

Shankara Buildpro Limited



Date: May 19, 2026

To
Department of Corporate services
BSE Limited
1st Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy
Towers, Dalal Street
Mumbai - 400 001

Symbol: 544517

To
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1,
Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051

Scrip Code: BUILDPRO

Dear Sir/Madam,

Sub: - Investor's presentation- Q4 & FY26

Dear Sir/Madam,

Please find enclosed Investor's Presentation for Q4 & FY26 Results 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

For **Shankara Buildpro Limited**

ereena
vikram

Digitally signed
by ereena vikram
Date: 2026.05.19
18:30:00 +05'30'

Ereena Vikram
Company Secretary and Compliance Officer
M. No. A33459

Corporate Office:
G2, Farah Winsford, 133 Infantry Road,
Bengaluru-560001. Karnataka
Ph.: +91-080-40117777

Registered Office:
No.21/1 & 35-A-1, Hosur Main Road,
Electronic City, Veerasandra, Bengaluru-560100
Ph.: +91-080-29910702 | 080-29910709

Email :- info@shankarabuildpro.com

| CIN: L24311KA2023PLC179791

| Website : www.shankarabuildpro.com

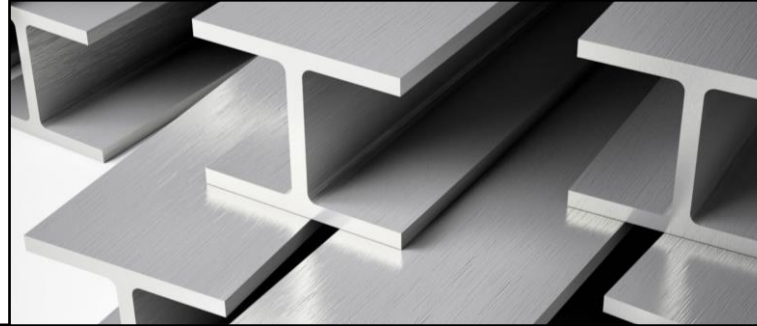


**SHANKARA
BUILDPRO LIMITED**

Q4 & FY26
INVESTOR PRESENTATION

NSE: BUILDPRO
BSE: 544517
BLOOMBERG: BUILDPRO:IN

India's Leading
Building Materials
Marketplace



1

Q4 & FY26 RESULTS

03-09



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01//

Q4 & FY26 RESULTS



04-09

Q4 & FY26

ROBUST GROWTH CONTINUES

OPERATIONAL HIGHLIGHTS

Q4FY26

2.89 Lakh Tonne
VOLUMES – STEEL

19%

Q4 VOLUME GROWTH
(YOY) - STEEL

FY26

10.16 Lakh Tonne
VOLUMES – STEEL

32%

12M VOLUME GROWTH
(YOY) - STEEL

₹1,836 Crore
SALES – STEEL

32%

Q4 REVENUE GROWTH
(YOY) – STEEL

₹6,220 Crore
SALES – STEEL

33%

12M REVENUE GROWTH
(YOY) – STEEL

₹161 Crore
SALES – NON-STEEL

(2%)

Q4 REVENUE GROWTH
(YOY) – NON-STEEL

₹606 Crore
SALES – NON-STEEL

2%

12M REVENUE GROWTH
(YOY) – NON-STEEL

₹1,996 Crore
SALES

28%

Q4 REVENUE GROWTH
(YOY)

₹6,826 Crore
SALES

30%

12M REVENUE
GROWTH (YOY)

FINANCIAL HIGHLIGHTS

3.51%

Q4 EBITDA MARGIN

3.35%

FY26 EBITDA MARGIN

QUARTERLY & FINANCIAL YEAR OPERATIONAL UPDATES

STRATEGIC UPDATES

Robust **2.89 lakh tonne** steel volume delivered in Q4 & **10.16 lakhs tonne** in FY26.

Exceeded **1.0+ million tonne** steel volume target in FY26.

Asset-light Balance Sheet, with superior RoCE of 36% (FY26) achieved post demerger from Shankara Building Products Limited.

Robust PAT growth in Q4 & FY26, up 42% YoY and 64% YoY, respectively.

Good volume growth in core steel categories such as:

- **Pipes & Tubes**
- **Flats**
- **Roofing**

Continuing growth in **Retail & Non-Retail across South-India** in all key markets.

Working capital at 25 days in FY26, improving from previous year's 30 days.

Healthy growth in **Retail and Non-Retail in Q4 & FY26.**

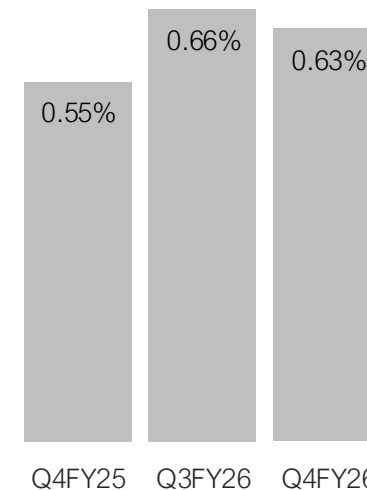
Strengthening strategic relationship with our key business partners:



Controlled finance cost despite growing scale of operations, achieved through better working capital management.

Interest Cost Under Control

(% OF REVENUE)



4.0%

ASPIRATIONAL EBITDA MARGIN OVER MEDIUM-TO LONG-TERM

Up from 3.35% in FY26

4-5

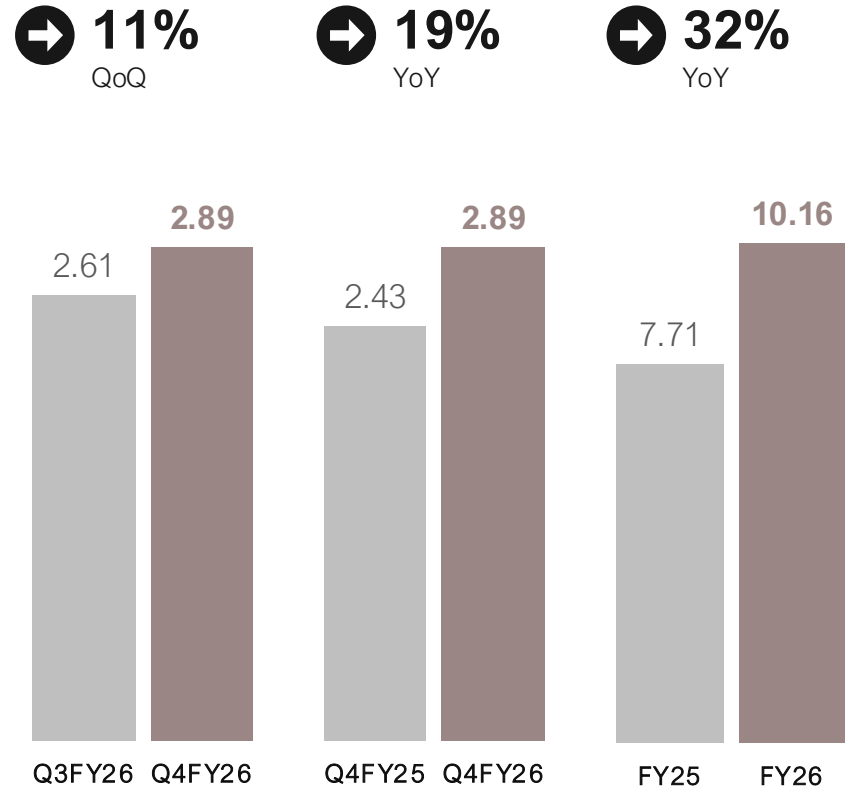
STORE/ FULFILMENT CENTER ROLLOUT PLAN

Additions per year for FY27 and FY28, in high-potential micro-markets

VOLUME THRUST CONTINUES IN STEEL MARKETPLACE

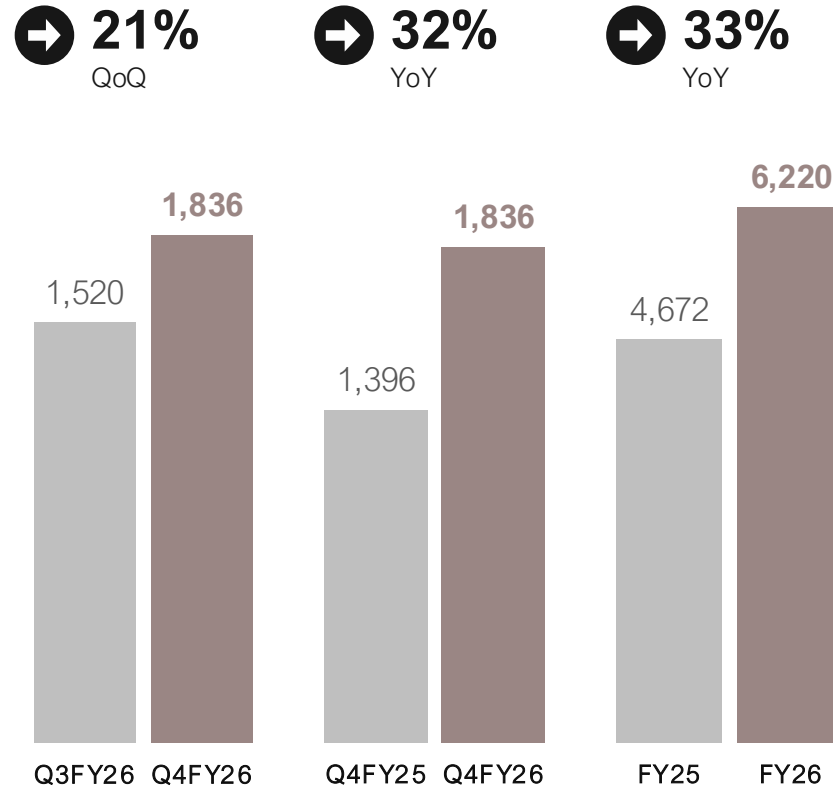
Volumes - Steel

(IN LAKH TONNE)



Revenue - Steel

(IN ₹ CRORE)



Robust volume growth continues in Q4FY26 & FY26

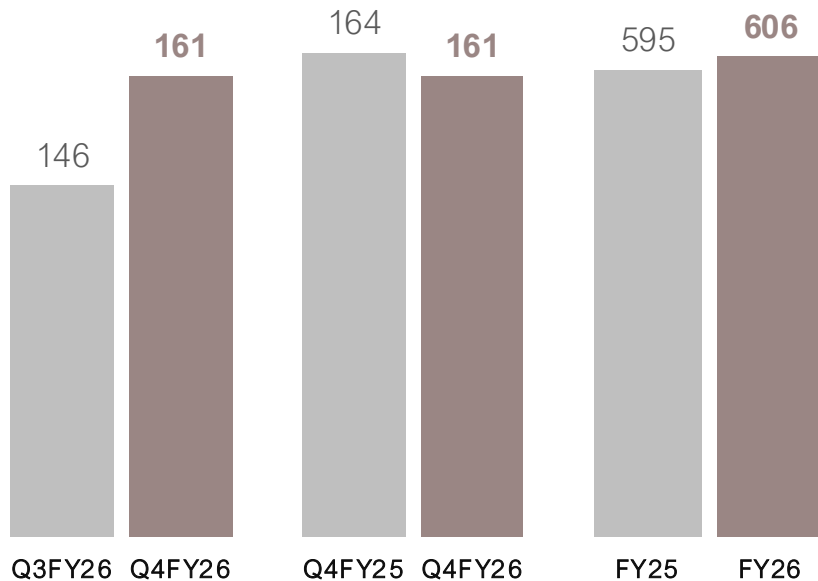
Exceeded the **1.0+ million tonne volume target** for FY26

INDUSTRY HEADWINDS IN NON-STEEL MARKETPLACE

Revenue – Non-Steel

(IN ₹ CRORE)

➔ **10%** QoQ
➔ **(2%)** YoY
➔ **2%** YoY

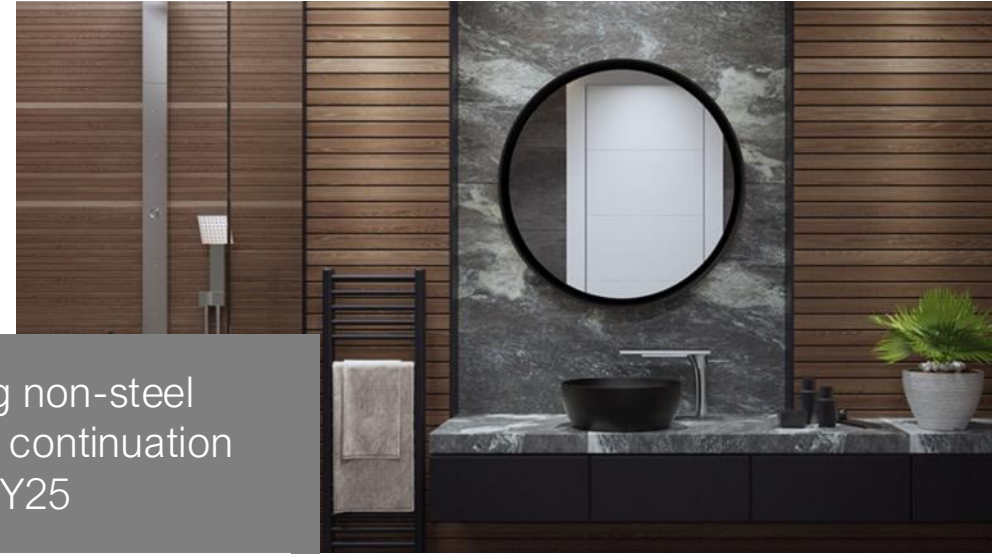


Macro headwinds impeding non-steel revenue growth in FY26, in continuation to the slowdown since H2FY25

Tepid building materials environment observed across the industry

Plumbing, Fittings & Sanitaryware continued to deliver growth, while there was a slowdown in tiles, which was further impacted by production issues due to unavailability of gas

Emerging categories such as Electrical, Lighting and Paints observed growth



Q4 & FY26 ROBUST PROFIT PERFORMANCE

Revenue growth in Q4 & FY26 led by 19% & 32% YOY volume growth

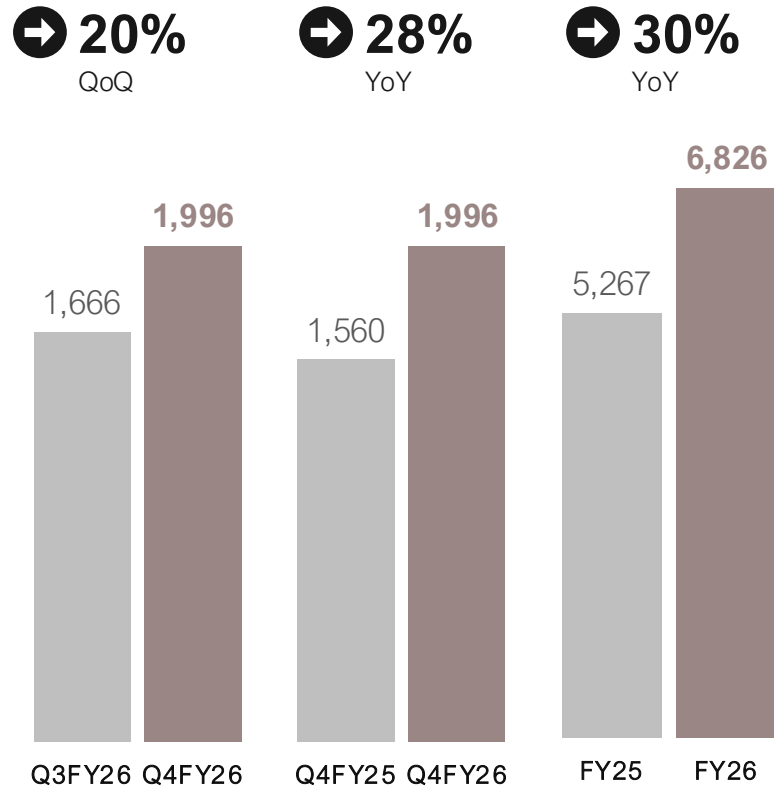
Q4 EBITDA margins improved both sequentially and YOY

FY26 EBITDA margin recorded substantial improvement over previous year

Robust PAT growth in Q4 & FY26, up 42% & 64% YoY, respectively

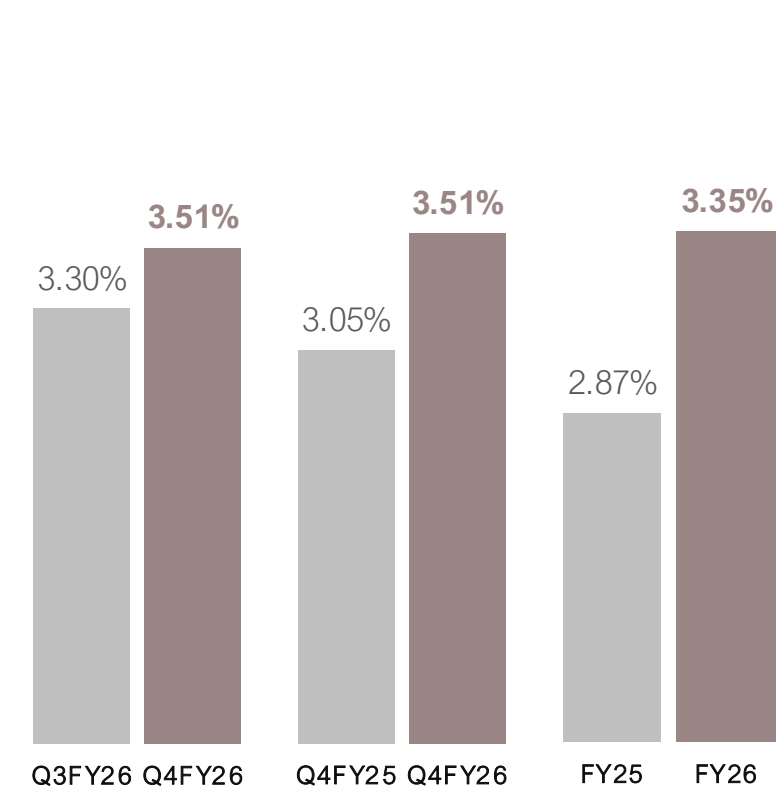
Revenue

(IN ₹ CRORE)



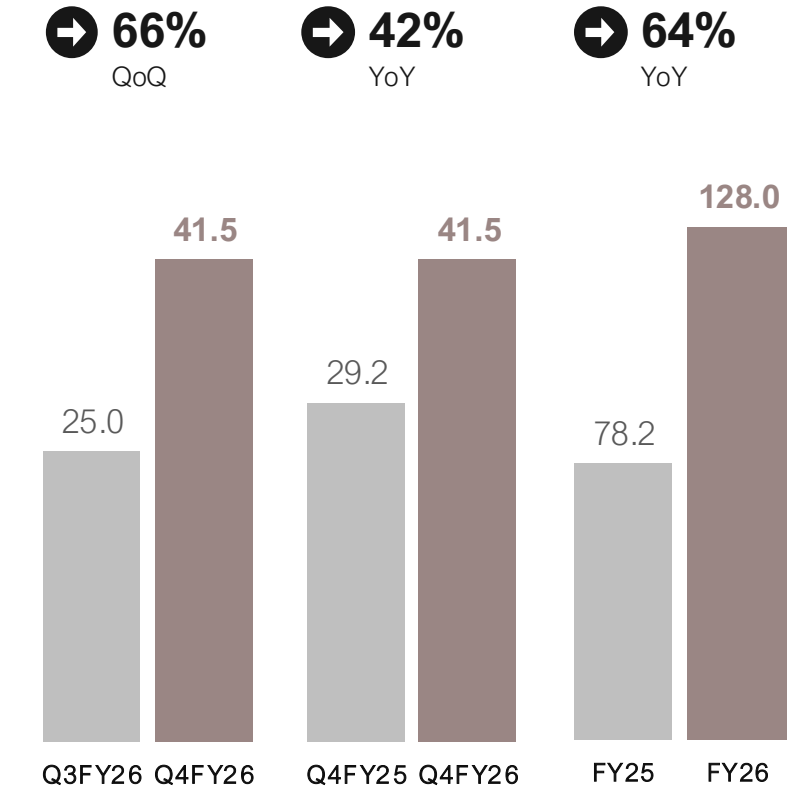
EBITDA Margin

(IN %)



PAT

(IN ₹ CRORE)



Note – Consolidated data. Figures have been rounded-off. FY26 PAT has an impact of ₹2.61 Crore on account of one-time provisioning due to labour code amendments.

BUILDPRO

P&L STATEMENT

PARTICULARS (₹ CRORE)	Q4 FY25	Q3 FY26	Q4 FY26	CHANGE YOY	FY25	FY26	CHANGE YOY
Revenue from Operations	1,560	1,666	1,996	28%	5,267	6,826	30%
Other Income	1	0	0	-33%	1	1	10%
Cost of Materials Consumed	1,481	1,577	1,879	27%	5,003	6,453	29%
Employee Expenses	12	12	13	2%	50	53	6%
Other Expenses	19	23	34	76%	64	92	44%
EBITDA	48	55	70	47%	151	228	51%
EBITDA Margin %	3.05%	3.30%	3.51%	46 bps	2.87%	3.35%	47 bps
Depreciation	2	3	3	46%	8	10	21%
Finance Cost	9	11	13	46%	42	42	0%
Profit before Tax	37	38	55	48%	101	174	72%
Tax	8	13	13	69%	23	46	100%
Profit after Tax	29	25	42	42%	78	128	64%
PAT Margin %	1.87%	1.50%	2.08%	0.21%	1.48%	1.87%	0.39%
Basic EPS (in ₹)	12.04	10.31	17.12	42%	32.23	52.77	64%

Note – Consolidated data. All figures have been rounded-off. FY26 PAT has an impact of ₹2.61 Crore on account of one-time provisioning due to labour code amendments.



02//

BUILDPRO OVERVIEW

→ 11-20

WHAT MAKES BUILDPRO DIFFERENT?

Built on an evolving playbook across markets & categories.



Wide Customer Spectrum + True Omni-Channel Play

- Customer ticket sizes range from ₹500 to ₹1.50 Crores
- Customer category ranges from independent home buyers, influencers, contractors, dealers to builders and large institutions
- Sales through in-person visits, tele calling, and e-commerce across multiple platforms
- Making Shankara Buildpro a true omni channel business



Grassroots Geographic Depth

- Spread across multiple territories and penetration across metro, tier-1, tier-2 and tier-3 markets
- Branches across states in urban, semi urban & rural areas
- Understands and caters to India's diverse requirements
- Strong supply chain & marketplace network ensures last mile serviceability



Multi-Vertical, Multi-Product & Multi-Brand Marketplace

- 2 lakh+ SKUs spread across 25+ verticals covering 75+ categories
- 100+ leading brands
- One-stop destination for all building material needs



The Buildpro Advantage

- Understands the nuances and complexities of multiple verticals
- Has developed a unique model that balances standardization with local flexibility
- Caters to regional customer preferences and purchase habits
- Competes successfully with local & unorganized players
- Delivers a superior customer experience

BUILDPRO AT A GLANCE

130

95 OPERATIONAL
STORES & 35
FULFILMENT CENTER

5.4+

LAKH SQ.FT. OF RETAIL
SPACE

India's leading
**building materials
& home
improvement
marketplace**

**One stop-
solution** for all
building materials



India's **largest
steel tube & pipe
distributor &
retailer**

38%

4Y VOLUME CAGR
in core steel product
segment

Building
**margin-accretive
non-steel
business**

31%

4Y REVENUE CAGR
in non-steel product
segment

BUILDPRO FOOTPRINT



Strategy

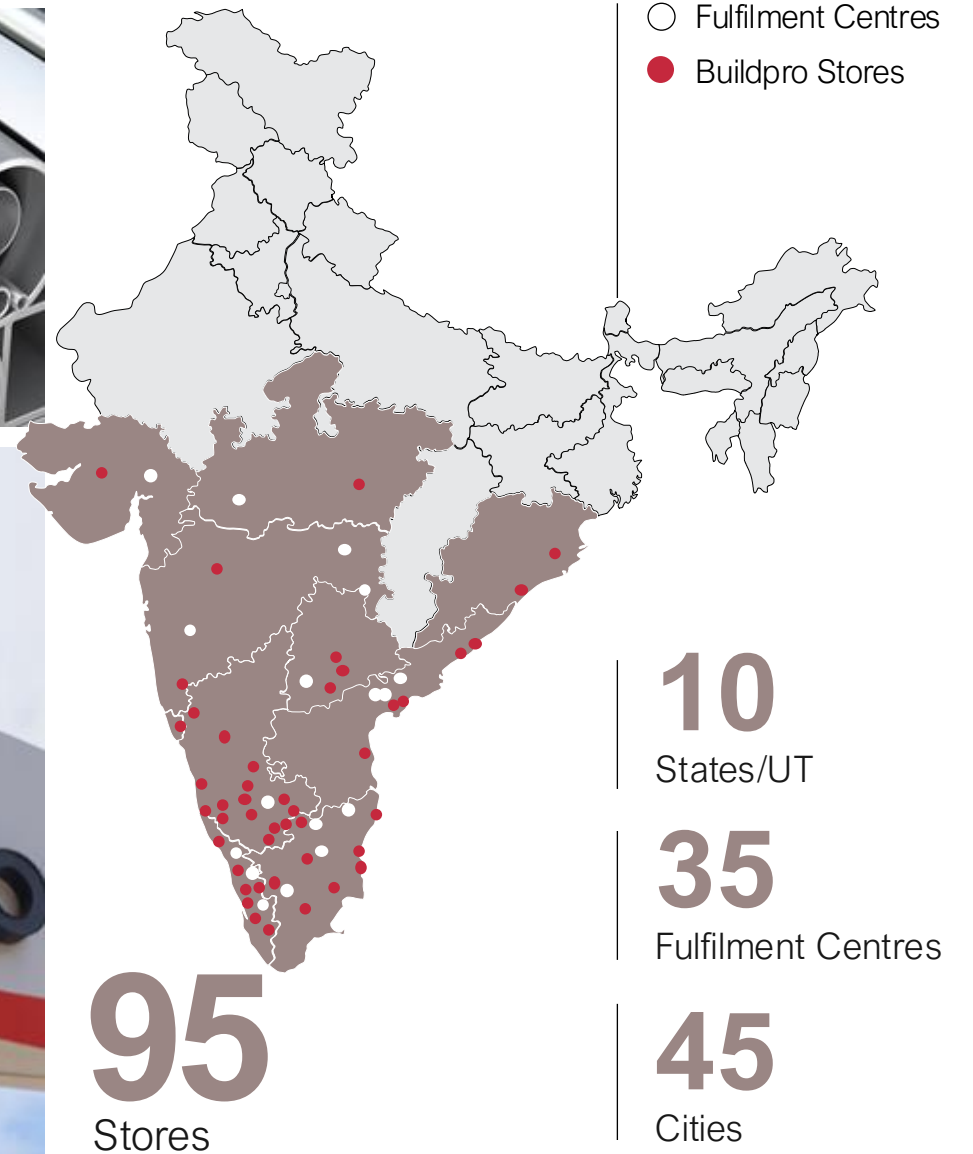
South-India stronghold: Karnataka, Tamil Nadu, Kerala, Telangana, Andhra Pradesh, Pondicherry & Goa

Expanding markets: Maharashtra, Madhya Pradesh, Gujarat

Important supply-chain infrastructure in each micro-market: Fulfilment Centres & Warehouses

Cluster-based distribution approach

Prioritizing quick order fulfilment



Note: Map only for illustration purpose, not to scale

EXTENSIVE CUSTOMER BASE



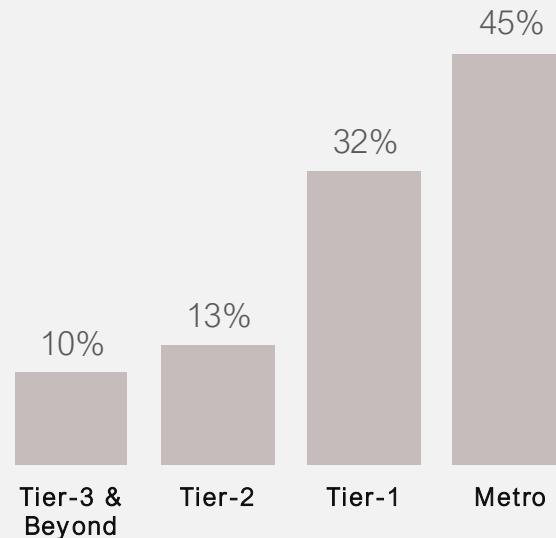
50,000+
ACTIVE CUSTOMERS IN FY26

₹500 - ₹1.5 Cr
TICKET SIZE SPECTRUM

45+
CITIES SERVED ACROSS 10 STATES

Geographic Revenue Distribution

(% OF REVENUE)



Customer Segmentation

- | | |
|---|--|
| <p>Home Owners</p> | <p>Influencers (Fabricators, Plumbers, Engineers, Contractors, Architects)</p> |
| <p>MSMEs, Large Industries across General Engineering, Automobiles, Petro-Chemicals, etc.</p> | <p>Dealers</p> |
| <p>Small/Medium Developers and Builders</p> | <p>Infrastructure clients across Roads, Airports, Railways, etc.</p> |

KEY BUILDPRO STORES



DASANPURA, BANGALORE



AMBATTUR, CHENNAI



YELAHANKA, BENGALURU



KULUR, MANGALORE



INFANTRY ROAD, BENGALURU



ANNA NAGAR, CHENNAI

STORE FOOTPRINT

95
STORES AS ON FY26

- Prioritizing stores in high-potential areas over increasing cumulative store count
- Gradual addition in net store-count
- Concentrating on improving SSSG: 23% in FY26

DIVERSIFIED PRODUCT PROFILE

Steel

2 Lakh+ SKU's across
75 product categories

Pipes & Tubes



ERW Pipes



HRMS Tubes



Galvanized Steel Pipes



Hollow Structural Sections



Mechanical Tubing

Long



MS Angle



MS Square Rod



MS Round Rod



Long S



MS Channel



MS Angle



MS Beams



MS Beams & NPB

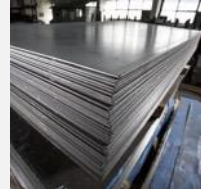


Long MS Channel Steel Tube

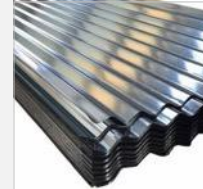


Long MS Round Rod

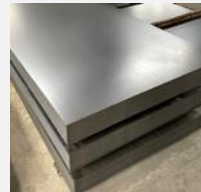
Flat



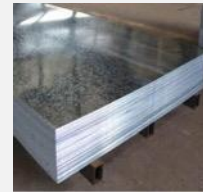
MS Sheet



GC Sheet



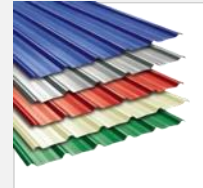
CR Sheet



GP Sheet



HRPO Sheet



PPGI & PPGL Roofing Sheet

Non-Steel



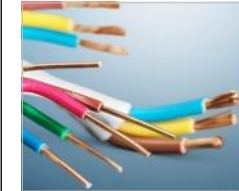
Bath Fittings & Sanitaryware



Tiles, Surfaces & Flooring



UPVC, CPVC & PVC Pipes Fittings



Electrical & Lightings



Modular Kitchen, Cladding & Hardware



Plumbing & Flushing Systems



Paints, Primers & Adhesives



Construction Materials

KEY SUPPLIER PARTNERSHIPS

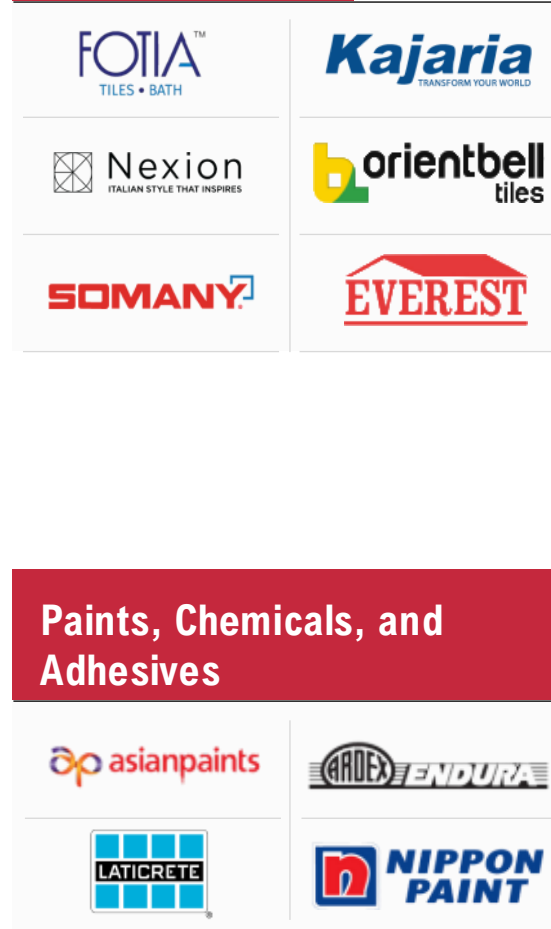
Steel



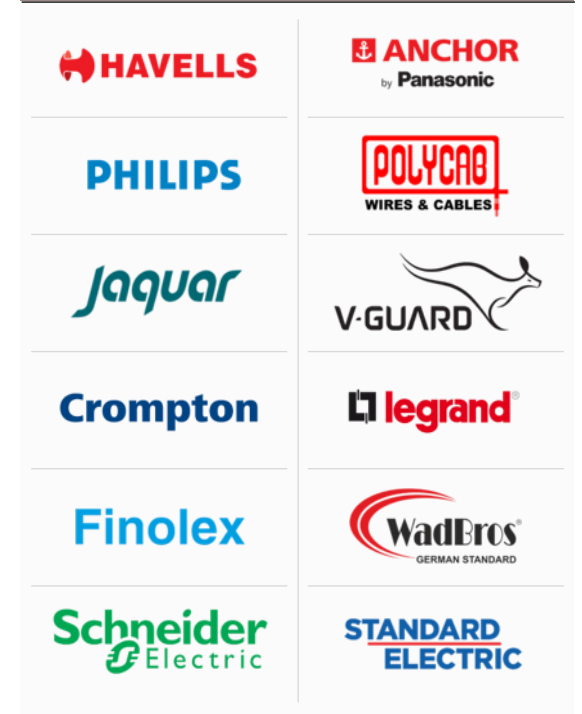
Plumbing & Sanitaryware



Tiles & Surfaces



Lighting & Electricals



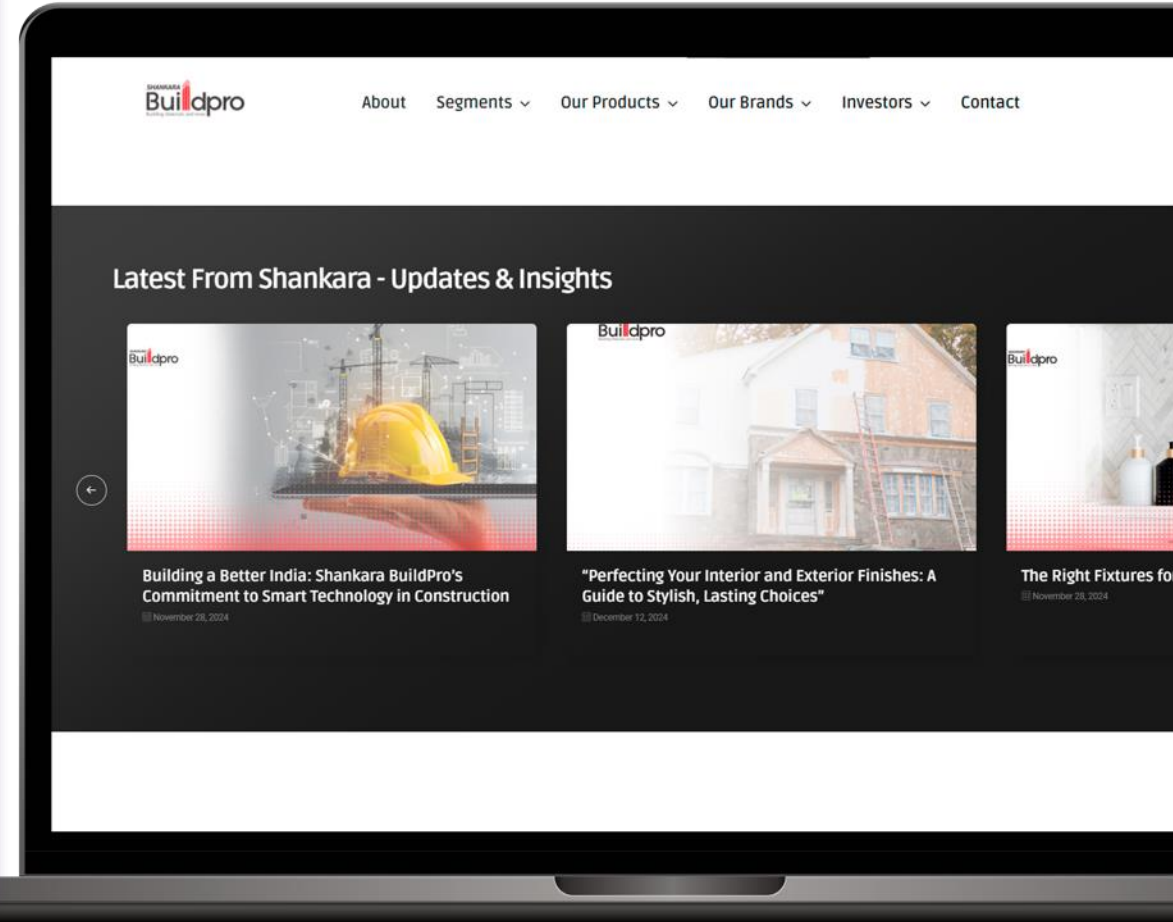
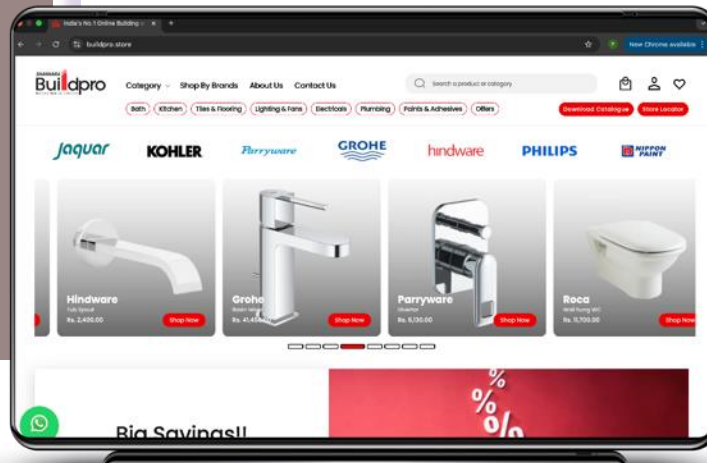
100+
Brands

TRUE OMNI-CHANNEL PLAY: **BUILDPRO.STORE**

Shankara's online e-com presence offering thrust to offline channels

Objective to touch-base with customers across different channels and ultimately drive store footfalls

Buildpro.store enabling online discovery and purchase, a true online store

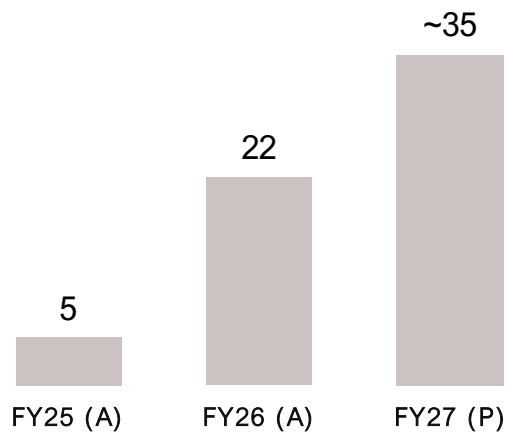


E-COMMERCE: EMERGING DISCOVERY & GROWTH ENGINE

<p>₹22 Cr</p> <p>FY26 E-COM REVENUE</p> <p>vs ₹5 Cr in FY25</p>	<p>₹35+ Cr</p> <p>FY27 (P) E-COM REVENUE BASED ON Q4FY26 RUN-RATE</p>	<p>~50:50</p> <p>TARGET CHANNEL MIX</p> <p>Third-party: Buildpro.store</p>
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E-commerce Revenue Trajectory

(IN ₹ CRORE)



Why our e-com growth matters?



Discovery

Online search drives offline footfalls; many of our retail customers research & browse before visiting our store



Geographic Reach

Penetrate markets without physical store presence



Asset-Light Expansion

Lower-cost growth channel; complements physical footprint



Channel Mix Strength

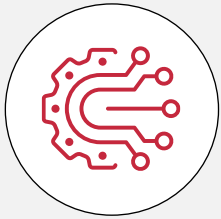
50:50 split between third-party platforms and own portal balances reach with margin

From ₹5 Crore in FY25 to ₹22 Crore in FY26.

E-commerce is now becoming a strategic customer acquisition and transaction channel.

BEYOND BUILDING MATERIALS

Diversified end-use exposure across sectors, beyond construction and infrastructure.



Auto & Engineering

Products:

- Mechanical tubing
- HR/CR coils
- Structural steel

Supplies to auto component manufacturers and engineering OEMs



Oil & Gas

Products:

- ERW pipes
- Galvanized pipes
- Structural sections

City gas distribution networks, refinery and pipeline projects

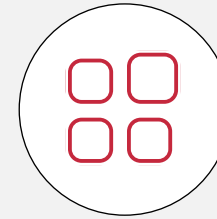


Infrastructure

Products:

- Structural sections
- Roofing sheets
- MS beams

Roads, metro, railways, ports and public infrastructure projects



Others

Products:

- Solar mounting structures
- Warehousing & dark-stores
- Capital goods

Emerging segments with growing volume contribution

Multi-sector exposure provides cyclical buffer and access to multiple growth themes beyond residential and commercial construction



03//

STRATEGIC DIRECTION

BUILDPRO

GROWTH STRATEGY

Continued thrust on steel volumes

Addition of Flats portfolio, earlier business predominately Pipes & Tubes, Longs-driven

Addition of SKU's, Brands/Suppliers and Geographies

Targeting larger volumes through a mix of multiple-channels



Building non-steel business

Build on initial success in Fittings, Sanitaryware & Tiles

Pursue other categories such as Electricals, Lighting and Paints

Convert potential existing stores to hybrid stores

Launch dedicated non-steel stores



New Opportunities

Building on private label brands in all verticals

Dedicated experience centres in select markets

Co-branded product launches



Desired Goal

Resulting in:

Top line growth

Diversified business profile

Gradually improving margin profile

FOR MORE INFORMATION **CONTACT US**

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**SHANKARA BUILDPRO
LIMITED**

Alex Varghese
CHIEF FINANCIAL OFFICER
ir@shankarabuildpro.com



**TIL ADVISORS PRIVATE
LIMITED**

Sayam Pokharna
INVESTOR RELATIONS ADVISOR
sayam@theinvestmentlab.in