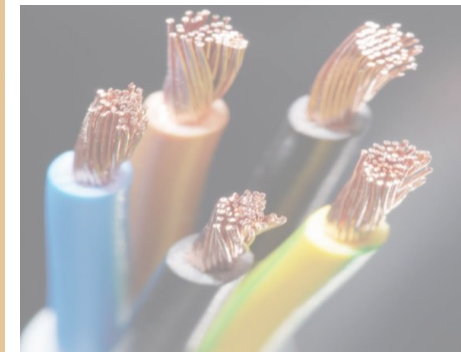


Shankara

Building Products Ltd.



Q2 & H1 FY23 Results

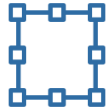
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India's leading organized retailer/wholesaler of home improvement and building products



Fulfillment Centers

0.45 mn sqft



Products

75+



SKUs

1,00,000+



States/UT

9 / 1

Stores

Mysore, Karnataka



Thiruvalla, Kerala



Nellore, Andhra Pradesh



Chennai, Tamil Nadu



Products

Electricals



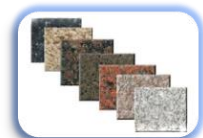
Interior-Exterior



Irrigation



Flooring



Plumbing & Sanitaryware



Construction Materials



Q2 & H1 FY23 Business Highlights

01 The Company has achieved Accelerated financial performance during Q2 & H1FY23

02 Achieved Revenue growth of 50% during Q2FY23 and 65% during the H1FY23

03 The Company efficiently managed its net working capital to 32 days in Q2FY23

04 The Company's focused approach helped to achieve a positive cash flow of Rs.75 Crs for the period ended 30th September 2022

Performance Highlights

Particulars (Rs. Cr)	H1FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	H1FY22	Q2FY22	Q1FY22
Revenue	1,739.3	906.7	832.5	782.2	585.0	1,051.2	605.7	445.5
EBITDA	56.0	29.5	26.5	31.1	15.3	41.4	22.2	19.2
PAT	27.5	15.5	12.0	15.6	3.5	15.2	9.0	6.3

Growth Drivers

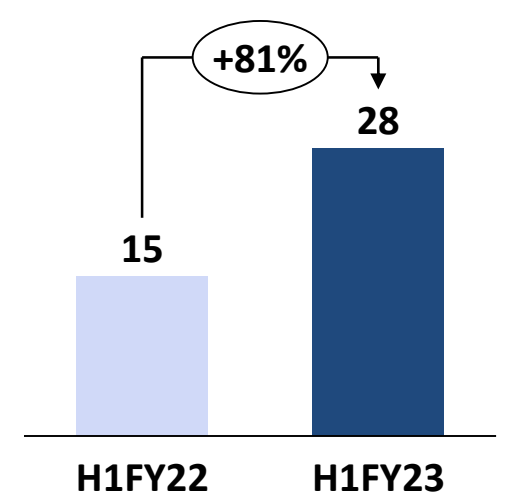
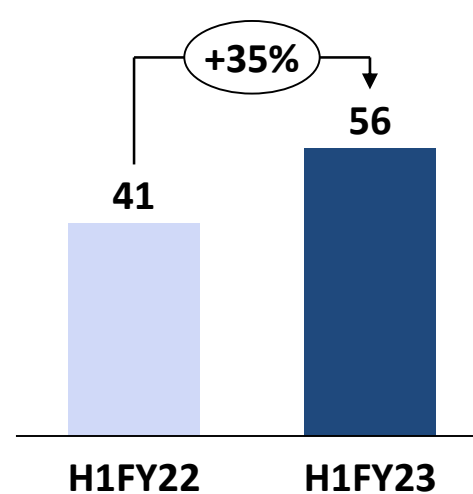
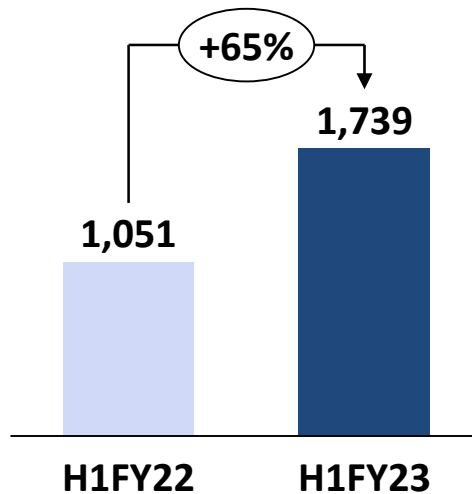
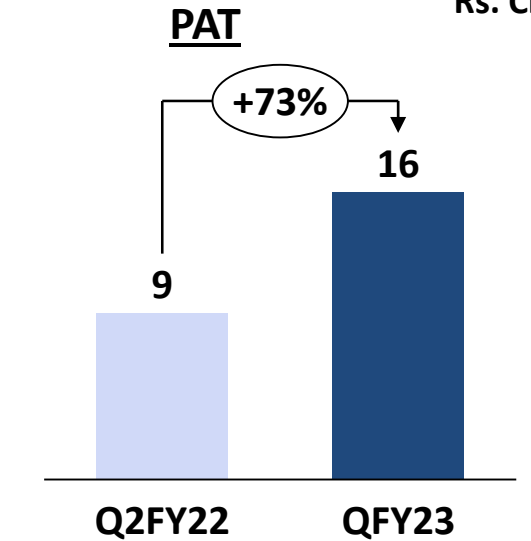
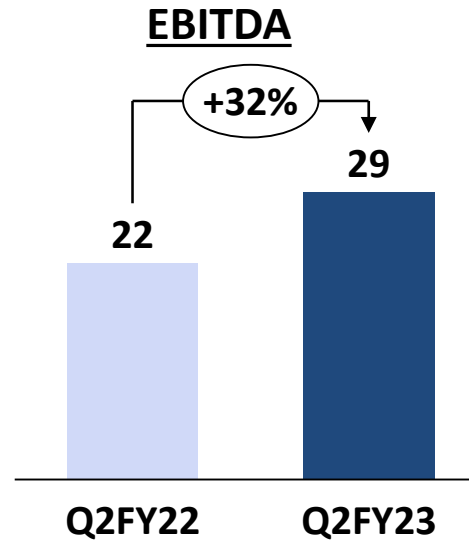
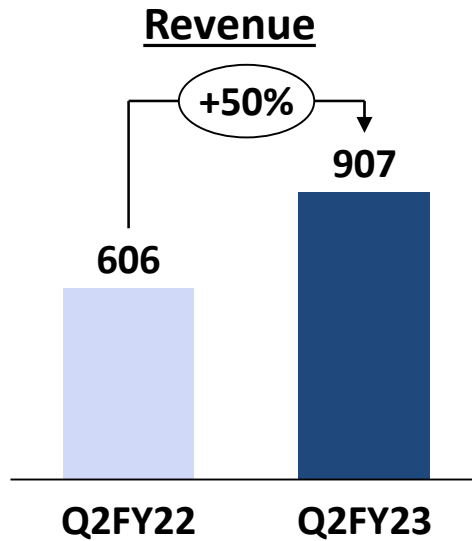
- ✓ Operational efficiency
- ✓ Positive demand environment



Accelerated financial performance over the last 6 quarters

Q2&H1FY23 Financial Highlights

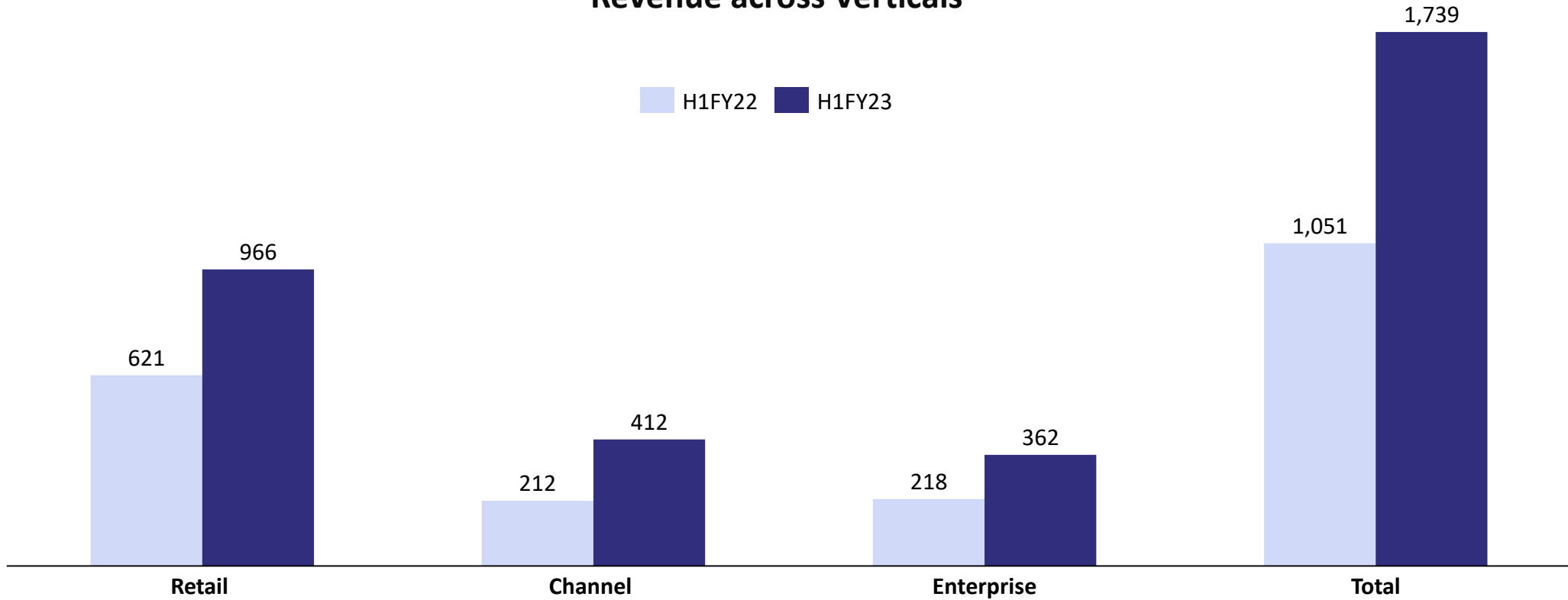
Rs. Cr



Revenue Break up

Rs. Cr

Revenue across Verticals



Consolidated P&L Statement

Particulars (Rs. in Crs)	Q2FY23	Q2FY22	Q1FY23	H1FY23	H1FY22
Revenue From Operations	906.7	605.7	832.5	1,739.3	1,051.2
Other Income	2.9	1.3	0.4	3.3	2.0
Raw Material	852.5	562.7	782.9	1,635.4	969.6
Employee Expenses	12.5	10.4	10.7	23.2	19.5
Other Expenses	15.1	11.8	12.9	28.0	22.8
EBITDA	29.5	22.2	26.5	56.0	41.4
EBITDA %	3.3%	3.7%	3.2%	3.2%	3.9%
Depreciation	3.9	4.3	4.1	8.0	8.8
Finance Cost	5.9	6.0	6.3	12.3	12.2
Profit before Tax	19.7	11.8	16.0	35.7	20.3
Tax	4.1	2.8	4.0	8.1	5.1
Profit After Tax	15.5	9.0	12.0	27.5	15.2

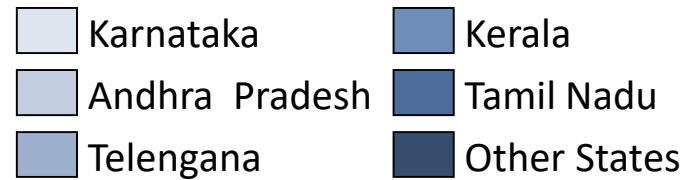
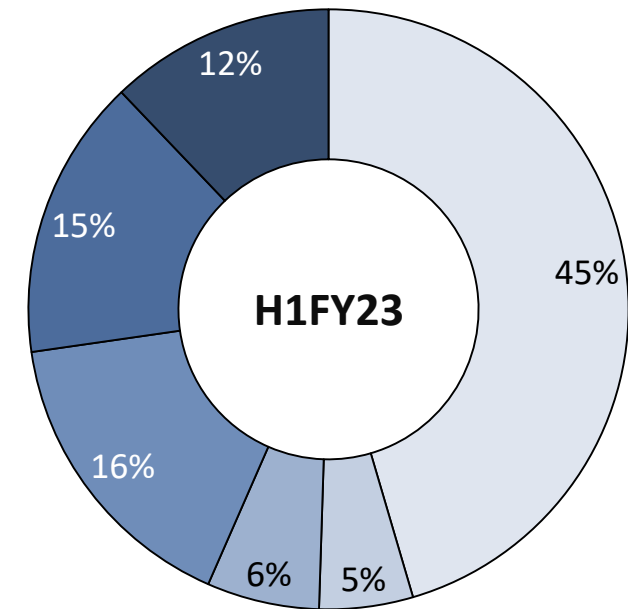
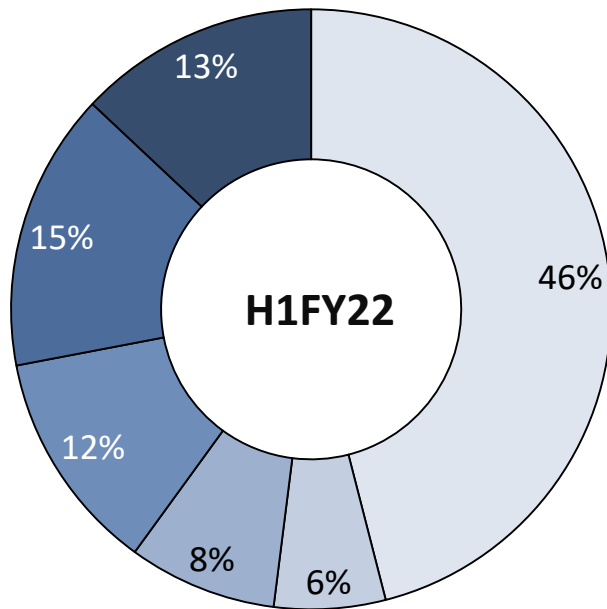
Consolidated Balance Sheet

Particulars (Rs. in Crs)	Sept-22	Mar-22
Total Equity	607.5	556.0
Equity Share Capital	22.9	22.9
Other Equity	584.6	533.1
Non-current liabilities	44.0	52.5
Financial Liabilities		
(i) Borrowings	30.8	35.6
(ii) Lease Liabilities	6.1	10.0
(iii) Other Financial Liabilities	0.1	0.1
Deferred Tax Liabilities (Net)	7.0	6.8
Current liabilities	458.78	432.3
Financial Liabilities		
(i) Borrowings	56.7	86.0
(ii) Trade Payables	374.4	318.7
(iii) Lease Liabilities	0.9	1.3
(iv) Other Financial Liabilities	10.1	9.5
Provisions	0.8	0.8
Current Tax Liabilities (Net)	6.8	3.2
Other Current Liabilities	9.2	12.8
Total Liabilities	1110.2	1040.8

Particulars (Rs. in Crs)	Sept-22	Mar-22
Non-current assets	287.5	274.5
Property, Plant and Equipment	239.2	225.8
Investment Property	9.6	9.6
Capital Work in Progress	1.9	1.6
Right of use Assets	5.1	8.6
Goodwill on Consolidation	14.0	14.0
Other Intangible assets		
Financial Assets		
(i) Trade Receivables	3.0	3.2
(ii) Loans	0.1	0.1
(iii) Other financial assets	10.5	9.6
Other non-current assets	4.2	2.1
Current Assets	822.7	766.3
Inventories	380.2	372.3
Financial Assets		
(i) Trade receivables	370.0	354.0
(ii) Cash and cash equivalents	27.0	2.5
(iii) Bank balances other than above	8.4	4.4
(iv) Others financial assets	0.7	0.8
Other Current Assets	36.2	32.2
Current Assets Net	0.2	0.2
Total Assets	1110.2	1040.8

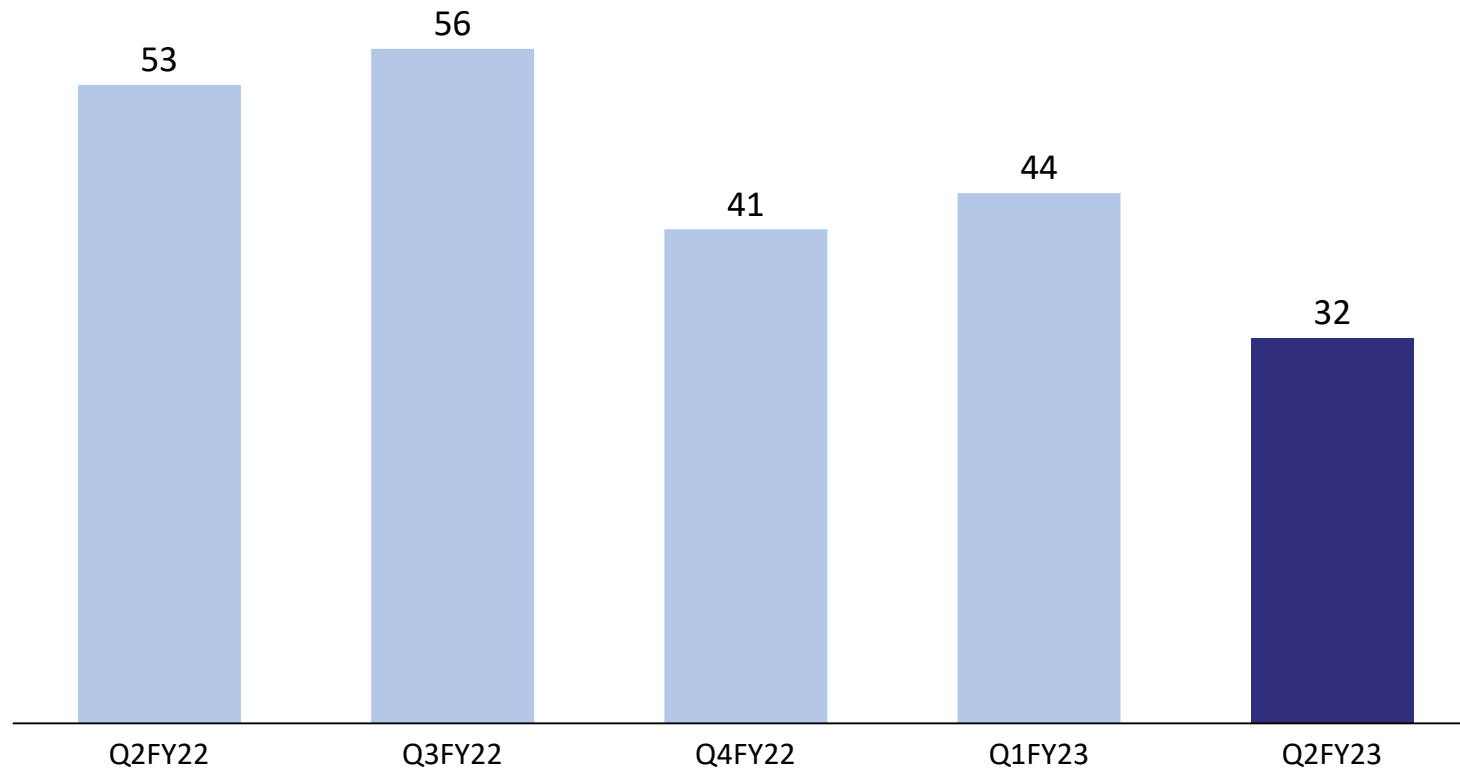
Revenue Break up

Revenue across States



Working Capital Management

Net Working Capital Days*



Operating cash flows as of
September 2022 stood at
Rs. 75 Crs

Efficient Working Capital Management

*Debtors are calculated on Gross Sales

Store Metrics (Fulfillment centers)

	Q2FY23	← Q1FY23	Q4FY22	Q3FY22	Q2FY22
No. of Retail Stores	91	91	90	90	90
Total Area (in Sft)	4,58,412	4,58,412	4,34,412	4,34,412	4,34,412
Average Store size (in Sft)	5,037	5,037	4,827	4,827	4,827
Average Ticket size (In Rs)	42,831	43,401	37,966	37,138	35,761
Revenue from retail stores (Rs. Cr)	483.9	481.6	438.3	348.5	352.4
Average rental cost per Sq. Ft. per month	16.3	16.2	14.1	13.9	13.7

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth*
Q2-23	90	482.4	36.91%
Q2-22	90	352.3	

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

Transforming our ecosystem with technology and innovation

Moving to a marketplace model - an omni-channel platform for all construction and building materials through our stores (fulfillment centers)



Steel building material Products

- Structural Steel tubes
- Roofing solution
- Light structure
- Rebars (TMT) & Cement
- Fabrication accessories

Non Steel Building Products

- Tiles & surfaces
- Plumbing & fittings
- Faucet & Sanitary
- Electrical & lighting
- Paints, Adhesive & Chemicals

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

- Online channel**

- Omnichannel Platform**

Retail
Online
Wholesale
Project

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

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

Influencer

The Way Forward

04

More focus to non steel based products

- Next generation to drive the growth in **Non-steel based business**

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

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