



Shankara Building Products Limited reported its Q3 FY 20 Results. Key highlights are as follows:

- PAT growth – **352%**
- Volume growth –**44%**
- Revenue growth – **21%**
- Comparable sales growth for retail–**11%**
- Net debt – **reduced by 45%**

Other key highlights

- Consolidated revenue from operations stood at Rs. **700.1 crores** for the quarter representing a y-o-y growth of **21%** and sequential q-o-q growth of **11%**.
- Retail segment comparable sales growth stood at **11.2%** for the quarter. Retail segment EBITDA stood at **8.2%** for Q3 FY 20 and **8.1%** for the 9 months ended Dec 31, 2019.
- Consolidated EBITDA stood at Rs. **32.1 crores** with an EBITDA margin of **4.6%**. EBITDA grew by **61%** over same quarter last year and **20%** sequentially.
- The combined value of net debt including acceptances stood at Rs. **273.5 crores**. This value has been consistently declining over the last 4 quarters and the overall reduction has been **45%** during this period.

(Rs. Crores)	Q3FY 20	Q3FY 19	Y-o-Y Growth	Q2FY20	Q-o-Q Growth
Volume growth			44%		21%
Revenue from operations	700	580	21%	633	11%
Retail revenue	370	334	11%	347	7%
<i>Retail comparable sales growth</i>	11.2%				
Retail segment EBITDA	30.5	24.2	26%	27.7	10%
<i>Retail segment EBITDA %</i>	8.2%	7.2%		8.0%	
Retail stores	123	134		129	
Retail area	5,36,678	5,65,202		5,55,622	
Consolidated EBITDA	32.1	20.0	61%	26.7	20%
<i>EBITDA margin</i>	4.6%	3.4%		4.2%	
PBT	16.3	3.8	334%	10.4	57%
<i>PBT margin</i>	2.3%	0.6%		1.6%	
PAT	13.0	2.9	352%	10.0	30%
<i>PAT margin</i>	1.9%	0.5%		1.6%	
Net debt + acceptance	273.5	497.1	-45%	291.4	-6%