



# INVESTOR PRESENTATION

February 2018

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SastaSundar.com  
(A Venture of SastaSundar Ventures Limited)  
Sastasundar.com is a subsidiary of  
SastaSundar Ventures Limited



# OPPORTUNITY – COUNTRY & SECTOR (1/2)

## INDIAN MARKET POTENTIAL:

### Retail Pharmacy

**15** Billion USD

Expected Growth

**15%** CAGR

Market Share of Organized Players

**10%**

### Diagnostic LAB

**06** Billion USD

Expected Growth

**20%** CAGR

Market Share of Organized Players

**10-15%**

### FMCG

**65** Billion USD

Expected Growth

**14%** CAGR

Market Share of Organized Players

**2%**

## Pharmacy Store earning comparison /Sq.ft./Month

International Retail Pharmacy Store

**\$120-180** /Month/Sq.ft

Indian Retail Pharmacy Store

**\$20-38** /Month/Sq.ft



# OPPORTUNITY – COUNTRY & SECTOR (2/2)

## Walgreens Boots Alliance

Market CAP – **68 billion USD**

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## CVS Pharmacy

Market CAP – **71 billion USD**

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## Why are Walgreens & CVS not present in India?

### Small size store

Store size of Walgreens is about 25,000 Sq.ft. in comparison to that India pharmacy store has around 500 Sq.ft. with largely prescribed medicine.

### Low offering basket

Due to small size stores offering are very less. Even not able to fill the entire prescriptions.

### High cost of operation

The unorganized supply chain leads to high cost.

### Near absence of Private Labels and Consumer Engagement

No consumer engaged in stores due to small size of the stores and that leads to absence of private labeled products.



# COMPANY OVERVIEW

# SASTASUNDAR : ABOUT US

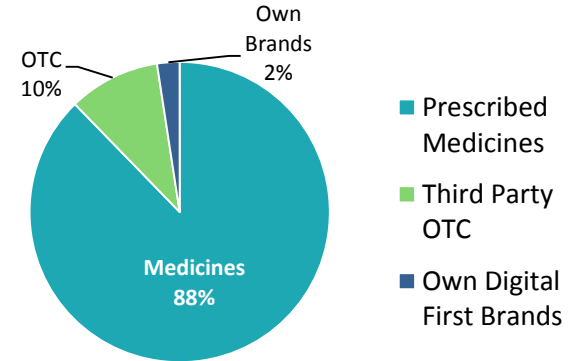
- “Sasta Sundar” is a famous Indian phrase which denotes consumer aspiration for “**High Quality at Low Cost**”.
- We are building Digital Network of Healthcare managing efficient Pharma & Wellness products Supply Chain & connecting Doctors, Diagnostic Services, Healthcare Clinics and Health Information Services.
- The Sastasundar Digital Network is being built upon **Online to Offline model** of healthcare delivery leveraging technology and inventory less service center of franchise called Healthbuddy.
- The healthbuddy service center provides access to the personal attention of pharmacists for counseling, facility to order, pick up, home delivery and other customer servicing. The company aims to leverage its healthbuddy network for multiple purposes like Telemedicine services & Pathology Services in the near future.



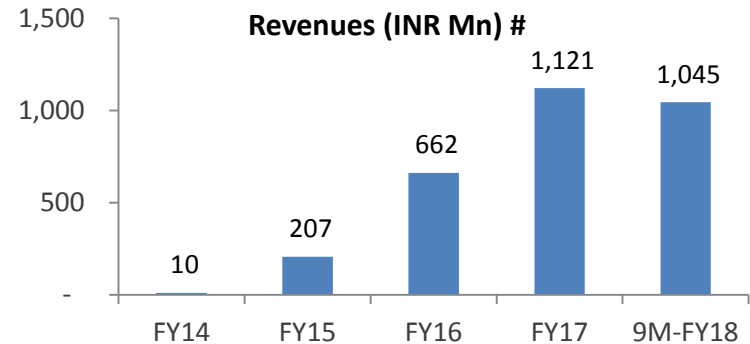
# COMPANY SNAPSHOT (1/3)

- SastaSundar Ventures Limited (Previously known as Microsec Financial Services Ltd) is a NSE and BSE listed company.
- SastaSundar.com started its operations in September, 2013 with a mission to provide low cost, genuine and high quality of healthcare products and services to customers.
- The company has pioneered an innovative and sustainable hybrid model by leveraging upon the pros and cons of the online and offline retail models.
- It has created a strong backend technological central processing unit and central warehousing unit to execute its orders and also created a last mile Network of exclusive franchisees called “Healthbuddy”, which are Inventory-Less Micro Pharmacies which focus on last mile deliveries, counselling, customer relationships, cross selling and compliance.
- The company also launched various health products and services under its own brands by understanding the demand gaps in the consumer market.

## 9M-FY18 Product Categories \*



\*Based on GMV's



\*/# - Numbers provided are for Subsidiary of SastaSundar Ventures Ltd, "SastaSundar Health Buddy" and not of consolidated entity.



## SASTASUNDAR AT A GLANCE

An Online to Offline retailer for genuine Medicines and other high quality OTC & healthcare products



All kind of Medicines including Chronic medicines with **11K+ other Healthcare & FMCG products including range of products under own brands**



**193 Healthbuddies** covering **22 districts of West Bengal** around **5.81 lakh registered households.**



**92% Customer Retention Ratio.**



**2.30 lakh orders** in December 2017.



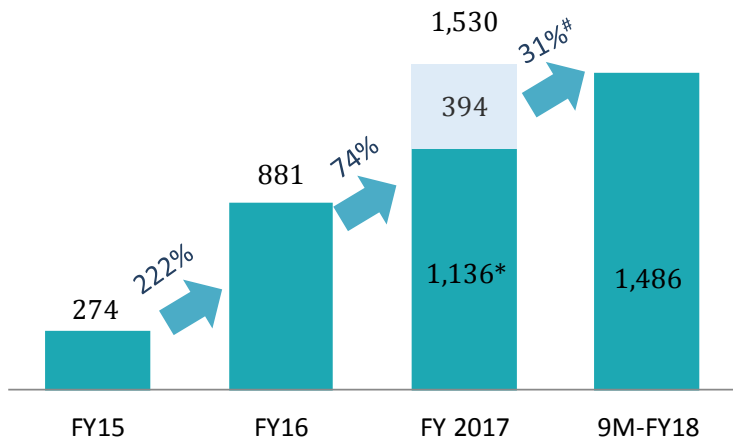
**1 healthbuddy within 3km radius** of Kolkata.



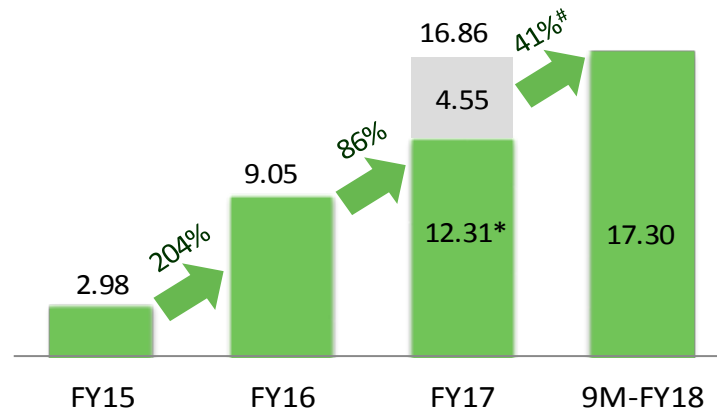
**Fastest Delivery** via Healthbuddy network over its radius of Zip Codes.

# COMPANY SNAPSHOT (3/3)

## Year wise growth in GMV (INR Mn)



## Year wise growth in No. of Orders (in Lakhs)



\*9M-FY17 numbers #Growth in comparison of 9M-FY17

Medicine orders constitute 88%+ of GMV with OTC orders making up the remaining







## **B L Mittal (Executive Chairman)**

Banwari Lal Mittal is a fellow member of the Institute of Chartered Accountants - India, the Institute of Company Secretaries - India and the Institute of Costs and Works Accountants - India. He has over two decades of experience in nurturing businesses. He started his career with Birla Corporation Limited where he worked for eight years and thereafter founded financial services business in the year 2000. He has more than 4 years of experience in Healthcare. Innovative thinking, implementation with scale, networking and teaching are his personal strength.

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[LinkedIn](#)



## **Ravi Kant Sharma (CEO)**

Ravi Kant Sharma is a fellow member of the Institute of Chartered Accountants of India. After completing his education, he along-with Banwari Lal Mittal founded financial services business in the year 2000 and in the last 15 years he has scaled the business from a team of two people to a team of 800 people. He has more than 4 years of experience in Healthcare. Deep analytical skills and having strong emotional connect are his personal strength.

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**The founders have worked together for 17 years.**



# KEY MANAGERIAL PERSONNEL



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## Vinay Khaitan - CIO

Vinay is a Software Engineer with more than 15 years of experience in software development, team management and project management. Vinay holds a B-Tech degree in Computer Science & Technology. He graduated from Kalyani Government Engineering College in the year 1999 with star marking. He brings with him enormous experience in various domains and technologies

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## Amrit Daga - CFO

Amrit holds a bachelor's degree in commerce from Calcutta University and is a member of the Institute of Chartered Accountants of India. He is associated with the group since 2009. He has an experience of more than 8 years in Corporate Accounting, Finance, Taxation and capital market operations.

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## Biplab Kumar Mani – Company Secretary

Biplab is a member of the Institute of Company Secretaries of India and also holds bachelors degree of Law. He is the Company Secretary & Compliance officer of the Company. He is associated with the group since 2007. He has 12+ years of experience in the area of corporate law, stock exchange compliances, SEBI Laws and other statutory matters.



# COMPETITIVE ADVANTAGE

## Country's 5 "D" Advantage

Drugs

Doctor

Demand

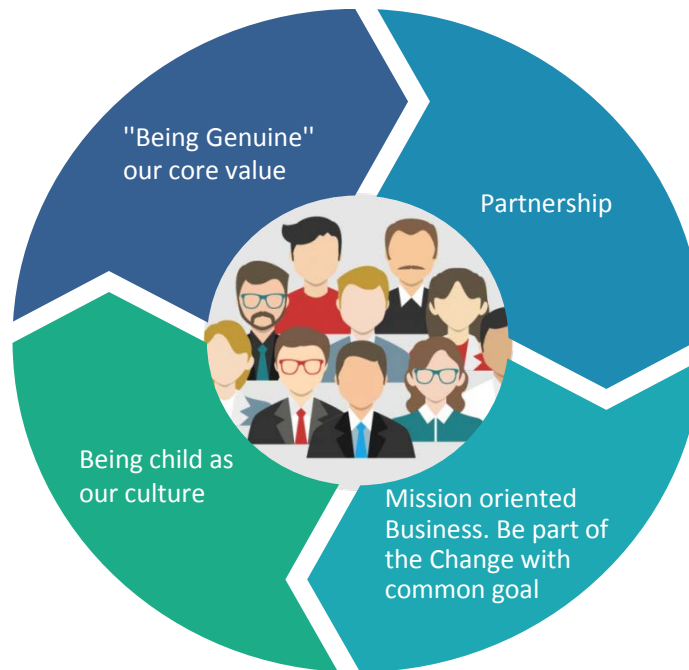
Demography

Democracy

## Company's Advantage

- Mission Oriented Business
- Brand SastaSundar.com
- Household relationship
- Elastically Scalable
- Strong Healthbuddy network
- Sustainable & Scalable model
- Unique health app
- Portfolio of unique own brands
- Socially responsible model
- Culture, People & Technology

## People Advantage



## Customer Advantage

- Genuine Medicines & High Quality Healthcare Products
- Low Cost
- 'Free Home Delivery' & 'Cash on Delivery'
- Ease of ordering 'Prescribed Medicines' with filled in Full Prescriptions
- Medicine Info & Health Tips
- Consultation with 'Pharmacists'
- 'Healthbuddy' at Your Service
- Dedicated Customer Care Team
- Unique Product Line





**BUSINESS OVERVIEW**

# BUSINESS OVERVIEW

The company is building a Digital Network of Healthcare managing efficient Pharma & Wellness products Supply Chain & connecting Doctors, Diagnostic Services, Healthcare Clinics and Health Information Services.

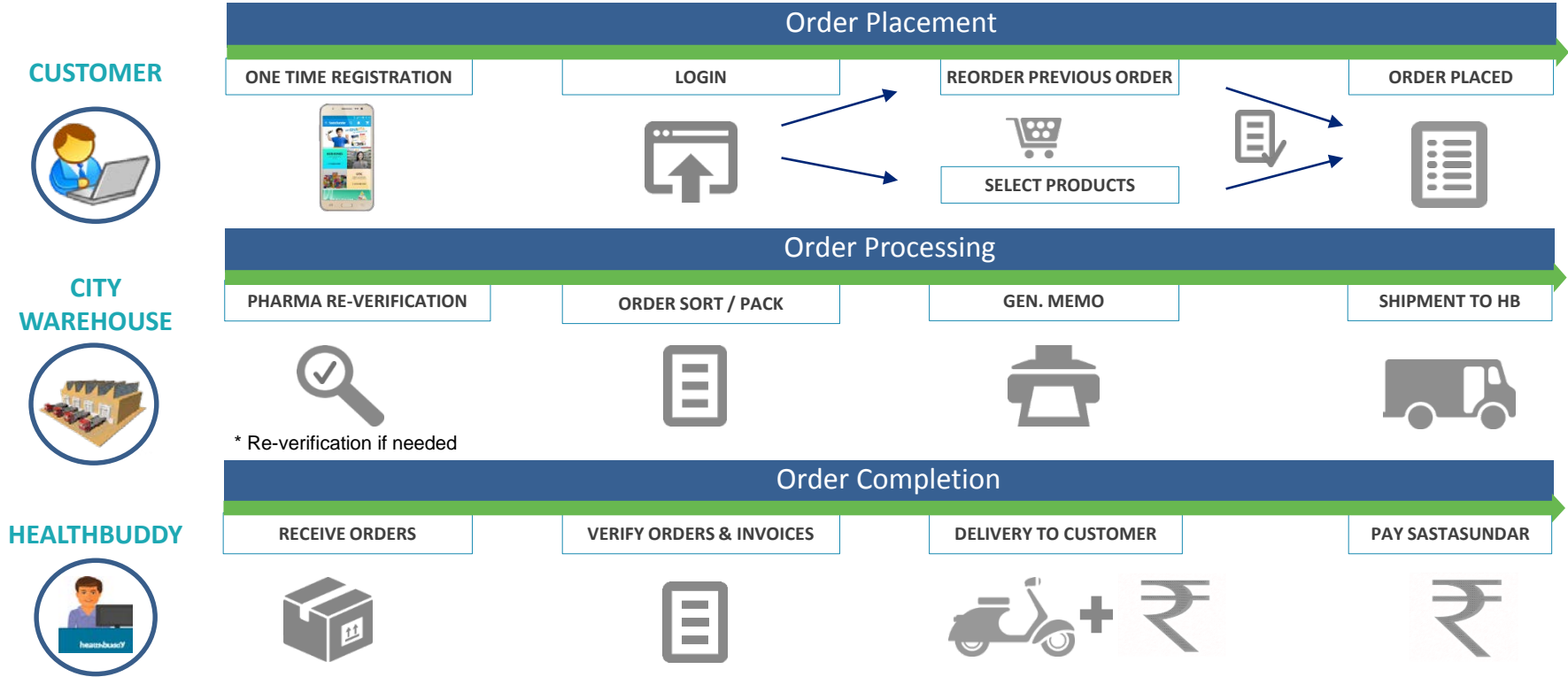
The Network is designed for the following services:

1. Access to Genuine medicines at Low cost in a consistent and convenient manner
2. Home delivery of wellness products of high quality at low cost
3. Providing customized Health conditioned products using artificial Intelligence
4. Providing effective Healthcare counseling using our own Healthbuddy network
5. Analyzing data and providing predictive information to consumers, manufacturers, doctors and government agencies
6. Providing Health information services
7. Connecting with doctors for appointments and consultation using digital media
8. Connecting with and providing facilities of Health and wellness service providers including hospitals and clinics
9. Connecting with and providing facilities of Pathologies and diagnostic service providers
10. An authentic medium for Implementation of social responsibility services by Corporates, NGOs and the Government

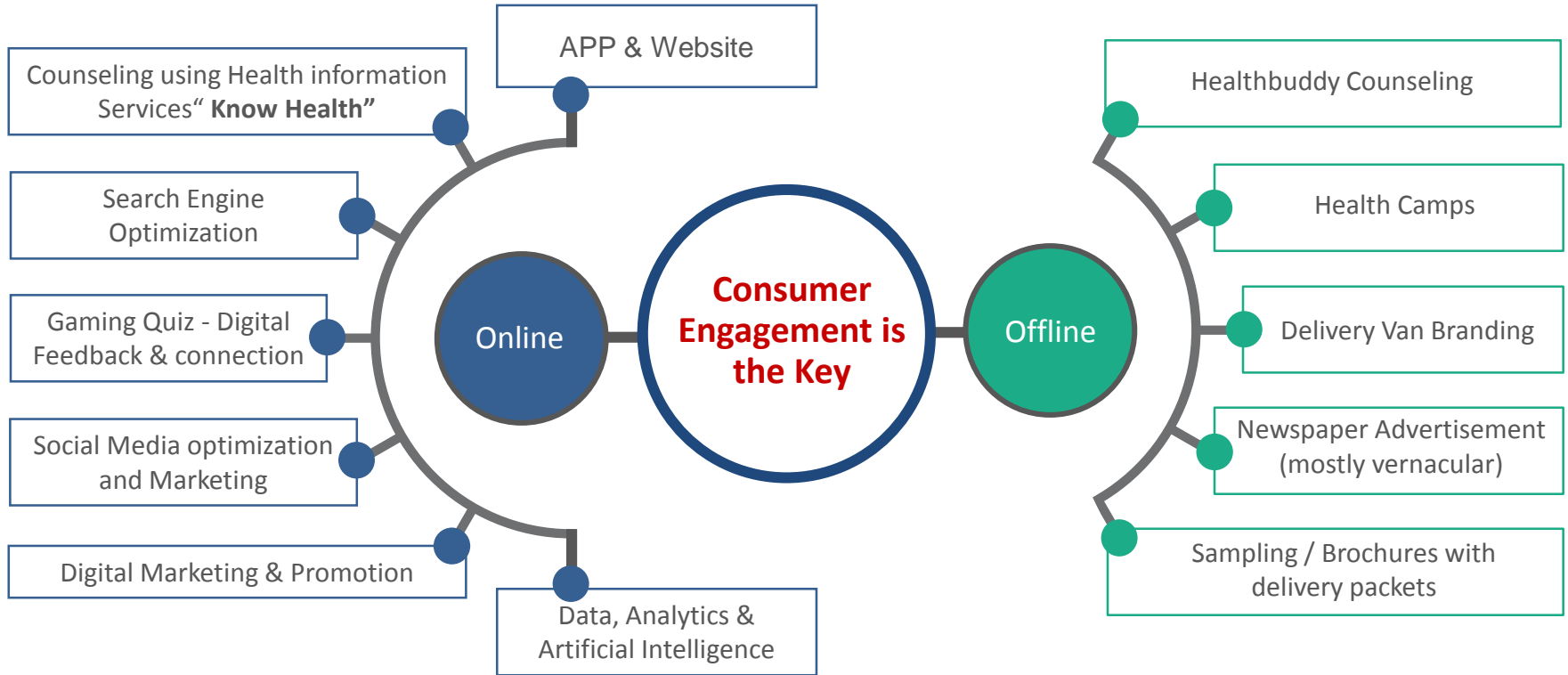
**Already implemented the services mentioned in points 1 to 8, in West Bengal and building technology and back end support to provide services mentioned in points 9 to 10 which will soon start in West Bengal and scale the model PAN INDIA.**



## Operation Sequence



# MARKETING STRATEGY



# INNOVATION LEADS TO UNIQUENESS

## Healthbuddy

A human face powered by Technology & Centralized inventory offer, services at low cost. Emotional connect & counseling ensures lowest cost of customer acquisition and high degree of repeat orders.

## Technology Edge

The Artificial intelligence based upon Disease bare data made us capable to provide consumer centric Personal servicing. A diabetic patient can see diabetic related information through the app and pregnant women can explore diapers in advance.

The Chat Bot makes the knowledge service in chat format giving specific and perfect info

## Unique Own Brands

India does not many brands in wellness (health conscious products). The Companies in conventional format are not able to invest in brands in national market below Rs. 500 crores. The digital first brands give unique opportunity. DNA Vita, Chefon, Happy Box, Stoptar, and Herb's Potli are milestone of innovation.

## Prescription to Wellness

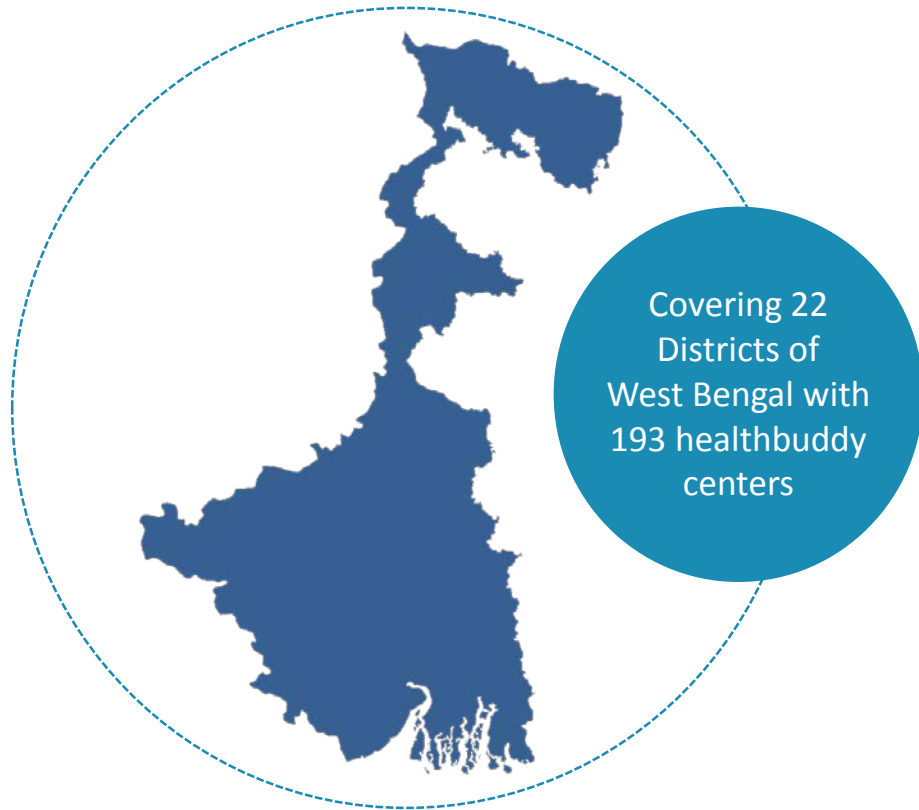
The unique integration with help of technology gives the command over integrated value chain from product to service to health information





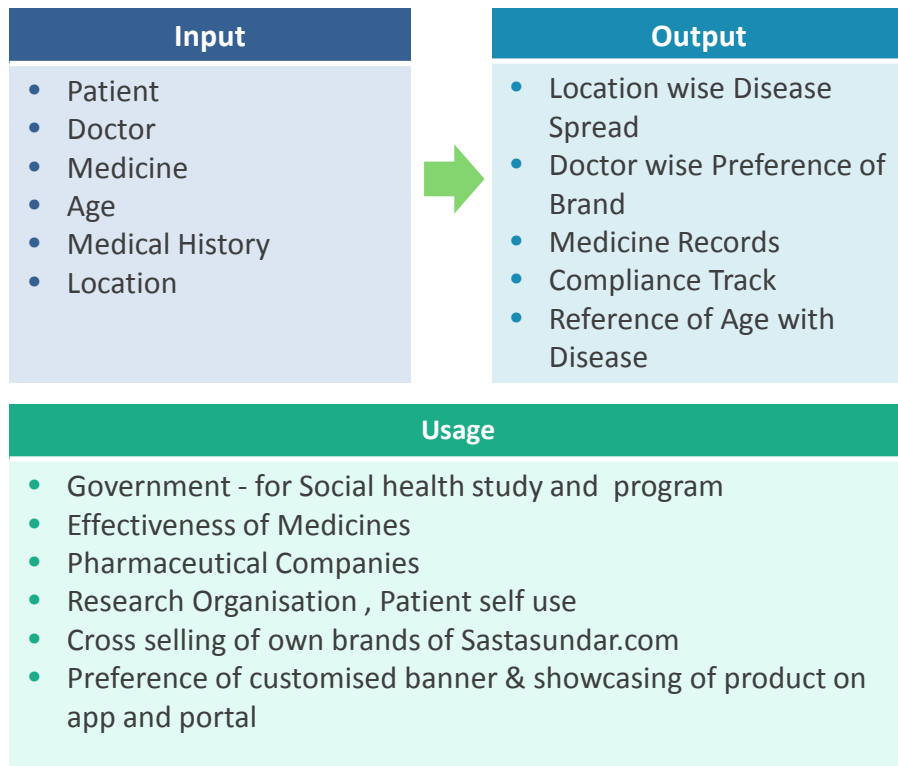
## SastaSundar In WEST BENGAL

- Covering the state of West Bengal - 22 Districts.
- Elevation Centre is located at Kolkata, having 193 healthbuddy centers located at every 3 km of radius.
- Covering 5.81 Lakh households
- Healthbuddy relation with end customer helped to build strong presence that made SastaSundar largest in India being only in the state of West Bengal



- The Artificial intelligence based upon Disease bare data made us capable to provide consumer centric Personal servicing.
- A diabetic patient can see diabetic related information through the app and pregnant women can explore diapers in advance.
- SastaSundar.com is accessible over the internet and the App is available for download on Android, windows and apple phones.
- The Chat Bot makes the knowledge service in chat format giving specific and perfect info.
- The web portal engages its customers with features like Pill Reminders so as to make them more adherent to their medications.
- The company has also introduced other features like Digital Prescriptions, Digital Medical Records and Compliance Monitoring.
- It provides a Market Place for Healthcare Service Providers connected with Hospitals and other Service Providers.

## Health Condition Data and Analytics



# EFFICIENT INVENTORY MANAGEMENT

- Efficient and low cost inventory management to ensure higher profitability and low risk profile.
- Since 90% sales of medicines are for chronic diseases, reorder every 15 days expected sale is done accordingly with an average inventory holding period is 3 weeks.
- Inventory is purchased twice a month on the basis of previous months sale, and there is no risk of expiry or damage as Pharma companies replace expired & damaged products with new inventory.
- Inventory is maintained at the centralized warehousing facility, also inventory is light in weight, small in size and hence does require too much warehouse space.
- Order placement criteria are set on data analytics and intelligence based on aspects like locations, seasonality diseases, repeat order for chronic diseases, doctor's preferences of medicines etc.
- For own brands, products are manufactured on an as needed immediate basis to ensure freshness.

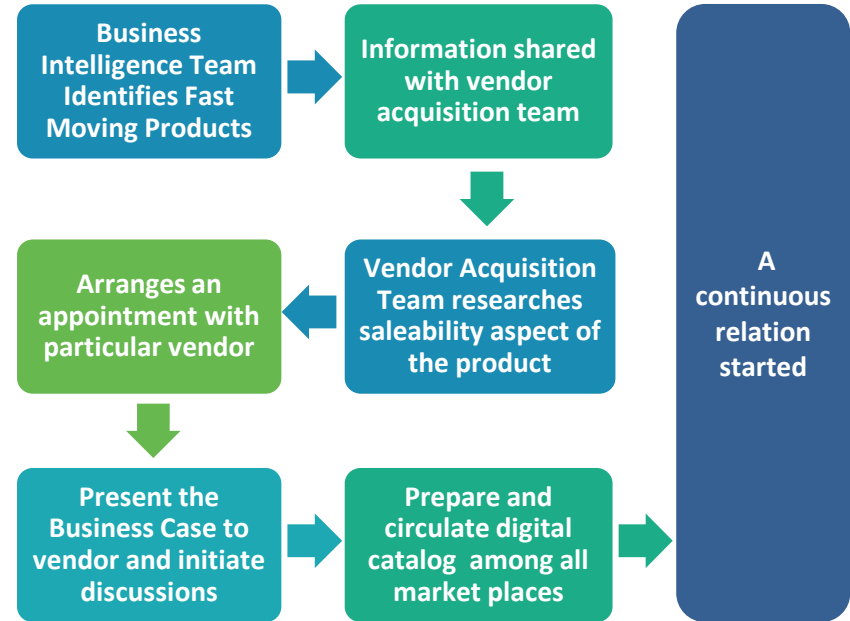


# VENDOR SELECTION AND PROCUREMENT PROCESS

SastaSundar targets the Pharma Companies and their distributor for purchase of medicines



Vendor Identification process for OTC products



# CUSTOMER CENTRIC APPROACH

## Value to Customers



**Accessibility**

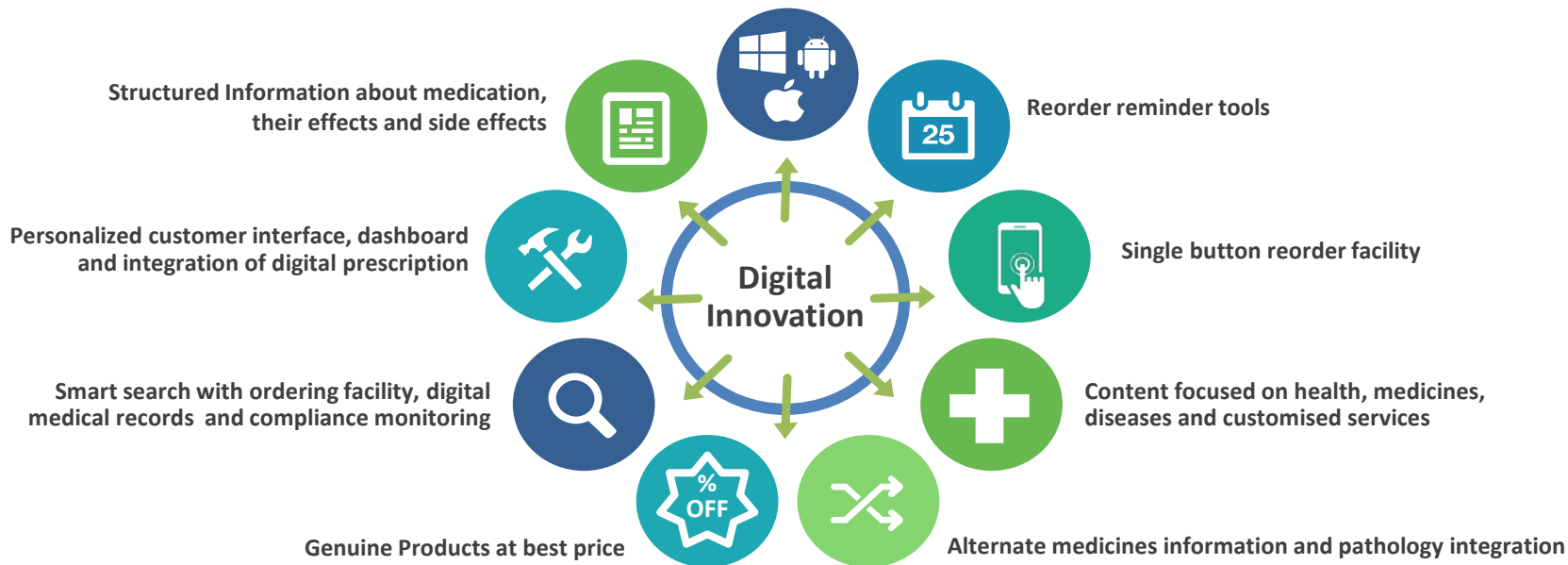


**Affordability**



**Convenience**

Mobile app is available in Android, IOS and Windows.



# OWN BRANDS (1/2)



- **DNAVITA (Customized Health Supplement Made of Natural Ingredients):** A customized and Made-to-Order health supplement that allows customers to assess their nutritional needs through the creation of DNAVITA Health Profile on a digital & interactive web & mobile based interface. DNAVITA is meant for enhancing immunity by taking care of essential nutrition, vitamins and minerals.
- **ChefOn (Eat Fresh, Eat Right):** ChefOn is a wide “Make-to-order” range of healthy, delicious, fresh and appetizing bakery, confectionery and snack items, which are processed only after you place your order and delivered fresh to you at your doorstep! Products are manufactured under international hygienic standards and we produce completely vegan cookies and best snacks.
- **Pure & Fresh (Tea & Spices) and a wide range of Healthbuddy Herbal:** Health and happiness have always been the prime reasons of motivation behind the commencement of any range or category. And it was these very reasons why Pure & Fresh came to the front. The name, as simple as it is, hands out a transparent annotation purity and freshness in the products in this category. Trying to source products which are pure in quality and fresh even when delivered and the probable implementation of the idea gave birth to this brand.
- **Zerotox and other healthcare products:** ZEROTOX is a realm of toxin free beauty care products. The products under this banner are handmade from natural resources. Owing to nature's gifts and love, we carefully knit our endeavour with holistic approach and they offer a chemical free, pristine beauty care.



# OWN BRANDS (2/2)



- **HealthBuddy CARE:** A varied range of products, starting from wellness to hygiene, from cleanliness to elderly care. The product range is hygienic and designed to simplify the essential requirements of day-to-day life while maintaining quality and comfort.
- **Stoptar:** A boon for those who want to quit smoking habit but find it difficult. It is a disposable filter made of food standard material. It effectively reduces the levels of tar, nicotine and other harmful elements and helps save lungs and lives.
- **Healthbuddy Ortho Care:** An internationally acclaimed line of orthopaedic belts with 24-hours zero irritation design, launched for the first time in India. Made with high quality, breathable and anti-slip materials, these belts are hygienic, easy to clean and are specially created to provide extra comfort and support.
- **Healthbuddy Honest Organic:** Pure and healthy food & beverages from Healthbuddy Organic Range. The Honest Organic range of tea is the best choice to nurture health. The Honest Organic Premium Gobind Bhog Rice is good for health with a long shelf life and is certified by SGS/USDA/India Organic.
- **Happy Box:** HAPPY BOX is a thoughtfully designed, happy gift box containing high quality products, starting from toxin-free beauty care to make to order chocolates, from mindful snacks to organic tea, from detox to spa and many more, that would keep your love ones healthy and happy.
- **Granny's Herbs Potli:** An authentic collection of genuine herbs to look after daily requirements of our body. These are age-old traditional Indian herbs known for their medicinal and therapeutic properties. Available in ten variants, these dried herbs are processed in a 100% hygienic facilities maintaining high quality standards.





# SASTASUNDAR: MAKING DIFFERENCE TO SOCIETY



Delivering Medicine in Water Logged Areas



Free Health Checkup Camp



Free Nutritional Camp



Delivering Medicine in Water Logged Areas



Free Health Checkup Camp



Medicine Donation







# STRATEGIC OVERVIEW

# VISION 2024

Industry leading analytics best positioned for doctors, Pharma Companies and diagnostic leads

Platform to launch and distribute Pharma & Wellness products & services PAN India

Ready for Global Scale

Social impact project changing life of Millions towards health & Happiness

Consumer leading analytic capabilities to provide Predictable Health information to consumers

## VISION 2024

Pan India delivery network with USD 1 billion sales and 15% EBIDTA with high Return on Investment & High Growth

A portfolio of own digital first brands constituting 10% of sales

Relationship with millions of households

More than 3000 healthbuddies PAN INDIA

Integrated Digital Platform with doctors diagnostic services, healthcare clinics, and health information services

# FUTURE GROWTH STRATEGY



## Meaning of the Green Lines

The green color line indicates our approach to validate before we take next stage.

With approach of 'Think Big Act Small', we keep our eyes on High Growth with operational efficiencies and sustainable unit economics.

# STRATEGIC AGREEMENT WITH ROHTO PHARMACEUTICALS

SastaSundar Healthbuddy Limited has executed a share subscription agreement with **Rohto Pharmaceuticals Ltd.** in May 2017.

Rohto Pharmaceuticals has subscribed 13% of share capital on a fully diluted basis for an aggregate investment of **\$5Mn** in the company's fully owned subsidiary **SastaSundar Healthbuddy Limited**.

The company is utilizing these funds for further expansion in **National Capital Territory of Delhi**.

**ROHTO**  
JAPAN'S Leading  
Healthcare Company

**117 YEARS**  
of R&D  
experience



Rohto Deep Heat is a pain relief brand



Rohto Acnes is Japan's No.1 acne care brand



Rohto OXY is only for men skin care brand

# EXPANDING OUR PRESENCE

- After the successful penetration in the state of West Bengal, the company has expanded its presence in National Capital Territory of Delhi.
- The company has launched its services in National Capital Territory of Delhi.

## Market overview of Delhi

- Delhi is one of the fastest growing states of the country. The population of Delhi in 2014 was 25 Million. According to government data, at the end of March 2016, Delhi had 20.59 million internet users.
- At current prices, the gross state domestic product (GSDP) of Delhi was **US\$ 74.8 billion** in 2014-15. Between 2004-05 and 2015-16, GSDP of the state grew at a **CAGR of 12.9%**. The Government of Delhi proposed an overall outlay of **US\$ 803.39 million** for the development of the healthcare sector under state budget 2016-17.



Our Next Foray - Delhi

# NEW INITIATIVES



Starting **Diagnostic Services** by setting up Central Lab in Kolkata supported with multiple Reference lab (Centres) under a separate 100% wholly owned Subsidiary – Genu Path Labs Ltd.



Launched '**Retailershakti**' a B2B platform for distribution service to Independent Retailers from its centralized warehouse.



Launched services of **booking Doctors Appointment and healthcare services** at home.



The company has launched a separate initiative 'Wellnessbuddy' to **promote products belonging to its own brands**. The theme is "Reduce Medicines NOW, Ask Wellnessbuddy HOW" focussed on Preventive Care. The team of Students, Housewives and other professionals are being made to take the concept to households.

The company will leverage its existing Healthbuddy network for these initiatives.

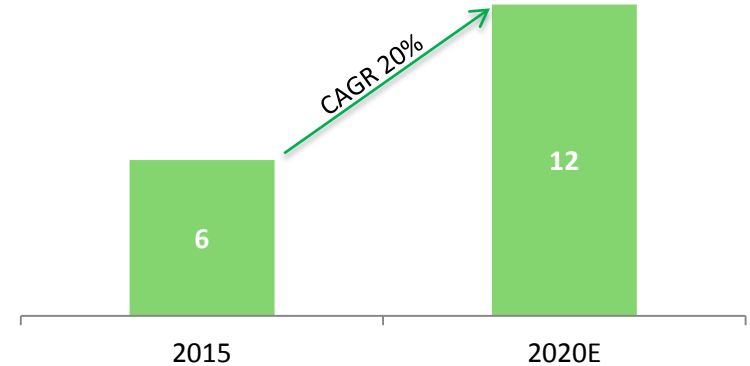


# NEW INITIATIVES - DIAGNOSTIC SERVICES



- Genu Path Labs Ltd. is a wholly owned subsidiary of the company which was incorporated on 1<sup>st</sup> September 2017.
- This subsidiary will enable the Healthbuddy network to provide **extension of service from pharmacy to pathology.**
- The company has set up an centralized Path lab in **Kolkata** supported with multiple Reference lab (Centres).
- The diagnostic services are expected to be operational from **March 2018.**

- Indian diagnostic sector is witnessing an era of immense progress in innovative competencies and credibility.
- The substantial market is in unorganized segment leading to inefficiency and lack of standardization. As per research, the unorganized players are dominating 85% of the diagnostics industry.
- The diagnostic services market is valued at around 6 billion USD and is likely to grow at a CAGR 20%.
- Diagnostic market is split between pathology and radiology with 57 percent and 43 percent share respectively.



# NEW INITIATIVES - RETAILERSHAKTI

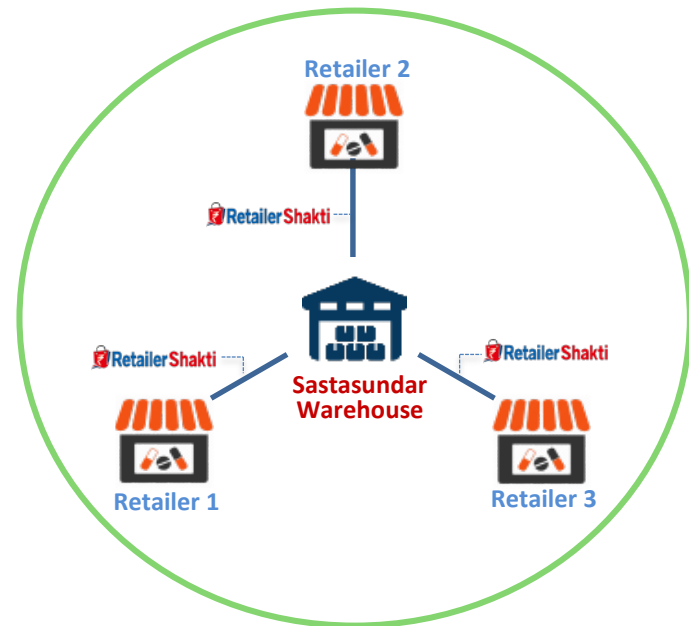
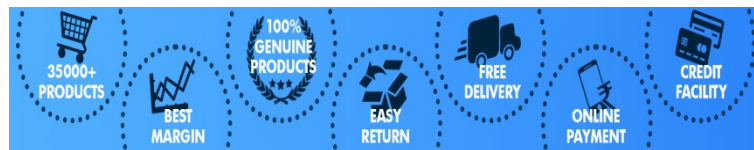


 **Retailer Shakti**

- Retailer Shakti is a platform to empower neighbourhood retailers to be a part of an organised inventory, technology & finance system to provide competitive advantage to their customers in terms of wide range of products, price & experience.
- It provides the widest assortment of **35000+ products** across 120 categories from regional, national & international brands at one place to online retailers & wholesalers at good margins.

- The e-commerce B2B industry is showing signs of rapid digital adoption. This will help small and large merchants and entrepreneurs to accomplish higher sales and offer better customer experience.
- According to the **Ecumen**, the Business to Business (B2B) segment of e-commerce industry is set to **grow by 2.5 times to touch Rs. 45 lakh crore** by 2020.
- India's online retail will grow from currently about 1% of the total retail market to 3-4% of total retail by 2020 with approximately 60% of the orders placed through smartphones. Digital adoption will be a key enabler for this growth.

Source : Ecumen, Industry data and Management Sources.





# REVENUE MATRIX & ECONOMIC ASSETS

- Contribution from selling of third party medicines
- Contribution from selling of third party wellness products
- Contribution from selling of our products under Aspiration brand
- Contribution from listing fees from Healthcare service providers and commission on paid services
- Contribution from issue of analytical reports
- Contribution from Brand Promotion, advertisement and sharing of distribution network



# BUILDING SCALE TO INCREASE PROFITABILITY

## Volume based discounting

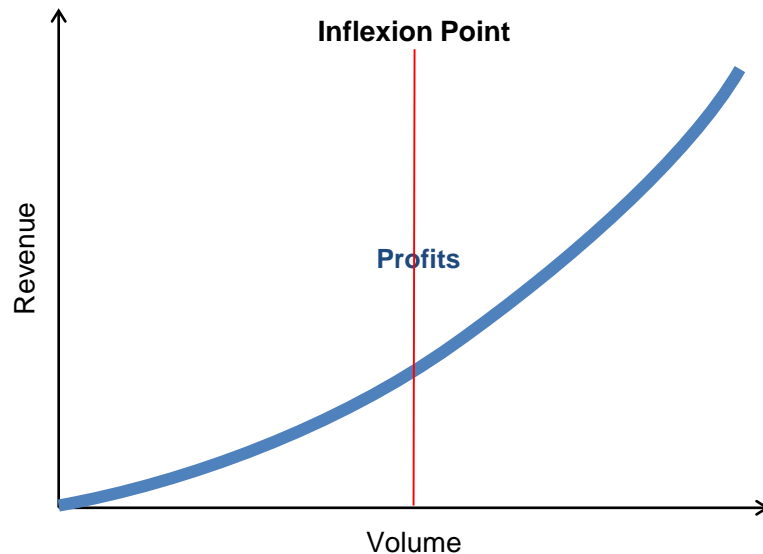
1. Larger scale will give SastaSundar significant advantage to negotiate bulk discounts with distributors thereby improving their profitability

## Provides Negotiation Edge

1. Higher scale offers significant bargaining power with vendors to provide higher discounts
2. Customer confidence is proven to improve by the personal service provided by healthbuddy, which helps to retain customers, get repeat orders and cross sell other products and services

## Improving profitability

1. Helps achieve economies of scale as fixed costs are absorbed over a larger base
2. Improves revenue per employee
3. Helps to improve profitability on Repeat orders



Accelerated  
Revenue Growth

Significantly  
reduced cost  
structure

92% is Industry's  
Highest repeat  
order

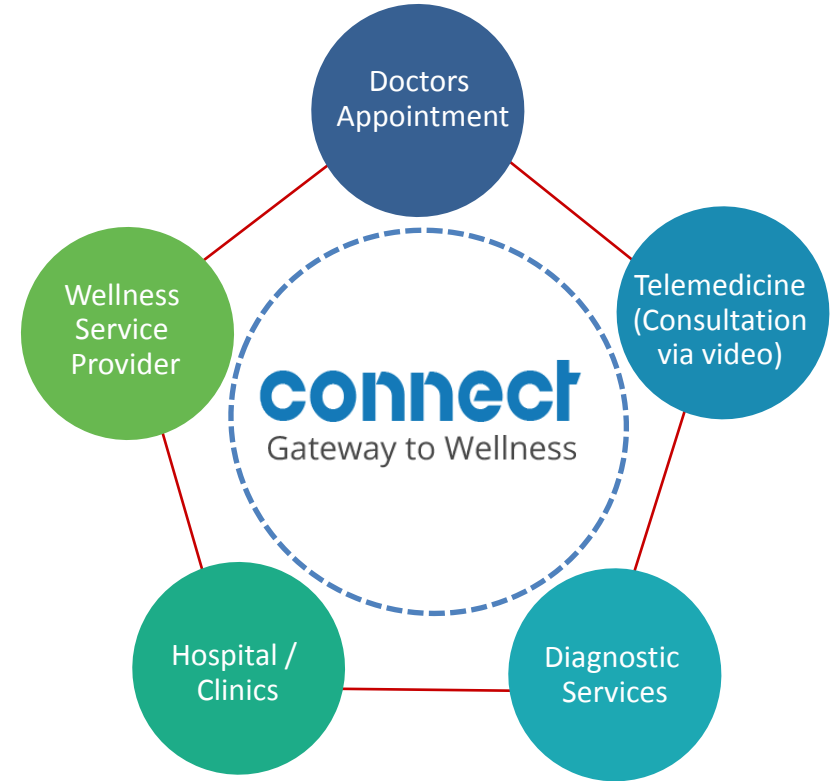


# CREATING A DATABASE OF HEALTH CONDITION AND ANALYTICS

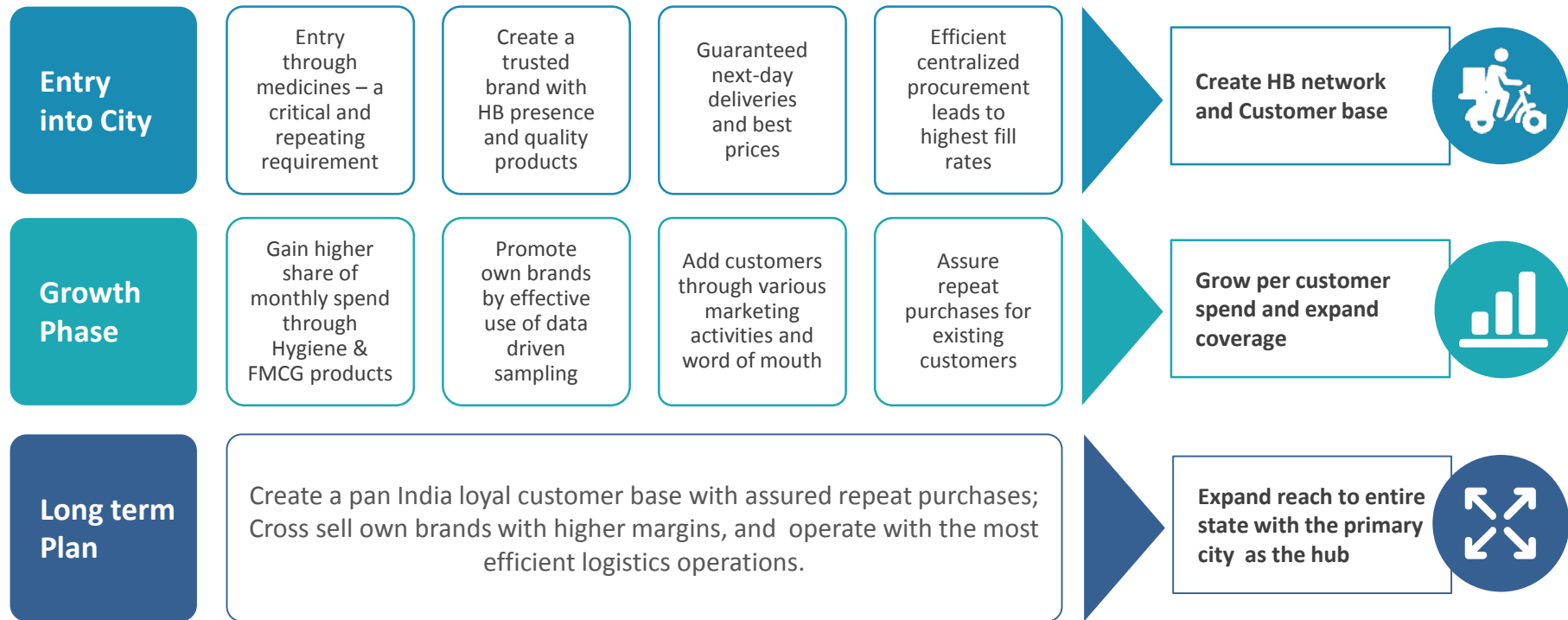


## Health Information Services

## Connect Services



# SASTASUNDAR – MARKET PENETRATION STRATEGY

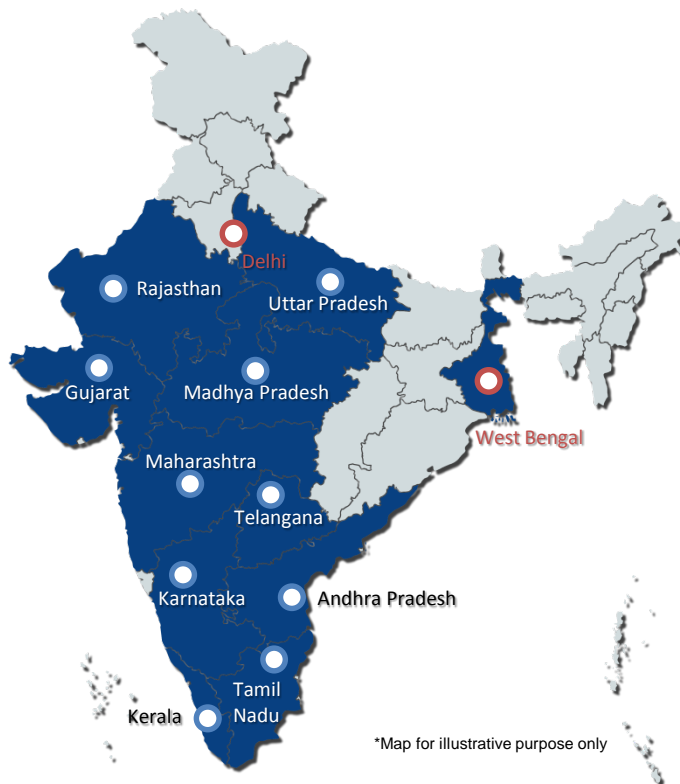


# SASTASUNDAR – TARGET MARKET

## Top 12 States

SastaSundar is targeting to capture 10% of the Pharma market in each region

These 12 Target States would have 1 warehouse each



Each warehouse can cater to 250 micro-pharmacies

Sastasundar is targeting 3000 micro-pharmacies

Source: Management Estimates

\*Map for illustrative purpose only



# FINANCIAL OVERVIEW

# FINANCIAL PERFORMANCE 9M-FY18 (STANDALONE)

Particulars (INR Mn)	9M-FY18 (Unaudited)	FY17 (Audited)	FY16 (Audited)
<b>Revenue *</b>	<b>11.06</b>	<b>9.77</b>	<b>22.15</b>
Expenses	14.87	18.00	20.27
<b>EBIDTA</b>	<b>(3.81)</b>	<b>(8.23)</b>	<b>1.88</b>
Depreciation	1.73	2.74	3.39
<b>Profit / (Loss) before tax &amp; exceptional items</b>	<b>(5.53)</b>	<b>(10.97)</b>	<b>(1.51)</b>
Exceptional Item	91.66	13.40	23.70
<b>Profit / (Loss) before tax</b>	<b>86.12</b>	<b>(24.37)</b>	<b>(25.21)</b>
Provision for Tax	17.56	0.01	(4.48)
<b>Profit/ (Loss) after tax</b>	<b>68.56</b>	<b>(24.38)</b>	<b>(20.73)</b>
* - Includes Other Income			

Note: Figures of 9MFY18 have been reinstated pursuant to scheme of arrangement for amalgamation of PRP Technologies Ltd., Myjoy Tasty Food Pvt. Ltd. and Myjoy Hospitality Pvt. Ltd. with SastaSundar Ventures Ltd. The said scheme has been approved by Regional Director, Easter Region on 9<sup>th</sup> January 2018. Hence, the figures for FY17 and FY16 are not comparable.



# FINANCIAL PERFORMANCE 9M-FY18 (CONSOLIDATED)

Particulars (INR Mn)	9M-FY18 (Unaudited)	FY17 (Audited)	FY16 (Audited)
<b>Revenue*</b>	<b>1,147.51</b>	<b>1,370.25</b>	<b>889.92</b>
Expenses	1,230.27	1,552.52	1,175.45
<b>EBIDTA</b>	<b>(82.76)</b>	<b>(182.27)</b>	<b>(285.53)</b>
Finance Cost	3.47	28.09	10.02
Depreciation	40.85	69.18	72.79
<b>(Loss) before exceptional items and tax</b>	<b>(127.08)</b>	<b>(279.54)</b>	<b>(368.34)</b>
Exceptional Item	54.89	-	-
Provision for Tax	22.76	6.19	(2.80)
<b>(Loss) after tax</b>	<b>(94.95)</b>	<b>(285.73)</b>	<b>(365.54)</b>
Minority Interest	(18.50)	0.52	0.54
<b>Net (Loss) #</b>	<b>(76.45)</b>	<b>(286.25)</b>	<b>(366.08)</b>
* - Includes Other Income	# - After considering minority interest		





# FINANCIAL PERFORMANCE 9M-FY18 (SEGMENTAL)

Particulars (INR Mn)	9M-FY18 (Unaudited)	FY17 (Audited)	FY16 (Audited)
<b>Segment Revenue</b>			
Financial Services	84.40	203.45	194.56
<b>Digital Pharmacy and Healthcare Store (<a href="http://www.sastasundar.com">www.sastasundar.com</a>)</b>	<b>1,042.32</b>	<b>1,124.84</b>	<b>661.94</b>
Other Segment*	0.01	0.51	5.89
<b>Total</b>	<b>1,126.73</b>	<b>1,328.80</b>	<b>862.39</b>
<b>Segment Results (Profit/(loss) before Unallocable Expenditure and Tax)</b>			
Financial Services	67.70	62.55	49.10
<b>Digital Pharmacy and Healthcare Store (<a href="http://www.sastasundar.com">www.sastasundar.com</a>)</b>	<b>(173.68)</b>	<b>(265.60)</b>	<b>(292.59)</b>
Other Segment*	(12.53)	(59.19)	(114.98)
<b>Total</b>	<b>(118.51)</b>	<b>(262.24)</b>	<b>(358.47)</b>
Finance cost	3.46	11.91	1.95
Other unallocable expenditure net of unallocable income	(49.78)	5.39	7.92
<b>Profit/ (loss) Before Tax</b>	<b>(72.19)</b>	<b>(279.54)</b>	<b>(368.34)</b>
* Other Segment includes activities under <a href="http://www.foreseegame.com">www.foreseegame.com</a> till consolidation of operations with <a href="http://www.sastasundar.com">www.sastasundar.com</a>			



# INCOME STATEMENT OF SUBSIDIARY SASTASUNDAR.COM

Particulars (INR Mn)	9M-FY18 (Unaudited)	FY17 (Audited)	FY16 (Audited)
<b>Total Revenue*</b>	<b>1,047.42</b>	<b>1,126.45</b>	<b>638.19</b>
Total Expenses#	1,192.65	1,351.14	837.60
<b>EBITDA</b>	<b>(145.23)</b>	<b>(224.69)</b>	<b>(199.41)</b>
Depreciation	23.34	40.91	41.22
Finance Cost	3.48	11.91	6.75
<b>Profit/Loss Before Tax</b>	<b>(172.05)</b>	<b>(277.51)</b>	<b>(247.38)</b>
Tax	-	-	0
<b>Profit/Loss After Tax</b>	<b>(172.05)</b>	<b>(277.51)</b>	<b>(247.38)</b>
* Including Other Income #After Inter-company/segment elimination adjustment			

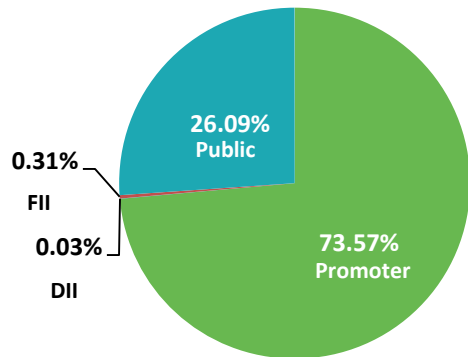
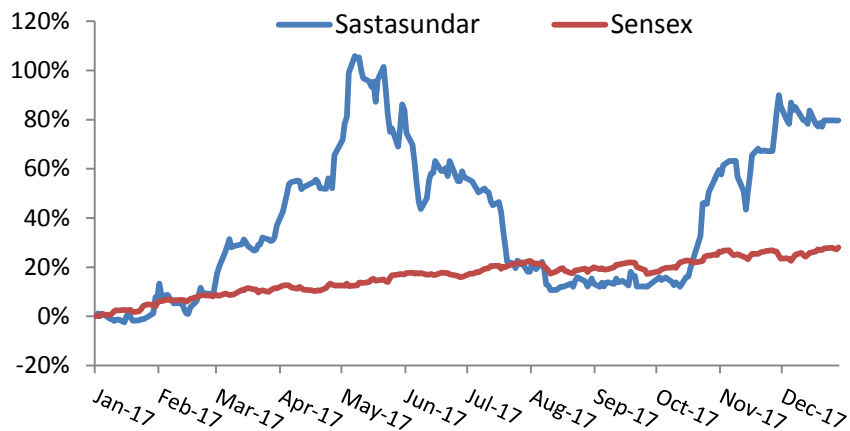
The figures represent the consolidated results of Sastasundar Healthbuddy Limited and Sastasundar Marketplace Limited.



# CONSOLIDATED BALANCE SHEET

Sources of Funds (INR in Mn)	FY17 (Audited)	FY16 (Audited)	Application of Funds (INR in Mn)	FY17 (Audited)	FY16 (Audited)
<b>Equity &amp; Liabilities</b>			<b>Assets</b>		
<b>Shareholder's Fund</b>			Fixed Assets	674.05	689.88
Share Capital	318.10	318.10	Goodwill on Consolidation	573.85	573.85
Reserves & Surplus	1,578.24	1,862.20	Non Current Investments	90.50	86.68
Preference Shares issued by subsidiary company	53.10	-	Deferred Tax Assets (Net)	0.20	0.29
Minority Interest	4.35	3.82	Long Term Loans & Advances	73.25	135.00
<b>Non Current Liabilities</b>			Other Non Current Assets	8.96	185.17
Long Term Borrowings	18.00	24.00			
Long Term Provisions	9.49	4.70	<b>Current Assets</b>		
Deferred Tax Liability (Net)	43.53	37.64	Current Investments	74.78	10.76
			Inventories	238.30	159.75
<b>Current Liabilities &amp; Provisions</b>			Trade Receivables	191.32	83.69
Short Term Borrowings	184.75	157.88	Cash & Bank Balances	338.02	127.31
Trade Payables	206.75	67.28	Short Term Loans & Advances	190.97	368.40
Other Current Liabilities	91.57	79.77	Other Current Assets	55.91	143.15
Short Term Provisions	2.23	8.54			
<b>Total</b>	<b>2,510.11</b>	<b>2,563.93</b>	<b>Total</b>	<b>2,510.11</b>	<b>2,563.93</b>

# CAPITAL MARKET DATA



## Price Data (31<sup>st</sup> December, 2017)

INR

Face Value	10
Market Price	130.0
52 Week H/L	154.3/70
Market Cap (Mn)	4,135.3
Equity Shares Outstanding (Mn)	31.81
1 Year Avg. trading Volume ('000)	44.37

## Share Holding Pattern (31<sup>st</sup> December, 2017)

Promoters	73.57%
Public	26.09%
FII & DII	0.34%



THE GREAT BUSINESS CAN ONLY BE  
BUILT BY SOLVING ANY PROBLEM  
AND IF WE NEED TO SOLVE THE PROBLEM,  
LET US SOLVE THE BIGGER PROBLEM



Thank You



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Health & Happiness

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