

Date: 10th May, 2018

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

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

Scrip Code: - 540425

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

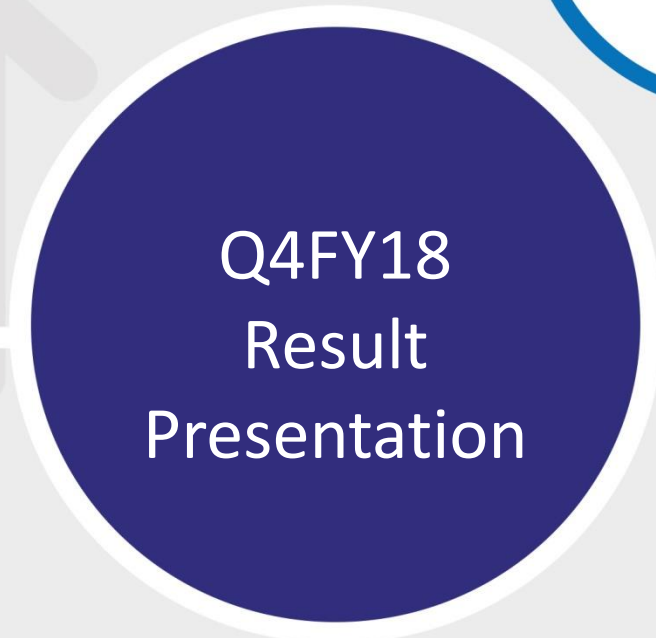
Yours faithfully

For **Shankara Building Products Limited**

Greens Vignani

Company Secretary & Compliance Officer





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Q4FY18 Financial Highlights

761 Cr TOTAL REVENUE	378 Cr RETAIL REVENUE	41 Cr RETAIL EBITDA	10.7% RETAIL EBITDA	74 Cr TOTAL PAT
↑ 43% Y-o-Y*	↑ 60% Y-o-Y*	↑ 45% Y-o-Y	↑ 60 bps Y-o-Y	↑ 26 % Y-o-Y

Added 5 stores during Q4FY18 taking the total store count to 129	41%* Same store sales growth (SSSG) for the current quarter	Retail area in Sq. Ft increased by 33% Y-o-Y to 505,034 Sq. Ft	Increase in Average store size from 3,595 sq.ft in FY17 to 3,915 sq.ft in FY18	Revenue from retail share increased to 50% for Q4FY 18 as compared to 42% for FY17
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*Q4 FY18 Revenue and Same store sales growth (SSSG) is adjusted for excise duty impact post GST changes

Update on Takeover & Omni Channel

TAKEOVERS

03 Stores

VAIGAI Sanitation,
Chennai in Q3 FY18



Strong brand in Chennai region for Plumbing, Tiles and Sanitary Ware with operations of more than **30 years**


Value Proposition

03 Stores

JP Sanitation,
Bengaluru in Q4 FY18



Strong brand in Bengaluru region for Plumbing, Tiles and Sanitary Ware with operations of more than **30 years**


Synergies

- Entry in **New Geography**
- **Deepening** the base in New Product Categories
- **Learning & Insights** on New Product Categories
- Opportunity of **Cross selling** of existing product categories


Road Map Ahead

- **Penetrate more into new product categories**
- Working on levers to bring down costs
- Integration of Team, Staff & Operations

OMNI CHANNEL



Digital Platform

Revamped the website under the domain name of **www.buildpro.store**



Wide Product Portfolio

Carries 10,000+ products in the **Plumbing, Baths & Faucets, Construction Material, Electrical & Appliances, Kitchen and Walls & Flooring**



Omni Channel Strategy

Widening of product display to aid product discovery process in digital mode and complement display stocks in physical stores



Building Brand

Physical and digital store presence to enhance **Shankara Buildpro brand equity**

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Design to Express
Innovative, functional



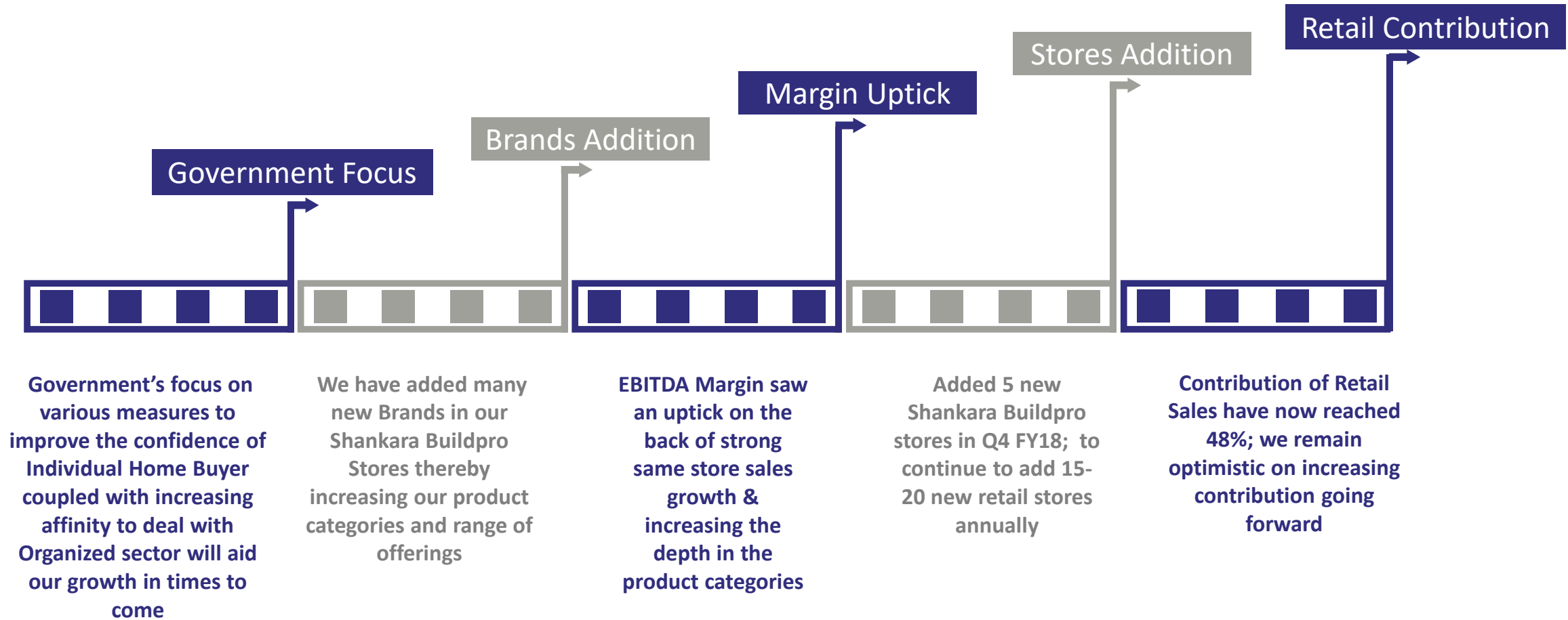
Get upto **20% OFF**
on selected brands



KOHLER

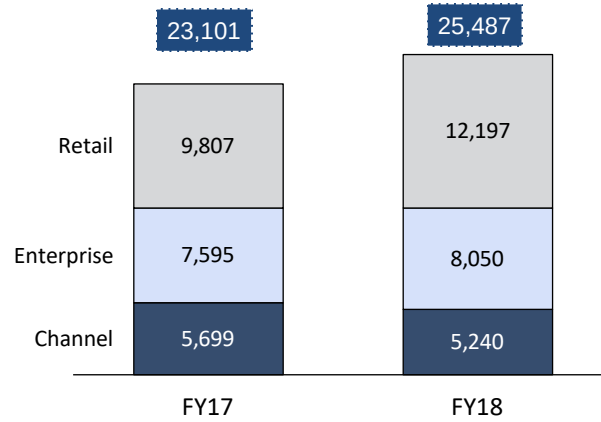


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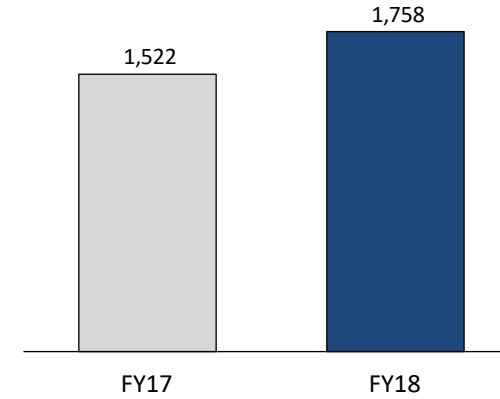


Key Financial Performance

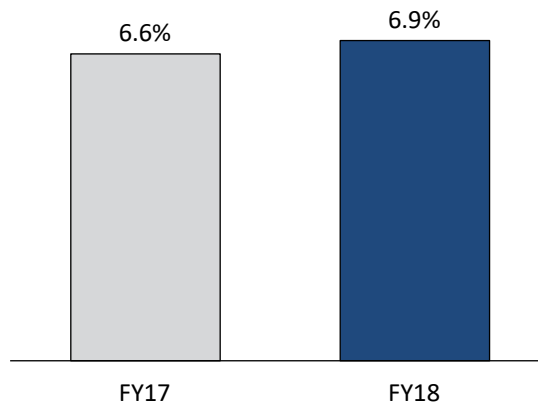
Segment wise Revenue & Net Revenue from Operations (Rs. mn.)



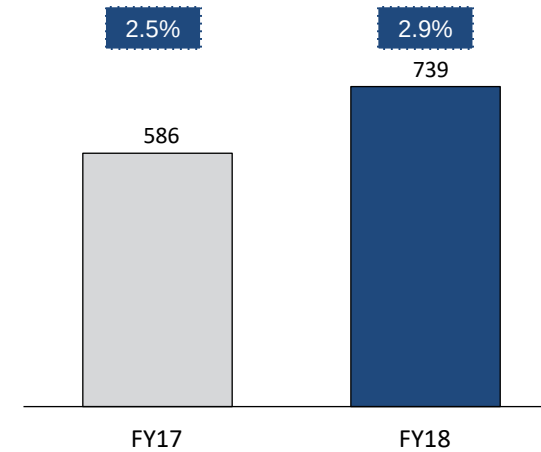
EBITDA (Rs. mn.)



EBITDA Margin (%)



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



GST Impact on Revenue

Particulars (Rs. Mn)	Q4 FY18	Q4 FY17	YoY	FY18	FY17	YoY
Revenue before Excise Adjustment						
Retail	3,778.4	2,650.2	42.57%	12,196.9	9,807.3	24.37%
Same Store Revenue	3,313.8	2,650.2	25.04%	11,389.2	9,807.3	16.13%
Enterprise	2,362.1	1,893.8	24.73%	8,049.6	7,595.0	5.99%
Channel	1,467.6	1,459.9	0.53%	5,240.1	5,699.1	-8.05%
Total Revenue	7,608.1	6,003.9	26.72%	25,486.6	23,101.4	10.33%

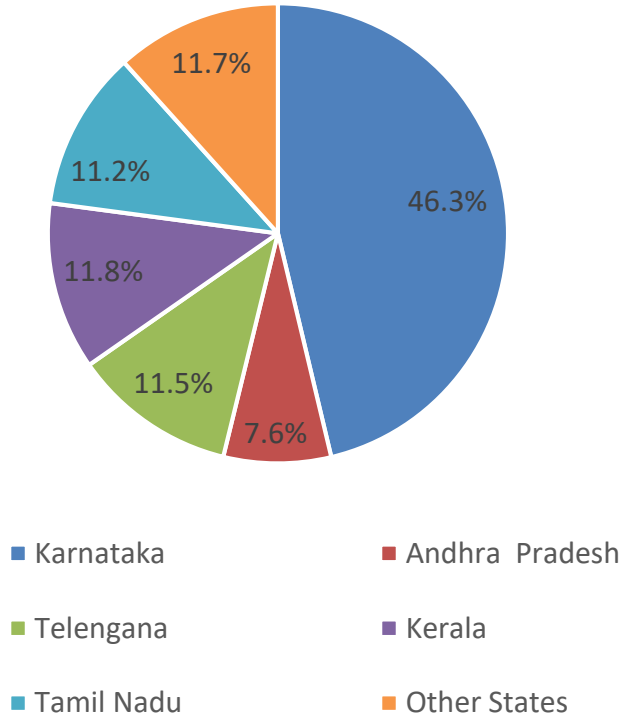
Particulars (Rs. Mn)	Q4 FY18	Q4 FY17	YoY	FY18	FY17	YoY
Revenue after Excise Adjustment						
Retail	3,778.4	2,355.7	60.39%	11,896.9	8,717.6	36.47%
Same Store Revenue	3,313.8	2,355.7	40.67%	11,102.9	8,717.6	27.36%
Enterprise	2,362.1	1,683.4	40.32%	7,837.9	6,751.1	16.10%
Channel	1,467.6	1,297.7	13.09%	5,094.5	5,065.8	0.57%
Total Revenue	7,608.1	5,336.8	42.56%	24,829.3	20,534.5	20.91%

Before GST regime, excise duty was a part of revenue. Post GST implementation, excise duty is subsumed in GST and not a part of revenue.

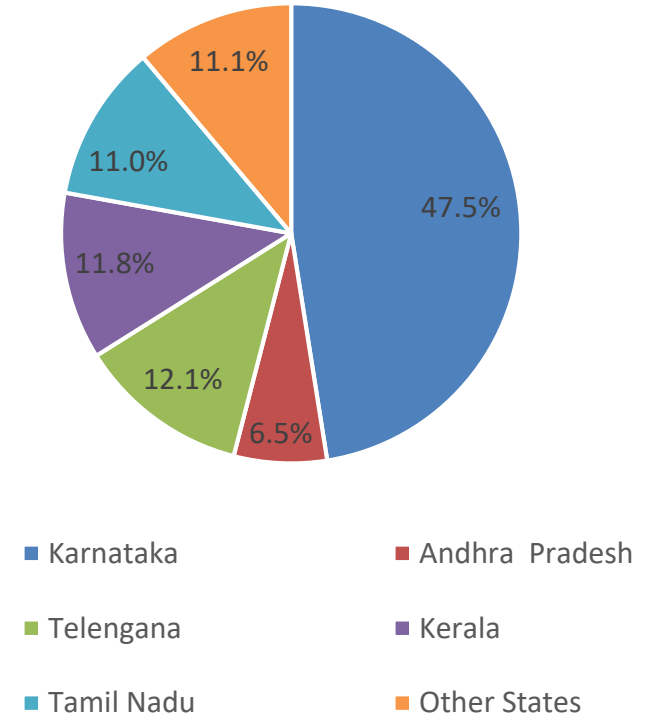
The above table has been prepared, using estimates, to provide a like for like comparison across periods.

Geographical Breakup

FY17 Revenue mix across States

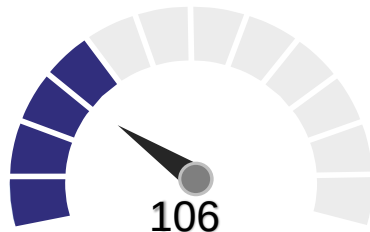


FY18 Revenue mix across States

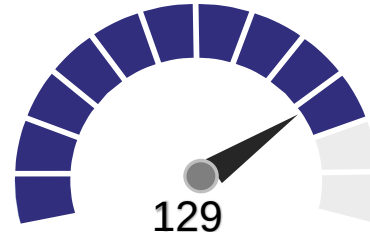


Key Highlights – Retail Business

Number of Stores

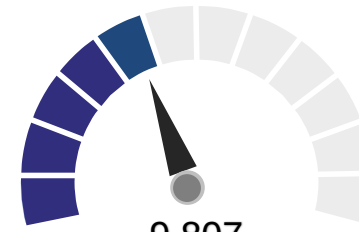


FY17



FY18

Revenue (Rs. mn.)

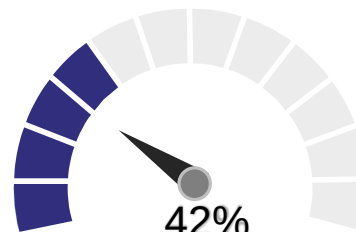


FY17

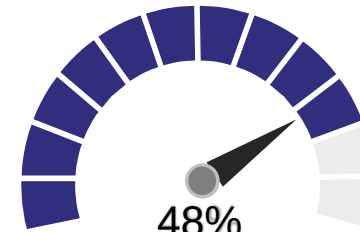


FY18

Retail Share



FY17



FY18

Key Highlights – Retail Business

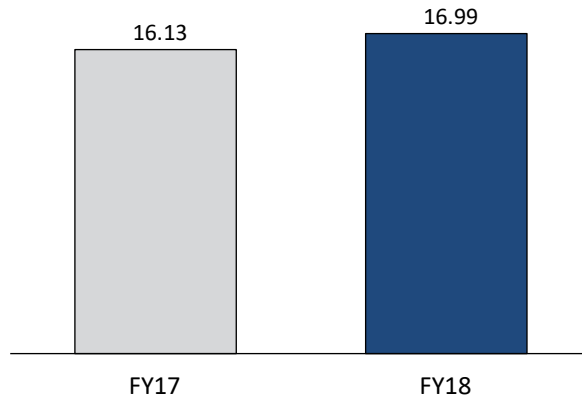
Particulars	Units	FY18	FY17	YoY
No of retail stores	Nos.	129	106	21.7%
Total Area	Sq. ft	5,05,034	3,81,070	32.5%
Average store size	Sq. ft	3,915	3,595	8.9%
Average ticket size	Rs.	25,665	23,244	10.4%
Revenue from retail stores	Rs. Mn	12,197	9,807	24.4%
Same store sales growth*	%	27.36%	19.43%	
EBITDA	Rs. Mn	1,303	962	35.5%
Margin (%)	%	10.7%	9.8%	
EBITDA per store	Rs. Mn	101.01	90.08	11.3%
EBITDA per sq ft	Rs.	2,580	2,524	2.2%
Average rental cost per sq.ft. per month	Rs.	16.99	16.13	5.3%

FY18 Same store sales growth is adjusted for excise duty impact

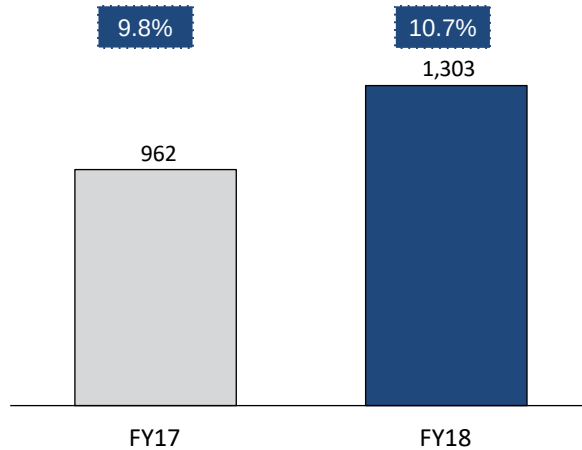
Other Key Highlights

Retail Business

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

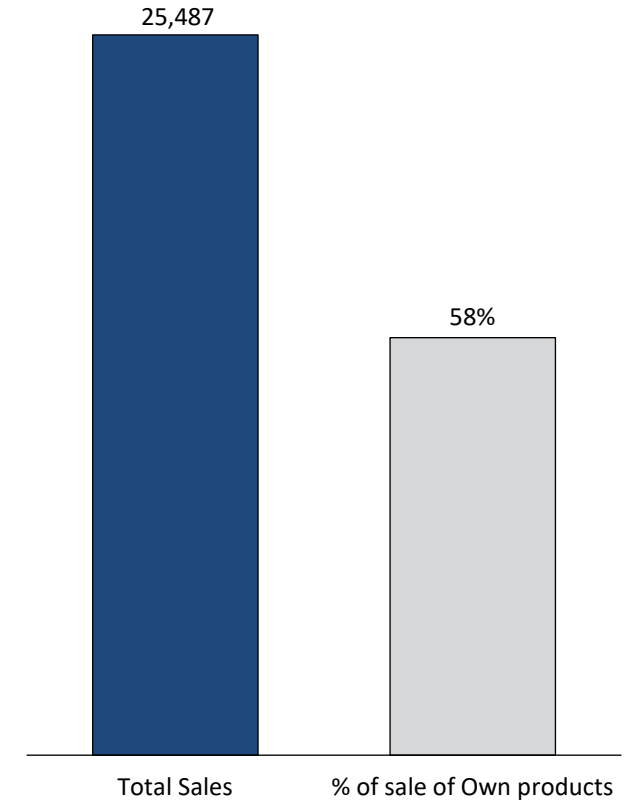


EBITDA (Rs. mn.) & EBITDA Margin (%)



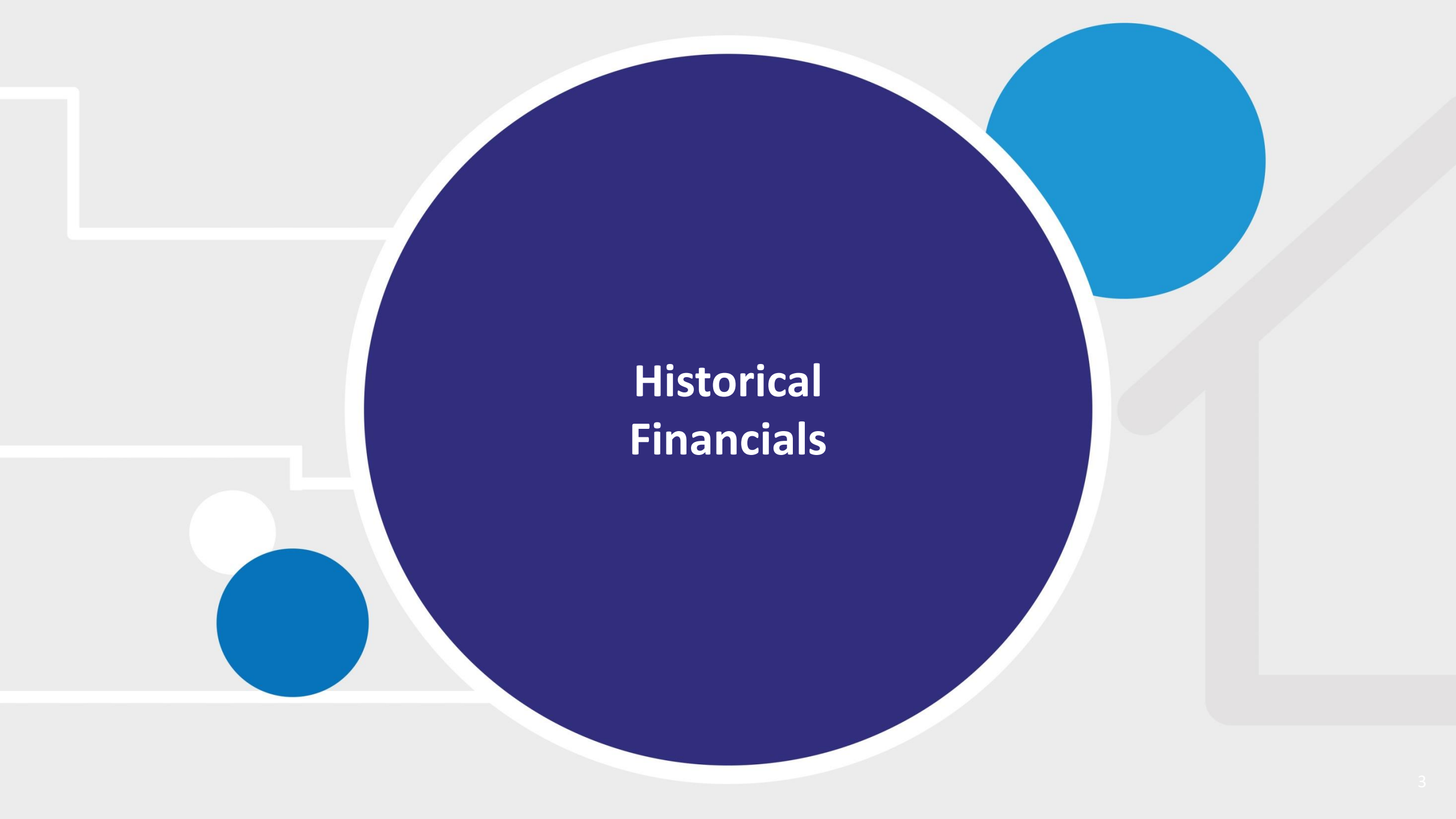
Sales Mix

Own Products Sale (Rs. mn.)



Q4 & FY18 Income Statement (as per IND-AS)

Particulars (Rs. Mn)	Q4 FY18	Q4 FY17	YoY	FY18	FY17	YoY
Total Income	7,608	6,004	26.7%	25,487	23,101	10.3%
Raw Material	6,514	5,078		21,738	19,794	
Employee Expenses	154	124		592	492	
Other Expenses	399	352		1,404	1,300	
EBITDA	540	451	20.2%	1,758	1,522	15.5%
EBITDA %	7.1%	7.5%		6.9%	6.6%	
Other Income	1	2		6	7	
Depreciation	43	29		136	114	
Finance Cost	137	128		463	506	
Profit before Tax	362	295	22.7%	1,159	902	28.5%
Tax	146	109		421	314	
Profit after Tax	217	185	17.6%	739	586	26.1%
Cash Profit	260	214	23.5%	875	701	24.8%
EPS	9.49	8.44		32.34	26.81	

The background features a light gray color with white geometric lines and shapes. On the left, there are white stepped lines and two blue circles of different sizes. On the right, there is a large blue circle and a light gray stepped line. The central focus is a large dark blue circle with a white border.

Historical Financials

5 years of Consolidated Profit & Loss Statement*

Particulars (Rs. Mn)	FY14	FY15	FY16	FY17*	FY18*	CAGR
Total Income	19,271	19,788	20,359	23,101	25,487	7.2%
Raw Material	17,364	17,580	17,672	19,794	21,738	
Employee Expenses	264	350	413	492	592	
Other Expenses	757	963	1,079	1,300	1,404	
EBITDA	886	895	1196	1,522	1,758	18.7%
EBITDA %	4.6%	4.5%	5.9%	6.6%	6.9%	
Other Income	8	9	7	7	6	
Depreciation	58	88	95	114	136	
Finance Cost	416	470	460	506	463	
Profit before Tax & Minority Interest (MI)	420	345	648	902	1,159	28.9%
Tax	133	120	240	314	421	
Profit after Tax & before MI	287	226	407	586	739	26.7%
Minority Interest	-	-	-	-	-	
Profit after Tax & MI	287	226	407	586	739	26.7%
Cash Profit	345	314	503	701	875	
EPS	13.13	10.32	18.90	26.81	32.34	

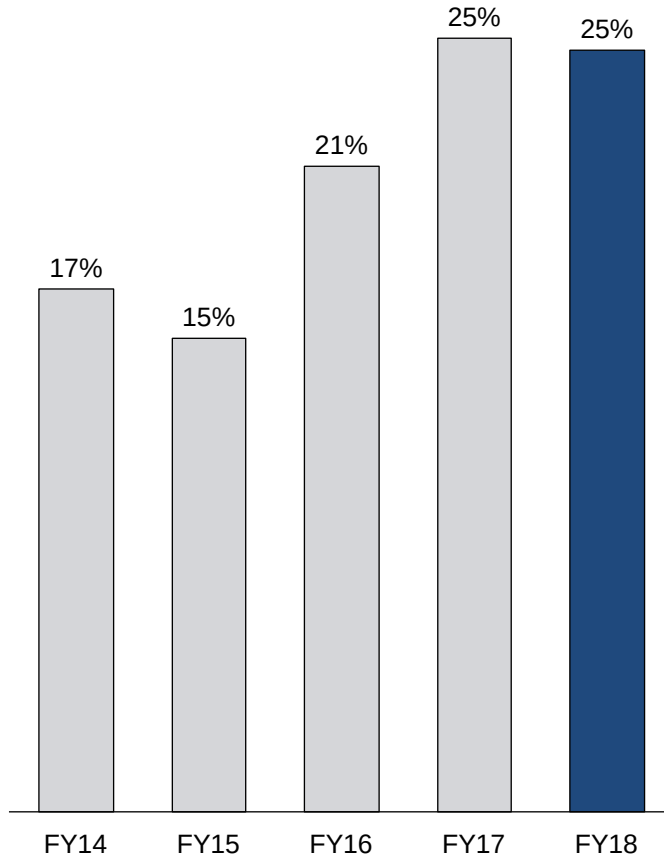
* Financial Data as per IND AS

Consolidated Balance Sheet*

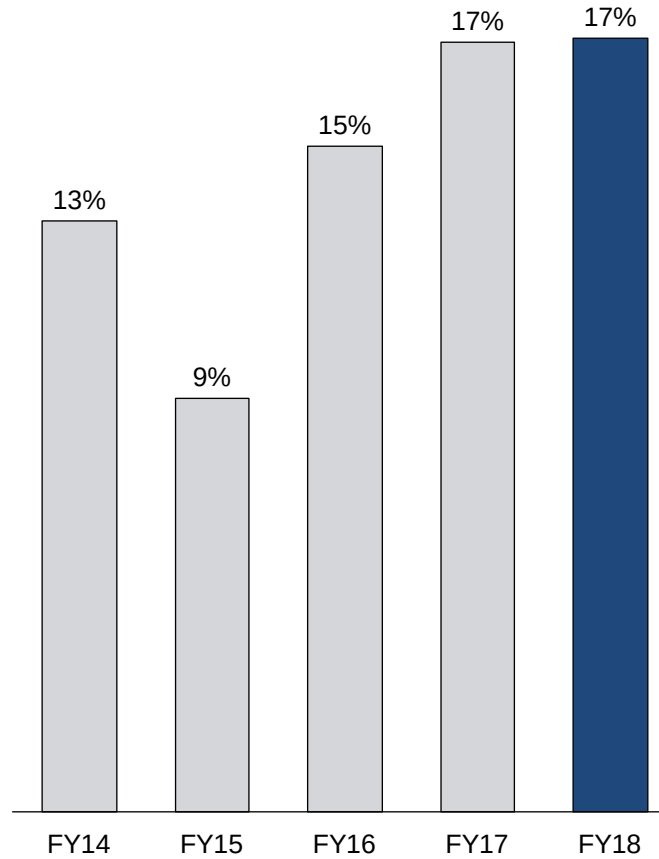
Rs. Mn	Mar-18	Mar-17
Total Equity	4,558	3,898
Equity Share Capital	228	228
Other Equity	4,329	3,669
Non-Controlling Interest	1	0
Non-current liabilities	184	207
Financial Liabilities		
(i) Borrowings	9	58
(ii) Other Financial Liabilities	0	0
Provisions	6	8
Deferred Tax Liabilities (Net)	169	141
Current liabilities	7,386	5,315
Financial Liabilities		
(i) Borrowings	2,420	2,101
(ii) Trade Payables	4,612	2,610
(iii) Other Financial Liabilities	181	229
Provisions	7	4
Current Tax Liabilities (Net)	81	182
Other Current Liabilities	85	189
Total Liabilities	12,128	9,420

Rs. Mn	Mar-18	Mar-17
Non-current assets	3,206	2,739
Property, Plant and Equipment	2,726	2,448
Investment Property	1	1
Intangible Assets	104	-
Goodwill on Consolidation	140	140
Financial Assets		
(i) Trade Receivables	31	23
(ii) Loans	180	103
Other non-current assets	25	23
Current assets	8,921	6,681
Inventories	4,157	2,795
Financial Assets		
(i) Trade receivables	4,241	3,084
(ii) Cash and cash equivalents	12	18
(iii) Bank balances other than above	48	644
(iv) Others financial assets	12	14
Other Current Assets	451	126
Total Assets	12,128	9,420

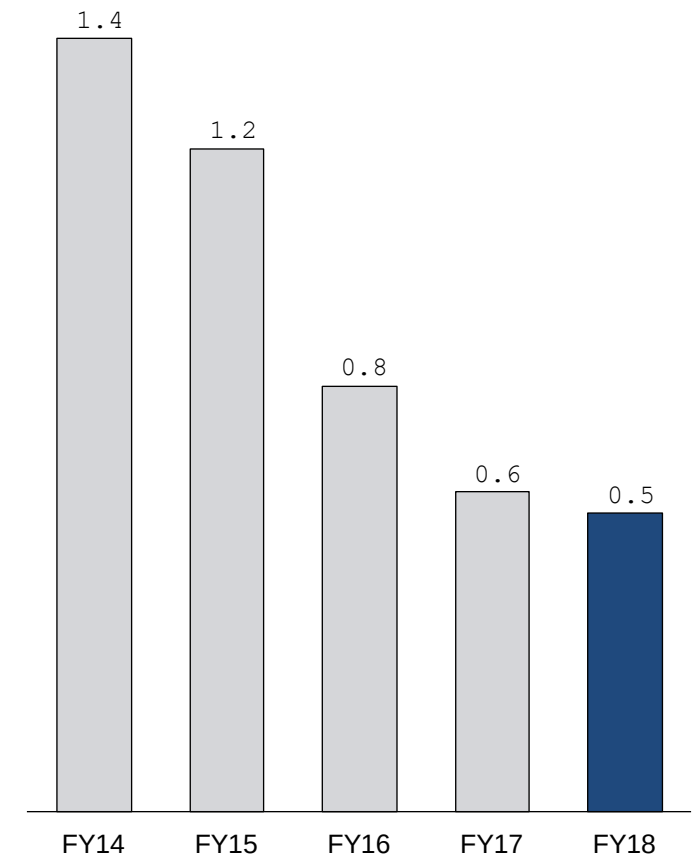
Average Return on Capital Employed



Average Return on Equity

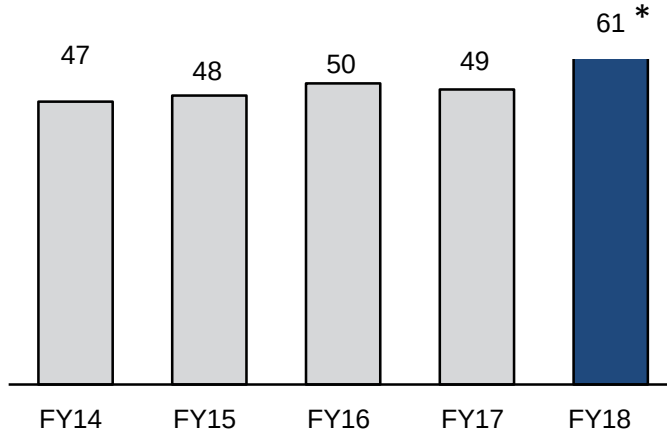


Net Debt : Equity

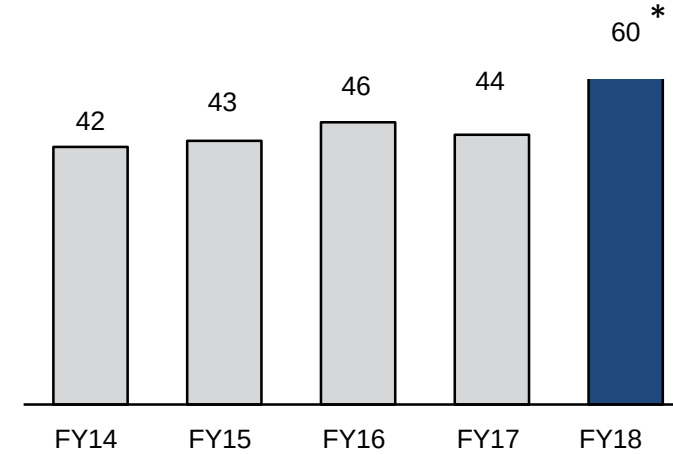


Maintaining Business efficiency *

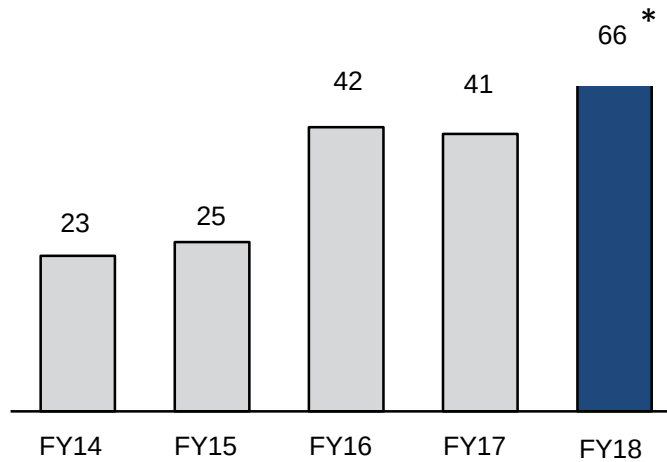
Receivable Days



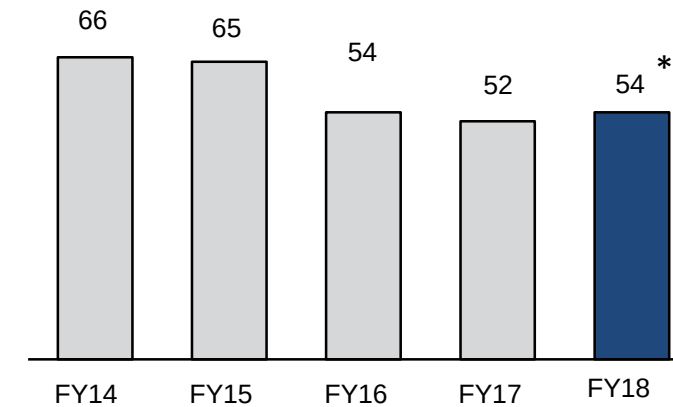
Inventory Days



Creditor Days



Working Capital Days



For further information, please contact:

Company :

Investor Relations Advisors :



CIN - U26922KA1995PLC018990

Mr. Alex Varghese – CFO

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