



# ***Build it*** *Division Overview*

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**Hawie du Preez**  
Managing Director

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# The *basics* of **Build it**



- Build it, a division of The SPAR Group Pty Ltd.
- A building materials and hardware merchant (DIY/BIY/Contractor)
- Business model based on the SPAR Voluntary trading model with independent retailer membership to:
  - The SPAR Group Ltd.
  - Build it National Guild of Southern Africa NPC
- Retail sales:
  - 65% yard/ 35% store
  - 60% Contractor & 40% Walk in
- Retail Purchases (Wholesale sales vs. Direct):

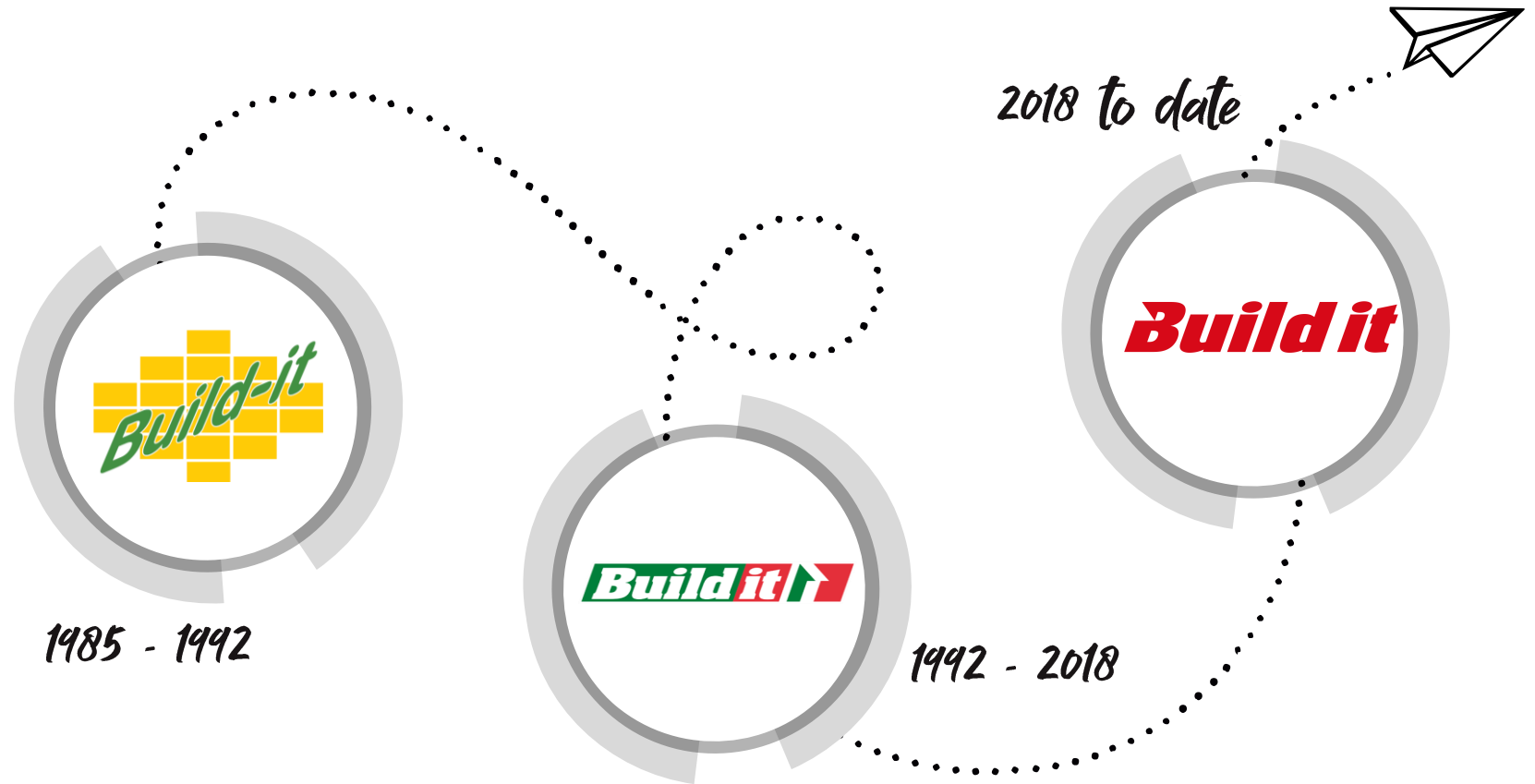
|                          | Dropshipment               | Direct |
|--------------------------|----------------------------|--------|
| Build it store purchases | 70% (7% Imports warehouse) | 30%    |

- Retail Member Support:
  - 6 x Regional offices, Central Office and an Imports Warehouse (Housebrand product)

# Our 40 year journey



|      |                  |
|------|------------------|
| 1985 | KZN              |
| 1998 | Inland           |
| 2000 | Eastern Cape     |
| 2002 | Western Cape     |
| 2002 | South Rand       |
| 2002 | North Rand       |
| 2003 | Lowveld          |
| 2003 | Eswatini         |
| 2004 | Lesotho          |
| 2005 | Namibia          |
| 2010 | SIW & Mozambique |



# The competitive landscape



|                           |  |
|---------------------------|--|
| Primary Competition       |  |
| Secondary Competition     |  |
| Specialist Retailers      |  |
| Independent Traders       |  |
| Buying Groups (Wholesale) |  |

# The competitive

(July 2023 – June 2024; \*52wks)

landscape



**322 Stores (+6;-2)**

**R11 bn | Total +3% | LFL +2%**



**399 Stores (+7;-8)**

**R18.1 bn | Total 1.38% | LFL 2.16%**

# The competitive

(July 2024 – Dec 2024)

landscape



**318 Stores (+3;-7)**

**R6.1 bn | Total +5% | LFL +4%**

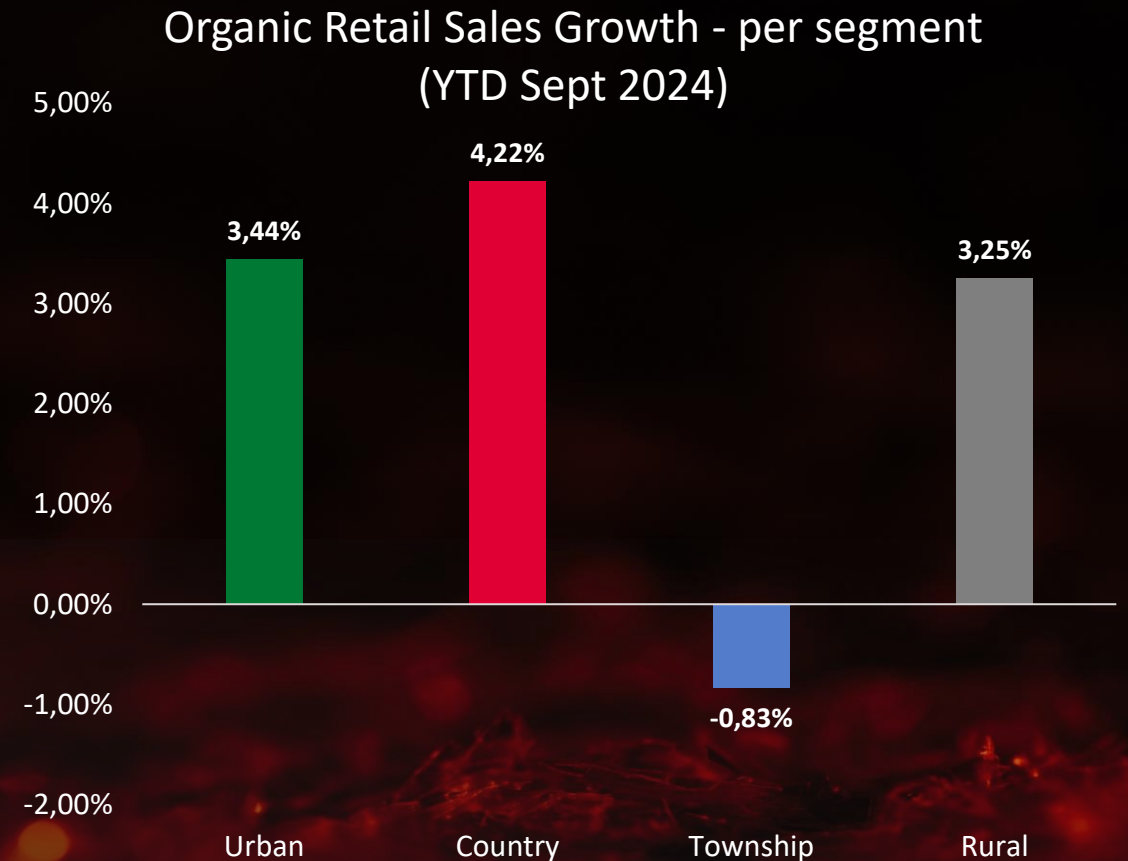
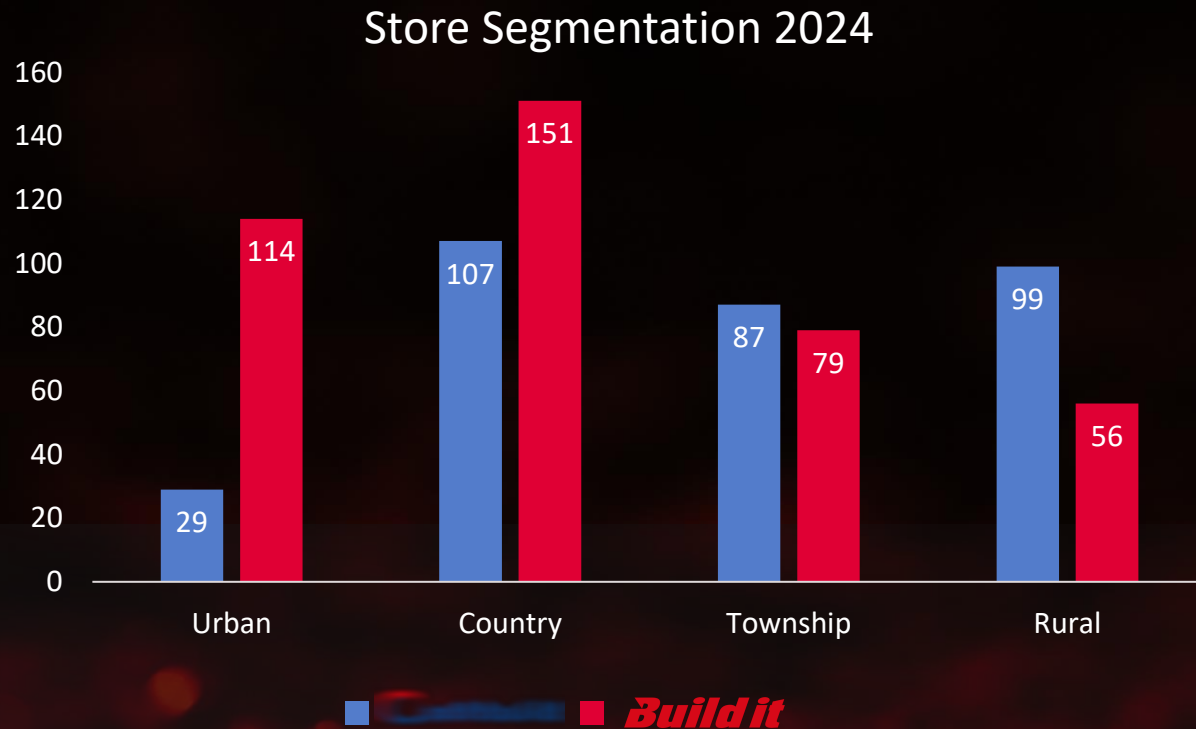


**401 Stores (+8;-5)**

**R9.97 bn | Total 4.57% | LFL 4.7%**

# The competitive landscape

## Market segments



# ***Build it*** formats and instore concepts



364



36



# Build it Imports Warehouse



**HANDTOOLS AT YOUR Build it DC**

**OVER 240 LINES NOW AVAILABLE**

**BACK IN STOCK**

**IMPROVED PRICING & PRODUCT QUALITY**

**Trowel Brick Wooden Handle 280mm**  
2427763  
**R39<sup>99</sup>** excl.  
Shrink 6 R239.94  
RRP R79.99 ea incl.

**Trowel Brick Plastic Handle 300mm**  
2427762  
**R48<sup>99</sup>** excl.  
Shrink 6 R293.94  
RRP R94.99 ea incl.

**Trowel Gauging Wooden Handle 175mm**  
2427767  
**R24<sup>99</sup>** excl.  
Shrink 6 R149.94  
RRP R49.99 ea incl.

**Trowel Pointing Wooden Handle 175mm**  
2427765  
**R24<sup>99</sup>** excl.  
Shrink 6 R149.94  
RRP R49.99 ea incl.

**Trowel Plastering Rubber Handle 280mm**  
2427781  
**R44<sup>99</sup>** excl.  
Shrink 6 R269.90  
RRP R89.99 ea incl.

**Float Plastering Plastic Handle 280mm**  
2427791  
**R9<sup>99</sup>** excl.  
RRP R14.99 ea incl.

**Hammer Claw Fibre Handle 500g**  
2427537  
**R73<sup>99</sup>** excl.  
RRP R99.99 ea incl.

**Hammer Claw Professional All Steel Handle 500g**  
2427349  
**R99<sup>99</sup>** excl.  
RRP R139.99 ea incl.

**Hammer Claw Wooden Handle 500g**  
2427340  
**R79<sup>99</sup>** excl.  
RRP R120.00 ea incl.

**Hammer Ballpeen 675g**  
2427334  
**R84<sup>99</sup>** excl.  
RRP R150.00 ea incl.

**Hammer Club 1.1kg**  
2427343  
**R99<sup>99</sup>** excl.  
RRP R170.00 ea incl.

**Hacksaw Frame DIY**  
2427538  
**R34<sup>99</sup>** excl.  
Shrink 6 R209.94  
RRP R69.99 ea incl.

**Hacksaw Frame Professional**  
2427540  
**R124<sup>99</sup>** excl.  
RRP R249.99 ea incl.

**Handsaw 550mm Professional Quality**  
2427552  
**R62<sup>99</sup>** excl.  
RRP R123.99 ea incl.

**Level Spirit Aluminium 600mm 3 Vial**  
2783207  
**R79<sup>99</sup>** excl.  
RRP R149.99 ea incl.

**Level Spirit Aluminium 1000mm 3 Vial**  
2783010  
**R99<sup>99</sup>** excl.  
RRP R179.99 ea incl.

**Level Spirit Aluminium 600mm 3 Vial Pro**  
2783017  
**R149<sup>99</sup>** excl.  
RRP R249.99 ea incl.

**Level Spirit Aluminium 1000mm 3 Vial Pro**  
2783020  
**R199<sup>99</sup>** excl.  
RRP R299.99 ea incl.

**DC SALES**

**Yes We Can!**

**Build it**

Tel 031 569 4865 Fax 031 569 4850 www.simply-build-it.co.za • Terms & conditions apply • While stocks last • Prices exclude VAT • E&OE

**HANDTOOLS AT YOUR Build it DC**

**OVER 240 LINES NOW AVAILABLE**

**BACK IN STOCK**

**IMPROVED PRICING & PRODUCT QUALITY**

**Pliers Fencing 300mm**  
3466530  
**R139<sup>99</sup>** excl.  
RRP R239.99 ea incl.

**Pliers Diagonal Professional 160mm**  
2427426  
**R68<sup>99</sup>** excl.  
RRP R139.99 ea incl.

**Pliers Combination Professional 160mm**  
2427443  
**R79<sup>99</sup>** excl.  
RRP R149.99 ea incl.

**Pliers Fencing 250mm**  
2427446  
**R119<sup>99</sup>** excl.  
RRP R199.99 ea incl.

**Pliers Long Nose Heavy Duty 300mm**  
2427434  
**R67<sup>99</sup>** excl.  
RRP R139.99 ea incl.

**Pliers Waterpump Heavy Duty 300mm**  
2427452  
**R109<sup>99</sup>** excl.  
RRP R209.99 ea incl.

**Combination Spanners 10mm - 19mm**

| Code    | Size | BSP | RSP                  |
|---------|------|-----|----------------------|
| 2427665 | 10mm |     | <b>R21.99</b> R31.99 |
| 2427669 | 12mm |     | <b>R23.99</b> R33.99 |
| 2427671 | 13mm |     | <b>R24.99</b> R34.99 |
| 2427675 | 15mm |     | <b>R27.99</b> R39.99 |
| 2427679 | 17mm |     | <b>R32.99</b> R44.99 |
| 2427683 | 19mm |     | <b>R36.99</b> R49.99 |

**Spanner Shifting 250mm**  
2427647  
**R124<sup>99</sup>** excl.  
RRP R219.99 ea incl.

**Knife Snap-Off Small**  
2427362  
**R17<sup>99</sup>** excl.  
RRP R29.99 ea incl.

**Knife Snap-Off Large**  
2427365  
**R19<sup>99</sup>** excl.  
RRP R34.99 ea incl.

**Tape Measure Fibreglass 30m**  
2427821  
**R109<sup>99</sup>** excl.  
RRP R199.99 ea incl.

**Tape Measure Expert 5m x 19mm**  
2477910  
**R35<sup>99</sup>** excl.  
Shrink 12 R431.88  
RRP R69.99 ea incl.

**Tape Measure Expert 7.5m x 25mm**  
2477913  
**R59<sup>99</sup>** excl.  
Shrink 6 R359.94  
RRP R119.99 ea incl.

**Hand Riveting Kit**  
2427483  
**R99<sup>99</sup>** excl.  
RRP R189.99 ea incl.

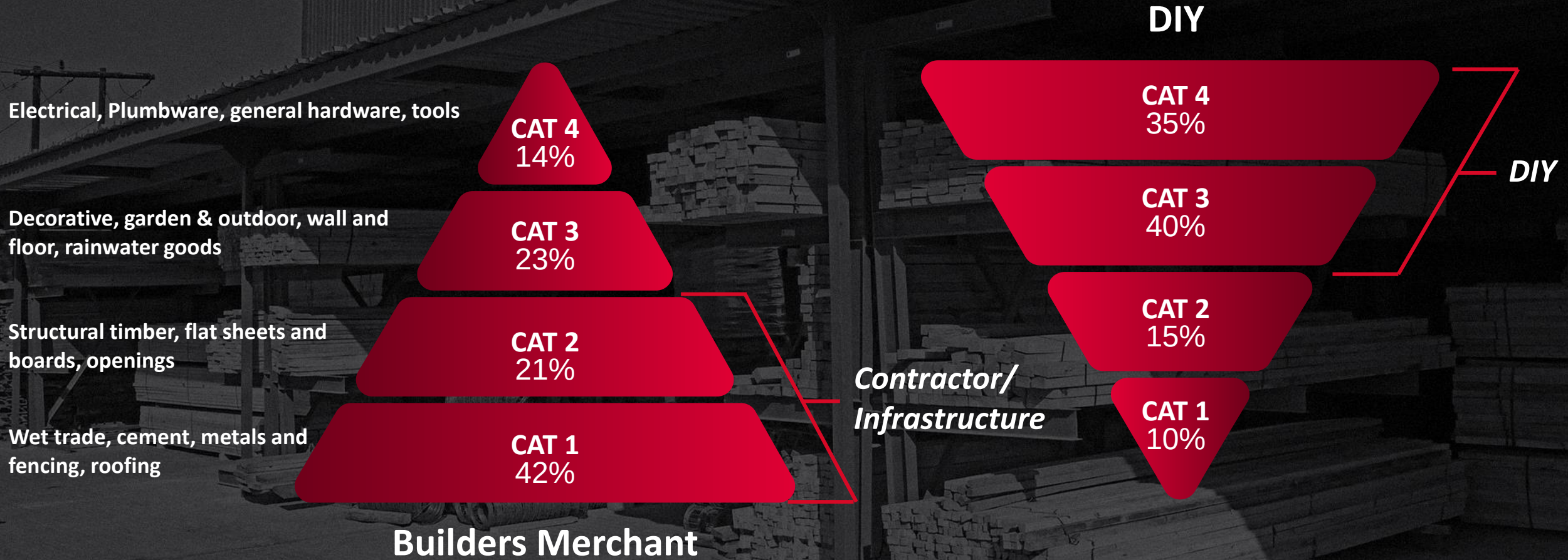
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**Yes We Can!**

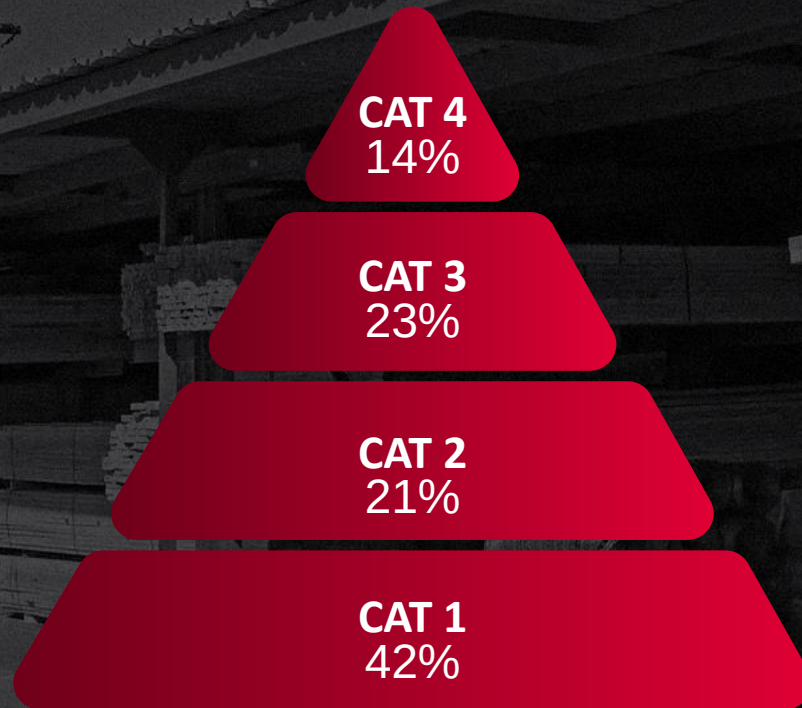
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# **Build it** Retail Sales Mix

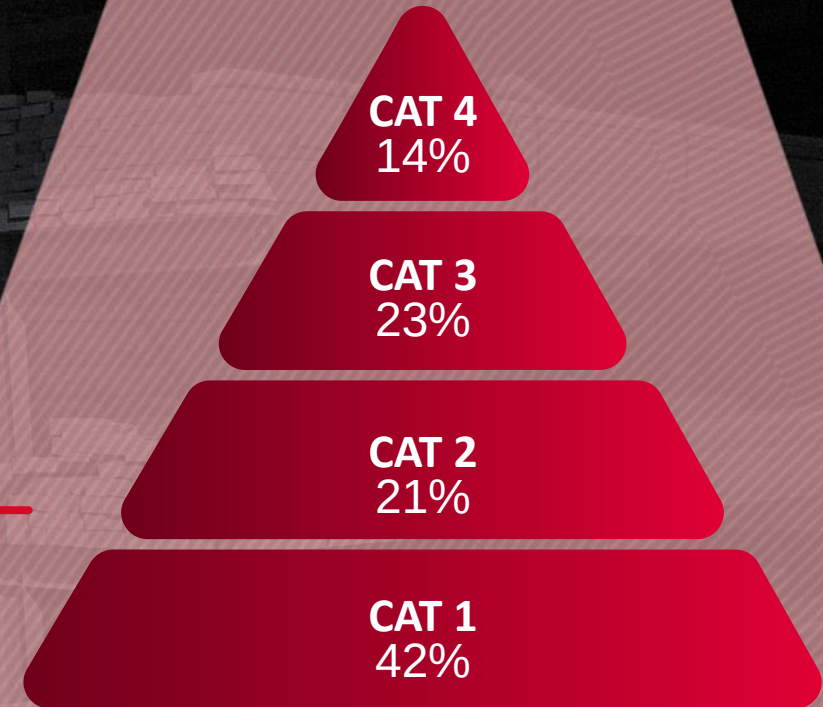


# **Build it** Retail Growth Model



**Builders Merchant**

**Growth**



**Builders Merchant**

The background is a vibrant red with a subtle, abstract pattern of geometric shapes and lines, creating a sense of depth and movement.

# ***Build it*** ***Strategy*** **2025+**

# Build Strategy *elements*

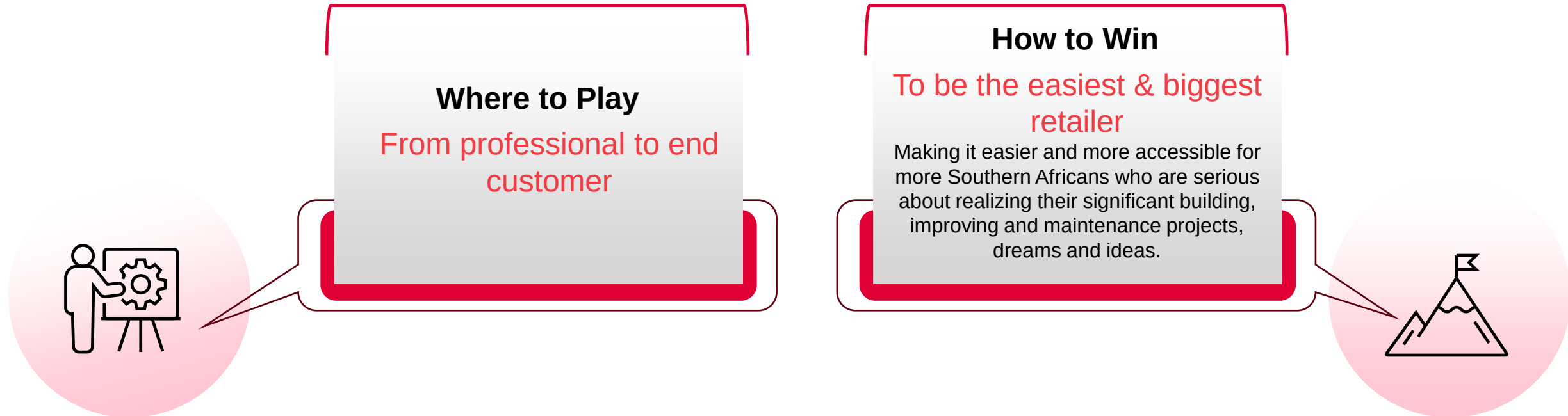


## Winning Aspiration

Being the first-choice brand for Southern Africans who want to build, maintain and improve "things" of enduring value.

## Strategic Issue

Creating new rules of the game that will help us to achieve our strategic ambition. The shift in Consumer control and influence.

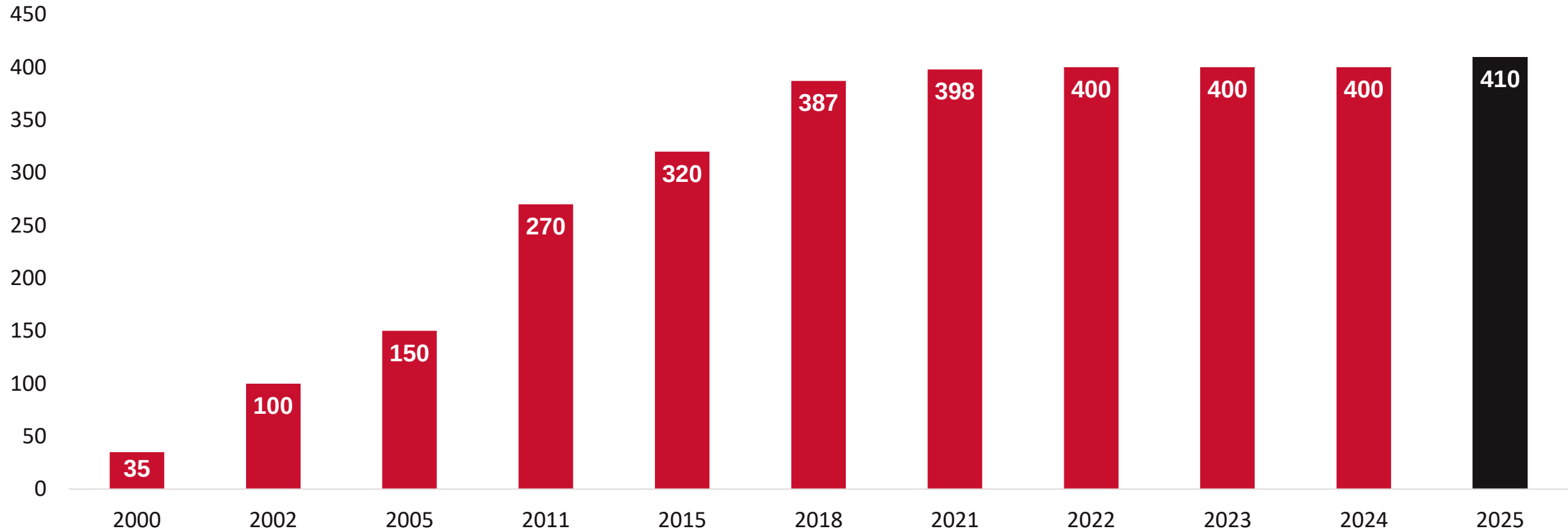


# Countries & Regions

|                |                                        |
|----------------|----------------------------------------|
| KZN            | (RSA 79)                               |
| Eastern Cape   | (RSA 47)                               |
| Western Region | (RSA 39 & Namibia 23)                  |
| South Rand     | (RSA 70 and Lesotho 2)                 |
| North Rand     | (RSA 61)                               |
| Lowveld        | (RSA 31, Eswatini 8,<br>Mozambique 40) |
| <hr/>          |                                        |
| Group          | (RSA 327, Neighbouring 73)             |

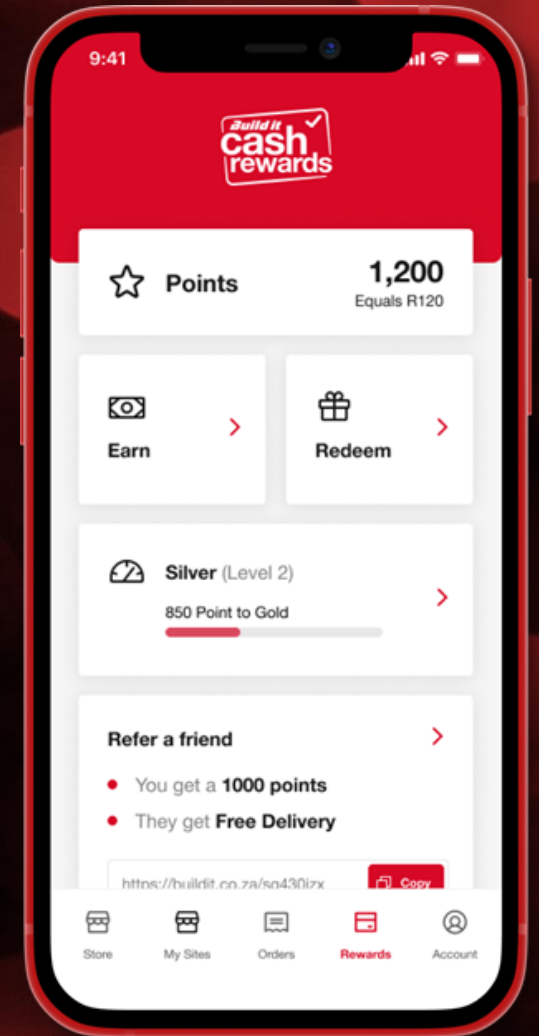


# ***Build it*** store numbers



# Technological *Enhancements*

DATA





Thank  
You