

Date: 5<sup>th</sup> February, 2020

To  
The Department of Corporate services  
**Bombay Stock Exchange Limited**  
P.J Towers, Dalal Street  
Mumbai-400001

To  
**National Stock Exchange of India Limited**  
5<sup>th</sup> Floor, Exchange Plaza  
Bandra (E)  
Mumbai-400051

Scrip Code: - 540425

Scrip Symbol- SHANKARA

**Sub: - Investor's presentation- Q3FY20**

Dear Sir/Madam,

Please find enclosed Investor's Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

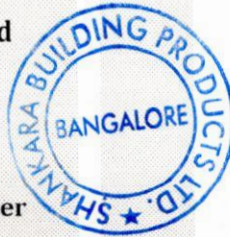
You are requested to take note of the same.

Thanking You.

Yours faithfully  
For **Shankara Building Products Limited**

*Ereena Vikram*

Ereena Vikram  
**Company Secretary & Compliance Officer**



**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



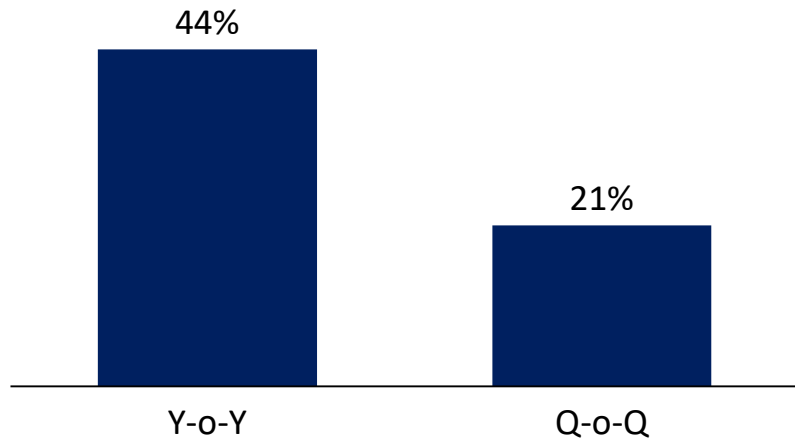
Nellore, Andhra Pradesh



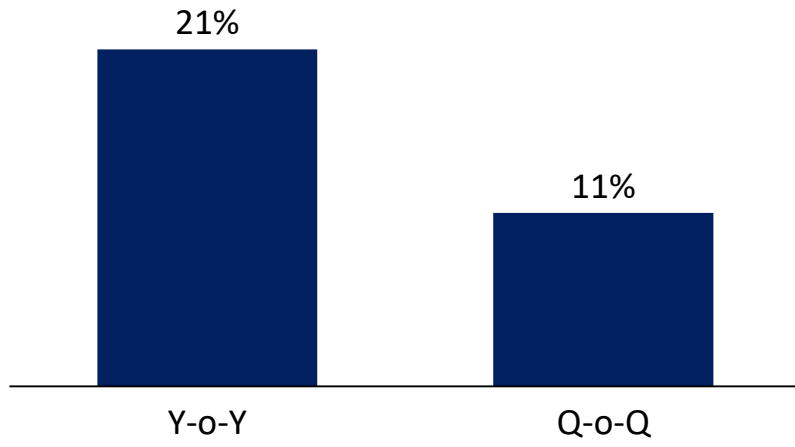
Chennai, Tamil Nadu

# Strong growth in Revenue and Profits

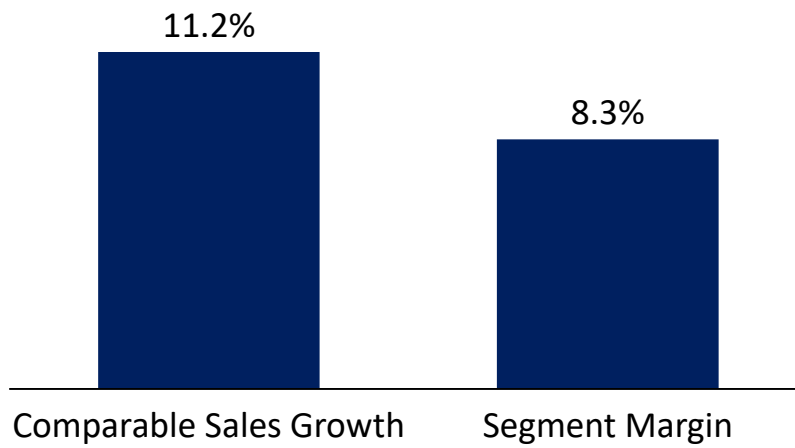
Q3 FY 20 volume growth



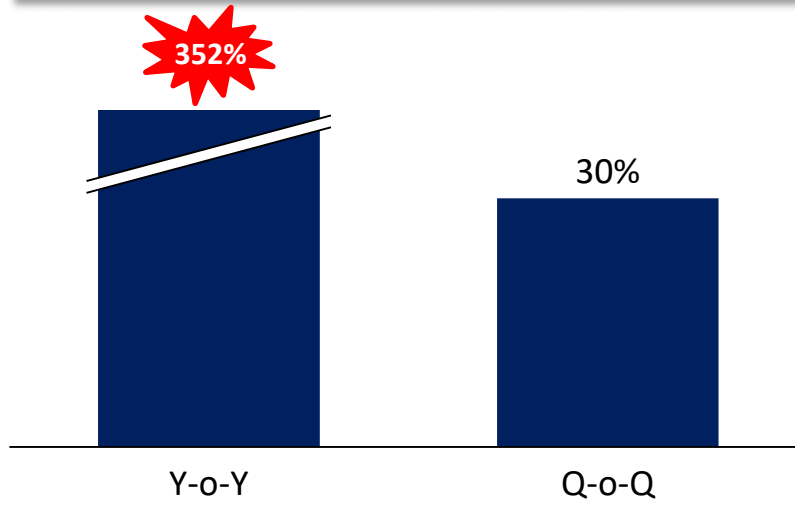
Q3 FY 20 value growth



Retail performance - Q3FY20

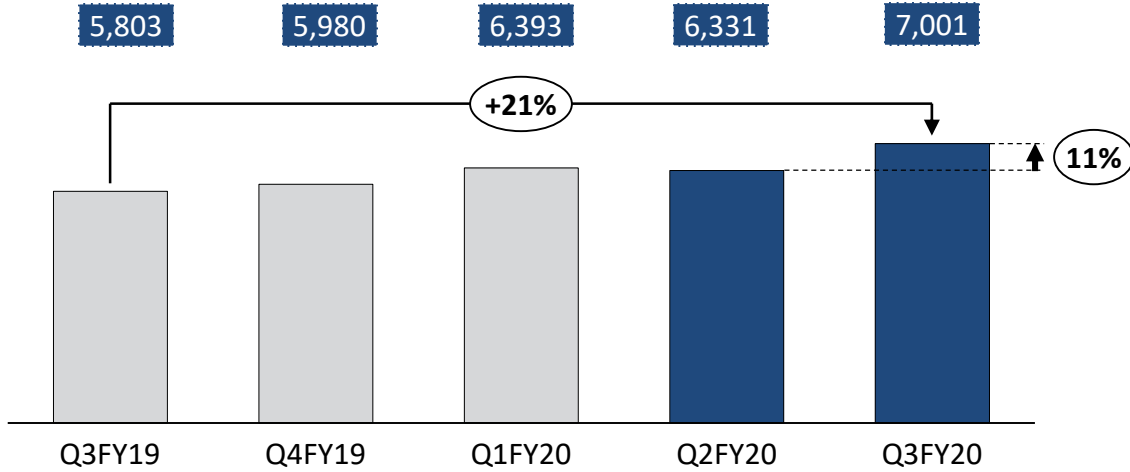


Q3 FY 20 PAT growth

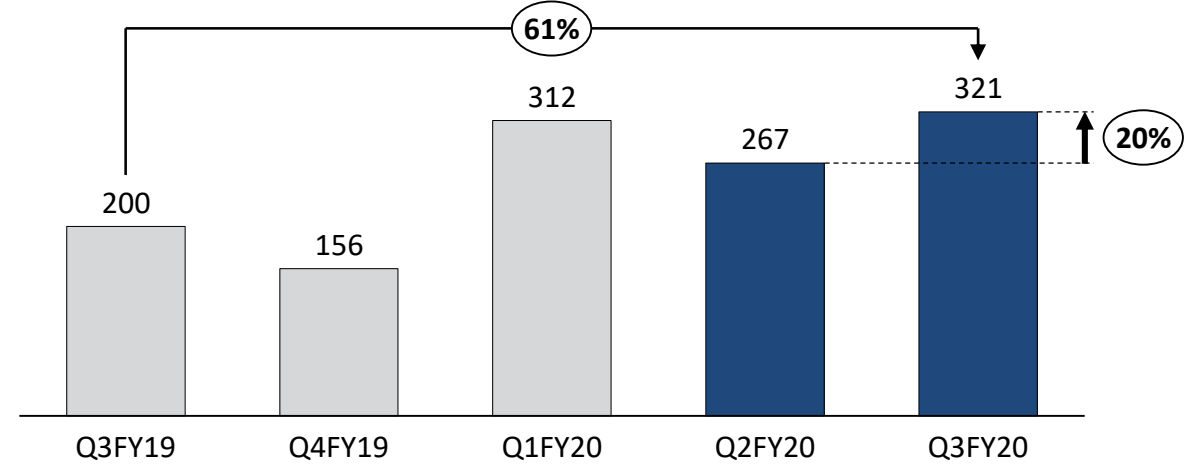


# Back on Growth Momentum with Focus on Balance Sheet

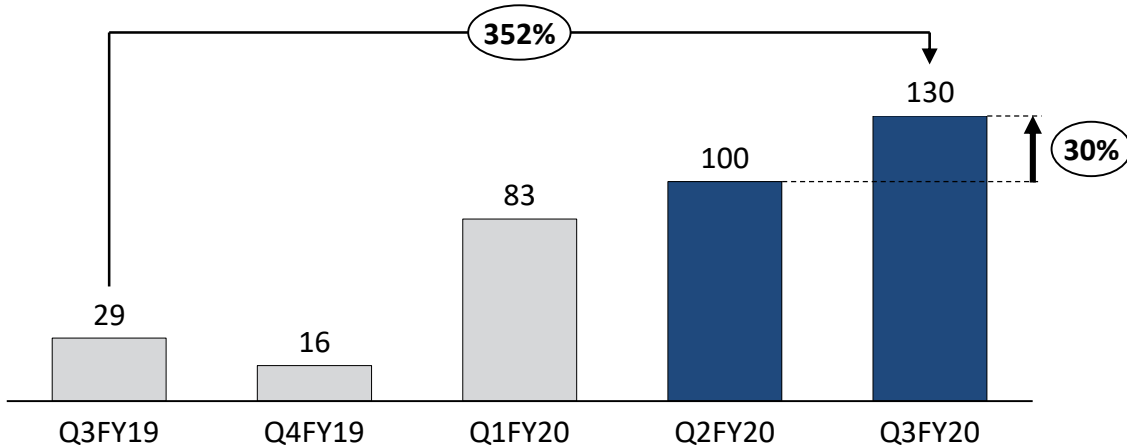
Revenue (Rs. Mn)



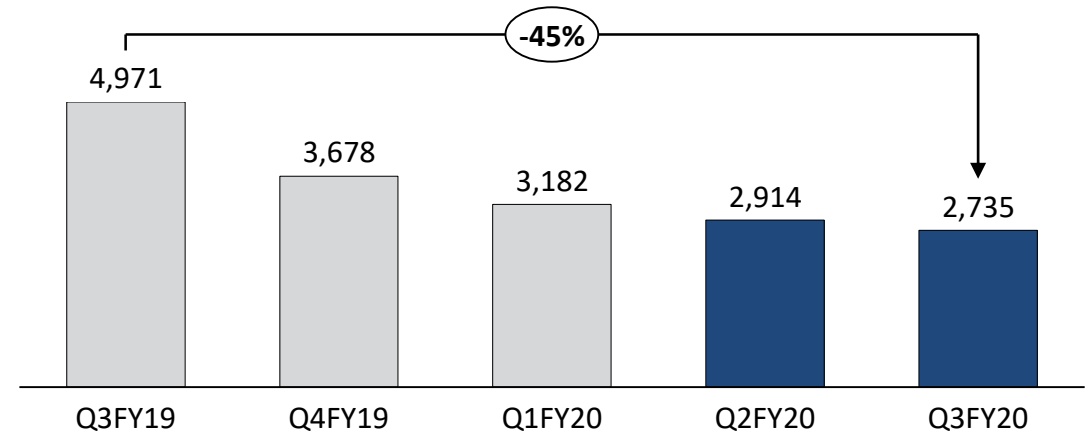
EBIDTA (Rs. Mn)



PAT (Rs. Mn)

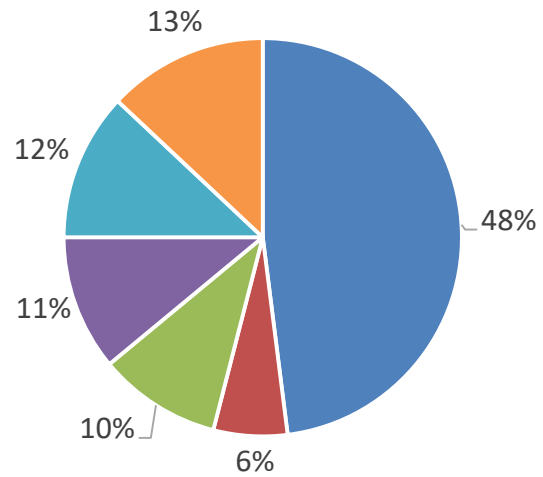


Net Debt + Acceptances (Rs. Mn)



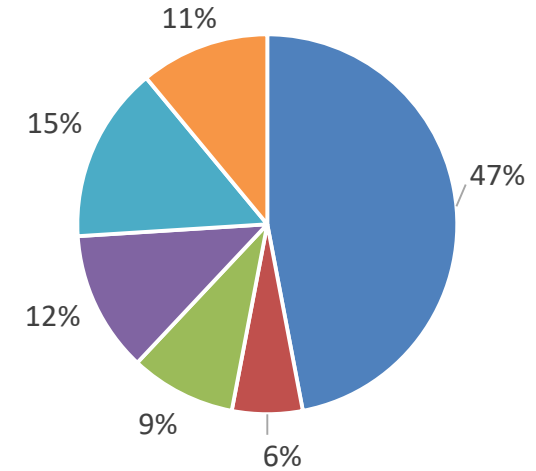
# Revenue Break up 9MFY20

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.	<b>123</b>	134
Total Area	Sq. Ft	<b>536,678</b>	5,65,202
Average store size	Sq. Ft	<b>4,363</b>	4,218
Average ticket size	Rs.	<b>28,676</b>	28,454
Revenue from retail stores	Rs. Mn	<b>10,768</b>	10,792
EBITDA	Rs. Mn	<b>873</b>	1,010
Average rental cost per Sq. Ft. per month	Rs.	<b>20.1</b>	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 (%)
<b>Total Income</b>	<b>7,001</b>	<b>5,803</b>	<b>21%</b>	<b>6,331</b>	<b>11%</b>
Raw Material	6,385	5,268		5,768	
Employee Expenses	141	139		139	
Other Expenses	154	196		157	
<b>EBITDA</b>	<b>321</b>	<b>200</b>	<b>61%</b>	<b>267</b>	<b>20%</b>
<b>EBITDA %</b>	<b>4.6%</b>	<b>3.4%</b>		<b>4.2%</b>	
Other Income	11	4		6	
Depreciation	66	39		57	
Finance Cost	103	127		112	
<b>Profit before Tax</b>	<b>163</b>	<b>38</b>	<b>334%</b>	<b>104</b>	<b>57%</b>
Tax	33	9		4	
<b>Profit After Tax</b>	<b>130</b>	<b>29</b>	<b>352%</b>	<b>100</b>	<b>30%</b>
<b>Net Debt + Acceptances (Rs. in Mn)</b>					
	<b>Q3FY20</b>	<b>Q3FY19</b>	<b>Y-o-Y (%)</b>	<b>Q2FY20</b>	<b>Q-o-Q (%)</b>
	<b>2,735</b>	<b>4,971</b>	<b>-45%</b>	<b>2,914</b>	<b>-6%</b>

\*FY20 numbers are post Ind AS 116 impact

# Ind AS 116: Impact on Profit & Loss

## 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
<b>Net Impact</b>		<b>PBT would have been lower by Rs. 3.1 mn before the impact of Ind AS 116</b>	

## 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
<b>Net Impact</b>		<b>PBT would have been higher by Rs. 4.5 Mn before the impact of Ind AS 116</b>	

# 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:

**Company :**



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Mr. Alex Varghese – CFO

[www.shankarabuildpro.com](http://www.shankarabuildpro.com)

**Investor Relations Advisors :**



CIN - U74140MH2010PTC204285

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