



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

January 8, 2024

**Scrip Code: 512329**

**Sub: Earnings presentation and Press Release on Unaudited Financial Results for the quarter and nine months ended December 31, 2023**

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 and nine months ended December 31, 2023.

This disclosure along with the enclosures shall be made available on the website of the Company viz. [www.sgmart.co.in](http://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: 08.01.2024  
Place: Delhi**

## **SG MART LIMITED**

(formerly known as Kintech Renewables Limited)

Registered office: Kintech House, 8, Shivalik Plaza, Opp. AMA, IIM Road, Ahmedabad - 380 015, Gujarat, India  
Corporate Office: Unit No. 705 GDITL Tower Plot No. B-8, Netaji Subhash Place, Pitampura, Delhi -110034, India  
Tel: +91 - 9205556113 | Email: [compliance@sgmart.co.in](mailto:compliance@sgmart.co.in)  
Website: [www.sgmart.co.in](http://www.sgmart.co.in) | CIN : L46102GJ1985PLC013254



# SG Mart

A B2B marketplace for  
construction materials



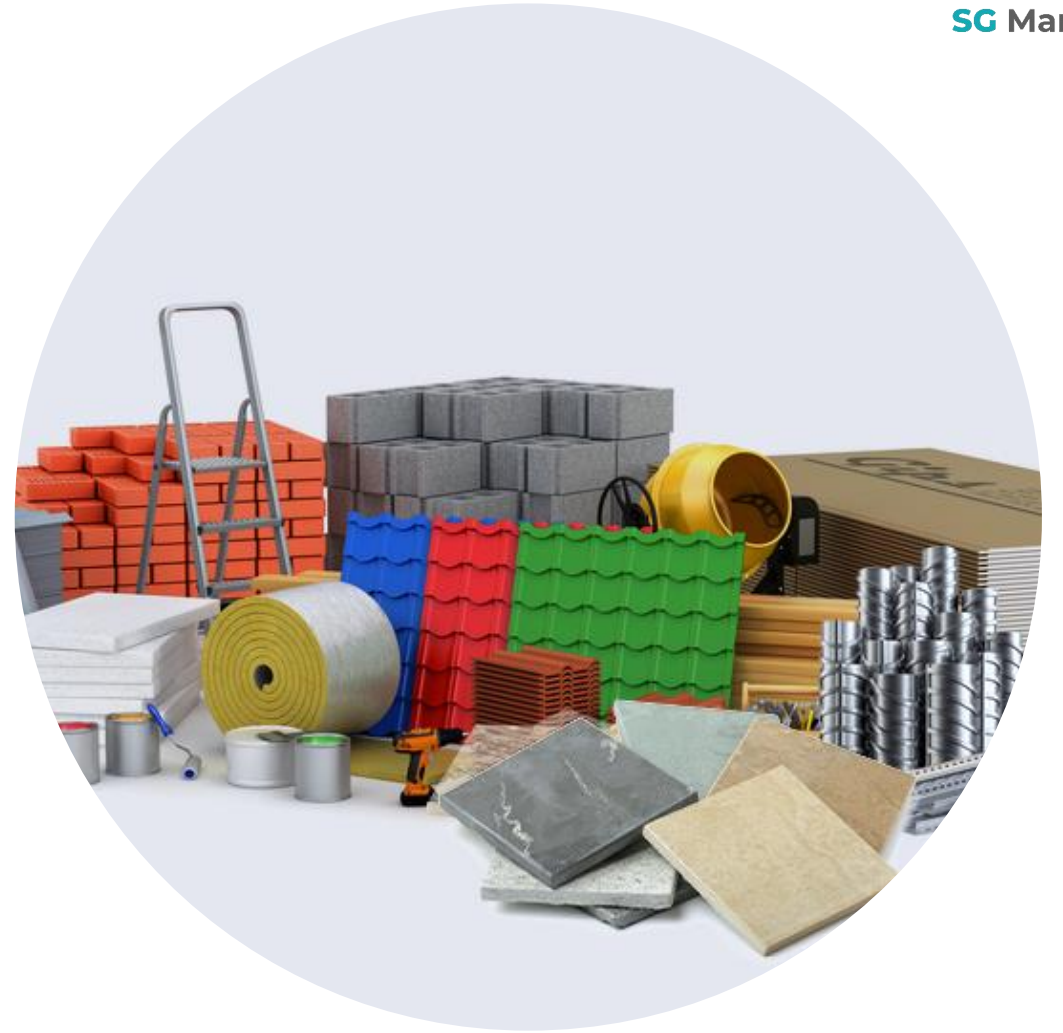


SG Mart

# Section 1: Industry Overview

Tech enabled B2B market-place  
focussed on construction materials

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# 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
<b>Potential market size</b>	<b>4,100</b>



India is the 7<sup>th</sup> largest manufacturing hub and the 5<sup>th</sup> 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



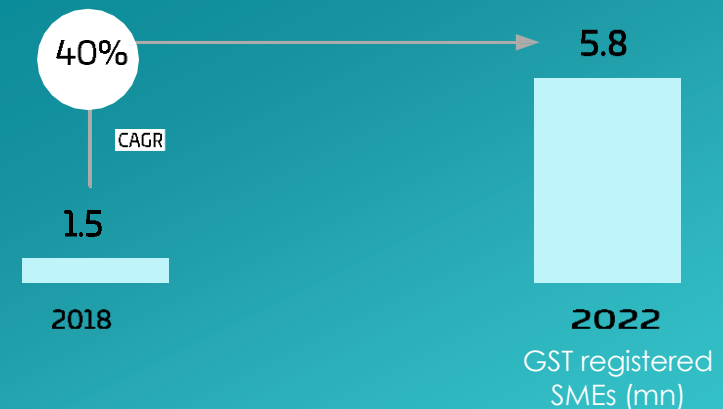
- Traditional supply chains disrupted during COVID; significant push towards digital commerce
- 70%+ MSMEs are looking to digitally transform their businesses to meet customer demands
- 100-300% annual growth in leading B2B marketplaces since COVID – sustained shift in adoption

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

## 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





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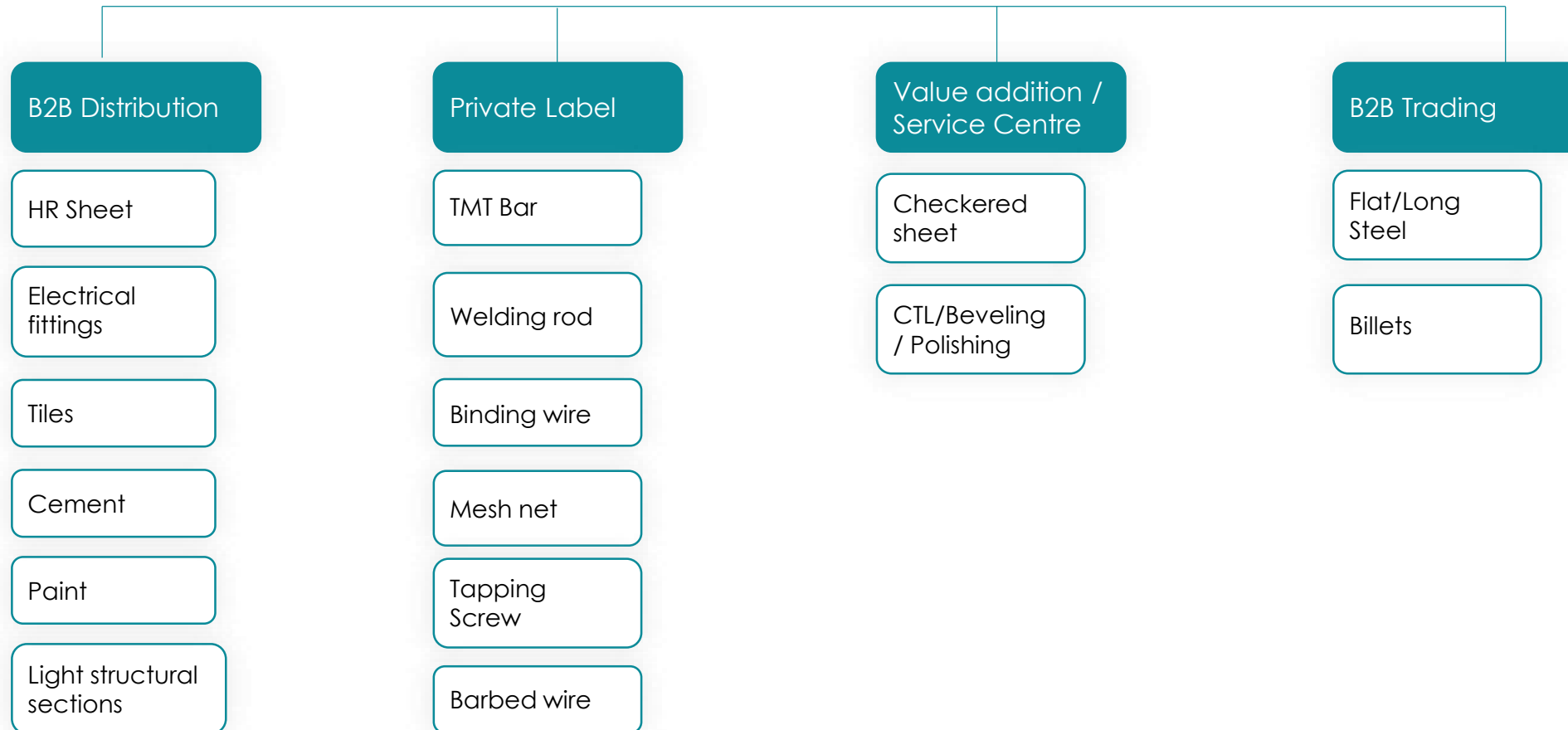
# Section 2: Company background

Tech enabled B2B market-place  
focussed on construction materials

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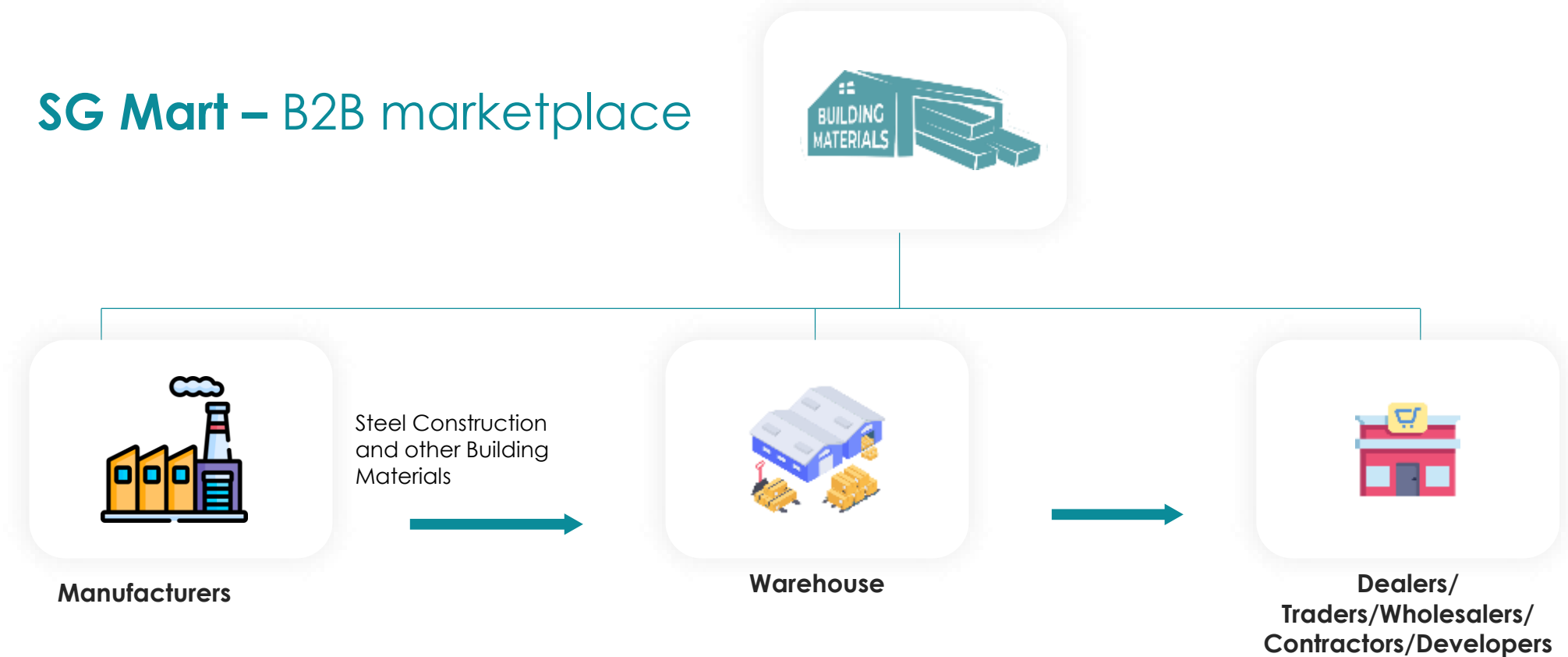


# SG Mart – Revenue Model





# 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

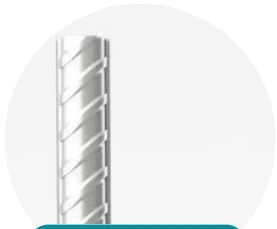
## Our value proposition

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

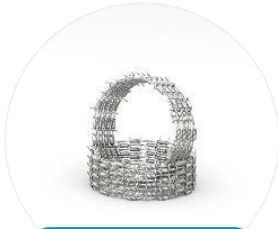


# Product Portfolio

## Construction steel products



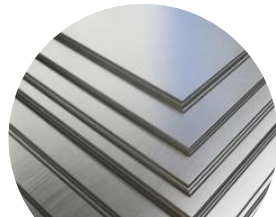
TMT



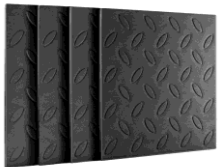
Wire mesh



Binding Wire



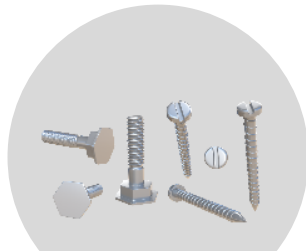
HR Sheet



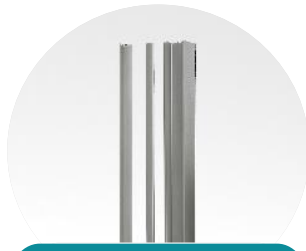
Checked Sheet



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

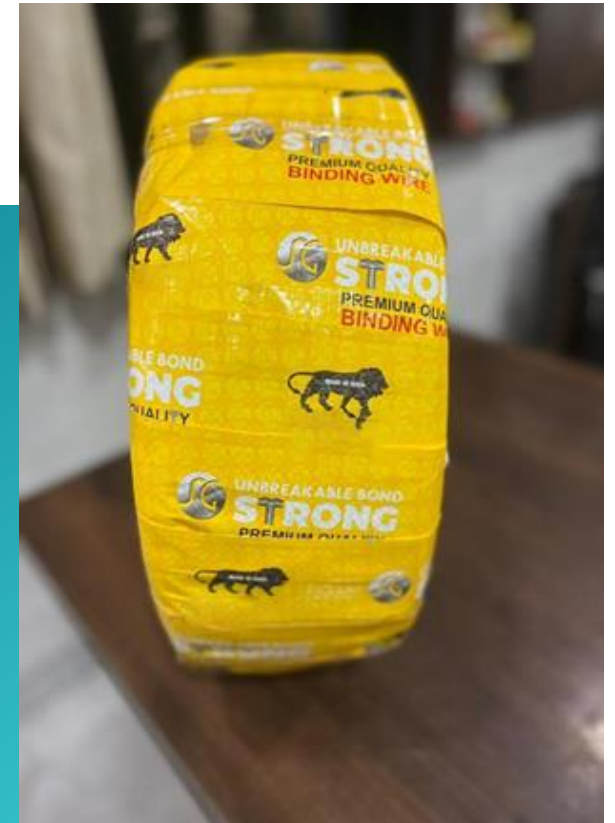
- Cost Effective
- Better Weldability
- Earthquake Resistant
- Unbreakable  
Ductility
- Superior Bonding  
Strength



## 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

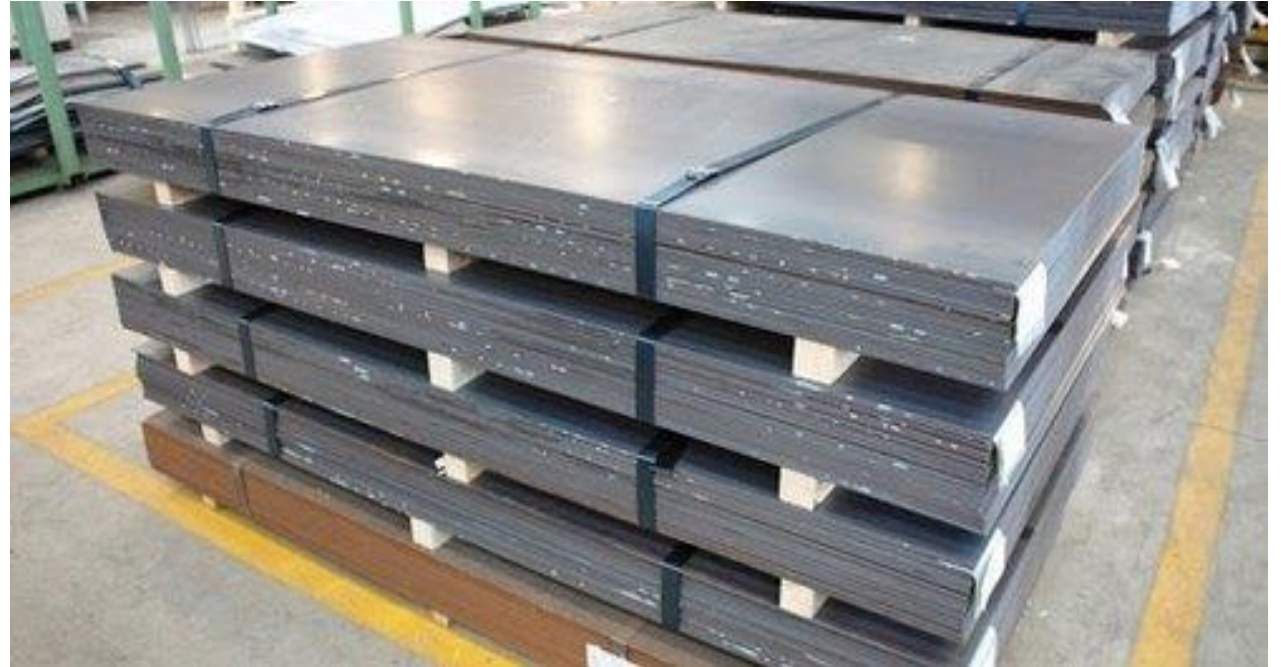
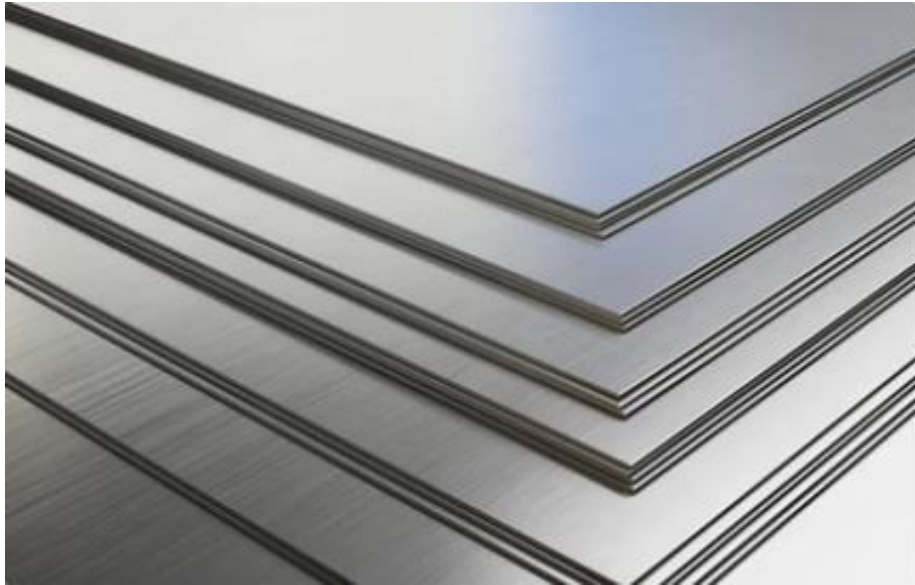
MS steel wire mesh in different sizes. used in construction and infrastructure, agricultural fencing, industrial use

- 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

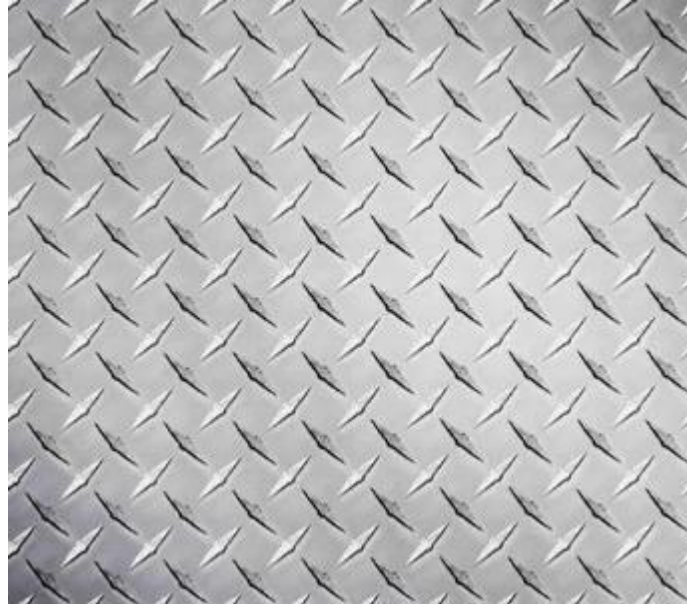
Primary Hot Rolled Sheet size  
from 1.8-2.5 mm



## 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

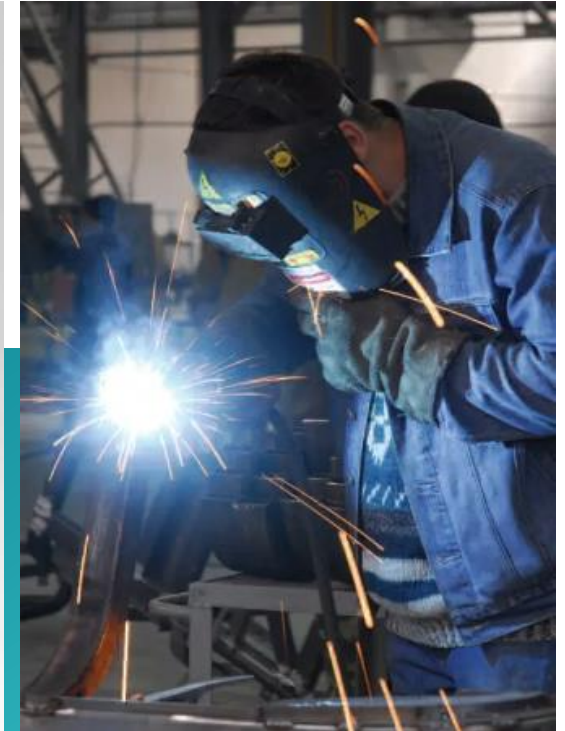


Recyclable



## 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 Structure – 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





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## Brands partners in Tiles and Fittings



# At a Glance – Q3 FY24 (Second Quarter of operation)



₹ 7.5 Bn  
Revenue



₹170 Mn  
EBITDA



2.3%  
EBITDA Margin



₹ 172 Mn  
Net Profit



2.3%  
Net Profit Margin



₹ 173 Mn  
Cash profit



-13 days  
Net WC days as on  
31-Dec 2023



25%  
\*ROCE for FY24E



7%  
\*ROE for FY24E



₹8 Bn  
Net cash as on  
31-Dec 2023



550+  
Customers by end  
of 9MFY24



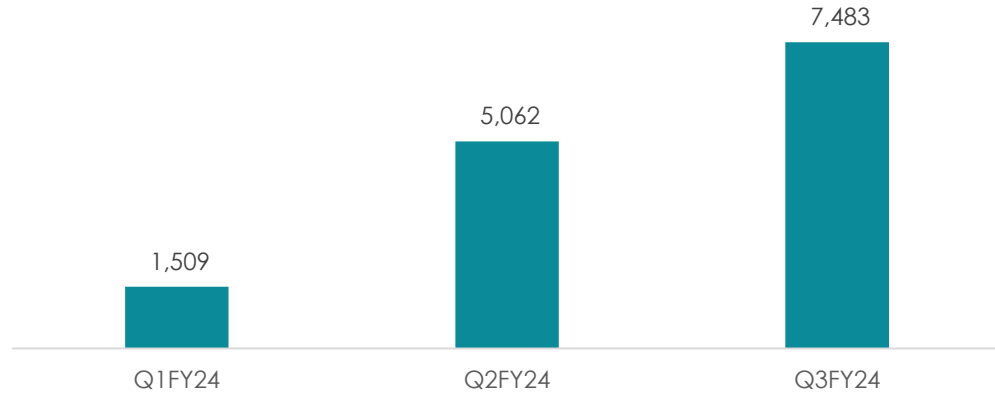
75+  
Vendors by end  
of 9M24

\* ROE/ ROCE annualized for FY24 on Q3FY24 basis. Other income has not been considered for the purpose of EBIT calculation. ROE looks low because of equity infusion on INR 8.8 Bn in Nov-23

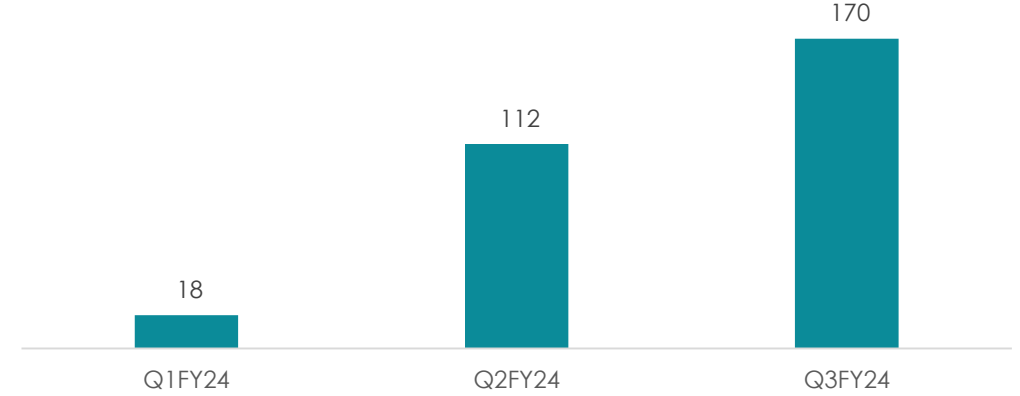
\*\* Capital employed is Total assets minus current liability minus surplus cash as on 31-Dec 2023

# Growing strength to strength

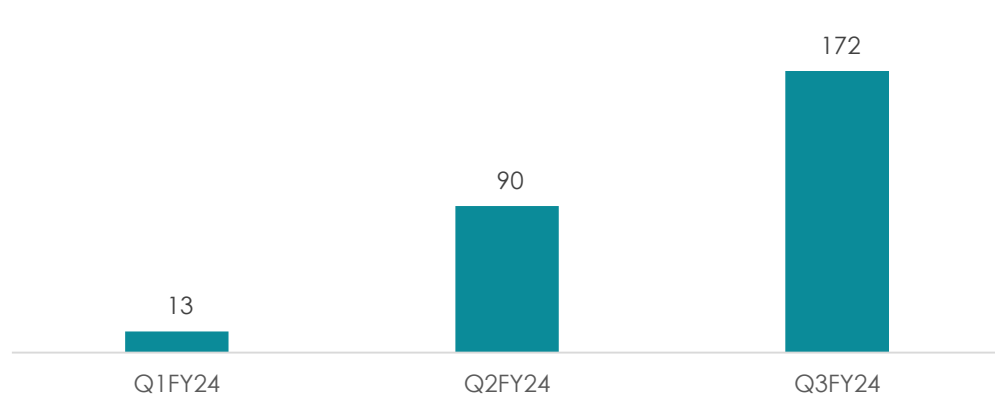
### Revenue (Rs Mn)



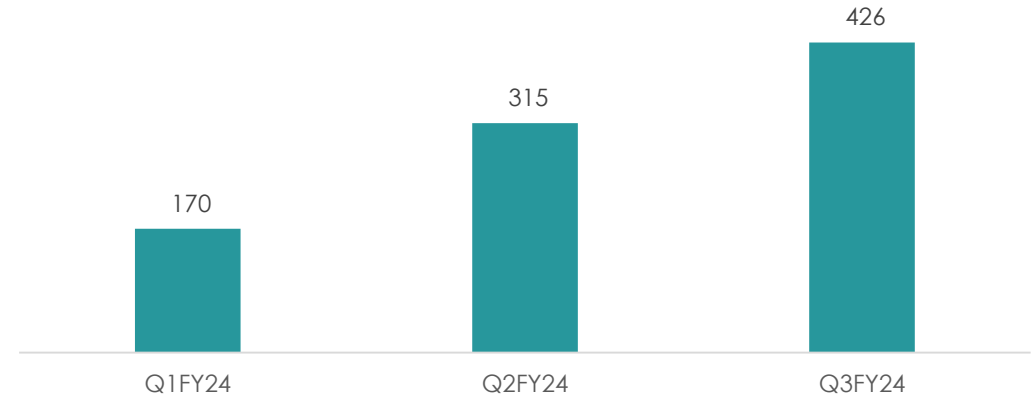
### EBITDA (Rs Mn)



### PAT (Rs Mn)



### No of customers



# Profit & Loss Statement

Particulars (Rs Mn)	Q1FY24	Q2FY24	Q3FY24	9MFY24
Net Revenue	1,509	5,062	7,483	14,054
Raw Material Costs	1,479	4,939	7,287	13,704
Employee Costs	5	9	15	29
Other expenses	7	2	10	19
<b>EBITDA</b>	<b>18</b>	<b>112</b>	<b>170</b>	<b>301</b>
EBITDA Margin %	1.2%	2.2%	2.3%	2.1%
Other Income	0	11	96	107
Interest Cost	1	3	34	38
Depreciation	0	1	1	2
Tax	4	30	60	94
<b>Net Profit</b>	<b>13</b>	<b>90</b>	<b>172</b>	<b>274</b>
Net Profit Margin %	0.9%	1.8%	2.3%	2.0%
Operational metrics	H1FY24			9MFY24
NWC (days)	6			-13
ROCE %	47%			25%
ROE %	23%			7%
Net Debt Equity Ratio	-0.4			-0.7

\* ROE/ ROCE annualized for FY24 on Q3FY24 basis. Other income has not been considered for the purpose of EBIT calculation. ROE looks low because of equity infusion on INR 8.8 Bn in Nov-23

\*\* Capital employed is Total assets minus current liability minus surplus cash as on 31-Dec 2023

# Provisional Balance Sheet & Cash flow – 31 Dec'23

Balance Sheet - Assets (Rs mn)	31 Dec'23
Cash & Bank Balance	10,034
Receivables	768
Inventories	340
Other current assets	2,822
Fixed assets (net)	382
Other assets	196
<b>Total Assets</b>	<b>14,542</b>
Balance Sheet - Liabilities (Rs mn)	31 Dec'23
Trade payables	1,767
Other current liabilities	45
Debt	2,192
Others	3
Shareholders' funds	10,535
<b>Total Equity &amp; Liabilities</b>	<b>14,542</b>

Cashflow Statement (Rs mn)	31 Dec'23
EBITDA	301
Accounts receivables	-768
Inventory	-340
Other WC changes	-1,007
Tax	-94
Other Income	107
<b>Operating cash flow</b>	<b>-1,801</b>
Capex	-382
Investments	0
Interest	-38
<b>Free cash flow</b>	<b>-2,220</b>
Dividend payments	0
Capital increase	10,139
Others	-192
Net change in cash flow	7,725
Net debt beginning	117
<b>Net debt end</b>	<b>7,842</b>





**SG Mart**

# Thank You

For further information, please contact:

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## Q3FY24 Result Highlights

SG Mart Limited today announced its financial performance for the quarter ending December 31, 2023.



**Delhi, January 08, 2024:** SG Mart Limited has diversified into business activities related to B2B trading of building material products. Company's vision is to be amongst the largest B2B marketplace for construction material. The management is in the process of appointing channel partners to penetrate into the construction sector.

The company's focus is to become India's leading one-stop solution for the building material products, which would cater to traders, dealers, contractors, and developers. Their focus is to help its customers by avoiding the hassle of dealing with multiple vendors.

While the industry has a fragmented supplier base, we will be making it easier for our customers to source material.

Our product portfolio ranges from construction steel products (including TMT, wire mesh, binding wire, HR sheet, checkered sheet etc) to fixtures and fitting (electrical and bathroom) and tiles.

SG Mart has announced today its Quarterly Financial performance for Q3FY24.

Key Financial Highlights (in Rs Mn)	Q3FY24
Revenue	7,483
EBITDA	266
(-) Other income	96
Net EBITDA	170
PAT	172

For more information about us, please visit  
**[www.sgmart.co.in](http://www.sgmart.co.in)** or contact:

**Sanjay Garg**  
**Chief Financial Officer**  
Tel: +91 9718514183

**SG Mart Limited**  
**(formerly known as Kintech Renewables Limited)**

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Website: [www.sgmart.co.in](http://www.sgmart.co.in) | CIN : L46102GJ1985PLC013254