



Q1 FY20
Result
Presentation

August
2019

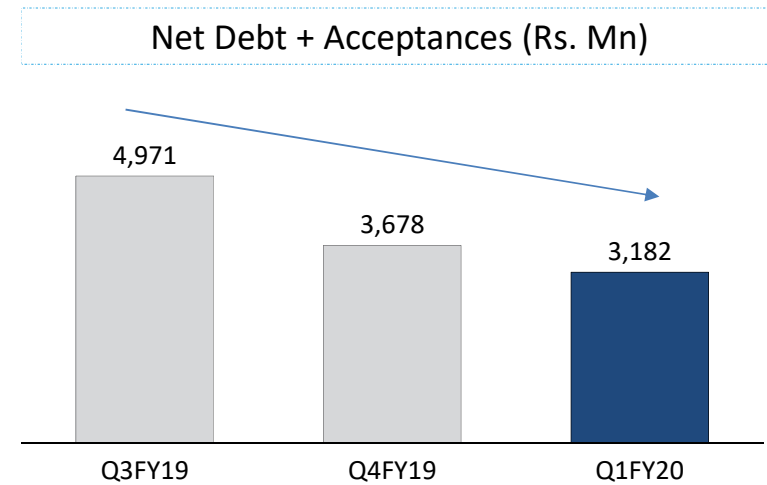
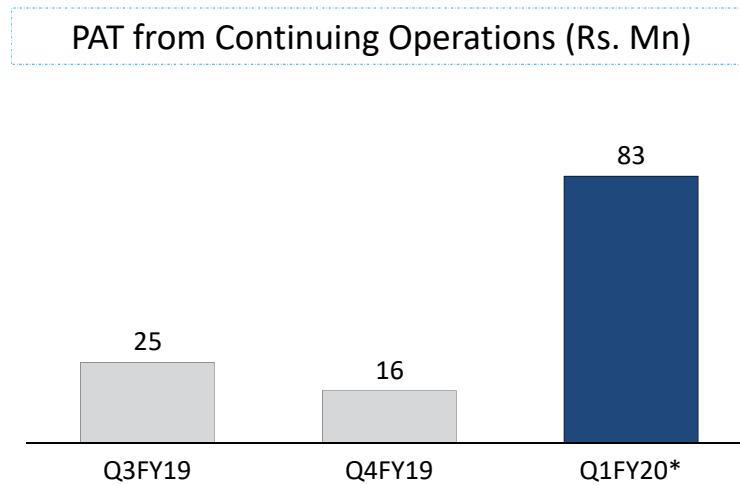
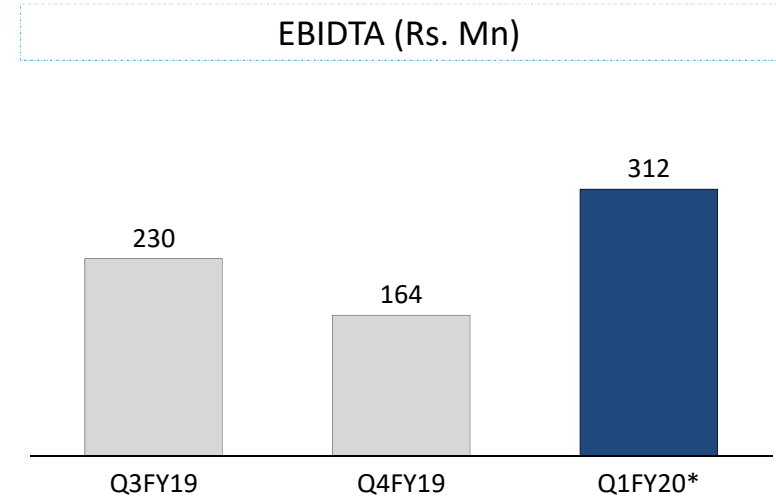
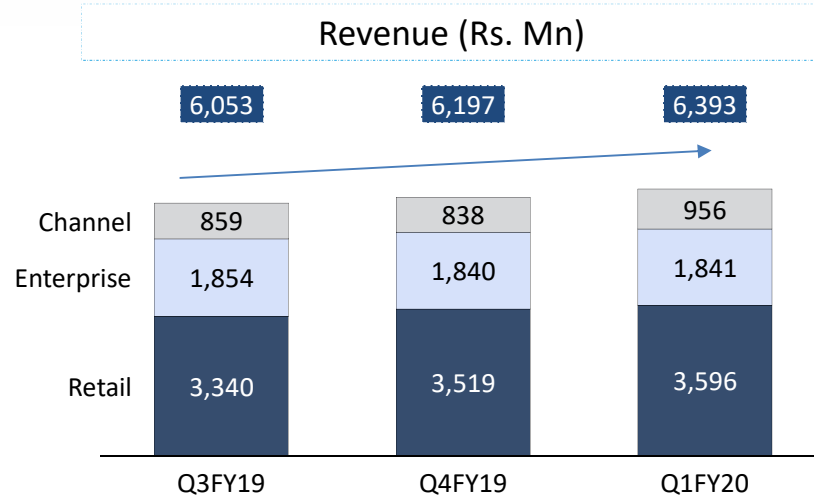
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Improving Profitability & Balance Sheet



*Q1FY20 numbers are post Ind AS 116 impact;
PBT for Q1FY20 would have been higher by 5.8 Mn before Ind AS 116 impact

Awards & Accolades

*Consistently recognized by Suppliers for our **Outstanding Performance***

Jaquar Group
Platinum Dealer bags 4 awards



Kajaria Ceramics
Platinum Category (South)

Varmora Tiles
Highest Sale Winner

Somany Ceramics
Platinum Club



Customer Outreach Activities Strengthened

Customer Meets, Outreach & Orientation Programs at Shankara Buildpro Stores



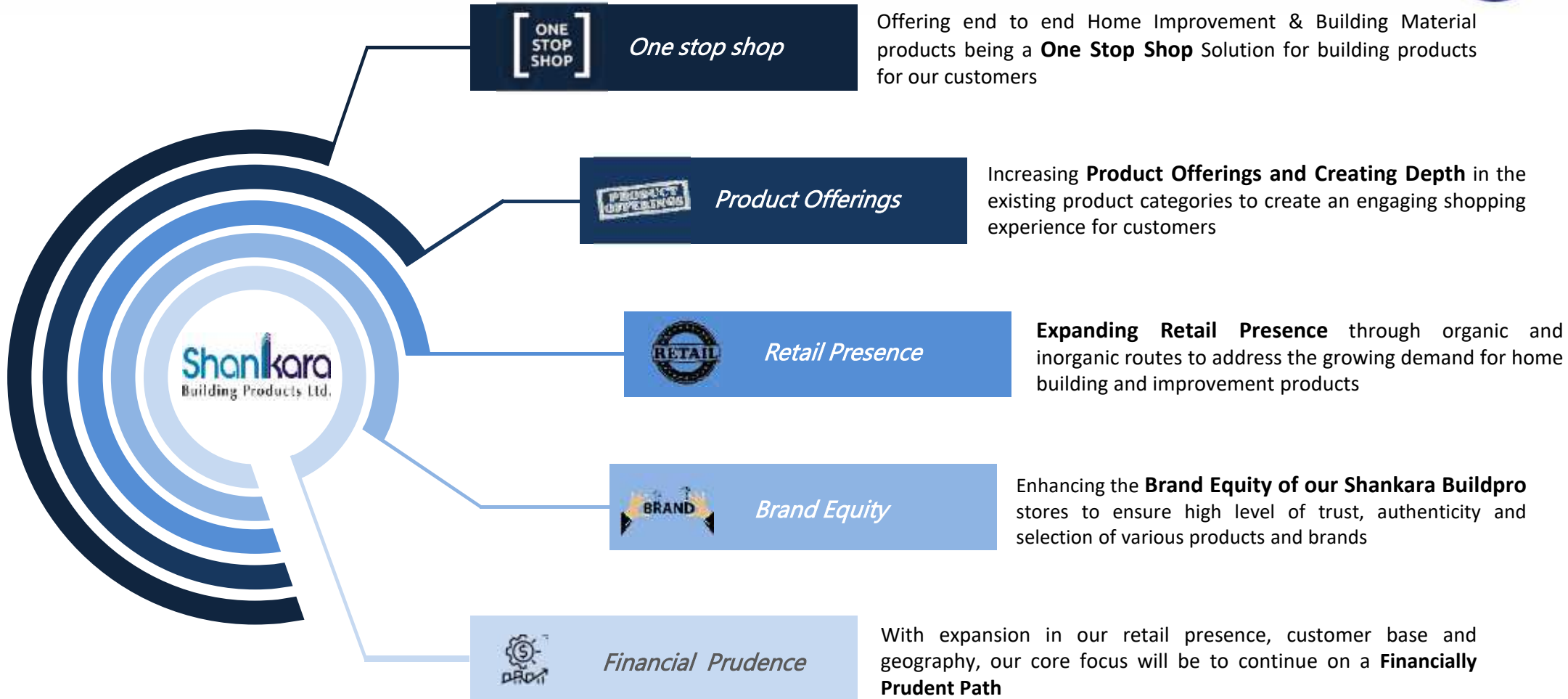
- ✓ Organizing customer meets across locations to showcase the wide range of product offerings
- ✓ Over 50+ influencer meets held over the last quarter
- ✓ Most of the meets held in collaboration with partner brands
- ✓ Localized marketing efforts – newspaper inserts, pamphlet distribution, direct outreach 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

Other outreach activities



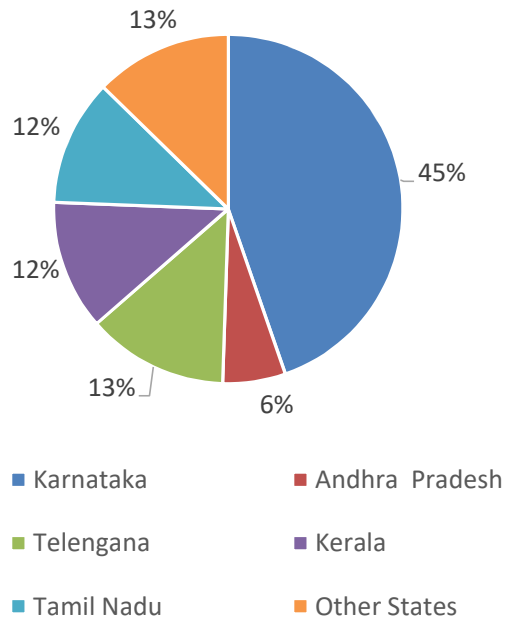
We continue to focus on our brand building activities for **Shankara Buildpro**

Our Long Term Focus

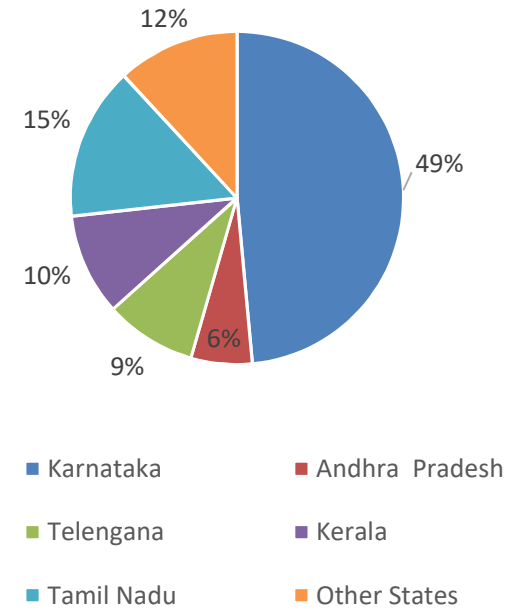


Revenue Break up Q1FY20

Q1FY19
Revenue mix across States



Q1FY20
Revenue mix across States



Key Highlights – Retail Business

Particulars	Units	Q1FY20	Q4FY19	Q1FY19
No of retail stores	Nos.	129	134	132
Total Area	Sq. Ft	5,55,622	5,67,202	5,47,864
Average store size	Sq. Ft	4,307	4,233	4,150
Average ticket size	Rs.	27,996	26,704	30,336
Revenue from retail stores	Rs. Mn	3,596	3,519	4,019
EBITDA	Rs. Mn	291	256	415
Margin* (%)	%	8.1%	7.3%	10.3%
EBITDA per store	Rs. Mn	2.25	1.91	3.15
Average rental cost per Sq. Ft. per month	Rs.	20.2	19.2	18.6

Comparable sales growth stood at -13% for Q1FY20

*Retail segment EBITDA before Ind AS 116 impact is 7.2%

Q1FY20 Income Statement

Particulars (Rs. Mn)	Q1FY20*	Q1FY19	Y-o-Y (%)	Q4FY19	Q-o-Q (%)
Total Income	6,393	7,852	-18.6%	6,197	3.2%
Raw Material	5,785	6,901		5,627	
Employee Expenses	132	175		151	
Other Expenses	165	288		254	
EBITDA	312	488	-36.1%	164	89.6%
EBITDA %	4.9%	6.2%	-130 bps	2.7%	222 bps
Other Income	5	2		22	
Depreciation	85	45		46	
Finance Cost	113	139		124	
Profit before Tax	118	307	-61.6%	16	640.7%
Tax	36	112		0	
Profit after tax from continuing operations	83	195	-57.4%	16	409.2%
Profit /(Loss) after tax from discontinued operations	-15	0		0	
Profit after tax from continuing & Discontinuing operations	68	195	NA	16	NA
Net Debt + Acceptances					
	Q1FY20	Q1FY19	Y-o-Y (%)	Q4FY19	Q-o-Q (%)
	3,182	4,895	-35%	3,678	-13%

*Q1FY20 numbers are post Ind AS 116 impact

Ind AS 116: Impact on Profit & Loss, Balance Sheet & Cash Flows

Profit & Loss A/c Impact

Particulars (Rs. in Mn)	Reported as per Ind AS 116	Ind AS 116 Impact	Without Ind AS 116
Rent	4.3	+ 41.2	45.5
Depreciation	85.4	- 37.1	48.3
Finance Cost	113.3	- 9.9	103.4
Net Impact		-5.8	PBT would have been higher by 5.8 Mn before the impact of Ind AS 116

Balance Sheet Impact

Particulars	Impact
Balance Sheet Asset Side	Right to use Asset created as a separate line item under Fixed Asset up to the tune of Rs. 393.1 Mn for the long-term lease liabilities. Overall balance sheet will increase by the amount of asset created for Leases. This will have an impact on ROCE of the company
Balance Sheet Liability Side	Lease liability of Rs. 379.1 Mn created for in favor lessee as against the asset created.
Cash Flow Impact	There would be no change in the cash flow of the company due to changes in accounting standards.



**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 Balance Sheet*

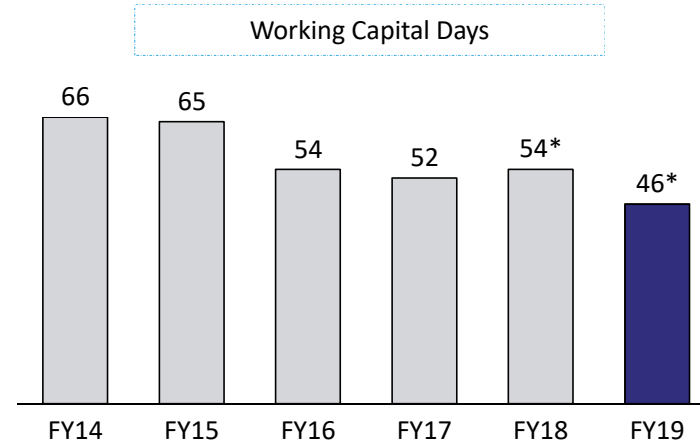
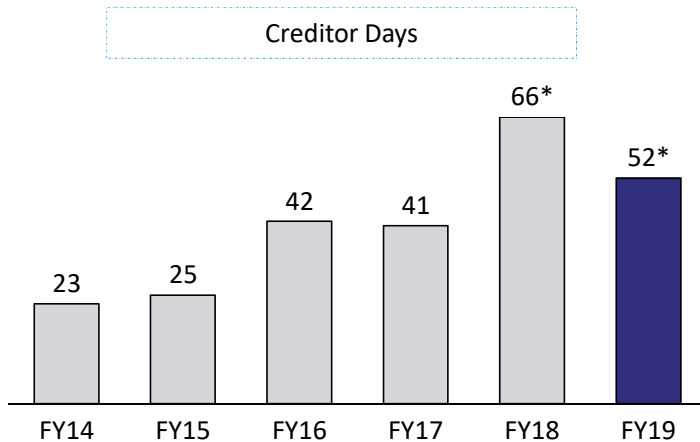
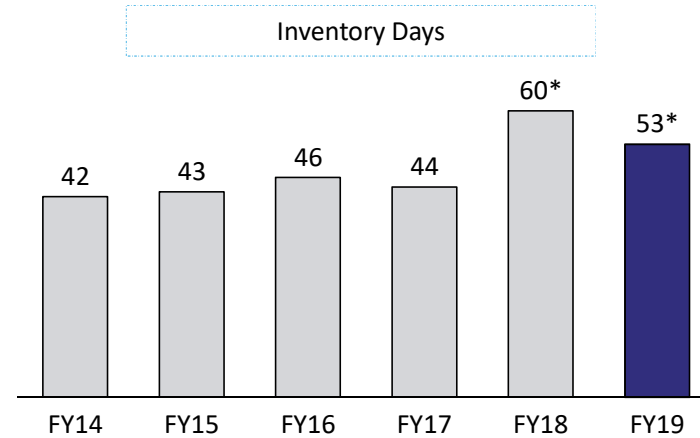
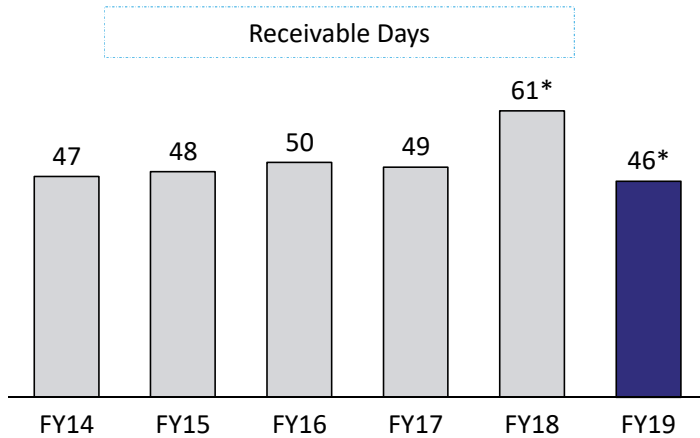
Particulars (Rs. Mn)	Mar-19	Mar-18
Total Equity	4,791	4,558
Equity Share Capital	228	228
Other Equity	4,562	4,329
Non-Controlling Interest	1	1
Non-current liabilities	235	181
Financial Liabilities		
(i) Borrowings	24	9
(ii) Other Financial Liabilities	-	-
Provisions	3	3
Deferred Tax Liabilities (Net)	206	169
Current liabilities	6,094	7,389
Financial Liabilities		
(i) Borrowings	1,927	2,420
(ii) Trade Payables	3,814	4,605
(iii) Other Financial Liabilities	167	189
Provisions	20	10
Current Tax Liabilities (Net)	23	81
Other Current Liabilities	143	85
Total Liabilities	11,120	12,128

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

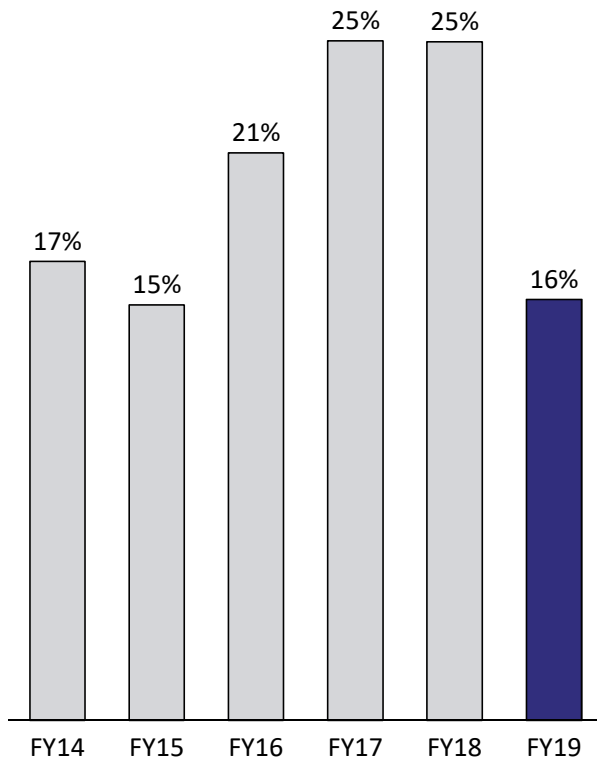
Working Capital Days are calculated on the basis of revenue

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

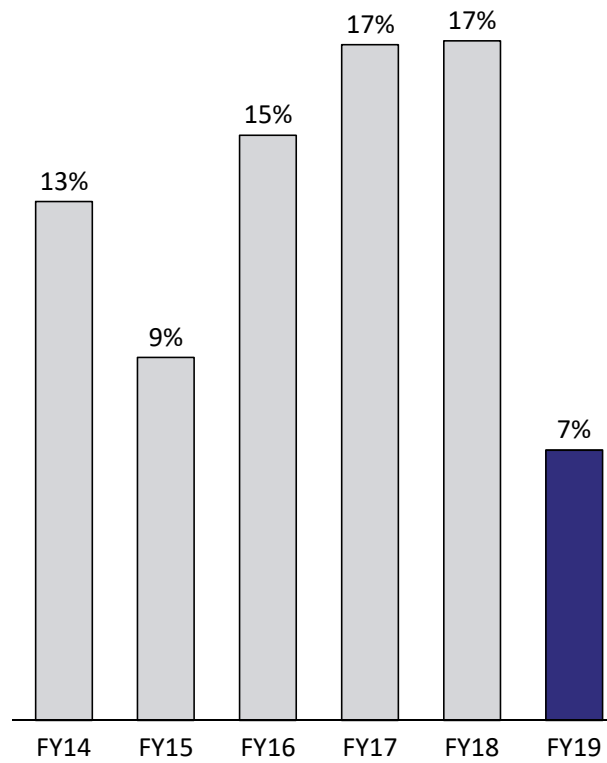


Key Ratios

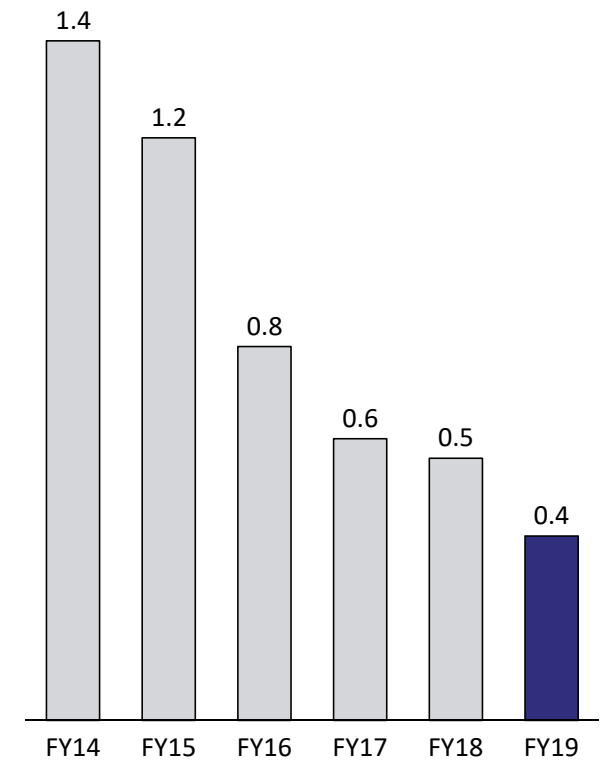
Average Return on Capital Employed



Average Return on Equity



Net Debt : Equity



Thank You

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