Date: August 6, 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- Q1 & FY27**

Dear Sir/Madam,

Please find enclosed Investor's Presentation for Q1 & FY27 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: 2026.08.06 14:56:02 +05'30'

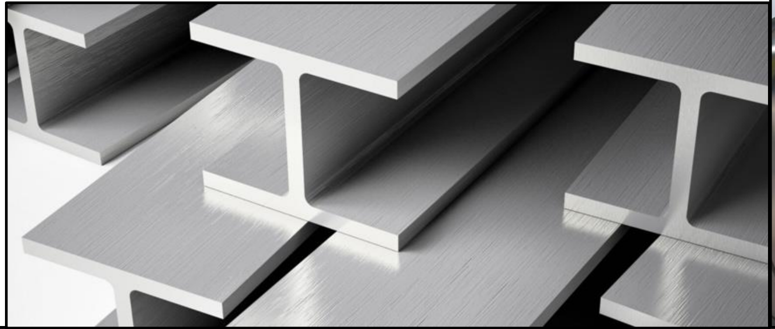
**Ereena Vikram**
**Company Secretary and Compliance Officer**
**M. No. A33459**

# SHANKARA BUILDPRO LIMITED

**Q1FY27**
INVESTOR PRESENTATION

NSE: BUILDPRO
BSE: 544517
BLOOMBERG: BUILDPRO:IN

India's Leading Building Materials Marketplace



1

## Q1FY27 RESULTS

03-09



2

## BUILDPRO OVERVIEW

10-20



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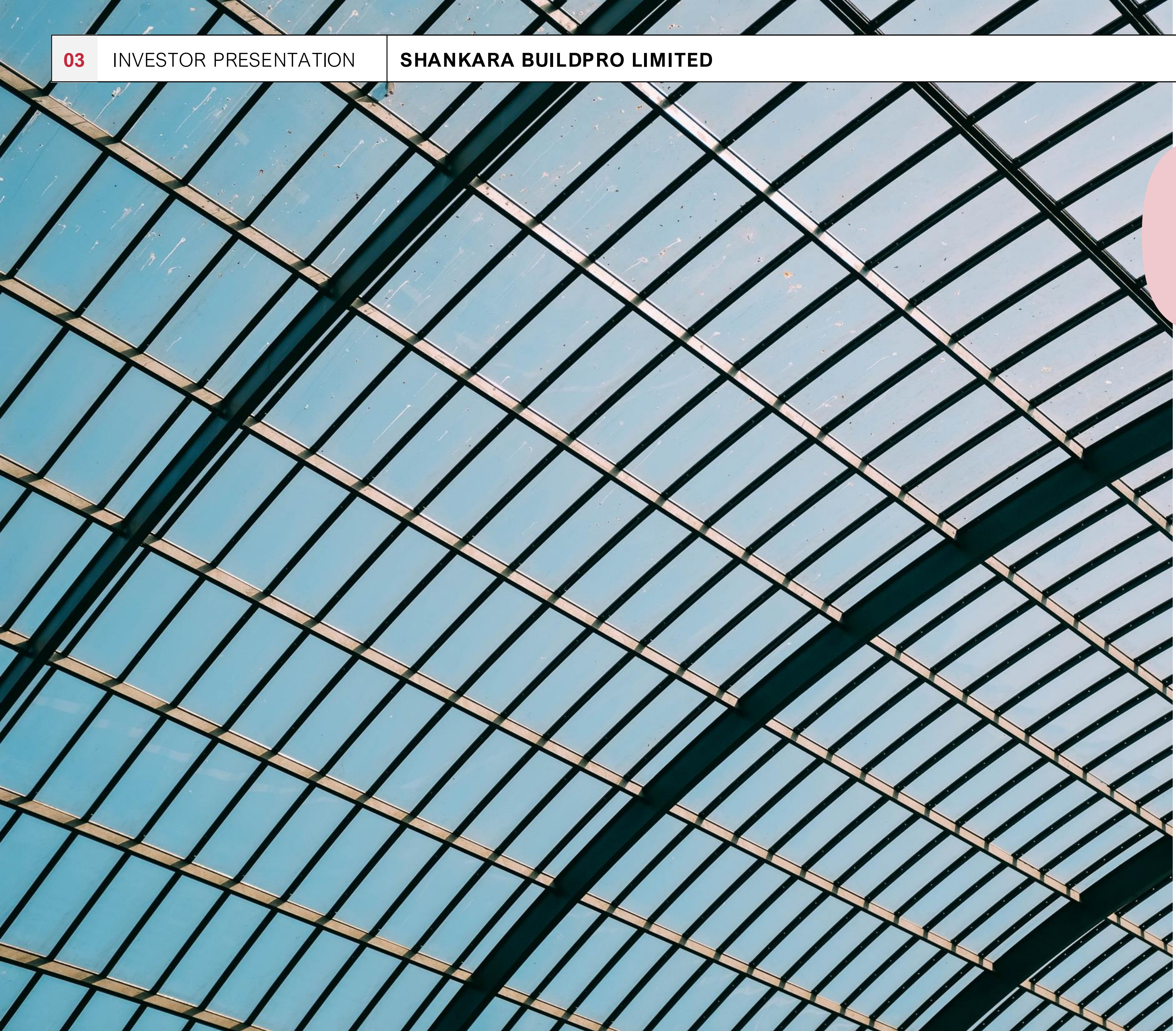
## STRATEGIC DIRECTION

21-22



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# Q1FY27 RESULTS

→ 04-09

# Q1FY27
# ROBUST GROWTH CONTINUES

## OPERATIONAL HIGHLIGHTS

| 2.50 Lakh Tonne | ₹1,725 Crore | ₹165 Crore | ₹1,890 Crore |
|---|---|---|---|
| VOLUMES – STEEL | SALES – STEEL | SALES – NON-STEEL | TOTAL SALES |
| 10% | 21% | 15% | 21% |
| Q1 VOLUME GROWTH (YOY) - STEEL | Q1 REVENUE GROWTH (YOY) – STEEL | Q1 REVENUE GROWTH (YOY) – NON-STEEL | Q1 REVENUE GROWTH (YOY) |

## FINANCIAL HIGHLIGHTS

**3.26%**
Q1 EBITDA MARGIN

**1.90%**
Q1 PAT MARGIN

# QUARTERLY
# OPERATIONAL UPDATES

Robust **2.50 lakh tonne** steel **volume delivered** in Q1 with 10% YOY growth, marking a good start to FY27.

Targeting **1.2 million tonne** steel volume target in FY27.

**Asset-light Balance Sheet, with superior RoCE of 35%** (Q1FY27) achieved post demerger from Shankara Building Products Limited.

**PAT growth of 12% YOY in Q1FY27**.

Good volume growth in core steel categories such as:

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

**Early signs of growth recovery in Non-Steel business in Q1FY27,** despite mixed performance across different product categories.

**Working capital at 27 days** in Q1FY27, comfortably held under 30 days.

Healthy growth in **Retail and Non-Retail in Q1FY27.**

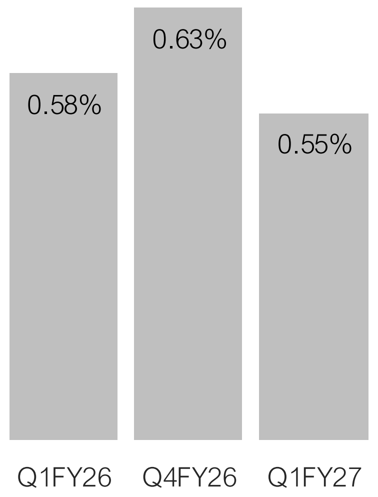
Strengthening strategic relationship with our key business partners:

APL APOLLO, AM/NS INDIA, JSW, Jaquar, KOHLER, SAIL, Parryware, Kajaria, JINDAL STEEL

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

**Interest Cost Under Control**

(% OF REVENUE)




# 4.0%

## TARGETED EBITDA OVER MEDIUM-TERM

Up from 3.35% in FY26 & 3.26% in Q1FY27

# 4-5

## STORE/ FULFILMENT CENTER ROLLOUT PLAN

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

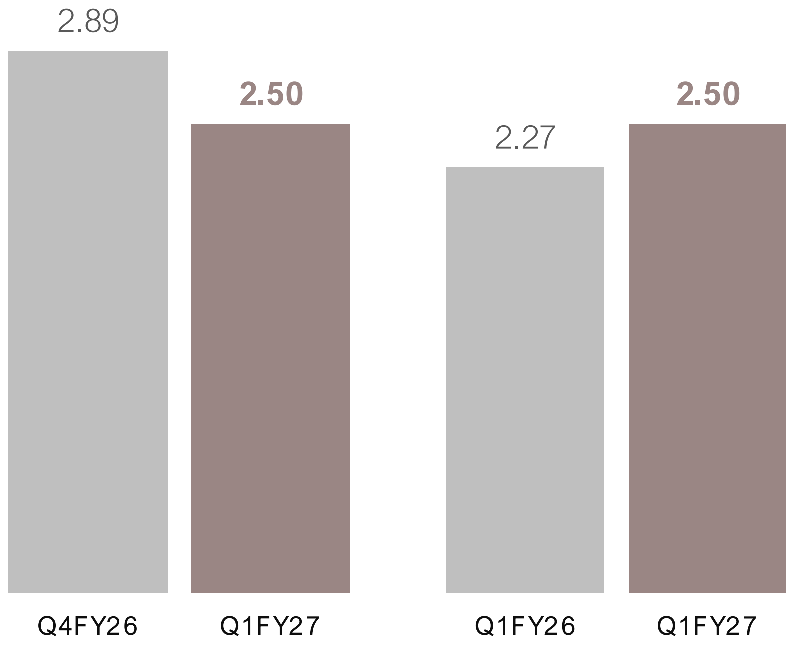
# VOLUME THRUST CONTINUES IN **STEEL MARKETPLACE**

## Volumes - Steel

(IN LAKH TONNE)

**(13%)** QoQ

**10%** YoY

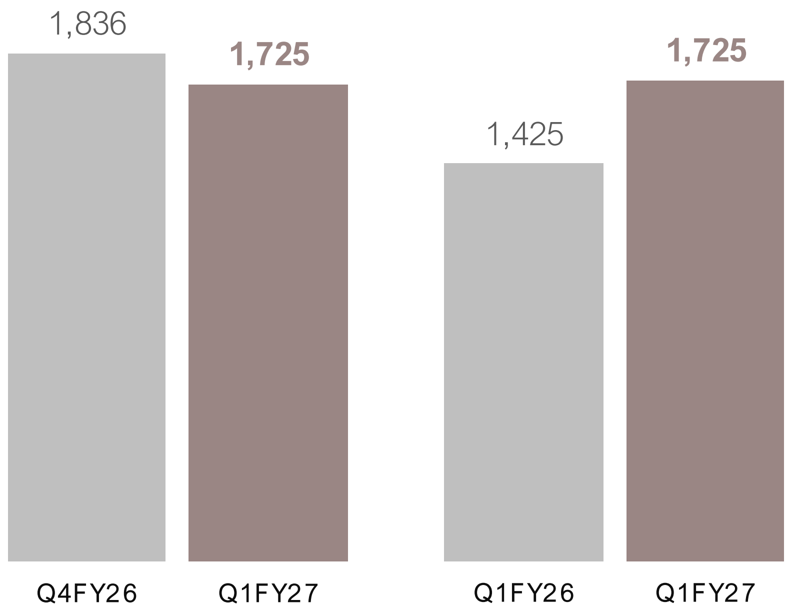



## Revenue - Steel

(IN ₹ CRORE)

**(6%)** QoQ

**21%** YoY




**Healthy volume growth** in Q1FY27, despite tepid industry performance and a slow start to FY27

Aiming for **1.2 million tonne volume target in FY27**

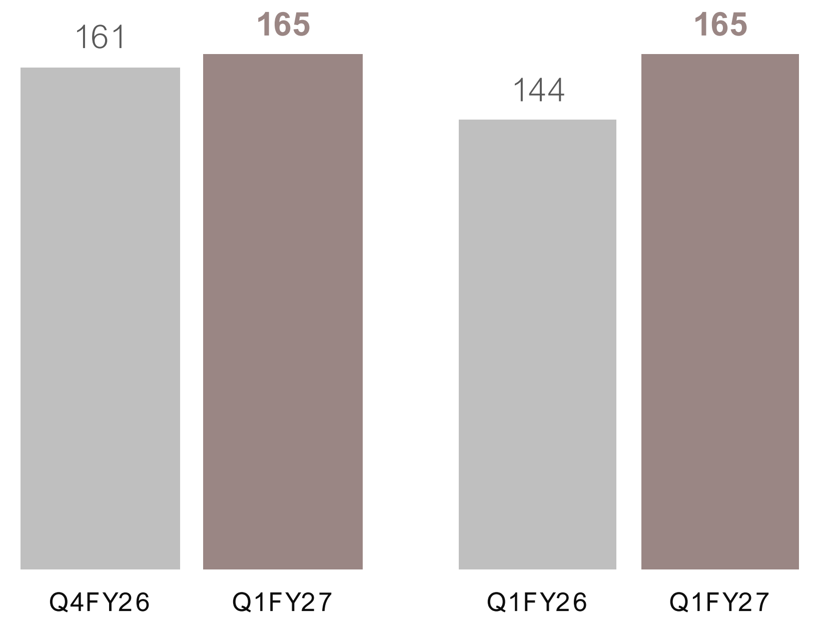
# EARLY SIGNS OF RECOVERY IN **NON-STEEL MARKETPLACE**

## Revenue – Non-Steel

(IN ₹ CRORE)

**2%** QoQ

**15%** YoY




Non-Steel revenue growth resumed in Q1FY27, after a muted FY25 and FY26 impacted by macro headwinds

Tepid building materials environment continued across the industry

Sanitaryware, Electrical and Accessories continued to deliver growth, while headwinds persist in the Tiles portfolio; Plumbing and Fittings has also had a slow start to the year

Emerging categories such as Lighting & Paints observed growth, albeit on a smaller base

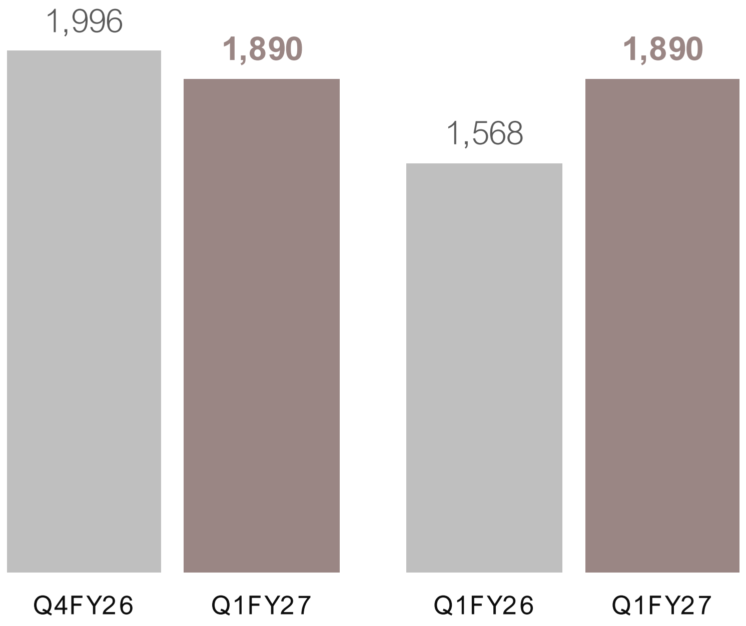
# Q1FY27
# ROBUST PERFORMANCE

| Revenue growth in Q1FY27 led by volume growth and complemented by non-steel recovery | Q1FY27 EBITDA margins noted some compression on account of steel prices | PAT growth in Q1FY27 led by volume-driven growth, despite some margin compression |
|---|---|---|

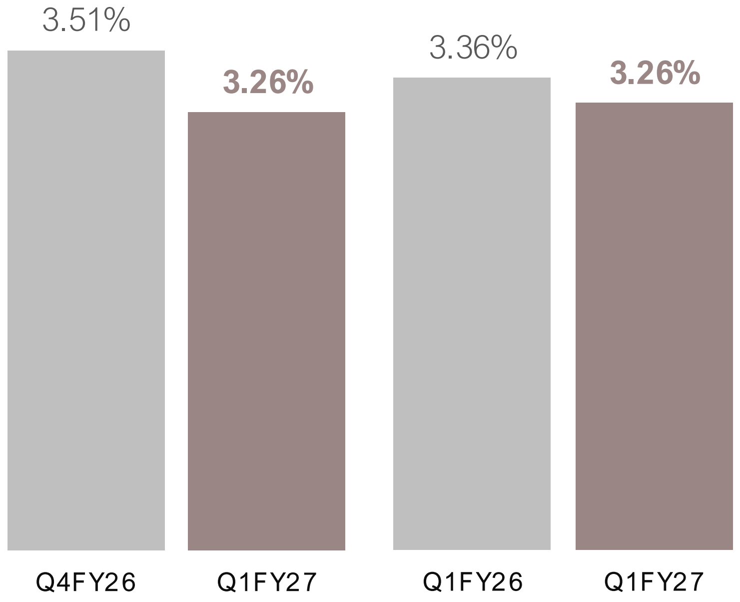
## Revenue
(IN ₹ CRORE)

**(5%)** QoQ

**21%** YoY



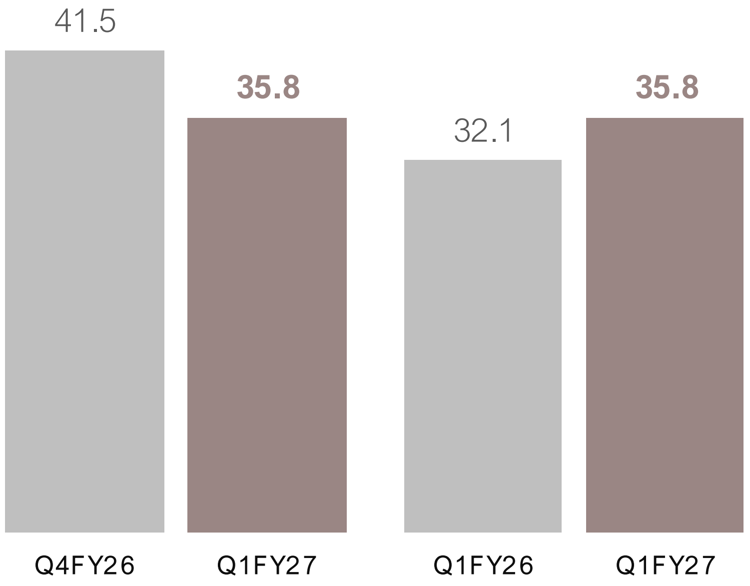

## EBITDA Margin
(IN %)




## PAT
(IN ₹ CRORE)

**(14%)** QoQ

**12%** YoY




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) | Q1 FY26 | Q4 FY26 | Q1 FY27 | CHANGE YOY |
|---|---|---|---|---|
| **Revenue from Operations** | **1,568** | **1,996** | **1,890** | **21%** |
| Other Income | 0 | 0 | 0 | |
| Cost of Materials Consumed | 1,485 | 1,879 | 1,794 | |
| Employee Expenses | 13 | 13 | 13 | -2% |
| Other Expenses | 17 | 34 | 22 | 28% |
| **EBITDA** | **53** | **70** | **62** | **17%** |
| **EBITDA Margin %** | **3.36%** | **3.51%** | **3.26%** | **(10 bps)** |
| Depreciation | 2 | 3 | 3 | 73% |
| Finance Cost | 9 | 13 | 10 | 14% |
| Profit before Tax | 42 | 55 | 48 | 15% |
| Tax | 10 | 13 | 12 | 24% |
| **Profit after Tax** | **32** | **42** | **36** | **12%** |
| **PAT Margin %** | **2.05%** | **2.08%** | **1.90%** | **(15 bps)** |
| **Basic EPS (in ₹)** | **13.23** | **17.12** | **14.80** | **12%** |

Note – Consolidated data. All figures have been rounded-off.

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# 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**

**132**

**98 OPERATIONAL STORES & 34 FULFILMENT CENTER**

**5.5+**

**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

Note – 4Y volume & revenue data (FY22-FY26).

# BUILDPRO **FOOTPRINT**

## Strategy

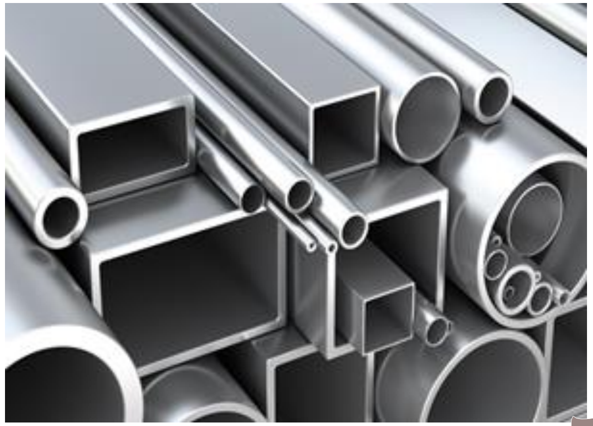
**South-India stronghold:** Karnataka, Tamil Nadu, Kerala, Telangana, Andhra Pradesh, Pondicherry & Goa

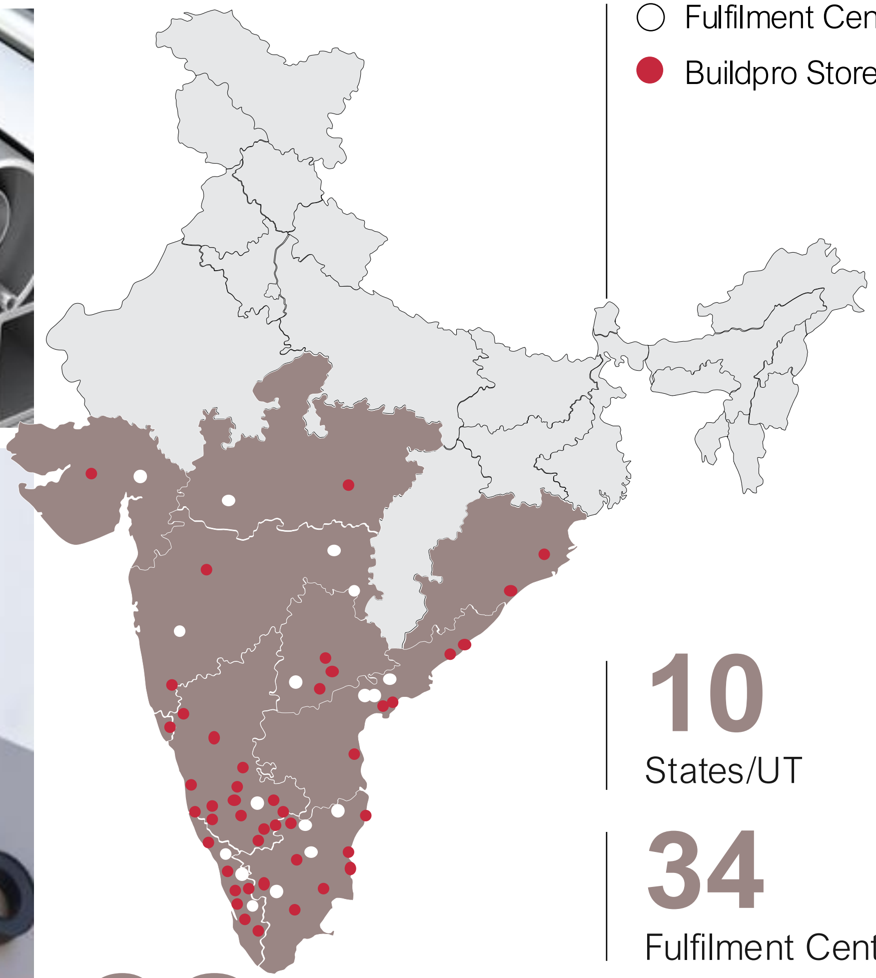
**Expanding markets:** Maharashtra, Madhya Pradesh, Gujarat

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

**Cluster-based distribution approach**

**Prioritizing quick order fulfilment**




98 Stores

10 States/UT

34 Fulfilment Centres

45 Cities

Note: Map only for illustration purpose, not to scale

# **EXTENSIVE** CUSTOMER BASE

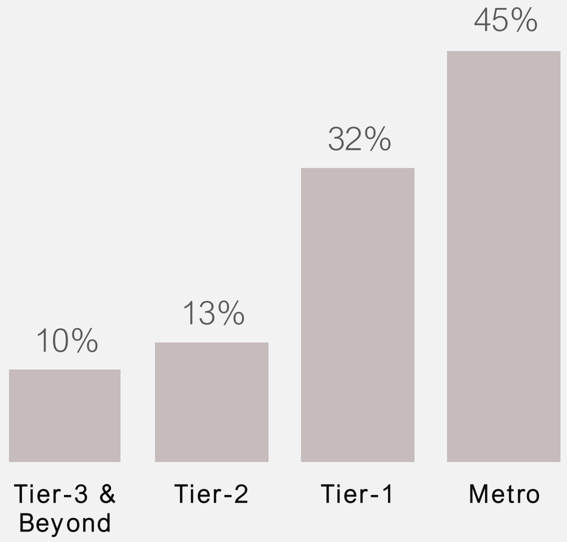
**50,000+**
ACTIVE CUSTOMERS IN FY26

**₹500 - ₹1.5 Cr**
TICKET SIZE SPECTRUM

**45+**
CITIES SERVED ACROSS 10 STATES

## Geographic Revenue Distribution

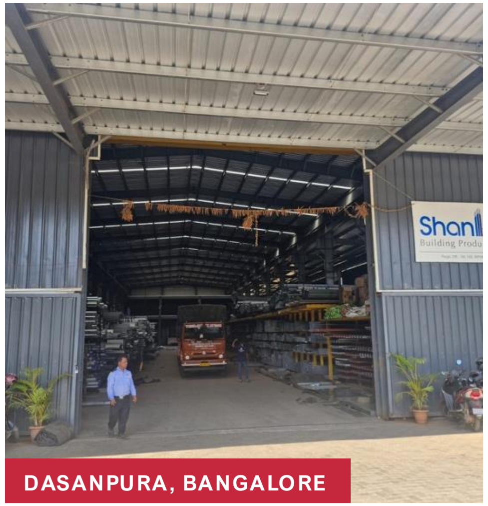
(% OF FY26 REVENUE)




## Customer Segmentation

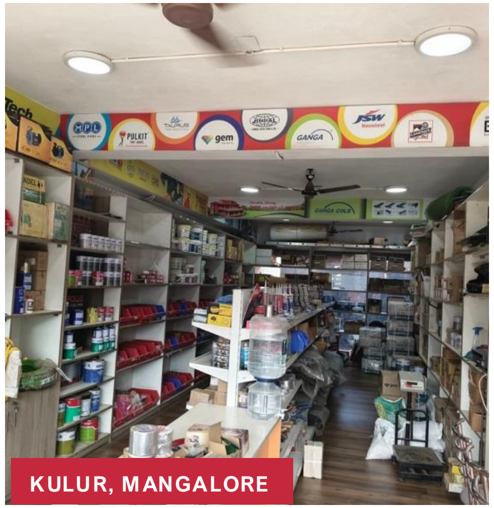
- Home Owners
- Influencers (Fabricators, Plumbers, Engineers, Contractors, Architects)
- MSMEs, Large Industries across General Engineering, Automobiles, Petro-Chemicals, etc.
- Dealers
- Small/Medium Developers and Builders
- Infrastructure clients across Roads, Airports, Railways, etc.

# KEY BUILDPRO **STORES**


DASANPURA, BANGALORE


AMBATTUR, CHENNAI


YELAHANKA, BENGALURU


KULUR, MANGALORE


INFANTRY ROAD, BENGALURU


ANNA NAGAR, CHENNAI

## STORE FOOTPRINT

**98**

STORES AS ON Q1FY27

- Prioritizing stores in high-potential areas over increasing cumulative store count
- Gradual addition in net store-count
- Concentrating on improving SSSG: 21% in Q1FY27, 23% in FY26

# DIVERSIFIED
# PRODUCT PROFILE

## Steel

**2 Lakh+ SKU's** across
**75 product** categories

### Pipes & Tubes


ERW Pipes


HR/MS Tubes


Galvanized Steel Pipes


Hollow Structural Sections


Mechanical Tubing

### Long


MS Angle


MS Square Rod

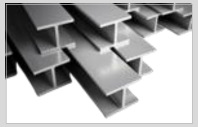

MS Round Rod


Long S


MS Channel


MS Angle

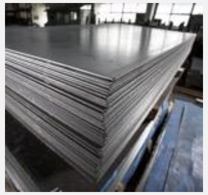

MS Beams

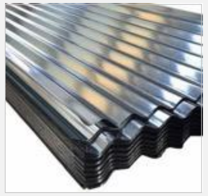

MS Beams & NPB

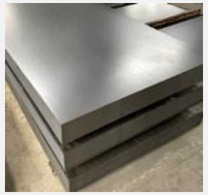

Long MS Channel Steel Tube

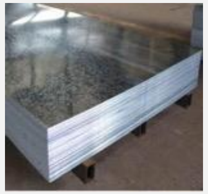

Long MS Round Rod

### Flat

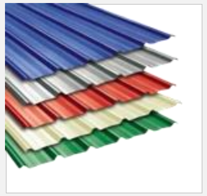

MS Sheet


GC Sheet


CR Sheet


GP Sheet


HRPO Sheet

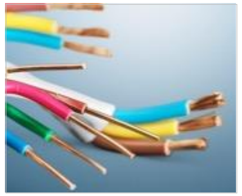

PPGI & PPGL Roofing Sheet

## 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

AM/NS INDIA
APL APOLLO
Hi-TECH STEEL PIPES
JINDAL
JSW
NEZONE VALUE BUILT WITH QUALITY
सेल SAIL
JINDAL STEEL & POWER
PULKIT TMT BARS
INDUS 555-D TMT
SURYADEV TMT REBAR
PRESIDENT TMT
COLORSHINE

## Plumbing & Sanitaryware

AQUANT CONTEMPORARY BATHROOMS
Artize
ashirvad
hansgrohe
DURAVIT
involgia
ESSCO
Brizzio Affordable Luxury
KOHLER.
Parryware
Jaquar
viega
SCARABEO
GEBERIT
Supreme People who know plastics best
ASTRAL

## Tiles & Surfaces

FOTIA TILES • BATH
Kajaria TRANSFORM YOUR WORLD
Nexion ITALIAN STYLE THAT INSPIRES
orientbell tiles
SOMANY
EVEREST

## Paints, Chemicals, and Adhesives

asianpaints
ARDEX ENDURA
LATICRETE
NIPPON PAINT

## Lighting & Electricals

HAVELLS
ANCHOR by Panasonic
PHILIPS
POLYCAB WIRES & CABLES
Jaquar
V-GUARD
Crompton
legrand
Finolex
WadBros GERMAN STANDARD
Schneider Electric
STANDARD ELECTRIC

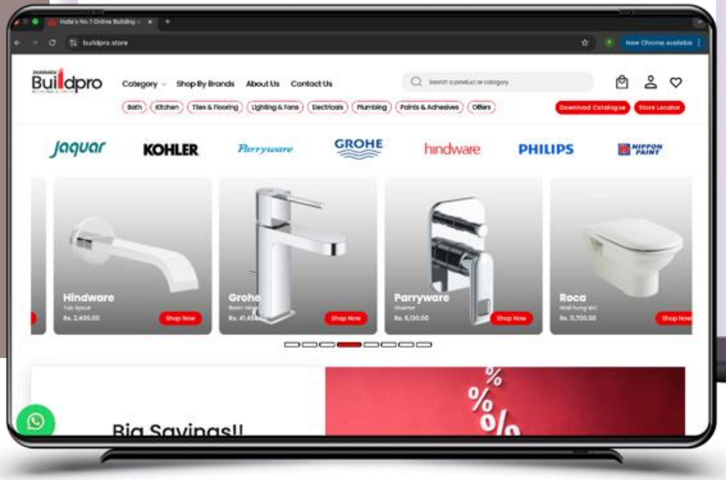
**100+**
Brands

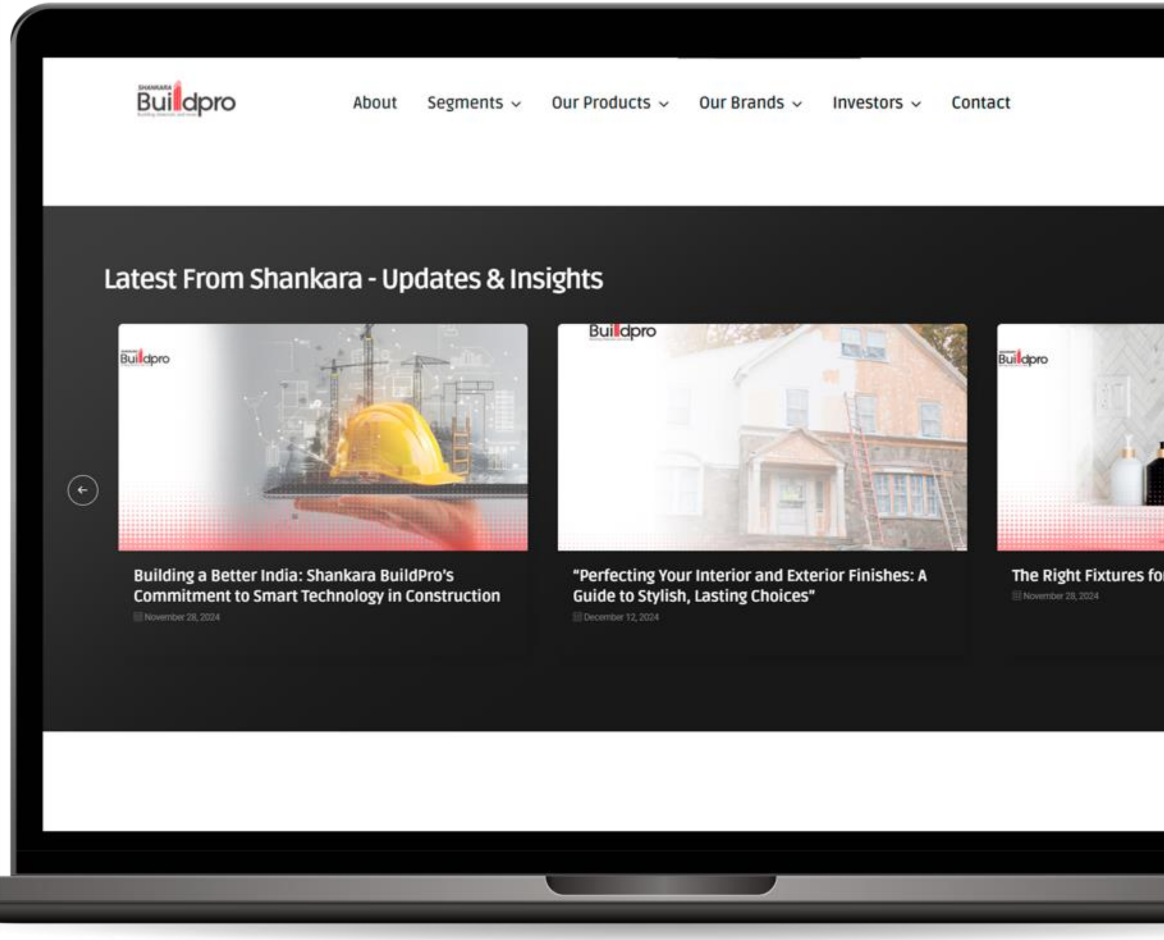
# TRUE OMNI-CHANNEL PLAY: **BUILDPRO.STORE**

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

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

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



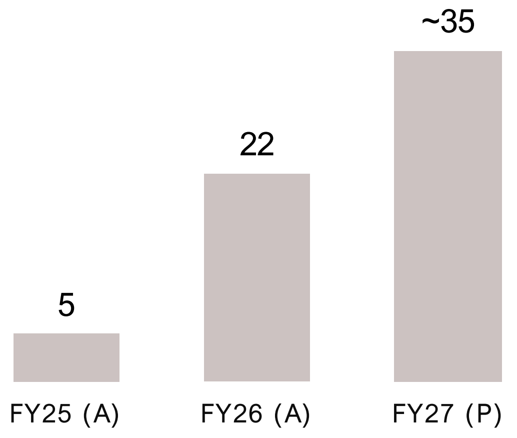



# E-COMMERCE:
# EMERGING DISCOVERY & GROWTH ENGINE

| ₹22 Cr | ₹35+ Cr | ~50:50 |
|---|---|---|
| FY26 E-COM REVENUE | FY27 (P) E-COM REVENUE BASED ON EXISTING RUN-RATE | TARGET CHANNEL MIX |
| vs ₹5 Cr in FY25 | | Third-party: Buildpro.store |

## E-commerce Revenue Trajectory

(IN ₹ CRORE)




(A) is actual. (P) is project based on Q4FY26 run-rate.

## 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

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# 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 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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