



Q2 FY20
Result
Presentation

November
2019

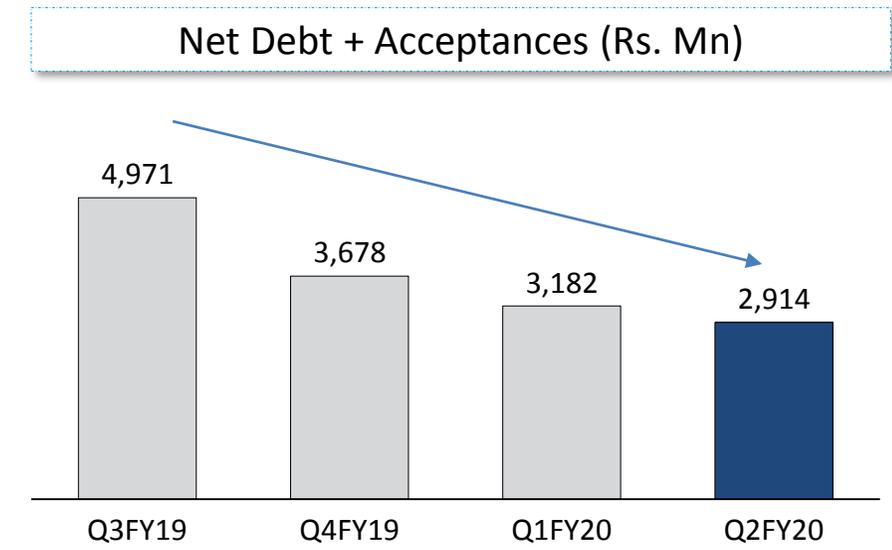
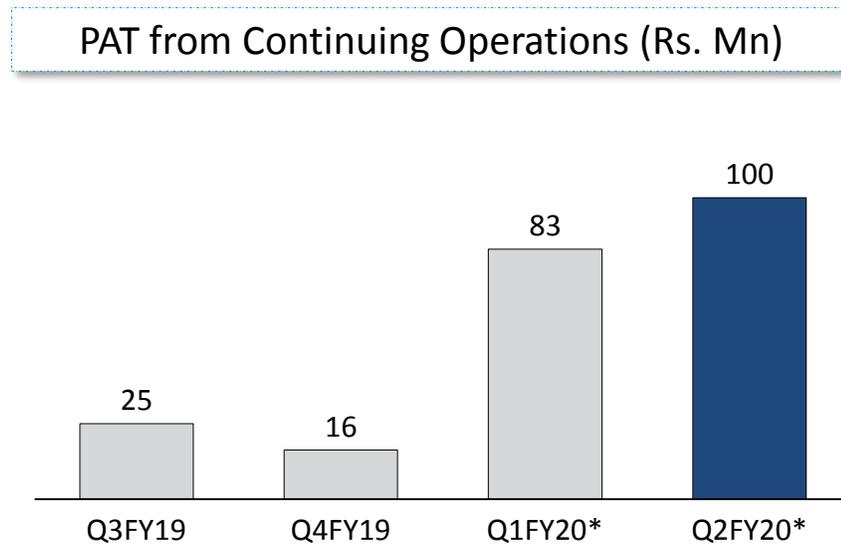
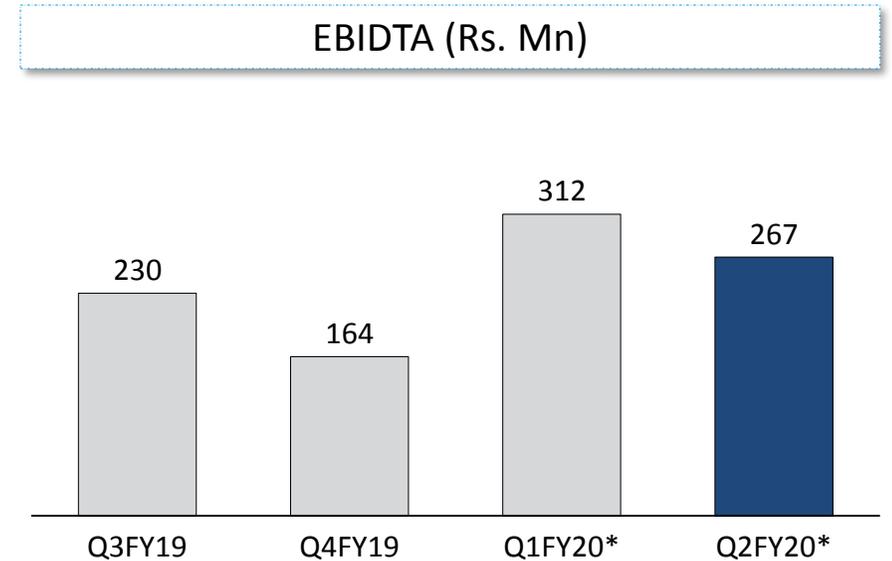
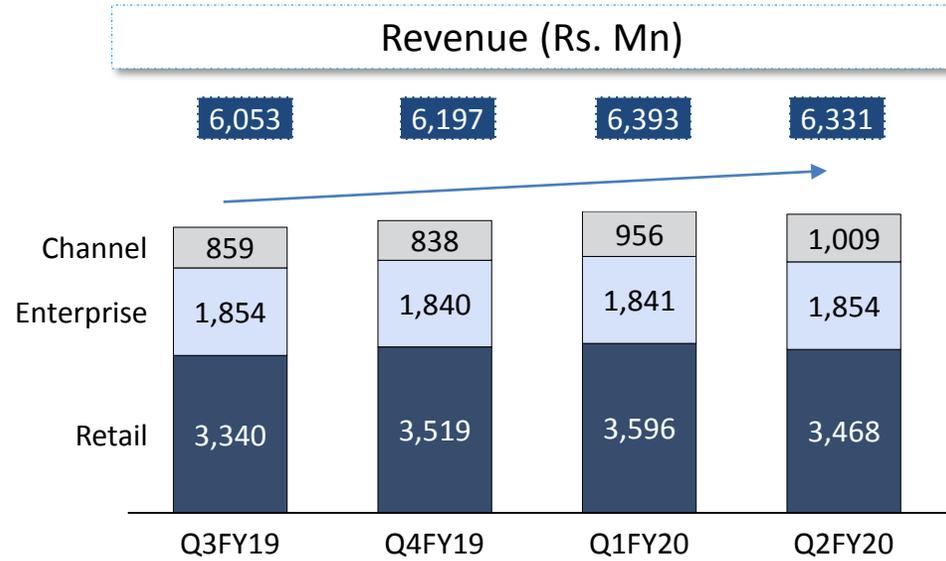
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Improving Profitability & Balance Sheet



*Q1FY20 & Q2FY20 numbers are post Ind AS 116 impact;
PBT for Q1FY20 & Q2FY20 would have been higher by Rs. 5.8 Mn & Rs. 1.8 Mn respectively, before Ind AS 116 impact

Awards & Accolades – Q2FY20



Best Retail Management 2019 Award From Parryware India



Platinum Star Dealer Award from Landmark Crafts Pvt Ltd

Marketing and CSR Activities

SHANKARA Buildpro
Building Materials and more

LARGE RANGE OF FABRICATION & INDUSTRIAL PRODUCTS

PIPES & TUBES
MS PIPES, CR PIPES, GP PIPES, GI PIPES, BOILER TUBES, SEAMLESS PIPES, STAINLESS PIPES

100+ LOCATIONS & ACROSS 10 STATES

STEEL
ANGLES, CHANNELS, BEAMS, SQUARE BODS, ROUND BODS, FLATS, SHEET PILES, GALVANIZED PLATE & SHEET, HEX/CR STRIPS, CHECKERED PLATE

25+ YEARS OF CUSTOMER SERVICE

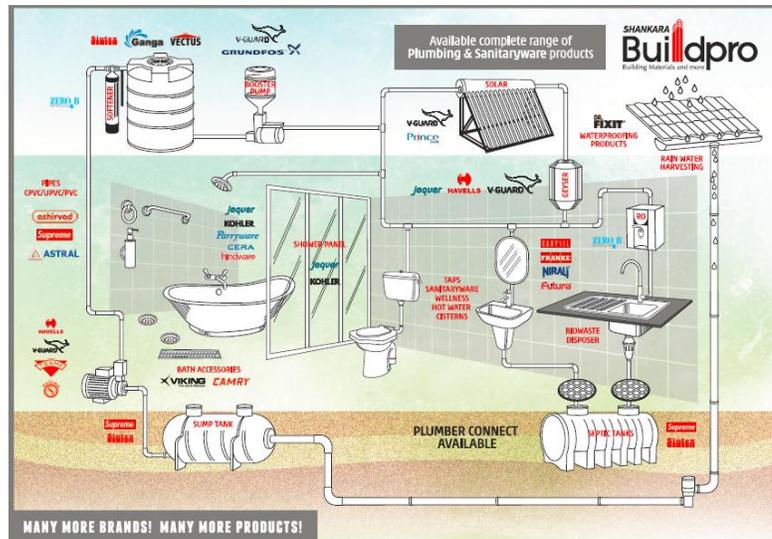
ROOFING SOLUTIONS
COLOR COATED SHEETS, GC SHEET, BARBED WIRE, GALVANIZED SHEET PILES, TURBO VENTILATOR, SCREWS, WELDING RODS

ACCESSORIES
ROOFING ACCESSORIES, GUTTER & GARDING SYSTEMS

LARGE FOOTPRINT ACROSS 10 STATES

IN-HOUSE BRANDS
MIRA, Prince, GANGA

OTHER KEY BRANDS
TATA, ORIENT BELL, ULTRA TECH, ASIAN PAINTS, JOHNSON, BOSCH



SHANKARA Buildpro
Building Materials and more

BEST BRANDS

25 YEARS SERVICE

HASSLE FREE SHOPPING

100+ STORES PAN INDIA

Parryware, **ESSCO**, **Jaquar**, **FinOlex**, **Sintex**, **JOHNSON**, **orientbell**, **UltraTech**, **asianpaints**, **FERRARIS**

SHANKARA Buildpro
Building Materials and more

UP TO 50% OFF*

FESTIVAL SALE
Sep 29th - Nov 10th

Brighten up your festivity with fabulous offers!

*Conditions apply

We have increased our marketing activities for overall brand building & brand recall for **Shankara Buildpro**

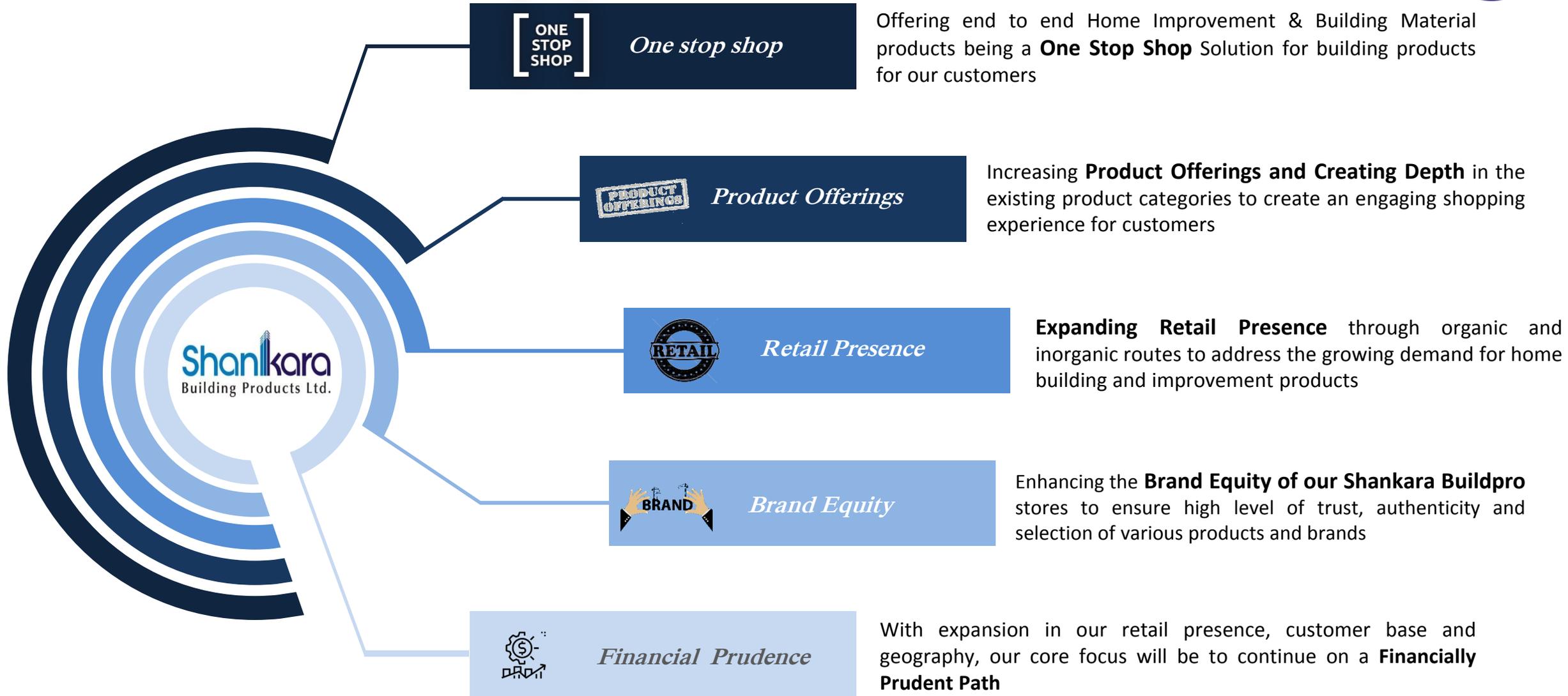
Customer Outreach Activities Strengthened

Customer Meets, Outreach & Orientation Programs at Shankara Buildpro Stores



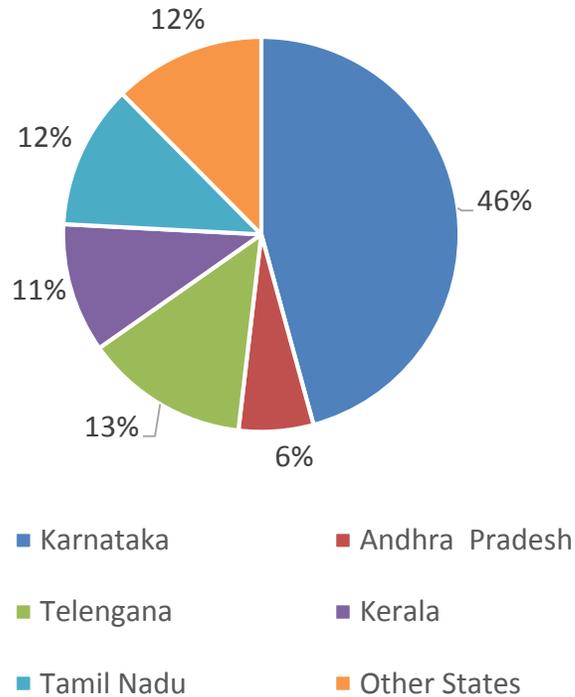
- ✓ Organizing customer meets across locations to showcase the wide range of product offerings
- ✓ Over 50+ influencer meets held over the last quarter
- ✓ Most of the meets held in collaboration with partner brands
- ✓ Localized marketing efforts – newspaper inserts, pamphlet distribution, direct outreach to construction sites, digital marketing etc.
- ✓ Product training sessions in collaboration with various brands for better understanding and insights on the products we offer and their usage

Our Long Term Focus

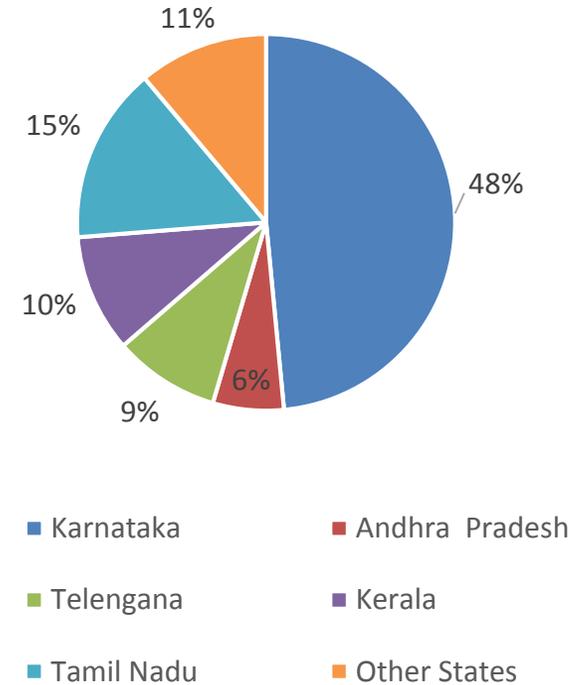


Revenue Break up H1FY20

H1FY19
Revenue mix across States



H1FY20
Revenue mix across States



Key Highlights – Retail Business

Particulars	Units	H1FY20	H1FY19
No of retail stores	Nos.	129	134
Total Area	Sq. Ft	555,622	5,65,202
Average store size	Sq. Ft	4,307	4,218
Average ticket size	Rs.	28,074	29,286
Revenue from retail stores	Rs. Mn	7,064	7,452
EBITDA	Rs. Mn	568	747
Margin* (%)	%	8.0%	10.0%
EBITDA per store	Rs. Mn	4.4	5.6
Average rental cost per Sq. Ft. per month	Rs.	21.3	18.4

Comparable sales growth stood flat at -0.6% for Q2FY20

Q2 & H1FY20 Income Statement

Particulars (Rs. in Mn)	Q2FY20*	Q2FY19	Y-o-Y (%)	Q1FY20*	Q-o-Q (%)
Total Income	6,331	6,439	-2%	6,393	-1%
Raw Material	5,768	5,669		5,785	
Employee Expenses	139	171		132	
Other Expenses	157	287		165	
EBITDA	267	311	-14%	312	-14%
EBITDA %	4.2%	4.8%		4.9%	
Other Income	6	16		5	
Depreciation	57	46		85	
Finance Cost	112	152		113	
Profit before Tax	104	129	-19%	118	-12%
Tax	4	37		36	
Profit after tax from continuing operations	100	91	10%	83	21%
Net Debt + Acceptances (Rs. in Mn)					
	Q2FY20	Q2FY19	Y-o-Y (%)	Q1FY20	Q-o-Q (%)
	2,914	5,240	-44%	3,182	-8.4%

*FY20 numbers are post Ind AS 116 impact

Ind AS 116: Impact on Profit & Loss

Profit & Loss A/c Impact for Q2FY20

Particulars (Rs. in Mn)	Reported as per Ind AS 116	Ind AS 116 Impact	Without Ind AS 116
Rent	13.1	+32.6	45.7
Depreciation	57.2	-25.8	31.4
Finance Cost	111.8	-8.6	103.2
Net Impact		PBT would have been higher by Rs. 1.8 mn before the impact of Ind AS 116	

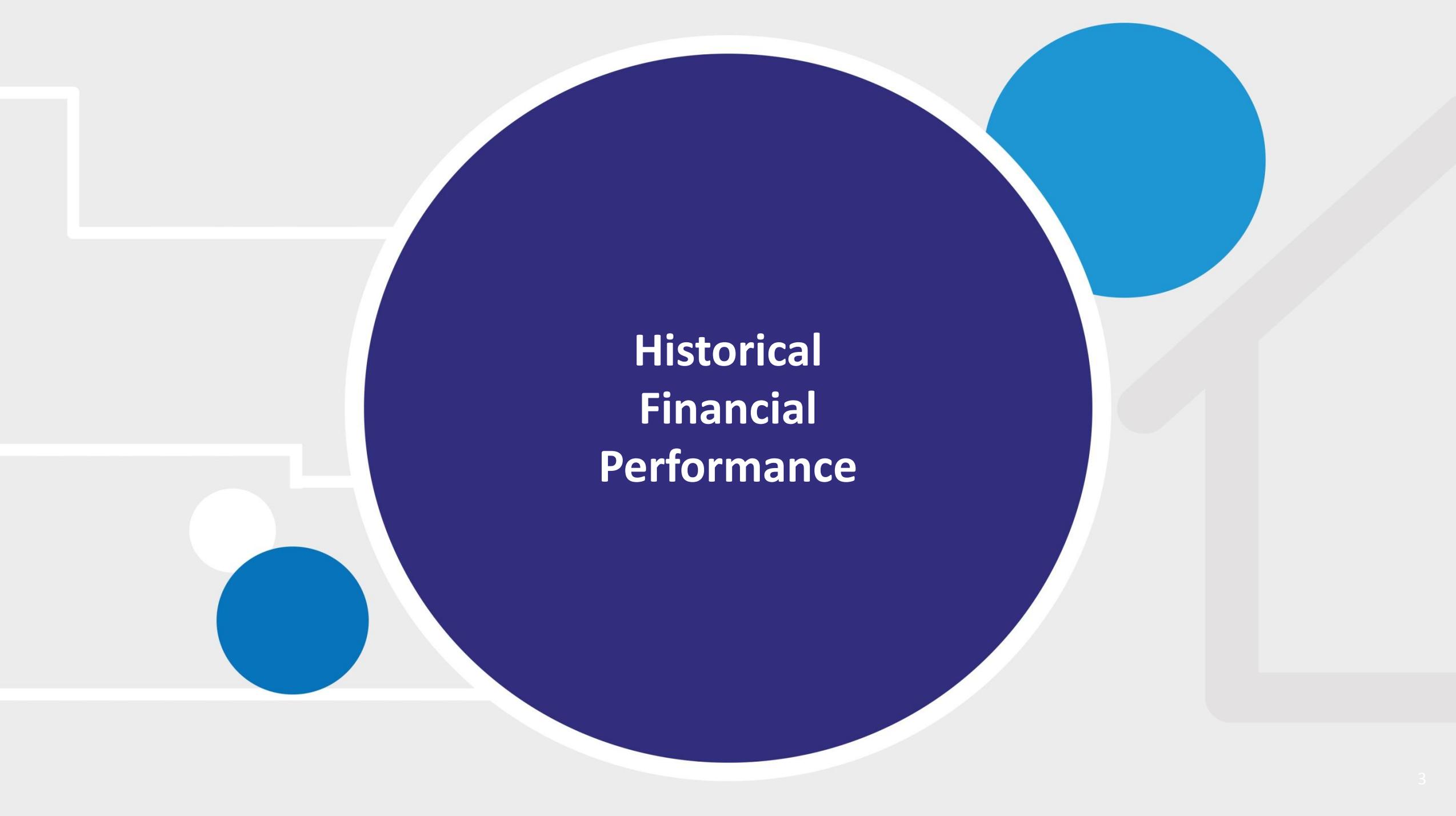
Profit & Loss A/c Impact for H1FY20

Particulars (Rs. in Mn)	Reported as per Ind AS 116	Ind AS 116 Impact	Without Ind AS 116
Rent	17.4	+ 73.8	91.1
Depreciation	142.5	- 62.8	79.7
Finance Cost	225.2	- 18.5	206.7
Net Impact		PBT would have been higher by Rs. 7.6 Mn before the impact of Ind AS 116	

Consolidated Balance Sheet*

Particulars (Rs. Mn)	Sep-19	Mar-19
Total Equity	4,898	4,791
Equity Share Capital	228	228
Other Equity	4,670	4,563
Non-current liabilities	450	235
Financial Liabilities		
(i) Borrowings	17	24
(ii) Other Financial Liabilities	0	0
(iii) Lease Liability	350	0
Provisions	4	3
Deferred Tax Liabilities (Net)	78	206
Current liabilities	5,648	6,094
Financial Liabilities		
(i) Borrowings	1,790	1,927
(ii) Trade Payables	3,553	3,814
(iii) Other Financial Liabilities	121	167
(iv) Lease Liability	22	0
Provisions	27	20
Current Tax Liabilities (Net)	45	23
Other Current Liabilities	91	143
Total Liabilities	10,996	11,120

Particulars (Rs. Mn)	Sep-19	Mar-19
Non-current assets	3,008	2,773
Property, Plant and Equipment	2,178	2,252
Investment Property	70	71
Right to Use	337	-
Capital Work in Progress	38	43
Intangible Assets	47	66
Goodwill on Consolidation	140	140
Financial Assets		
(i) Trade Receivables	37	40
(ii) Loans	150	148
Other non-current assets	10	14
Current assets	7,987	8,346
Inventories	3,769	3,829
Financial Assets		
(i) Trade receivables	3,740	3,336
(ii) Cash and cash equivalents	126	92
(iii) Bank balances other than above	50	83
(iv) Others financial assets	8	13
Other Current Assets	295	296
Current Assets Net	-	7
Non-Current Assets held for sale	-	691
Total Assets	10,996	11,120



**Historical
Financial
Performance**

FY19 Income Statement*

Particulars (Rs. Mn)	FY19	FY18
Total Income	26,541	25,487
Raw Material	23,594	21,986
Employee Expenses	642	559
Other Expenses	1,109	1,189
EBITDA	1,197	1,752
EBITDA %	4.5%	6.9%
Other Income	42	6
Depreciation	186	136
Finance Cost	567	463
Profit before Tax	485	1,159
Tax	158	421
Profit after Tax	327	738
Cash Profit	514	874
EPS	14.33	32.30

FY19 Consolidated Balance Sheet*

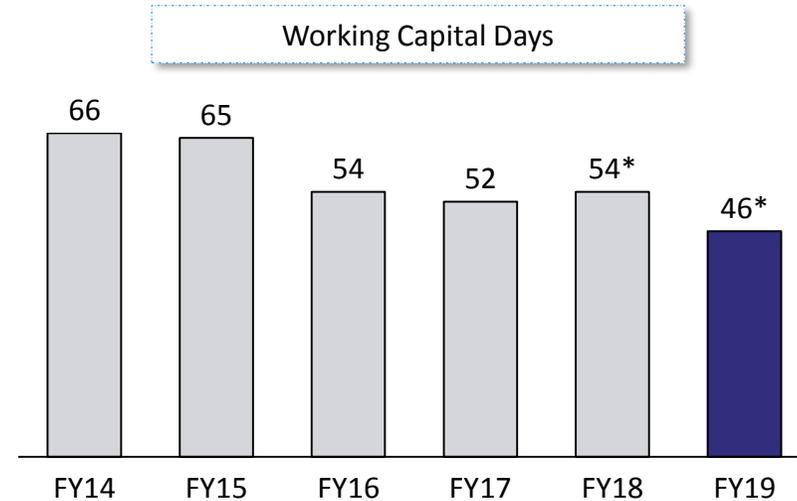
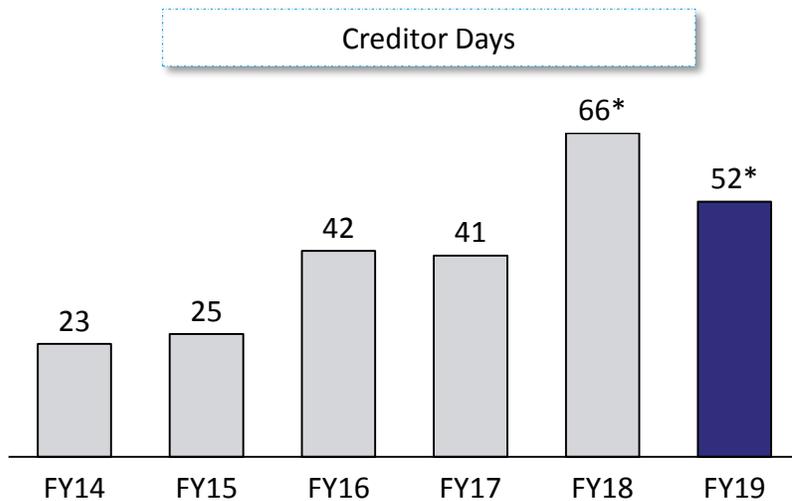
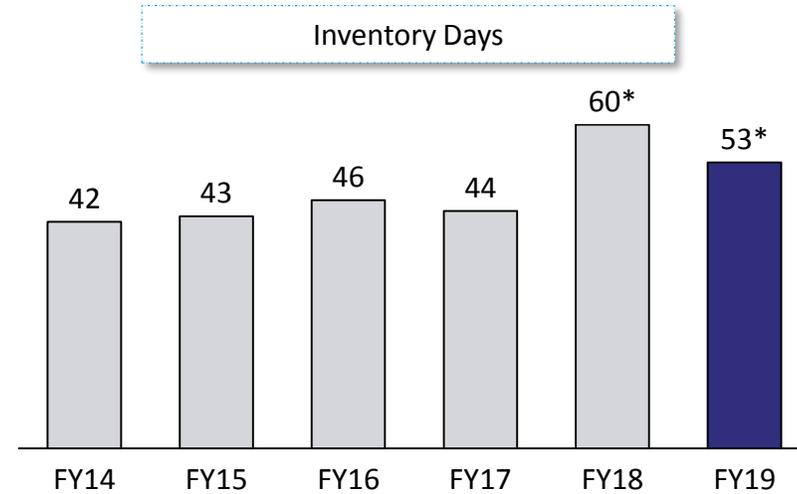
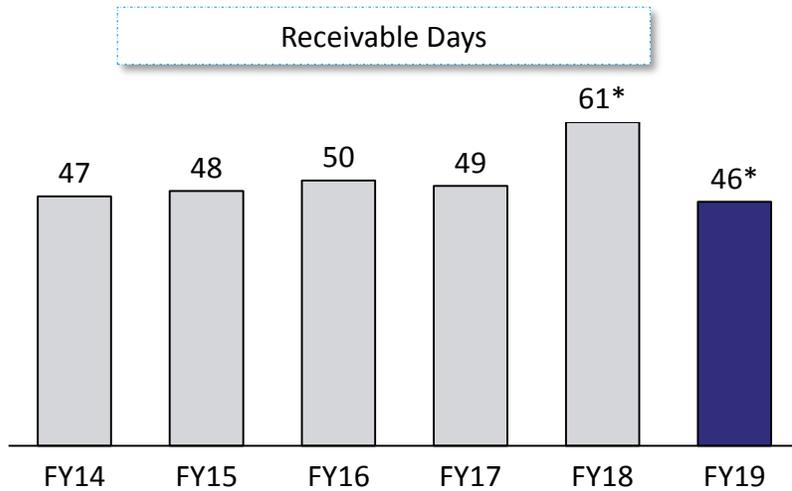
Particulars (Rs. Mn)	Mar-19	Mar-19
Total Equity	4,791	4,791
Equity Share Capital	228	228
Other Equity	4,562	4,562
Non-Controlling Interest	1	1
Non-current liabilities	235	235
Financial Liabilities		
(i) Borrowings	24	24
(ii) Other Financial Liabilities	-	-
Provisions	3	3
Deferred Tax Liabilities (Net)	206	206
Current liabilities	6,094	6,094
Financial Liabilities		
(i) Borrowings	1,927	1,927
(ii) Trade Payables	3,814	3,814
(iii) Other Financial Liabilities	167	167
Provisions	20	20
Current Tax Liabilities (Net)	23	23
Other Current Liabilities	143	143
Total Liabilities	11,120	11,120

Particulars (Rs. Mn)	Mar-19	Mar-18
Non-current assets	2,773	3,208
Property, Plant and Equipment	2,252	2,726
Investment Property	71	1
Capital Work in Progress	43	-
Intangible Assets	66	104
Goodwill on Consolidation	140	140
Financial Assets		
(i) Trade Receivables	40	31
(ii) Loans	148	180
Other non-current assets	14	26
Current assets	8,346	8,919
Inventories	3,829	4,157
Financial Assets		
(i) Trade receivables	3,336	4,241
(ii) Cash and cash equivalents	92	12
(iii) Bank balances other than above	83	48
(iv) Others financial assets	13	12
Other Current Assets	296	450
Current Assets Net	7	-
Non Current Assets held for sale	691	-
Total Assets	11,120	12,128

Maintaining Business Efficiency

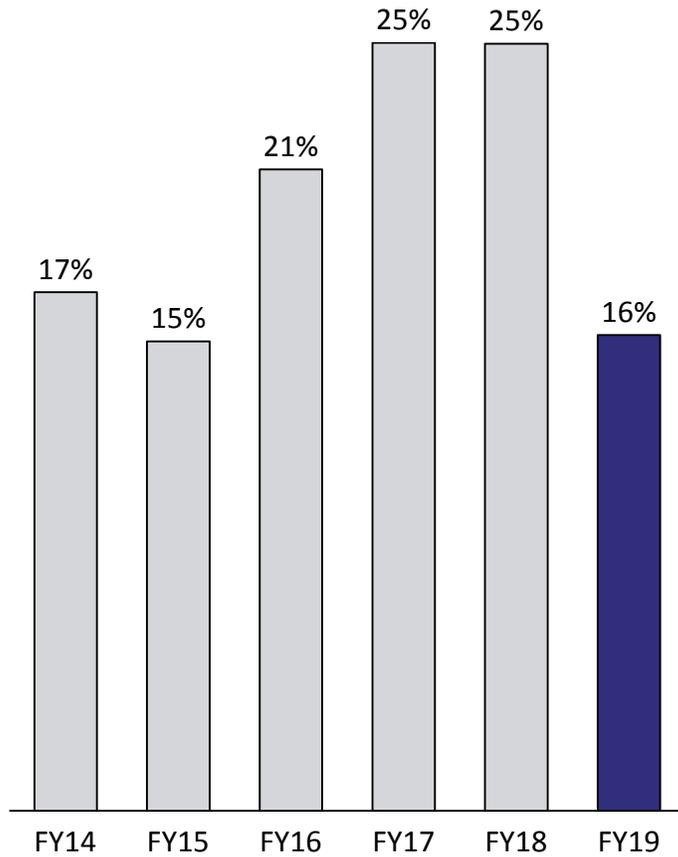
Working Capital Days are calculated on the basis of revenue

*FY18 and FY19 days are not comparable to earlier periods due to GST impact on revenue

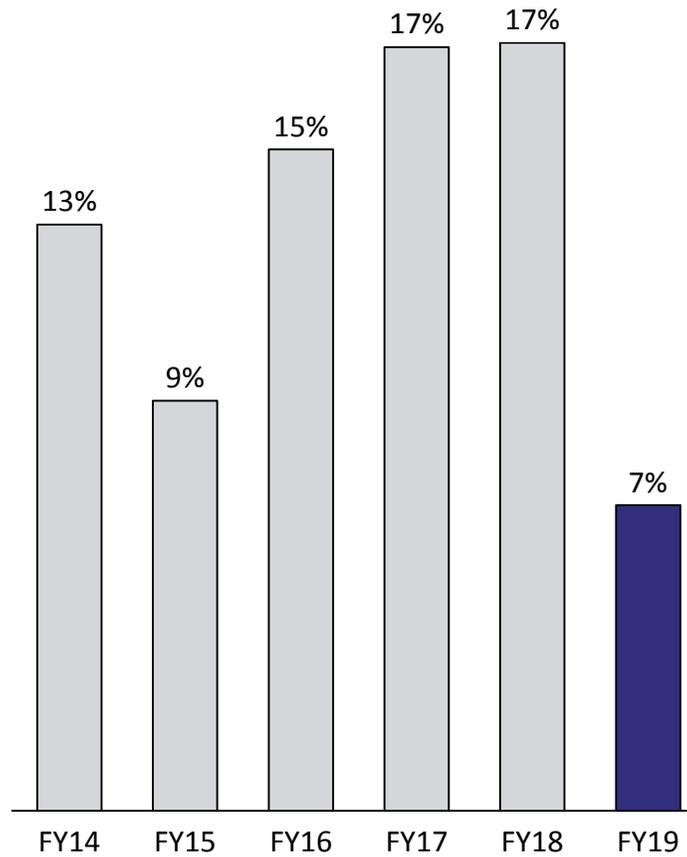


Key Ratios

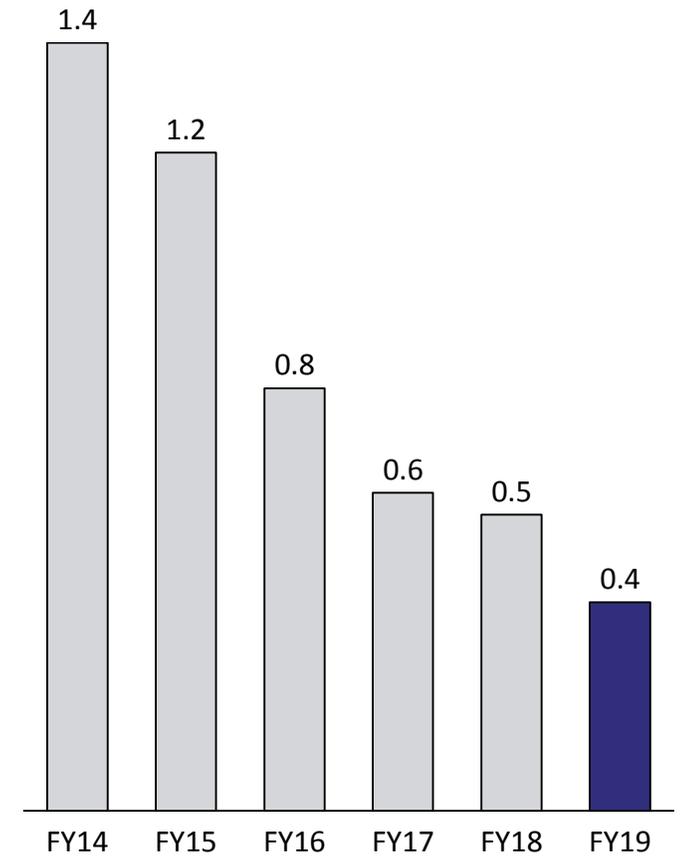
Average Return on Capital Employed



Average Return on Equity



Net Debt : Equity





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