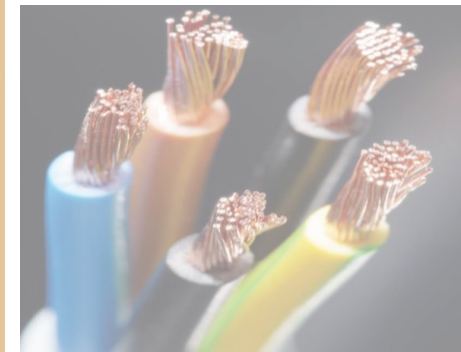


Shankara

Building Products Ltd.



Q3 & 9M FY23 Results
February 2023

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WELCOME TO THE WORLD OF BUILDING MATERIALS

About us



Retail Space
0.45mn sqft



Products
75+



SKUs
1,00,000+



States/UT
9/1

India's best one stop shop for all your building material needs!



Nellore



Bangalore



Chennai



Cochin



Hubli



Hyderabad

One Stop Shop solution

TMT &
Cement

Electrical &
Lighting

Plumbing &
Sanitaryware

Steel Tubes
& Pipes

Tiles &
Flooring

Roofing,
Exterior &
Interior



BRANDS

Towards the Community

The Company is committed towards healthcare infrastructure, education, environment sustainability, rehabilitating abandoned women and children.

The Company's focus has always been to contribute to the sustainable development of society and environment. The Company has adopted two schools "Shankara Build Pro Boys Home" and "Shankara Build Pro Girls Home" as a part of its continued philosophy of giving back to society.

The Company has also contributed towards integrated water shed projects and sustainable livelihood through Community Based Farming Practices



Management Commentary



Commenting on the results, Mr. Sukumar Srinivas – Managing Director said, “We have continued business momentum in Q3FY23. This is the first time in our history where we achieved our highest ever quarterly sales with revenues crossing the milestone of Rs. 1,000 Crs.

Our efforts taken over last few quarters helped to improve working capital position. Our working capital cycle for Q3 came in at under 1 month.

We remain confident on the improving business trajectory. With increased focus on non-steel business we look forward to a journey of not only improving the revenue throughput but also achieve higher return ratios.

The recent measures announced by the Hon’ Finance Minister in the Union Budget 2023, focus on infrastructure creation which a huge boost to our business.”

Budget Highlights

Budget 2023 will boost the prospects for Steel sector and Building material product companies in India

Building India

The Budget provides INR10 lakh crore allocation for development of the infrastructure sector

Development of Tier 2 and Tier 3 cities

Urban Infrastructure Development Fund to be established through use of priority sector lending shortfall for creating urban infrastructure in Tier 2 and Tier 3 cities.

Increase outlay

Increase in outlay of Pradhan Mantri Awas Yojana

Increase in allocation for Jal Jeevan Mission

Business momentum continues

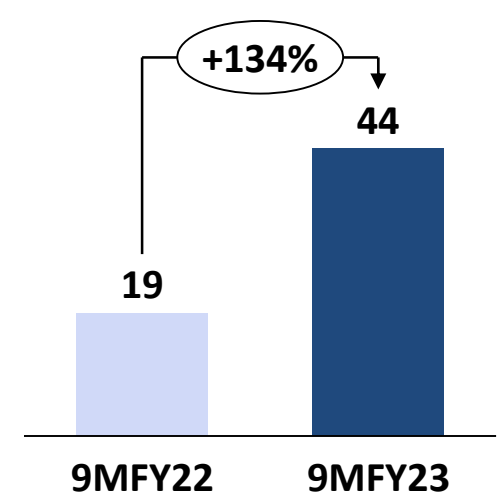
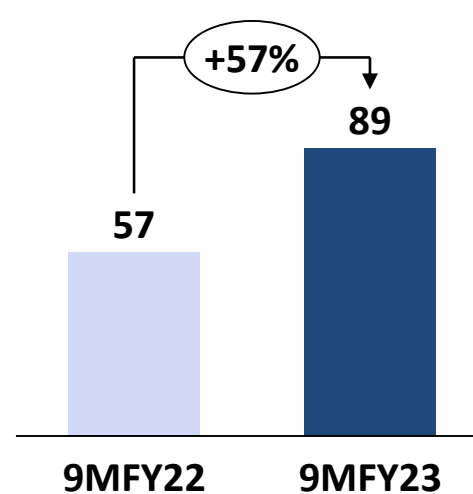
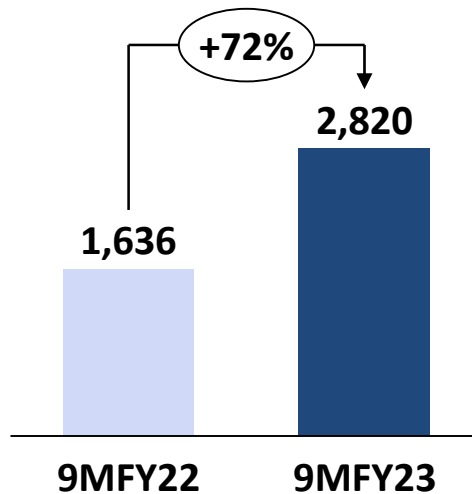
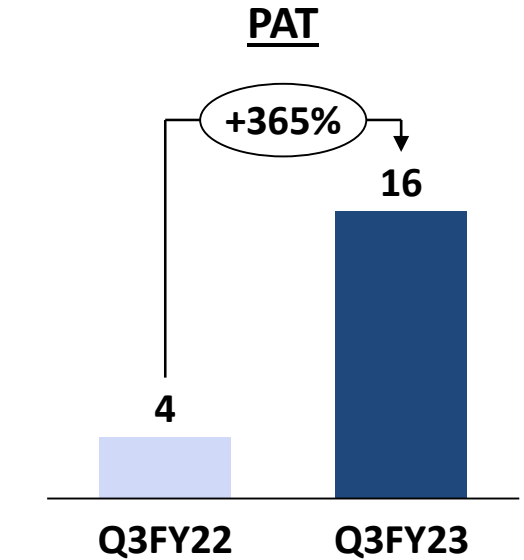
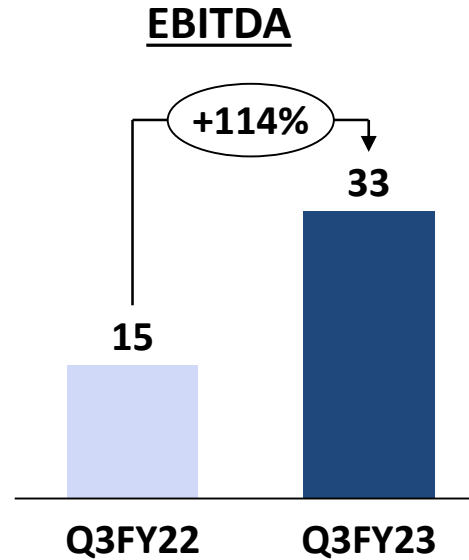
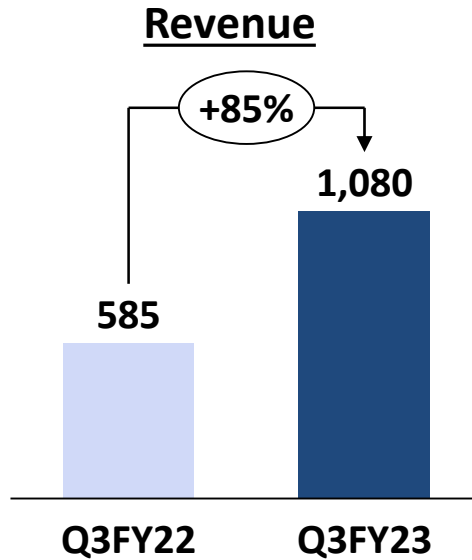
Particulars (Rs. Cr)	9MFY23		Q2FY23			9MFY22		
	9MFY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	9MFY22	Q3FY22	Q2FY22
Revenue	2,819.7	1,080.4	906.7	832.5	782.2	1,636.2	585.0	605.7
EBITDA	88.7	32.8	29.5	26.5	31.0	56.6	15.3	22.2
PAT	43.9	16.4	15.5	12.0	15.6	18.8	3.5	9.0

*The company has achieved highest ever quarterly Revenue
Crossed Rs. 1,000cr Quarterly Revenue during Q3FY23*



Q3 & 9MFY23 Financial Highlights

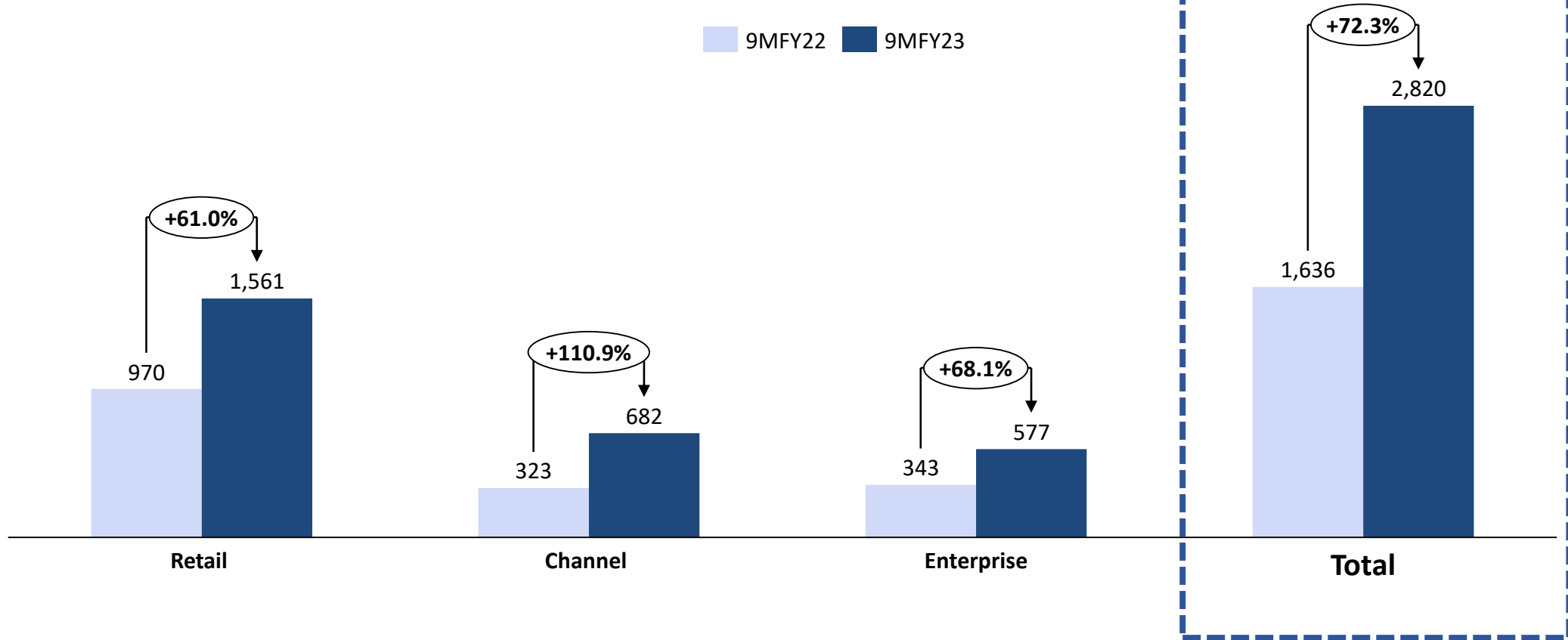
Rs. Cr



Revenue Break up

Rs. Cr

Revenue across Verticals

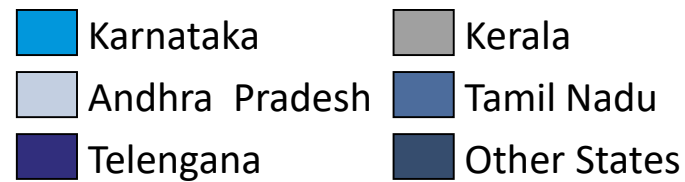
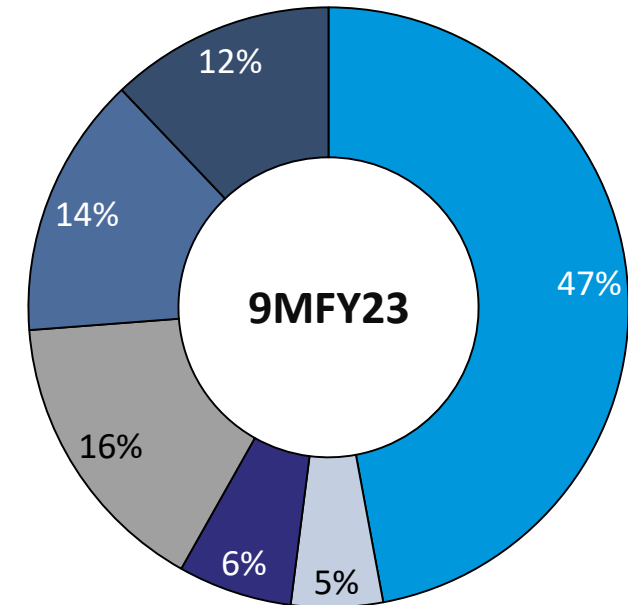
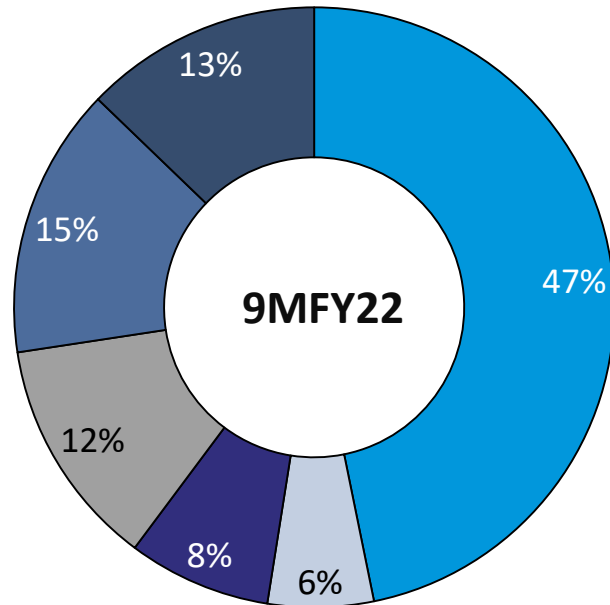


Consolidated P&L Statement

Particulars (Rs. in Crs)	Q3FY23	Q3FY22	Growth	9MFY23	9MY22	Growth
Revenue From Operations	1,080.4	585.0	84.7%	2,819.7	1,636.2	72.3%
Other Income	3.6	0.2		6.9	2.2	
Raw Material	1,024.0	548.3		2,659.3	1,517.9	
Employee Expenses	12.5	10.5		35.7	30.0	
Other Expenses	14.8	11.1		42.8	33.8	
EBITDA	32.8	15.3	114.3%	88.7	56.6	56.7%
EBITDA %	3.0%	2.6%	42bps	3.2%	3.5%	-31bps
Depreciation	4.1	4.2		12.1	13.0	
Finance Cost	5.9	6.2		18.2	18.5	
Profit before Tax	22.7	4.8	370%	58.4	25.2	132%
Tax	6.4	1.3		14.5	6.4	
Profit After Tax	16.4	3.5	365%	43.9	18.8	134%

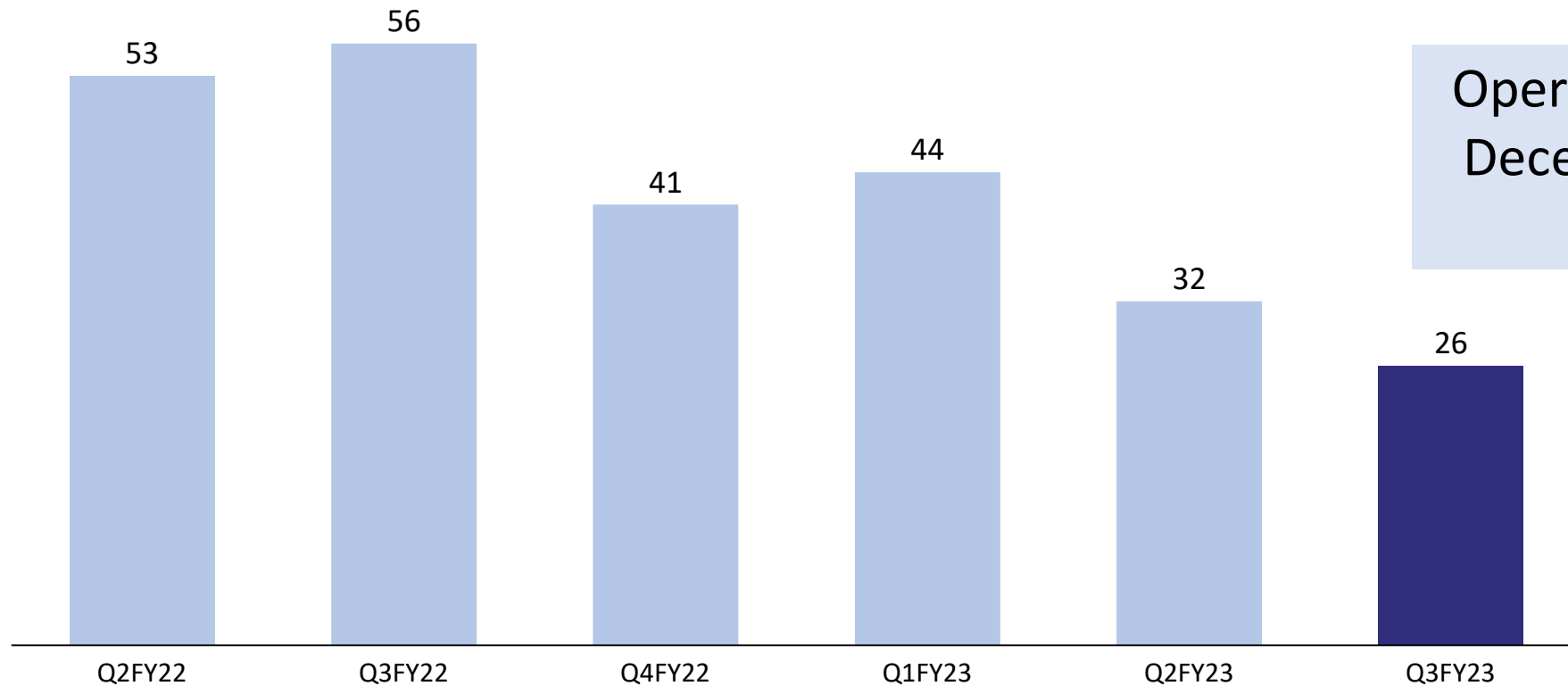
Revenue Break up

Revenue across States



Working Capital Management

Net Working Capital Days*



Operating cash flows as of
December 2022 stood at
Rs. 95 Crs

Efficient Working Capital Management resulted in healthy cash flows

*Debtors are calculated on Gross Sales

Store Metrics

	Q3FY23	← Q2FY23	Q1FY23	Q4FY22	Q3FY22
No. of Retail Stores	91	91	91	90	90
Total Area (in Sft)	4,58,412	4,58,412	4,58,412	4,34,412	4,34,412
Average Store size (in Sft)	5,037	5,037	5,037	4,827	4,827
Average Ticket size (In Rs)	44,946	42,831	43,401	37,966	37,138
Revenue from retail stores (Rs. Cr)	595.32	483.9	481.6	438.3	348.5
Average rental cost per Sq. Ft. per month	16.0	16.3	16.2	14.1	13.9

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth*
Q3-23	90	593.19	70.21%
Q3-22	90	348.50	

*The growth is calculated on mature store outlets (Store count – 90)

Transforming our ecosystem with technology and innovation

Moving to marketplace model - an omni-channel platform for all construction-related material along with existing stores (fulfilment centers)



Steel building material Products

- Structural Steel tubes
- Roofing solution
- Light structure
- Rebars
- Fabrication accessories

Non Steel Building Products

- Tiles
- PVC pipes and fittings
- Faucet & Sanitary
- Electrical fittings
- Adhesive & Accessories

- 91 Fulfillment Centers**
(4.5 lac sq ft area)

- Online channel**

- Omnichannel Platform**

- Wholesale
- Retail
- Online

- Retailer
- Mom-and-pop stores
- End customer/Household owner
- Contractors/Developers

- Fabricator
- Plumber
- Architect
- Engineer
- Painter
- Electrician

Influencer

THE SHANKARA OMNICHANNEL

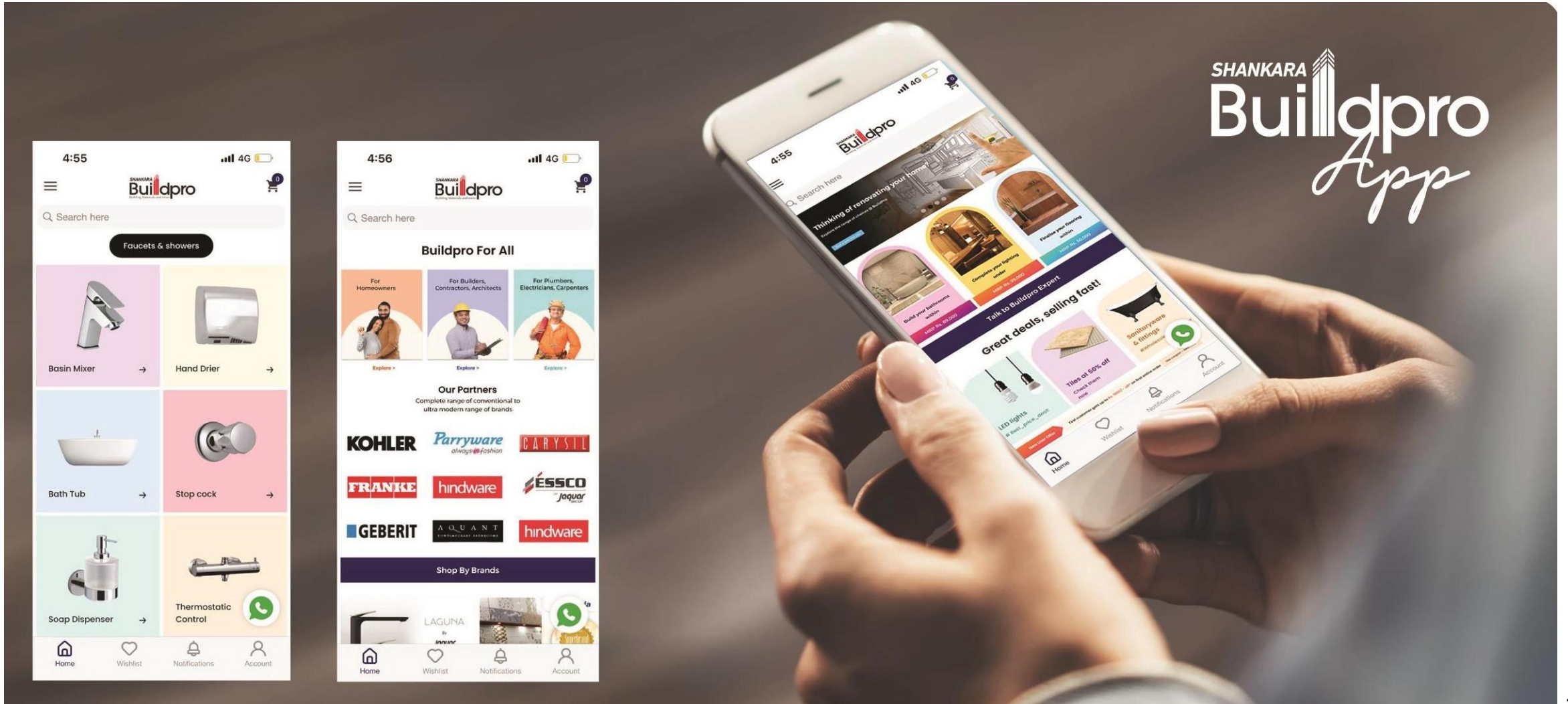


Technology



Consumer friendly approach...

with the launch of Shankara Buildpro App



The Way Forward

04

More focus to non steel based products

- **Next generation to drive the growth in Non-steel based business**
- Business aspirations to make this 25% of total revenue in next 3-4 years (10% in FY22)

03

Expanding product categories & Geographical presence

- Aims to increase its **footprint** in new markets/geographies
- Product portfolio consists of a wide range of building materials

02

Focus on digital presence/marketplace model

- Move towards **greater online processes**, ensuring quality and organising the vendor base
- Greater focus on **tech driven customer acquisition** and retention

01

Building strong relationships with key suppliers/vendors

- **Consistency** in supplies
- **Faster delivery** & turnaround schedules
- Preferred customer

CONTACT US

SCAN THE QR CODE
TO EXPERIENCE THE

SHANKARA
Buildpro
App



ANDROID



IOS

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