

25
years

Shankara
Building Products Ltd.



Q1 FY22 Results

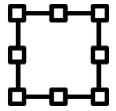
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Leading Building Material Retailer



Retail Space

0.45
mn sqft



Products

75+



SKUs

30,000+



States/UT

9 / 1

Mysore, Karnataka



Thiruvalla, Kerala



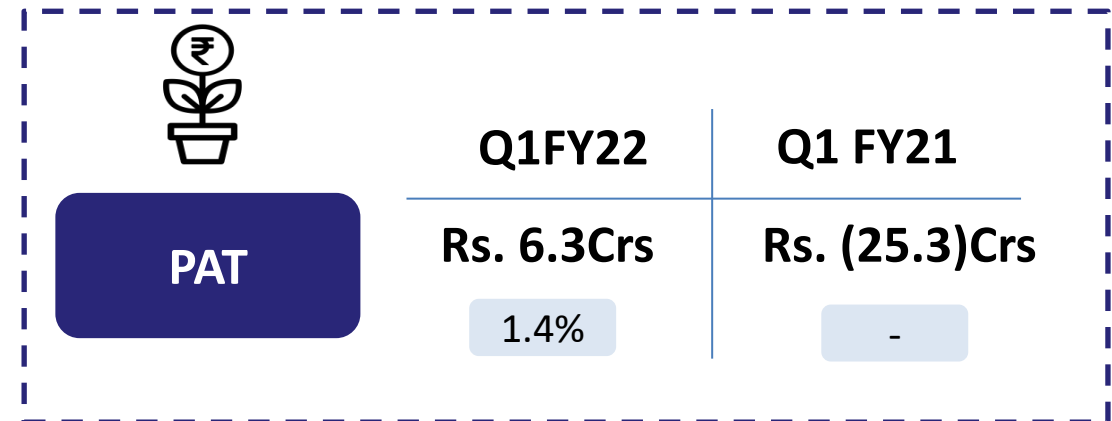
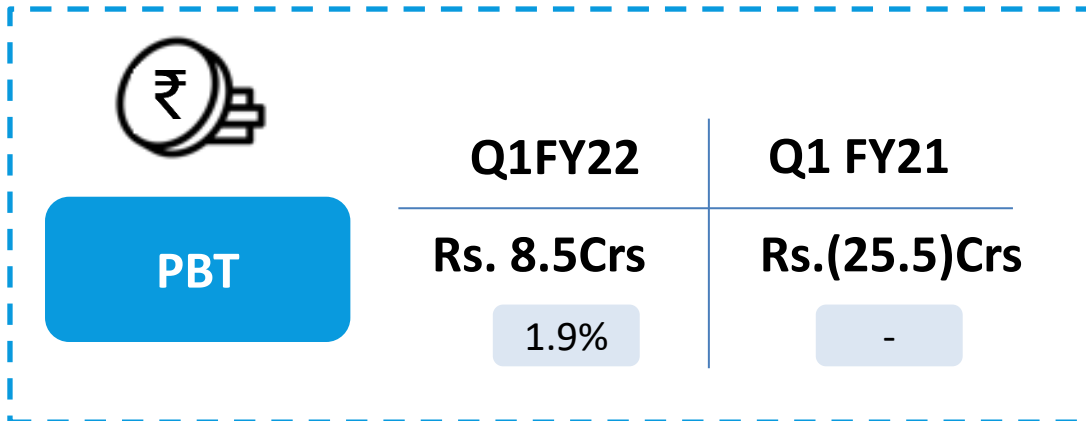
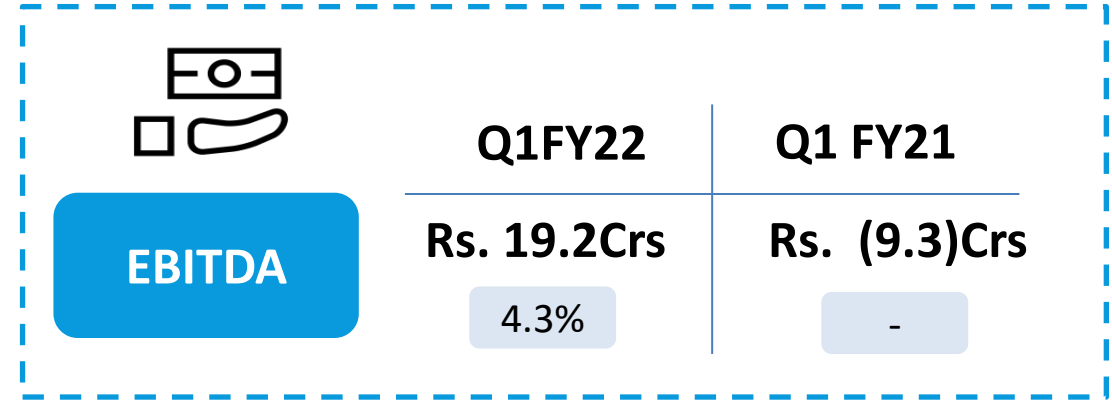
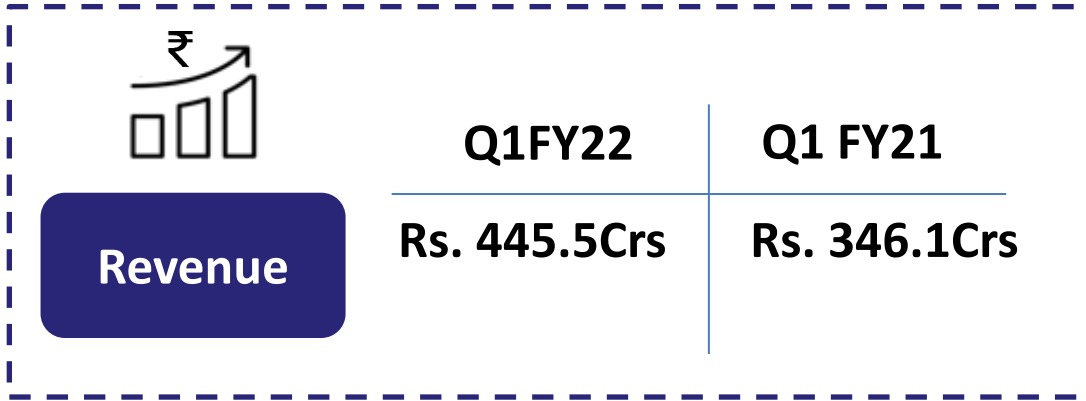
Nellore, Andhra Pradesh



Chennai, Tamil Nadu



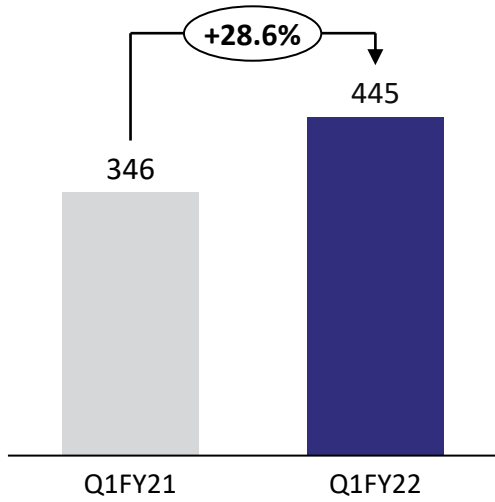
Q1 FY22 Financial Highlights



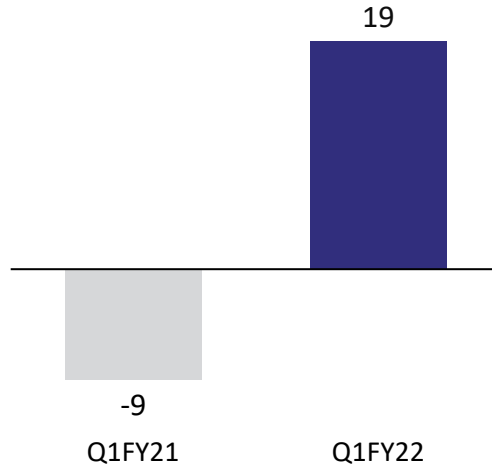
Margins

Q1 FY22 Financial Highlights

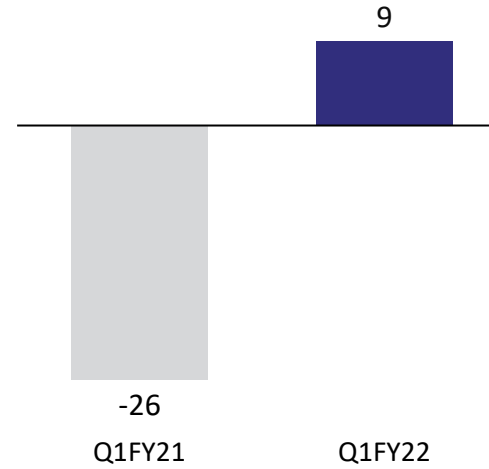
Total Revenue



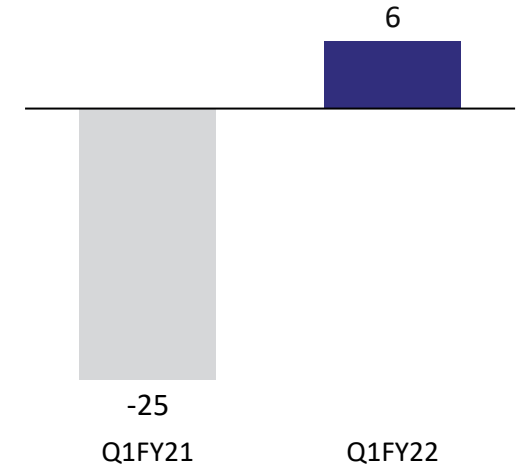
EBITDA



PBT

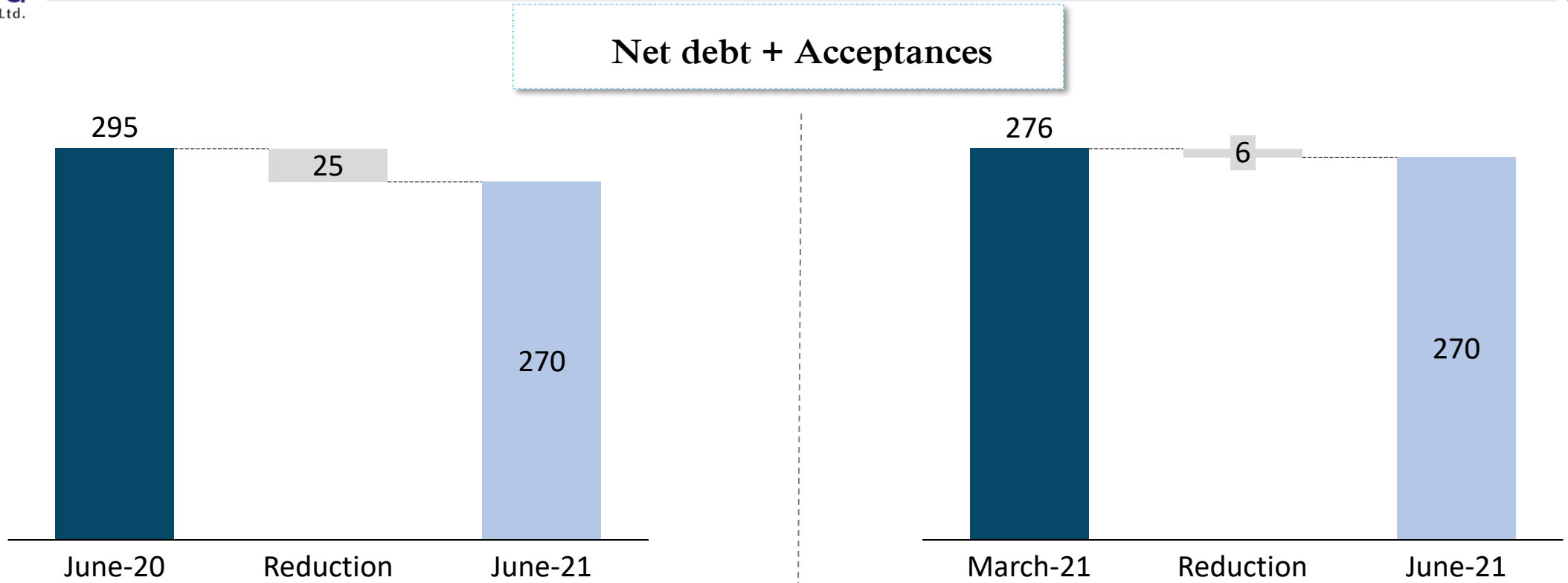


PAT



Debt Reduction

In Rs. Crs



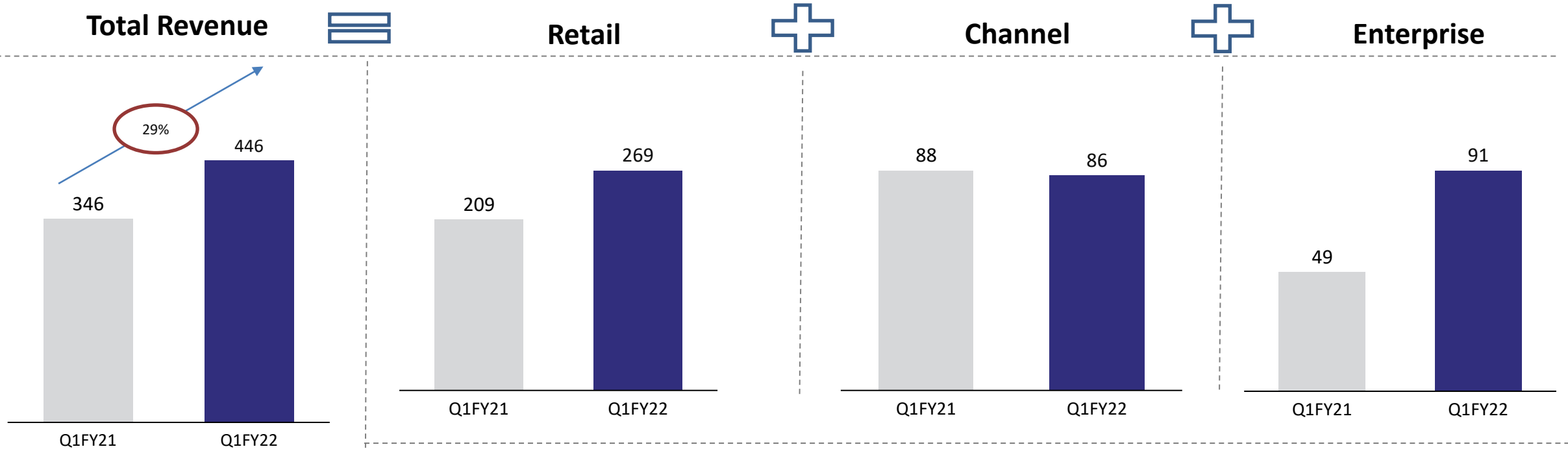
The Company's consistent efforts towards debt reduction will help to strengthen the Balance Sheet position

Quarter Highlights

- 29% sales growth in Q1 FY 22 despite lockdown
- The first quarter of 2021-22 started with a lockdown impacting our business
- Primarily focused on reducing the working capital cycle which meant reduction of debtors
- We further consolidated our operations and closed non remunerative stores bringing down the retail outlets to 90 (from 95).
- There was a rationalization on the number of products and SKUs handled by the retail stores.

Pickup across all segments

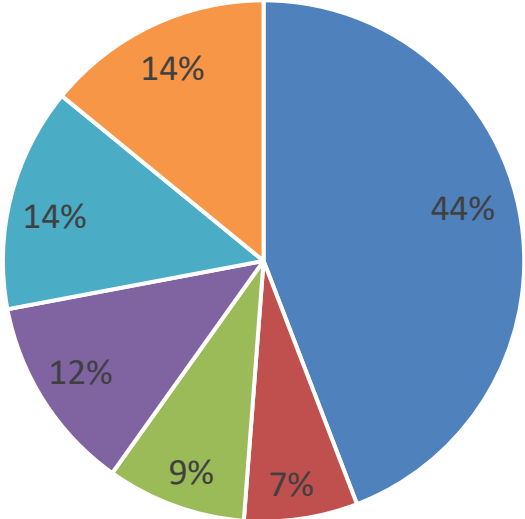
In Rs. Crs



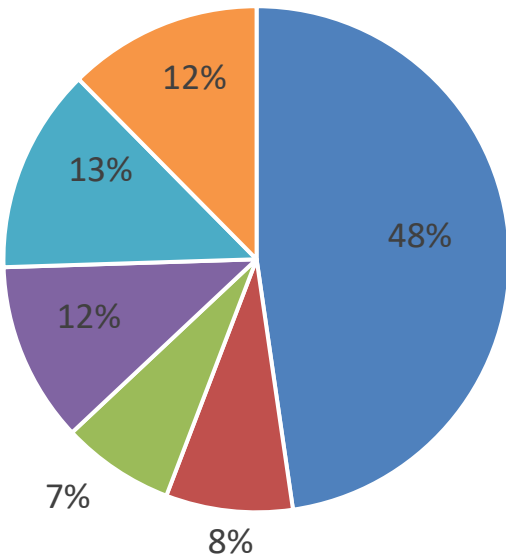
- ✓ **Retail Business Update:** The throughput from each store has increased substantially despite lesser no. of stores
- ✓ **Channel business Update:** The channel business performed well and saw consistent performance during Q1FY22
- ✓ **Enterprise business Update:** Overall manufacturing activity was stable and performed substantially better vis-à-vis Q1 FY21

Revenue Break-up Q1 FY22

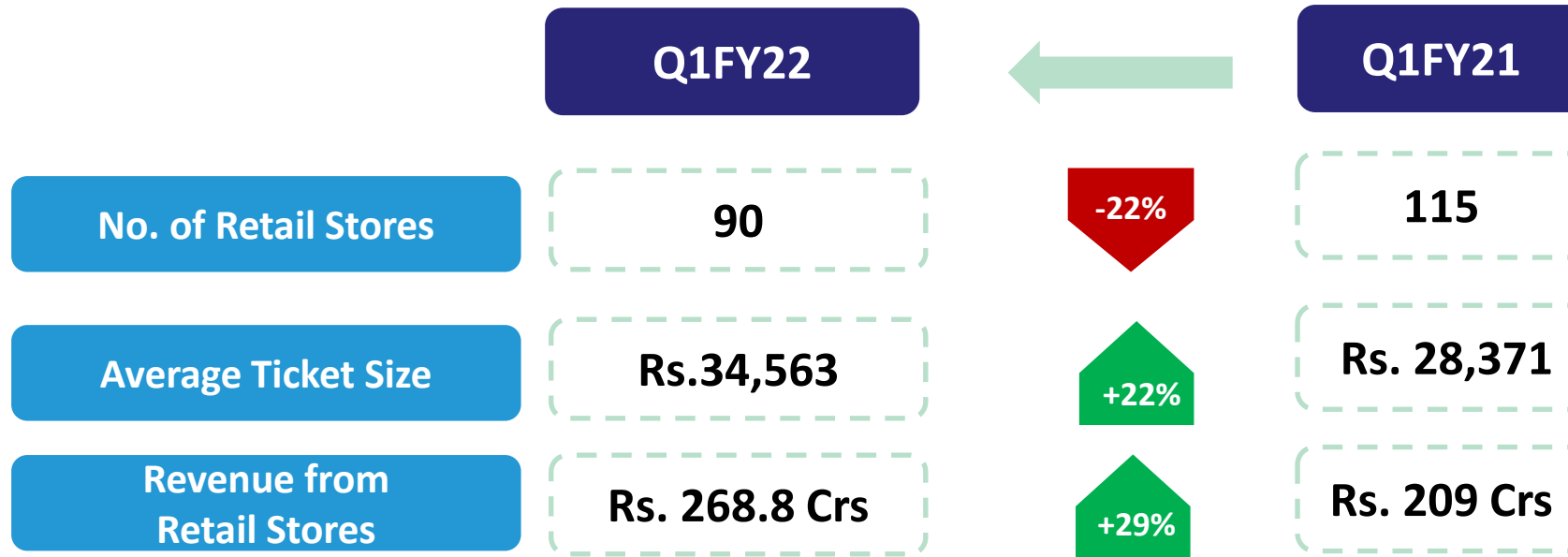
Q1 FY22 Revenue mix across States



Q1 FY21 Revenue mix across States



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



Consistency in Revenue from retail stores with gradual pickup in the demand. However, the revenue increase was despite lower store count

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth
Q1-22	90	268.8	46.05%
Q1-21	90	183.9	

Key Highlights – Retail Business

Particulars	Units	Q1FY22	Q1FY21
No of retail stores	Nos.	90	115
Total Area	Sq. Ft	434,412	520,576
Average Store size	Sq. Ft	4,827	4,527
Average Ticket size	Rs.	34,563	28,371
Revenue from retail stores	Rs. in Crs	268	209
Average rental cost per Sq. Ft. per month	Rs.	15.02	15.90

Significant savings in rental costs achieved

Consolidated Income Statement

Particulars (Rs. in Crs)	Q1FY22	Q1FY21	FY21
Revenue From Operations	445.5	346.1	2,038.4
Other Income	0.7	1	6.2
Raw Material	407	340	1,884.6
Employee Expenses	9.1	7.3	34.7
Other Expenses	11	9.2	48.1
EBITDA	19.2	-9.3	77.2
EBITDA %	4.3%	-2.70%	3.80%
Depreciation	4.5	6.7	24
Finance Cost	6.2	9.5	33.1
Profit before Tax	8.5	-25.5	20.1
Extraordinary Expenses	-	-	-
Tax	2.2	-0.2	6.3
Profit After Tax	6.3	-25.3	13.8

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