

Date: 23rd November, 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: - Investor's presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015, please find enclosed herewith the Investor's Presentation.

Kindly take the above information on record.

Thanking You.

Yours faithfully
For **Shankara Building Products Limited**

Digitally signed by EREENA VIKRAM
DN: cn=EREENA VIKRAM o=IN o=PERSONAL
Reason: I am the author of this document
Location:
Date: 2022-11-23 15:29+05:30

Ereena Vikram
Company Secretary & Compliance Officer

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Electronic City, Veerasandra, Bengaluru-560100
Ph.: +91-080-27836955 | 080-27836244

Email :- info@shankarabuildpro.com | CIN:L26922KA1995PLC018990, | Website : www.shankarabuildpro.com

An aerial photograph of a dense city, likely New York City, with a large, semi-transparent dotted map of the United States overlaid on top. The map is composed of many small white dots, and the city buildings are visible through the map. The text "Homes and dwellings are essential for humanity across the Globe" is written in white, bold, sans-serif font in the lower right quadrant of the image. The background shows a mix of skyscrapers and lower-rise buildings, with a body of water visible on the left side.

**Homes and dwellings
are essential for humanity
across the Globe**



WELCOME TO THE WORLD OF BUILDING MATERIALS

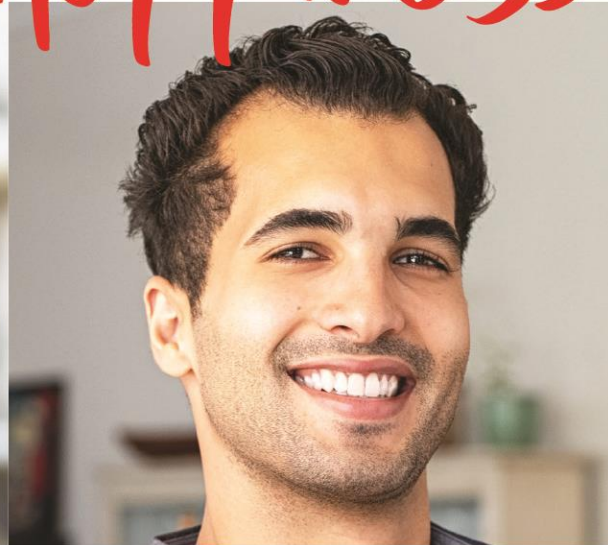
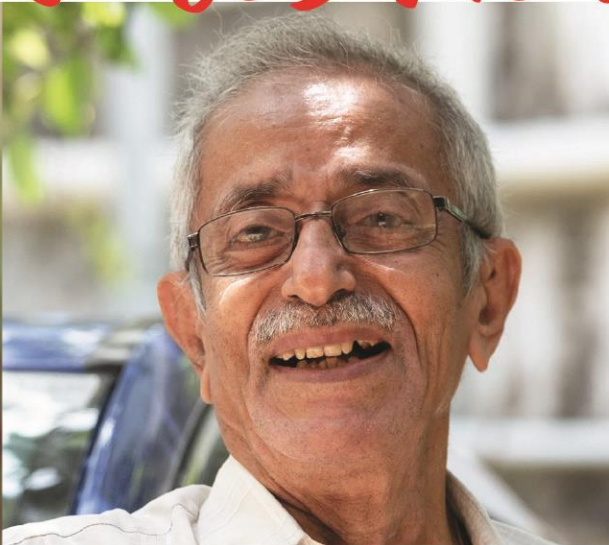
WELCOME TO



INVESTOR MEET 23rd NOVEMBER 2022



EXPERIENCE THE WORLD OF
DELIVERING *Wholesome Happiness* TO CUSTOMERS



Safe Harbor

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ABOUT US

6



Retail Space
0.45mn sqft



Products
75+



SKUs
1,00,000+



States/UT
9/1

India's best one stop shop for all your building material needs!



Nellore



Bangalore



Chennai



Cochin



Hubli



Hyderabad

One Stop Shop solution

TMT &
Cement

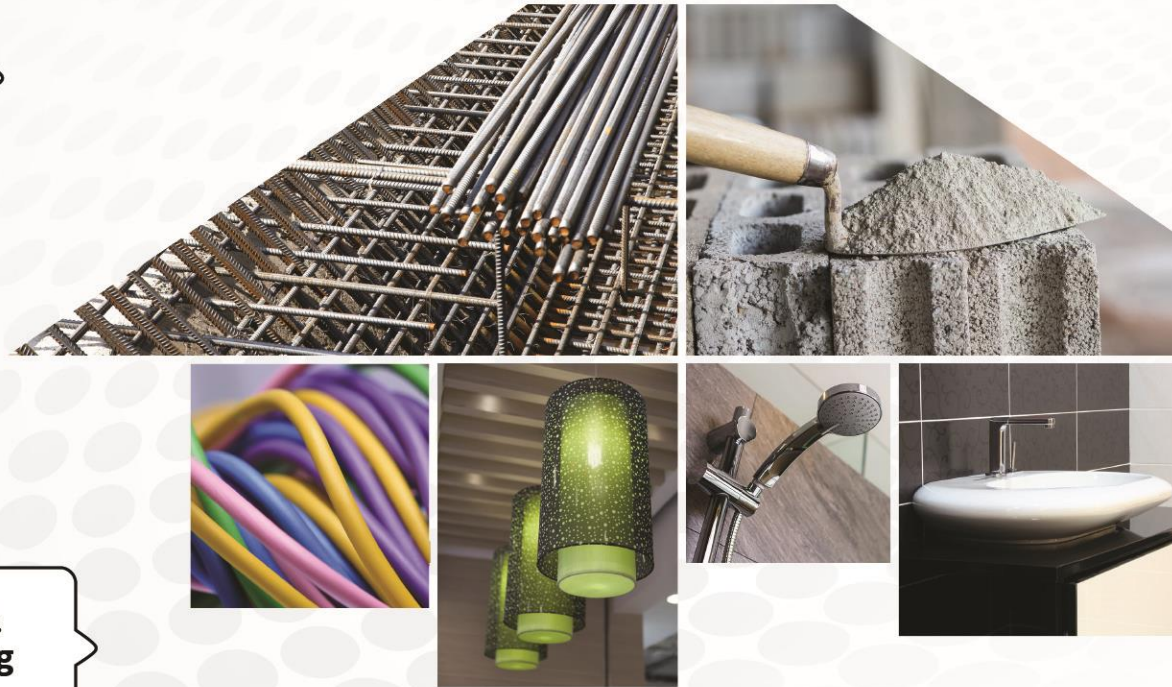
Electrical &
Lighting

Plumbing &
Sanitaryware

Steel Tubes
& Pipes

Tiles &
Flooring

Roofing,
Exterior &
Interior



BRANDS

Towards the Community

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



OUR JOURNEY

MILESTONES

1995

Incorporation of Company

2002

- ☛ Received ISO 9001: 2008 certification from NQA

2010

- ☛ Acquired the precision tube processing unit in Bengaluru through acquisition of Vishal Precision Steel Tubes & Pipes Private Limited

2011

- ☛ Raised private equity investment of ₹800 million
- ☛ Constructed a processing facility in Hyderabad

2013

Acquired a roofing products company – Centurywells Roofing India Private Limited and launched Inhouse brand of roofing sheet – Ganga, Ganga Gold & Century Roofing

2014

Excellent Performance: 2014 -2015 by Kajaria Chennai

2015

- ☛ Launched own private label brands – Taurus, Prince Galva Plus and Loha
- ☛ Added new product category of water tanks
- ☛ Listed among the top 200 best unlisted Indian companies by Business Standard

2016

- ☛ Achieved ₹20 billion + turnover
- ☛ Added new Product categories – Fabrication accessories, Roofing Solutions, Plumbing, CP Fittings, Scaffolding, Solar products, TMT, Cement, Sanitaryware, Tiles & Flooring

2017

Listing on the NSE & BSE

MILESTONES

2018

- ☛ Included in the BSE 500 & NIFTY 500 index list of Companies Acquired Vaigai Sanitation, Chennai & JP Sanitation, Bangalore Collaboration with industry leaders across all category segments
- ☛ Excellent Performance under Platinum Category South in Eternity Division – 2018-2019 by Kajaria, Chennai

2019

- ☛ Incorporation of the brand Buildpro for retail and our fulfilment Centres
- ☛ Added 50,000+ SKU's to our Product category in the Building Products life cycle
- ☛ Launched our Ecommerce website for building material & Products - The online Store

2020

Products portfolio expanded to include Electricals

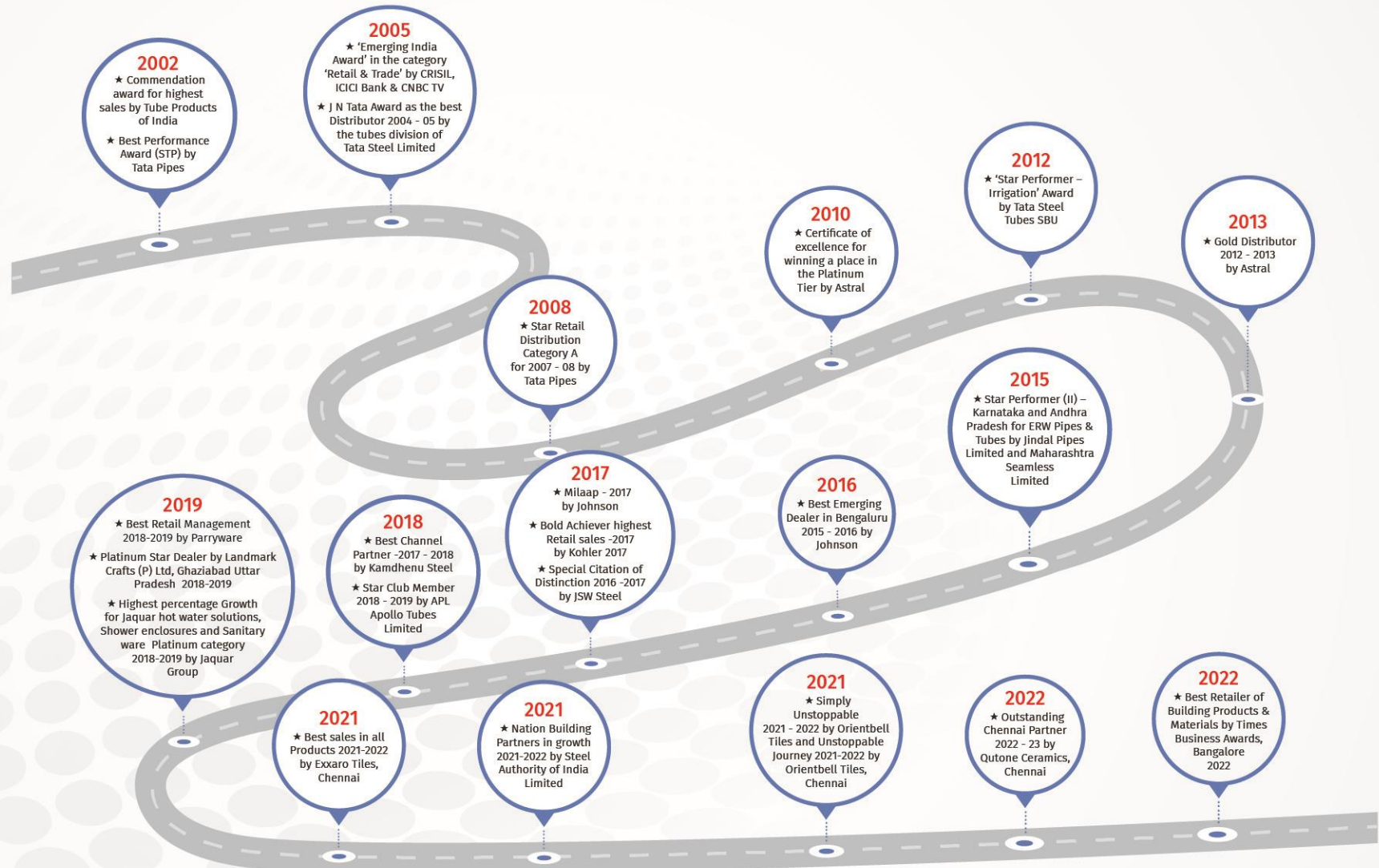
2021

Rationalization of operations and successfully served customers through the covid Pandemic ,Channel business sustained in growth during FY-21

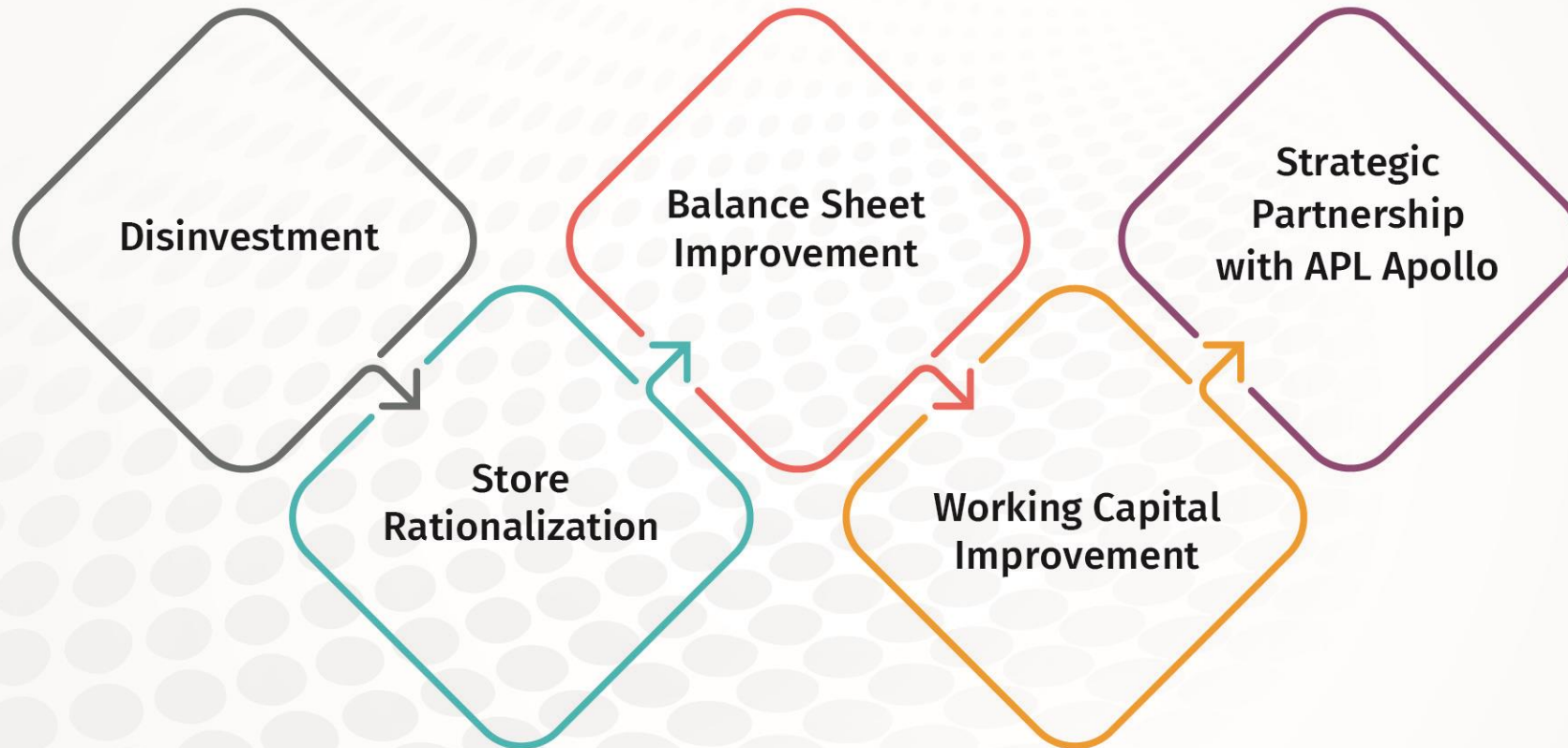
2022

- ☛ Added new product categories of Lighting, Paints, Cladding & Exterior UPVC window Doors, Plywood & Modular Kitchen & Wardrobes
- ☛ Added Luxury Brands in our product Portfolio

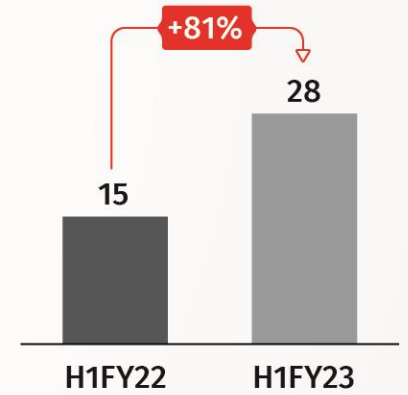
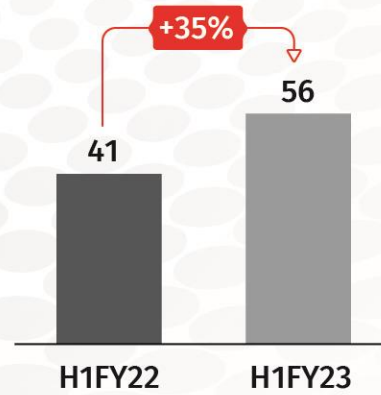
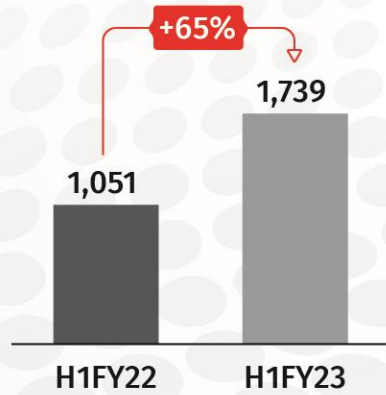
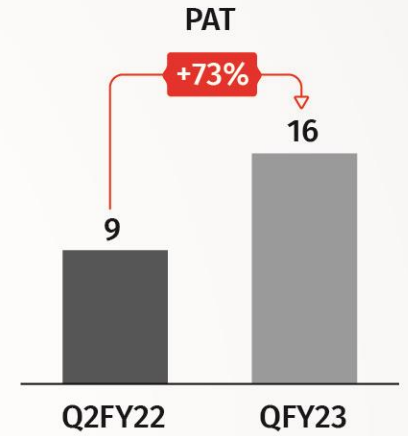
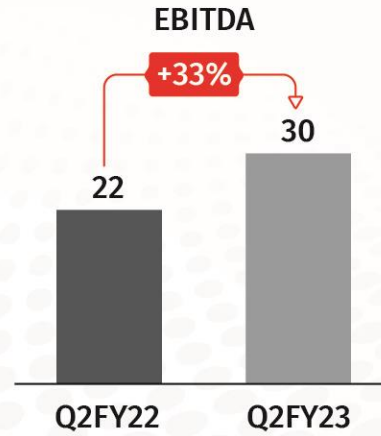
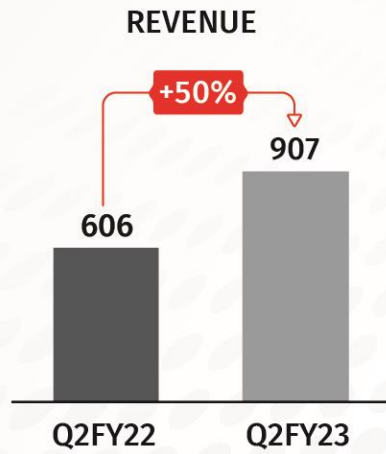
Awards and Accreditations



Business Strengthening Measures



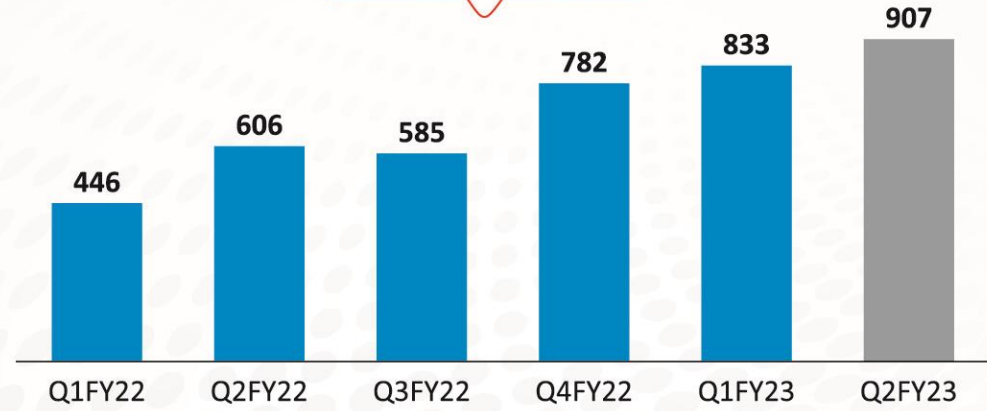
FINANCIAL HIGHLIGHTS



Rs in Crores

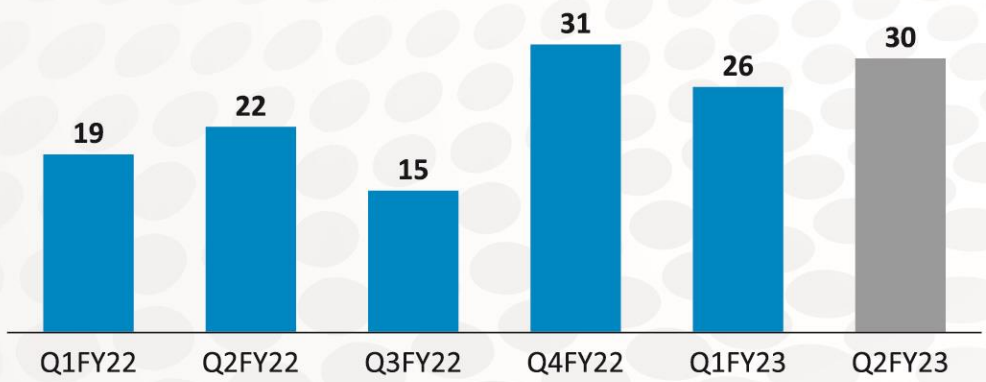
Accelerated Financial Performance

Revenues (Rs. Cr)

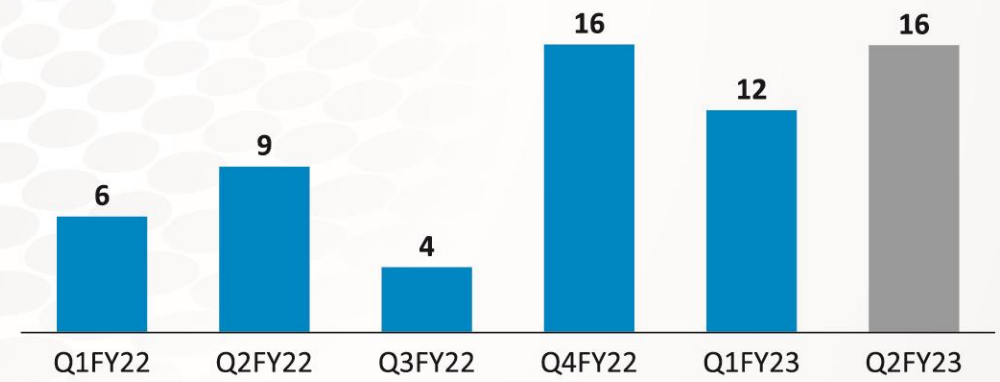


Highest ever quarterly revenue in Q2FY23

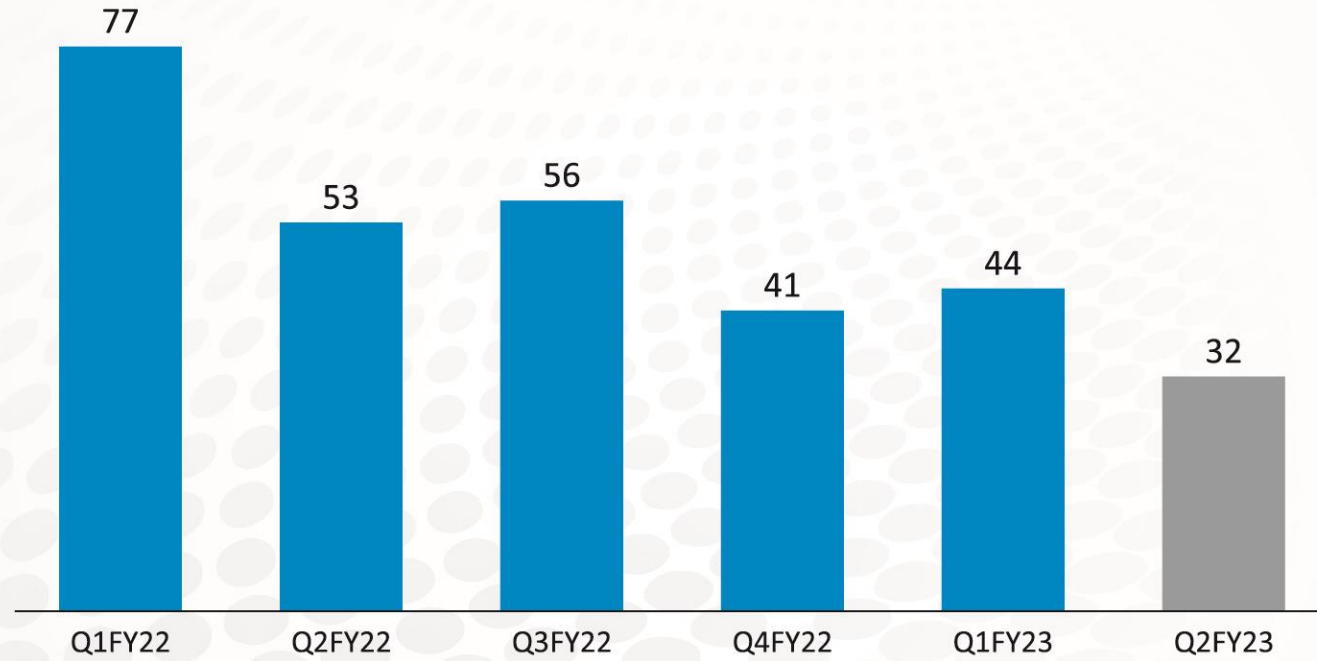
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Improvement in Working Capital



Net Working Capital Days*

*Debtors are calculated on Gross Sales



WAY FORWARD



OPERATOR

Operator Benefits

- Strengthened loyalty
- One stop shop solution
- Greater reach

Seller benefits

- Additional distribution channel
- Access to larger customer base
- Ease of transaction

SELLER



Marketplace Model

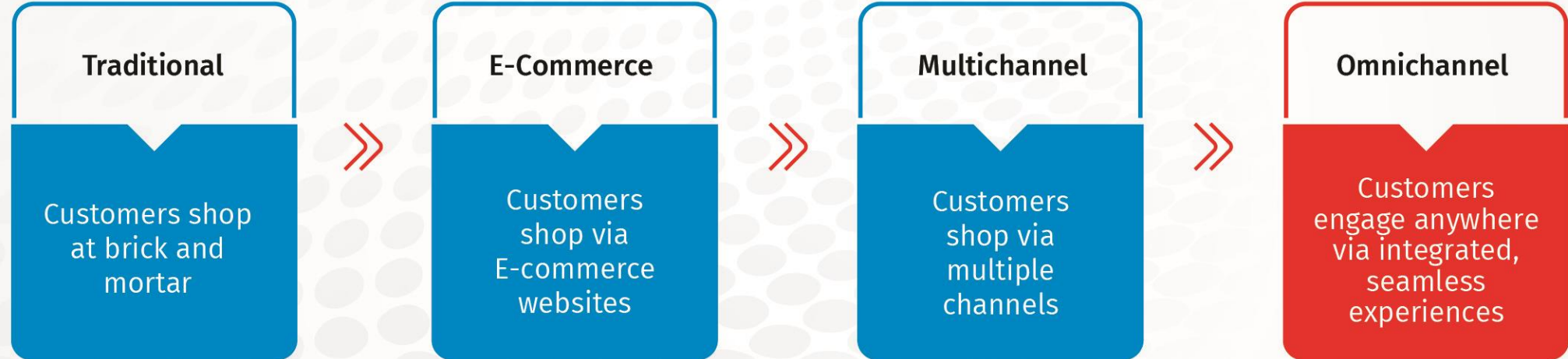
Buyer benefits

- More Range & choice
- Competitive pricing
- More security as trusted partner

BUYER



The Omnichannel



The Shankara Marketplace

SELLER



Steel Building Material Products

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

Non Steel Building Products

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

MARKETPLACE



Steel Building Material Products

- ☞ 91 Fulfillment Centers
- ☞ Over 4.5 lac sq ft area of space available
- ☞ End to end logistics
- ☞ Online channel

Omnichannel Platform

- ☞ Fulfillment
- ☞ Online
- ☞ Mobile
- ☞ Social

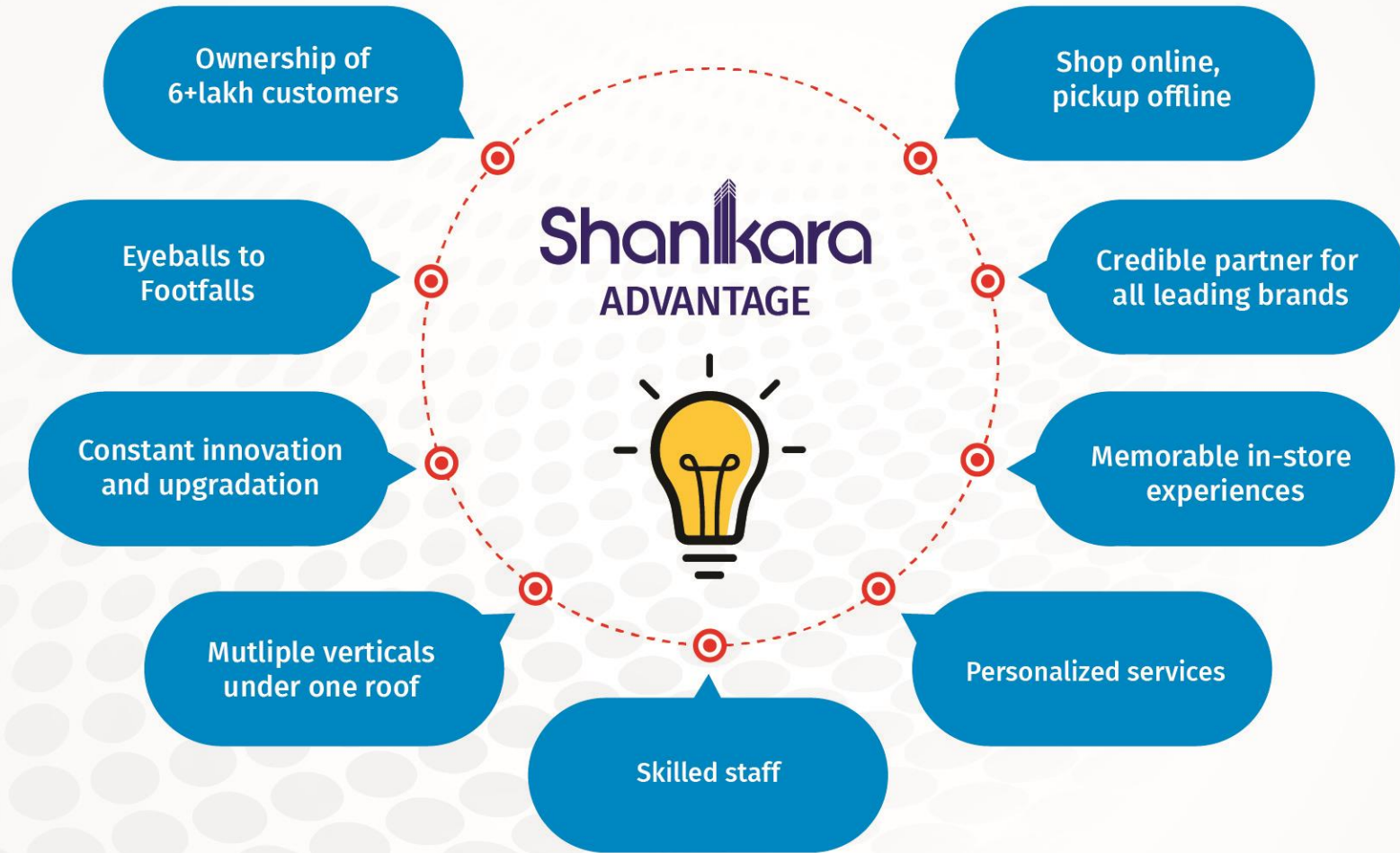
BUYER



- ☞ Retailer
- ☞ Mom-and-pop stores
- ☞ End customer/Household owner
- ☞ Builders/Developers
- ☞ Influencer
 - Fabricator
 - Plumber
 - Architect
 - Contractor
 - Engineer
 - Painter
 - Electrician

THE SHANKARA OMNICHANNEL





Growth Drivers

Technology
& Digital
marketing

Store &
Geographical
expansion

Adding more
product
categories
to our
existing
stores

Increase in
product
range
& brands

Private
labels

Private Labels



TECHNOLOGY



GROW
STORE SALES

GO PAN
INDIA

BUILD
THE BRAND

WIDEN DEALER
NETWORK

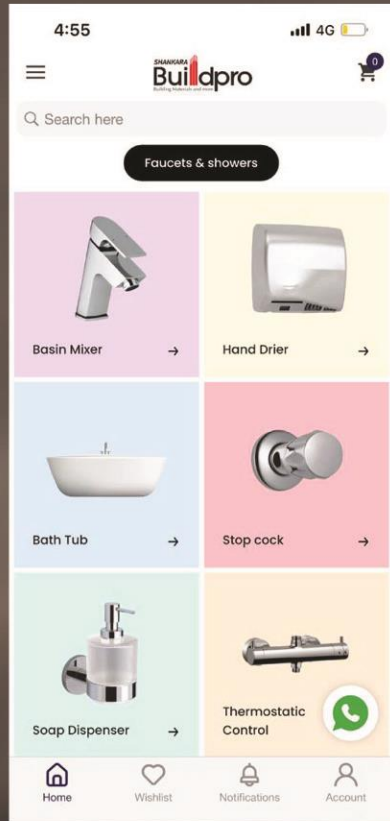
IMPROVE
CUSTOMER
JOURNEY

THE ONLINE
STORE

AI

www.buildpro.store

SHANKARA Buildpro App





“One who owns the customer,
owns the future”

29

thank you

SCAN THE QR CODE
TO EXPERIENCE THE



ANDROID



IOS

For further information, please contact:

Company:

CIN - L26922KA1995PLC018990

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