

Shankara Building Products Limited reports its highest-ever annual revenue and profits during FY2024

Bengaluru, India, May 20, 2024: Shankara Building Products Limited, a leading omnichannel marketplace of home improvement and building products, announced its financial results for the quarter and financial-year ended March 31, 2024.

Financial Snapshot

Particulars (Rs. Crore)	FY24	FY23	Change YoY	Q4FY24	Q4FY23	Change YoY
Revenue from Operations	4,828	4,030	20%	1,377	1,210	14%
EBITDA	156	125	25%	45	37	24%
EBITDA Margin %	3.2%	3.1%	12 bps	3.3%	3.0%	26 bps
PAT	81	63	29%	24	19	27%
PAT Margin %	1.7%	1.6%	12 bps	1.8%	1.6%	18 bps
Basic EPS	34.7	27.6	26%	10.0	8.4	19%

Key Highlights for FY2024

- Highest-ever annual revenues at Rs. 4,828 crores, grew by 20% YoY
 - Steel Volume grew by 27% YoY
 - Non-Steel Revenues grew by 30% YoY
- Retail Revenue grew by 14% YoY; average ticket size at Rs. 51,959 (+17% YoY)
- EBITDA grew by 25% YoY to Rs. 156 crore; EBITDA margin expanded by 12 bps to 3.2%
- Record PAT during the year at Rs. 81 crore, up by 29% YoY
- Earnings per share stood at Rs. 34.7, up by 26% YoY
- Working capital days continues to be around 30 days
- Net Debt levels reduced to Rs. 49 crore, from Rs. 71 crore in the previous year
- RoCE improved to 18%, compared to 15% in the previous year

Key Highlights for Q4 FY2024

- Revenue from operations grew by 14% YoY to Rs. 1,377 crore
- EBITDA grew by 24% YoY to Rs. 45 crore; EBITDA margin at 3.3%
- PAT grew by 27% YoY to Rs. 24 crore
- Earnings per share stood at Rs. 10.0, up by 19% YoY

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

"FY2024 marks a successful year for Shankara, showcasing the resilience of our business model. Amidst one of the most challenging periods for the building materials sector, I'm delighted to announce that we have achieved our highest-ever annual revenue and profits. Notably, our steel volume experienced a 27% growth, while the non-steel vertical saw a 30% growth, driven by market share gains across all sub-segments. Our commitment to profitable growth has resulted in even stronger profit growth compared to our revenue, with an enhanced mix towards value-added steel and non-steel offerings. Fotia, in particular, has demonstrated exceptional progress with a 50% growth. Our efforts to diversify beyond South India have yielded fruitful results, with Western India contributing 11% to our revenue during the fiscal year. In line with our strategic objectives, we are 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. With a resilient foundation and strategic initiatives in place, we are poised for sustained growth in the coming years."

Earnings Conference Call

Tuesday, May 21, 2024 at 2:00 pm IST

There will be an Earnings conference call at 2:00 pm (IST) on Tuesday, May 21, 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	Tuesday, May 21, 2024 at 2:00 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 125 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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