

Date: 8th November, 2021

To
Department of Corporate services
BSE Limited
1st Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy
Towers, Dalal Street, Fort,
Mumbai-400001
Scrip Code: - 540425

To
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1,
G Block, Bandra Kurla Complex,
Bandra (E)
Mumbai- 400051
Symbol- SHANKARA

Sub: - Investor's presentation- Q2 & H1 FY22

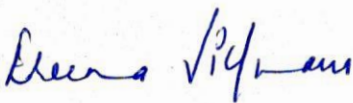
Dear Sir/Madam,

Please find enclosed Investor's Presentation-Q2 & H1 FY22 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
Company Secretary & Compliance Officer



25
years

Shankara
Building Products Ltd.



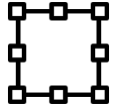
Q2 & H1 FY22 Results

This presentation and the accompanying slides (the “Presentation”), which has been prepared by Shankara Building Products Limited (the “Company”), has been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Leading Building Material Retailer



Retail Space

0.45
mn sqft



Products

75+



SKUs

30,000+



States/UT

9 / 1

Mysore, Karnataka



Thiruvalla, Kerala



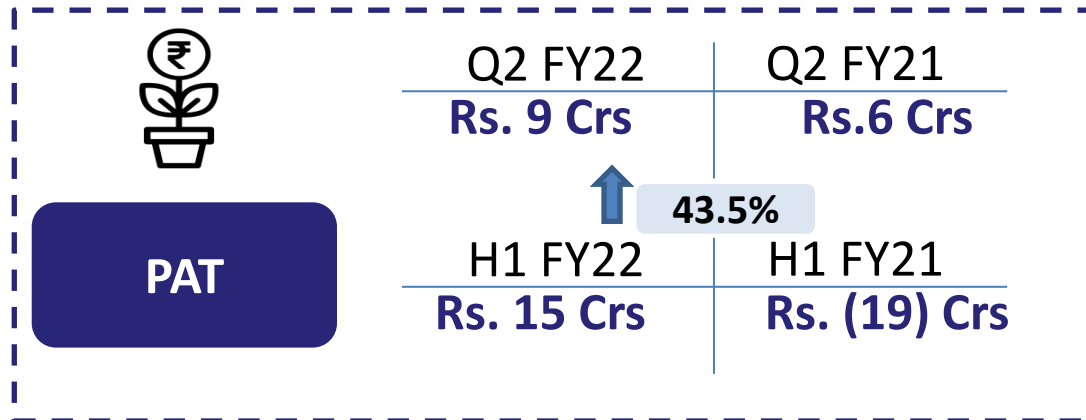
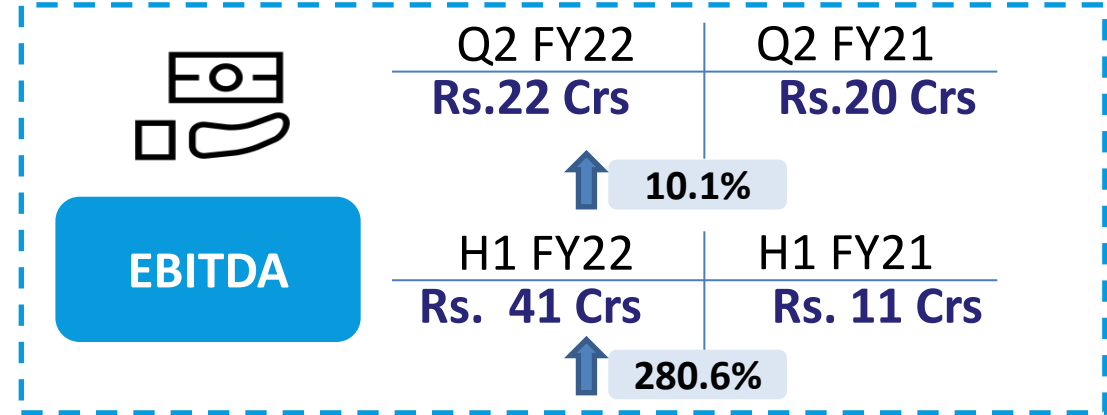
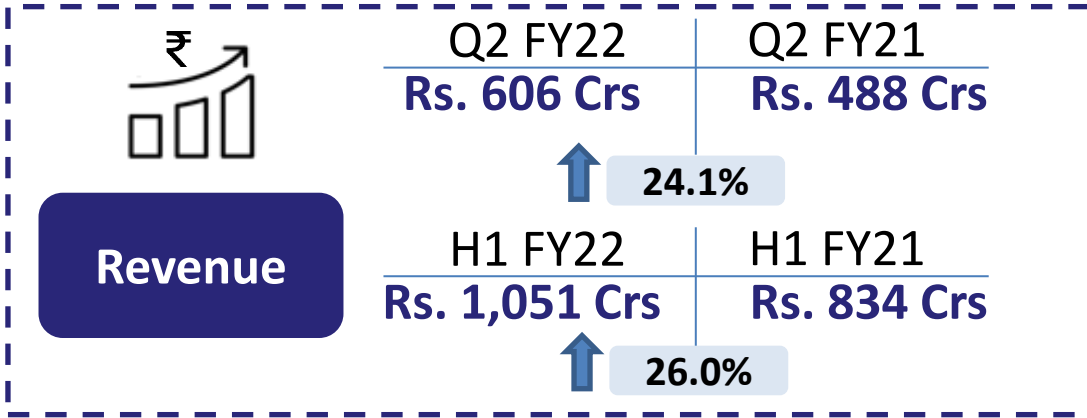
Nellore, Andhra Pradesh



Chennai, Tamil Nadu



Strong Recovery in Q2 & H1 FY22



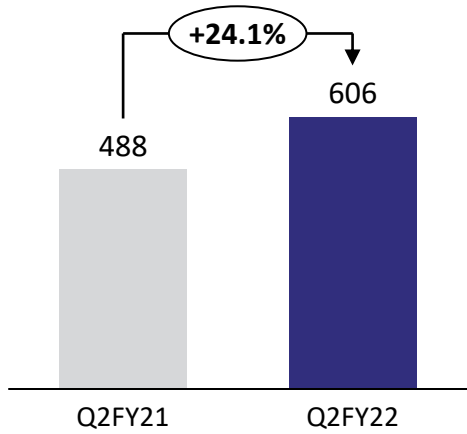
% Growth

Q2 & H1FY22 Operational Highlights

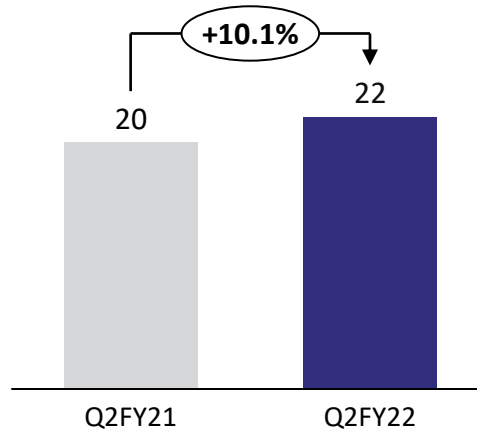
- Achieved Top line growth of 24% during the quarter and 26% during the H1. Revenue increase was despite lower store count
- Collective efforts taken by the Company during the pandemic resulted in net profit Rs.9 Cr. in Q2FY22 and Rs.15 Cr. in H1FY22
- Stable Performance seen across all segments
- The company's consistent efforts taken during H1FY22 helped to improve Net working capital days and achieve stable cash flow position

Q2 & H1Y22 Financial Highlights

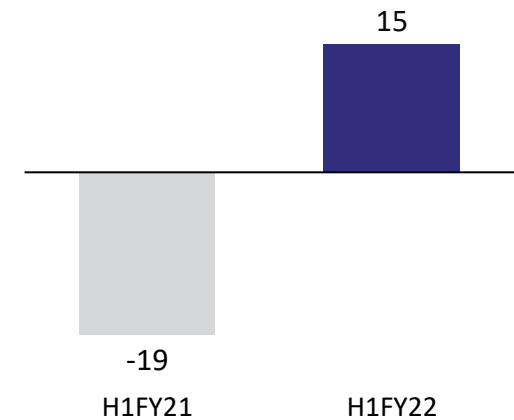
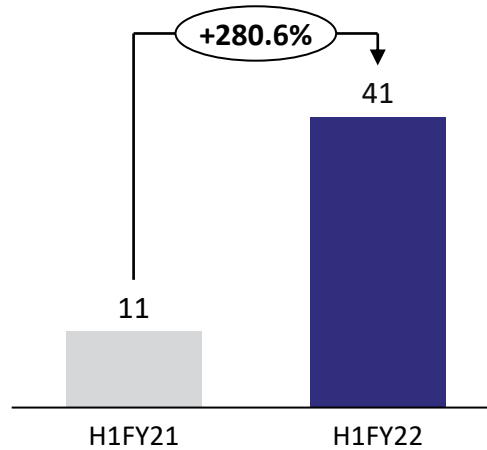
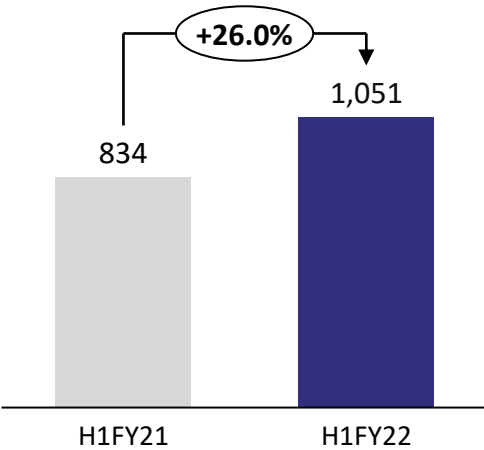
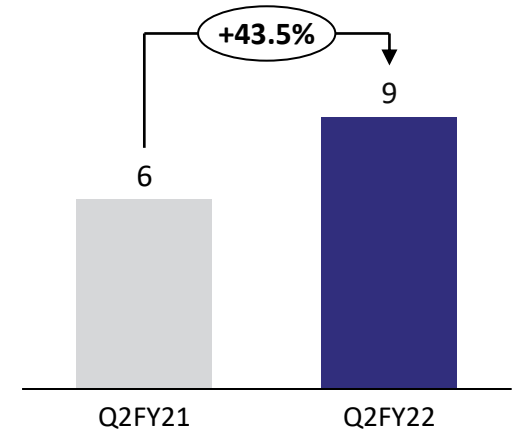
Total Revenue



EBITDA

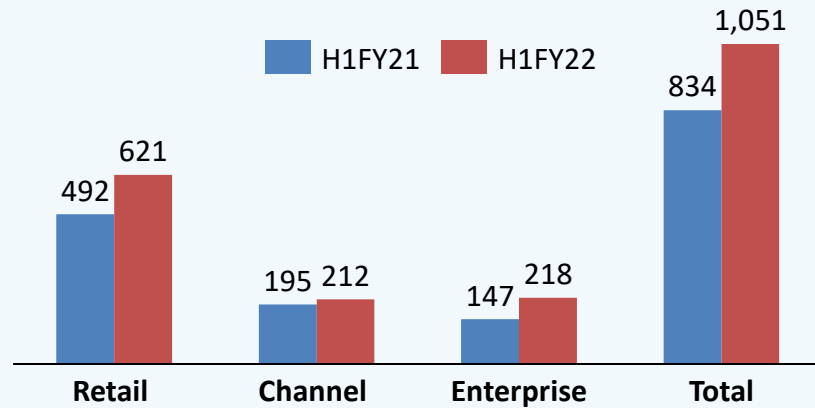


PAT

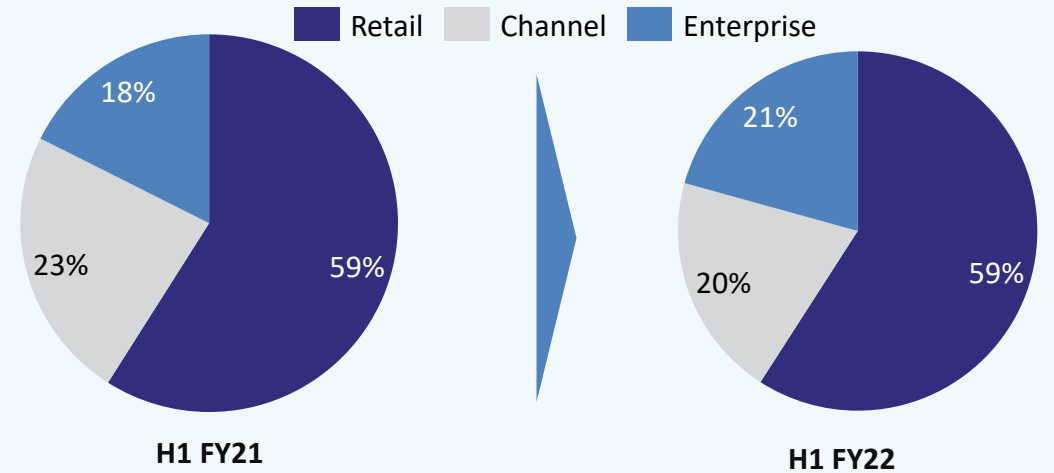


Revenue Break-Up

Revenue across Verticals (Rs. Crs)



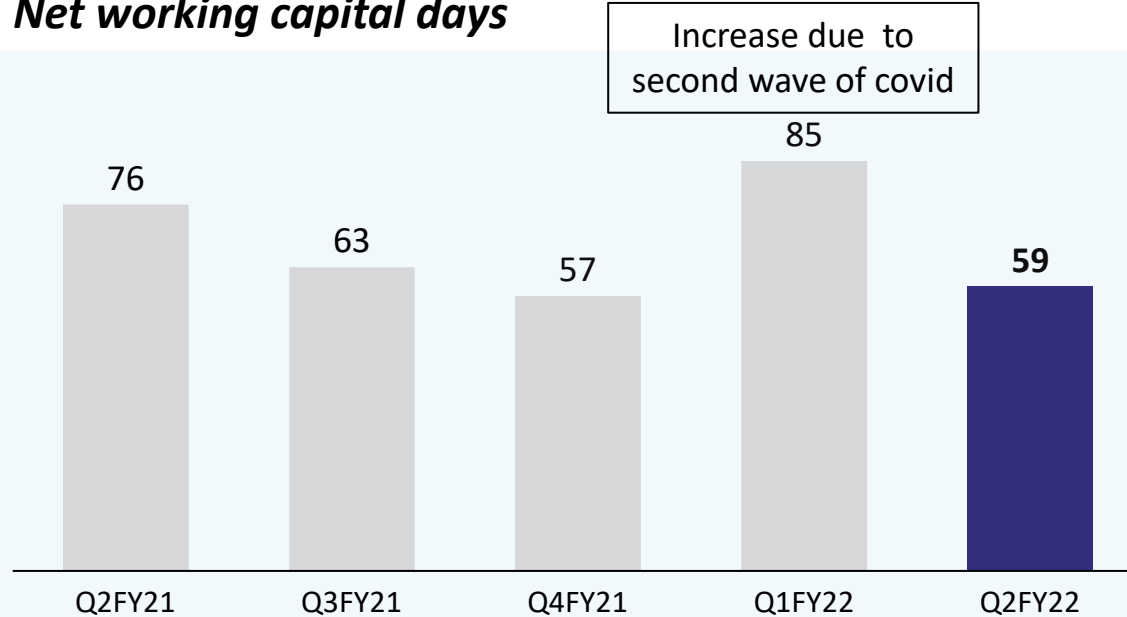
Revenue share across Verticals



- ✓ Revenue for the quarter at ~124% of last year sales
- ✓ End customer segment increased demand in H1
- ✓ Channel segment showed resilience

Efficient Working Capital Management

Net working capital days



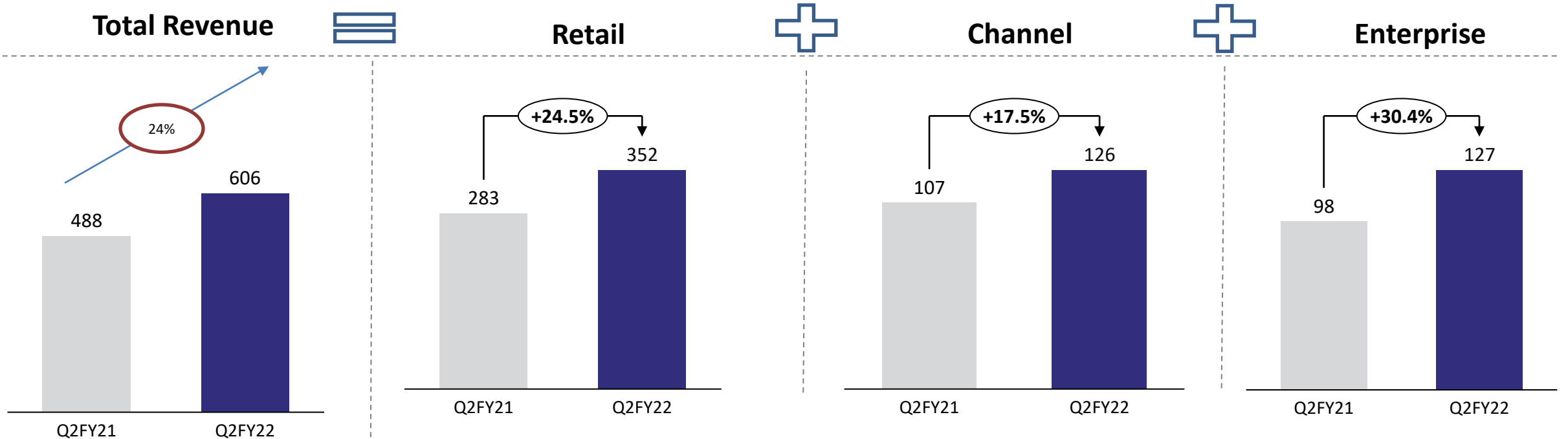
Operating cash flow as of
September 2021 stood at

Rs. 38 Crs

- The company's consistent efforts taken during H1FY22 helped to improve Net working capital days and achieve stable cash flow position

Pickup across all segments

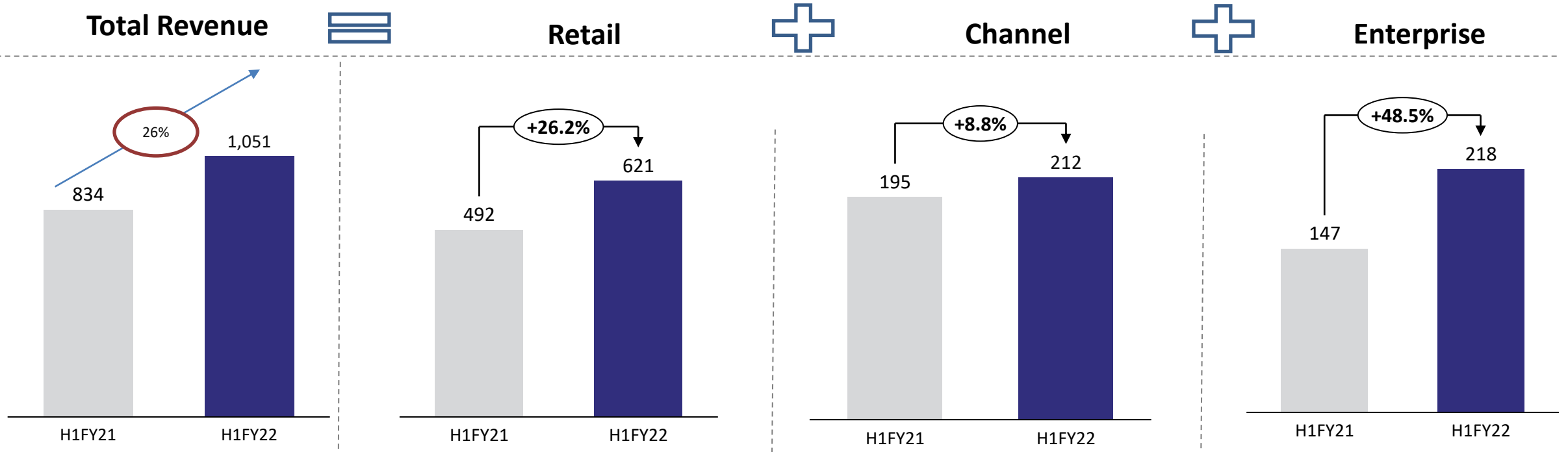
In Rs. Crs



- ✓ **Retail Business Update:** Pick up seen in Retail business during the quarter. Individual house building picking up
- ✓ **Channel business Update:** The channel business saw consistent performance during Q2FY22
- ✓ **Enterprise business Update:** Overall manufacturing activity was stable and performed substantially better vis-à-vis Q2 FY21

Pickup across all segments

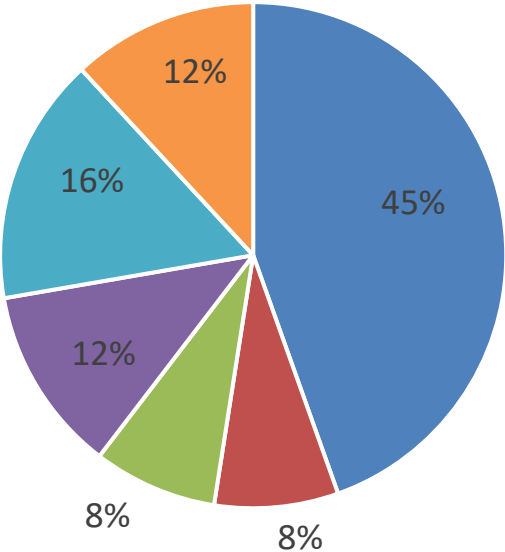
In Rs. Crs



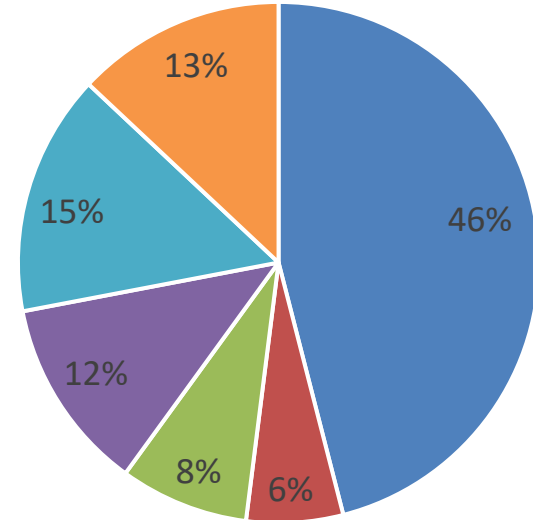
- ✓ **Retail Business Update:** During H1 The throughput from each store has increased substantially despite lesser no. of stores
- ✓ **Channel business Update:** Saw a positive growth primarily because of reasonable activity across the country due to vaccination
- ✓ **Enterprise business Update:** Gradual pick up since 2nd wave

Revenue Break-up H1 FY22

H1 FY21
Revenue mix across States

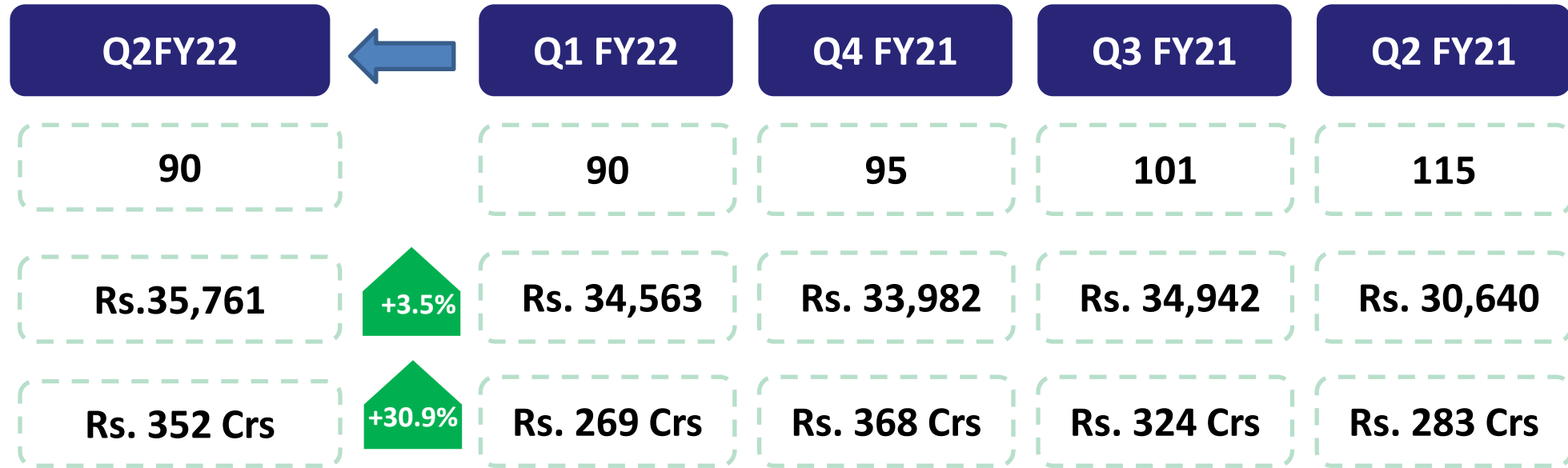


H1 FY22
Revenue mix across States



- Karnataka
- Andhra Pradesh
- Telengana
- Kerala
- Tamil Nadu
- Other States

Operational Efficiencies



Significant revenue growth despite lower store count

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth
Q2-22	90	352.1	39.9%
Q2-21	90	251.7	

Key Highlights – Retail Business

Particulars	Units	Q2FY22	Q1FY22	Q4FY21	Q3FY21	Q2FY21
No of retail stores	Nos.	90	90	95	101	115
Total Area	Sq. Ft	4,34,412	4,34,412	4,47,904	4,71,264	5,20,576
Average Store size	Sq. Ft	4,827	4,827	4,715	4,666	4,527
Average Ticket size	Rs.	35,761	34,563	33,982	34,942	30,640
Revenue from retail stores	Rs. in Crs	352	269	368	324	283
Average rental cost per Sq. Ft. per month	Rs.	14.0	15.02	15.48	16.65	15.93

Consolidated Income Statement

Particulars (Rs. in Crs)	Q2FY22	Q2FY21	Q1FY22	H1FY22	H1FY21
Revenue From Operations	605.7	487.9	445.5	1,051.2	834.0
Other Income	1.3	1.6	0.7	2.0	2.6
Raw Material	562.7	448.5	407.0	969.6	788.5
Employee Expenses	10.4	8.3	9.1	19.5	15.6
Other Expenses	11.8	12.5	11.0	22.8	21.7
EBITDA	22.2	20.1	19.2	41.4	10.9
EBITDA %	3.7%	4.1%	4.3%	3.9%	1.3%
Depreciation	4.3	6.7	4.5	8.8	13.4
Finance Cost	6.0	8.0	6.2	12.2	17.5
Profit before Tax	12	5	8.5	20.3	(20.0)
Tax	3	(1)	2.2	5.1	(1.0)
Profit After Tax	9.0	6.3	6.3	15.2	(19.0)

Consolidated Balance Sheet

Particulars (Rs. in Crs)	Sept-21	Mar-21
Total Equity	536.7	522.0
Equity Share Capital	22.8	22.8
Other Equity	513.8	499.2
Non-current liabilities	57.5	60.1
Financial Liabilities		
(i) Borrowings	38.1	37.8
(ii) Lease Liabilities	13.4	16.6
(iii) Other Financial Liabilities	0.1	0.1
Provisions	0.0	-
Deferred Tax Liabilities (Net)	6.0	5.6
Current liabilities	379.9	343.7
Financial Liabilities		
(i) Borrowings	89.9	113.0
(ii) Trade Payables	266.4	205.6
(iii) Lease Liabilities	0.7	0.9
(iv) Other Financial Liabilities	9.7	8.7
Provisions	1.2	0.4
Current Tax Liabilities (Net)	3.3	3.9
Other Current Liabilities	8.7	11.3
Total Liabilities	974.1	925.9

Particulars (Rs. Mn)-	Sept-21	Mar-21
Non-current assets	272.4	274.0
Property, Plant and Equipment	219.6	219.5
Investment Property	8.6	8.6
Capital Work in Progress	4.7	2.4
Right of use Assets	10.7	14.0
Goodwill on Consolidation	14.0	14.0
Other Intangible assets	0.2	-
Financial Assets		
(i) Trade Receivables	2.8	3.8
(ii) Loans	9.4	9.4
Other non-current assets	2.4	2.3
Current assets	701.7	651.9
Inventories	371.2	316.1
Financial Assets		
(i) Trade receivables	295.3	295.1
(ii) Cash and cash equivalents	2.6	10.9
(iii) Bank balances other than above	4.0	4.3
(iv) Others financial assets	0.8	1.0
Other Current Assets	27.7	24.4
Current Assets Net	0.1	-
Total Assets	974.1	925.9

For further information, please contact:

Company :



CIN - L26922KA1995PLC018990

Mr. Alex Varghese – CFO
alex@shankarabuildpro.com

www.shankarabuildpro.com

Investor Relations Advisors :



CIN - U74140MH2010PTC204285

Ms. Ami Parekh/ Ms. Manasi Bodas
ami.parekh@sgapl.net / manasi.bodas@sgapl.net
+91 8082466052/ +91 9821043510

www.sgapl.net