

Date: 9th August, 2017

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

Scrip Code: - 540425

To
National Stock Exchange of India Limited
5th Floor, Exchange Plaza
Bandra (E)
Mumbai-400051

Scrip Symbol- SHANKARA

Sub: - Investor's presentation

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





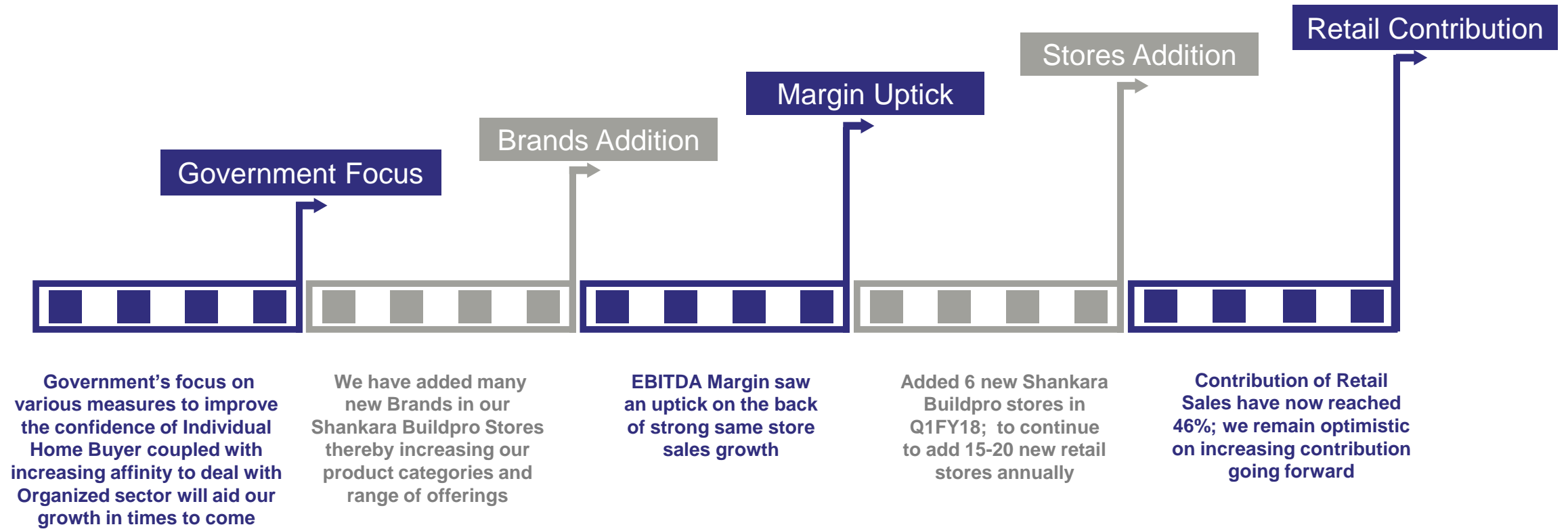
Q1FY18
Result
Presentation

August
2017

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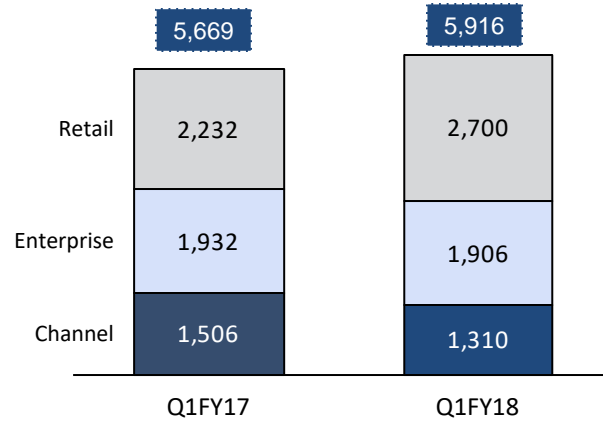


Q1 FY18 Income Statement

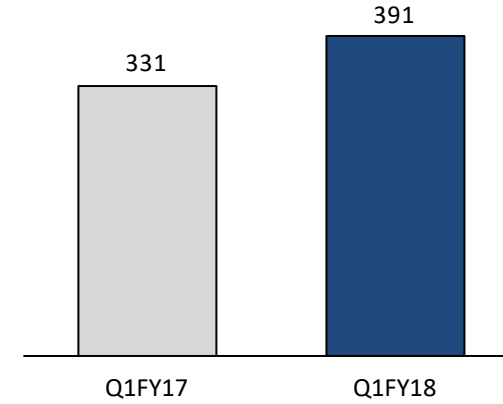
Particulars (Rs. Mn)	Q1 FY18	Q1 FY17	YoY	FY17
Total Income	5,916	5,669	4.4%	23,101
Raw Material	5,072	4,876		19,794
Employee Expenses	128	99		494
Other Expenses	324	362		1,270
EBITDA	391	331	18.3%	1,544
EBITDA %	6.6%	5.8%	+78bps	6.7%
Other Income	1	3		3
Depreciation	29	26		114
Finance Cost	98	119		508
Profit before Tax	266	190	40.0%	925
Tax	93	60		322
Profit after Tax	172	130	32.7%	603
Cash Profit	201	155	29.4%	717
EPS	7.53	5.93		27.55

Key Financial Performance

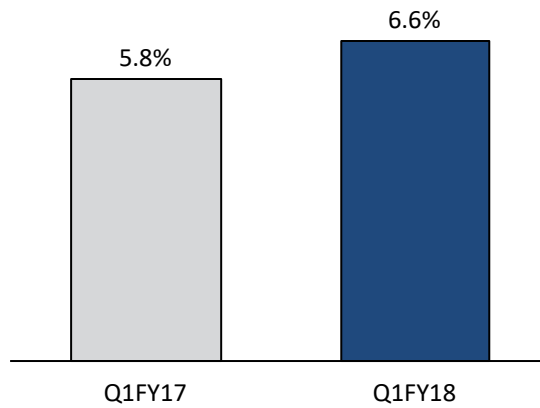
Segment wise Revenue & Net Revenue from Operations (Rs. mn.)



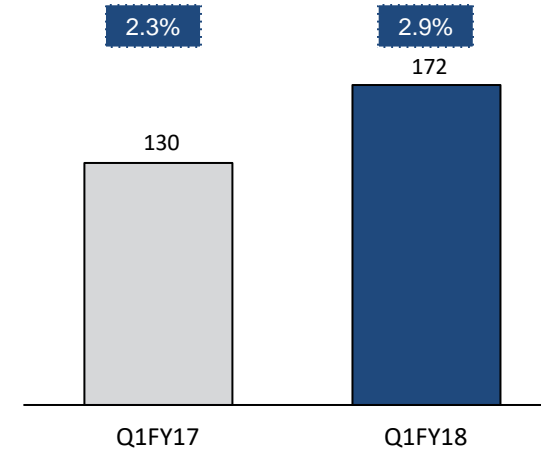
EBITDA (Rs. mn.)



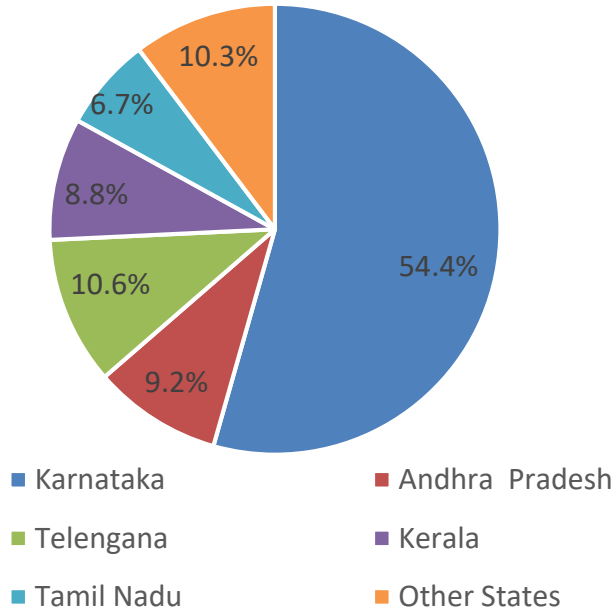
EBITDA Margin (%)



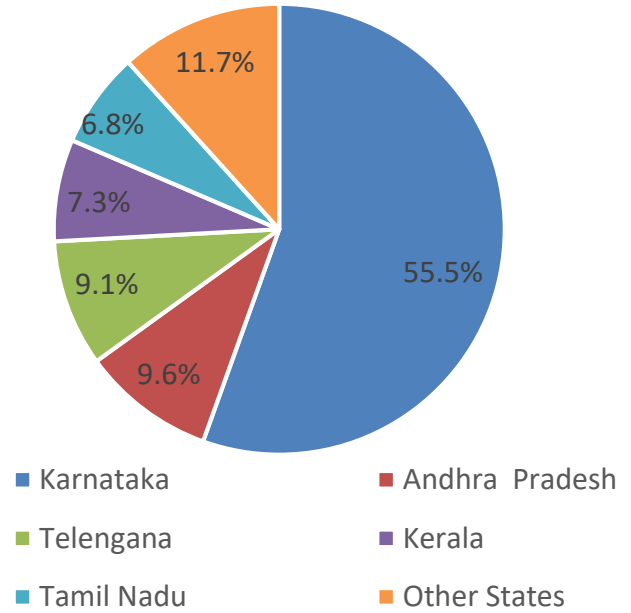
PAT (Rs. mn.) & PAT Margin (%)



Q1 FY17 Revenue mix across States

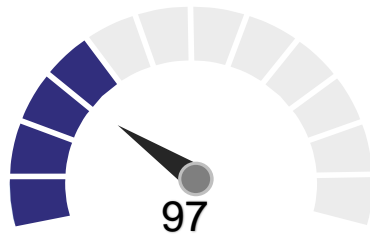


Q1 FY18 Revenue mix across States

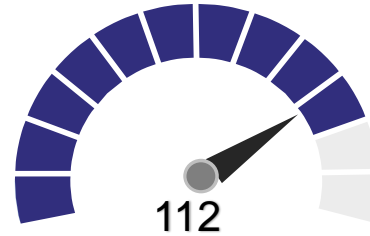


Key Highlights – Retail Business

Number of Stores

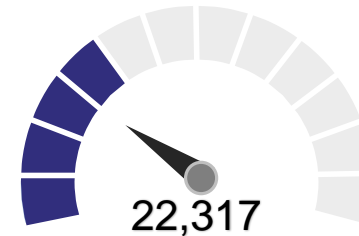


Q1 FY17

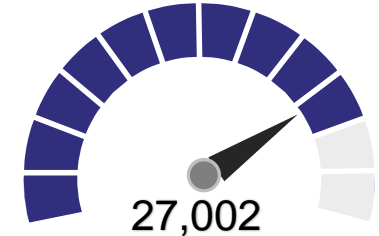


Q1 FY18

Revenue (Rs. mn.)

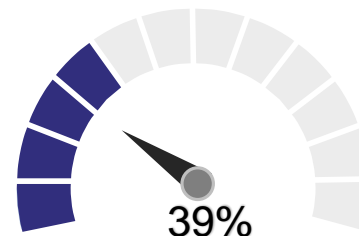


Q1 FY17

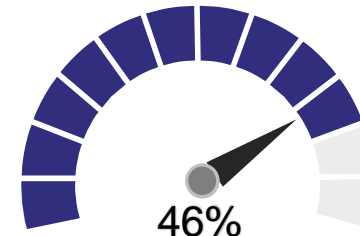


Q1 FY18

Retail Share



Q1 FY17



Q1 FY18

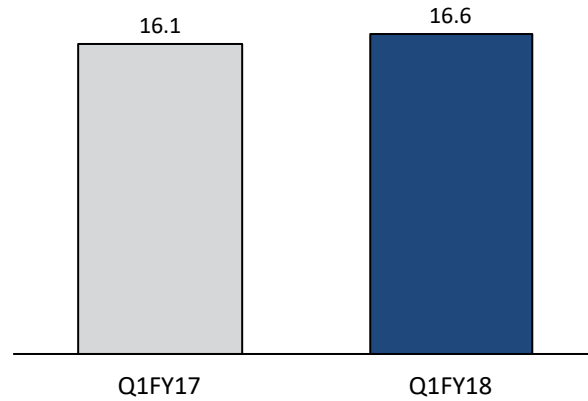
Key Highlights – Retail Business

Particulars	Units	Q1 FY18	Q1 FY17	YoY	FY17
No of retail stores	Nos.	112	97	15.5%	106
Total Area	Sq. ft	4,01,233	3,44,084	16.6%	3,81,070
Average store size	Sq. ft	3,582	3,547	1.0%	3,624
Average ticket size	Rs.	22,962	21,112	8.8%	23,244
Revenue from retail stores	Rs. Mn	2,700	2,232	21.0%	9,807
Same store sales growth	%	15%	17%		19%
EBITDA	Rs. Mn	301	215	40.3%	972
Margin (%)	%	11.2%	9.6%		9.9%
EBITDA per store	Rs. Mn	2.69	2.21	21.6%	9.17
EBITDA per sq ft	Rs.	751	624	20.4%	2,551
Average rental cost per sq.ft. per mth	Rs.	16.6	16.1	3.0%	16.1

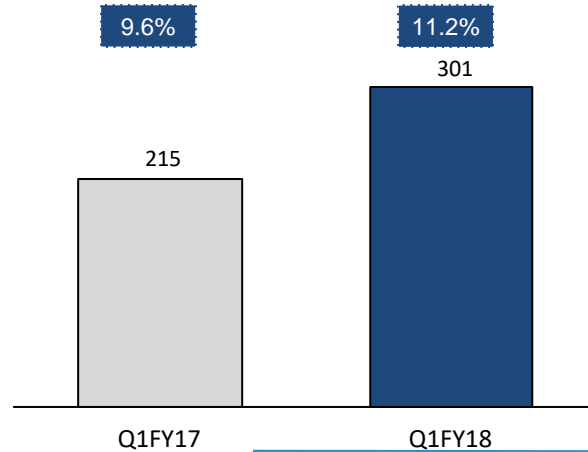
Other Key Highlights

Retail Business

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

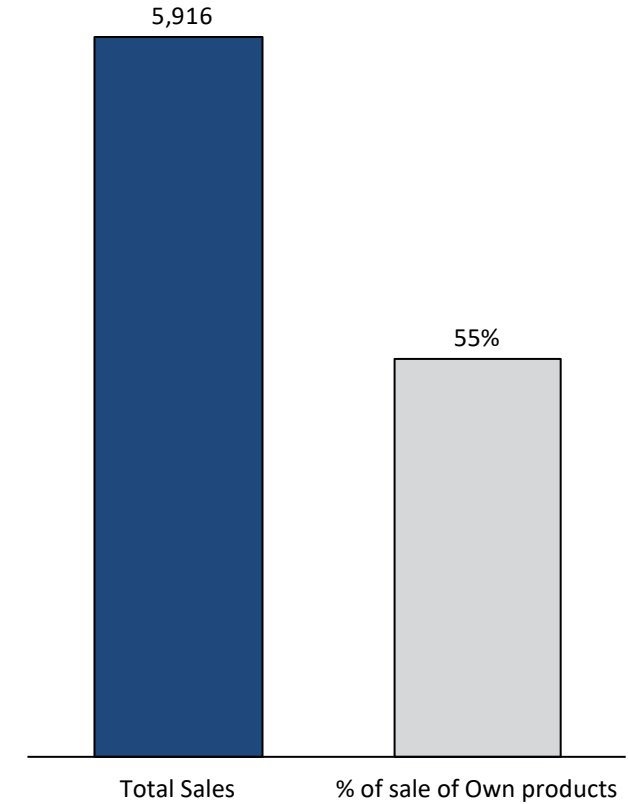


EBITDA (Rs. mn.) & EBITDA Margin (%)



Sales Mix

Own Products Sale (Rs. mn.)





Historical Financials

5 years of Profit & Loss Statement

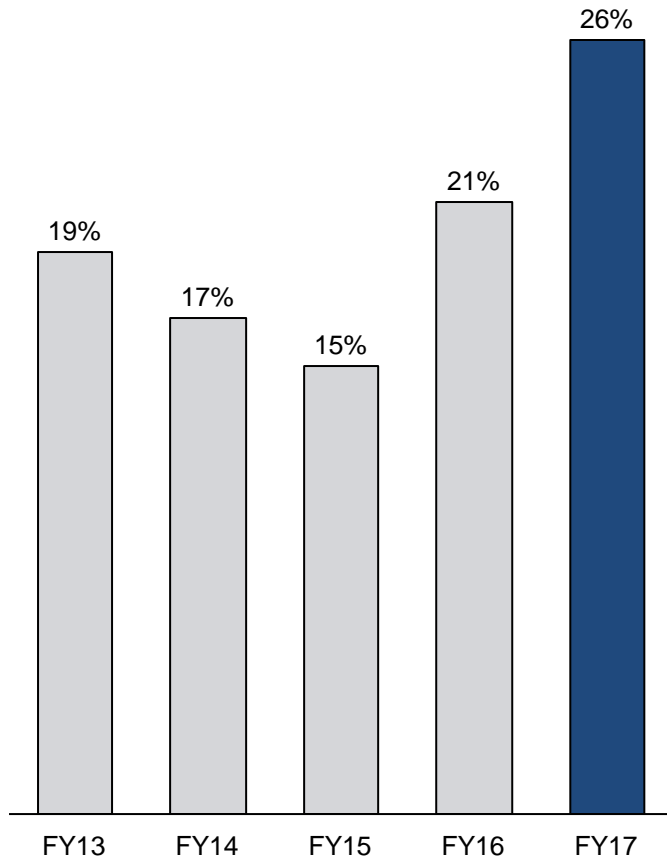
Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	CAGR
Total Income	17,666	19,271	19,788	20,359	23,101	6.9%
Raw Material	15,920	17,364	17,580	17,672	19,794	
Employee Expenses	212	264	350	413	494	
Other Expenses	664	757	963	1,079	1,270	
EBITDA	869	886	895	1196	1544	15.4%
EBITDA %	4.9%	4.6%	4.5%	5.9%	6.7%	
Other Income	3	8	9	7	3	
Depreciation	46	58	88	95	114	
Finance Cost	349	416	470	460	508	
Profit before Tax & Minority Interest (MI)	478	420	345	648	925	18.0%
Tax	159	133	120	240	322	
Profit after Tax & before MI	318	287	226	407	603	17.3%
Minority Interest	-	-	-	-	-	
Profit after Tax & MI	318	287	226	407	603	17.3%
Cash Profit	365	345	314	503	717	18.4%
EPS	15.03	13.13	10.32	18.90	27.55	

Consolidated Balance Sheet

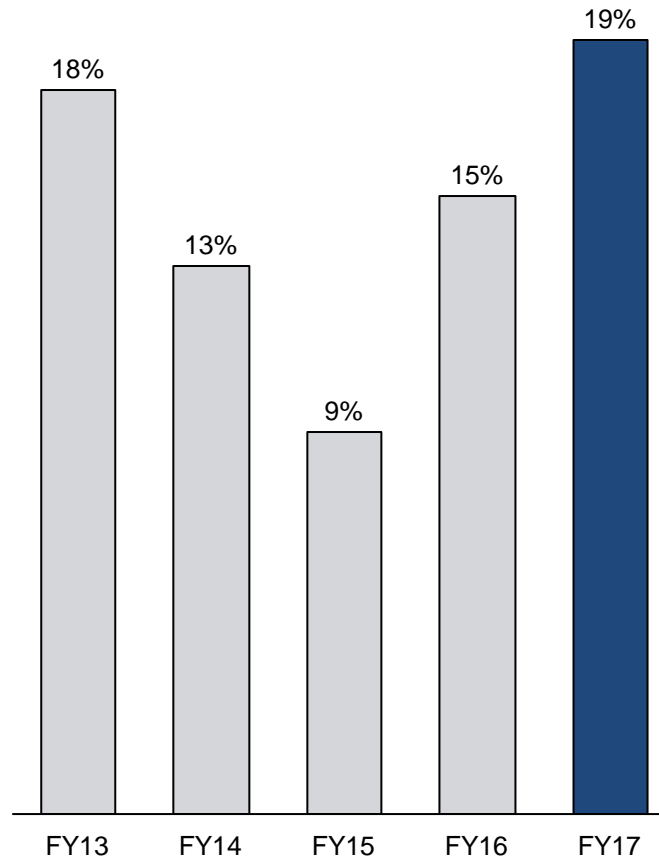
Rs. Mn	Mar-17	Mar-16
Shareholder's Fund	3,937	2,911
Share Capital	229	219
Reserves & Surplus	3,708	2,692
Minority Interest	1	0
Non-current liabilities	229	190
Long term borrowings	59	53
Deferred Tax Liabilities (net)	161	131
Other non-current liabilities	0	0
Long-term provisions	8	6
Current liabilities	14,796	12,883
Short term borrowings	2,101	2,083
Trade Payables	2,610	2,338
Other current liabilities	418	319
Short-term provisions	186	151
Total Liabilities	9,481	7,992

Rs. Mn	Mar-17	Mar-16
Non-current assets	2,771	2,483
Fixed assets	2,450	2,193
Goodwill on Consolidation	140	140
Long-term loans & advances	139	127
Other Non Current Assets	42	23
Current assets	6,710	5,508
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
Total Assets	9,481	7,992

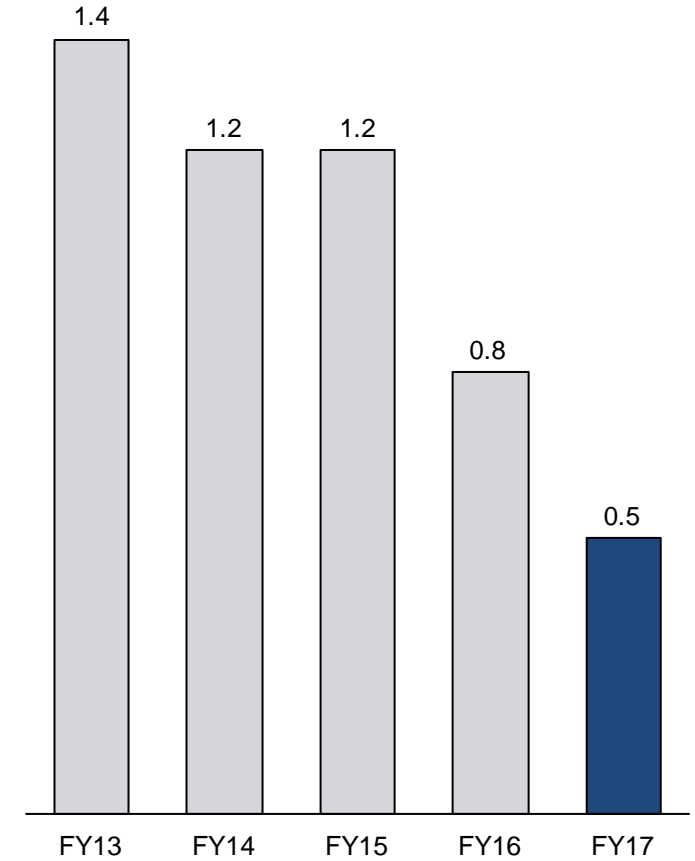
Average Return on Capital Employed*



Average Return on Equity*

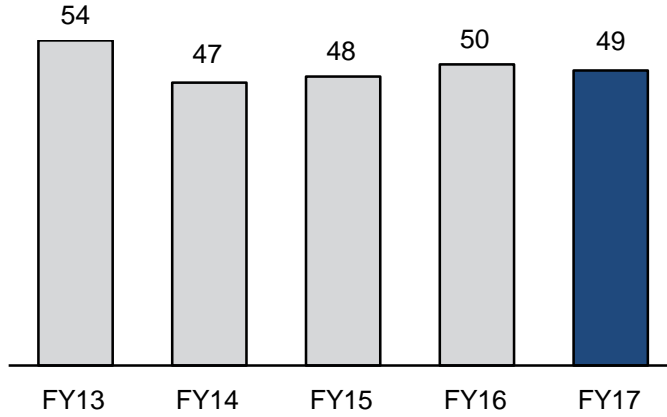


Net Debt : Equity*

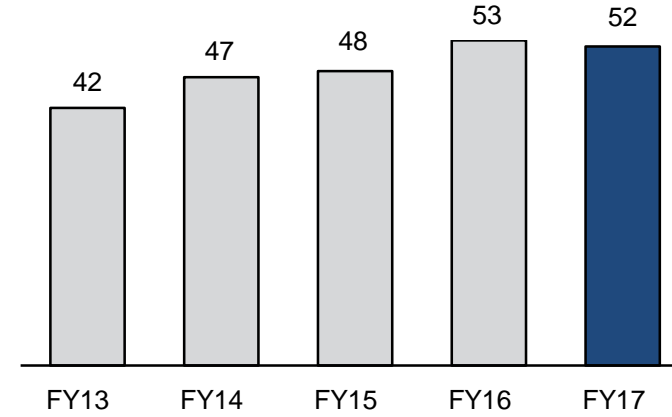


Maintaining Business efficiency

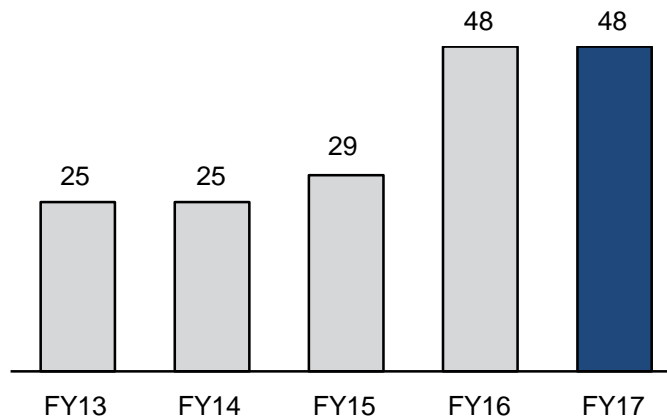
Receivable Days



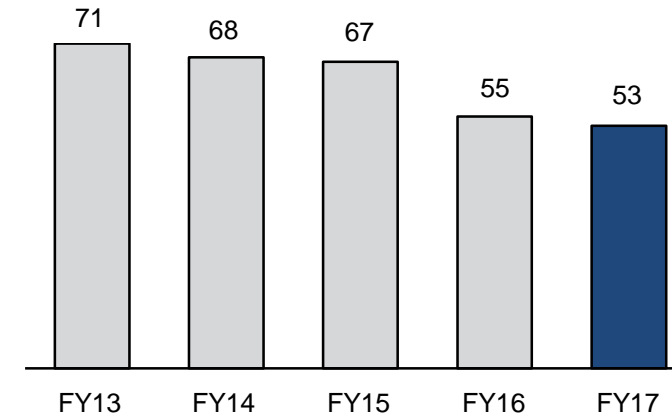
Inventory Days



Creditor Days



Working Capital Days



For further information, please contact:

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