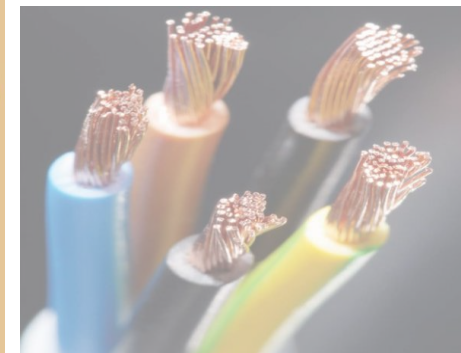
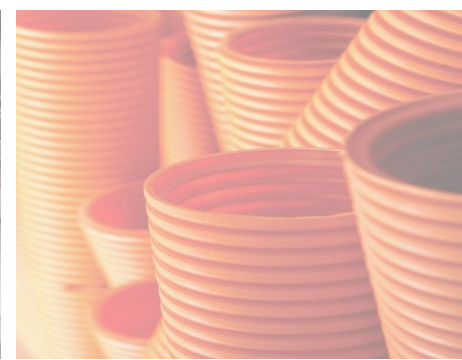
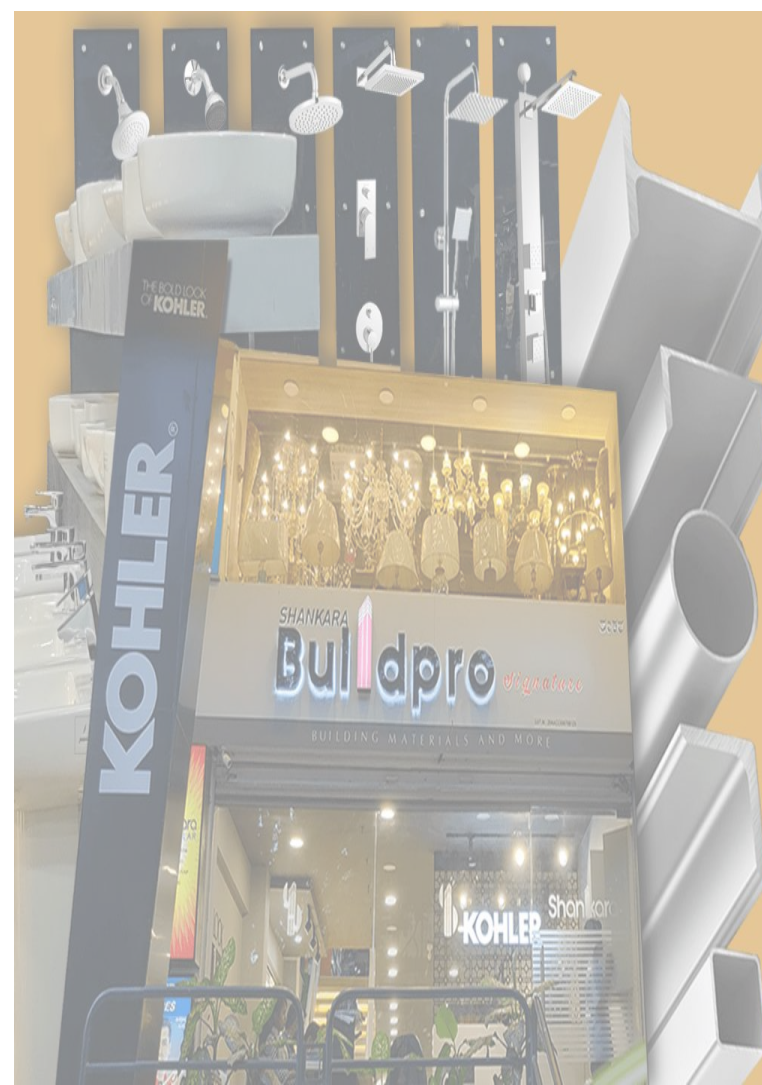


Shankara

Building Products Ltd.



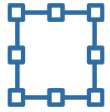
Q1 FY23 Results

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



Retail Space

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



Q1 FY23 Business Highlights

01

The Company has **achieved highest ever quarterly revenue in Q1FY23 at Rs. 832.5 Crs** on the back of revival in the industry

02

The Company's focused approach helped to maintain working capital days during Q1FY23

03

All the segments performed well during Q1FY23

04

Same store sales growth for Q1FY23 stands at 79.1% as compared to Q1FY22

Performance Highlights

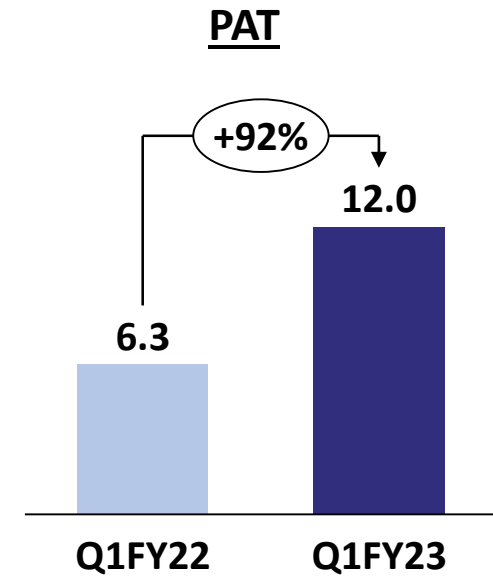
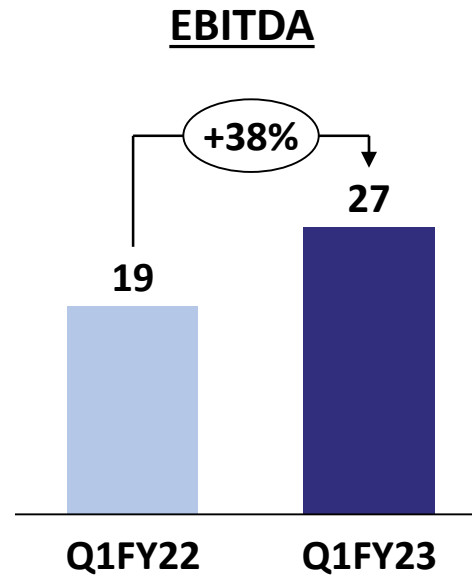
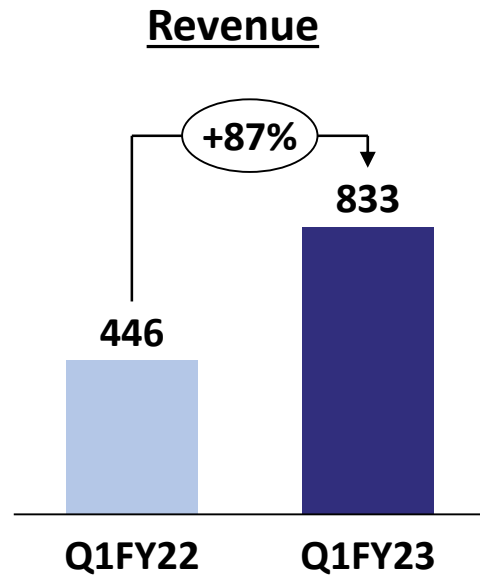
Particulars (Rs. Cr)	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22
Revenue	832.5	782.2	585.0	605.7	445.5
EBITDA	26.5	31.1	15.3	22.2	19.2
PAT	12.0	15.6	3.5	9.0	6.3



Highest ever quarterly revenue achieved in Q1FY23

Performance Highlights

Rs. Cr

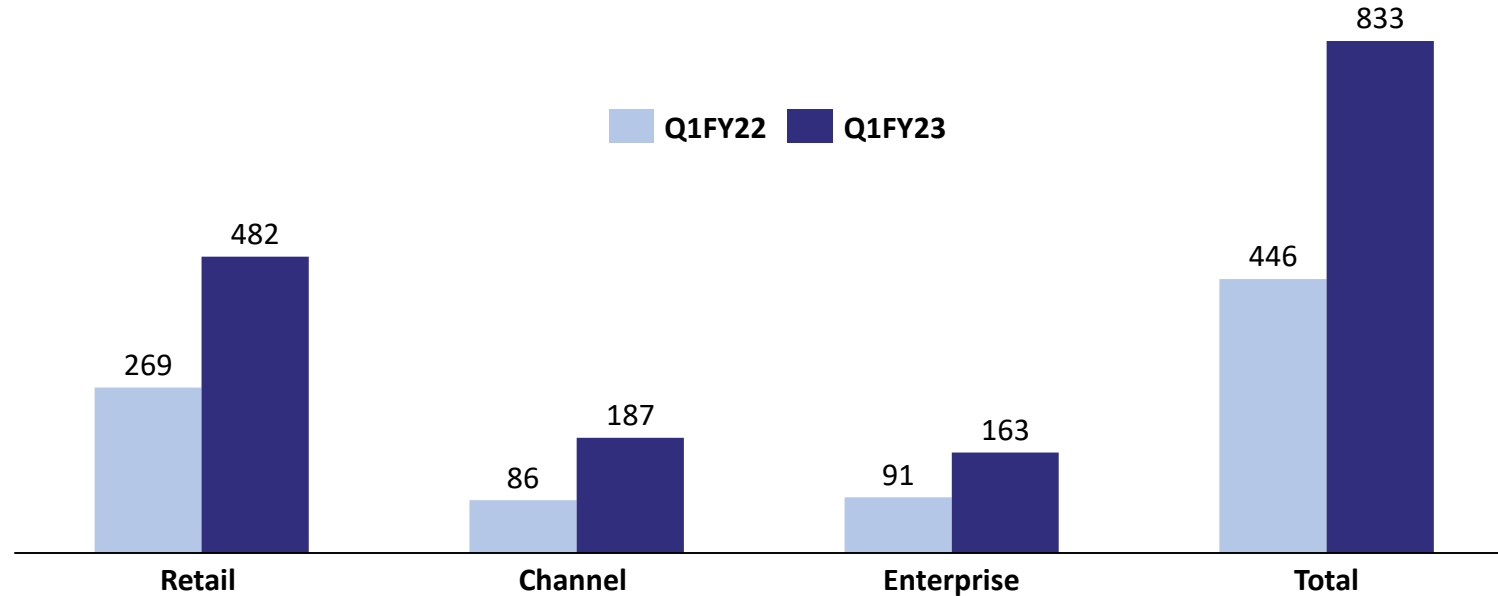


- ✓ Revenue for Q1FY23 at ~187% of last year sales
- ☐ Same store sales growth for existing stores stood at 79.14% in Q1 FY23

Revenue Break up

Revenue across Verticals

Rs. Cr

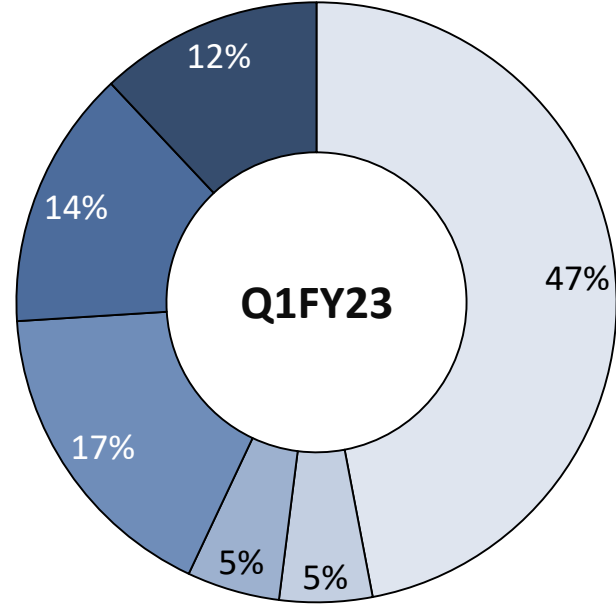
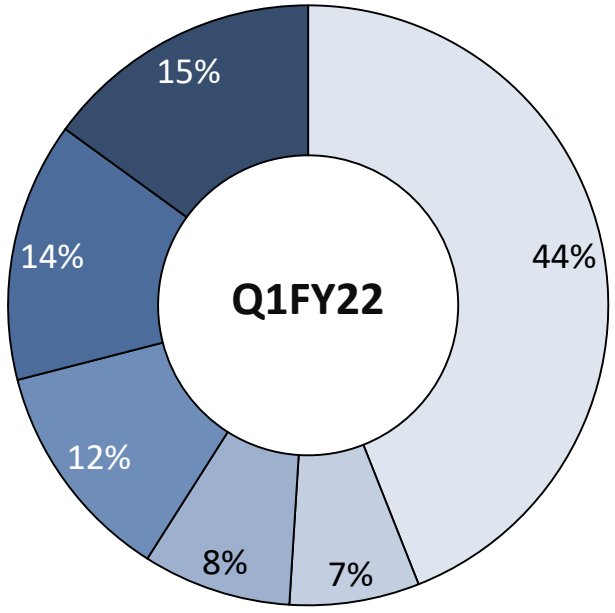


- ❑ **Retail Business Update:** Retail business continues to perform well during Q1FY23. Positive uptake in the construction activity seen during Q1FY23
- ❑ **Channel business Update:** The Channel segment continues to be a strategic business for the Company. During Q1FY23 Channel business has performed well.
- ❑ **Enterprise business Update:** In this segment, we cater to the requirements of large end users, contractors and OEMs. Enterprise clients have stricter needs for and standards for quality. We may partly address this with the aid of our integrated processing facilities.

Revenue Break up

Rs. Cr

Revenue across States



- Karnataka
- Andhra Pradesh
- Telengana
- Kerala
- Tamil Nadu
- Other States

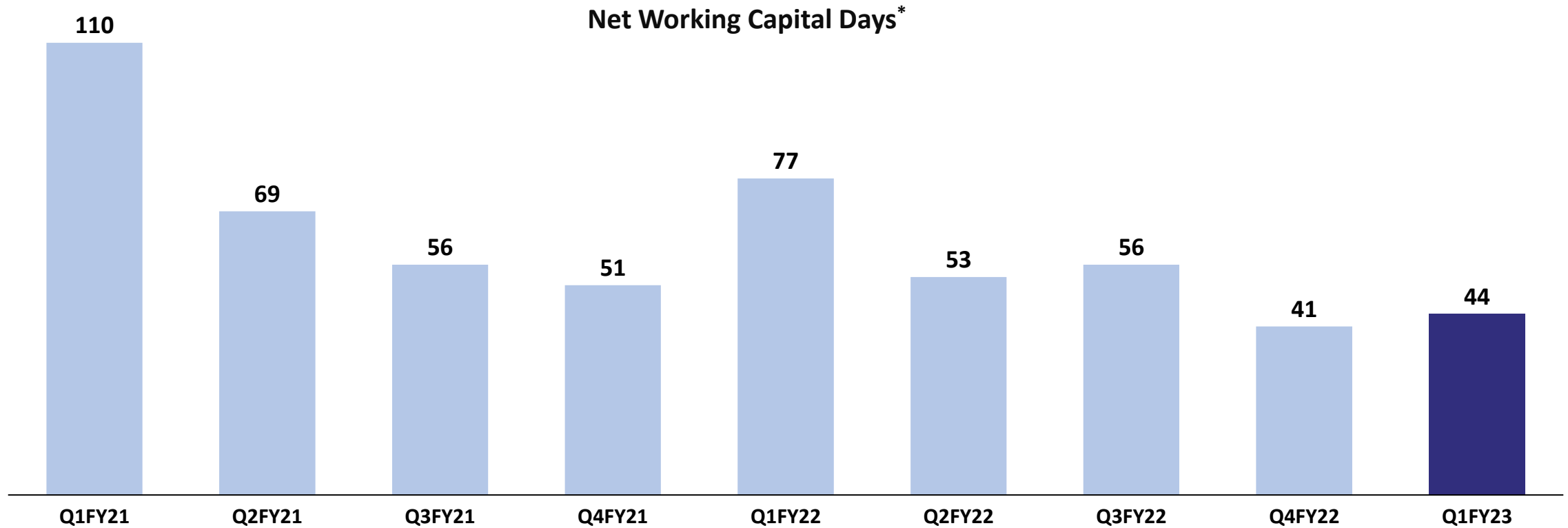
Store Metrics

	Q1FY23	← Q4FY22	Q3FY22	Q2FY22	Q1FY22
No. of Retail Stores	91	90	90	90	90
Total Area (in Sft)	4,58,412 **	4,34,412	4,34,412	4,34,412	4,34,412
Average Store size (in Sft)	5,037	4,827	4,827	4,827	4,827
Average Ticket size (In Rs)	43,401	+14.3% 37,966	37,138	35,761	34,563
Revenue from retail stores (Rs. Cr)	481.6	+9.8% 438.3	348.5	352.4	268.8
Average rental cost per Sq. Ft. per month	16.2	14.1	13.9	13.7	15.0

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth*
Q1-23	90	481.61	79.14%
Q1-22	90	268.84	

*The growth is calculated on mature store outlets (Store count – 90) ** Some existing stores have been expanded and upgraded

Working Capital Management



The Company's consistent efforts taken during last few quarters helped to maintain net working capital days and achieve stable cash flow position

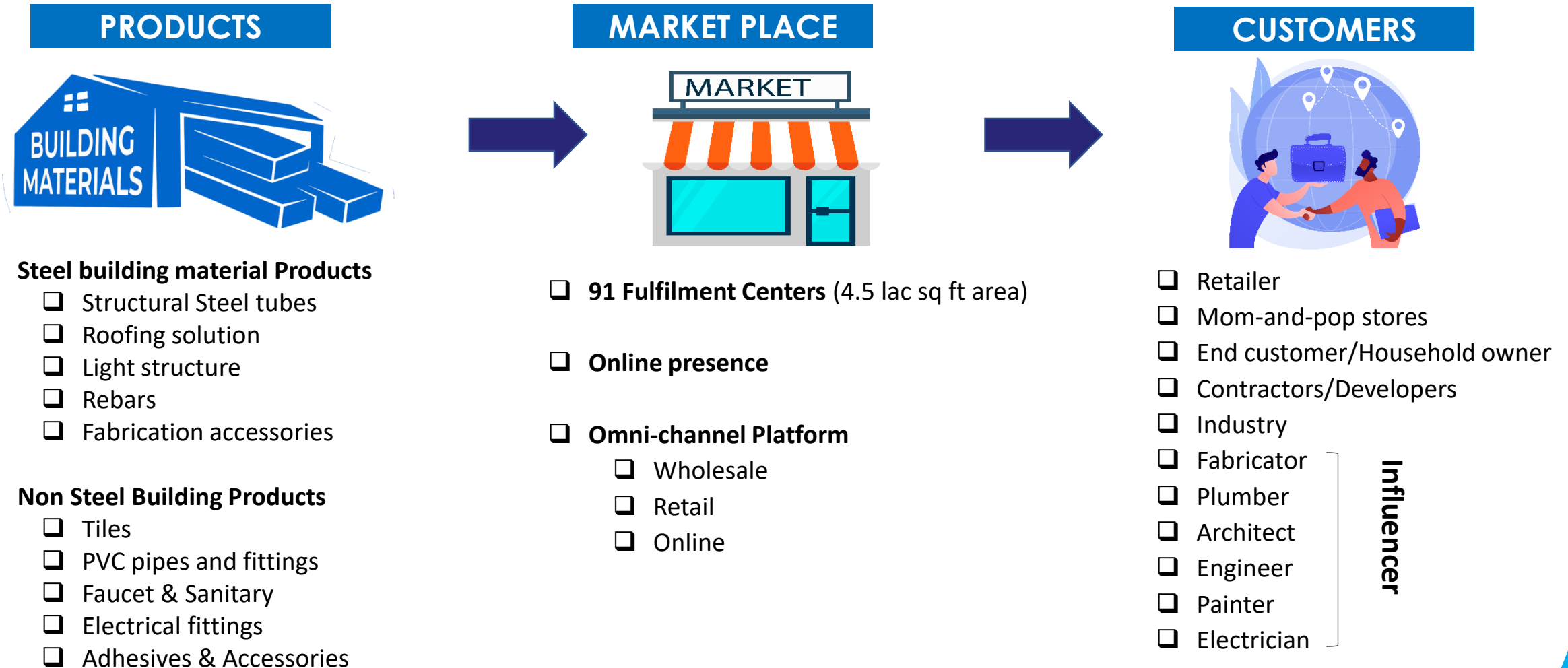
*Debtors are calculated on Gross Sales

Consolidated P&L Statement

Particulars (Rs. in Crs)	Q1FY23	Q1FY22	Q4FY22	FY22
Revenue From Operations	832.5	445.5	782.2	2,418.4
Other Income	0.4	0.7	0.9	3.1
Raw Material	782.9	407.0	726.5	2,244.4
Employee Expenses	10.7	9.1	11.4	41.3
Other Expenses	12.9	11.0	14.3	48.1
EBITDA	26.5	19.2	31.0	87.7
EBITDA %	3.2%	4.3%	4.0%	3.6%
Depreciation	4.1	4.5	4.2	17.2
Finance Cost	6.3	6.2	5.9	24.4
Profit before Tax	16.0	8.5	20.9	46.1
Tax	4.0	2.2	5.3	11.7
Profit After Tax	12.0	6.3	15.6	34.3

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)



The Way Forward

04 More focus to non steel based products

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

Advantage - Shankara

A trusted brand leveraging on its strong offline presence

- ❑ Shankara already has 91 fulfillment centers in addition to 19 Warehouses across 9 states & 1 UT
- ❑ All building solution categories under one roof
 - ❑ Steel (Structurals, Roofing Solutions, Bars etc.)
 - ❑ Non Steel (Tiles, Bathroom Fittings, Plumbing & Sanitary etc.)
- ❑ Products across key categories with multiple SKUs (1,00,000 SKUs and counting)
- ❑ Best of brands across products
- ❑ Trained and experienced manpower
- ❑ Experience in handling, storage and logistics of a diverse range of products
- ❑ Faster Delivery & Supplies



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