

Shankara Building Products' Q1FY25 revenue up 14% YoY Steel volume +20% YoY, Non-Steel revenue +35% YoY, EBITDA +20% YoY

Bengaluru, India, August 8, 2024: Shankara Building Products Limited, a leading omnichannel marketplace of home improvement and building products, announced its financial results for the quarter ended June 30, 2024.

Financial Snapshot

| Particulars (Rs. Crore) | Q1FY25 | Q1FY24 | Change YoY |
|-------------------------|--------|--------|------------|
| Revenue from Operations | 1,291 | 1,132 | 14% |
| EBITDA | 41 | 34 | 20% |
| EBITDA Margin % | 3.2% | 3.0% | 15 bps |
| PAT | 16 | 17 | (7%) |
| PAT Margin % | 1.2% | 1.5% | (28 bps) |
| Basic EPS | 6.62 | 7.56 | (12%) |

Key Highlights for Q1 FY2025

- Revenue at Rs. 1,291 crores, grew by 14% YoY
 - Steel Volume grew by 20% YoY
 - Non-Steel Revenues grew by 35% YoY
 - Western and Central India Revenues grew by 52% YoY each
- EBITDA grew by 20% YoY to Rs. 41 crore; EBITDA margin expanded by 15 bps to 3.2%
- PAT down by 7% YoY to Rs. 16 crore, due to an increase in finance cost
- Earnings per share stood at Rs. 6.62
- Working capital cycle continues to be around 30 days

Commenting on the performance, Mr. Sukumar Srinivas, Managing Director, Shankara Building Products Ltd, said:

"I am glad to announce another quarter of resilient performance. In the backdrop of weak demand due to seasonal softness, exacerbated by general elections and softening of steel prices, we have achieved a 14% growth. Our steel volume grew by 20%, while non-steel vertical saw a robust 35% growth.

Our strategic focus on private label in tiles, Fotia Ceramics is yielding strong results. We are excited to announce the expansion of our Fotia brand in quartz sinks. With a dominant presence in South, we are aggressively expanding in Western and Central India now. Bolstering our omnichannel strategy, we have identified 10 new strategic locations for fulfillment centers, which we plan to set up over the next 6-9 months. Our commitment on growing value-added portfolio is consistently enhancing the EBITDA margins.

We are also in the process of demerging our building materials marketplace, a move aimed at streamlining our business structure and facilitate a focused capital allocation strategy under our new generation management. We have received NOC from SEBI and are now in the process of filing application with NCLT."

Earnings Conference Call

Friday, August 9, 2024 at 3:30 pm IST

There will be an Earnings conference call at 3:30 pm (IST) on Friday, August 9, 2024, during which the management will discuss the performance and answer questions from the participants. A transcript of the conference call will be available at stock exchanges and company's website.

| | |
|---------------------------------|--|
| Date and Time | Friday, August 9, 2024 at 3:30 pm IST |
| Conference Call Details | |
| Diamond Pass Link | Link here |
| Universal Access Numbers | +91 22 6280 1466 +91 22 7115 8826 |

About Shankara Building Products Limited

Founded in 1995 and headquartered in Bangalore, Shankara Building Products Ltd is a leading omnichannel marketplace of home improvement and building products in India, operating under the brand name 'Shankara BuildPro'. The Company has a network of around 126 fulfillment centers (including 90+ retail stores) spread across Karnataka, Kerala, Andhra Pradesh, Telangana, Tamil Nadu, Maharashtra, Gujarat, Orissa, Madhya Pradesh, Puducherry and Goa. The Company sells over 1,00,000+ SKUs across the entire home construction and renovation lifecycle through retail stores and online website ([BuildPro Store](#)). In addition to the retail segment, its enterprise segment caters to the requirements of large end-users, contractors and OEMs, and channel segment caters to dealers and other retailers through its branch network.

Disclaimer

This communication, except for the historical information, may contain statements that reflect the Management's current views and estimates and could be construed as forward-looking statements. The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed.

Shankara Building Products Limited (BSE: 540425, NSE: SHANKARA)

For further information on the company, please visit

<https://www.shankarabuildpro.com/>

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