

Date: 10<sup>th</sup> June, 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- Q4FY20**

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.



Q4 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



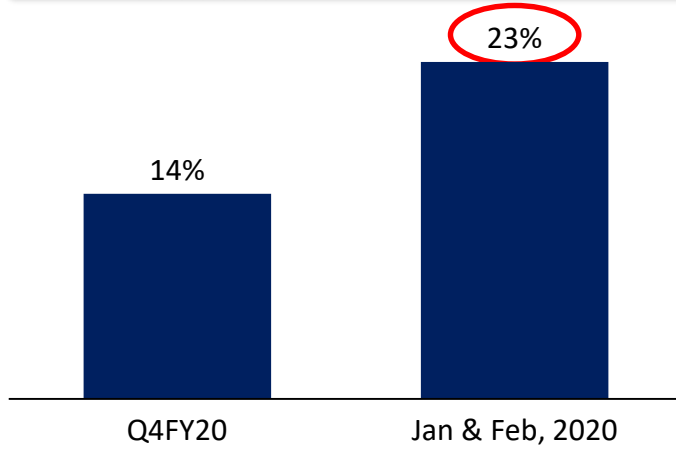
Nellore, Andhra Pradesh



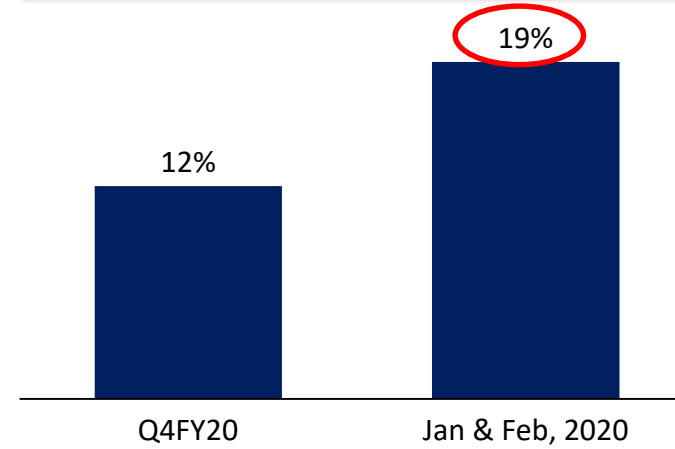
Chennai, Tamil Nadu

# Strong growth in revenue and profits

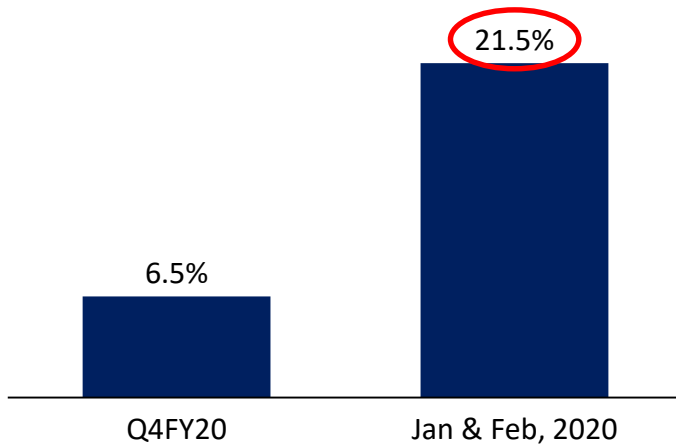
Volume growth (Y-o-Y)



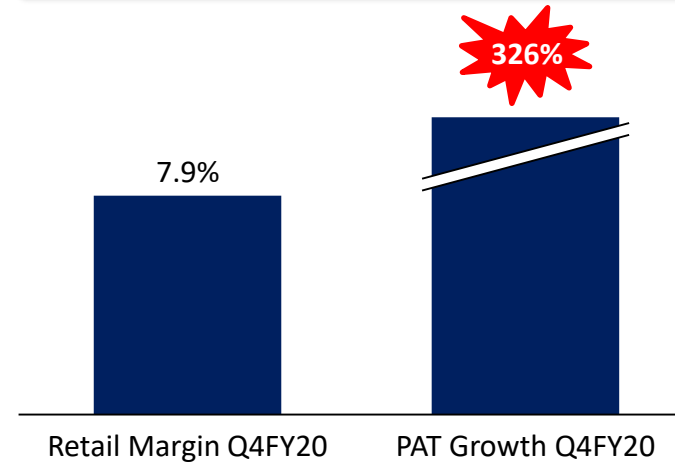
Value growth (Y-o-Y)



Comparable Sales Growth (Y-o-Y)

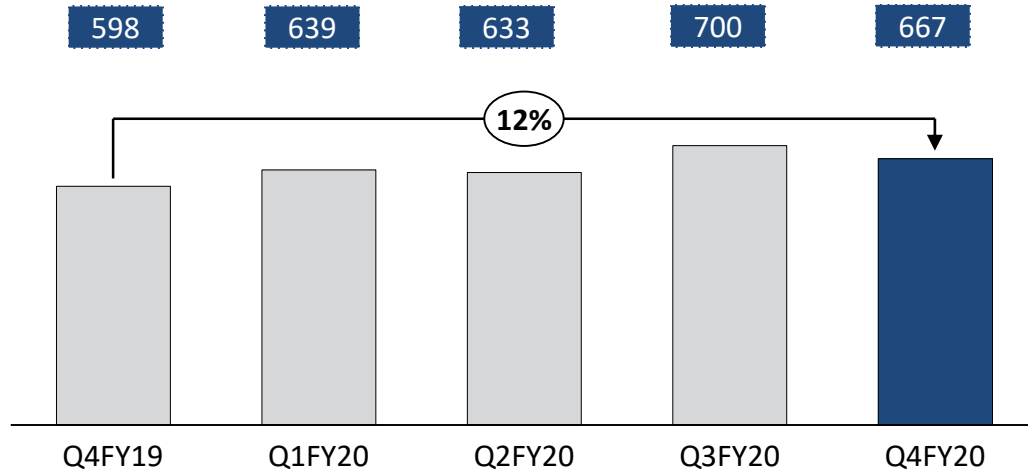


Retail Margin & PAT Growth (Y-o-Y)

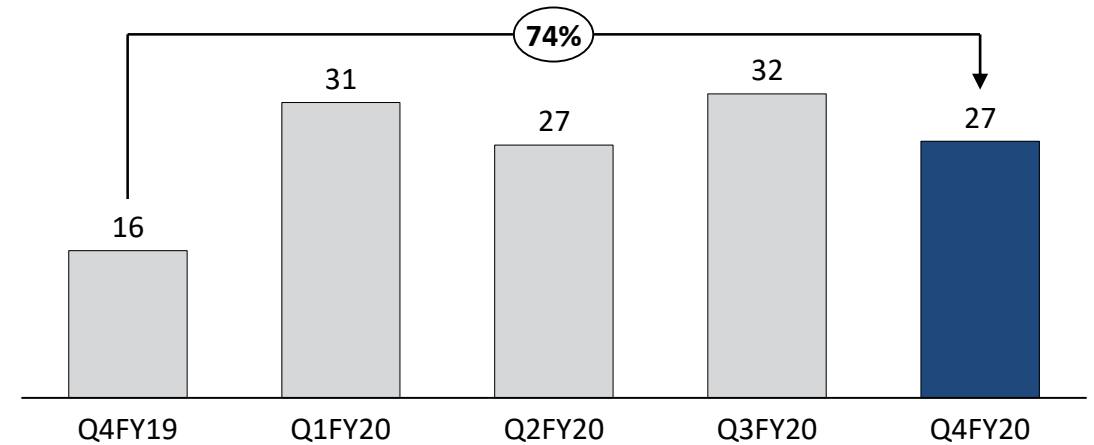


# Strong growth in revenue and profitability in Q4

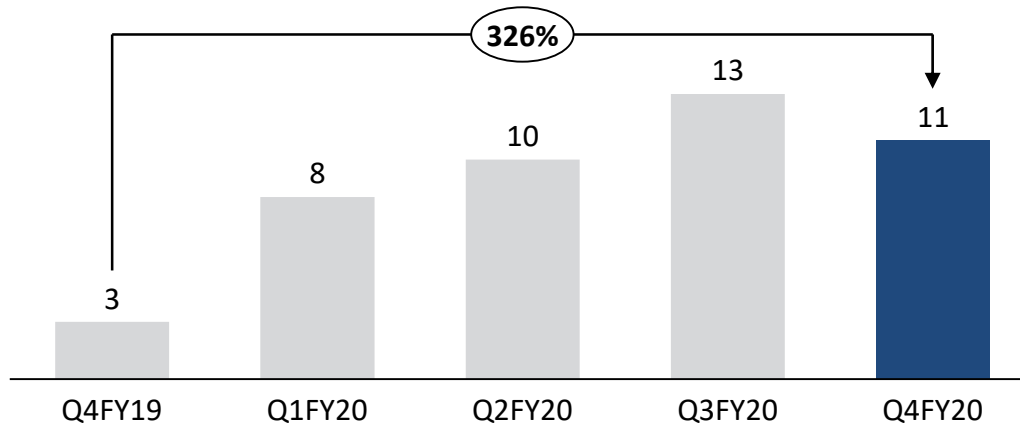
### Revenue (Rs. in Crs)



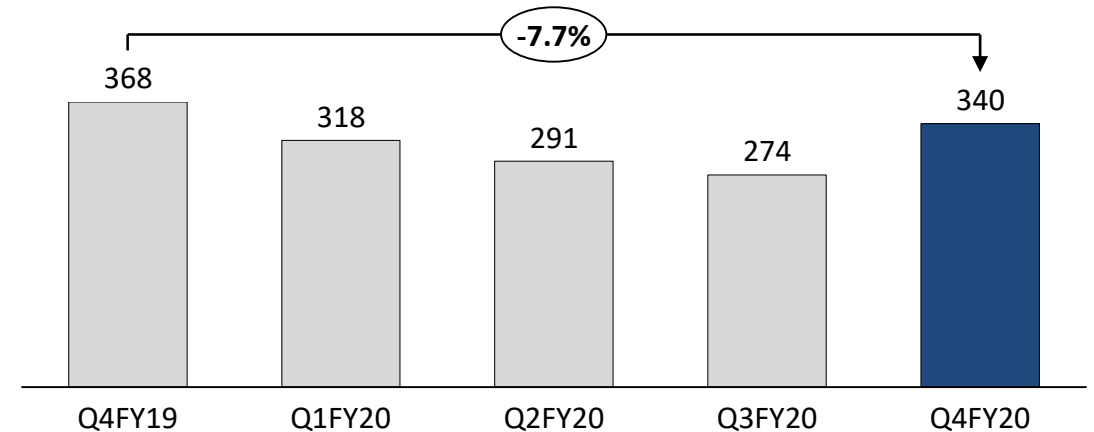
### EBIDTA (Rs. in Crs)



### PAT (Rs. in Crs)



### Net Debt + Acceptances (Rs. in Crs)



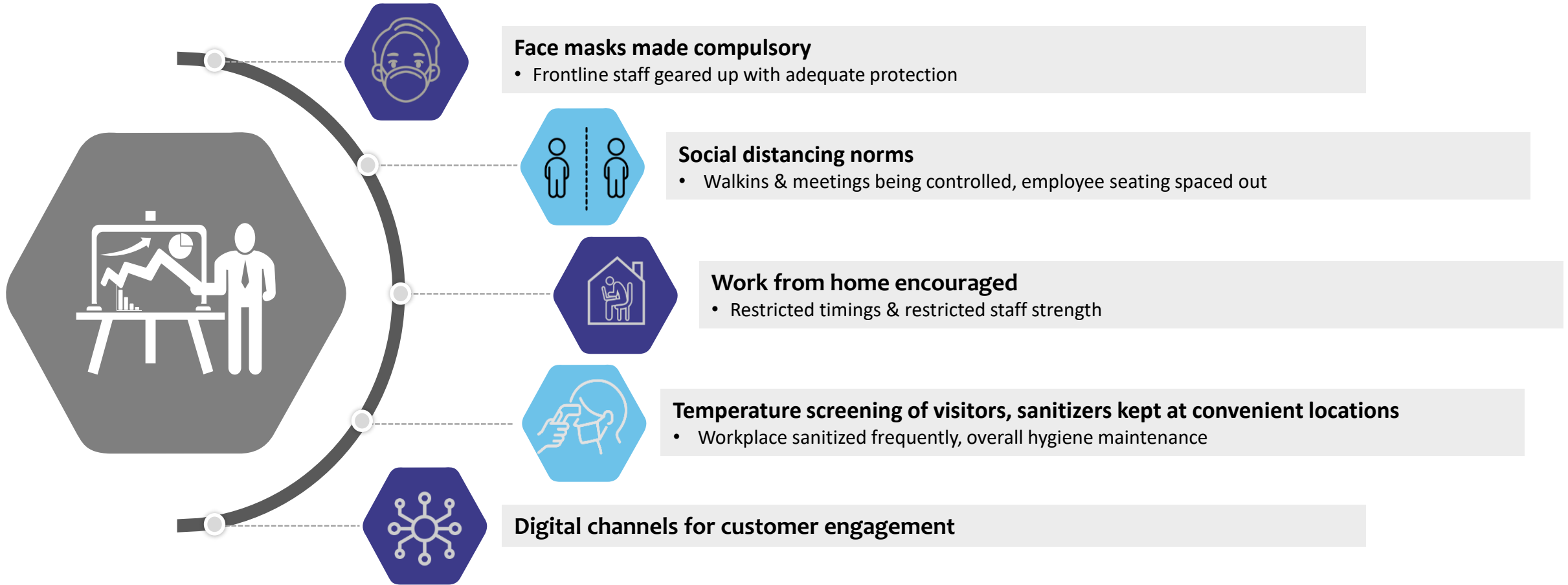
# Impact of COVID-19

# COVID – 19: impact on Q4 performance

Rs. Crore	Q4 FY 20 (A)	Q4 FY 19 (A)	Actual growth
<b>Revenue</b>	<b>667.3</b>	<b>598.0</b>	<b>12%</b>
<b>EBITDA</b>	<b>27.1</b>	<b>15.5</b>	<b>74%</b>
<b>PAT</b>	<b>10.9</b>	<b>2.6</b>	<b>326%</b>
<b>Borrowings</b>	<b>340.0</b>	<b>367.8</b>	<b>-8%</b>

- Revenue growth of 12% despite lockdown
- Largely on track on the profitability front
- Q4 is generally good for us from revenue and cash flows perspective which got impacted





# Managing the impact on business due to Covid-19

## Navigating the impact of the pandemic

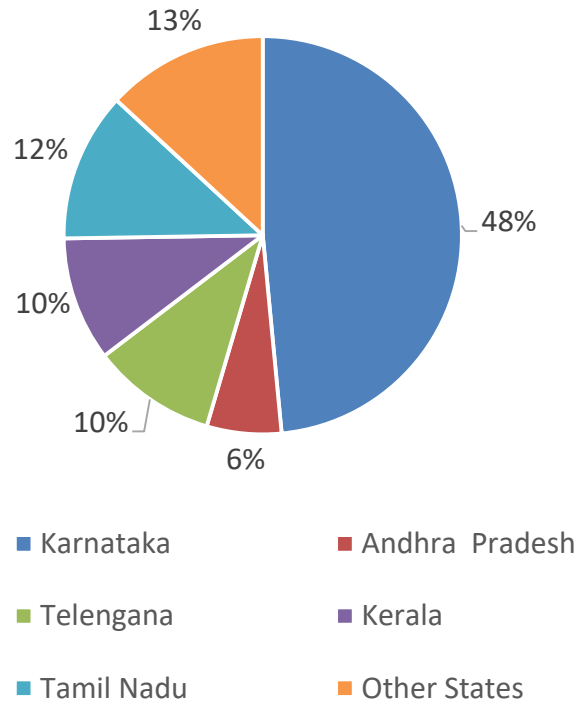
Liquidity	Cost control	Digital Channels
<ul style="list-style-type: none"><li>• Liquidity has been the key focus area for us during this period</li><li>• Strong focus on collections</li><li>• Liquidating existing inventory</li><li>• No fresh capex plans</li><li>• Focus on reducing overall debt levels</li></ul>	<ul style="list-style-type: none"><li>• Align cost structure according to current business needs</li><li>• Rentals renegotiation undertaken</li><li>• Further store rationalization moves to be undertaken</li></ul>	<ul style="list-style-type: none"><li>• Orient digital infrastructure to adapt to new work environment</li><li>• Use online channels to reach out to customers without them having to step out</li><li>• Further enhance digital presence</li></ul>

**Balance sheet strengthening measures will be key priority**

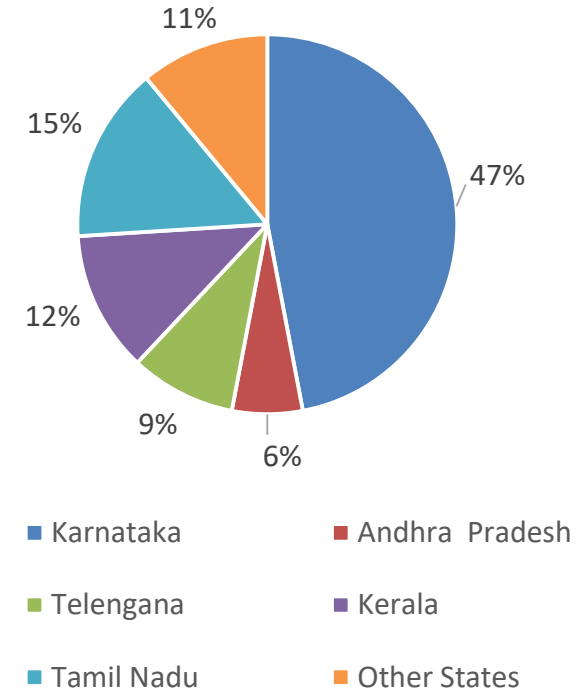
## Details on Q4 FY 20 performance

# Revenue Break up FY20

FY19  
Revenue mix across States



FY20  
Revenue mix across States



# Key Highlights – Retail Business

Particulars	Units	FY20	FY19
No of retail stores	Nos.	<b>120</b>	134
Total Area	Sq. Ft	<b>542,233</b>	5,67,202
Average store size	Sq. Ft	<b>4,519</b>	4,233
Average ticket size	Rs.	<b>29,212</b>	28,003
Revenue from retail stores	Rs. in Crs	<b>1,441.8</b>	1,431.1
EBITDA	Rs. in Crs	<b>115.6</b>	126.5
Margin (%)	%	<b>8.0%</b>	8.8%
Average rental cost per Sq. Ft. per month	Rs.	<b>19.87</b>	19.10



# Q4 & FY20 Income Statement\*

Particulars (Rs. in Crs)	Q4FY20	Q4FY19	Y-o-Y (%)	FY20	FY19	Y-o-Y (%)
<b>Total Income</b>	<b>667.3</b>	<b>598.0</b>	<b>11.6%</b>	<b>2,639.7</b>	<b>2,546.3</b>	<b>3.7%</b>
Raw Material	604.5	549.1		2398.2	2312.0	
Employee Expenses	12.4	13.0		53.6	55.4	
Other Expenses	23.3	20.3		70.9	79.5	
<b>EBITDA</b>	<b>27.1</b>	<b>15.5</b>	<b>74.3%</b>	<b>117.1</b>	<b>99.5</b>	<b>17.7%</b>
<b>EBITDA %</b>	<b>4.06%</b>	<b>2.60%</b>	<b>146 bps</b>	<b>4.44%</b>	<b>3.91%</b>	<b>53 bps</b>
Other Income	2.8	2.2		5.0	4.3	
Depreciation	4.6	3.7		25.4	14.8	
Finance Cost	10.6	10.4		43.3	47.1	
<b>Profit before Tax</b>	<b>14.8</b>	<b>3.6</b>	<b>313.0%</b>	<b>53.4</b>	<b>41.8</b>	<b>27.6%</b>
Tax	3.9	1.0		11.2	13.4	
<b>Profit After Tax</b>	<b>10.9</b>	<b>2.6</b>	<b>325.6%</b>	<b>42.1</b>	<b>28.4</b>	<b>48.1%</b>
<b>Profit After Tax (%)</b>	<b>1.63%</b>	<b>0.43%</b>	<b>120 bps</b>	<b>1.60%</b>	<b>1.12%</b>	<b>48 bps</b>

# FY20 Consolidated Balance Sheet\*

Particulars (Rs. in Crs)	Mar-20	Mar-19
<b>Total Equity</b>	<b>507.5</b>	<b>479.1</b>
Equity Share Capital	22.8	22.8
Other Equity	484.6	456.3
<b>Non-current liabilities</b>	<b>43.6</b>	<b>23.5</b>
Financial Liabilities		
(i) Borrowings	0.9	2.4
(ii) Lease Liabilities	35.4	
(iii) Other Financial Liabilities	0.1	-
Provisions	0.2	0.3
Deferred Tax Liabilities (Net)	6.9	20.6
<b>Current liabilities</b>	<b>623.5</b>	<b>609.4</b>
Financial Liabilities		
(i) Borrowings	238.1	192.7
(ii) Trade Payables	360.3	381.4
(iii) Lease Liabilities	2.3	-
(iv) Other Financial Liabilities	12.6	16.7
Provisions	1.9	2.0
Current Tax Liabilities (Net)	1.9	2.3
Other Current Liabilities	6.4	14.3
<b>Total Liabilities</b>	<b>1174.6</b>	<b>1112.0</b>

Particulars (Rs. Mn)	Mar-20	Mar-19
<b>Non-current assets</b>	<b>299.4</b>	<b>277.3</b>
Property, Plant and Equipment	223.0	225.2
Investment Property	8.7	7.1
Capital Work in Progress	0.2	4.3
Right of use Assets	33.8	-
Goodwill on Consolidation	14.0	14.0
Intangible Assets	2.9	6.6
Financial Assets		
(i) Trade Receivables	3.8	4.0
(ii) Loans	11.2	14.8
Other non-current assets	1.9	1.4
<b>Current assets</b>	<b>875.2</b>	<b>834.6</b>
Inventories	400.4	382.9
Financial Assets		
(i) Trade receivables	428.5	333.6
(ii) Cash and cash equivalents	13.5	9.2
(iii) Bank balances other than above	7.3	8.3
(iv) Others financial assets	2.8	1.3
Other Current Assets	21.7	29.6
Current Assets Net	0.9	0.7
Non Current Assets held for sale		69.1
<b>Total Assets</b>	<b>1174.6</b>	<b>1112.0</b>

For further information, please contact:

**Company :**



CIN - L26922KA1995PLC018990  
Mr. Alex Varghese – CFO

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

**Investor Relations Advisors :**



CIN - U74140MH2010PTC204285

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