

25
years

Shankara
Building Products Ltd.



Q4 FY 20 Results

Safe Harbor

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India's No.1 Building Material Retailer

Retail space

0.54 mn sqft

Products

75+

SKUs

30,000+

States / UT

9 / 1



Mysore, Karnataka



Thiruvalla, Kerala



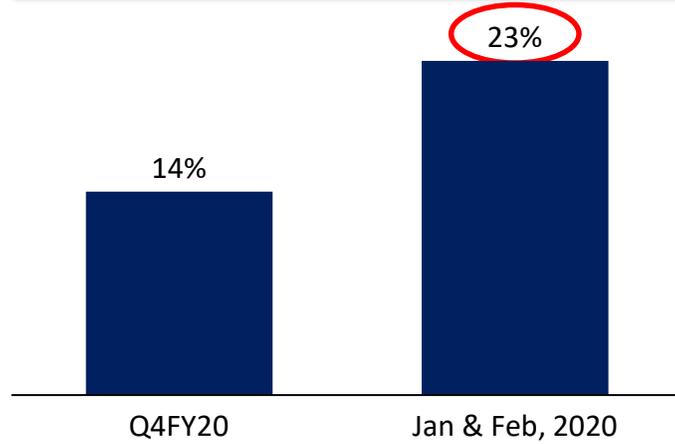
Nellore, Andhra Pradesh



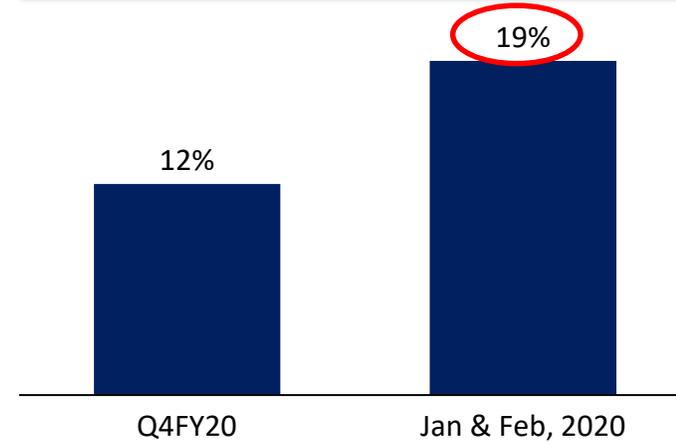
Chennai, Tamil Nadu

Strong growth in revenue and profits

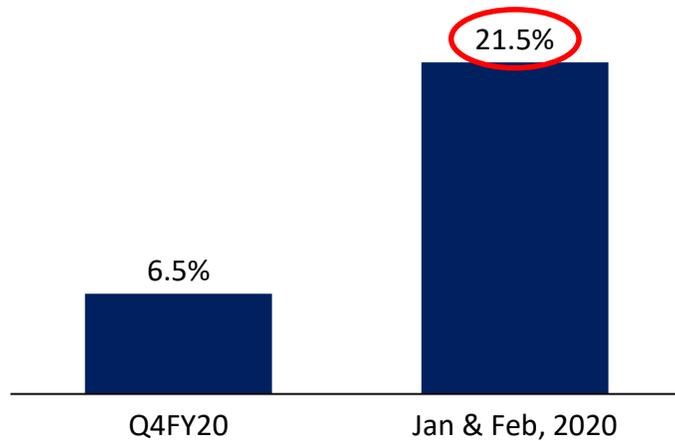
Volume growth (Y-o-Y)



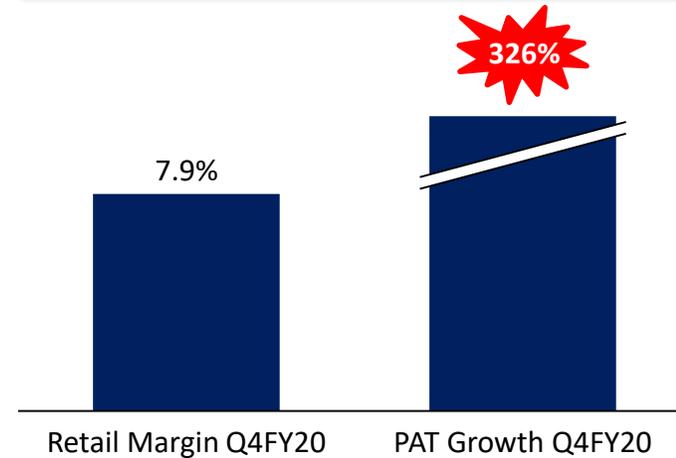
Value growth (Y-o-Y)



Comparable Sales Growth (Y-o-Y)

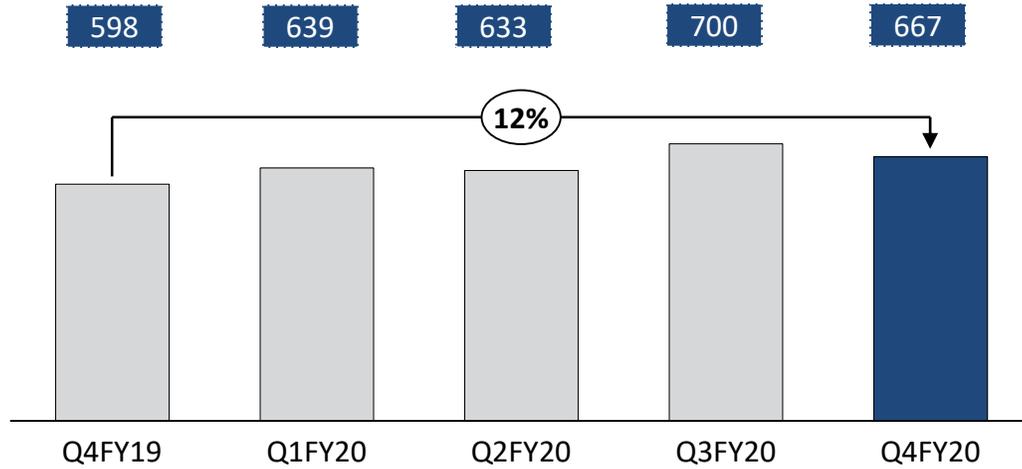


Retail Margin & PAT Growth (Y-o-Y)

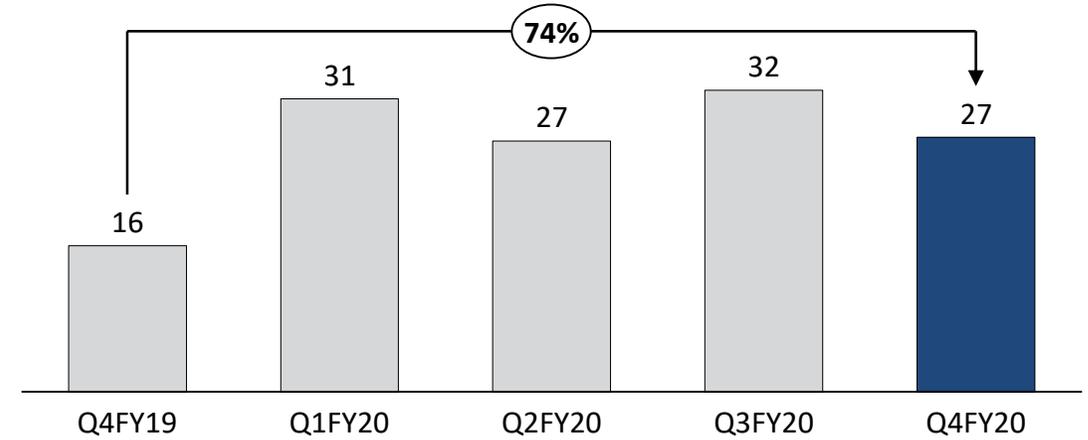


Strong growth in revenue and profitability in Q4

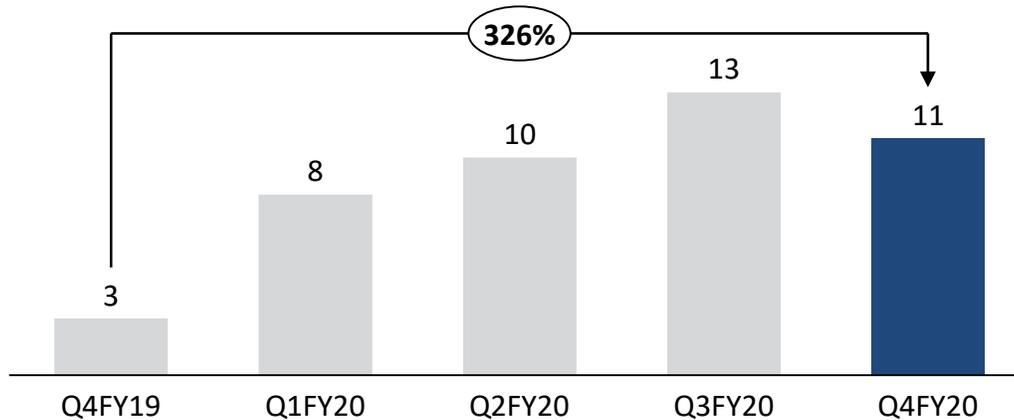
Revenue (Rs. in Crs)



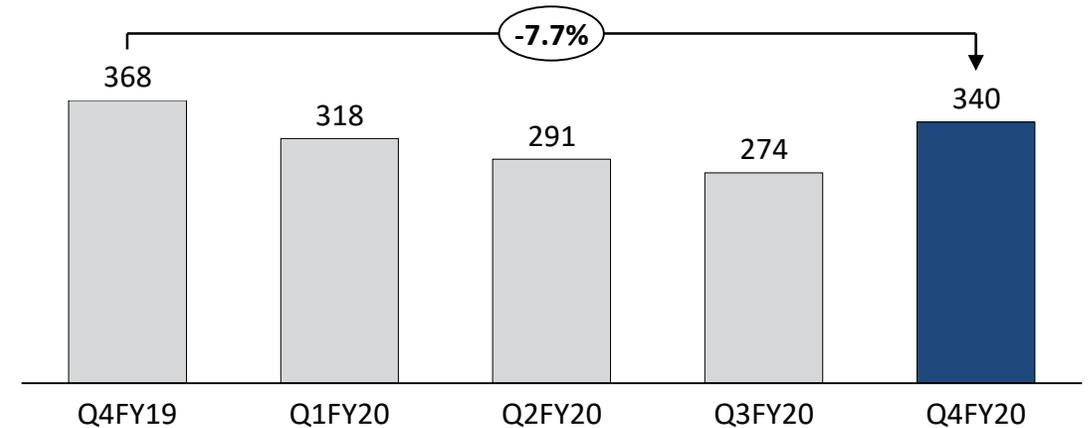
EBIDTA (Rs. in Crs)



PAT (Rs. in Crs)



Net Debt + Acceptances (Rs. in Crs)

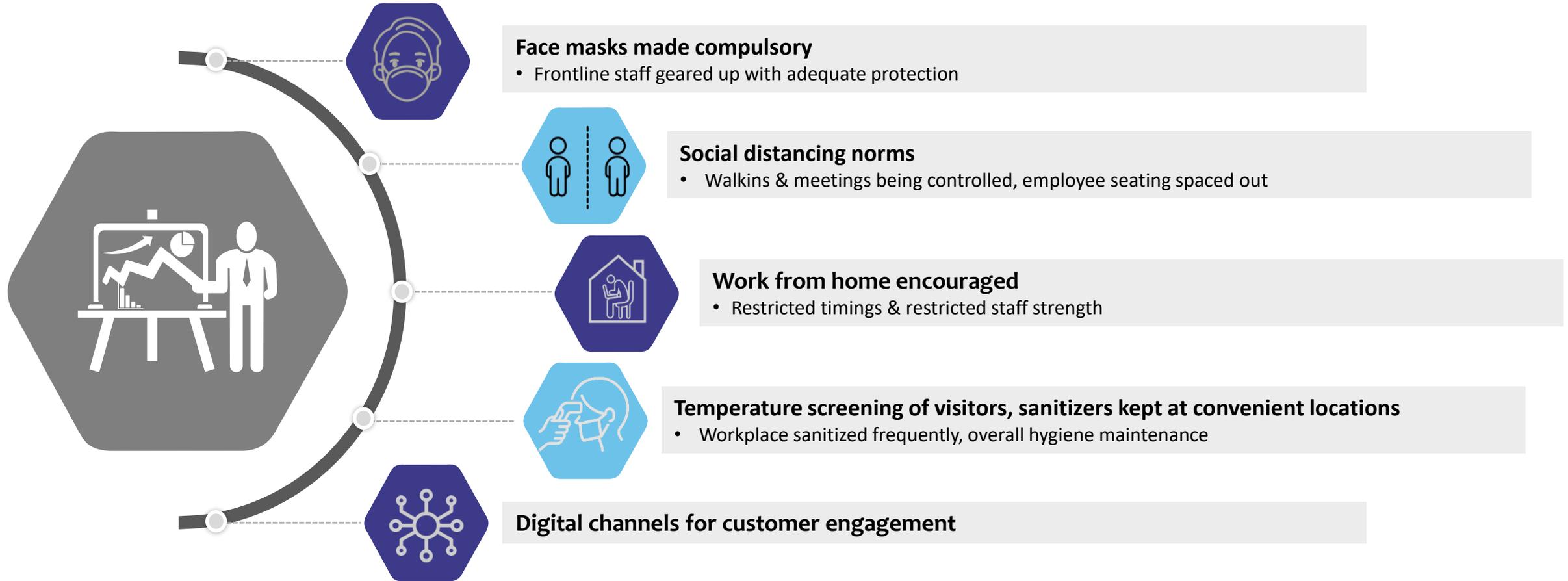


Impact of COVID-19

COVID – 19: impact on Q4 performance

Rs. Crore	Q4 FY 20 (A)	Q4 FY 19 (A)	Actual growth
Revenue	667.3	598.0	12%
EBITDA	27.1	15.5	74%
PAT	10.9	2.6	326%
Borrowings	340.0	367.8	-8%

- Revenue growth of 12% despite lockdown
- Largely on track on the profitability front
- Q4 is generally good for us from revenue and cash flows perspective which got impacted



Managing the impact on business due to Covid-19

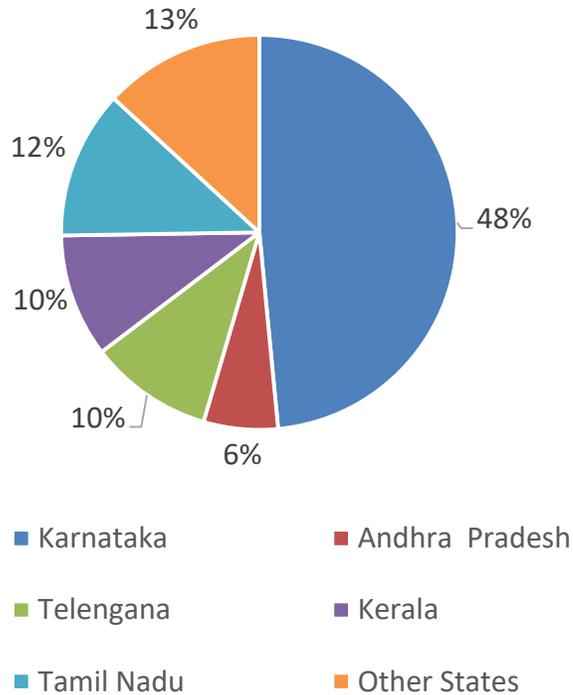
Navigating the impact of the pandemic		
Liquidity	Cost control	Digital Channels
<ul style="list-style-type: none">• Liquidity has been the key focus area for us during this period• Strong focus on collections• Liquidating existing inventory• No fresh capex plans• Focus on reducing overall debt levels	<ul style="list-style-type: none">• Align cost structure according to current business needs• Rentals renegotiation undertaken• Further store rationalization moves to be undertaken	<ul style="list-style-type: none">• Orient digital infrastructure to adapt to new work environment• Use online channels to reach out to customers without them having to step out• Further enhance digital presence

Balance sheet strengthening measures will be key priority

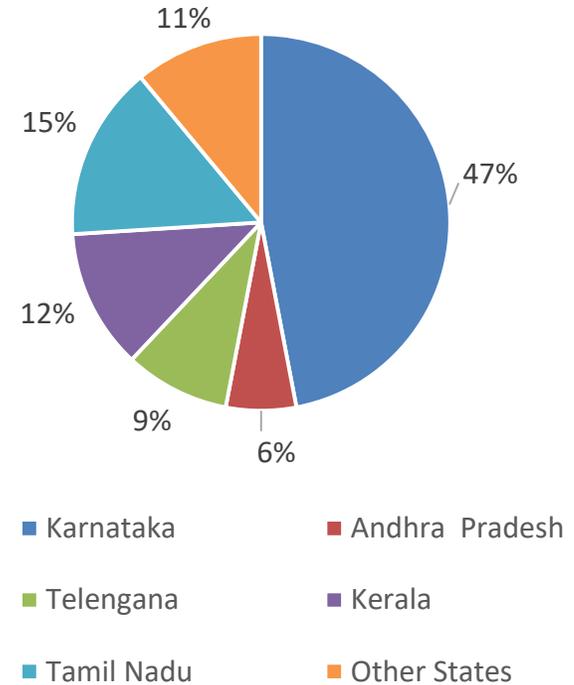
Details on Q4 FY 20 performance

Revenue Break up FY20

FY19
Revenue mix across States



FY20
Revenue mix across States



Key Highlights – Retail Business

Particulars	Units	FY20	FY19
No of retail stores	Nos.	120	134
Total Area	Sq. Ft	542,233	5,67,202
Average store size	Sq. Ft	4,519	4,233
Average ticket size	Rs.	29,212	28,003
Revenue from retail stores	Rs. in Crs	1,441.8	1,431.1
EBITDA	Rs. in Crs	115.6	126.5
Margin (%)	%	8.0%	8.8%
Average rental cost per Sq. Ft. per month	Rs.	19.87	19.10

Q4 & FY20 Income Statement*

Particulars (Rs. in Crs)	Q4FY20	Q4FY19	Y-o-Y (%)	FY20	FY19	Y-o-Y (%)
Total Income	667.3	598.0	11.6%	2,639.7	2,546.3	3.7%
Raw Material	604.5	549.1		2398.2	2312.0	
Employee Expenses	12.4	13.0		53.6	55.4	
Other Expenses	23.3	20.3		70.9	79.5	
EBITDA	27.1	15.5	74.3%	117.1	99.5	17.7%
EBITDA %	4.06%	2.60%	146 bps	4.44%	3.91%	53 bps
Other Income	2.8	2.2		5.0	4.3	
Depreciation	4.6	3.7		25.4	14.8	
Finance Cost	10.6	10.4		43.3	47.1	
Profit before Tax	14.8	3.6	313.0%	53.4	41.8	27.6%
Tax	3.9	1.0		11.2	13.4	
Profit After Tax	10.9	2.6	325.6%	42.1	28.4	48.1%
Profit After Tax (%)	1.63%	0.43%	120 bps	1.60%	1.12%	48 bps

FY20 Consolidated Balance Sheet*

Particulars (Rs. in Crs)	Mar-20	Mar-19
Total Equity	507.5	479.1
Equity Share Capital	22.8	22.8
Other Equity	484.6	456.3
Non-current liabilities	43.6	23.5
Financial Liabilities		
(i) Borrowings	0.9	2.4
(ii) Lease Liabilities	35.4	
(iii) Other Financial Liabilities	0.1	-
Provisions	0.2	0.3
Deferred Tax Liabilities (Net)	6.9	20.6
Current liabilities	623.5	609.4
Financial Liabilities		
(i) Borrowings	238.1	192.7
(ii) Trade Payables	360.3	381.4
(iii) Lease Liabilities	2.3	-
(iv) Other Financial Liabilities	12.6	16.7
Provisions	1.9	2.0
Current Tax Liabilities (Net)	1.9	2.3
Other Current Liabilities	6.4	14.3
Total Liabilities	1174.6	1112.0

Particulars (Rs. Mn)	Mar-20	Mar-19
Non-current assets	299.4	277.3
Property, Plant and Equipment	223.0	225.2
Investment Property	8.7	7.1
Capital Work in Progress	0.2	4.3
Right of use Assets	33.8	-
Goodwill on Consolidation	14.0	14.0
Intangible Assets	2.9	6.6
Financial Assets		
(i) Trade Receivables	3.8	4.0
(ii) Loans	11.2	14.8
Other non-current assets	1.9	1.4
Current assets	875.2	834.6
Inventories	400.4	382.9
Financial Assets		
(i) Trade receivables	428.5	333.6
(ii) Cash and cash equivalents	13.5	9.2
(iii) Bank balances other than above	7.3	8.3
(iv) Others financial assets	2.8	1.3
Other Current Assets	21.7	29.6
Current Assets Net	0.9	0.7
Non Current Assets held for sale		69.1
Total Assets	1174.6	1112.0

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Investor Relations Advisors :



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