

Date: 22nd July, 2022

To
Department of Corporate services
BSE Limited
1st Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy
Towers, Dalal Street, Fort,
Mumbai-400001
Scrip Code: - 540425

To
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1,
G Block, Bandra Kurla Complex,
Bandra (E)
Mumbai- 400051
Symbol- SHANKARA

Sub: - Annual General Meeting Presentation.

Dear Sir/Madam,

Please find enclosed 27th Annual General Meeting Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

You are requested to take note of the same.

Thanking You.

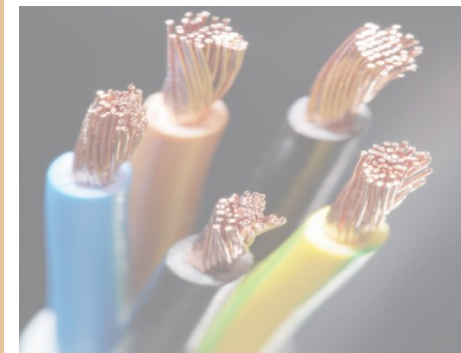
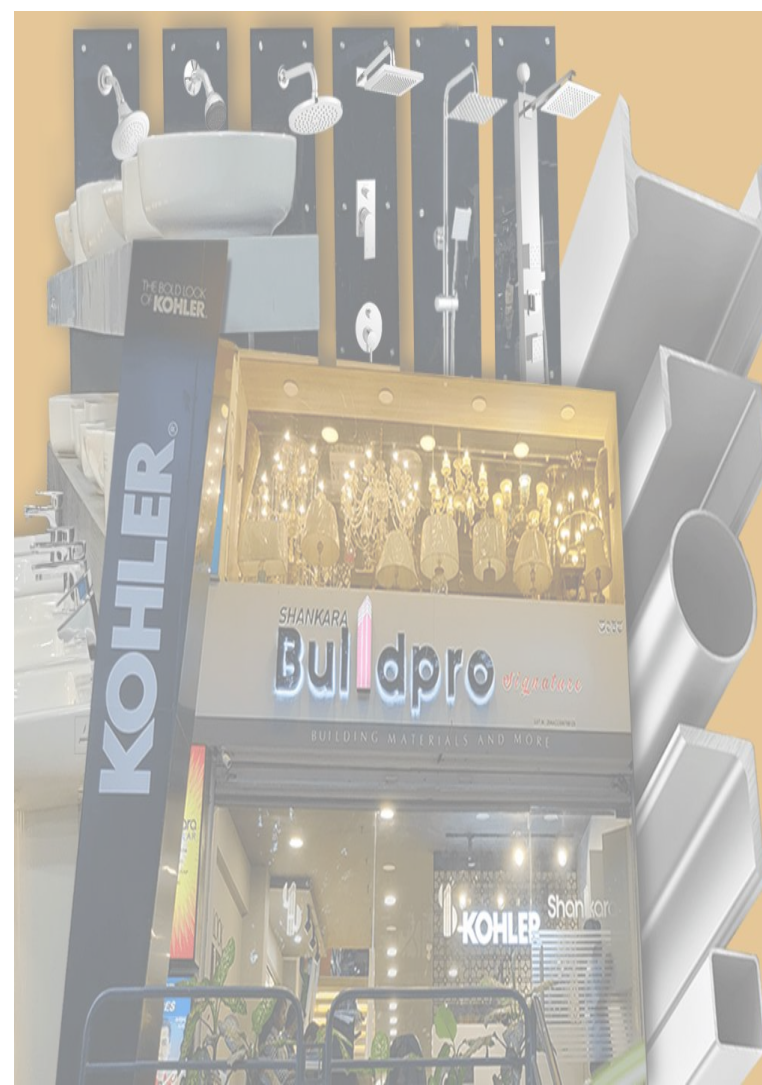
Yours faithfully
For Shankara Building Products Limited

Ereena Vikram

Ereena Vikram
Company Secretary & Compliance Officer



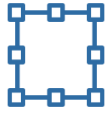
Shankara
Building Products Ltd.



Annual General Meeting FY22

About us

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



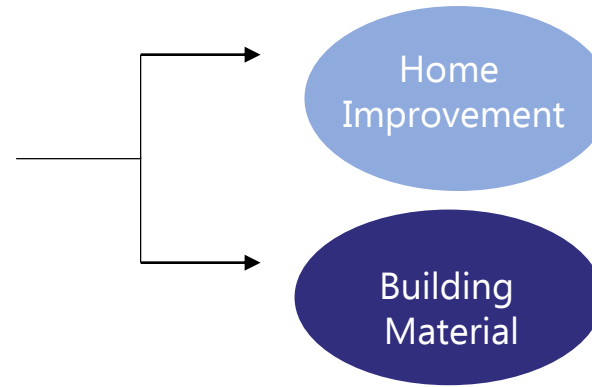
Plumbing & Sanitaryware



Construction Materials



Customer Profile



Target Audience



Home Owners



Professional Customers
(Architects & Contractors)



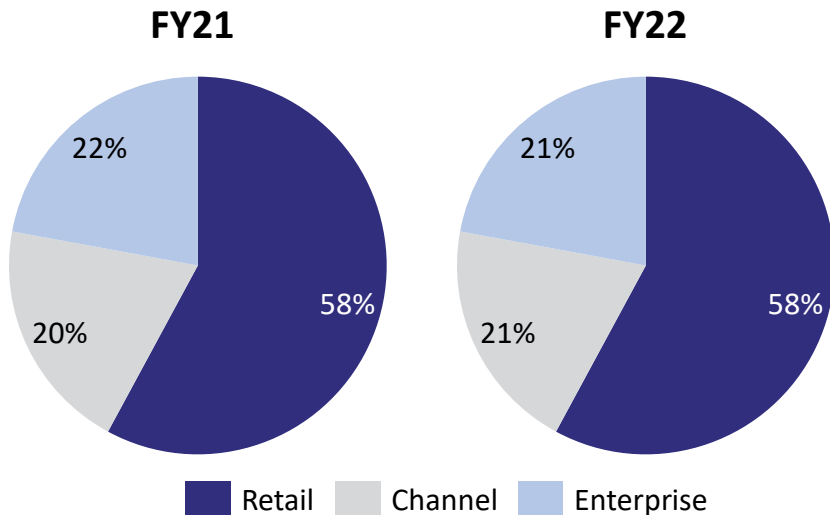
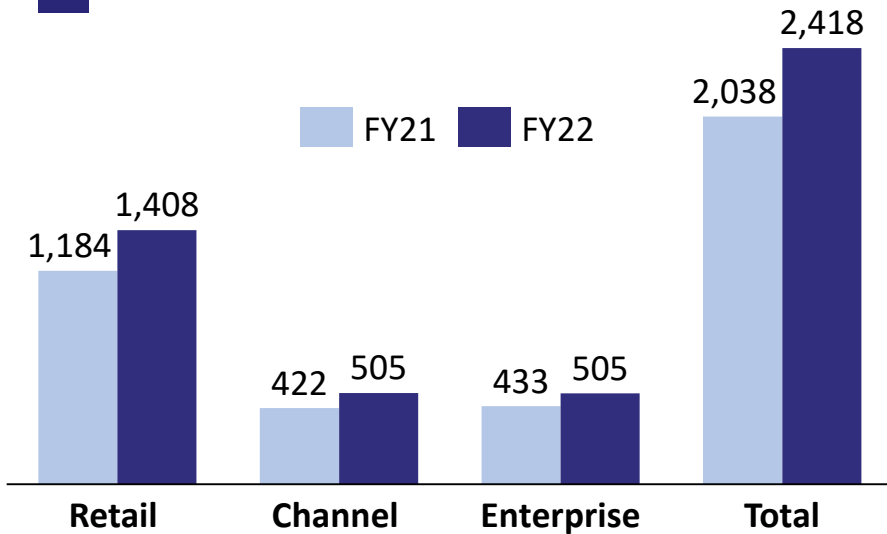
Small Enterprises

Performance Highlights FY21-22

Particulars	FY22	FY21
Rs. Crs	Consolidated	
Revenue	2,418	2,038
Retail (%)	58%	58%
EBITDA	88	77
<i>Margin</i>	3.6%	3.8%
PBT	46	20
PAT	34	14
<i>Margin</i>	1.4%	0.7%

- ❑ The overall revenue stood at Rs.2,418 crores for FY22 compared with FY21 of Rs.2,038 crores representing a 18.6% growth
- ❑ 148% PAT growth in FY22 compared with FY21 and 26% reduction in interest cost in FY22 as against FY21
- ❑ Our Segment EBITDA margins stood at 6.3% in FY 22
- ❑ Same store sales growth of 29% in FY 22
- ❑ The company's focused approach helped to maintain working capital and cash flow position during FY22
- ❑ During FY22, Inventory volumes strategically kept at adequate levels in anticipation of higher demand

Business Verticals Update



- Retail Business Update:** The Company generated retail revenue of Rs.1,408 Cr in FY22 which was 58.2 % of our total sales as against Rs.1,184 Cr for FY21 recording a growth of 18.9% in retail sales. Our sales growth gained momentum with each passing quarter of the year. We are looking to leverage the strength of the brands we deal with to create customer pull for our stores
- Channel business Update:** The Channel segment continues to be a strategic business for the Company. It builds understanding of the markets and emerging trends. The Channel business recorded revenues of Rs.505 crore for FY22 as compared to Rs.422 crore for FY21, a growth of 20%
- Enterprise business Update:** In the Enterprise segment, we cater to the requirements of large end users and OEMs. We generated revenue of Rs.505 crores in FY22, a growth of 16.7% over the previous year. We are optimistic on the growth from this segment with strong demand across geographies in FY23

Store Metrics

	FY22		FY21
No. of Retail Stores	90		95
Total Area (in Sft)	4,34,412	-3%	4,47,904
Average Store size (in Sft)	4,827	4.7%	4,609
Average Ticket size (In Rs)	36,357	13.2%	31,984
Revenue from retail stores (Rs. Cr)	1,408	18.9%	1,184
Average rental cost per Sq. Ft. per month	14.2	-19.0%	17.5

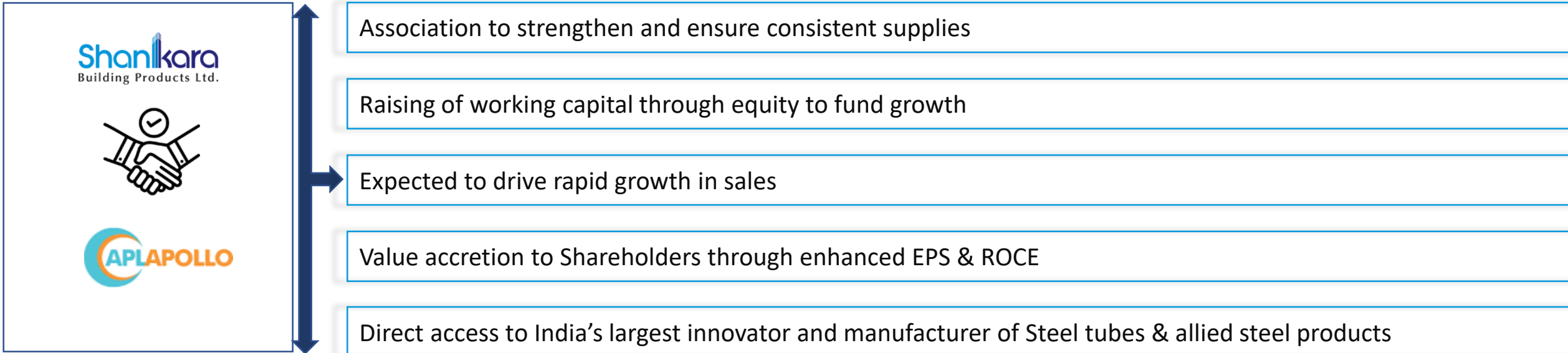
Same Store Sales Growth		
Period	No of stores	12M
FY22	90	1,408
FY21	90	1,090
*SSSG (YoY)		29.0%

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

- We run a chain of 90+ retail stores (as on 31st March, 2022) operating under the brand “Shankara Buildpro”. We are increasing our focus on branding our stores and continuing with our customer outreach programme. The Company is continuously upgrading stores. The strategic consumer communication and campaigns helped in driving higher footfalls at the stores

Strategic Partnership

Strategic partnership to accelerate Shankara's growth plans



- ❑ APL Apollo Tubes Ltd., one of our key suppliers of steel tubes have subscribed through their wholly owned subsidiary APL Apollo Mart Ltd, 1,400,000 warrants priced at Rs.750 per warrant fully convertible into equity shares by way of preferential allotment
- ❑ Sale of 1,000,000 Equity shares at Rs.755 per share by promoter

People and Culture



- ❑ The Company has dedicated teams that capably and successfully work on challenges of increasing customer demand.
- ❑ The Company's work management system is transparent and performance-based
- ❑ At Shankara, we strives to retain, develop and provide a better working environment for employees by creating an atmosphere of trust, competition, and challenge, thereby providing opportunities for personal and professional growth
- ❑ We place utmost importance in hiring the right manpower and training

Towards the Community



- ❑ The Company is continuously following the provisions of Corporate Social Responsibility (CSR) under the Companies Act, 2013
- ❑ 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**

Thank You

