

25
years

Shankara
Building Products Ltd.



Q3 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



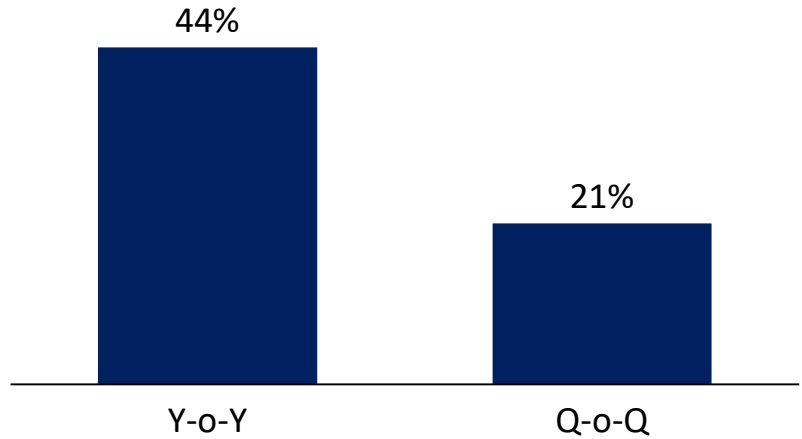
Nellore, Andhra Pradesh



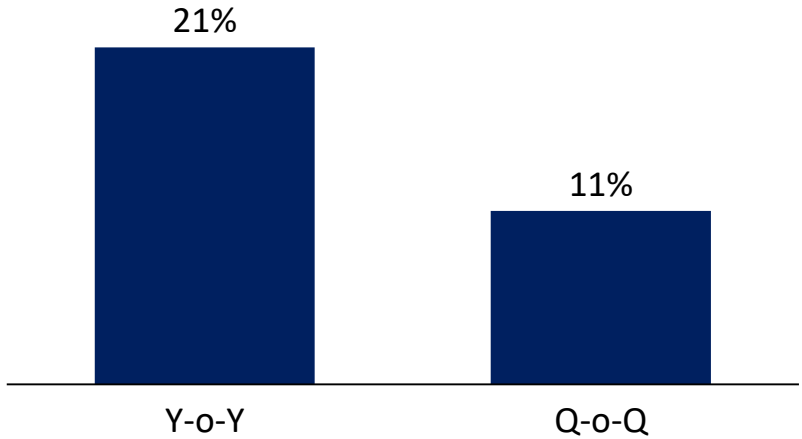
Chennai, Tamil Nadu

Strong growth in Revenue and Profits

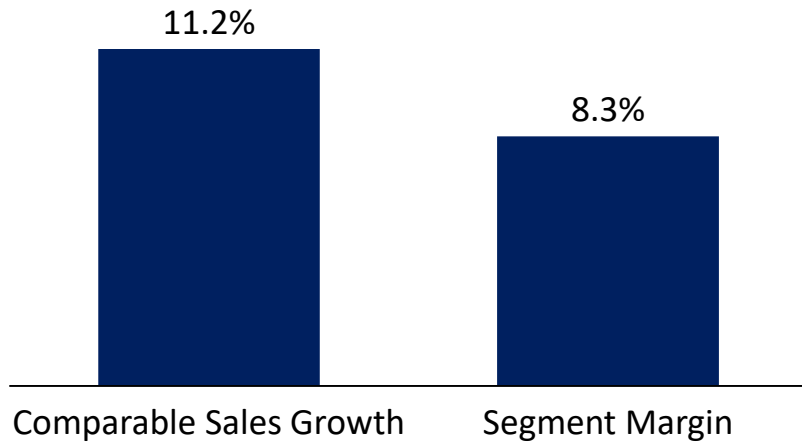
Q3 FY 20 volume growth



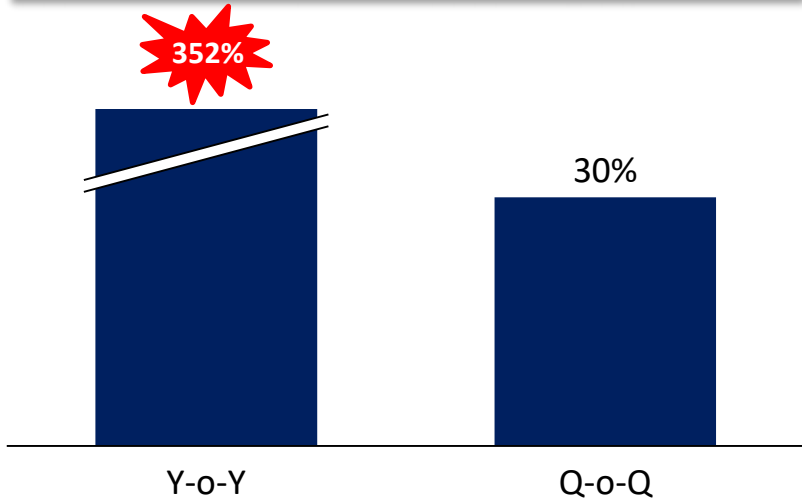
Q3 FY 20 value growth



Retail performance - Q3FY20

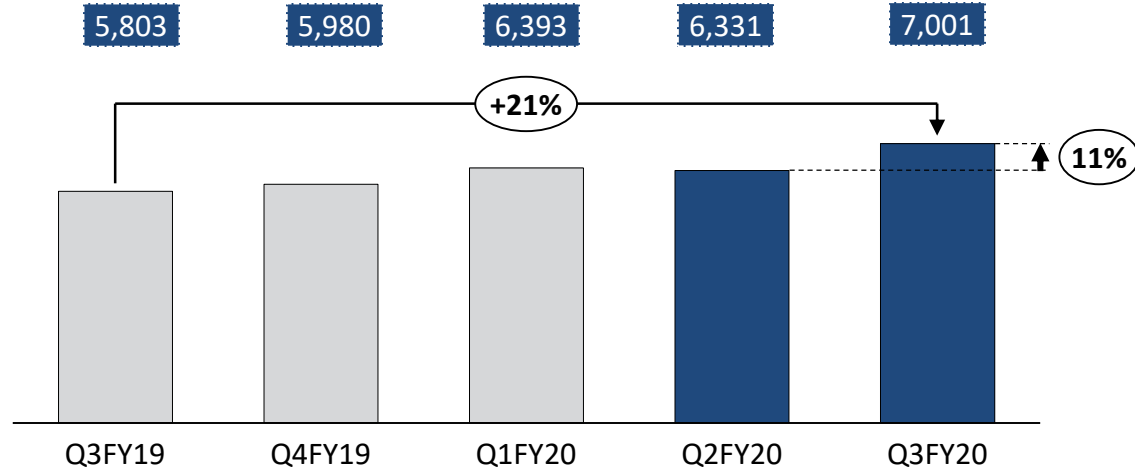


Q3 FY 20 PAT growth

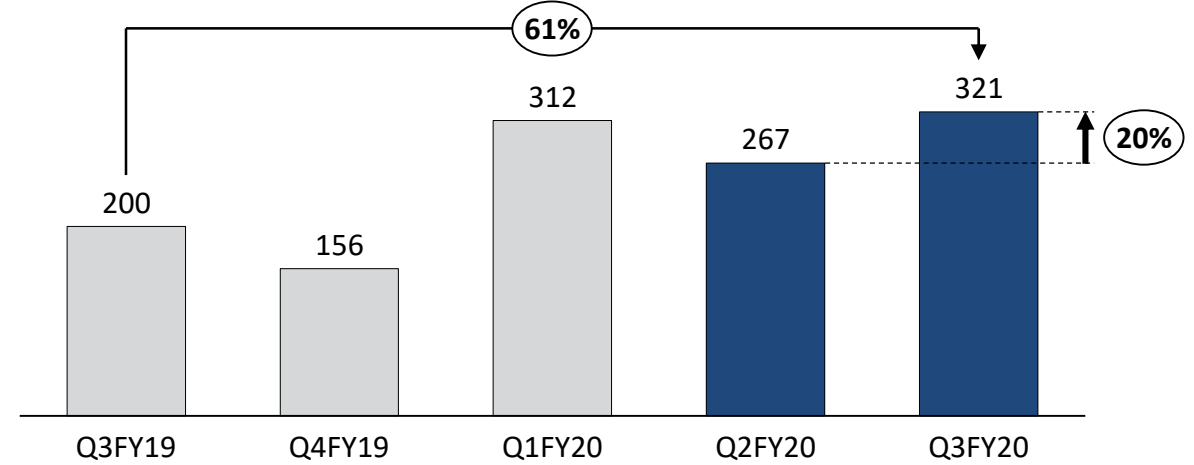


Back on Growth Momentum with Focus on Balance Sheet

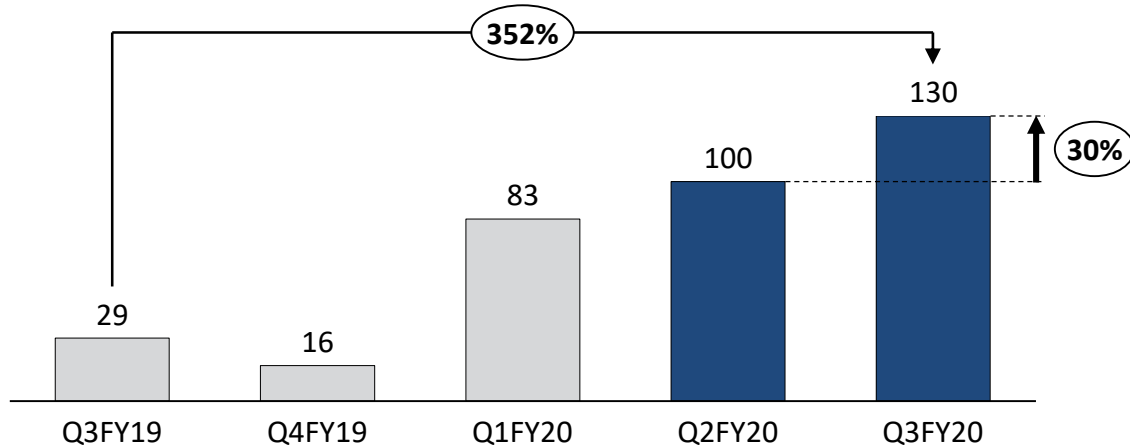
Revenue (Rs. Mn)



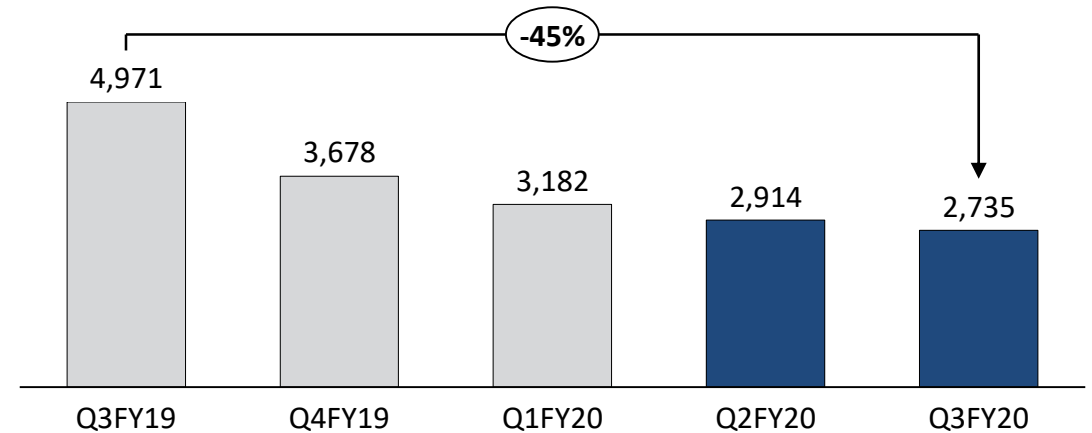
EBIDTA (Rs. Mn)



PAT (Rs. Mn)

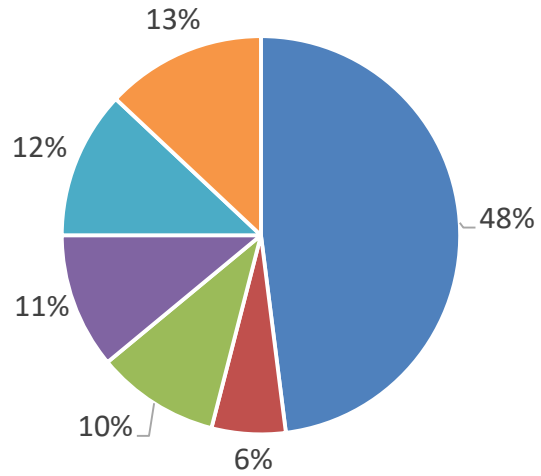


Net Debt + Acceptances (Rs. Mn)



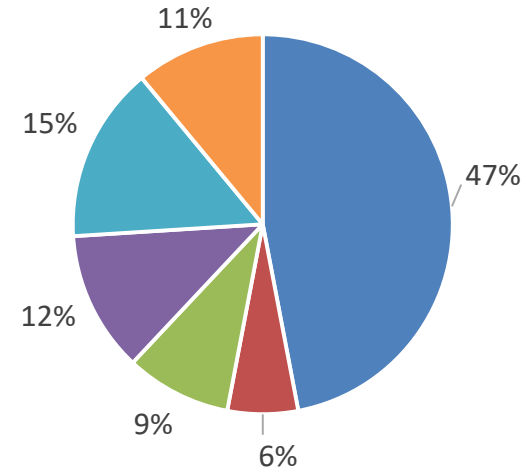
Revenue Break up 9MFY20

9MFY19
Revenue mix across States



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

9MFY20
Revenue mix across States



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

Key Highlights – Retail Business

Particulars	Units	9MFY20	9MFY19
No of retail stores	Nos.	123	134
Total Area	Sq. Ft	536,678	5,65,202
Average store size	Sq. Ft	4,363	4,218
Average ticket size	Rs.	28,676	28,454
Revenue from retail stores	Rs. Mn	10,768	10,792
EBITDA	Rs. Mn	873	1,010
Average rental cost per Sq. Ft. per month	Rs.	20.1	19.1

Retail segment EBITDA margins for 9 months stood at **8.1%** beyond the margin band guidance of 6% - 8%

Comparable sales growth stood at **11%** for Q3FY20

Q3 FY20 Income Statement

Particulars (Rs. Mn)	Q3FY20*	Q3FY19	Y-o-Y (%)	Q2FY20*	Q-o-Q (%)
Total Income	7,001	5,803	21%	6,331	11%
Raw Material	6,385	5,268		5,768	
Employee Expenses	141	139		139	
Other Expenses	154	196		157	
EBITDA	321	200	61%	267	20%
EBITDA %	4.6%	3.4%		4.2%	
Other Income	11	4		6	
Depreciation	66	39		57	
Finance Cost	103	127		112	
Profit before Tax	163	38	334%	104	57%
Tax	33	9		4	
Profit After Tax	130	29	352%	100	30%
Net Debt + Acceptances (Rs. in Mn)					
	Q3FY20	Q3FY19	Y-o-Y (%)	Q2FY20	Q-o-Q (%)
	2,735	4,971	-45%	2,914	-6%

*FY20 numbers are post Ind AS 116 impact

Profit & Loss A/c Impact for Q3FY20

Particulars (Rs. in Mn)	Reported as per Ind AS 116	Ind AS 116 Impact	Without Ind AS 116
Rent	9.2	+35.7	44.9
Depreciation	65.5	-26.8	38.7
Finance Cost	102.7	-5.8	96.9
Net Impact		PBT would have been lower by Rs. 3.1 mn before the impact of Ind AS 116	

Profit & Loss A/c Impact for 9MFY20

Particulars (Rs. in Mn)	Reported as per Ind AS 116	Ind AS 116 Impact	Without Ind AS 116
Rent	26.5	+109.5	136.0
Depreciation	208.1	-89.6	118.5
Finance Cost	327.9	-24.4	303.5
Net Impact		PBT would have been higher by Rs. 4.5 Mn before the impact of Ind AS 116	

Shankara Vision 2020



Business Strengthening Activities



Internal Training Programmes



Customer Meets



Corporate Social Responsibility

Shankara Buildpro School – adopted a school with over 30 abandoned children providing for their education, books as well as food, clothing and shelter in Bangalore



Jala Nela – integrated watershed project for water conservation in Ranebennur, Karnataka



Other Projects

- Treatment and medical care; medical camps
- Soccer sponsorship for underprivileged kids
- Community welfare programs
- Renovation of school toilets
- Many other programs

For further information, please contact:

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CIN - U74140MH2010PTC204285

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