

INVESTOR'S PRESENTATION
Q2 & H1 FY 21-22 Performance



Mexico Plant

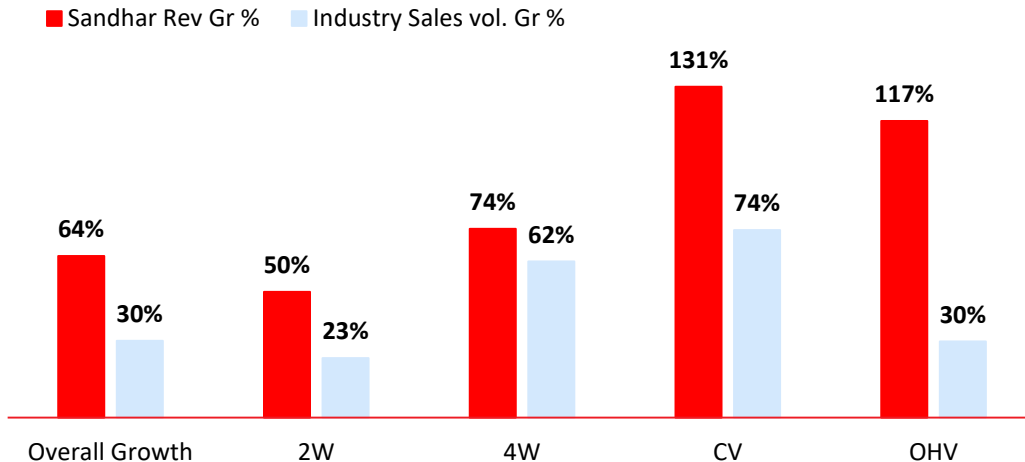
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Sandhar Technologies Limited has put up a strong performance in H1 FY 22, with half year revenues at Rs. 1032 Crs. which has increased by 63% and PAT increased by 301% from H1 FY 21.

Industry Updates

Industry registered a growth of 30% in H1 FY 22 whereas Sandhar has achieved a growth of 64% from H1 FY 21.



Financials (H1 FY 22 vs H1 FY 21)

Consolidated

- Revenue of Rs. 1032 Crs., up by 63%.
- EBITDA of Rs. 95 Crs., up by 107%.
- Cash Profit of Rs. 75 Crs., up by 106%.
- Cash EPS is Rs. 12.53*

Standalone

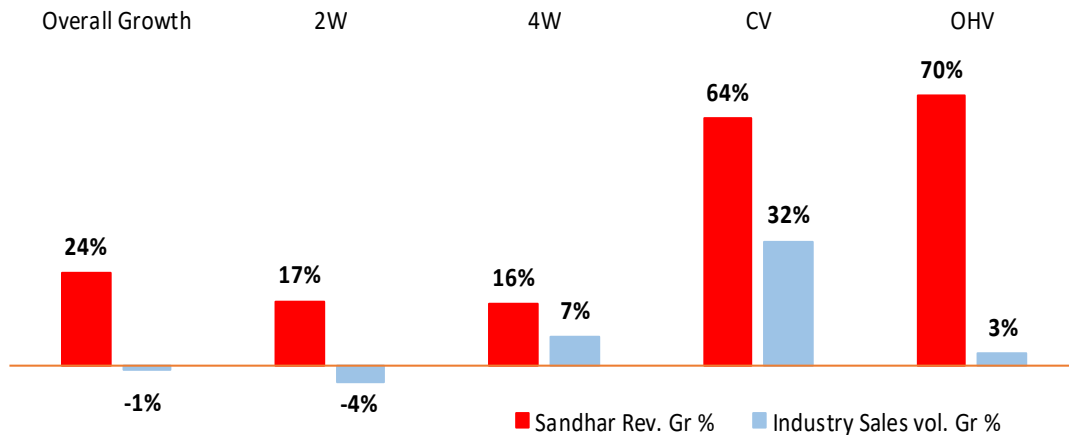
- Revenue of Rs. 857 Crs., up by 62%.
- EBITDA of Rs. 72 Crs., up by 103%.
- Cash Profit of Rs. 60 Crs., up by 90%.
- Cash EPS is Rs. 10.03*

* EPS not annualized

Sandhar Technologies Limited has put up a strong performance in Q2 FY 22, with quarter revenues at Rs. 620 Crs. which has increased by 51% and PAT increased by 904% from Q1 FY 22.

Industry Updates

Industry registered a de-growth of 1% in Q2 FY 22 whereas Sandhar has achieved a growth of 24% from Q2 FY 21.



Financials (Q2 FY 22 vs Q1 FY 22)

Consolidated

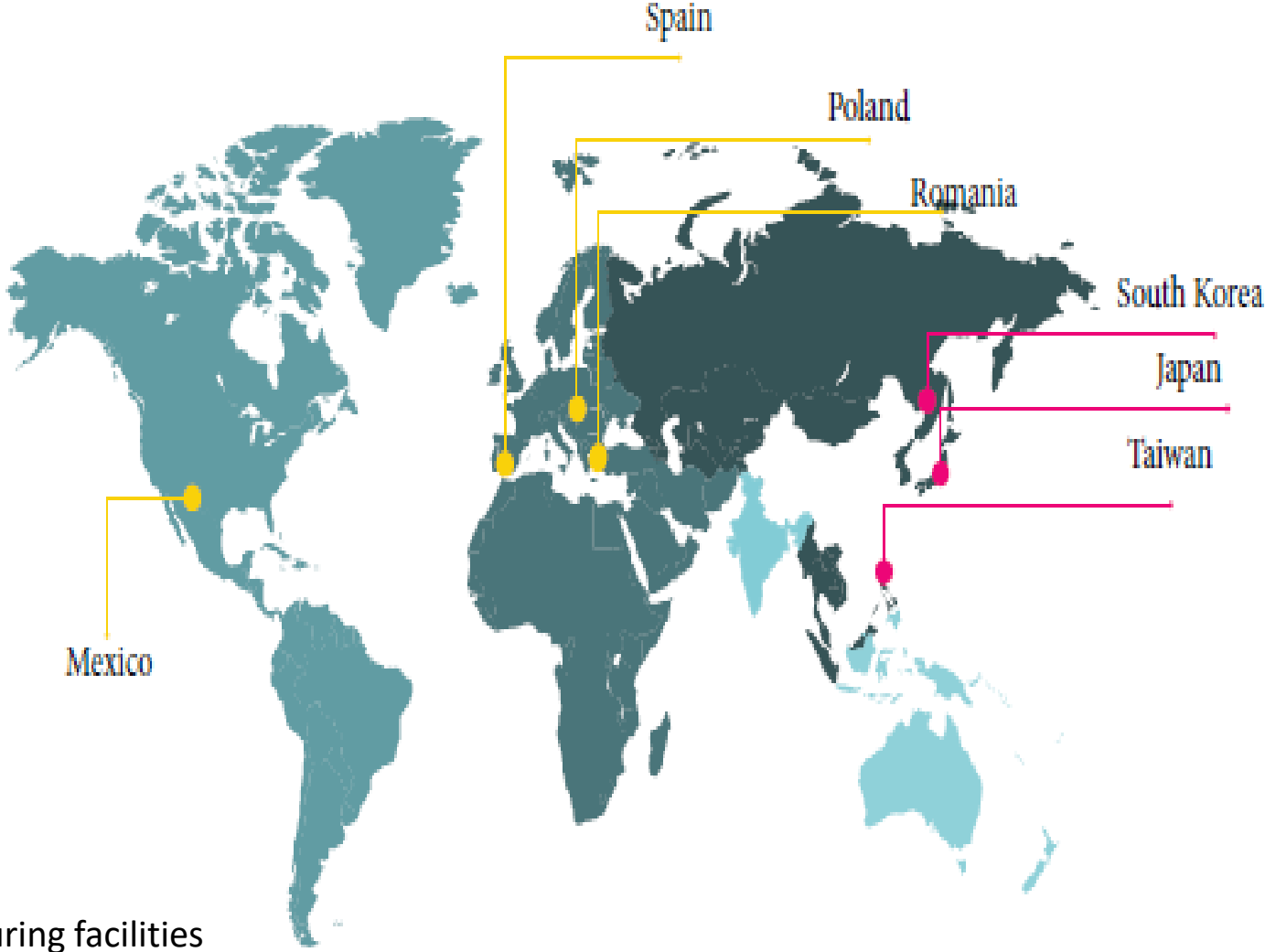
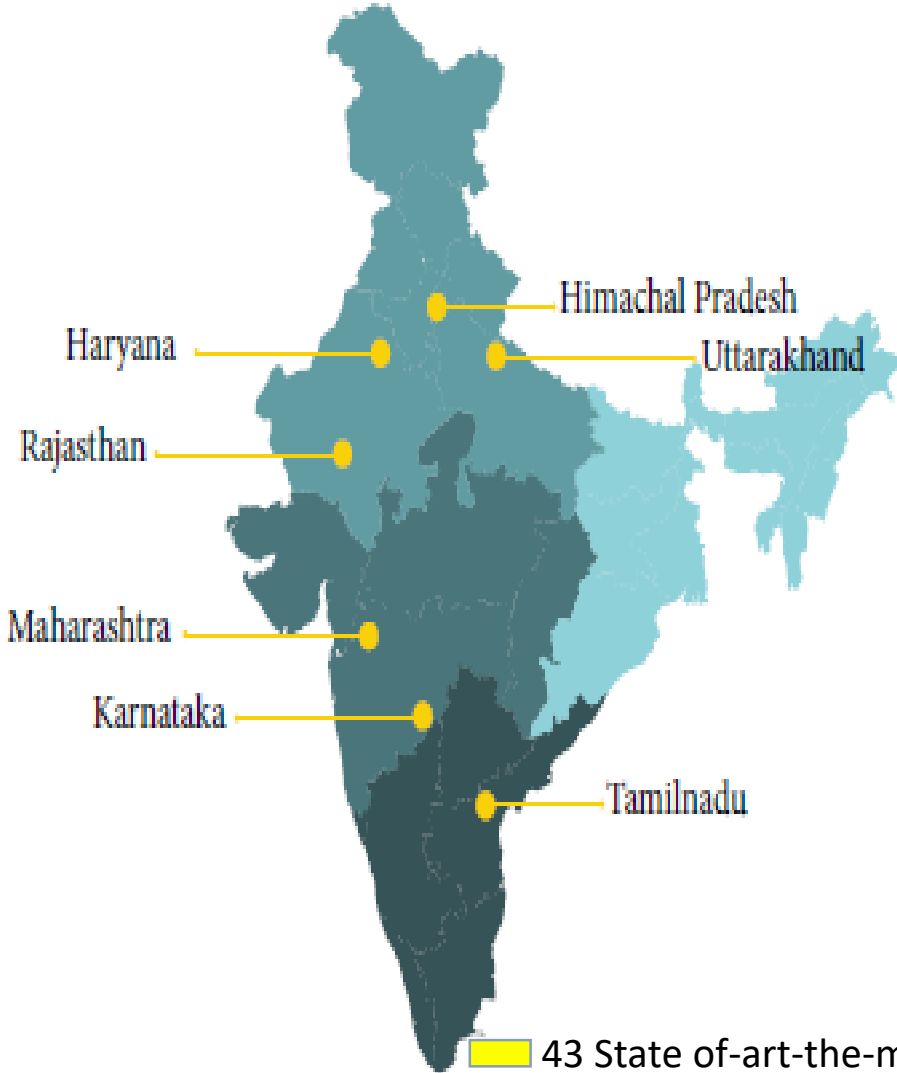
- Revenue of Rs. 620 Crs., up by 51%.
- EBITDA of Rs. 62 Crs., up by 90%.
- Cash Profit of Rs. 48 Crs., up by 74%.
- Cash EPS is Rs. 7.96*

Standalone

- Revenue of Rs. 538 Crs., up by 69%.
- EBITDA of Rs. 52 Crs., up by 147%.
- Cash Profit of Rs. 42 Crs., up by 127%.
- Cash EPS is Rs. 6.96*

* EPS not annualized

Our Footprint



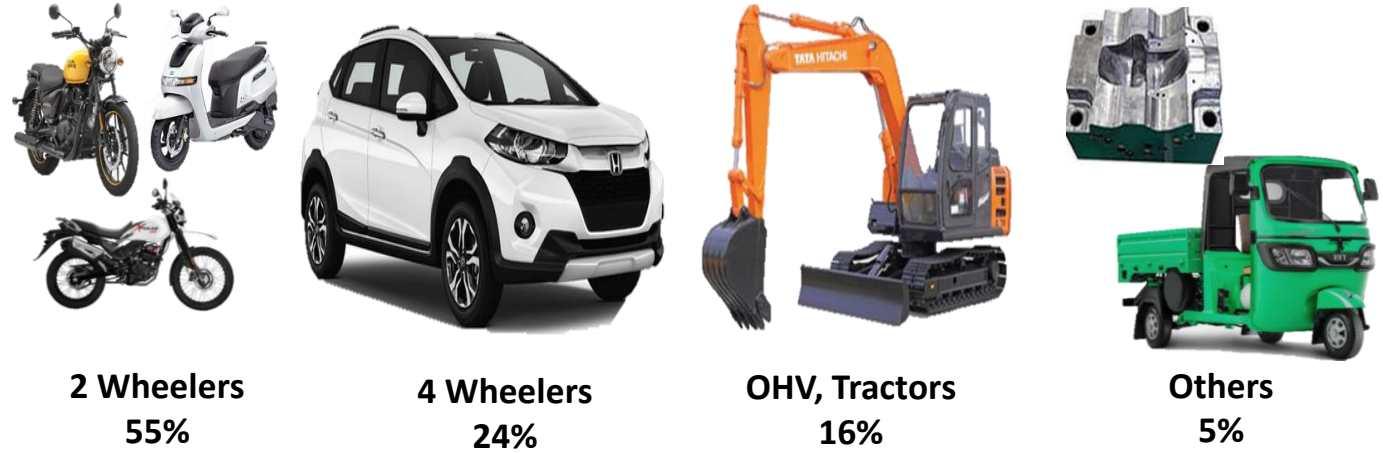
43 State of-art-the-manufacturing facilities
 Technical collaborashon with South Korea, Japan & Taiwan

Revenue Model

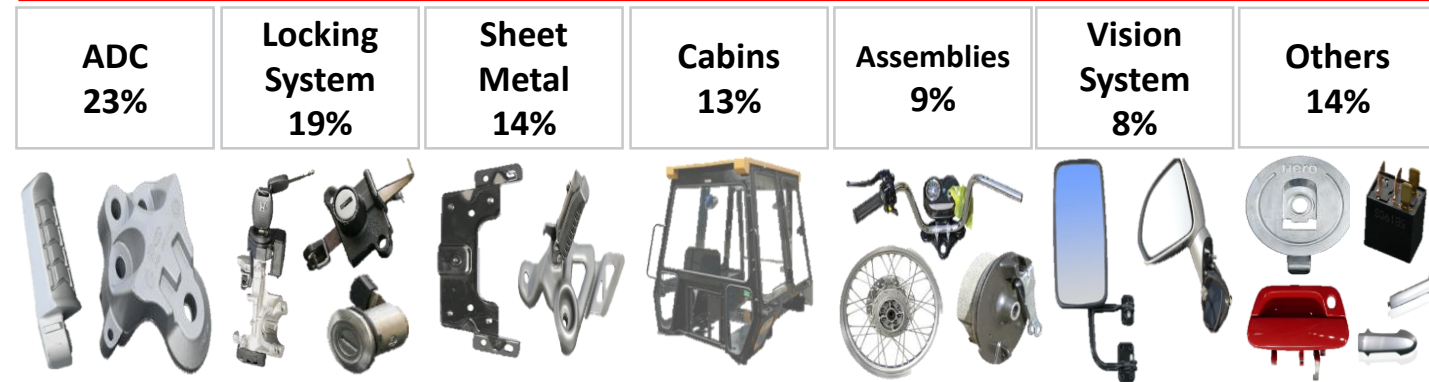
Key Customers



Segment wise Revenue Share* (Rs. 1028 Crs.)



Product wise Revenue Share*

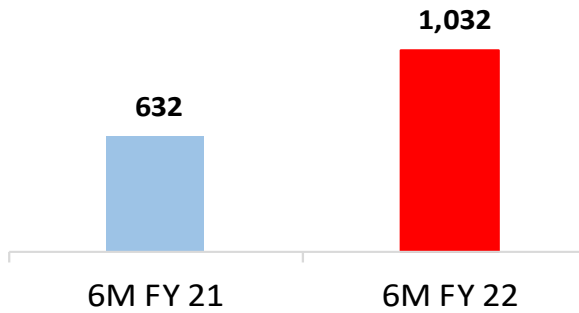


*Revenue from operations excluding other income.

H1-FY 22 Financial Snapshot (fig. in Rs. Crs)

Consolidated

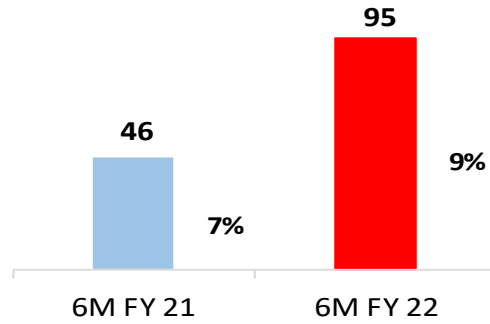
Revenue



GR Vs LY

↑ 63%

EBITDA

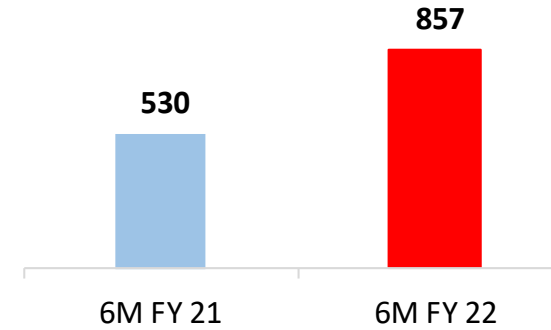


GR Vs LY

↑ 107%

Standalone

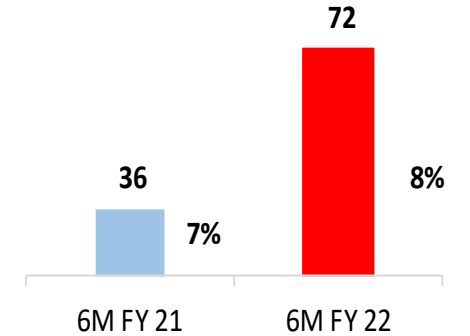
Revenue



GR Vs LY

↑ 62%

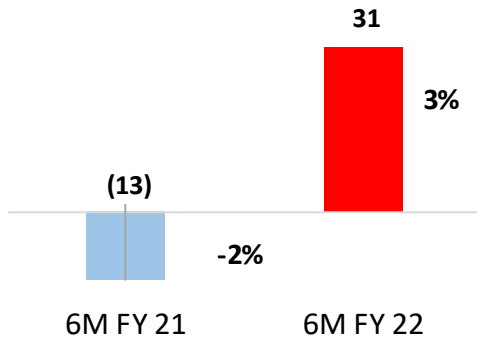
EBITDA



GR Vs LY

↑ 103%

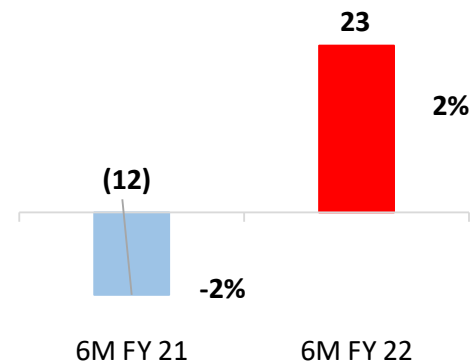
EBT



GR Vs LY

↑ 342%

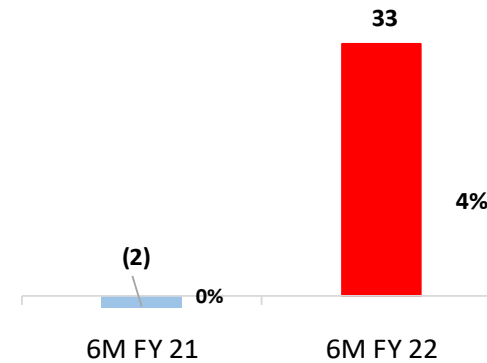
PAT



GR Vs LY

↑ 301%

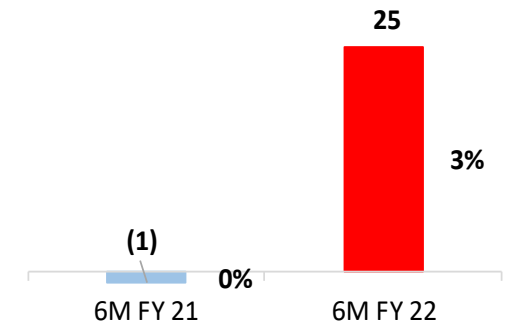
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GR Vs LY

↑ 2277%

PAT



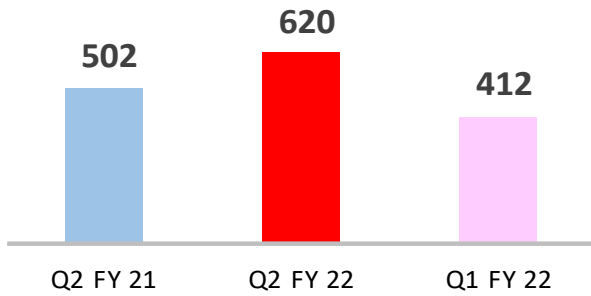
GR Vs LY

↑ 2108%

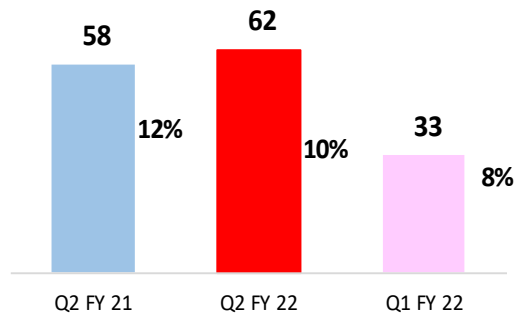
Q2-FY 22 Financial Snapshot (fig. in Rs. Crs)

Consolidated

Revenue



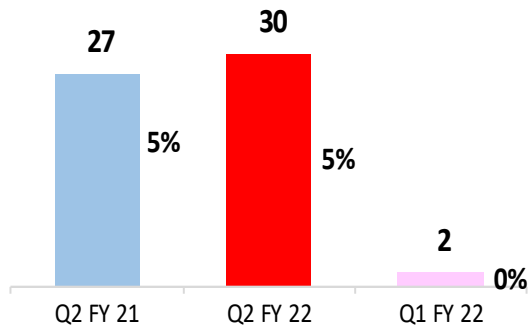
EBITDA



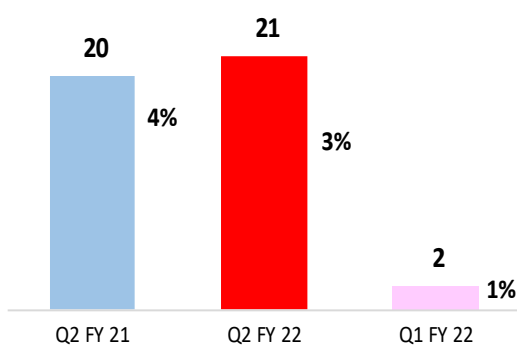
GR Vs LY **↑ 24%** | GR Vs Q1 **↑ 51%**

GR Vs LY **↑ 7%** | GR Vs Q1 **↑ 90%**

EBT



PAT

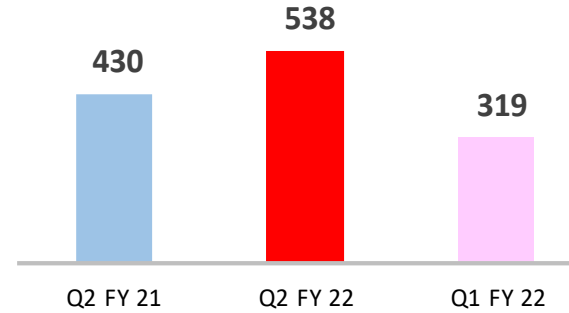


GR Vs LY **↑ 9%** | GR Vs Q1 **↑ 1576%**

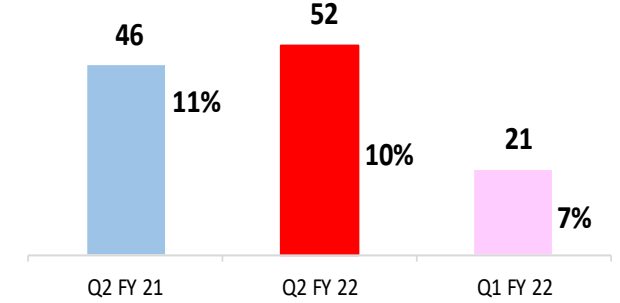
GR Vs LY **↑ 9%** | GR Vs Q1 **↑ 904%**

Standalone

Revenue



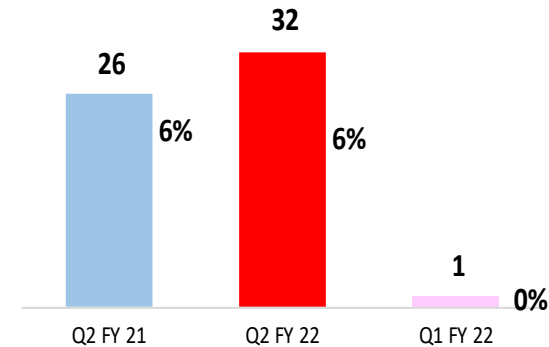
EBITDA



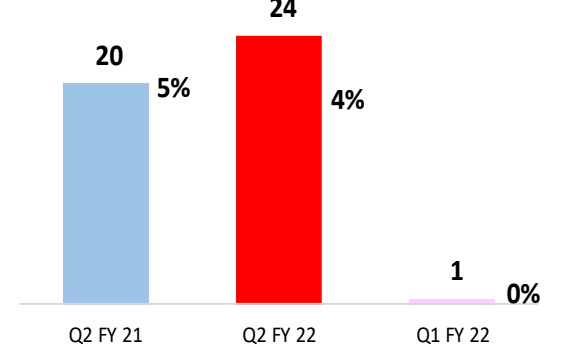
GR Vs LY **↑ 25%** | GR Vs Q1 **↑ 69%**

GR Vs LY **↑ 11%** | GR Vs Q1 **↑ 147%**

EBT



PAT



GR Vs LY **↑ 20%** | GR Vs Q1 **↑ 2251%**

GR Vs LY **↑ 21%** | GR Vs Q1 **↑ 2295%**

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

Particulars	Q2 FY 22	Q2 FY 21	YoY (%)	Q1 FY 22	QoQ (%)	H1 FY22	H1 FY21	HoH(%)
Total Revenue	620	502	24%	412	51%	1,032	632	63%
Expenses								
Cost of materials	373	292	27%	231	62%	603	361	67%
Labour cost	49	41	18%	39	26%	85	61	41%
Personnel expenses	35	31	11%	31	12%	67	53	26%
Other expenses	102	80	29%	79	30%	181	111	63%
Total expenses	558	444	26%	379	47%	937	586	60%
EBITDA	62	58	7%	33	90%	95	46	107%
EBITDA %	10%	12%		8%		9%	7%	
Finance costs	4	4	-19%	4	-7%	7	8	-1%
Depreciation	25	24	3%	24	4%	49	45	7%
Profit before tax	34	30	14%	5	581%	39	(7)	642%
PBT %	5%	6%		1%		4%	-1%	
Losses from JV	4	2	72%	3	29%	7	6	25%
Profit before tax after JV losses	30	27	9%	2	1576%	31	(13)	342%
Tax Expenses	8	8	11%	(0)	2548%	8	(1)	681%
Net profit	21	20	9%	2	904%	23	(12)	301%
Net Profit %	3%	4%		1%		2%	-2%	
Other comprehensive income	(1)	(2)		(0)		(1)	(1)	
Total comprehensive income	21	18	15%	2	1170%	22	(12)	278%
Comprehensive Income %	3%	4%		0%		2%	-2%	
Cash Profit	48	45	7%	28	74%	75	37	106%
Earnings Per Share (EPS)*	3.53	3.24	9%	0.35	907%	3.88	(1.93)	301%
Cash Earning Per Share (CEPS)*	7.96	7.44	7%	4.57	74%	12.53	6.08	106%

* EPS not annualized for quarter & half year

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

Particulars	Q2 FY 22	Q2 FY 21	YoY (%)	Q1 FY 22	QoQ (%)	H1 FY22	H1 FY21	HoH(%)
Total Revenue	538	430	25%	319	69%	857	530	62%
Expenses								
Cost of materials	358	272	32%	207	73%	565	336	68%
Labour cost	40	35	14%	30	34%	67	49	35%
Personnel expenses	23	21	10%	19	25%	45	36	22%
Other expenses	65	55	19%	43	51%	109	72	52%
Total expenses	486	383	27%	298	63%	785	494	59%
EBITDA	52	46	11%	21	147%	72	36	103%
EBITDA %	10%	11%		7%		8%	7%	
Finance costs	2	3	-38%	2	-16%	4	4	-11%
Depreciation	18	17	4%	18	4%	36	33	8%
Profit before tax	32	26	20%	1	2251%	33	(2)	2277%
PBT %	6%	6%		0%		4%	0%	
Tax Expenses	8	7	18%	0	2128%	8	(0)	2998%
Net profit	24	20	21%	1	2295%	25	(1)	2108%
Net Profit %	4%	5%		0%		3%	0%	
Other comprehensive income	(0)	(2)		(1)		(1)	(1)	
Total comprehensive income	24	18		(0)		24	(2)	
Comprehensive Income %	4%	4%		0%		3%	0%	
Cash Profit	42	37	13%	18	127%	60	32	90%
Earnings Per Share (EPS)*	3.94	3.26	21%	0.16	2363%	4.10	(0.20)	2108%
Cash Earning Per Share (CEPS)*	6.96	6.15	13%	3.07	127%	10.03	5.28	90%

* EPS not annualized for quarter & half year

Balance Sheet (fig in Rs. Crs)

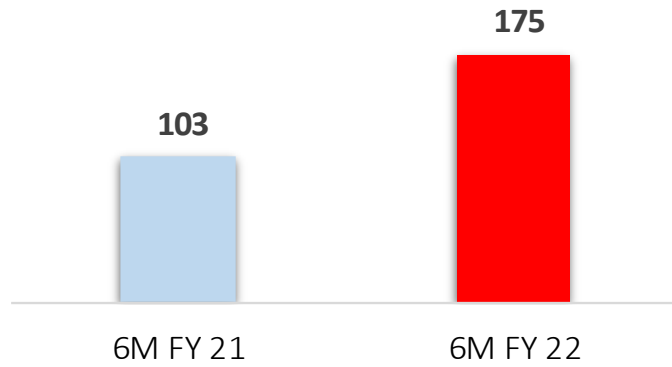
Particulars	Consolidated		Standalone	
	30-Sep-21	31-Mar-21	30-Sep-21	31-Mar-21
Application of Funds				
Gross Fixed assets	1,291	1,232	928	898
Less: Acc. Depreciation	411	376	312	289
Net Fixed assets with CWIP	879	856	616	609
Non-current investments	52	57	116	114
Other non-current assets	30	19	26	17
Inventories	251	211	152	134
Trade receivables	374	357	335	313
Other Current Assets	98	95	63	60
Total Application of Funds	1,684	1,596	1,307	1,247
Sources of Funds				
Share capital	60	60	60	60
Reserves and surplus	760	744	764	747
Shareholders' Funds	820	804	824	807
Minority Interest	4	4	-	-
Other Non-current liabilities	94	97	22	22
Long Term Secured Loans	95	99	0	0
Short Term Loans	209	121	103	43
Current liabilities & Provisions	461	470	358	374
Total Sources of Funds	1,684	1,596	1,307	1,247

Cash Flow Statement (fig in Rs. Crs)

Particulars	Consolidated		Standalone	
	H1 FY 22	H1 FY 21	H1 FY 22	H1 FY 21
Cash Flows from Operating Activities				
Profit before tax	31	(13)	33	(2)
Depreciation and amortization expense	49	45	36	33
Other adjustments	12	12	2	3
Operating profit before working capital changes	92	44	70	34
Movements in working capital:	(78)	(7)	(67)	4
Cash generated from operations	15	37	4	38
Taxes Paid	14	7	13	7
Net cash inflow from (used in) operating activities (A)	1	30	(10)	31
Cash Flows from Investing Activities				
Capital Expenditure	(66)	(21)	(37)	(15)
Purchase/Investments in joint ventures	(2)	(10)	(2)	(10)
Other Receipts	3	1	3	1
Net cash used in investing activities (B)	(65)	(30)	(36)	(23)
Cash Flows from Financing Activities				
Borrowings Proceeds	84	21	60	2
Payment of lease liabilities	(7)	(7)	(4)	(4)
Dividend Paid	(6)	(5)	(6)	(5)
Interest paid	(7)	(7)	(3)	(4)
Net cash inflow from (used in) financing activities (C)	63	2	46	(10)
Foreign currency translation gain	(1)	(3)	-	-
Net increase/(decrease) in cash and cash equivalents (A+B+C)	(1)	2	0	(3)
Opening Cash Balance	6	7	1	3
Cash and equivalents at the end of the year	4	6	1	1

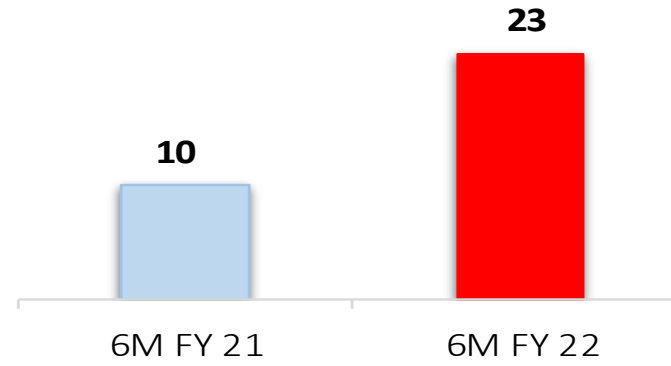
WOS Performance (fig in Rs. Crs)

Revenue



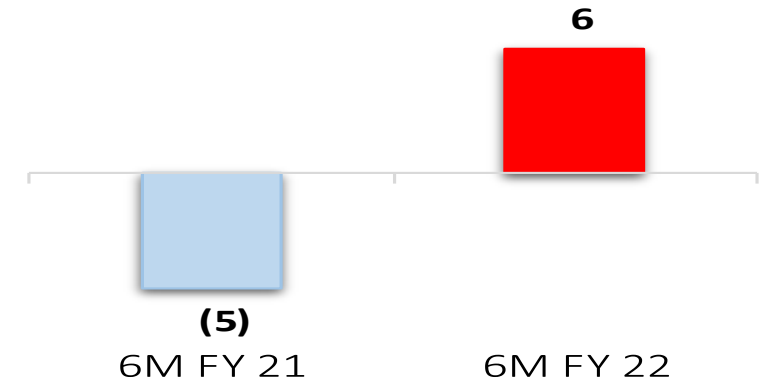
⬆️ 70%

EBITDA



⬆️ 115%

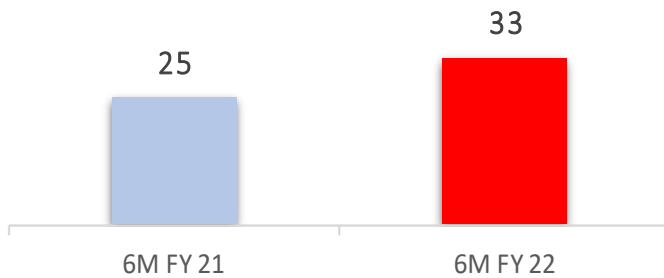
EBT



⬆️ 207%

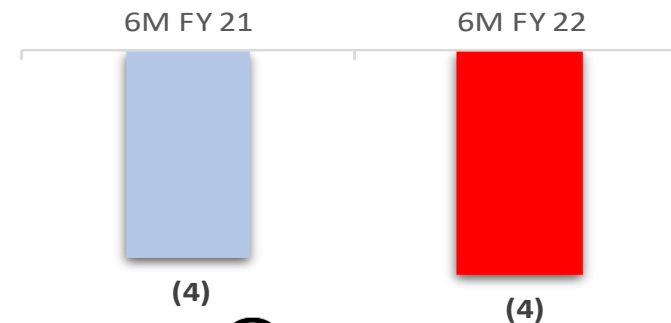
JV* Performance (fig in Rs. Crs)

Revenue



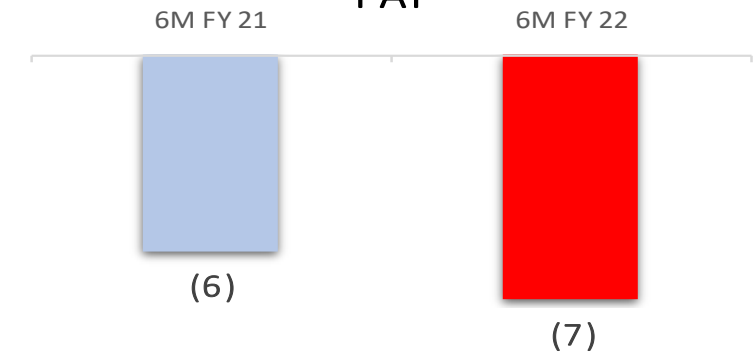
⬆️ 31%

EBITDA



⬆️ 9%

PAT



⬆️ 25%

*Considered 50%
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Product Category

Products Supplied

Key Customer



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



- Mirror & Vision System



- Wheel Assembly



Product Category

Products Supplied

Key Customer

Seatbelt Safety Systems



- Seat Belt retractor components



Electrical Drives

Front Wiper System Brackets



- Wiper systems components



- Electronic circuits housings and covers



Revenue at Consolidated level from this segment stands Rs. 23.26 Crs. for H1 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



IVROOM PVT LIMITED

KUSALVA INTERNATIONAL LTD

Matter Motor Works Limited

NDA Signed- Presently under Technical Discussion

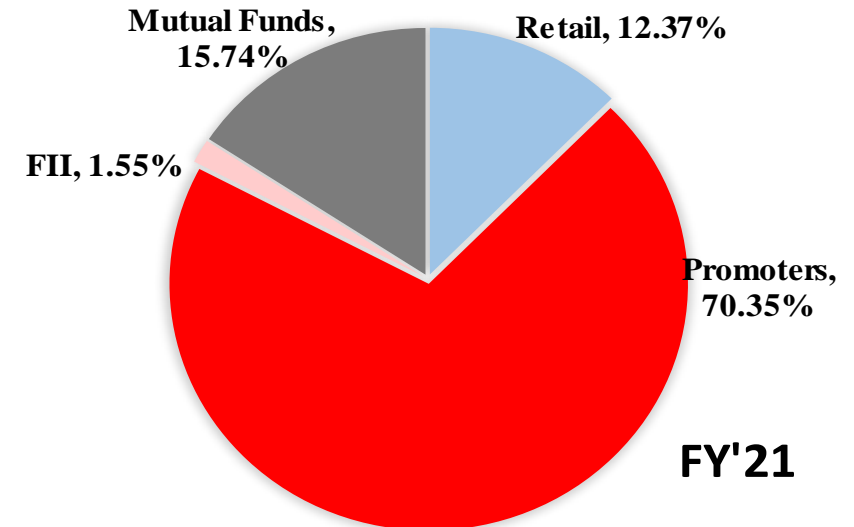
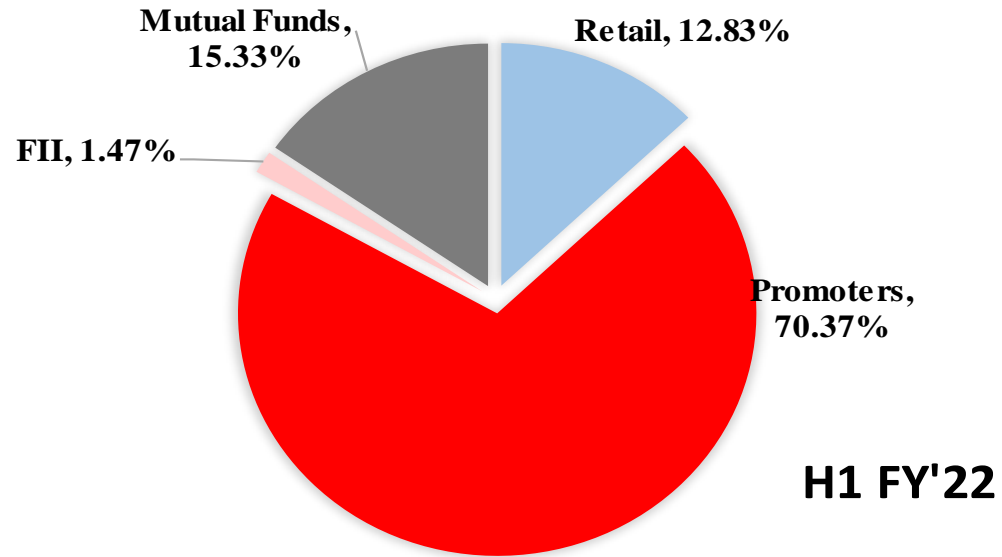
- Ignition & Switch Locking System
- Latch System
- USB
- Mirrors & Vision System



**OZOTEC AUTOMOBILES
PVT LTD**



Shareholding Pattern FY22 vs FY21



Share Price Movement September 21 vs September 20



THANK YOU