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# Q3FY18 Financial Highlights

625 cr TOTAL REVENUE*	299 cr RETAIL REVENUE*	31 cr RETAIL EBITDA	10.4% RETAIL EBITDA	18 cr PAT
 <b>30%</b> Y-o-Y	 <b>48%</b> Y-o-Y	 <b>72%</b> Y-o-Y	 <b>241</b> bps	 <b>29 %</b> Y-o-Y

Added <b>6 stores</b> during Q3FY18 taking the total store count to 124	37% Same store sales growth* (SSSG) for the current quarter	Retail area in Sq. Ft increased by 27% Y-o-Y to 473,034 Sq. Ft	Increase in Average store size from 3,624 sq.ft in Q3 FY17 to 3,815 sq.ft in Q3 FY18	Revenue from retail share increased to 47% for 9M FY 18 as compared to 42% for 9M FY17
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\*Q3 FY18 Revenue and Same store sales growth (SSSG) is adjusted for excise duty impact post GST changes

Taken over operations of 3 stores of JP Sanitation, Bengaluru

- ✓ **We have taken over operations of 3 stores of JP Sanitation in Bengaluru, Karnataka.** This will strengthen our presence in new product categories of plumbing, sanitary ware and tiles.
- ✓ JP Sanitation is an established brand within Bengaluru region and has been in existence for more than 30 years. Over the years, they have built significant connect with home owners, architects, builders and leading suppliers.
- ✓ We will look to cross sell our wide range of building product categories across their customer segments.
- ✓ With Addition of 3 more stores, we further penetrate in the Bengaluru region taking the total stores count to 27.



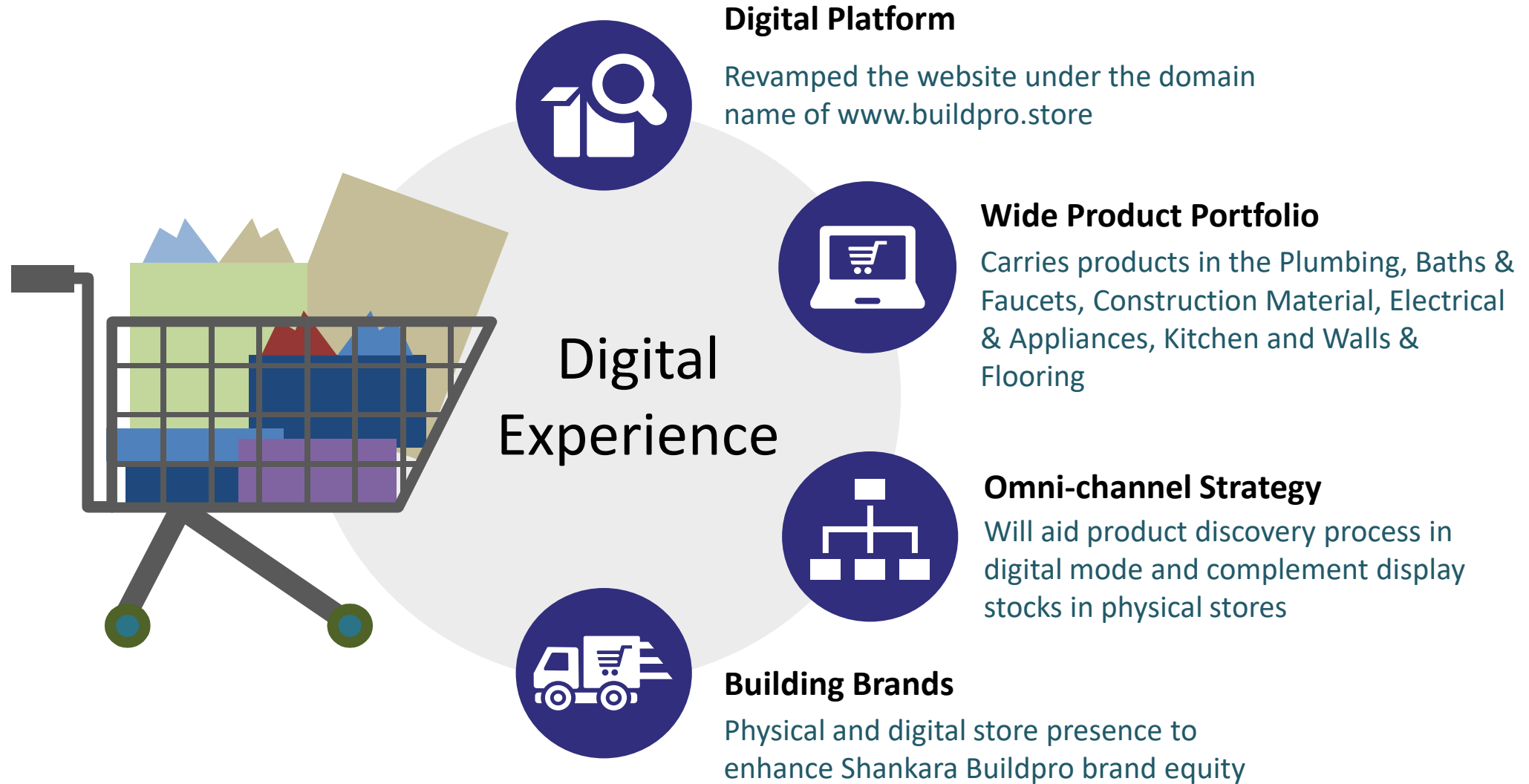
# Update on new stores in Chennai

## Current Vaigai (Chennai) stores



## New Product Additions





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## All needs, one store

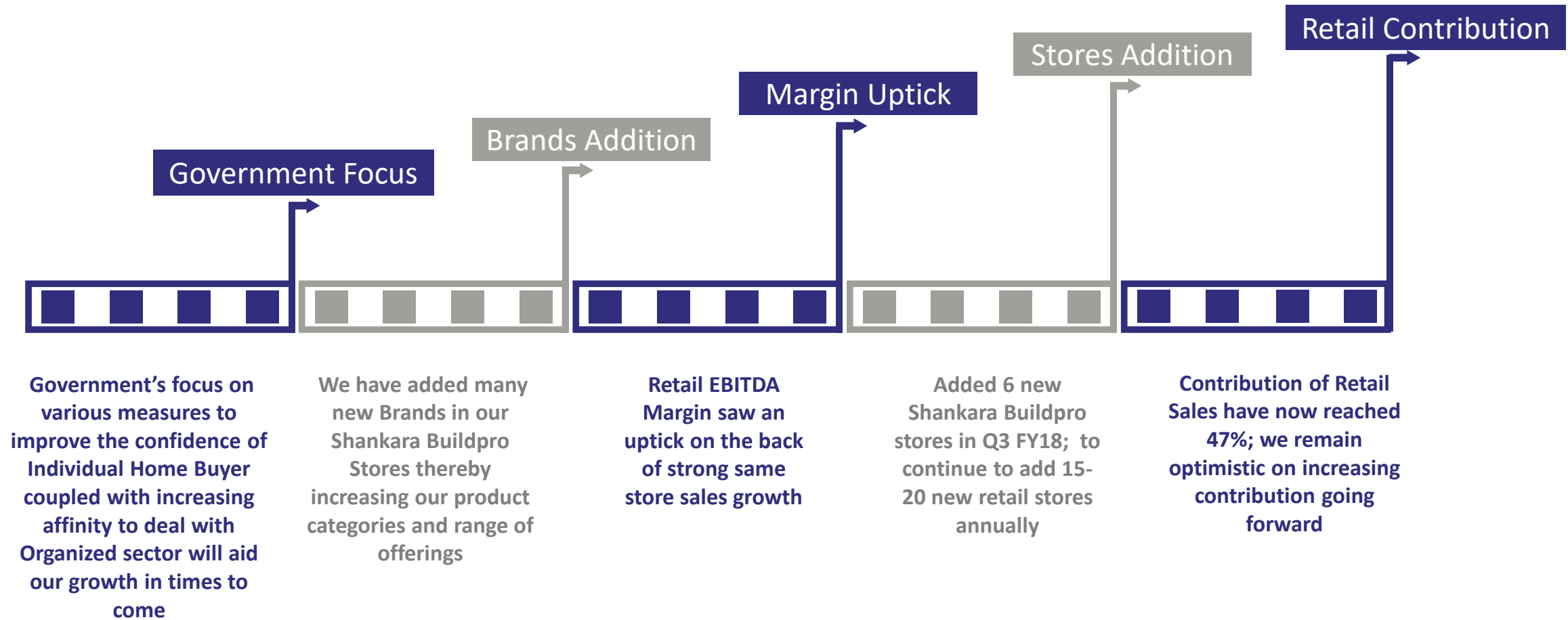
India's First & Largest omni-channel store for Construction Needs.

**#BuildwithBuildpro**

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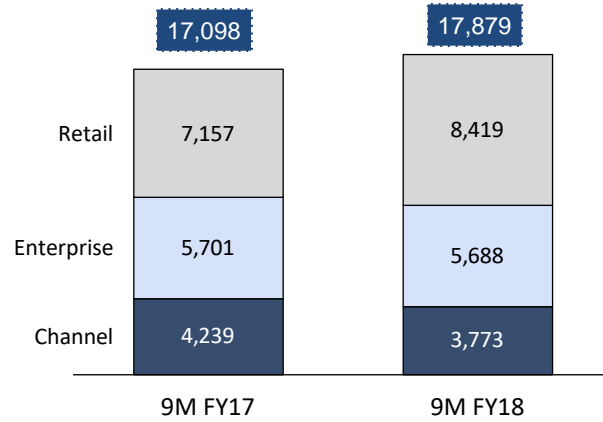
# Performance Snapshot



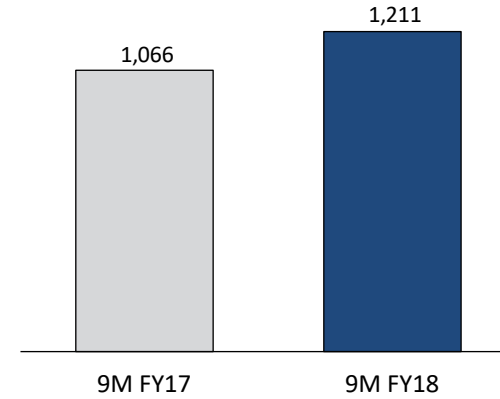


# Key Financial Performance

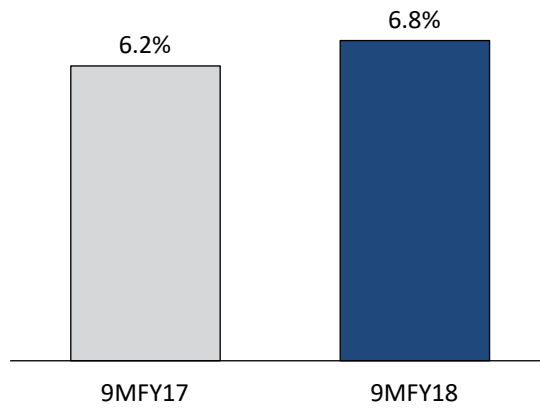
**Segment wise Revenue & Net Revenue from Operations (Rs. mn.)**



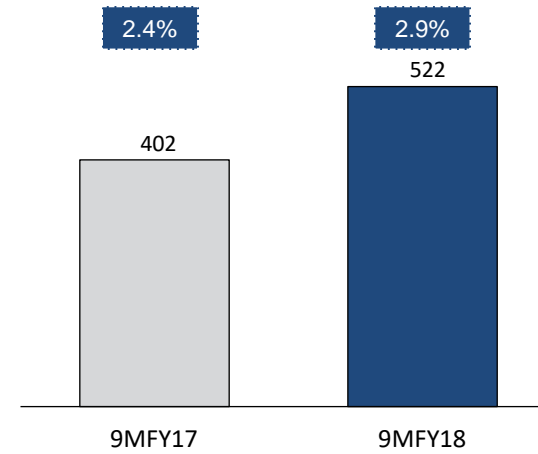
**EBITDA (Rs. mn.)**



**EBITDA Margin (%)**



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



# GST Impact on Revenue

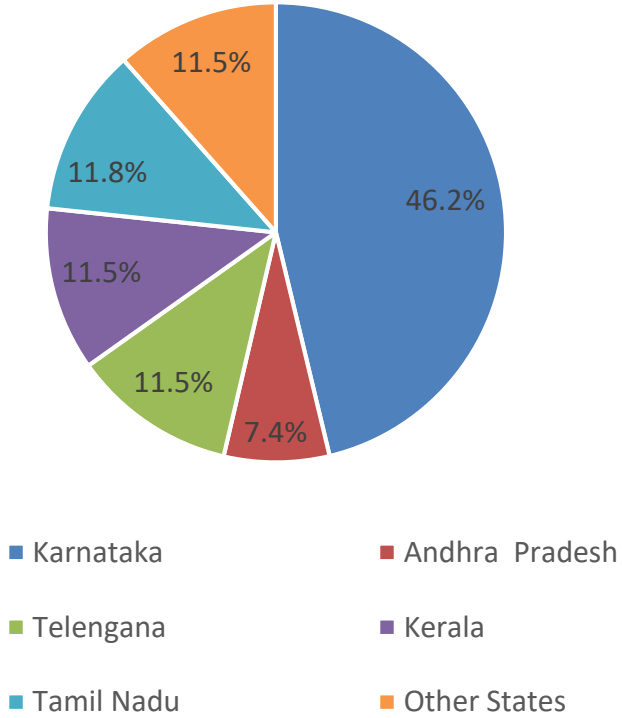
Particulars (Rs. Mn)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
<b>Revenue before Excise Adjustment</b>						
Retail	2,989.3	2,261.5	32.2%	8,418.5	7,157.1	17.6%
<b>Same Store Revenue</b>	<b>2,759.1</b>	<b>2,261.5</b>	<b>22.0%</b>	<b>7,972.7</b>	<b>7,157.1</b>	<b>11.4%</b>
Enterprise	2,011.5	1,913.7	5.1%	5,687.5	5,701.2	-0.2%
Channel	1,245.4	1,232.4	1.1%	3,772.5	4,239.2	-11.0%
<b>Total Revenue</b>	<b>6,246.2</b>	<b>5,407.5</b>	<b>15.5%</b>	<b>17,878.6</b>	<b>17,097.5</b>	<b>4.6%</b>

Particulars (Rs. Mn)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
<b>Revenue after Excise Adjustment</b>						
Retail	2,989.3	2,010.2	48.7%	8,118.5	6,361.9	27.6%
<b>Same Store Revenue</b>	<b>2,759.1</b>	<b>2,010.2</b>	<b>37.3%</b>	<b>7,686.5</b>	<b>6,361.9</b>	<b>20.8%</b>
Enterprise	2,011.5	1,701.0	18.3%	5,475.8	5,067.7	8.1%
Channel	1,245.4	1,095.5	13.7%	3,626.9	3,768.2	-3.8%
<b>Total Revenue</b>	<b>6,246.2</b>	<b>4,806.7</b>	<b>30.0%</b>	<b>17,221.2</b>	<b>15,197.8</b>	<b>13.3%</b>

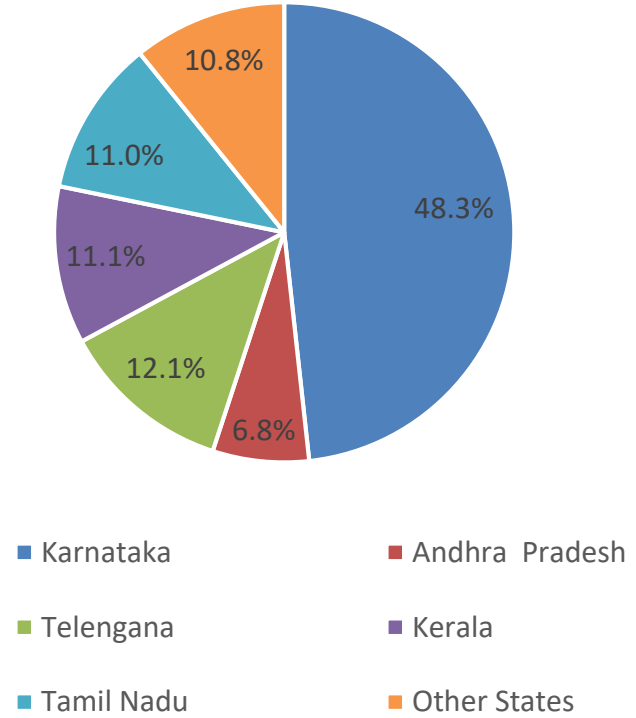
Before GST regime, excise duty was a part of revenue. Post GST implementation, excise duty is subsumed in GST and not a part of revenue.

**The above table has been prepared, using estimates, to provide a like for like comparison across periods.**

9M FY17 Revenue mix across States

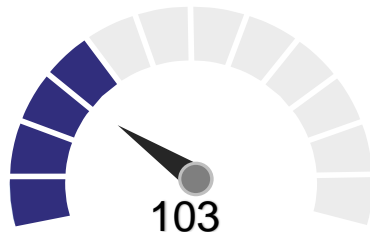


9M FY18 Revenue mix across States

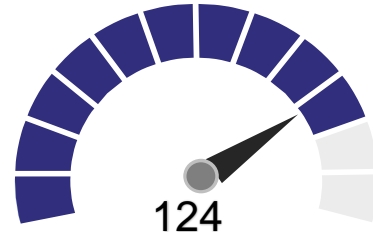


# Key Highlights – Retail Business

## Number of Stores

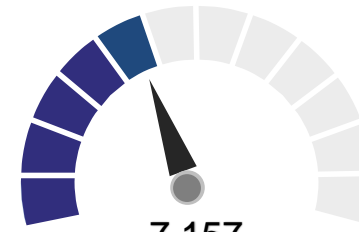


9M FY17

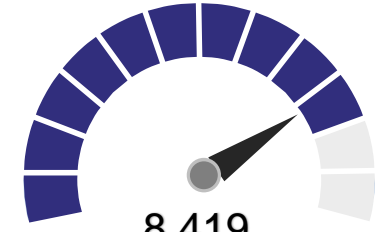


9M FY18

## Revenue (Rs. mn.)

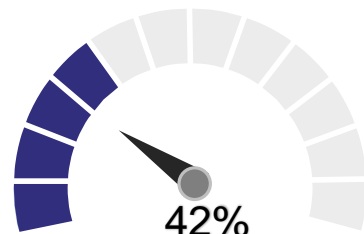


9M FY17

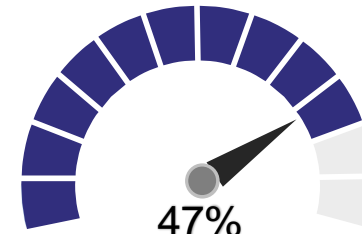


9M FY18

## Retail Share



9M FY17



9M FY18

## Key Highlights – Retail Business

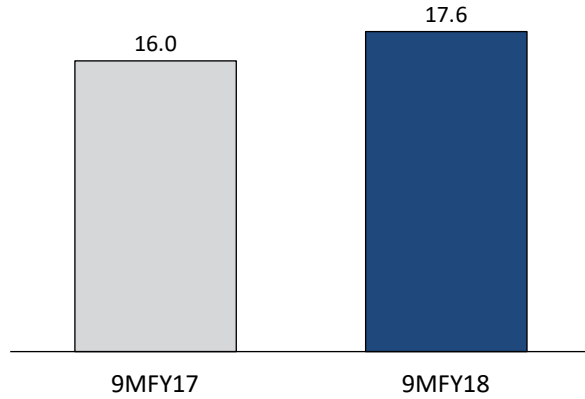
Particulars	Units	9M FY18	9M FY17	YoY	FY17
No of retail stores	Nos.	124	103	20.4%	<b>106</b>
Total Area	Sq. ft	473,034	373,294	26.7%	<b>3,81,070</b>
Average store size	Sq. ft	3,815	3,624	5.3%	<b>3,595</b>
Average ticket size	Rs.	24,382	22,970	6.1%	<b>23,244</b>
Revenue from retail stores	Rs. Mn	8,419	7,157	17.6%	<b>9,807</b>
Same store sales growth*	%	20.8%	20.0%		<b>19.4%</b>
EBITDA	Rs. Mn	897	693	29.4%	<b>972</b>
Margin (%)	%	10.7%	9.7%		<b>9.9%</b>
EBITDA per store	Rs. Mn	7.2	6.7	7.5%	<b>9.17</b>
EBITDA per sq ft	Rs.	1,896	1,856	2.1%	<b>2,551</b>
Average rental cost per sq.ft. per month	Rs.	17.62	15.99	10.2%	<b>16.1</b>

\*9M FY18 Same store sales growth is adjusted for excise duty impact

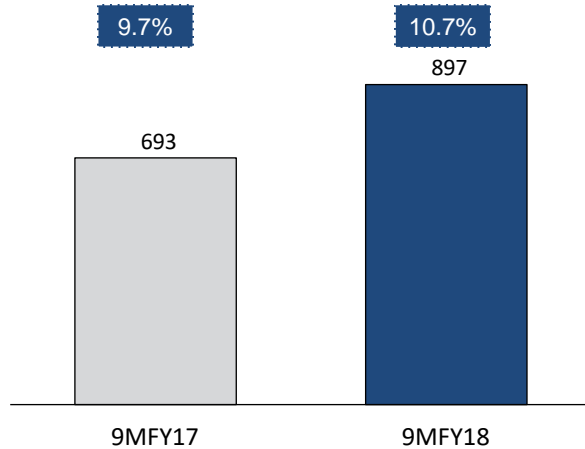
# Other Key Highlights

## Retail Business

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

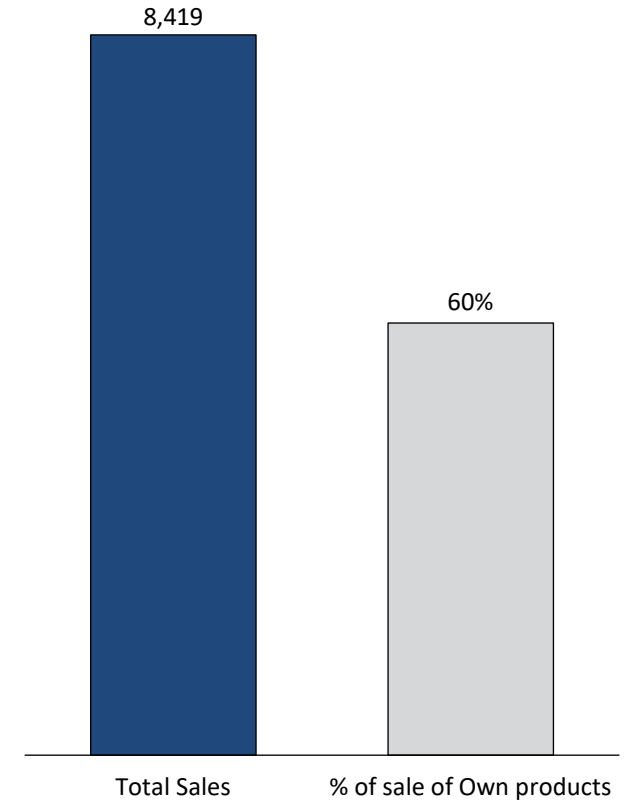


EBITDA (Rs. mn.) & EBITDA Margin (%)



## Sales Mix

Own Products Sale (Rs. mn.)



## Q3&9M FY18 Income Statement (as per IND-AS)

Particulars (Rs. Mn)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
<b>Total Income</b>	<b>6,246.2</b>	<b>5,407.5</b>	<b>16%</b>	<b>17,878.6</b>	<b>17,097.5</b>	<b>5%</b>
Raw Material	5,364.1	4,573.4		15,223.5	14,715.3	
Employee Expenses	160.6	123.0		438.2	367.6	
Other Expenses	313.2	349.3		1,005.9	948.3	
<b>EBITDA</b>	<b>408.3</b>	<b>361.7</b>	<b>13%</b>	<b>1,211.1</b>	<b>1,066.3</b>	<b>14%</b>
<b>EBITDA %</b>	<b>6.5%</b>	<b>6.7%</b>		<b>6.8%</b>	<b>6.2%</b>	
Other Income	2.3	1.2		5.1	4.6	
Depreciation	33.0	28.3		92.8	85.0	
Finance Cost	110.0	131.1		326.1	378.6	
<b>Profit before Tax</b>	<b>267.7</b>	<b>203.5</b>	<b>32%</b>	<b>797.3</b>	<b>607.3</b>	<b>31%</b>
Tax	91.2	66.6		275.3	205.4	
<b>Profit after Tax</b>	<b>176.5</b>	<b>136.9</b>	<b>29%</b>	<b>521.9</b>	<b>401.9</b>	<b>30%</b>
<b>Cash Profit</b>	<b>209.5</b>	<b>165.2</b>	<b>27%</b>	<b>614.7</b>	<b>486.9</b>	<b>26%</b>
<b>EPS</b>	<b>7.73</b>	<b>6.25</b>		<b>22.85</b>	<b>18.37</b>	



# Historical Financials



## 5 years of Consolidated 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>	

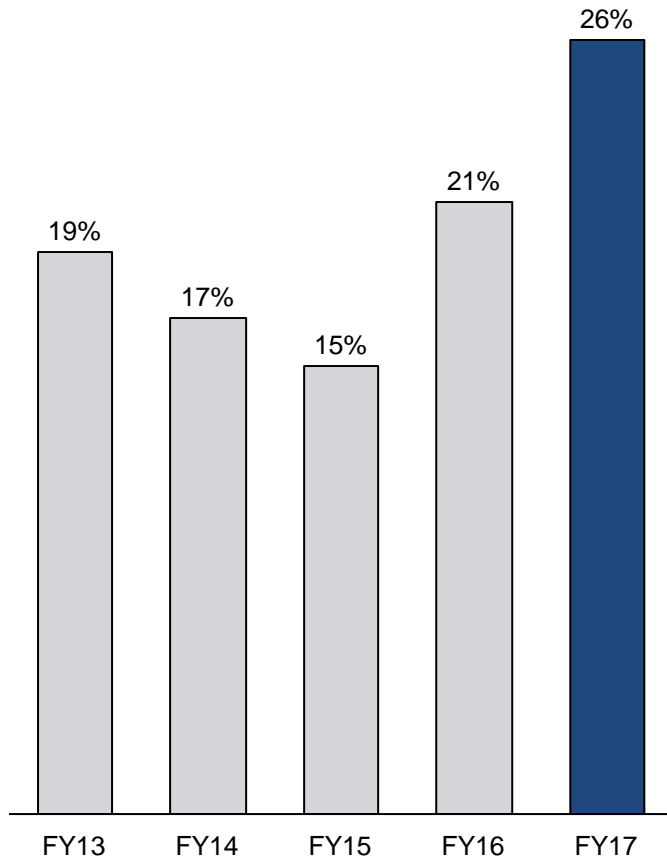
\* Financial Data as per Indian GAAP

# Consolidated Balance Sheet\*

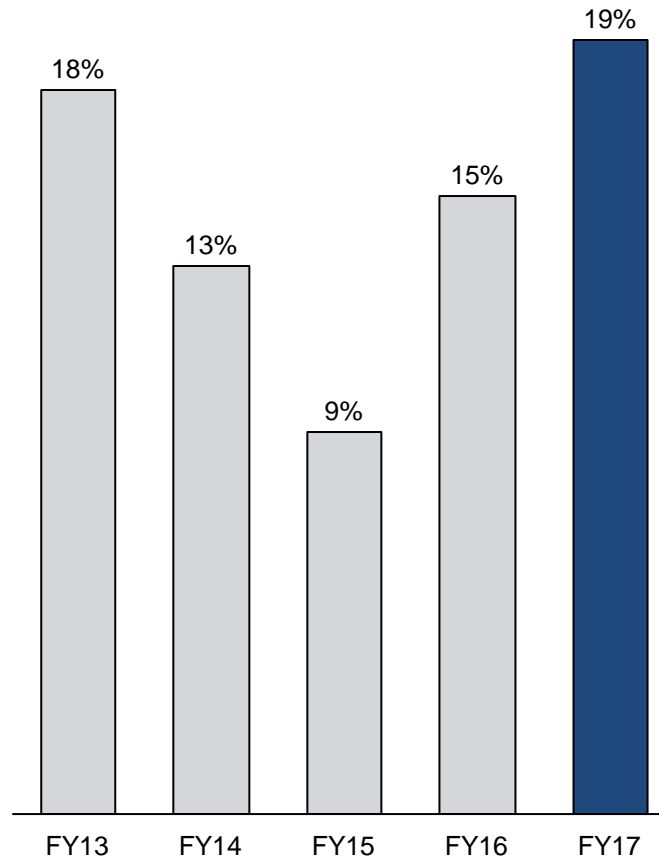
Rs. Mn	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>3,937</b>	<b>2,911</b>
Share Capital	229	219
Reserves & Surplus	3,708	2,692
<b>Minority Interest</b>	<b>1</b>	<b>0</b>
<b>Non-current liabilities</b>	<b>229</b>	<b>190</b>
Long term borrowings	59	53
Deferred Tax Liabilities (net)	161	131
Other non-current 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>

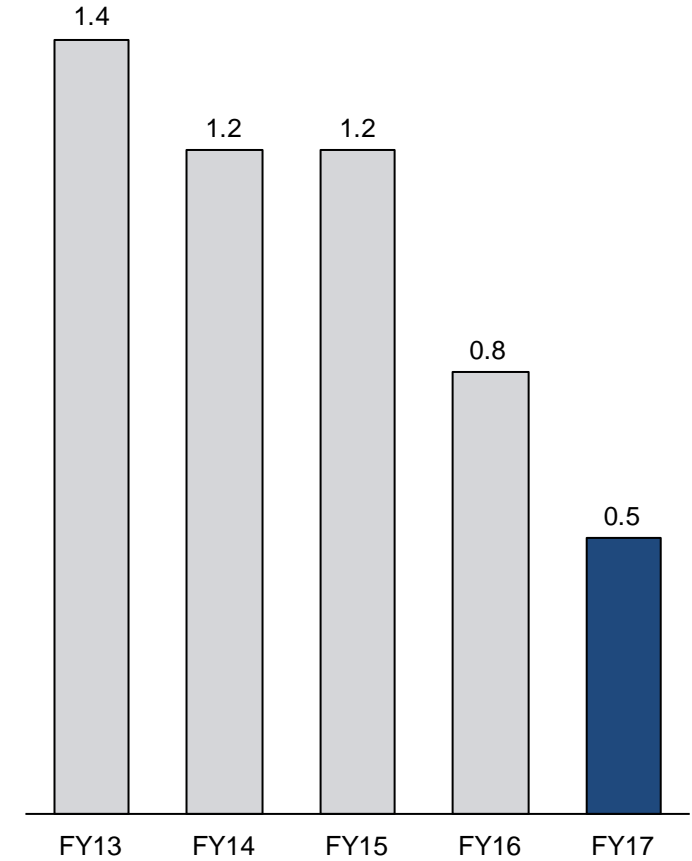
Average Return on Capital Employed\*



Average Return on Equity\*

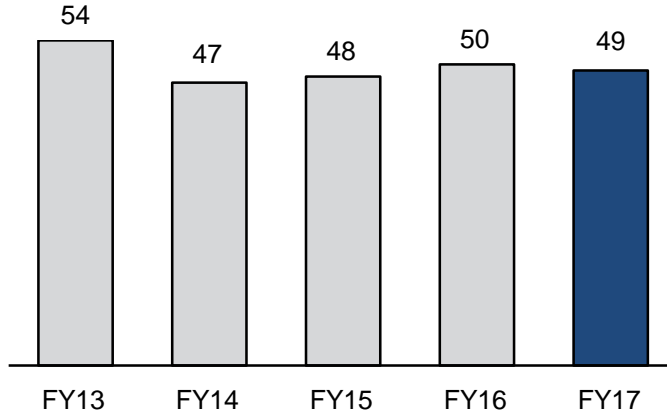


Net Debt : Equity\*

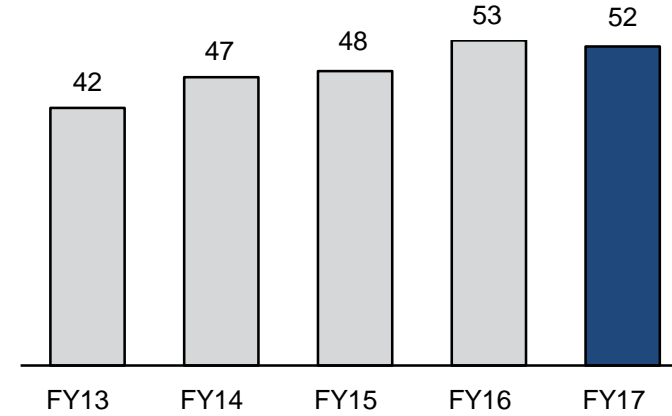


# Maintaining Business efficiency

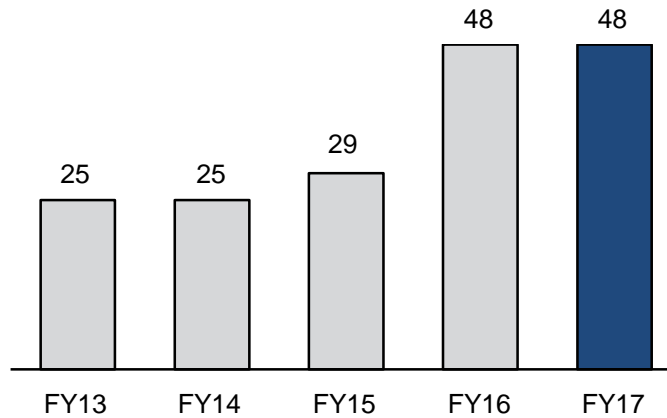
### Receivable Days



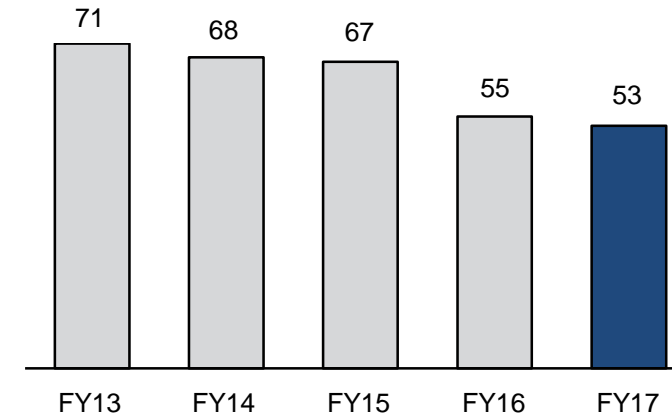
### Inventory Days



### Creditor Days



### Working Capital Days



For further information, please contact:

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CIN - U26922KA1995PLC018990

Mr. Alex Varghese – CFO

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