

Date: 29th January, 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- Q3FY21

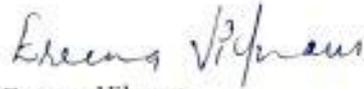
Dear Sir,

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

Company Secretary & Compliance Officer



25
years

Shankara
Building Products Ltd.



Q3 FY21 Results

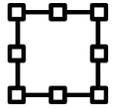
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Leading Building Material Retailer



Retail Space

0.47
mn sqft



Products

75+



SKUs

30,000+



States/UT

9 / 1

Mysore, Karnataka



Thiruvalla, Kerala



Nellore, Andhra Pradesh



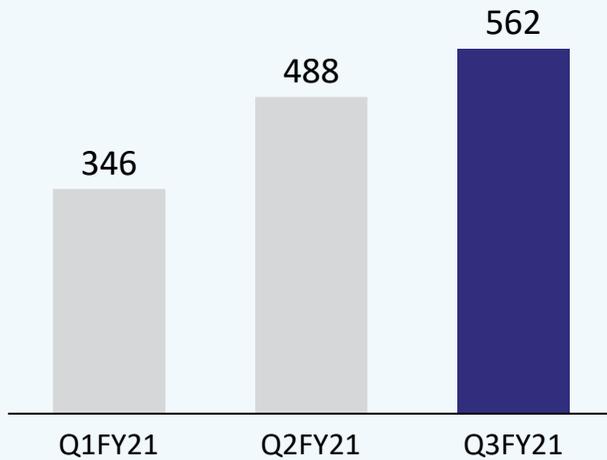
Chennai, Tamil Nadu



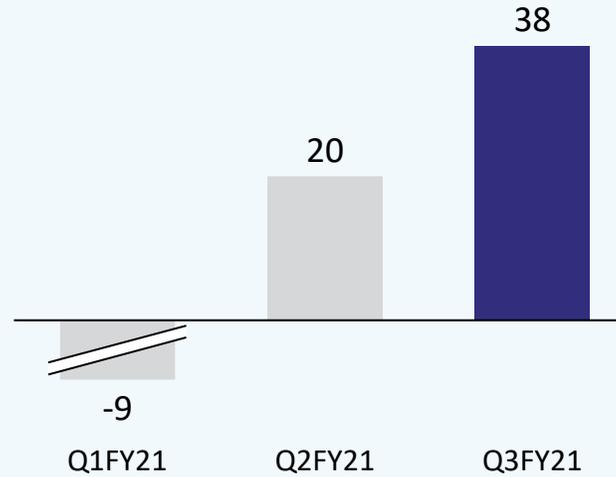
Strong recovery in Q3 FY21

In Rs. Crs

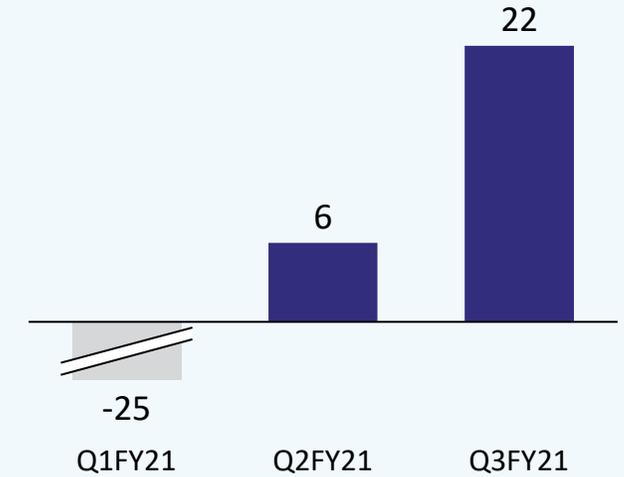
Revenue



EBITDA



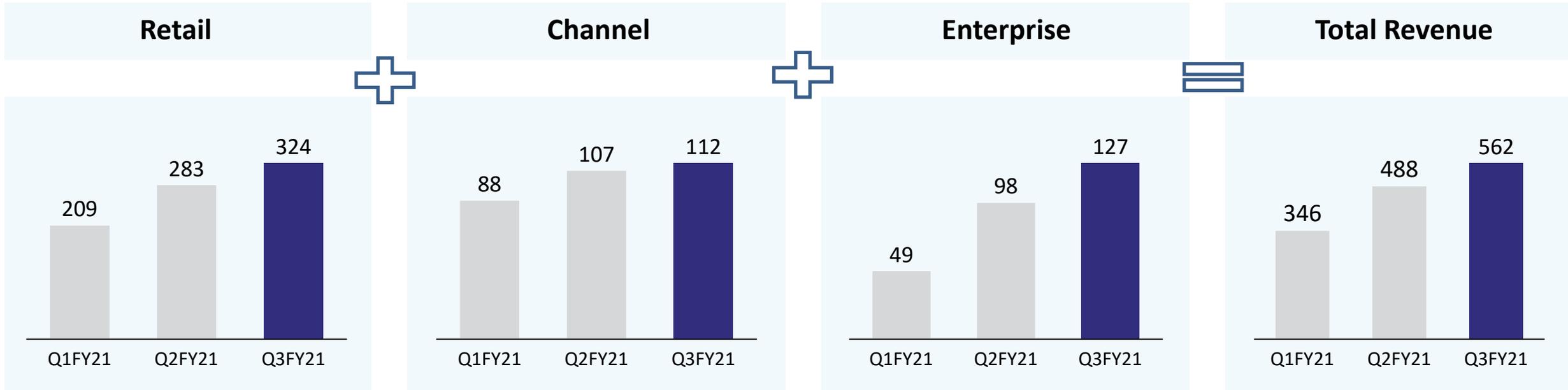
PAT*



- ✓ Gradual opening up of the economy led to sequential improvement in overall demand across product categories
- ✓ Bumper Real Estate sales during the festive season led to additional demand creation in the market
- ✓ Tier 2 and 3 demand continued momentum

Pickup across all segments

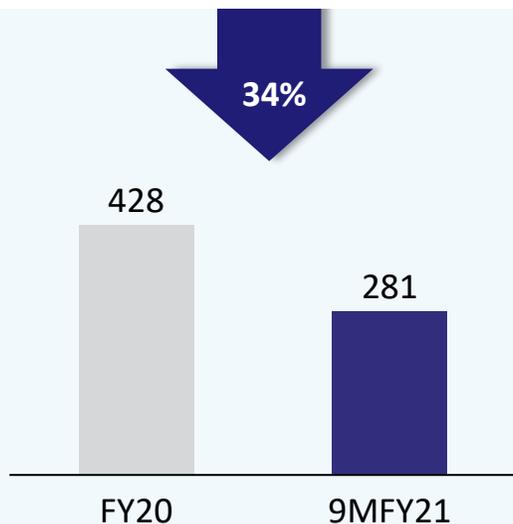
In Rs. Crs



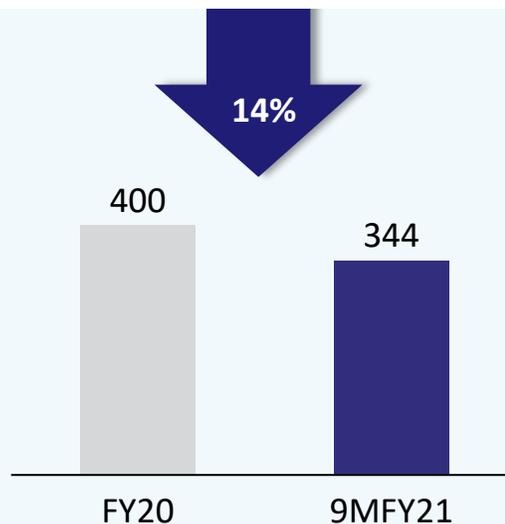
- ✓ Retail housing demand witnessed gradual pickup
- ✓ Budget housing segment showing signs of recovery
- ✓ Housing finance rates have come down and banks are encouraging home loans
- ✓ Good monsoon augurs well for rural demand

Strong Focus on Balance Sheet

Debtors (Rs. Crs)



Inventory (Rs. Crs)



Net working capital days

Q3 FY21: 62 days

9M FY21 Operating cash flow
stood strong at

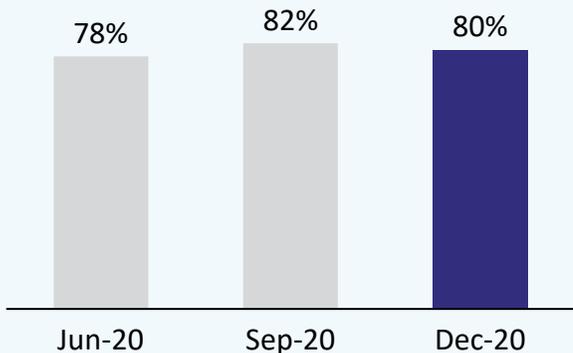
Rs. 101 Crs



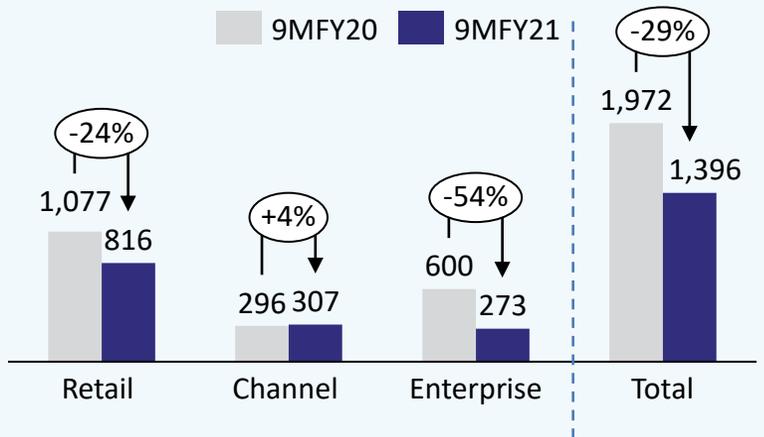
- ✓ With our continuous focus on balance sheet, we have been able to reduce Debtors by ~Rs. 147 Crs and Inventory by ~Rs. 56 crs as compared to March 2020
- ✓ Net debt + acceptances stands at Rs. 290 crores as on end of December 2020

Revenue Break-Up

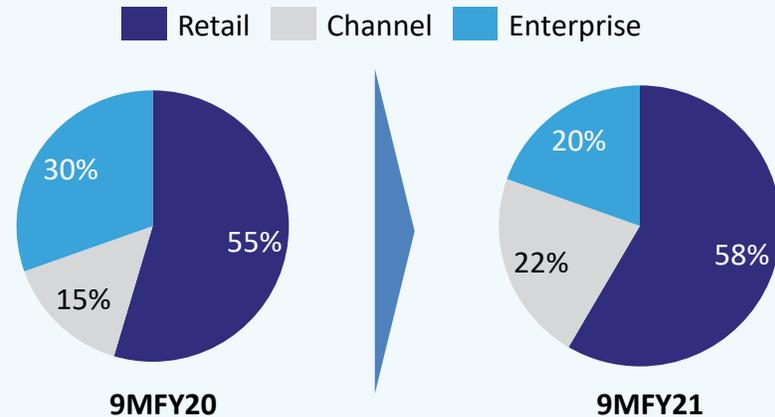
Revenue as a % of last year sales*



Revenue across Verticals (Rs. Crs)



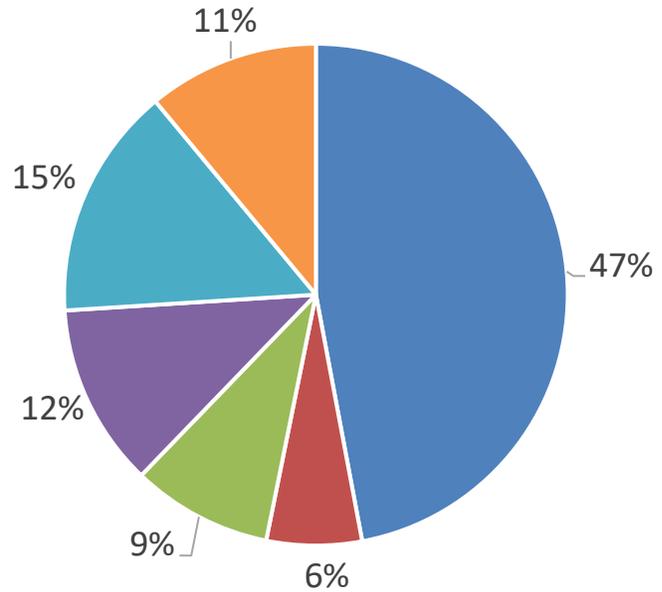
Revenue share across Verticals



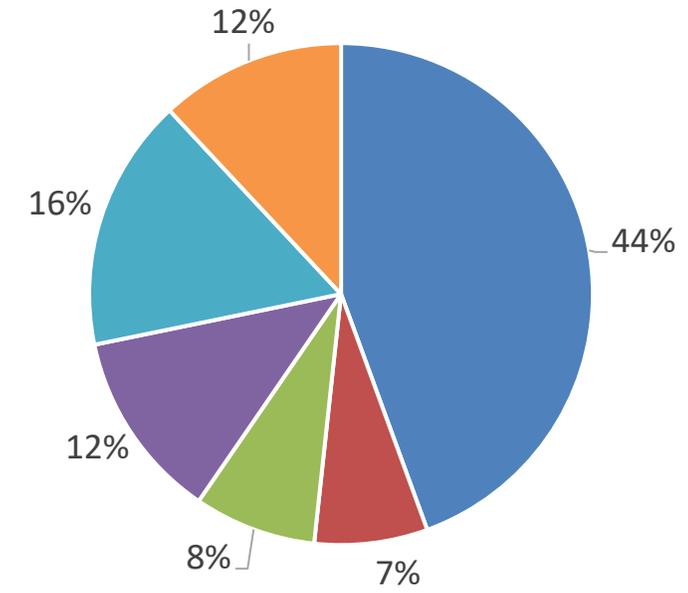
- ✓ Revenue for the quarter at ~80% of last year sales
- ✓ Tier 2 and 3 demand continued momentum
- ✓ Auto and end customer segment witnessed demand acceleration
- ✓ Channel segment showed resilience

Revenue Break up 9MFY21

9MFY20
Revenue mix across States

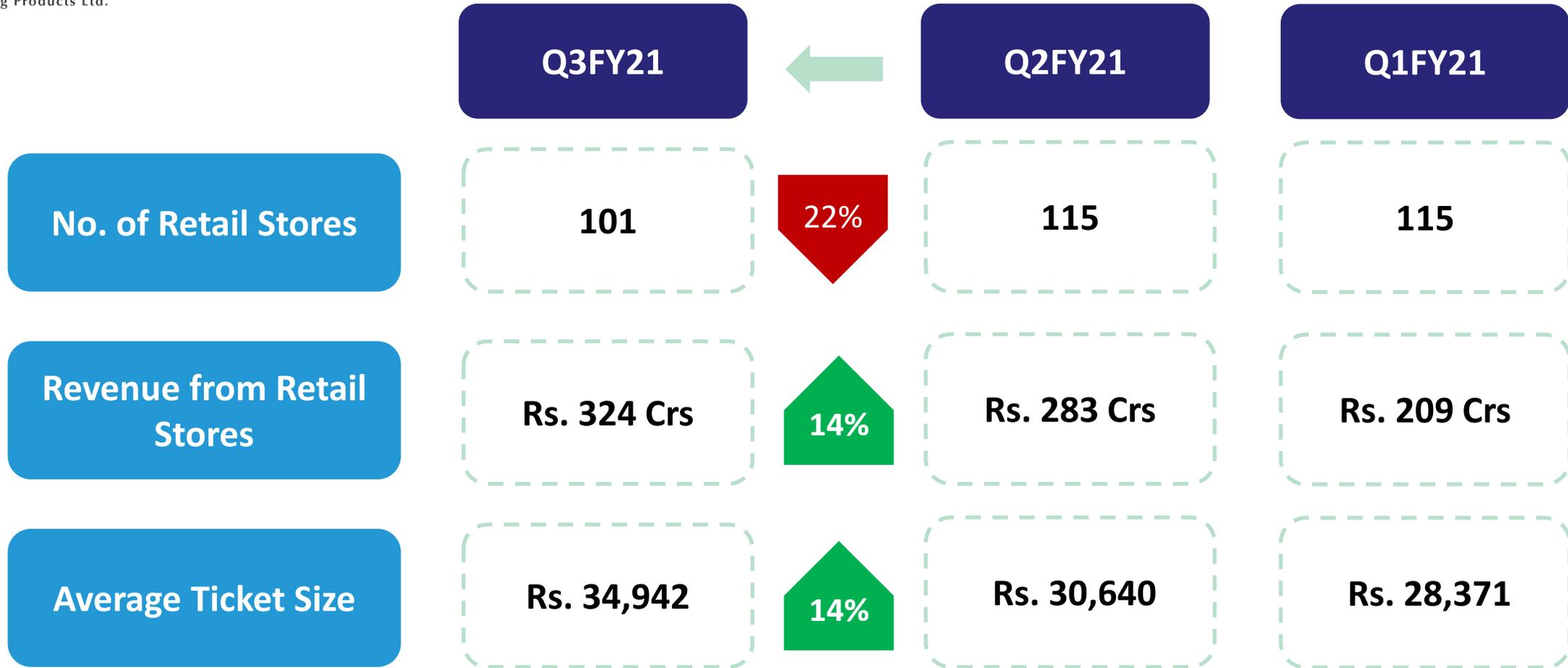


9MFY21
Revenue mix across States



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

Operational Efficiencies



Revenue from retail stores sequentially improved with gradual pickup in the demand. However, the revenue increase was despite lower store count

Key Highlights – Retail Business

Particulars	Units	Q3FY21	Q3FY20
No of retail stores	Nos.	101	123
Total Area	Sq. Ft	471,264	536,678
Average Store size	Sq. Ft	4,666	4,363
Average Ticket size	Rs.	34,942	28,676
Revenue from retail stores	Rs. in Crs	324	370
Average rental cost per Sq. Ft. per month	Rs.	16.65	20.59

Significant savings in rental costs achieved

Q3 FY21 Income Statement

Particulars (Rs. in Crs)	Q1FY21	Q2FY21	Q3FY21	Q3FY20	YoY
Total Income	346.1	487.9	562.1	700.1	-20%
Other Income	1.0	1.6	2.2	1.1	
Raw Material	340.0	448.5	504.3	638.5	
Employee Expenses	7.3	8.3	8.7	14.1	
Other Expenses	9.2	12.5	13.0	15.4	
EBITDA	(9.3)	20.1	38.4	33.2	16%
EBITDA %	-2.7%	4.1%	6.8%	4.7%	209 bps
Depreciation	6.7	6.65	5.7	6.6	
Finance Cost	9.5	8.04	8.2	10.3	
Profit before Tax	(25.5)	5.42	24.4	16.3	50%
Tax	(0.2)	(0.83)	2.6	3.3	
Profit After Tax	(25.3)	6.25	21.8	11.5*	89%
Profit After Tax (%)	-7.3%	1.3%	3.9%	1.9%	223 bps

EBITDA margins better than last year levels

