



To
Secretary
Listing Department
BSE Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

August 9, 2024

Scrip Code: 512329

Sub: Earnings presentation and Press Release on Unaudited Financial Results for the quarter ended June 30, 2024

In terms of Regulation 30 of the Listing Regulations read with Schedule III to the Listing regulations, please find attached Earnings Presentation and Press Release respectively made by the Company on Unaudited Financial Results of the Company for the quarter ended June 30, 2024.

This disclosure along with the enclosures shall be made available on the website of the Company viz. www.sgmart.co.in

You are requested to kindly take the same on your records.

**Yours faithfully,
For SG Mart Limited**

**Sachin Kumar
Company Secretary
ICSI M. No. A61525**

**Date: 09.08.2024
Place: Noida**

SG MART LIMITED

(formerly known as Kintech Renewables Limited)

Registered Office: H. No. 37, Ground Floor, Hargovind Enclave, Vikas Marg, Delhi-110092
Corporate Office: A-127, Sector-136, Noida, Gautam Buddha Nagar, Uttar Pradesh-201305
Tel: 011-44457164 | Email: compliance@sgmart.co.in
Website: www.sgmart.co.in | CIN: L46102DL1985PLC426661



SG MART

ONE MART. INFINITE POSSIBILITIES

A B2B marketplace for construction materials

Investor presentation
June 2024



Section 1: Industry Overview

A B2B market-place focussed on
construction materials



Addressable market - INR 6 Trillion B2B construction material Industry

Products	2024 Market INR 6 Trillion	2027E Market INR 8 Trillion
Downstream steel	INR 4.1 trillion	INR 5.6 Trillion
Fixtures & Fittings (Bath fittings, Electrical fittings)	INR 1.3 Trillion	INR 1.8 Trillion
Tiles industry	INR 0.4 Trillion	INR 0.6 Trillion

Break up of downstream steel segment - FY 24

Components in constructional steel	Market size (INR Bn)
TMT Bars	2,900
Structural Sections	400
Metal Sheets	600
Welding Rods	60
Mesh net Steel	50
Binding Wire	90
Potential market size	4,100



India is the 7th largest manufacturing hub and the 5th largest retail distribution market globally



Sector yet to be disrupted by technology, with the penetration of B2B marketplaces at c.1% today v. China / USA, where digital adoption is as high as 20%



Factors such as global supply chain de-risking, government PLI schemes etc. are pushing the expansion of domestic and exports opportunity & supporting digitization of B2B commerce in India



Drivers for SG Mart B2B marketplace model



Indian B2B marketplaces experiencing strong macro tailwinds

Covid disruption; Buyer embracing digital



- Traditional supply chains disrupted during COVID; significant push towards digital commerce
- 70%+ MSMEs are looking to digitally transform their businesses to meet customer demands
- 100-300% annual growth in leading B2B marketplaces since COVID – sustained shift in adoption

Evolving buyer behaviour, global supply chain shift and conducive regulations supporting growth

Source : Avendus B2B Marketplaces Report | April 2023

Supportive Regulatory Environment



- Product linked Incentive (PLI) schemes worth INR 2 trillion across 14 key manufacturing sectors
- GST & demonetization leading to formalization of SMBs; adoption of digital payments and processes



Section 2: Company background

A B2B market-place focussed on
construction materials



SG Mart – Revenue Model

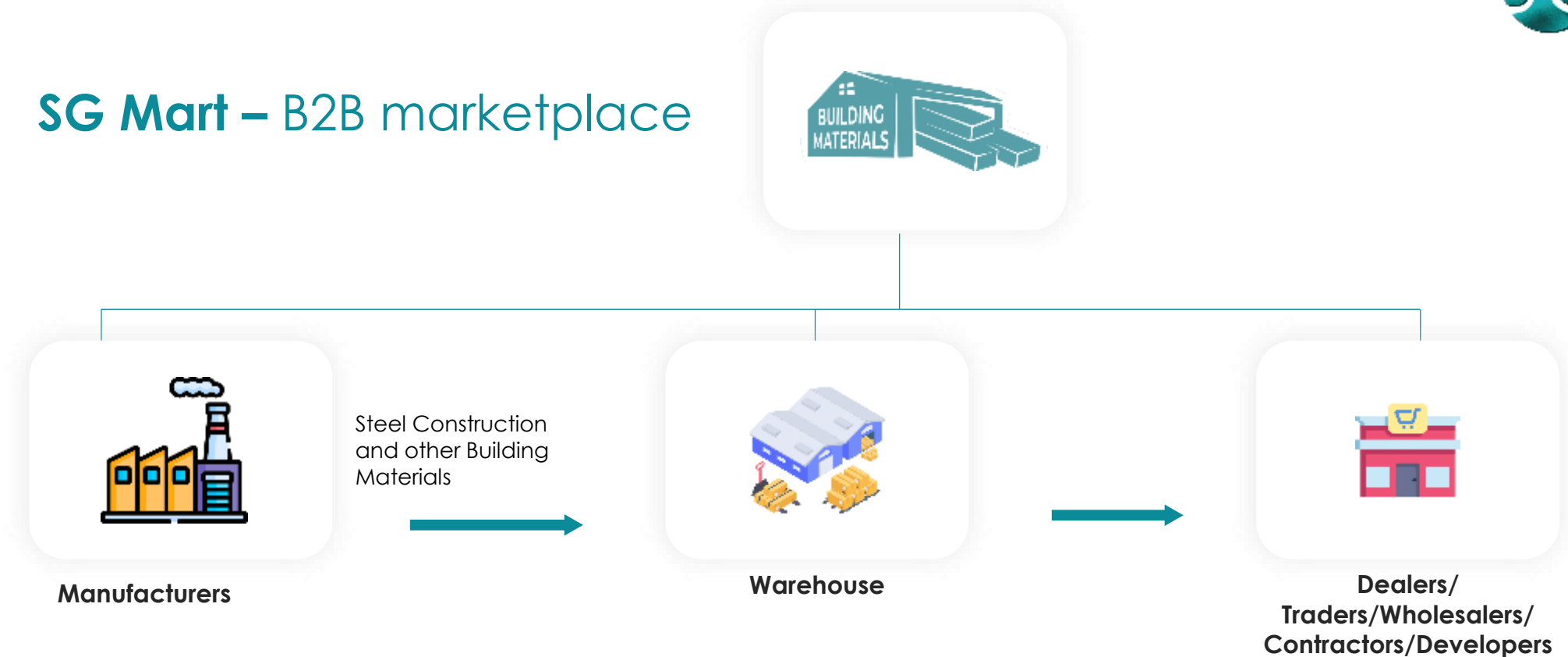
No of registered customers – 800+

No of registered suppliers – 90+

SKUs – 2,500+

	B2B business		B2C Distribution business		
	Metal Trading	Service Centres	TMT	Non-TMT	
Products	HR Coil / Steel Billets / Zinc Ingots	Cut To Length / Slit / Chequered	TMT / Light Structurals / Metal Sheets / Welding Rods / Mesh Net Steel / Binding Wire		
Industry Gap	<ul style="list-style-type: none"> No large distributors currently associated with metal producers. Difficult for metal producers to push sales with rising production capacities. 	<ul style="list-style-type: none"> No organized steel processing centers. No steel processing centers in Tier II and Tier III cities. Steel end-users pay 2% - 3% freight cost to procure processed steel from metro cities. 	<ul style="list-style-type: none"> No B2B platform to connect fragmented demand and fragmented supply. Multiple SME manufacturers in the market, mostly unorganized / informal. Very few PAN India brands in TMT bar. 		
SG Mart's Right to Win	<ul style="list-style-type: none"> Group's strong relationships with steel producers (SG Mart's sister company APL Apollo Tubes is already India's largest steel buyer). SG Mart's trading capacity is 20 times more than current largest steel trader. 	<ul style="list-style-type: none"> Availability of funds to open a vast network of organized service centers PAN India. Ability to source raw steel from steel mills. Group's lengthy experience in steel downstream sector. 	<ul style="list-style-type: none"> Strong distribution presence for the group in steel downstream products. Demand visibility worth INR 4Tn from group distributors who deal in steel downstream products. 		
Potential revenue FY27	INR 60 Bn	INR 60 Bn	INR 30 Bn	INR 30 Bn	Total INR 180 Bn

SG Mart – B2B marketplace



1

Provides a platform to manufacturers across the country for construction material products

2

Delivering products of highest quality

3

Caters to traders, contractors, developers, retailers, wholesalers etc.

4

No minimum purchase requirement

SG Mart solutions to challenges faced by the industry

Industry issues

1. Fragmented supplier base
2. Limited vertical integration between different stages of material transformation and its final usage
3. SMEs often have a problem in buying good quality steel due to minimum amount of steel which the manufacturer sells is more than the SME requires
4. Long lead time for delivery to distributors
5. No standardized prices

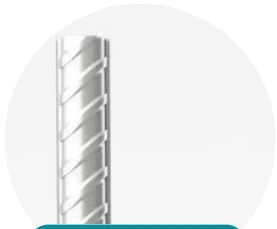
Our value proposition

1. One stop solution for all construction needs
2. Tech enabled onsite delivery
3. Solves the problem of minimum purchase requirement
4. Improved demand and reach
5. Standardized quality & prices

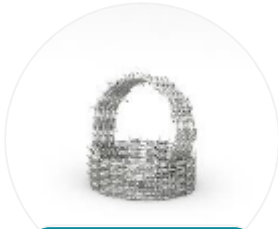


Product Portfolio

Construction steel products



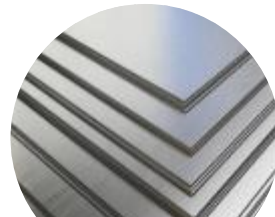
TMT



Wire mesh



Binding Wire



HR Sheet



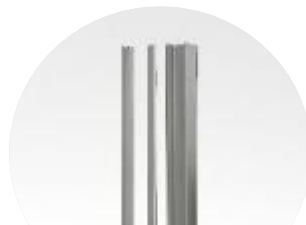
Checked Sheet



Welding Rod



Tapping Screws



Light Structure - MS
Angle, Bar, channel

Fixtures, fittings and tiles



Bath fittings



Tiles



Cement



Laminates



Paint

And many more...

TMT 550D - Industry size of INR 2.9 Trillion

Premium quality MS TMT
Rebars from 8-32 mm

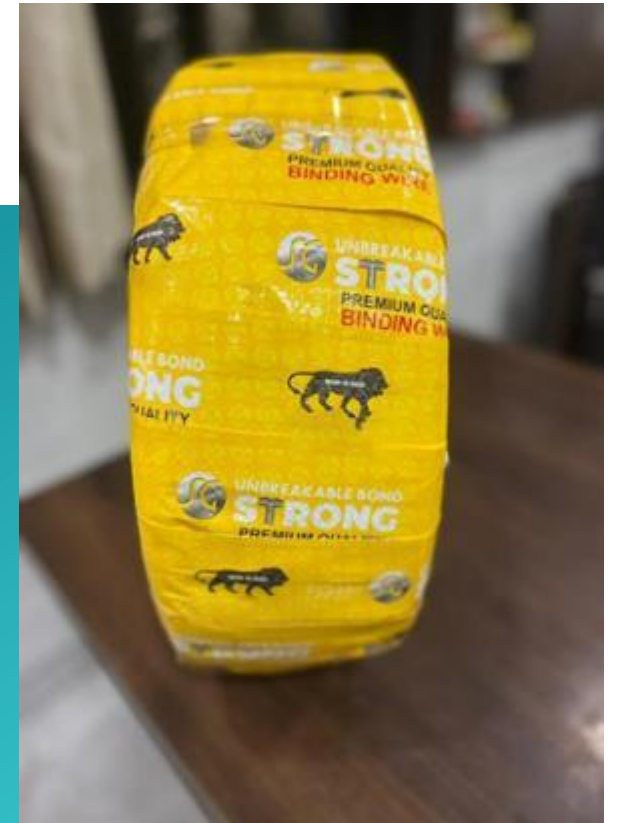
- Cost Effective
- Better Weldability
- Earthquake Resistant
- Unbreakable
Ductility
- Superior Bonding
Strength



Binding Wire - Industry size of INR 90bn

Premium quality MS Binding wires from 18-22 gauge (0.71 to 1.22 mm)

- Consistent size
- Ductile and strong
- Easy to use
- Reduces cost
- Quicker tying
- Longer lengths
- Secure packaging
- Bundle packing of 25 kg



Wiremesh – Industry size of INR 50bn

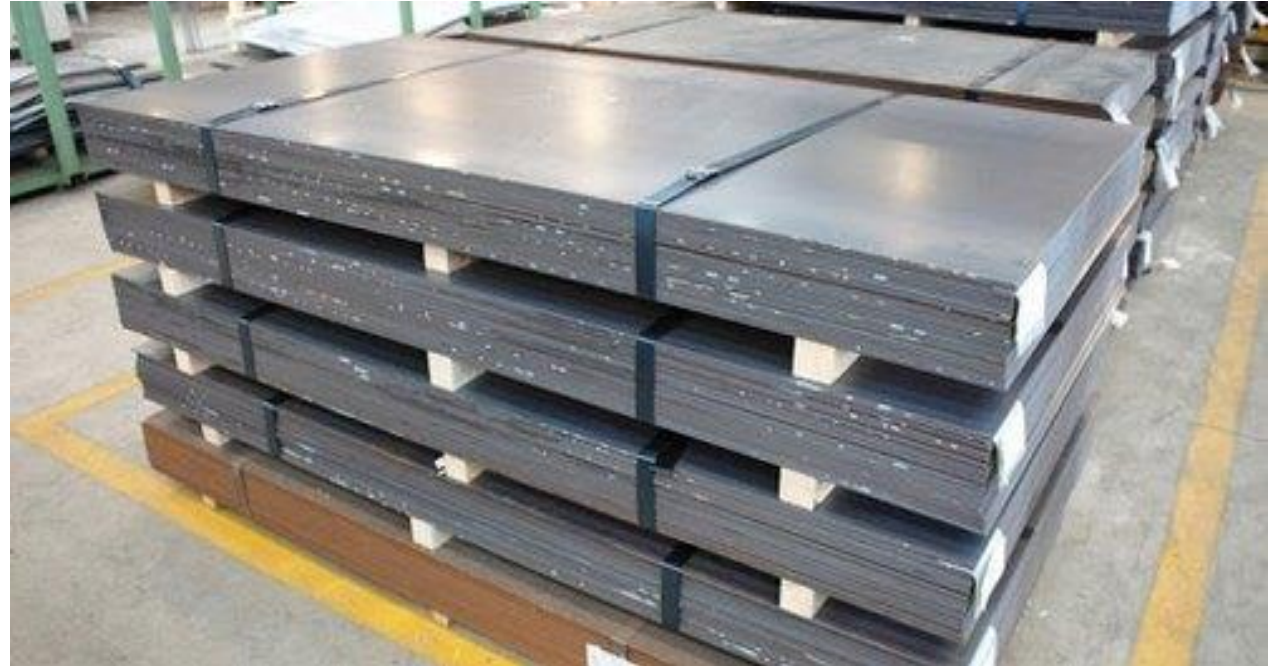
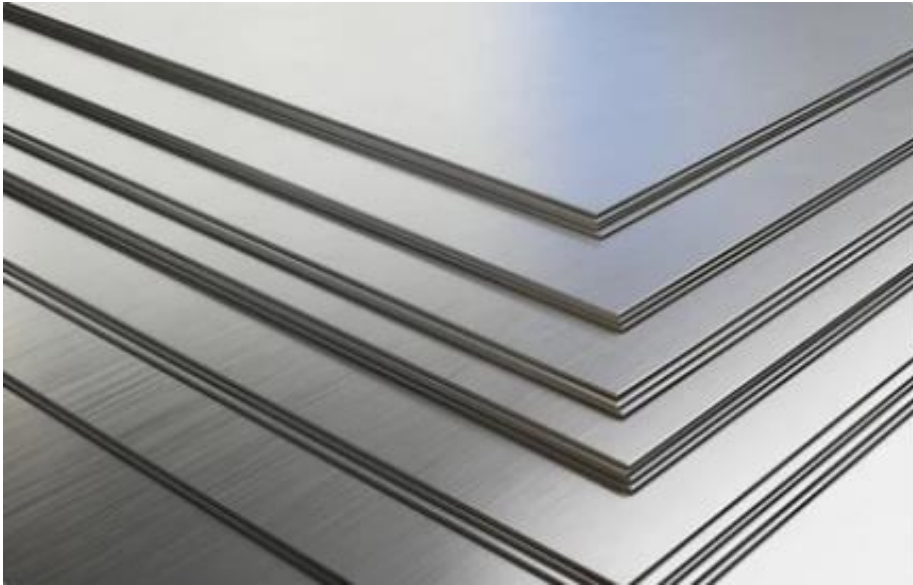
MS steel wire mesh in different sizes. used in construction and infrastructure, agricultural fencing, industrial use

- Square woven, Square welded: 4'x8', 4'x10', 5'x10'
- Hardware & Industrial:
 - Sheet - 3'x8', 4'x8', 4'x10', 4'x12', 5'x10', 6'x10', 6'x12'
 - Coil: 2', 3', 4', 5' & 6'x100'; 3' & 4' x 50'
- Rectangular Welded, Insect Screen, Test Sieves: 3'x8', 4'x8'
- Other styles: 4'x8', 5'x8', 5'x10'



HR Sheet – Industry size of INR 550 bn

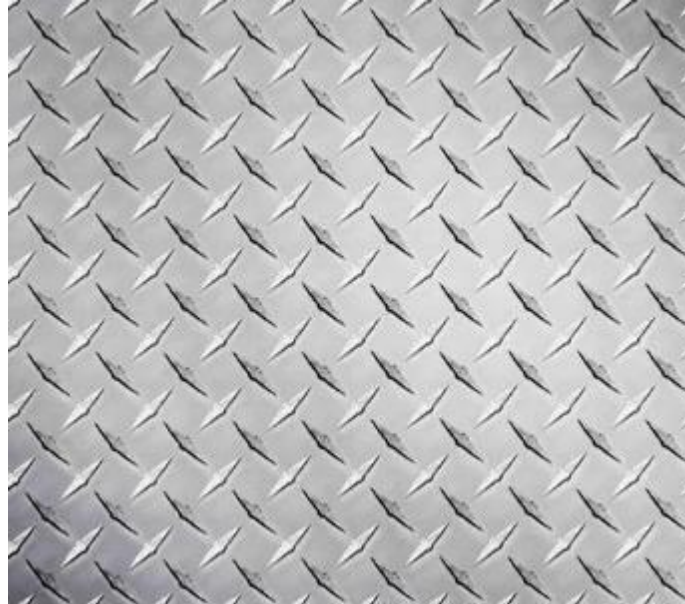
Primary Hot Rolled Sheet size
from 1.8-2.5 mm



MS Checkered Sheet – Industry size of INR 50 bn

- Steel plates with diamond shapes on the surface for slip resistance
- Used for industrial flooring, factory stair boards, truck & bus body, decorative sheets as wall guard
- The plates are easy to form, durable and come with an aesthetic finish

Thickness – 1.6 to 6.0mm
Width – up to 1250mm
Length – Up to 8 meter



Easy to use



Beautiful
Appearance



Slip Resistance



Recyclable

Welding Rods – Industry size of INR 60 bn

- Cellulosic type deep penetrating electrode for all positions welding.
- Stable arc at lower amperage particularly in vertical & over head positions.
- Weld metal is of radiographic quality, ductile and gives excellent toughness at subzero temperatures.
- Suitable for root welding of pipelines, galvanized steel welding and welding with good penetration.
- Packaging Information :
Vaccum / Card Board Packing of 30 KGs
(1,080 electrodes)



Tapping Screws – Industry size of INR 20 bn

Self Drilling screws are of high-quality range & are used for roofing applications

Better corrosion protection



Light Structurals – Industry size of INR 400 bn

- Ductile and strong
- Faster erection
- Reduces cost
- Quicker Joints
- Secure packaging

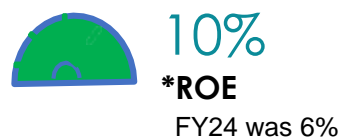
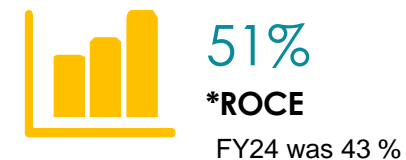
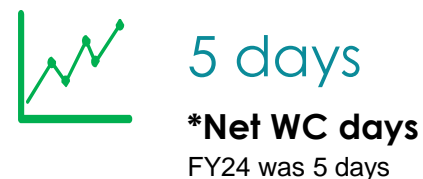
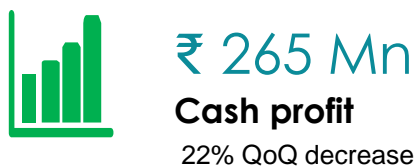
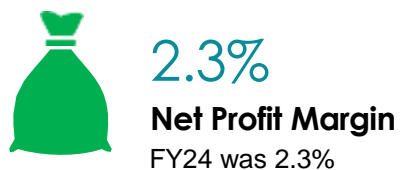
MS Light structures like Angle, channel and bars are key structural members of any engineering infrastructure



Brand partners



At a Glance – Q1FY25



[^]EBITDA of INR 247 Mn has non-recurring expense of INR 59 Mn for brand promotion

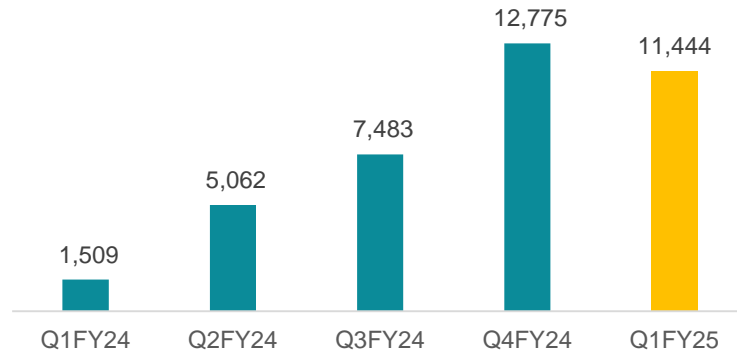
** ROCE and ROE have been annualized basis Q1 numbers. Other income has not been considered for the purpose of EBIT calculation.*

*** Capital employed is average of Total assets minus current liability minus surplus cash, as at the end of FY24 and 30 June 2024*

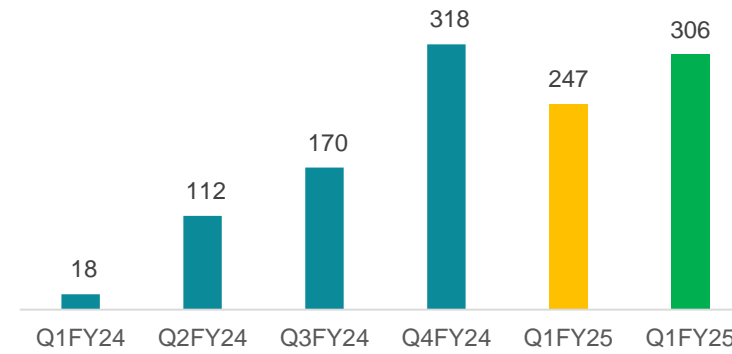
****Net Working Capital has been calculated as Total Current Assets – Total Current Liabilities*

Growing strength to strength

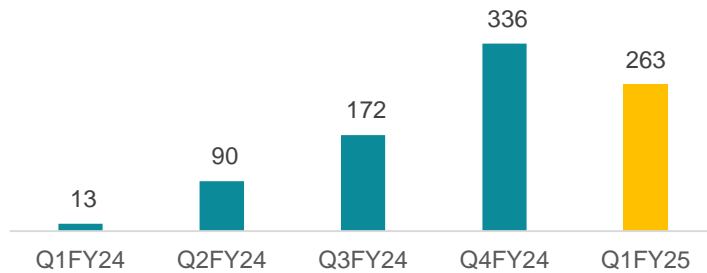
Revenue (Rs Mn)



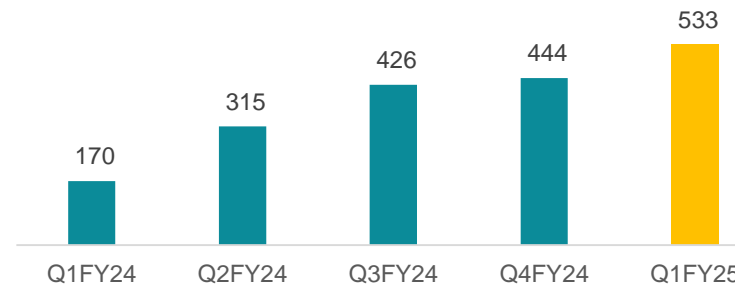
EBITDA (Rs Mn)



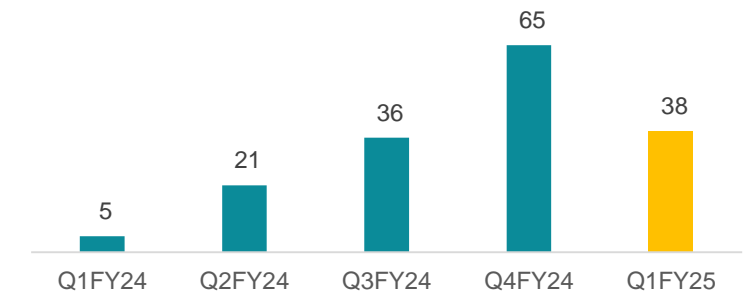
PAT (Rs Mn)



No of active customers



No of active suppliers



■ Previous quarters
 ■ Q1FY25
 ■ Q1FY25 (after eliminating impact of non-recurring expense for brand promotion)

Profit & Loss Statement

Particulars (Rs Mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	FY24
Net Revenue	1,509	5,062	7,483	12,775	11,444	26,829
Raw Material Costs	1,479	4,939	7,287	12,384	11,027	26,088
Employee Costs	5	9	15	21	34	50
Other expenses	7	2	10	52	136	71
EBITDA	18	112	170	318	247[^]	619
EBITDA Margin %	1.2%	2.2%	2.3%	2.5%	2.2%	2.3%
Other Income	0	11	96	209	195	316
Interest Cost	1	3	34	79	77	116
Depreciation	0	1	1	3	2	5
Tax	4	30	60	109	100	204
Net Profit	13	90	172	336	263	610
Net Profit Margin %	0.9%	1.8%	2.3%	2.6%	2.3%	2.3%
Operational metrics					Q1FY25	FY24
*NWC (days)					5	5
*ROCE %					51%	43%
*ROE %					10%	6%
Net Debt Equity Ratio					-0.8	-0.9

[^]EBITDA of INR 247 Mn in Q1FY25 has non-recurring expense of INR 59 Mn for brand promotion

* ROCE and ROE have been annualized basis Q1 numbers. Other income has not been considered for the purpose of EBIT calculation

** Capital employed is average of Total assets minus current liability minus surplus cash, as at the end of FY24 and 30 June 2024

***NWC has been calculated as Total Current Assets – Total Current Liabilities

Balance Sheet & Cash flow – FY24

Balance Sheet - Assets (Rs mn)	31 Mar'24
Cash & Bank Balance	11,255
Receivables	863
Inventories	713
Other current assets	982
Fixed assets (net)	561
Other assets	497
Total Assets	14,871
Balance Sheet - Liabilities (Rs mn)	31 Mar'24
Trade payables	1,986
Other current liabilities	189
Debt	1,819
Others	6
Shareholders' funds	10,871
Total Equity & Liabilities	14,871

Cashflow Statement (Rs mn)	31 Mar'24
EBITDA	619
Change in Accounts receivables	-863
Change in Inventory	-713
Other WC changes	1,196
Tax	-204
Other Income	316
Operating cash flow	351
Capex	-596
Investments	1
Interest	-116
Free cash flow	-360
Dividend payments	-
Capital increase	10,139
Others	-461
Net change in cash flow	9,318
Net cash beginning	118
Net cash end	9,436

Capital advances reclassified to Other Assets in Balance sheet and considered as Capex in Cash Flow Statement

Thank You



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For further information, please contact:

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Naman Rastogi – Strategy & Investor Relations

SG Mart Limited

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Email: namanrastogi@sgmart.co.in





Q1FY25 Result Highlights

SG Mart Limited today announced its financial performance for the quarter ending June 30, 2024



SG Mart Reports Strong Q1 Results, Driving Growth in the B2B Construction Materials Marketplace

Noida, August 09, 2024 – SG Mart, a leading B2B marketplace for construction materials, today announced its financial results for the first quarter ended June 30, 2024. The company continues to demonstrate robust growth, driven by an expanding customer base, innovative platform enhancements, and increased demand for sustainable construction materials.

“We are excited to report another strong quarter, despite the headwinds faced by the construction materials industry, that underscores our leadership position in the B2B construction materials market,” said Shiv Bansal, Joint MD of SG Mart. “Our continued focus on innovation and customer satisfaction has not only driven our growth but also allowed us to build a platform that meets the needs of modern construction professionals. We are committed to delivering value to our customers and suppliers as we navigate the challenges of the industry.”

Market Trends and Future Outlook

The construction materials market is experiencing significant shifts toward digital solutions, with increasing reliance on online platforms for sourcing and procurement. SG Mart is well-positioned to capitalize on these trends, particularly with the rise in

demand for sustainable building materials and the ongoing recovery in construction activity post-pandemic.

The business growth was slightly impacted in Q1FY25 due to general elections and plant maintenance shut down by steel producers, which impacted the raw material supply. However, we expect a strong recovery going forward, from Q2FY25. Looking ahead, SG Mart plans to enhance its technology infrastructure, expand its supplier network, and introduce new features aimed at improving user experience. The company expects to sustain its growth trajectory in the coming quarters and remains committed to providing the best marketplace for construction professionals.

About SG Mart

SG Mart is a leading B2B marketplace providing high-quality materials to construction professionals. With a commitment to innovation and sustainability, SG Mart streamlines the procurement process, enabling users to source products efficiently while promoting eco-friendly practices in the construction industry.

The key financial metrics for Q1FY25 are given below:

Key Financial Highlights (in Rs Mn)		Q1FY25
Revenue		11,444
Business EBITDA		247
Other income		195
Total EBITDA		442
PAT		263