	20.18	21.07	-4%
Net profit	40.24	12.11	232%	29.18	38%	57.83	56.98	1%
Net Profit %	6.24%	2.93%		4.89%		3.09%	2.92%	
Other comprehensive income	(2.34)	9.46		(0.59)		(3.75)	9.63	
Total comprehensive income	37.91	21.57	76%	28.59	33%	54.09	66.61	-19%
Comprehensive Income %	5.88%	5.22%		4.79%		2.89%	3.41%	
Earnings Per Share (EPS)	6.69	2.01	233%	4.85	38%	9.61	9.47	1%

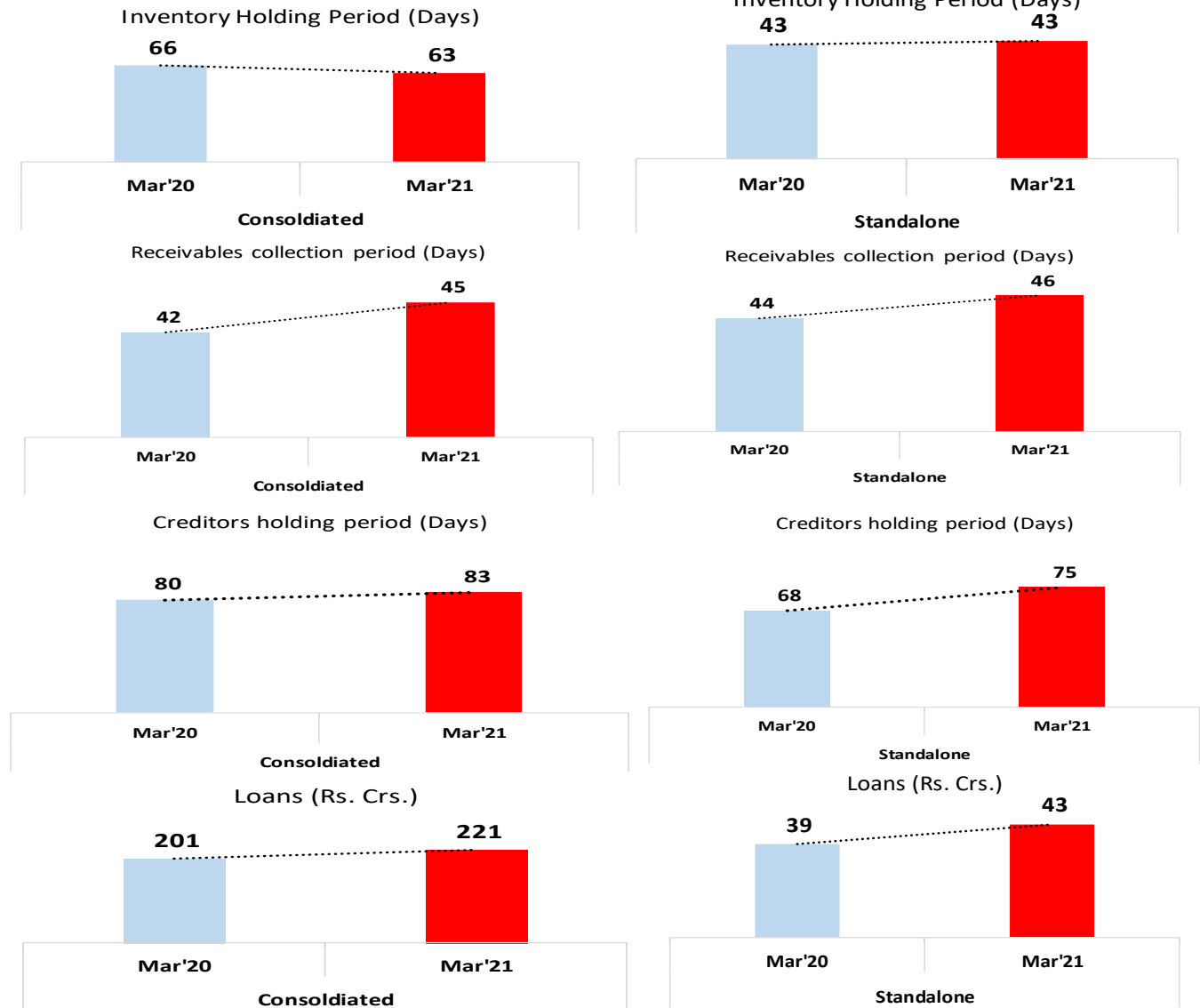
Profit & Loss Statement – Standalone (fig. in Rs. Crs)

Particulars	Q4 FY 21	Q4 FY 20	YoY (%)	Q3 FY 21	QoQ (%)	FY 21	FY 20	YoY (%)
Total Revenue	552.40	340.14	62.4%	512.79	7.7%	1,594.70	1,650.15	-3%
Expenses								
Cost of materials	357.47	205.13	74.3%	324.62	10%	1,018.56	1,035.53	-2%
Labour cost	39.86	30.40	31.1%	40.90	-3%	130.66	129.89	1%
Personnel expenses	18.66	20.85	-10%	23.63	-21%	78.21	93.41	-16%
Other expenses	68.39	50.66	35%	64.12	7%	204.13	222.16	-8%
Total expenses	484.38	307.04	58%	453.28	7%	1,431.56	1,480.99	-3%
EBITDA	68.02	33.10	106%	59.52	14%	163.14	169.16	-4%
EBITDA %	12.31%	9.73%		11.61%		10.23%	10.25%	
Finance costs	2.28	2.53	-10%	2.69	-15%	9.09	12.63	-28%
Depreciation	17.79	18.54	-4%	17.78	0%	68.57	75.60	-9%
Profit before tax	47.95	12.02	299%	39.05	23%	85.48	80.92	6%
PBT %	8.68%	3.53%		7.61%		5.36%	4.90%	
Tax Expenses	10.45	2.66	293%	10.08	4%	20.25	20.00	1%
Net profit	37.50	9.35	301%	28.97	29%	65.23	60.92	7%
Net Profit %	6.79%	2.75%		5.65%		4.09%	3.69%	
Other comprehensive income	(1.22)	7.89		(1.61)		(4.00)	7.34	
Total comprehensive income	36.28	17.25	110%	27.35	33%	61.23	68.26	-10%
Comprehensive Income %	6.57%	5.07%		5.33%		3.84%	4.14%	
Earnings Per Share (EPS)	6.23	1.55	302%	4.81	29%	10.84	10.12	7%

Balance Sheet (fig in Rs. Crs)

Particulars	Consolidated		Standalone	
	31-Mar-21	31-Mar-20	31-Mar-21	31-Mar-20
Application of Funds				
Gross Fixed assets	1,241.13	1,155.16	906.85	852.56
Less: Acc. Depreciation	384.79	290.84	297.66	229.09
Net Fixed assets with CWIP	856.34	864.32	609.20	623.47
Non-current investments	56.87	45.02	114.39	91.24
Other non-current assets	18.93	15.59	16.65	13.39
Inventories	211.37	195.69	133.97	121.00
Trade receivables	357.46	191.88	312.86	160.84
Other Current Assets	94.98	53.39	59.54	32.17
Total Application of Funds	1,595.94	1,365.89	1,246.60	1,042.11
Sources of Funds				
Share capital	60.19	60.19	60.19	60.19
Reserves and surplus	744.18	702.26	746.55	697.36
Shareholders' Funds	804.37	762.45	806.74	757.55
Minority Interest	3.69	3.63	-	-
Other Non-current liabilities	97.36	91.67	22.12	19.83
Long Term Secured Loans	96.28	9.21	0.05	0.24
Short Term Loans	124.28	191.56	43.24	39.02
Current liabilities & Provisions	469.96	307.37	374.44	225.47
Total Sources of Funds	1,595.94	1,365.89	1,246.60	1,042.11

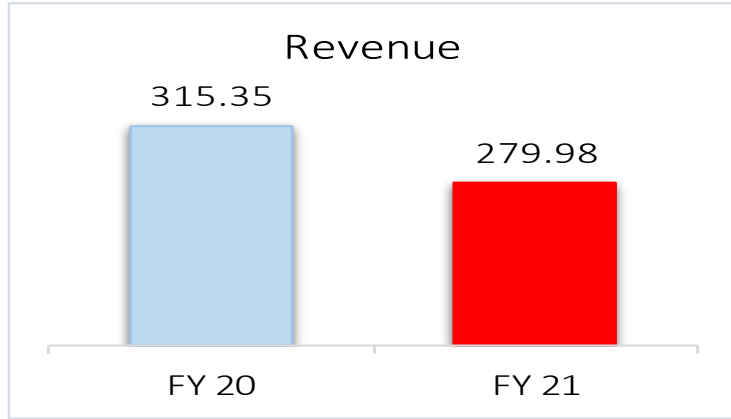
- 1) Current Ratio: Consolidated: 1.12 vs 0.88 LY & Standalone: 1.21 vs.1.19 LY
- 2) Credit Rating **A1+ (ST)** and **AA- (LT)** valid till Oct'21 (India Ratings)



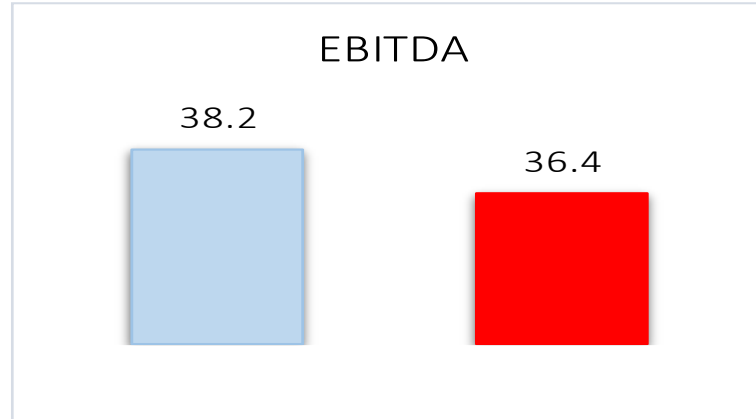
Cash Flow Statement (fig in Rs. Crs)

Particulars	Consolidated		Standalone	
	FY'21	FY'20	FY'21	FY'20
Cash Flows from Operating Activities				
Profit before tax	78.02	78.05	85.48	80.92
Depreciation and amortization expense	93.95	98.41	68.57	75.60
Other adjustments	23.69	29.29	4.92	10.76
Operating profit before working capital changes	195.65	205.75	158.97	167.29
Movements in working capital:	(52.40)	58.58	(42.77)	50.27
Cash generated from operations	143.25	264.33	116.20	217.56
Taxes Paid	19.53	25.32	19.38	24.73
Net cash inflow from operating activities (A)	123.72	239.01	96.82	192.82
Cash Flows from Investing Activities				
Capital Expenditure	(76.97)	(87.52)	(55.87)	(57.82)
Purchase/Investments in joint ventures & other Corporates	(26.34)	(17.58)	(26.46)	(22.98)
Proceeds from Sale of investments	5.15	-	3.62	-
Other Reciepts	0.76	4.17	4.03	3.54
Net cash used in investing activities (B)	(97.40)	(100.93)	(74.69)	(77.26)
Cash Flows from Financing Activities				
Borrowings/Repayment	19.00	(73.79)	4.03	(74.92)
Payment of lease liabilities	(17.38)	(11.79)	(7.41)	(7.20)
Dividend Paid	(12.10)	(18.29)	(12.04)	(18.04)
Interest paid	(15.76)	(20.53)	(8.83)	(13.00)
Net cash flow used in financing activities (C)	(26.23)	(124.39)	(24.25)	(113.15)
Foreign currency translation gain	(0.82)	(10.68)	-	-
Net increase/(decrease) in cash and cash equivalents (A+B+C)	0.09	13.68	(2.12)	2.42
Opening Cash Balance	6.70	3.70	3.00	0.58
Cash and equivalents at the end of the year	5.97	6.70	0.87	3.00

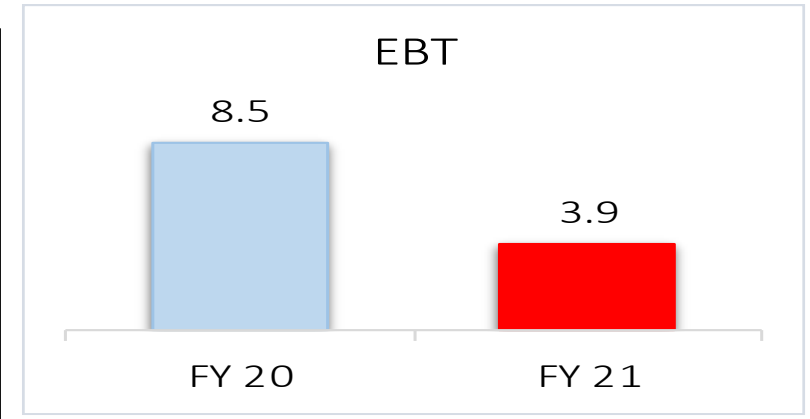
WOS Performance (fig in Rs. Crs)



⬇️ 11%

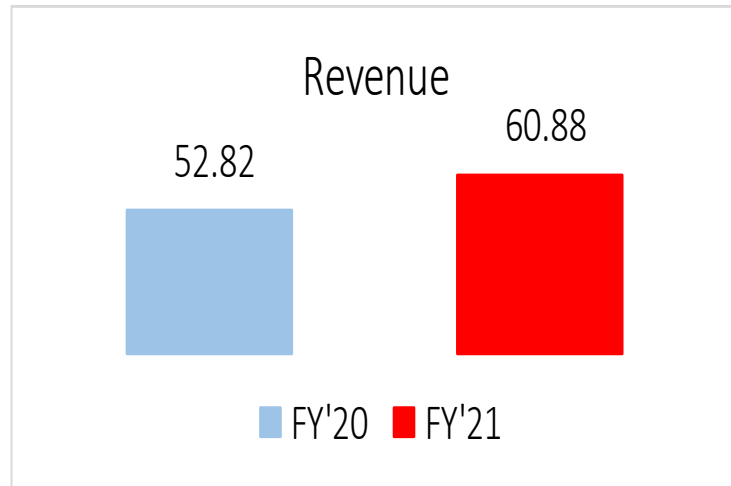


⬇️ 5%

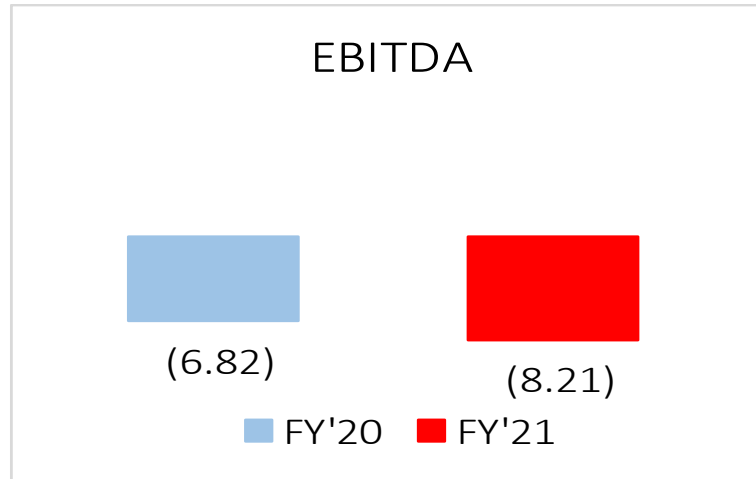


⬇️ 54%

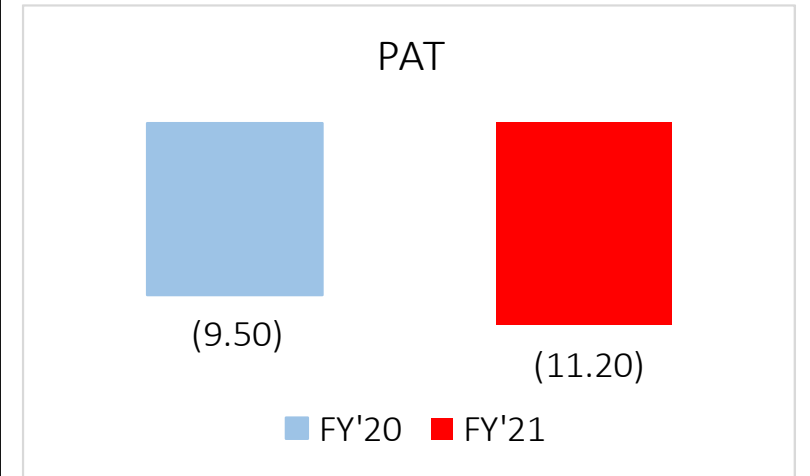
JV* Performance (fig in Rs. Crs)



⬆️ 15%



⬇️ 20%



⬇️ 18%

Sandhar Technologies Limited
CIN: L74999DL1987PLC029553
Email: investors@sandhar.in

THANK YOU