



Q2FY18  
Result  
Presentation

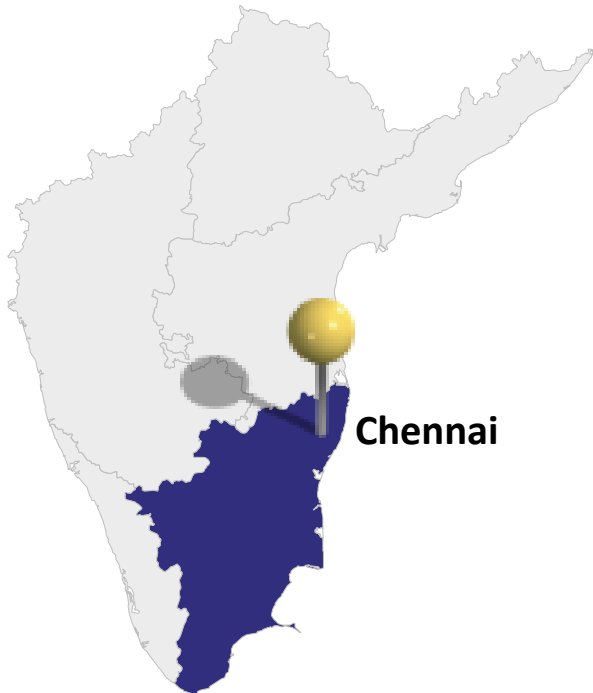
November  
2017

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## Increased Penetration in Tamil Nadu



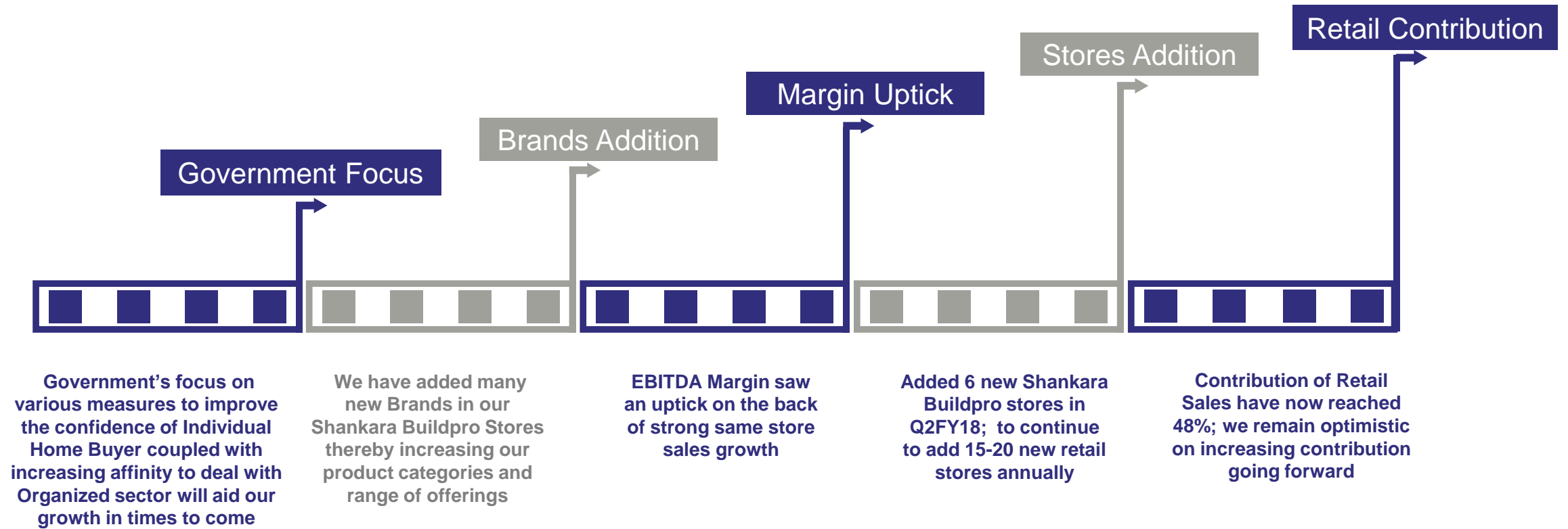
- ✓ **Taken over 3 stores of leading tiles and sanitary ware retailer, Vaigai Sanitation increasing our reach to 5 stores in Chennai**
- ✓ This will strengthen our presence in the categories of tiles, CP fittings & sanitaryware
- ✓ We will look to cross sell our wide range of building product categories across our customer segments

## Adopting an Omni Channel Strategy

- ✓ Purchased an e-commerce website in the building products space
- ✓ The site carries products in the sanitaryware, taps and kitchen category
- ✓ Online catalogue to be further enhanced to include other building product segments
- ✓ This will aid customer selection process from our wide online product assortment and complement our display stocks in the store
- ✓ With this we look to **build on our omni-channel capabilities**

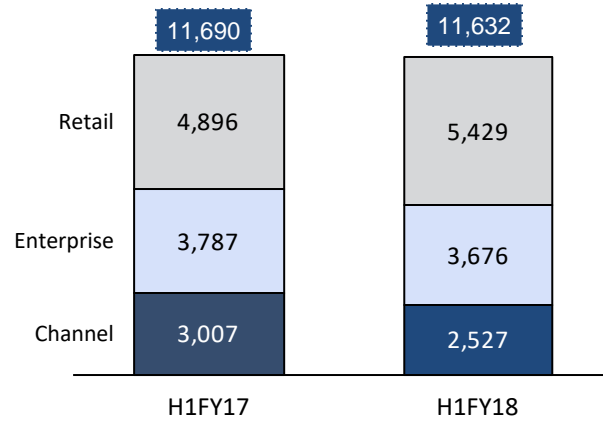


# Performance Snapshot

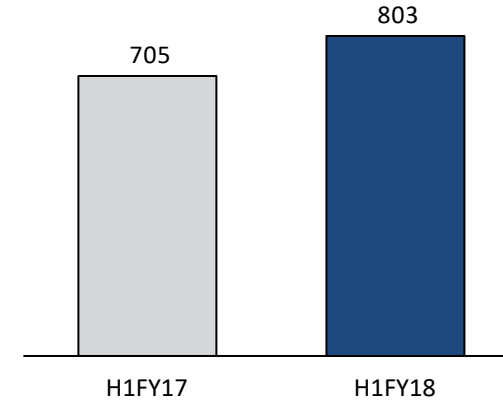


# Key Financial Performance

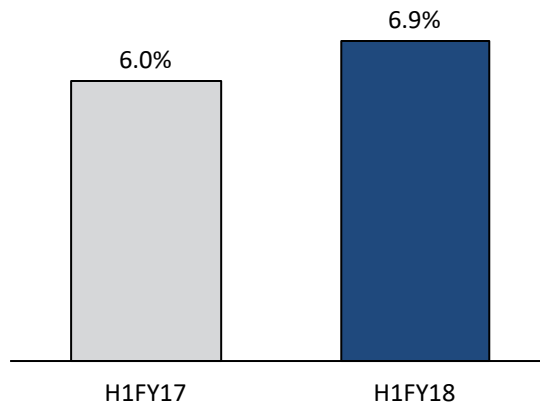
**Segment wise Revenue & Net Revenue from Operations (Rs. mn.)**



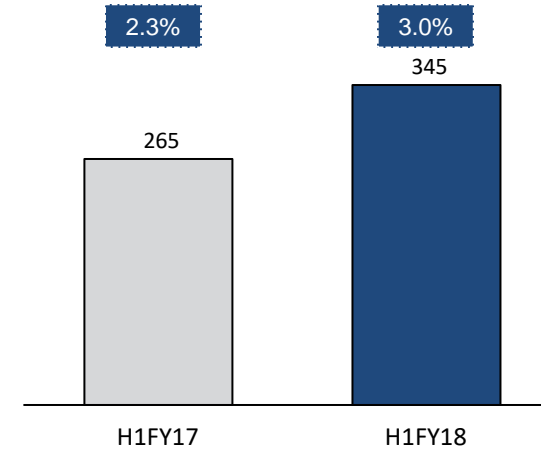
**EBITDA (Rs. mn.)**



**EBITDA Margin (%)**



**PAT (Rs. mn.) & PAT Margin (%)**



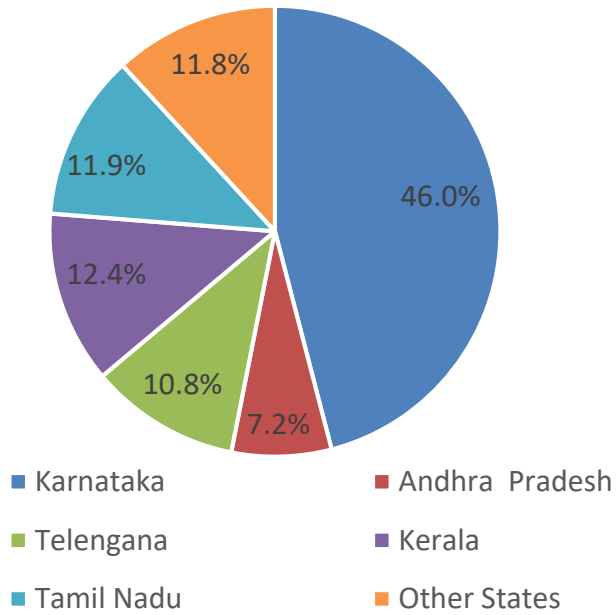
# GST Impact on Revenue

Particulars (Rs. Mn)	Q2 FY18	Q2 FY17	YoY	H1 FY18	H1 FY17	YoY
<b>Revenue before Excise Adjustment</b>						
Retail	2,728	2,664	2.4%	5,429	4,896	10.9%
<b>Same Store Revenue</b>	<b>2,638</b>	<b>2,664</b>	<b>-1.0%</b>	<b>5,214</b>	<b>4,896</b>	<b>6.5%</b>
Enterprise	1,771	1,855	-4.6%	3,676	3,787	-2.9%
Channel	1,217	1,501	-18.9%	2,527	3,007	-16.0%
<b>Total Revenue</b>	<b>5,716</b>	<b>6,021</b>	<b>-5.1%</b>	<b>11,632</b>	<b>11,690</b>	<b>-0.5%</b>

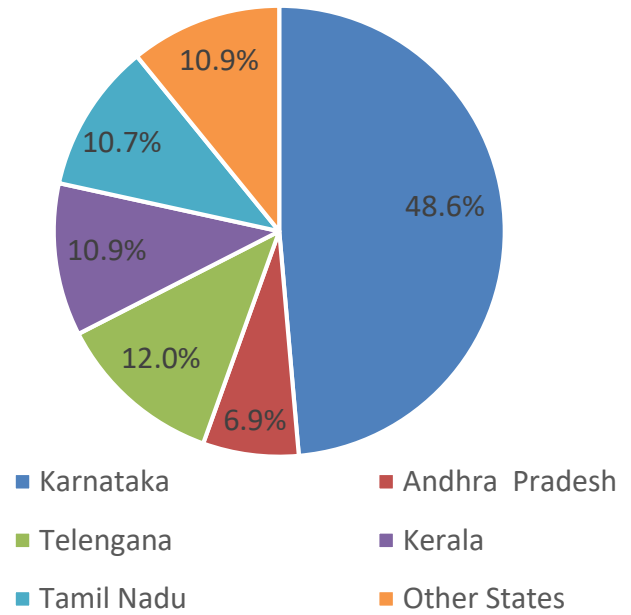
Particulars (Rs. Mn)	Q2 FY18	Q2 FY17	YoY	H1 FY18	H1 FY17	YoY
<b>Revenue after Excise Adjustment</b>						
Retail	2,728	2,368	15.2%	5,129	4,352	17.9%
<b>Same Store Revenue</b>	<b>2,638</b>	<b>2,368</b>	<b>11.4%</b>	<b>4,927</b>	<b>4,352</b>	<b>13.2%</b>
Enterprise	1,771	1,649	7.4%	3,464	3,366	2.9%
Channel	1,217	1,334	-8.8%	2,382	2,673	-10.9%
<b>Total Revenue</b>	<b>5,716</b>	<b>5,352</b>	<b>6.8%</b>	<b>10,975</b>	<b>10,391</b>	<b>5.6%</b>

Before GST regime, excise duty was a part of revenue. Post GST implementation, excise duty is subsumed in GST and not a part of revenue.  
**The above table has been prepared, using estimates, to provide a like for like comparison across periods.**

H1 FY17 Revenue mix across States

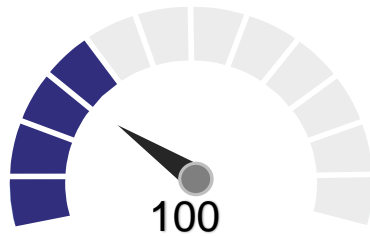


H1 FY18 Revenue mix across States

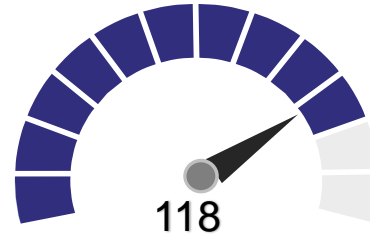


# Key Highlights – Retail Business

## Number of Stores

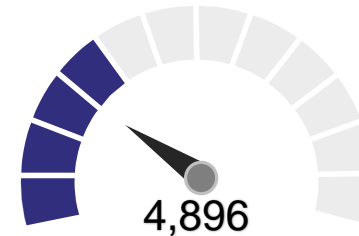


H1 FY17

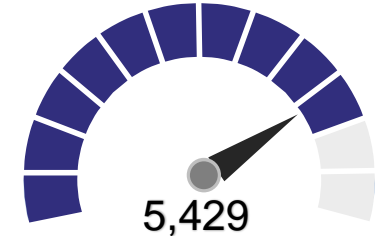


H1 FY18

## Revenue (Rs. mn.)

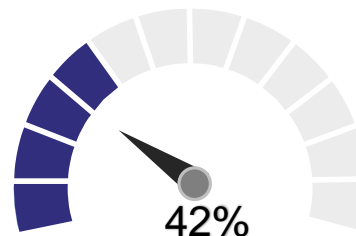


H1 FY17

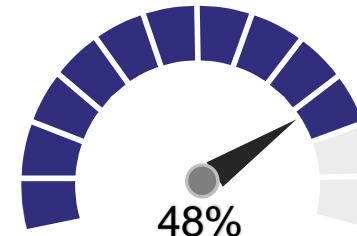


H1 FY18

## Retail Share



H1 FY17



H1 FY18



## Key Highlights – Retail Business

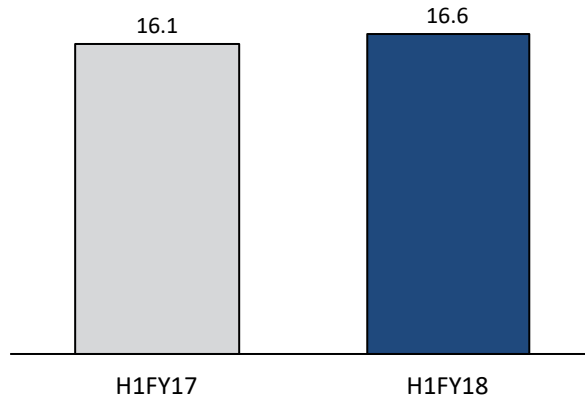
Particulars	Units	H1 FY18	H1 FY17	YoY	FY17
No of retail stores	Nos.	118	100	18.0%	<b>106</b>
Total Area	Sq. ft	4,41,103	3,64,785	20.9%	<b>3,81,070</b>
Average store size	Sq. ft	3,738	3,316	12.7%	<b>3,624</b>
Average ticket size	Rs.	23,969	22,235	7.8%	<b>23,244</b>
Revenue from retail stores	Rs. Mn	5,429	4,896	10.9%	<b>9,807</b>
Same store sales growth	%	13.2%*	19.7%		<b>19.4%</b>
EBITDA	Rs. Mn	587	513	14.4%	<b>972</b>
Margin (%)	%	10.8%	10.5%		<b>9.9%</b>
EBITDA per store	Rs. Mn	4.97	5.13	-3.1%	<b>9.17</b>
EBITDA per sq ft	Rs.	1,330	1,406	-5.7%	<b>2,551</b>
Average rental cost per sq.ft. per mth	Rs.	16.6	16.1	2.9%	<b>16.1</b>

\*H1 FY18 Same store sales growth is adjusted for excise duty impact

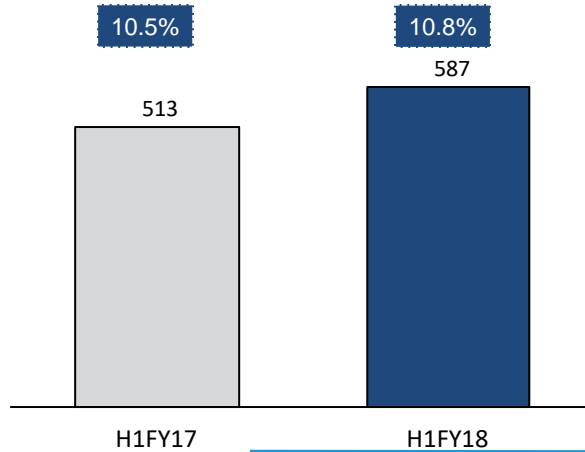
# Other Key Highlights

## Retail Business

Lease Rental Cost (Rs. per sq. ft. per month)

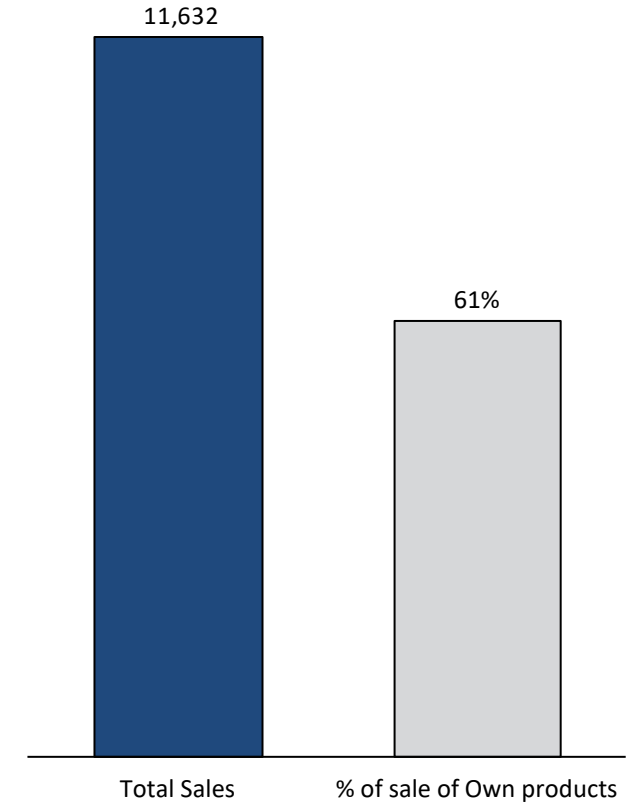


EBITDA (Rs. mn.) & EBITDA Margin (%)



## Sales Mix

Own Products Sale (Rs. mn.)



## Q2&H1 FY18 Income Statement (as per IND-AS)

Particulars (Rs. Mn)	Q2 FY18	Q2 FY17	YoY	H1 FY18	H1 FY17	YoY
<b>Total Income</b>	<b>5,716</b>	<b>6,021</b>	<b>-5.1%</b>	<b>11,632</b>	<b>11,690</b>	<b>-0.5%</b>
Raw Material	4,787	5,266		9,859	10,142	
Employee Expenses	149	145		278	245	
Other Expenses	368	237		693	599	
<b>EBITDA</b>	<b>411</b>	<b>374</b>	<b>10.1%</b>	<b>803</b>	<b>705</b>	<b>13.9%</b>
<b>EBITDA %</b>	<b>7.2%</b>	<b>6.2%</b>		<b>6.9%</b>	<b>6.0%</b>	
Other Income	2	1		3	3	
Depreciation	31	31		60	57	
Finance Cost	118	129		216	247	
<b>Profit before Tax</b>	<b>264</b>	<b>214</b>	<b>23.2%</b>	<b>530</b>	<b>404</b>	<b>31.1%</b>
Tax	91	79		184	139	
<b>Profit after Tax</b>	<b>173</b>	<b>135</b>	<b>28.0%</b>	<b>345</b>	<b>265</b>	<b>30.3%</b>
<b>Cash Profit</b>	<b>204</b>	<b>167</b>	<b>22.7%</b>	<b>405</b>	<b>322</b>	<b>25.9%</b>
<b>EPS</b>	<b>7.58</b>	<b>6.18</b>		<b>15.12</b>	<b>12.12</b>	

# H1 FY18 Consolidated Balance Sheet (as per IND-AS)

Rs. Mn	Sep-17
<b>Non Current Assets</b>	<b>2,899</b>
Property, plant and equipment	2,491
Investment Property	80
Goodwill	140
Financial Assets	
- Trade Receivables	46
- Loans	114
Other non current assets	27
<b>Current Assets</b>	<b>7,485</b>
Inventories	3,444
Financial Assets	
- Trade Receivables	3,500
- Cash & Cash Equivalents	60
- Loans	0
- Others	1
Other current assets	481
<b>Total Assets</b>	<b>10,384</b>

Rs. Mn	Sep-17
<b>Shareholders Fund</b>	<b>4,173</b>
Share Capital	228
Other Equity	3,945
<b>Minority Interest</b>	<b>1</b>
<b>Non Current Liabilities</b>	<b>186</b>
Financial Liabilities	
- Borrowings	27
- Other financial liabilities	0
Deferred tax liabilities (Net)	149
Provisions	9
<b>Current Liabilities</b>	<b>6,025</b>
Financial Liabilities	
- Borrowings	2,744
- Trade Payables	2,947
- Other financial liabilities	191
Other current liabilities	53
Provisions	8
Current tax liabilities(Net)	81
<b>Total Liabilities</b>	<b>10,384</b>



# Historical Financials

## 5 years of Profit & Loss Statement

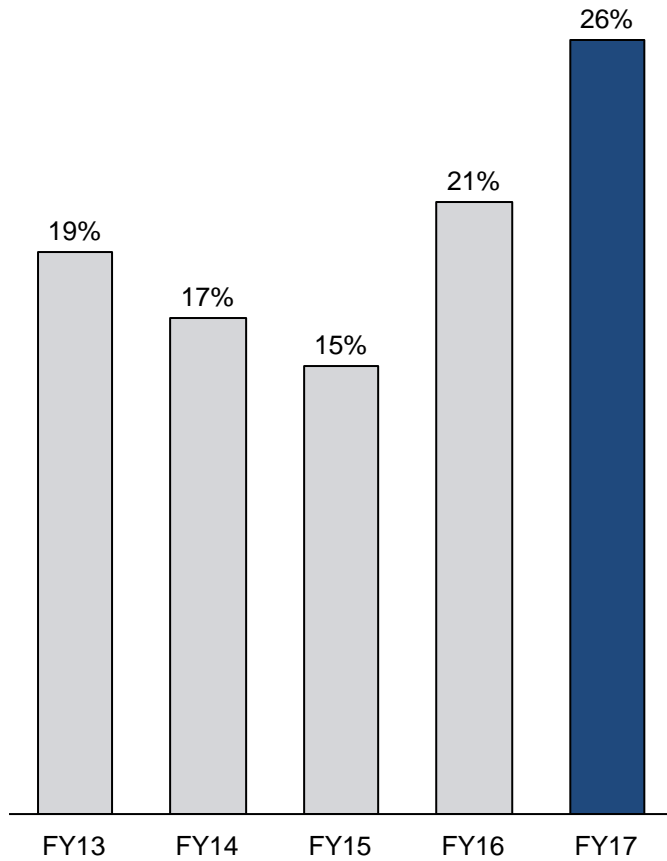
Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	CAGR
<b>Total Income</b>	<b>17,666</b>	<b>19,271</b>	<b>19,788</b>	<b>20,359</b>	<b>23,101</b>	<b>6.9%</b>
Raw Material	15,920	17,364	17,580	17,672	19,794	
Employee Expenses	212	264	350	413	494	
Other Expenses	664	757	963	1,079	1,270	
<b>EBITDA</b>	<b>869</b>	<b>886</b>	<b>895</b>	<b>1196</b>	<b>1544</b>	<b>15.4%</b>
<b>EBITDA %</b>	<b>4.9%</b>	<b>4.6%</b>	<b>4.5%</b>	<b>5.9%</b>	<b>6.7%</b>	
Other Income	3	8	9	7	3	
Depreciation	46	58	88	95	114	
Finance Cost	349	416	470	460	508	
<b>Profit before Tax &amp; Minority Interest (MI)</b>	<b>478</b>	<b>420</b>	<b>345</b>	<b>648</b>	<b>925</b>	<b>18.0%</b>
Tax	159	133	120	240	322	
<b>Profit after Tax &amp; before MI</b>	<b>318</b>	<b>287</b>	<b>226</b>	<b>407</b>	<b>603</b>	<b>17.3%</b>
Minority Interest	-	-	-	-	-	
<b>Profit after Tax &amp; MI</b>	<b>318</b>	<b>287</b>	<b>226</b>	<b>407</b>	<b>603</b>	<b>17.3%</b>
<b>Cash Profit</b>	<b>365</b>	<b>345</b>	<b>314</b>	<b>503</b>	<b>717</b>	<b>18.4%</b>
<b>EPS</b>	<b>15.03</b>	<b>13.13</b>	<b>10.32</b>	<b>18.90</b>	<b>27.55</b>	

# Consolidated Balance Sheet

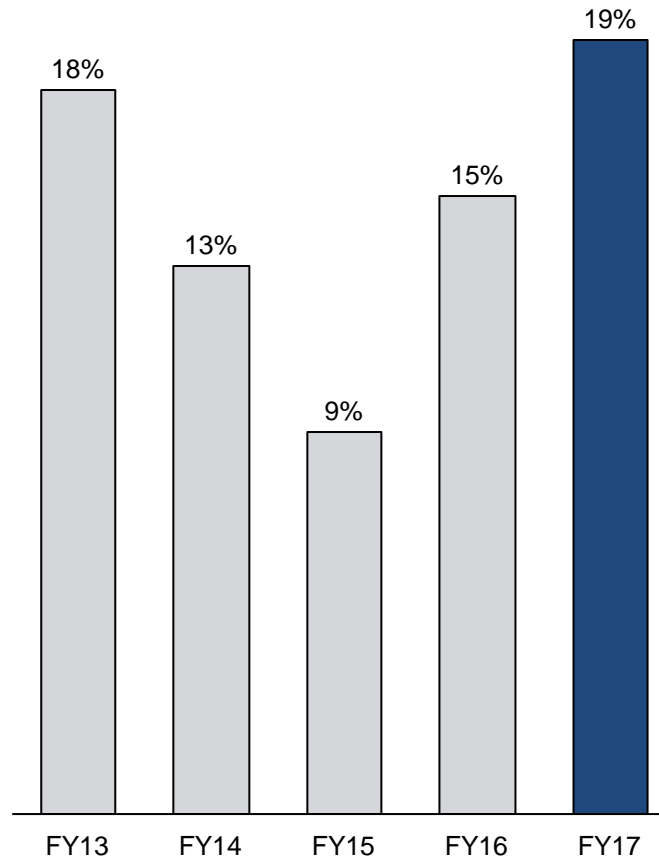
Rs. Mn	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>3,937</b>	<b>2,911</b>
Share Capital	229	219
Reserves & Surplus	3,708	2,692
<b>Minority Interest</b>	<b>1</b>	<b>0</b>
<b>Non-current liabilities</b>	<b>229</b>	<b>190</b>
Long term borrowings	59	53
Deferred Tax Liabilities (net)	161	131
Other non-current liabilities	0	0
Long-term provisions	8	6
<b>Current liabilities</b>	<b>14,796</b>	<b>12,883</b>
Short term borrowings	2,101	2,083
Trade Payables	2,610	2,338
Other current liabilities	418	319
Short-term provisions	186	151
<b>Total Liabilities</b>	<b>9,481</b>	<b>7,992</b>

Rs. Mn	Mar-17	Mar-16
<b>Non-current assets</b>	<b>2,771</b>	<b>2,483</b>
Fixed assets	2,450	2,193
Goodwill on Consolidation	140	140
Long-term loans & advances	139	127
Other Non Current Assets	42	23
<b>Current assets</b>	<b>6,710</b>	<b>5,508</b>
Inventories	2,795	2,559
Trade receivables	3,123	2,810
Cash and bank balances	662	24
Short-term loans & advances	129	115
Other current assets	1	1
<b>Total Assets</b>	<b>9,481</b>	<b>7,992</b>

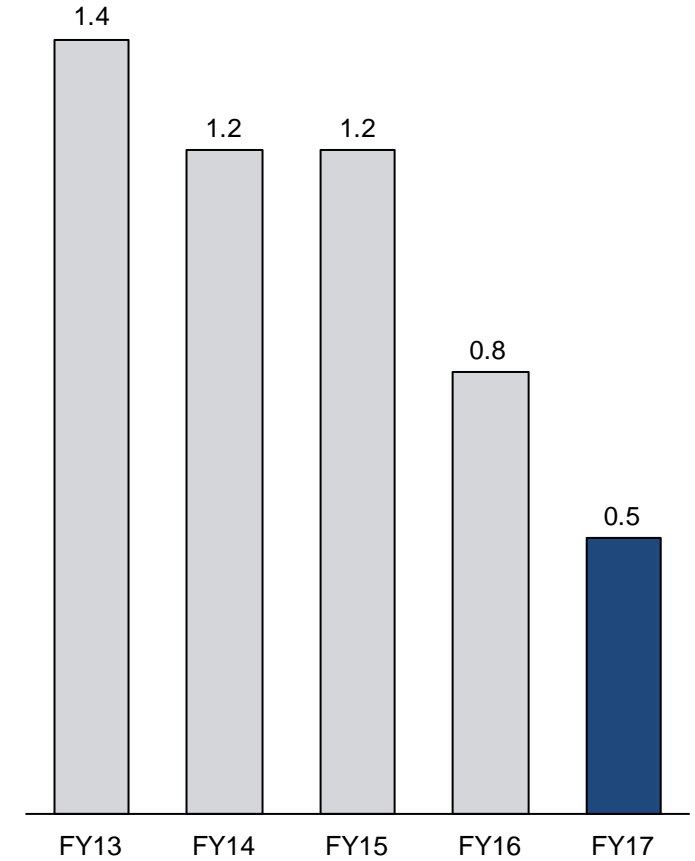
Average Return on Capital Employed\*



Average Return on Equity\*



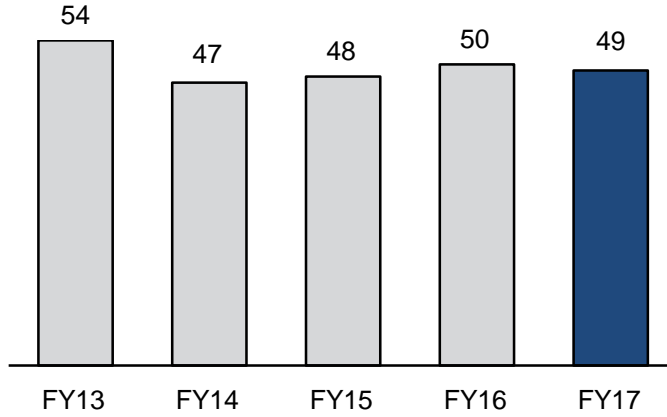
Net Debt : Equity\*



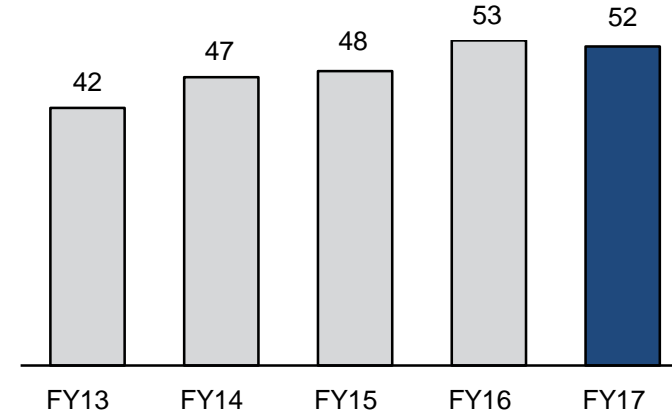


# Maintaining Business efficiency

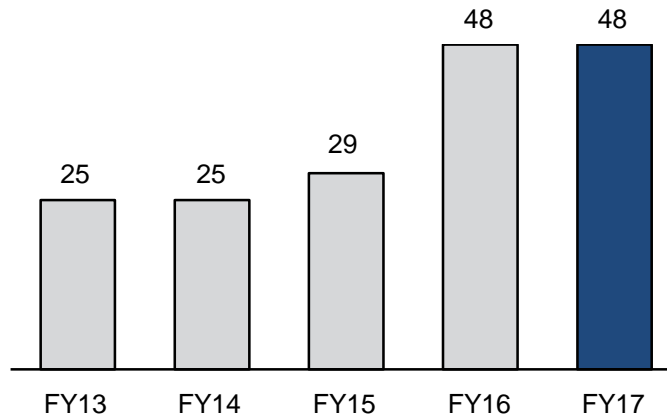
### Receivable Days



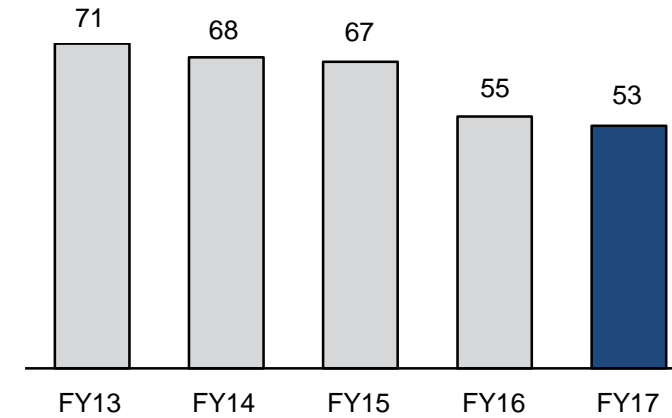
### Inventory Days



### Creditor Days



### Working Capital Days



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