

25
years

Shankara
Building Products Ltd.



Q2 & H1 FY22 Results

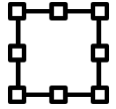
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Leading Building Material Retailer



Retail Space

0.45
mn sqft



Products

75+



SKUs

30,000+



States/UT

9 / 1

Mysore, Karnataka



Thiruvalla, Kerala



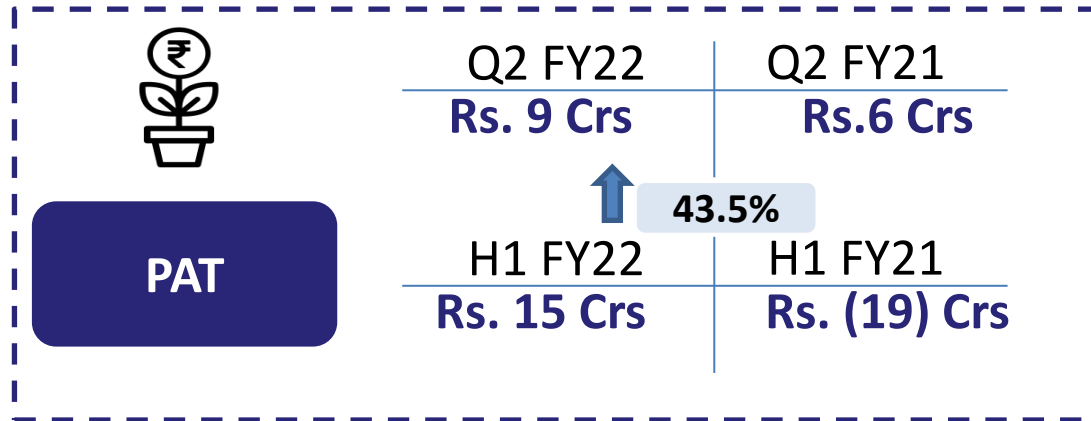
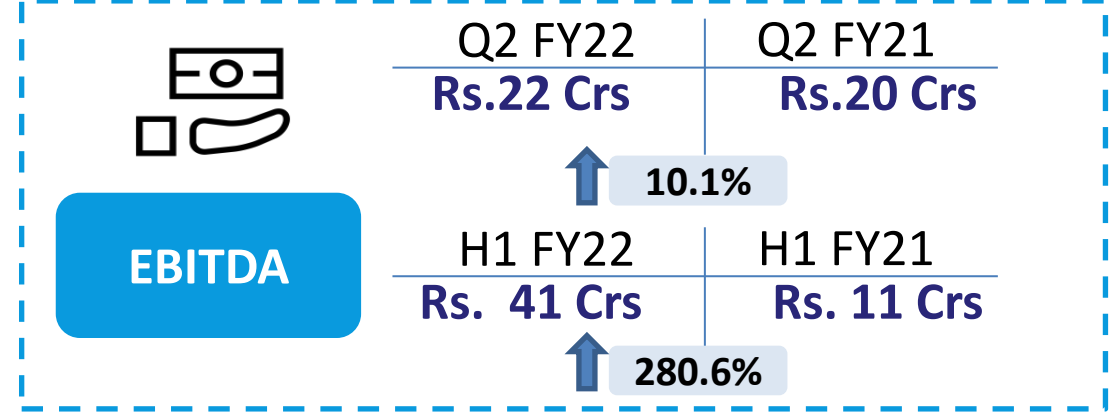
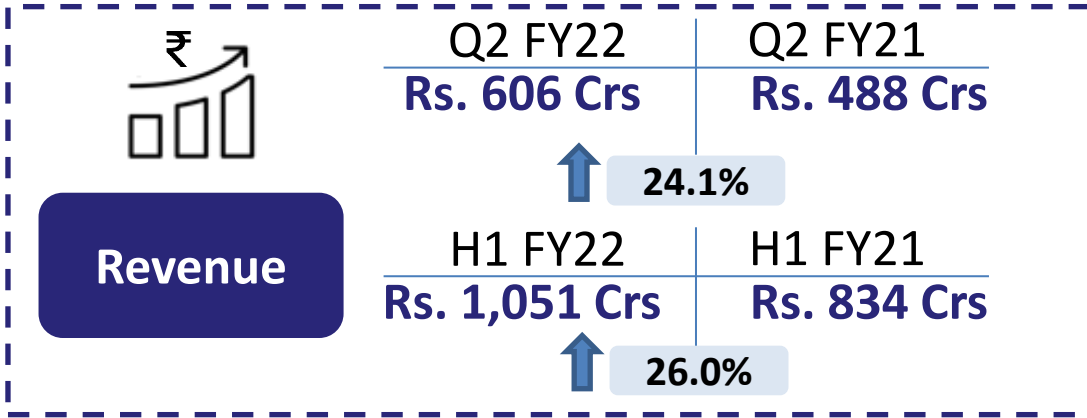
Nellore, Andhra Pradesh



Chennai, Tamil Nadu



Strong Recovery in Q2 & H1 FY22



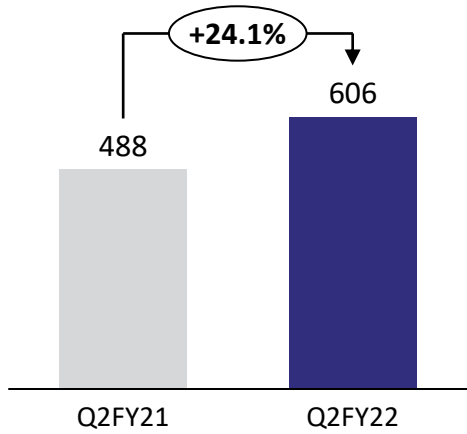
■ % Growth

Q2 & H1FY22 Operational Highlights

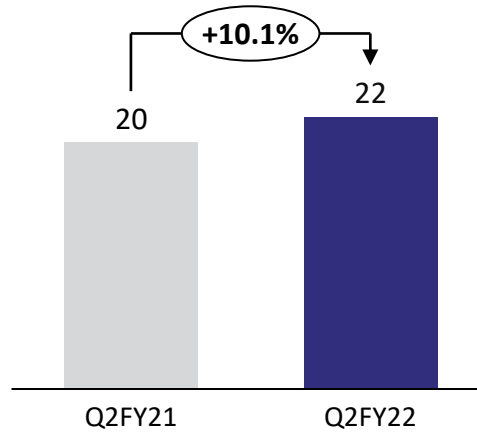
- Achieved Top line growth of 24% during the quarter and 26% during the H1. Revenue increase was despite lower store count
- Collective efforts taken by the Company during the pandemic resulted in net profit Rs.9 Cr. in Q2FY22 and Rs.15 Cr. in H1FY22
- Stable Performance seen across all segments
- The company's consistent efforts taken during H1FY22 helped to improve Net working capital days and achieve stable cash flow position

Q2 & H1Y22 Financial Highlights

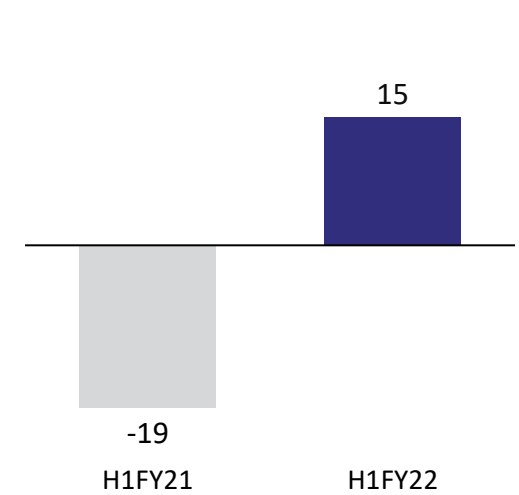
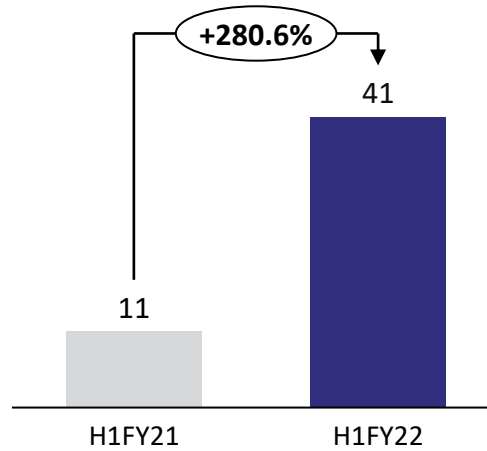
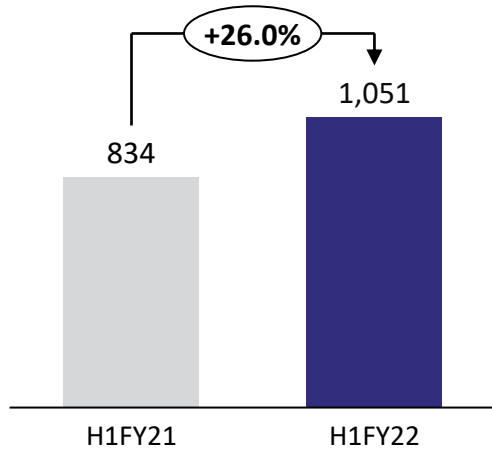
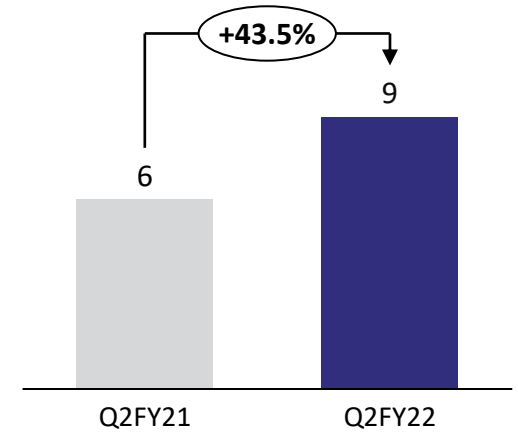
Total Revenue



EBITDA

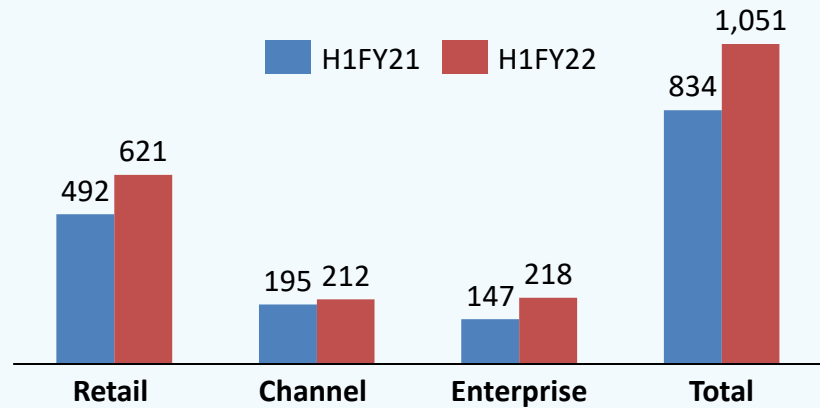


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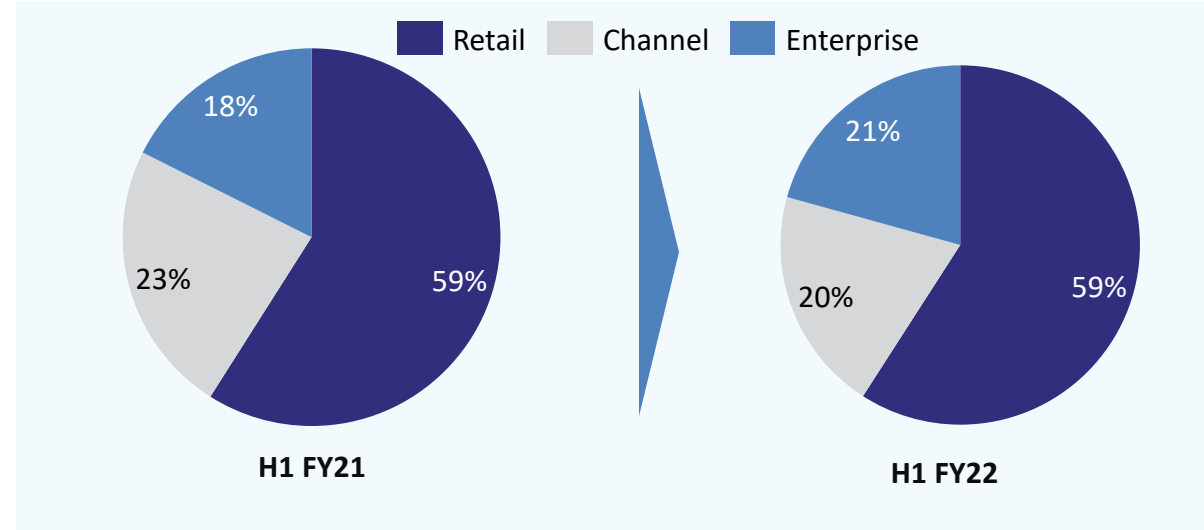


Revenue Break-Up

Revenue across Verticals (Rs. Crs)



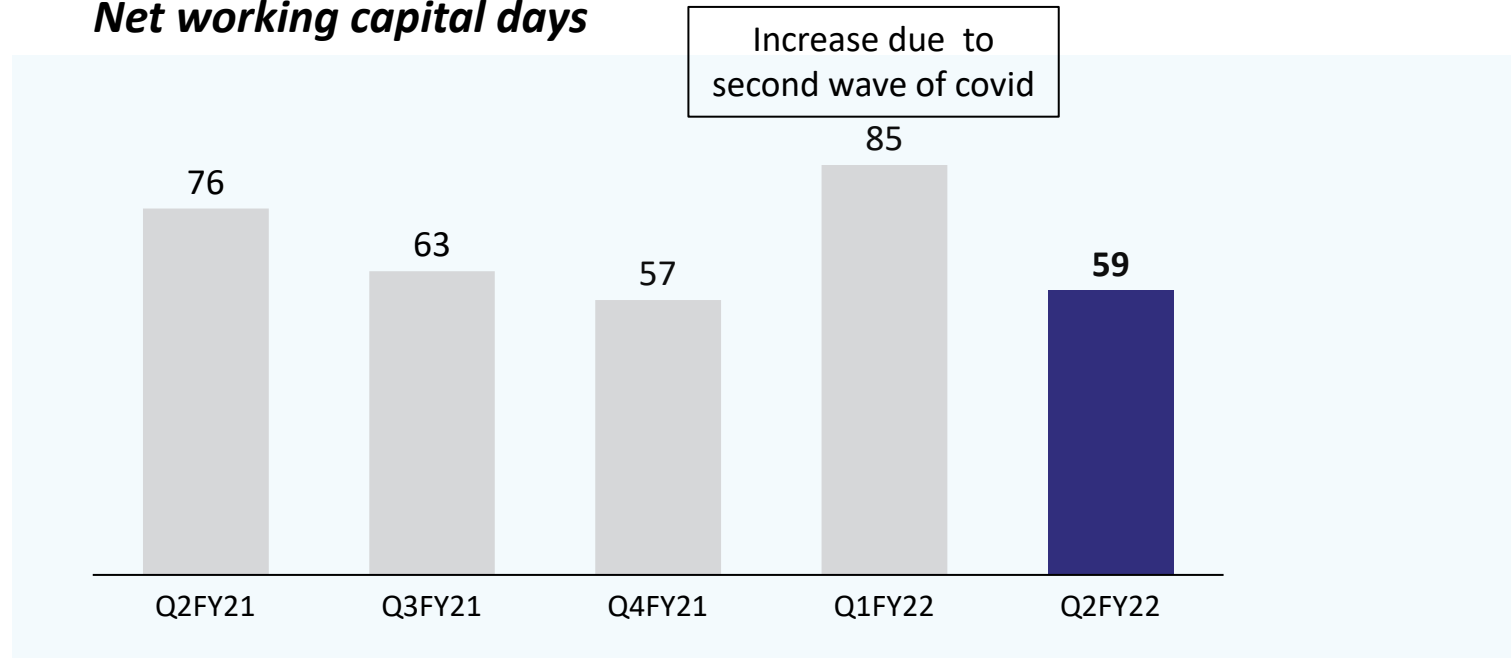
Revenue share across Verticals



- ✓ Revenue for the quarter at ~124% of last year sales
- ✓ End customer segment increased demand in H1
- ✓ Channel segment showed resilience

Efficient Working Capital Management

Net working capital days



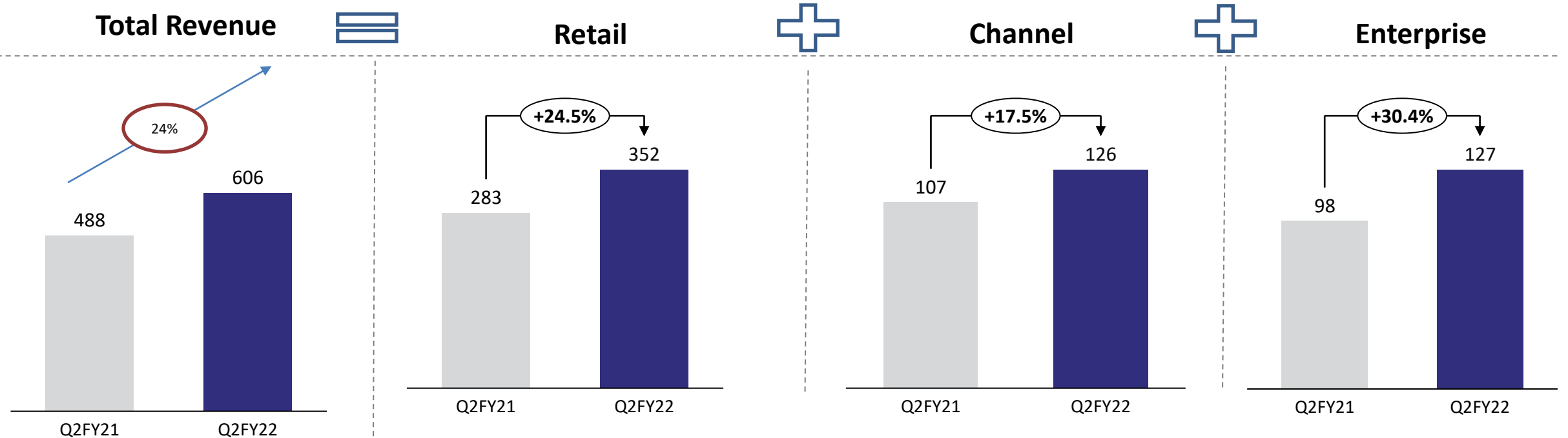
Operating cash flow as of
September 2021 stood at

Rs. 38 Crs

- The company's consistent efforts taken during H1FY22 helped to improve Net working capital days and achieve stable cash flow position

Pickup across all segments

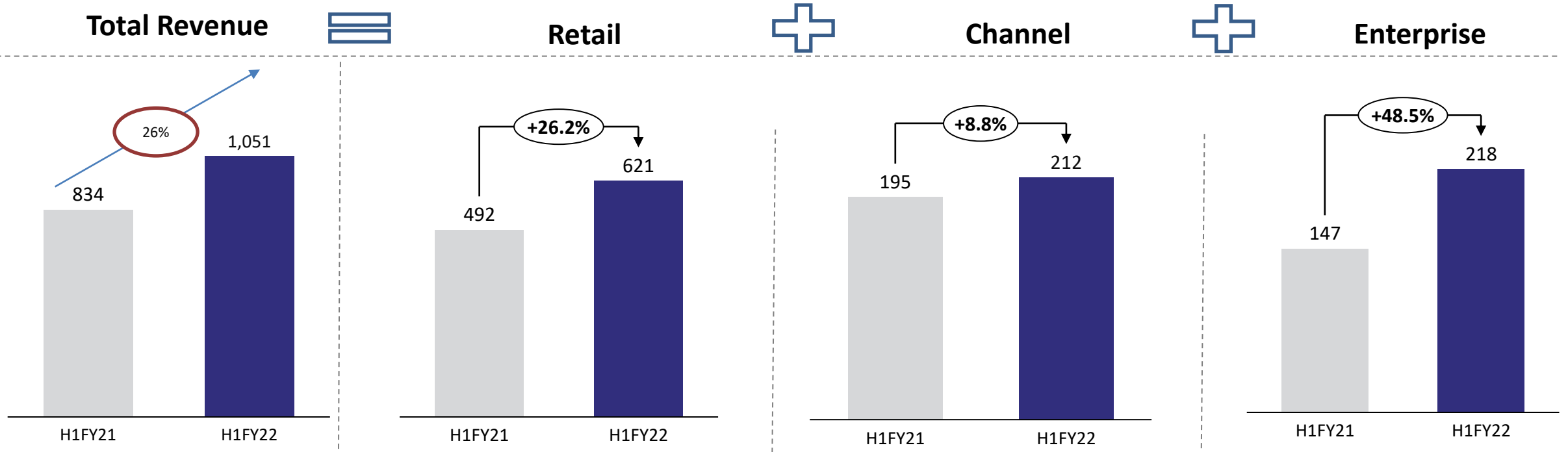
In Rs. Crs



- ✓ **Retail Business Update:** Pick up seen in Retail business during the quarter. Individual house building picking up
- ✓ **Channel business Update:** The channel business saw consistent performance during Q2FY22
- ✓ **Enterprise business Update:** Overall manufacturing activity was stable and performed substantially better vis-à-vis Q2 FY21

Pickup across all segments

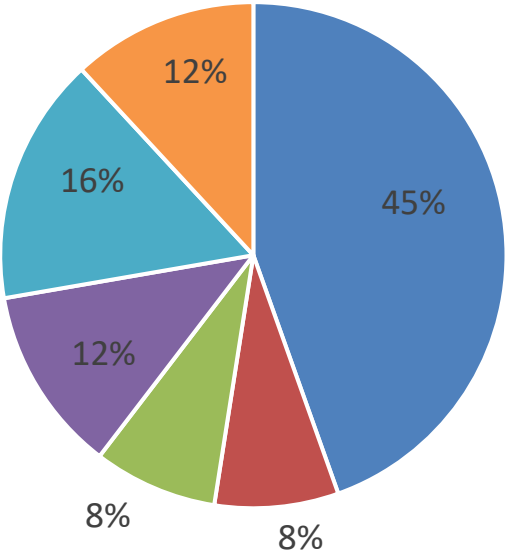
In Rs. Crs



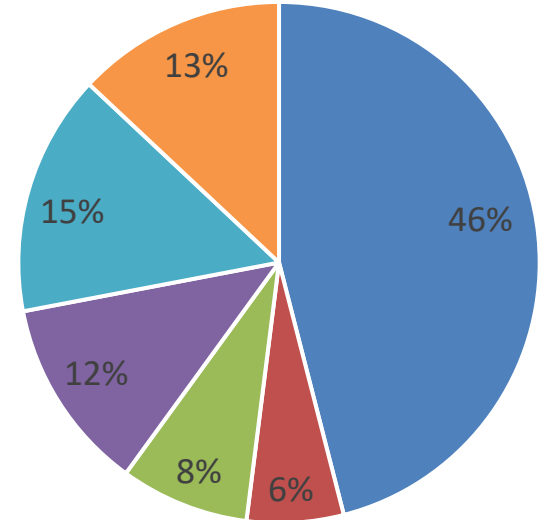
- ✓ **Retail Business Update:** During H1 The throughput from each store has increased substantially despite lesser no. of stores
- ✓ **Channel business Update:** Saw a positive growth primarily because of reasonable activity across the country due to vaccination
- ✓ **Enterprise business Update:** Gradual pick up since 2nd wave

Revenue Break-up H1 FY22

H1 FY21
Revenue mix across States

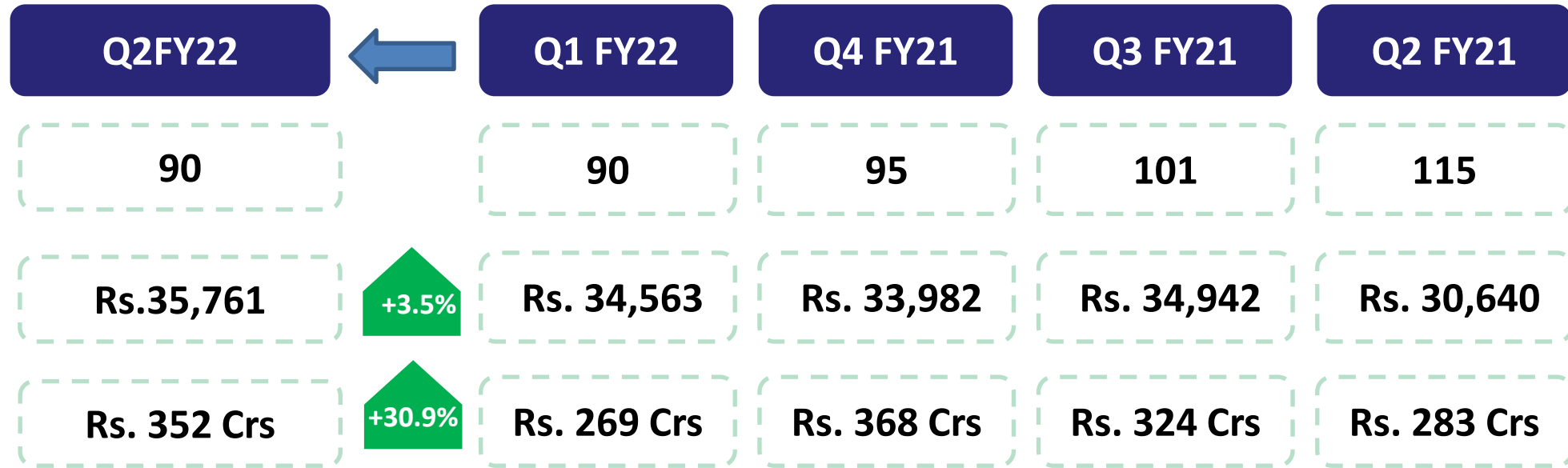


H1 FY22
Revenue mix across States



- Karnataka
- Andhra Pradesh
- Telengana
- Kerala
- Tamil Nadu
- Other States

Operational Efficiencies



Significant revenue growth despite lower store count

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth
Q2-22	90	352.1	39.9%
Q2-21	90	251.7	

Key Highlights – Retail Business

Particulars	Units	Q2FY22	Q1FY22	Q4FY21	Q3FY21	Q2FY21
No of retail stores	Nos.	90	90	95	101	115
Total Area	Sq. Ft	4,34,412	4,34,412	4,47,904	4,71,264	5,20,576
Average Store size	Sq. Ft	4,827	4,827	4,715	4,666	4,527
Average Ticket size	Rs.	35,761	34,563	33,982	34,942	30,640
Revenue from retail stores	Rs. in Crs	352	269	368	324	283
Average rental cost per Sq. Ft. per month	Rs.	14.0	15.02	15.48	16.65	15.93

Consolidated Income Statement

Particulars (Rs. in Crs)	Q2FY22	Q2FY21	Q1FY22	H1FY22	H1FY21
Revenue From Operations	605.7	487.9	445.5	1,051.2	834.0
Other Income	1.3	1.6	0.7	2.0	2.6
Raw Material	562.7	448.5	407.0	969.6	788.5
Employee Expenses	10.4	8.3	9.1	19.5	15.6
Other Expenses	11.8	12.5	11.0	22.8	21.7
EBITDA	22.2	20.1	19.2	41.4	10.9
EBITDA %	3.7%	4.1%	4.3%	3.9%	1.3%
Depreciation	4.3	6.7	4.5	8.8	13.4
Finance Cost	6.0	8.0	6.2	12.2	17.5
Profit before Tax	12	5	8.5	20.3	(20.0)
Tax	3	(1)	2.2	5.1	(1.0)
Profit After Tax	9.0	6.3	6.3	15.2	(19.0)

Consolidated Balance Sheet

Particulars (Rs. in Crs)	Sept-21	Mar-21
Total Equity	536.7	522.0
Equity Share Capital	22.8	22.8
Other Equity	513.8	499.2
Non-current liabilities	57.5	60.1
Financial Liabilities		
(i) Borrowings	38.1	37.8
(ii) Lease Liabilities	13.4	16.6
(iii) Other Financial Liabilities	0.1	0.1
Provisions	0.0	-
Deferred Tax Liabilities (Net)	6.0	5.6
Current liabilities	379.9	343.7
Financial Liabilities		
(i) Borrowings	89.9	113.0
(ii) Trade Payables	266.4	205.6
(iii) Lease Liabilities	0.7	0.9
(iv) Other Financial Liabilities	9.7	8.7
Provisions	1.2	0.4
Current Tax Liabilities (Net)	3.3	3.9
Other Current Liabilities	8.7	11.3
Total Liabilities	974.1	925.9

Particulars (Rs. Mn)-	Sept-21	Mar-21
Non-current assets	272.4	274.0
Property, Plant and Equipment	219.6	219.5
Investment Property	8.6	8.6
Capital Work in Progress	4.7	2.4
Right of use Assets	10.7	14.0
Goodwill on Consolidation	14.0	14.0
Other Intangible assets	0.2	-
Financial Assets		
(i) Trade Receivables	2.8	3.8
(ii) Loans	9.4	9.4
Other non-current assets	2.4	2.3
Current assets	701.7	651.9
Inventories	371.2	316.1
Financial Assets		
(i) Trade receivables	295.3	295.1
(ii) Cash and cash equivalents	2.6	10.9
(iii) Bank balances other than above	4.0	4.3
(iv) Others financial assets	0.8	1.0
Other Current Assets	27.7	24.4
Current Assets Net	0.1	-
Total Assets	974.1	925.9

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