



Key Financial Highlights for Q4 & FY 17-18

Shankara Building Products Limited reported a revenue growth of 27% year on year for the quarter ended 31st March 2018 & 10% growth year on year for full year FY 17-18. Retail segment recorded revenue growth of 43% year on year for the quarter ended 31st March 2018 & 24% for the year ended FY17-18. Adjusted for Excise/GST impact, Same Store Sales Growth (SSSG) in the retail segment stood at 27% for the full year. The retail EBIDTA grew by 45% with margins of 10.7% for the quarter. The consolidated PAT of the company grew by 26% year on year for FY18.

Key Financial Highlights

Consolidated P&L	Quarterly performance					Annual performance		
	Q4 FY18	Q4 FY17	Q3 FY18	YoY	QoQ	FY18	FY17	Growth
	(Amt in Rs. million)							
Revenue from Operations (Net of GST)	7,608	6,004	6,246	27%	22%	25,487	23,101	10%
Retail Revenue	3,778	2,650	2,989	43%	26%	12,197	9,807	24%
Same Store Sales Growth *						16.1%	19.4%	
Retail Segment EBIDTA	406	279	310	45%	31%	1,303	962	
%	10.7%	10.5%	10.4%			10.7%	9.8%	
Retail No of Stores	129	106	124			129	106	22%
Retail Area in Square Feet	5,05,034	3,81,070	4,73,034	33%	7%	5,05,034	3,81,070	33%
Consolidated EBIDTA	542	452	411	20%	32%	1,758	1,522	16%
EBITDA Margin	7.1%	7.5%	6.6%			6.90%	6.6%	
Profit before Tax	362	295	268	23%	35%	1,159	902	
PBT Margin	4.8%	4.9%	4.3%			4.5%	3.9%	
PAT	217	185	177	18%	23%	739	586	26%
PAT Margin %	2.9%	3.1%	2.8%			2.9%	2.5%	

* Adjusted for GST the SSSG stood at 27.3% for FY 18

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