Shankara Buildpro Limited

Date: November 5, 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- Q2 & H1 FY27

Dear Sir/Madam,

Please find enclosed Investor's Presentation for Q2 & H1 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: 2026.11.05 15:45:21 +05'30'

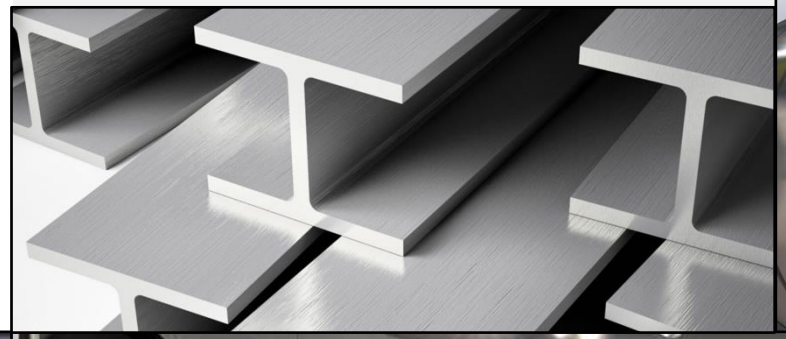
Ereena Vikram
Company Secretary and Compliance Officer
M. No. A33459

SHANKARA BUILDPRO LIMITED

Q2 & H1FY27
INVESTOR PRESENTATION

NSE: BUILDPRO
BSE: 544517
BLOOMBERG: BUILDPRO:IN

India's Leading Building Materials Marketplace









1

Q2 & H1FY27 RESULTS

03-09

Q2 & H1FY27 Growth Accelerates, Profitability Expands	04
Quarterly Operational Updates: Scaling Volumes with Capital Discipline	05
Volume Thrust Continues in Steel Marketplace	06
Follow Through Recovery In Non-steel Marketplace	07
Q2 & H1FY27 Robust All-Round Performance	08
Buildpro P&L Statement	09
A Tribute to Mr. Sukumar Srinivas	10
Leadership Continuity	11

2

BUILDPRO OVERVIEW

10-20

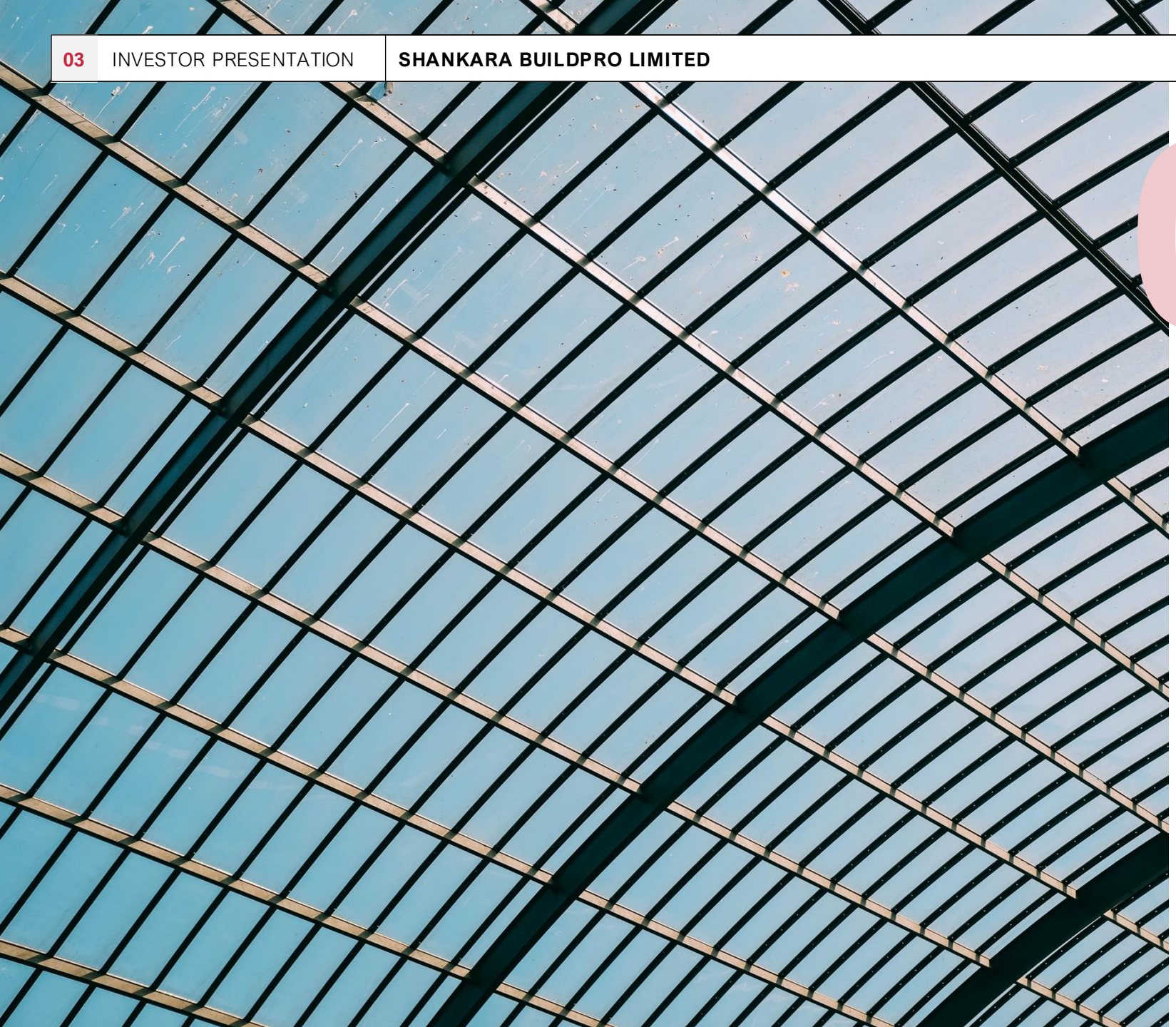
What Makes Buildpro Different?	11
Buildpro At A Glance	12
Buildpro Footprint	13
Extensive Customer Base	14
Key Buildpro Stores	15
Diversified Product Profile	16
Key Supplier Partnerships	17
True Omni-channel Play: Buildpro.Store	18
E-Commerce: Emerging Discovery & Growth Engine	19
Beyond Building Materials	20

3

STRATEGIC DIRECTION

21-22

Buildpro Growth Strategies	22



01

Q2 & H1FY27 RESULTS

04-09

Q2 & H1FY27 GROWTH ACCELERATES, PROFITABILITY EXPANDS

Buildpro's highest quarterly Revenue, EBITDA and PAT to date

OPERATIONAL HIGHLIGHTS

Q2FY27		H1FY27	
3.03 Lakh Tonne VOLUMES – STEEL	**27%** Q2 VOLUME GROWTH (YOY) - STEEL	**5.53 Lakh Tonne** VOLUMES – STEEL	**19%** H1 VOLUME GROWTH (YOY) - STEEL
₹2,100 Crore SALES – STEEL	**46%** Q2 REVENUE GROWTH (YOY) – STEEL	**₹3,825 Crore** SALES – STEEL	**34%** H1 REVENUE GROWTH (YOY) – STEEL
₹181 Crore SALES – NON-STEEL	**17%** Q2 REVENUE GROWTH (YOY) – NON-STEEL	**₹345 Crore** SALES – NON-STEEL	**16%** H1 REVENUE GROWTH (YOY) – NON-STEEL
₹2,280 Crore SALES	**43%** Q2 REVENUE GROWTH (YOY)	**₹4,170 Crore** SALES	**32%** H1 REVENUE GROWTH (YOY)

FINANCIAL HIGHLIGHTS

3.39%
Q2 EBITDA MARGIN (up 22 bps YoY)

2.02%
Q2 PAT MARGIN (up 18 bps YoY)

3.33%
H1 EBITDA MARGIN (up 6 bps YoY)

1.97%
H1 PAT MARGIN (up 2 bps YoY)

QUARTERLY OPERATIONAL UPDATES:
SCALING VOLUMES WITH WORKING CAPITAL DISCIPLINE

Steel volumes of 3.03 lakh tonne in Q2FY27, up 27% YoY, building on the momentum of Q1FY27. **H1FY27 volumes of 5.53 lakh tonne**, up 19% YoY.

Entered new market i.e. Rajasthan, with the first fulfilment center in Jaipur

Asset-light balance sheet post demerger from Shankara Building Products, delivering RoCE of 43% in Q2FY27.

Highest-ever quarterly PAT of ₹46.2 crore in Q2FY27, up 57% YoY and 29% QoQ. PAT margin up 18 bps YoY to 2.02%.

Broad-based volume growth across core steel categories:

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

Non-steel growth sustained: revenue up 17% YoY and 10% QoQ in Q2FY27, the second consecutive quarter of growth, against a demand environment that remains mixed across product categories.

Working capital at 22 days in Q2FY27, comfortably held under the 30 days threshold.

Growth across both Retail and Non-Retail channels in Q2FY27.

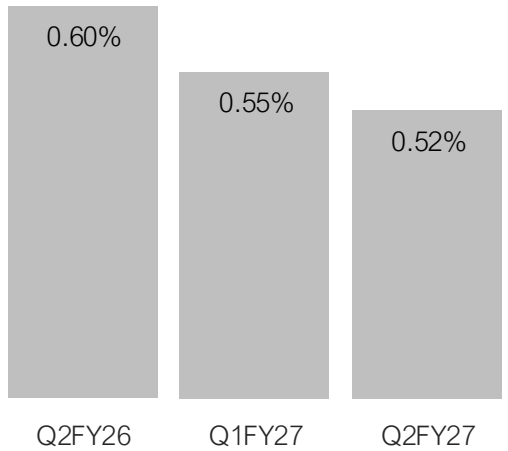
Deepening partnerships with India's leading steel and building materials brands:

APL Apollo, AM/NS India, JSW, Jaquar, Kohler, SAIL, Parryware, Kajaria, Jindal Steel

Finance cost down to 0.52% of revenue in Q2FY27 from 0.60% a year ago, on tighter working capital management, even as revenue grew 43%.

Finance Cost Under Control

(% OF REVENUE)

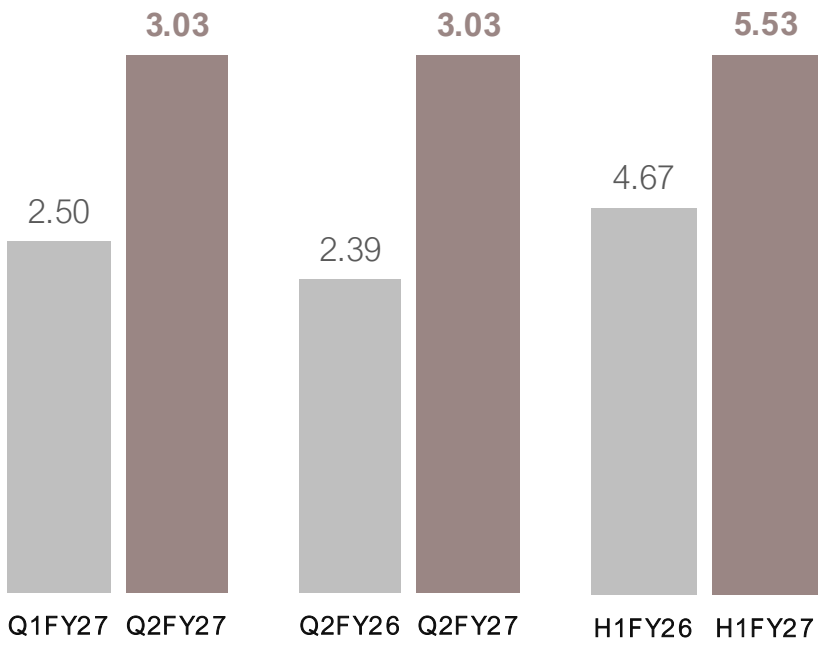


VOLUME THRUST CONTINUES IN **STEEL MARKETPLACE**

Volumes - Steel

(IN LAKH TONNE)

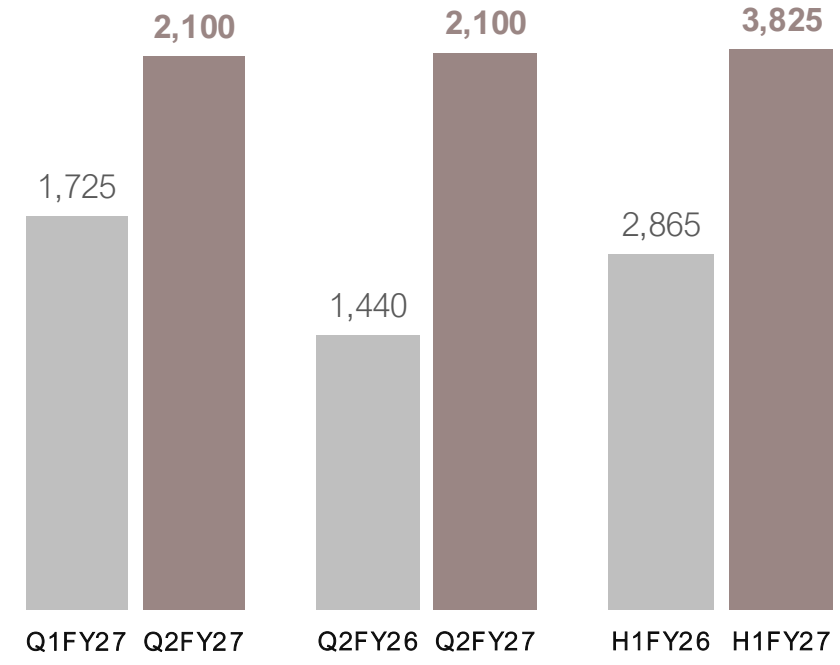
21% QoQ | **27%** YoY | **19%** YoY



Revenue - Steel

(IN ₹ CRORE)

22% QoQ | **46%** YoY | **34%** YoY



Volume growth accelerates in Q2FY27 from Q1FY27, and well ahead of industry growth rate

SUSTAINED GROWTH IN NON-STEEL MARKETPLACE



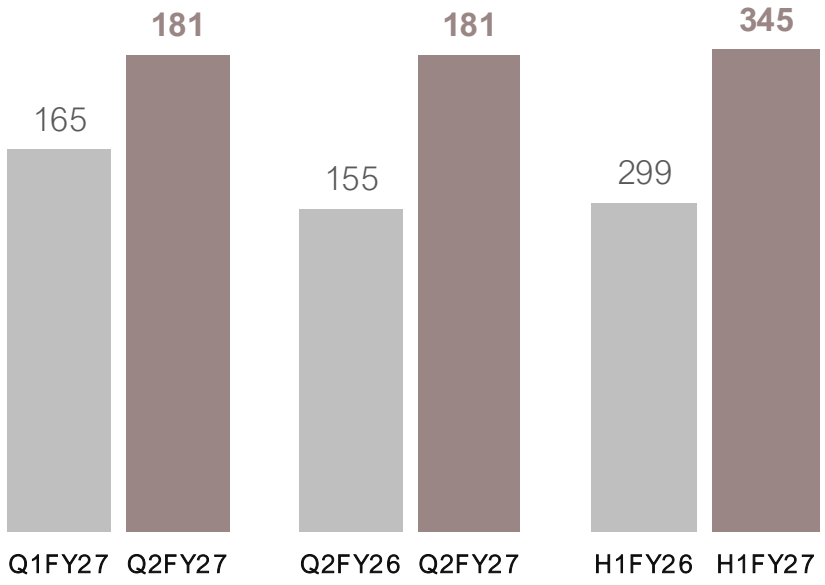


Revenue – Non-Steel (IN ₹ CRORE)

10% QoQ

17% YoY

16% YoY



Non-steel revenue of ₹181 crore in Q2FY27, up 17% YoY and 10% QoQ: the second consecutive quarter of growth after a subdued FY25 and FY26.

Growth delivered in a demand environment where recovery remains uneven across building materials categories.

Fitting, Sanitaryware, Electrical and Accessories led the growth. Tiles and Plumbing yet to pick up.

Lighting and Paints, the newer categories, grew on a small base and broaden the product mix.

Q2 & H1FY27
ROBUST ALL-ROUND PERFORMANCE

Revenue growth in Q2FY27 led by volume growth and complemented realisations and non-steel recovery

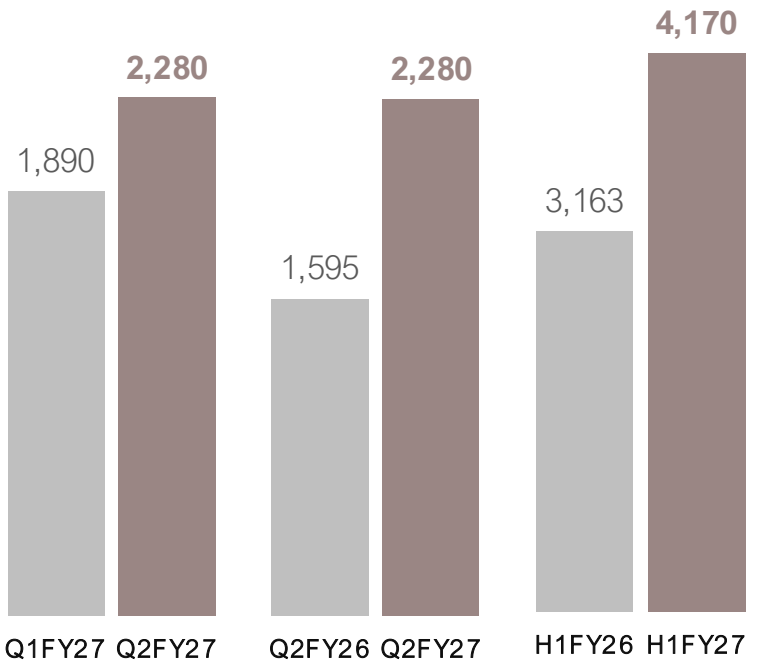
Q2FY27 EBITDA margins improved on both YoY and QoQ basis

Buildpro's highest quarterly profit to date. PAT margin at 2.02%, up 18 bps YoY.

Revenue

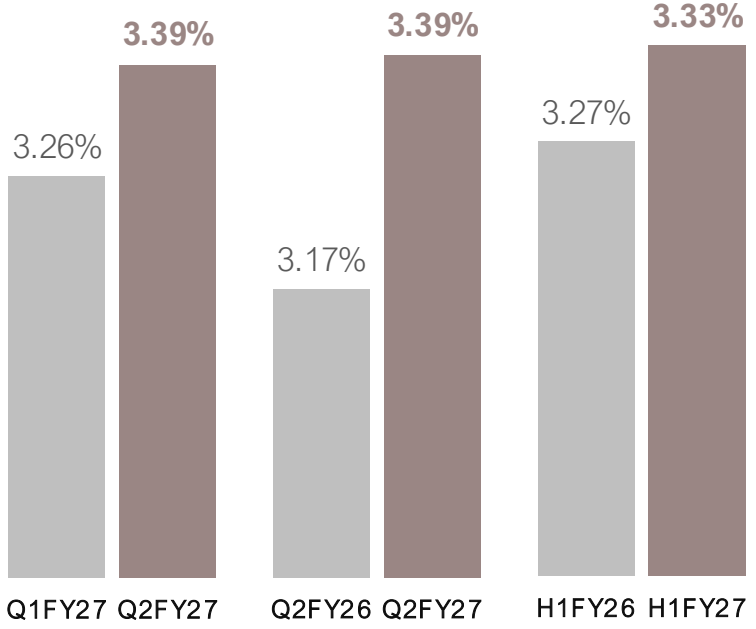
(IN ₹ CRORE)

21% QoQ | **43%** YoY | **32%** YoY



EBITDA Margin

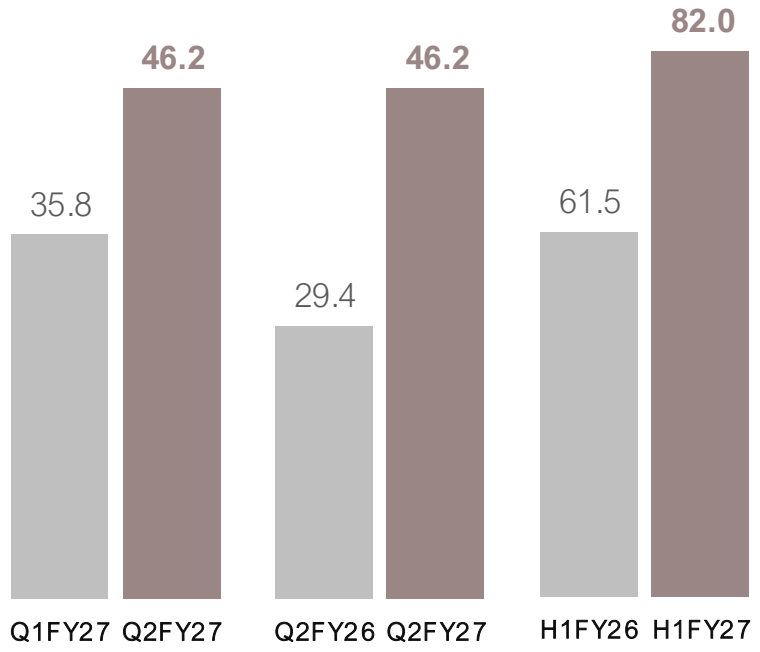
(IN %)



PAT

(IN ₹ CRORE)

29% QoQ | **57%** YoY | **33%** YoY



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

BUILDPRO
P&L STATEMENT

PARTICULARS (₹ CRORE)	Q2 FY26	Q1 FY27	Q2 FY27	CHANGE YOY	H1 FY26	H1 FY27	CHANGE YOY
Revenue from Operations	**1,595**	**1,890**	**2,280**	**43%**	**3,163**	**4,170**	**32%**
Other Income	0	0	0	-	1	0	-
Cost of Materials Consumed	1,512	1,794	2,165	43%	2,997	3,958	32%
Employee Expenses	15	13	15	1%	29	28	0%
Other Expenses	18	22	23	28%	35	45	28%
EBITDA	**51**	**62**	**77**	**53%**	**103**	**139**	**34%**
EBITDA Margin %	**3.17%**	**3.26%**	**3.39%**	**22 bps**	**3.27%**	**3.33%**	**6 bps**
Depreciation	2	3	3	72%	4	7	72%
Finance Cost	10	10	12	24%	19	22	19%
Profit before Tax	39	48	62	59%	81	110	36%
Tax	10	12	16	65%	19	28	45%
Profit after Tax	**29.39**	**35.78**	**46.18**	**57%**	**61.46**	**81.96**	**33%**
PAT Margin %	**1.84%**	**1.89%**	**2.02%**	**18 bps**	**1.94%**	**1.97%**	**2 bps**
Basic EPS (in ₹)	**2.42**	**2.95**	**3.81**	**57%**	**5.07**	**6.76**	**33%**

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

A TRIBUTE TO
MR. SUKUMAR SRINIVAS

Founder, Shankara Buildpro Limited



Mr. Sukumar Srinivas

Founder

Passed away on October 30, 2026

Shankara Buildpro announced with profound grief the demise of its Founder and Managing Director, Mr. Sukumar Srinivas, on Friday, October 30, 2026.

Built an institution from the ground up. He founded Shankara Buildpro and built it into India's leading building materials and home improvement marketplace, and the country's largest organised, professionally managed steel tube and pipe distribution and retail business.

Brought scale and professionalism to an unorganised segment. He brought scale, organisation and professional management to a largely unorganised industry, and built an institution anchored in integrity, customer trust and operating discipline.

A mentor whose values endure. He was a mentor to many professionals who have grown with the Company. The culture and values he established remain the foundation on which Buildpro operates today.

"

He ensured that Buildpro would never be defined by one individual, but by the values, vision and purpose on which it was built. The greatest way to honour him is to keep that vision alive and take his legacy to even greater heights.

Adversity doesn't define you. How you rise from it does.

Mr. Dhananjay Mirlay Srinivas

Managing Director, Shankara Buildpro Limited

The Board of Directors and the management of the Company express their deepest condolences to his family, and place on record their sincere appreciation for his invaluable contribution, visionary leadership and enduring guidance to the Company.

LEADERSHIP CONTINUITY:
MR. DHANANJAY MIRLAY SRINIVAS APPOINTED AS MANAGING DIRECTOR

Appointed with effect from November 1, 2026, for a term of five years.



Mr. Dhananjay Mirlay Srinivas

Managing Director

PROFILE

Six years with the Company. Joined Shankara Building Products Limited in a senior managerial role on January 1, 2020, and has served on the Board of Shankara Buildpro Limited since its inception on October 13, 2023, most recently as Whole-time Director.

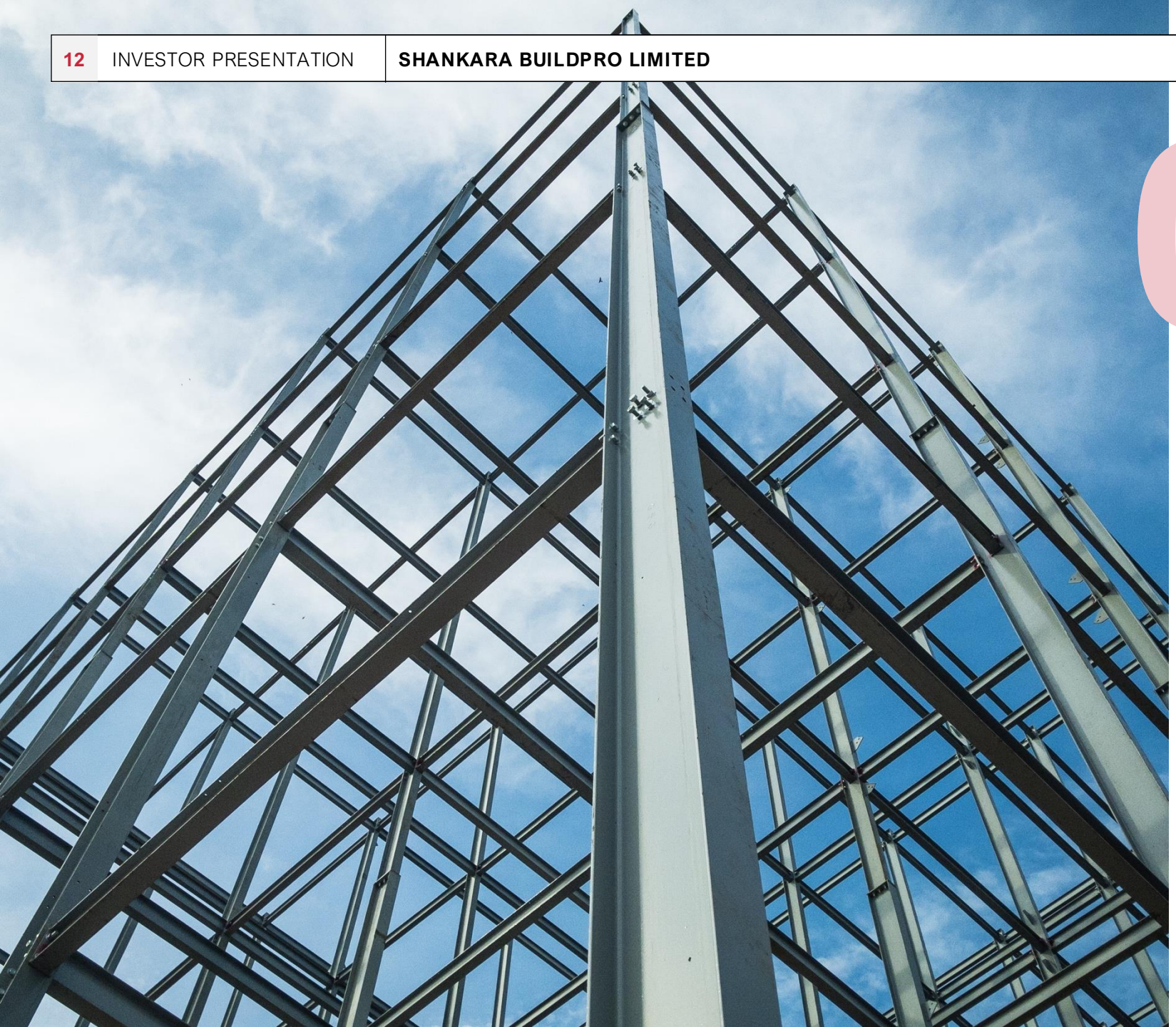
Groomed for the role. Prepared for this responsibility by Mr. Sukumar Srinivas over the last six years. Has independently led the Company's Non-Steel marketplace business and played a key role in the Steel marketplace business, working with Mr. C. Ravikumar, Executive Director.

Backed by an experienced team. Supported by Mr. C. Ravikumar, Executive Director; Mr. Alex Varghese, Chief Financial Officer; and senior management personnel, each with several years of experience with the Company.

A professionally managed institution. A Board comprising Executive and Independent Directors, and professional managers in every function. The Board and management remain fully committed to executing the Company's roadmap.

"I had the privilege of learning from the best and witnessing what it takes to build an institution of lasting significance. His vision gave us our foundation; his values remain our guiding force, and my commitment is to build upon that legacy and take Buildpro to even greater heights.

The greatest tribute to those who built the foundation is to have the courage to build something even greater upon it."



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

134

99 OPERATIONAL STORES & 35 FULFILMENT CENTER

5.71+

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

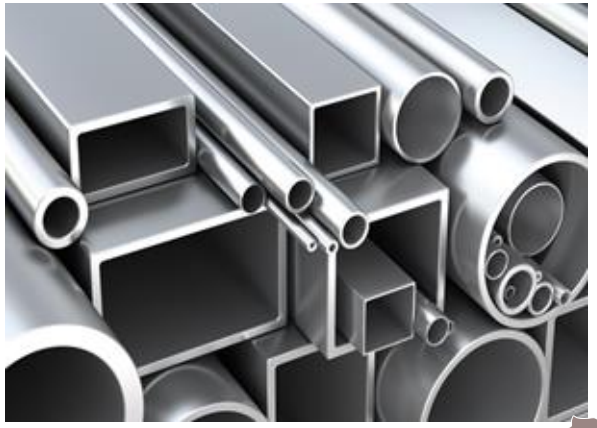
South-India stronghold: Karnataka, Tamil Nadu, Kerala, Telangana, Andhra Pradesh, Pondicherry & Goa

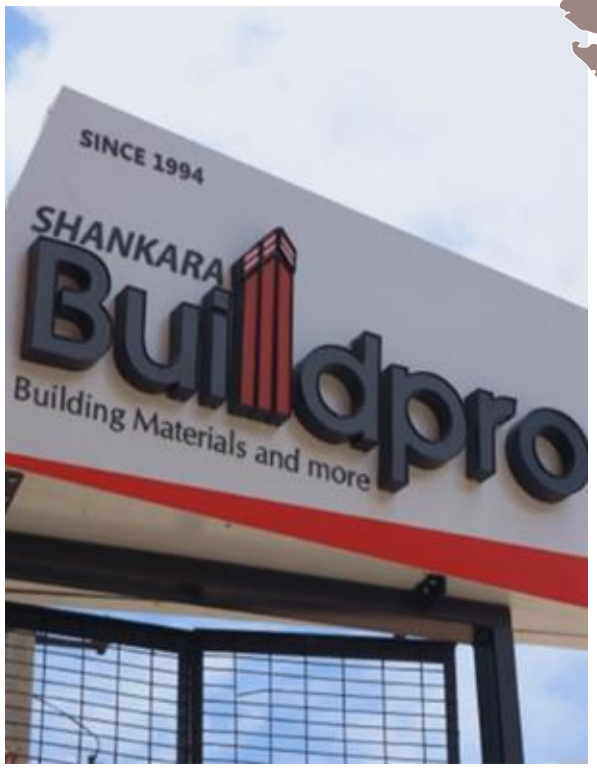
Expanding markets: Maharashtra, Madhya Pradesh, Gujarat, Rajasthan

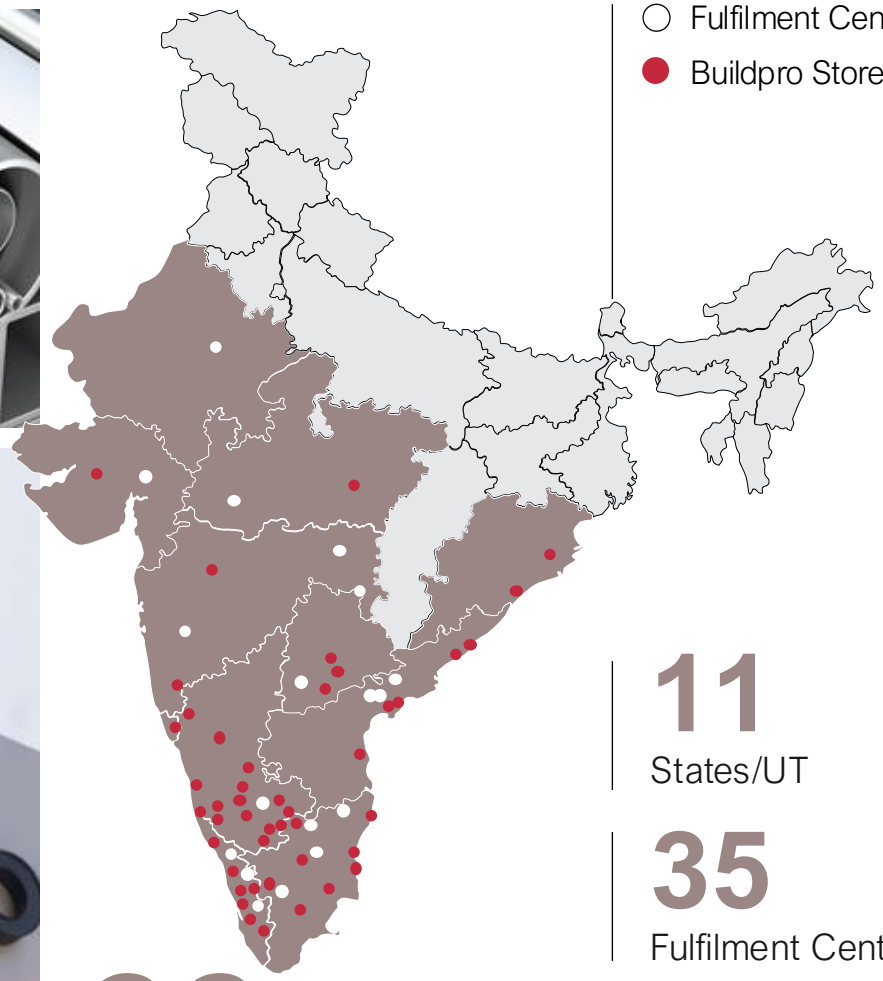
Important supply-chain infrastructure in each micro-market: Fulfilment Centres & Warehouses

Cluster-based distribution approach

Prioritizing quick order fulfilment







Fulfilment Centres

Buildpro Stores

99 Stores

11 States/UT

35 Fulfilment Centres

45 Cities

Note: Map only for illustration purpose, not to scale

EXTENSIVE CUSTOMER BASE



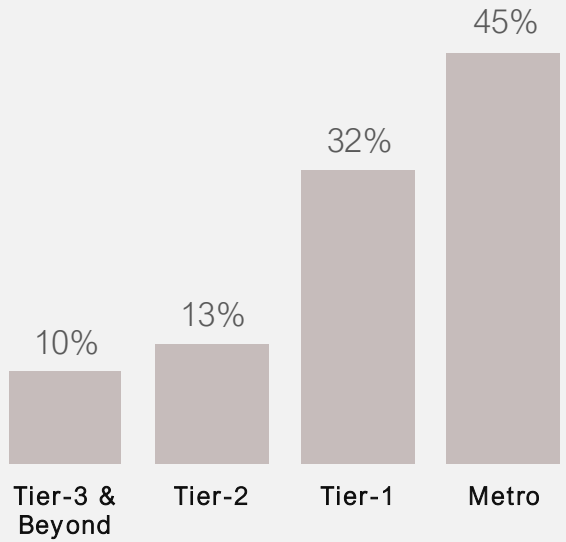
50,000+
ACTIVE CUSTOMERS IN FY26

₹500 - ₹1.5 Cr
TICKET SIZE SPECTRUM

45+
CITIES SERVED ACROSS 10 STATES

Geographic Revenue Distribution

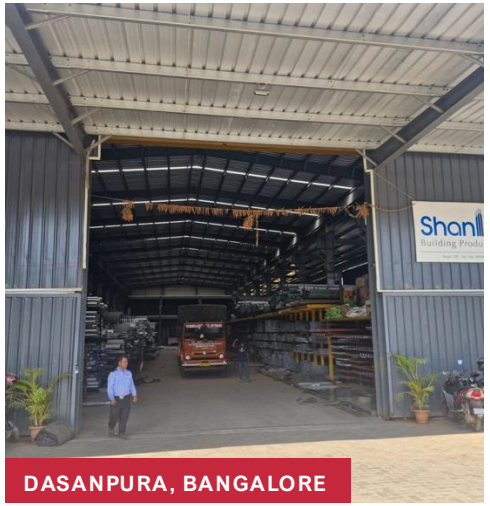
(% OF FY26 REVENUE)



Customer Segmentation

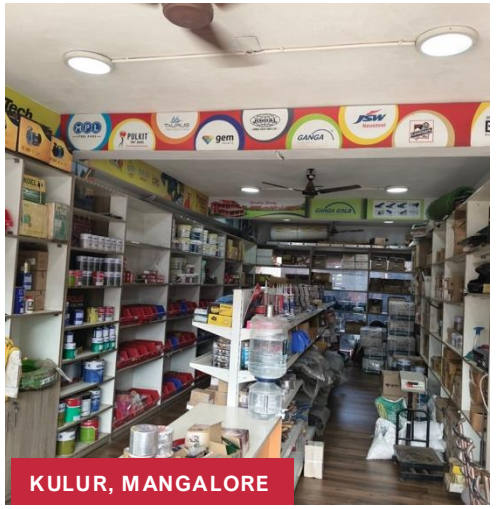
- Home Owners
- Influencers (Fabricators, Plumbers, Engineers, Contractors, Architects)
- MSMEs, Large Industries across General Engineering, Automobiles, Petro-Chemicals, etc.
- Dealers
- Small/Medium Developers and Builders
- Infrastructure clients across Roads, Airports, Railways, etc.

KEY BUILDPRO **STORES**


DASANPURA, BANGALORE


AMBATTUR, CHENNAI


YELAHANKA, BENGALURU


KULUR, MANGALORE


INFANTRY ROAD, BENGALURU


ANNA NAGAR, CHENNAI

STORE FOOTPRINT

99
STORES AS ON Q2FY27

- Prioritizing stores in high-potential areas over increasing cumulative store count
- Gradual addition in net store-count
- Concentrating on improving SSSG: 32% in Q2FY27 vs. 21% in Q1FY27 & 23% in FY26

DIVERSIFIED PRODUCT PROFILE

Steel

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

Pipes & Tubes


ERW Pipes

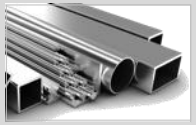

HR/MS Tubes


Galvanized Steel Pipes


Hollow Structural Sections


Mechanical Tubing

Long

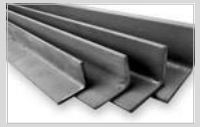

MS Angle


MS Square Rod

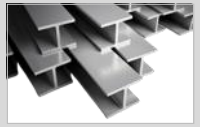

MS Round Rod


Long S


MS Channel


MS Angle

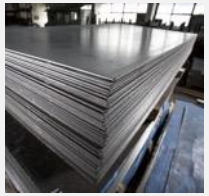

MS Beams

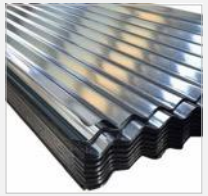

MS Beams & NPB


Long MS Channel Steel Tube

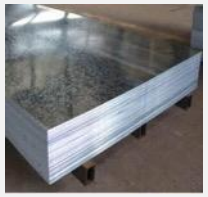

Long MS Round Rod

Flat

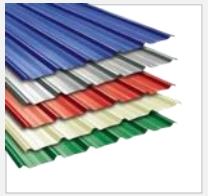

MS Sheet


GC Sheet


CR Sheet


GP Sheet


HRPO Sheet

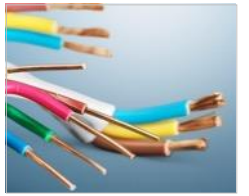

PPGI & PPGL Roofing Sheet

Non-Steel

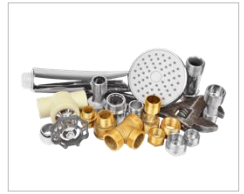

Bath Fittings & Sanitaryware


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
APLAPOLLO
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
COLORSHINE

100+
Brands

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

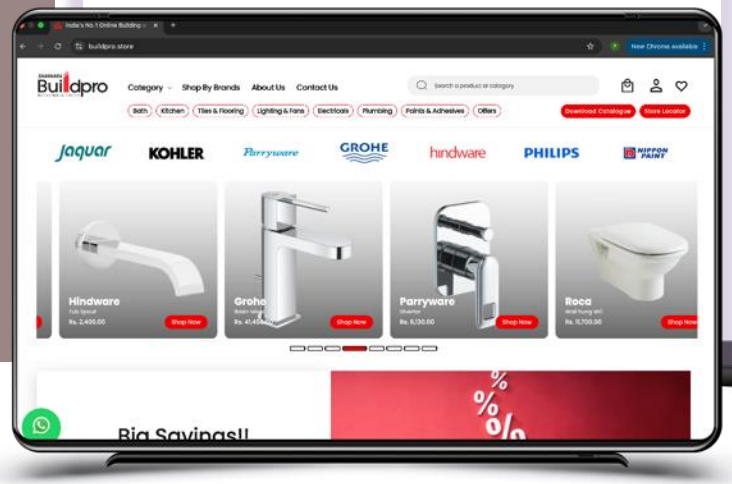
HAVELLS
ANCHOR by Panasonic
PHILIPS
POLYCAB WIRES & CABLES
Jaquar
V-GUARD
Crompton
legrand
Finolex
WadBros GERMAN STANDARD
Schneider Electric
STANDARD ELECTRIC

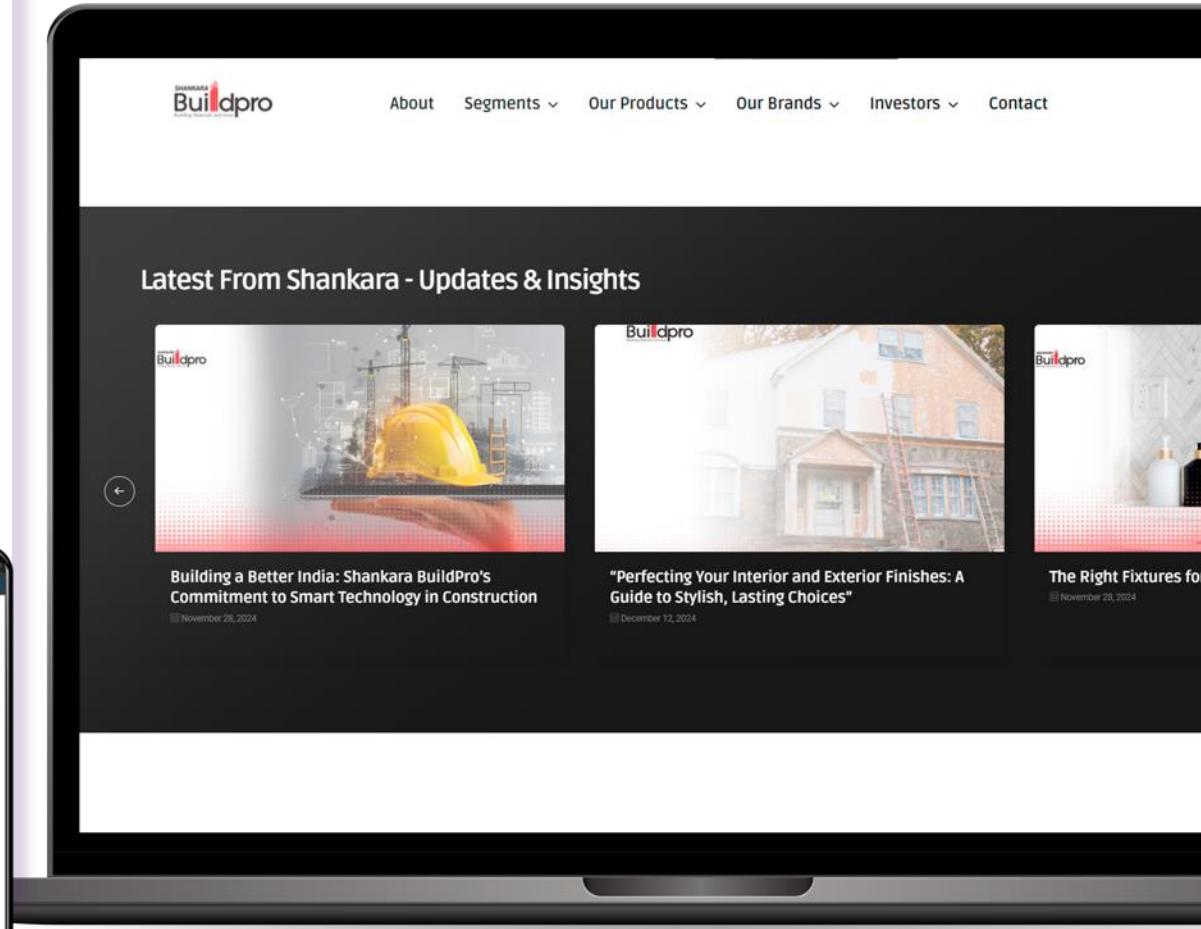
TRUE OMNI-CHANNEL PLAY: BUILDPRO.STORE

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**



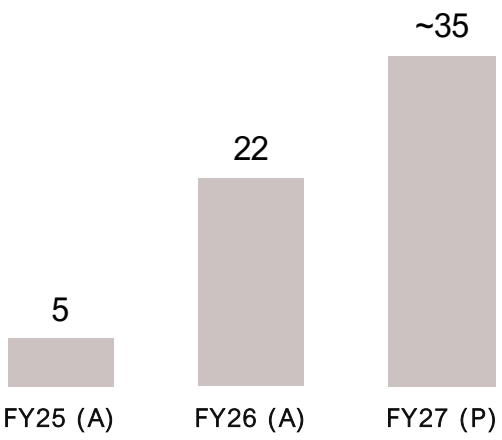


E-COMMERCE:
EMERGING DISCOVERY & GROWTH ENGINE

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

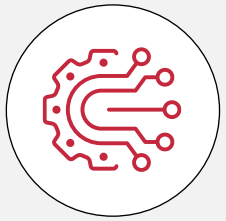
Channel Mix Strength
50:50 split between third-party platforms and own portal balances reach with margin

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

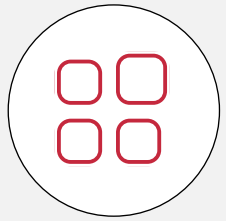
City gas distribution networks, refinery and pipeline projects



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

22

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



DISCLAIMER

This document which have been prepared by Shankara Buildpro Limited (the "Company"), have been prepared solely for information purposes. This document has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Document. This Document may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Document is expressly excluded.

Certain matters discussed in this Document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Document. The Company assumes no obligation to update any forward-looking information contained in this Document. Any forward-looking statements and projections made by third parties included in this Document are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

SHANKARA BUILDPRO LIMITED

Alex Varghese
CHIEF FINANCIAL OFFICER
ir@shankarabuildpro.com

TIL ADVISORS PRIVATE LIMITED

Sayam Pokharna
INVESTOR RELATIONS ADVISOR
sayam@theinvestmentlab.in