

Date: 30th January, 2018

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

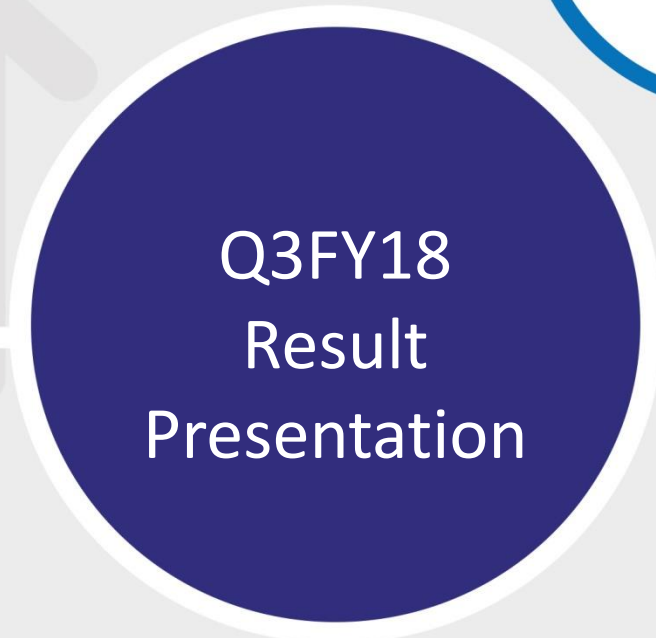
For **Shankara Building Products Limited**

Ereena Vikram

Ereena Vikram

Company Secretary & Compliance Officer





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Q3FY18 Financial Highlights

625 cr TOTAL REVENUE*	299 cr RETAIL REVENUE*	31 cr RETAIL EBITDA	10.4% RETAIL EBITDA	18 cr PAT
↑ 30% Y-o-Y	↑ 48% Y-o-Y	↑ 72% Y-o-Y	↑ 241 bps	↑ 29 % Y-o-Y

Added 6 stores during Q3FY18 taking the total store count to 124	37% Same store sales growth* (SSSG) for the current quarter	Retail area in Sq. Ft increased by 27% Y-o-Y to 473,034 Sq. Ft	Increase in Average store size from 3,624 sq.ft in Q3 FY17 to 3,815 sq.ft in Q3 FY18	Revenue from retail share increased to 47% for 9M FY 18 as compared to 42% for 9M FY17
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*Q3 FY18 Revenue and Same store sales growth (SSSG) is adjusted for excise duty impact post GST changes

Taken over operations of 3 stores of JP Sanitation, Bengaluru

- ✓ **We have taken over operations of 3 stores of JP Sanitation in Bengaluru, Karnataka.** This will strengthen our presence in new product categories of plumbing, sanitary ware and tiles.
- ✓ JP Sanitation is an established brand within Bengaluru region and has been in existence for more than 30 years. Over the years, they have built significant connect with home owners, architects, builders and leading suppliers.
- ✓ We will look to cross sell our wide range of building product categories across their customer segments.
- ✓ With Addition of 3 more stores, we further penetrate in the Bengaluru region taking the total stores count to 27.



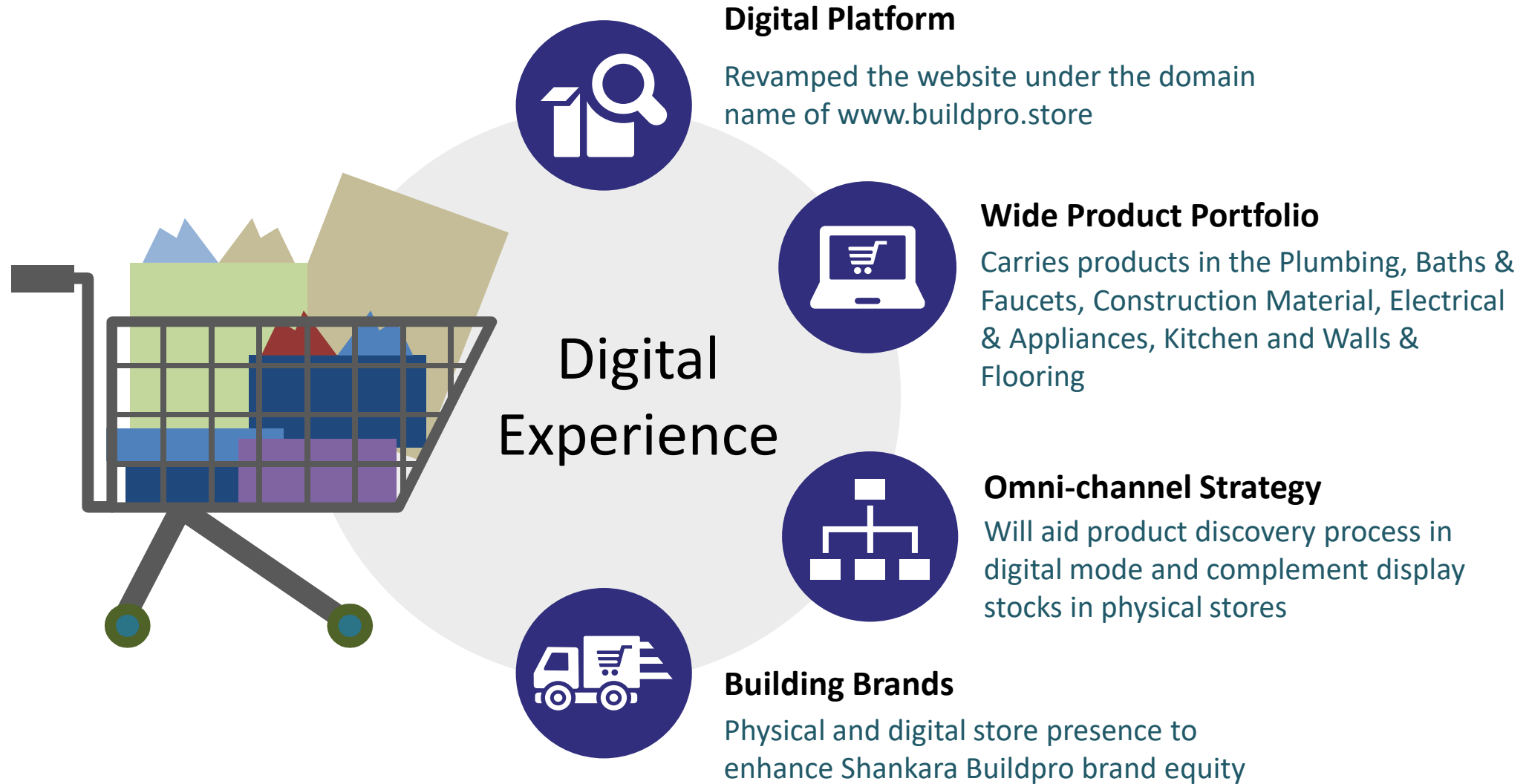
Update on new stores in Chennai

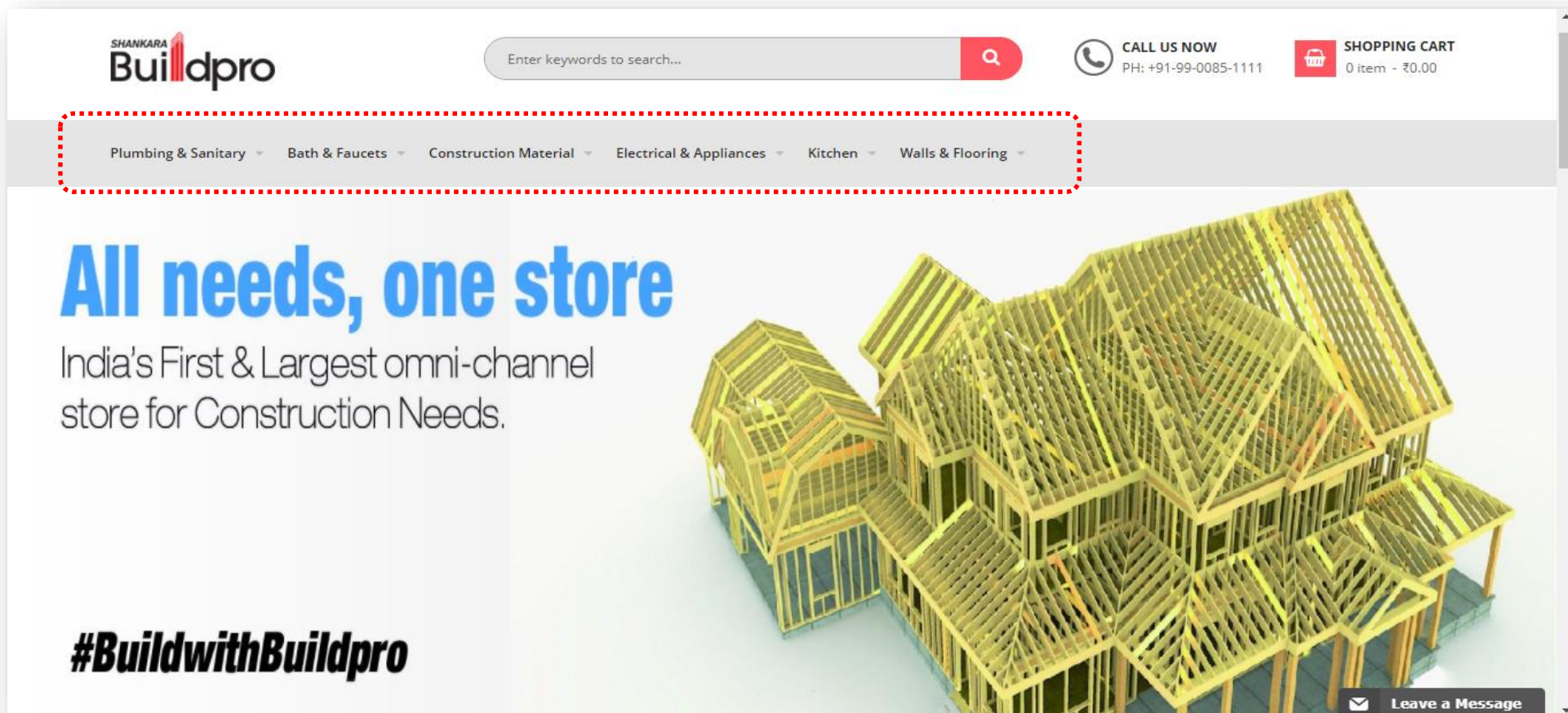
Current Vaigai (Chennai) stores



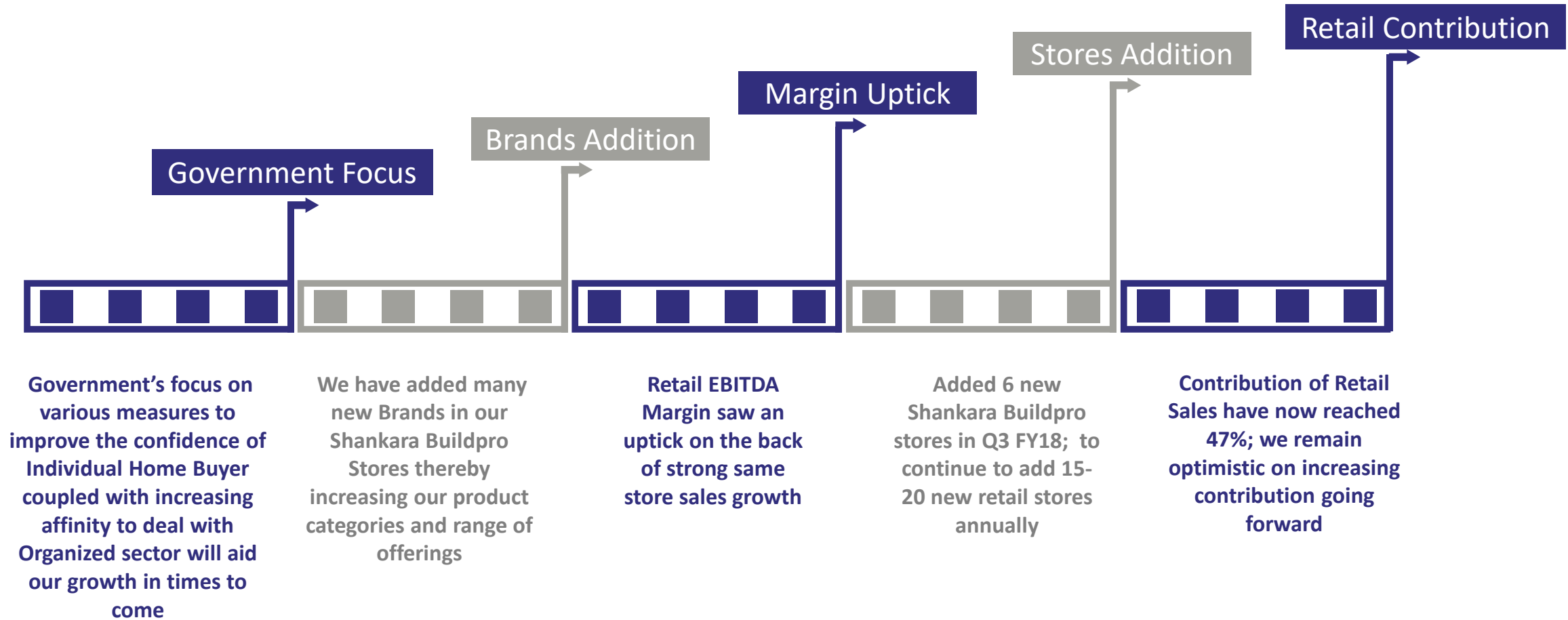
New Product Additions





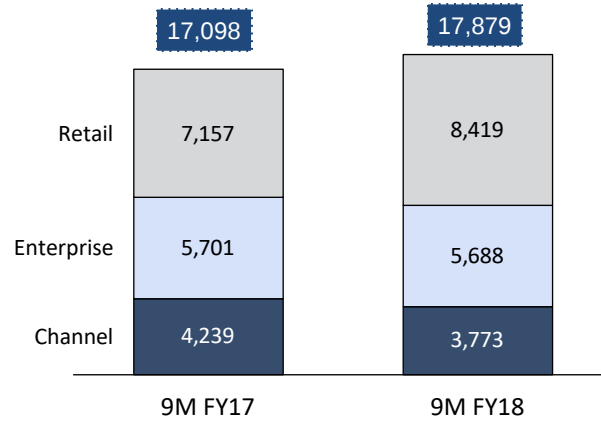


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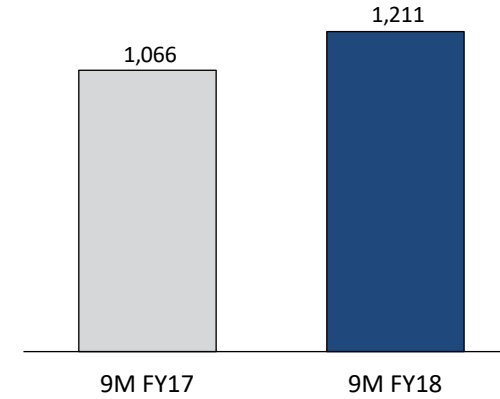


Key Financial Performance

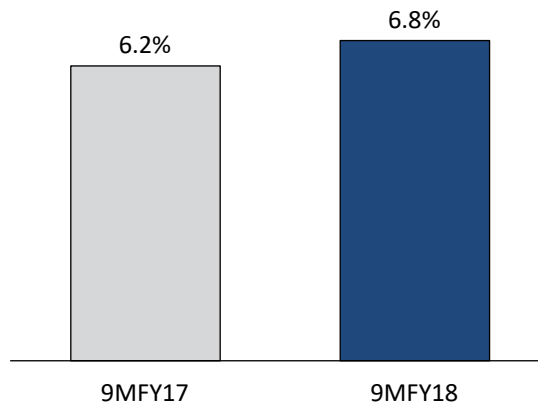
Segment wise Revenue & Net Revenue from Operations (Rs. mn.)



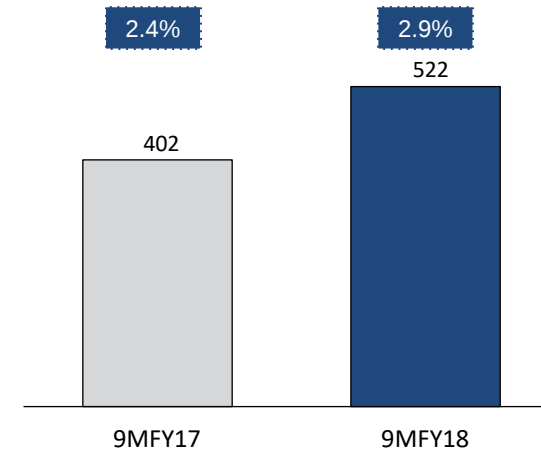
EBITDA (Rs. mn.)



EBITDA Margin (%)



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



GST Impact on Revenue

Particulars (Rs. Mn)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
Revenue before Excise Adjustment						
Retail	2,989.3	2,261.5	32.2%	8,418.5	7,157.1	17.6%
Same Store Revenue	2,759.1	2,261.5	22.0%	7,972.7	7,157.1	11.4%
Enterprise	2,011.5	1,913.7	5.1%	5,687.5	5,701.2	-0.2%
Channel	1,245.4	1,232.4	1.1%	3,772.5	4,239.2	-11.0%
Total Revenue	6,246.2	5,407.5	15.5%	17,878.6	17,097.5	4.6%

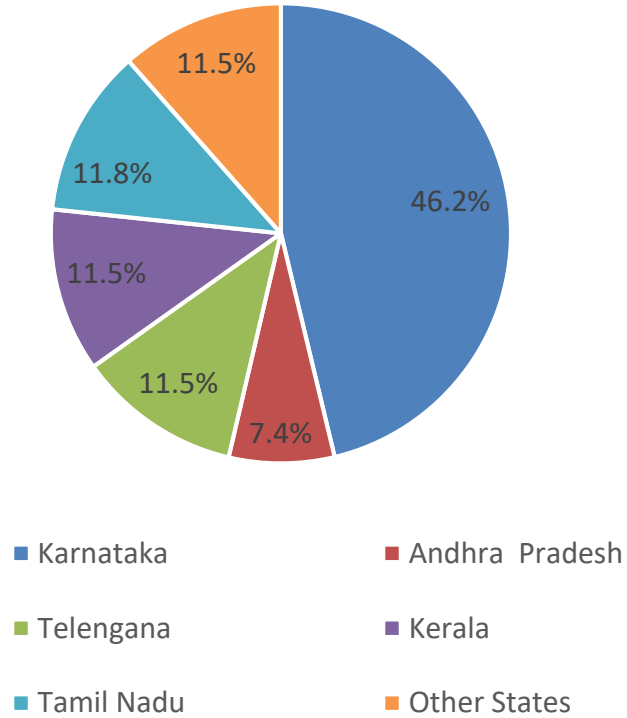
Particulars (Rs. Mn)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
Revenue after Excise Adjustment						
Retail	2,989.3	2,010.2	48.7%	8,118.5	6,361.9	27.6%
Same Store Revenue	2,759.1	2,010.2	37.3%	7,686.5	6,361.9	20.8%
Enterprise	2,011.5	1,701.0	18.3%	5,475.8	5,067.7	8.1%
Channel	1,245.4	1,095.5	13.7%	3,626.9	3,768.2	-3.8%
Total Revenue	6,246.2	4,806.7	30.0%	17,221.2	15,197.8	13.3%

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.

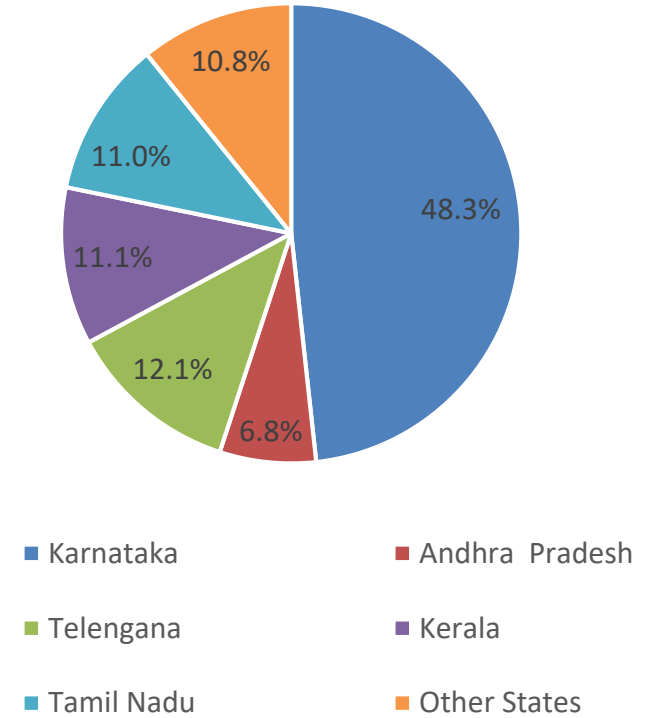
The above table has been prepared, using estimates, to provide a like for like comparison across periods.

Geographical Breakup

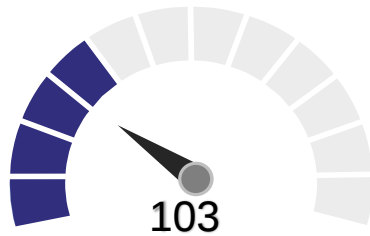
9M FY17 Revenue mix across States



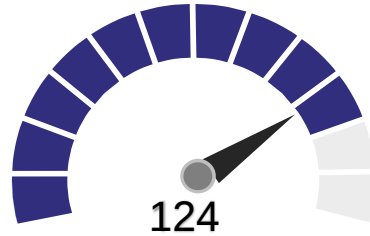
9M FY18 Revenue mix across States



Number of Stores

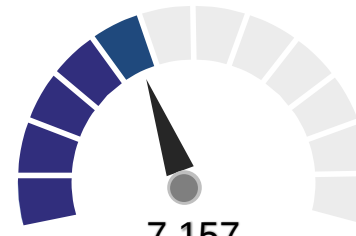


9M FY17

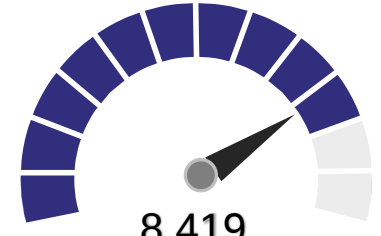


9M FY18

Revenue (Rs. mn.)

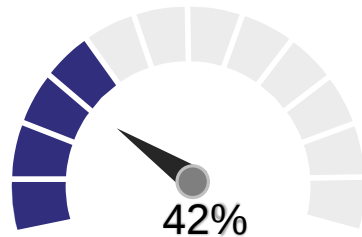


9M FY17

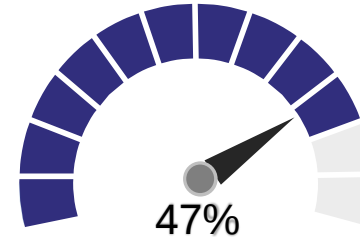


9M FY18

Retail Share



9M FY17



9M FY18

Key Highlights – Retail Business

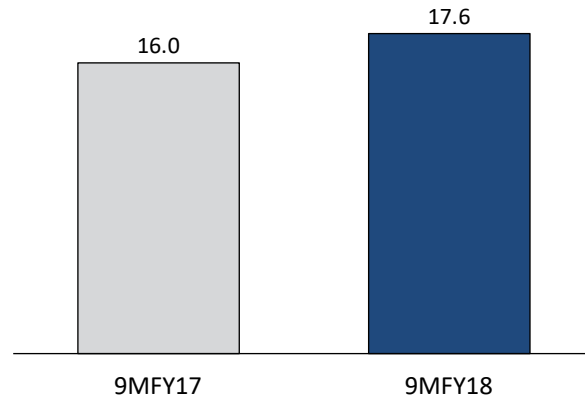
Particulars	Units	9M FY18	9M FY17	YoY	FY17
No of retail stores	Nos.	124	103	20.4%	106
Total Area	Sq. ft	473,034	373,294	26.7%	3,81,070
Average store size	Sq. ft	3,815	3,624	5.3%	3,595
Average ticket size	Rs.	24,382	22,970	6.1%	23,244
Revenue from retail stores	Rs. Mn	8,419	7,157	17.6%	9,807
Same store sales growth*	%	20.8%	20.0%		19.4%
EBITDA	Rs. Mn	897	693	29.4%	972
Margin (%)	%	10.7%	9.7%		9.9%
EBITDA per store	Rs. Mn	7.2	6.7	7.5%	9.17
EBITDA per sq ft	Rs.	1,896	1,856	2.1%	2,551
Average rental cost per sq.ft. per month	Rs.	17.62	15.99	10.2%	16.1

*9M FY18 Same store sales growth is adjusted for excise duty impact

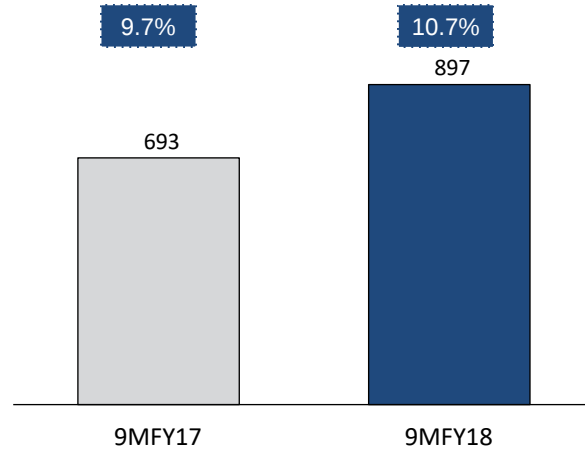
Other Key Highlights

Retail Business

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

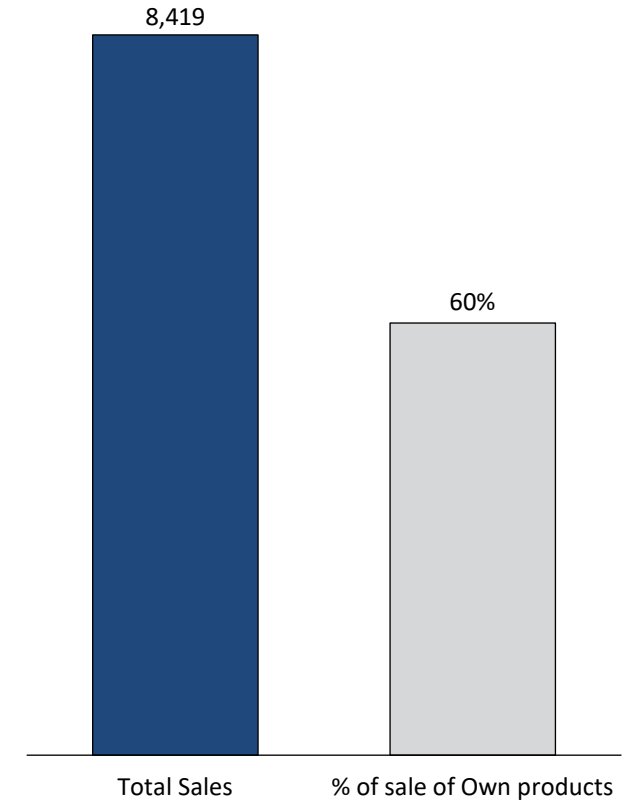


EBITDA (Rs. mn.) & EBITDA Margin (%)



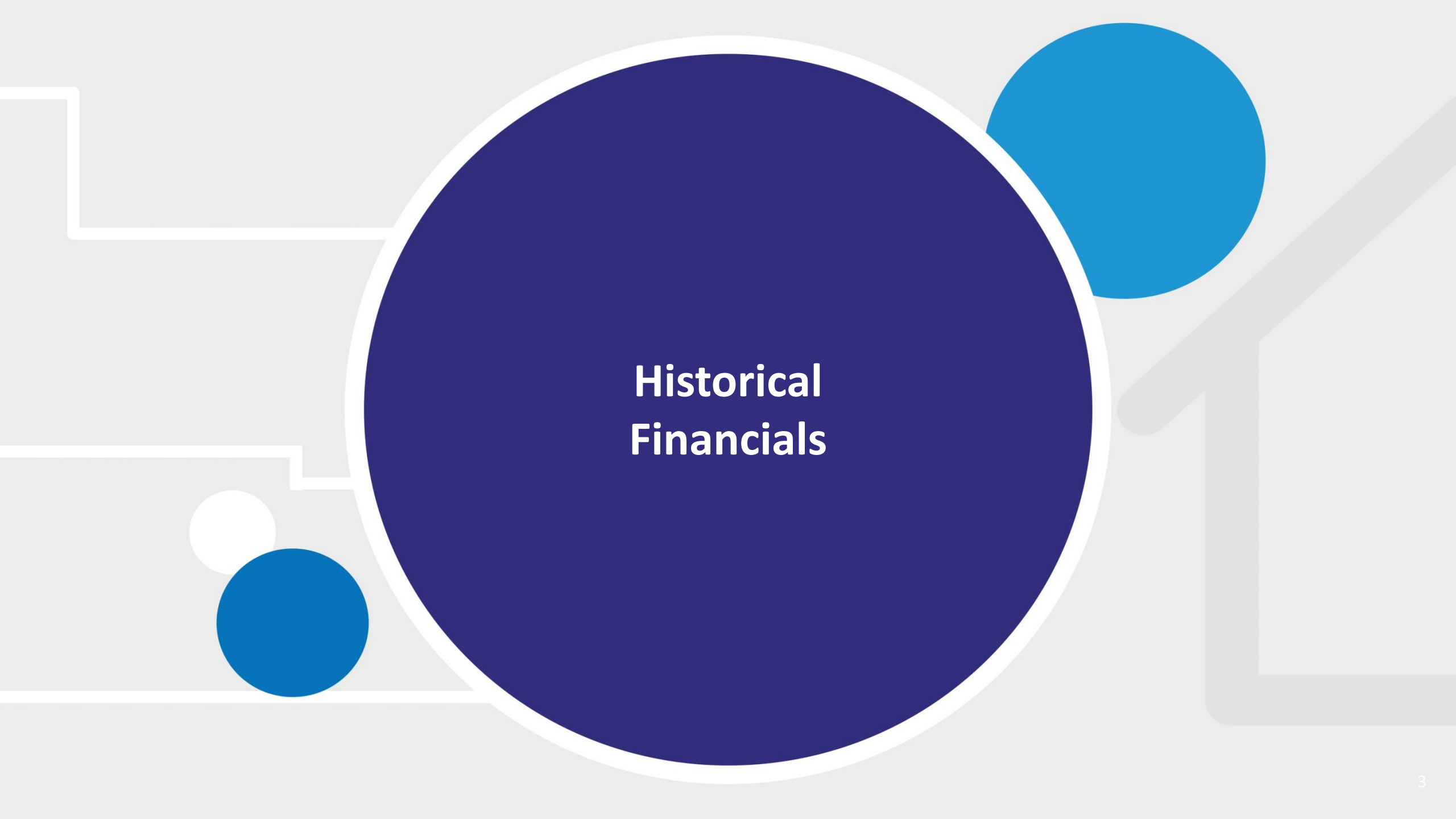
Sales Mix

Own Products Sale (Rs. mn.)



Q3&9M FY18 Income Statement (as per IND-AS)

Particulars (Rs. Mn)	Q3 FY18	Q3 FY17	YoY	9M FY18	9M FY17	YoY
Total Income	6,246.2	5,407.5	16%	17,878.6	17,097.5	5%
Raw Material	5,364.1	4,573.4		15,223.5	14,715.3	
Employee Expenses	160.6	123.0		438.2	367.6	
Other Expenses	313.2	349.3		1,005.9	948.3	
EBITDA	408.3	361.7	13%	1,211.1	1,066.3	14%
EBITDA %	6.5%	6.7%		6.8%	6.2%	
Other Income	2.3	1.2		5.1	4.6	
Depreciation	33.0	28.3		92.8	85.0	
Finance Cost	110.0	131.1		326.1	378.6	
Profit before Tax	267.7	203.5	32%	797.3	607.3	31%
Tax	91.2	66.6		275.3	205.4	
Profit after Tax	176.5	136.9	29%	521.9	401.9	30%
Cash Profit	209.5	165.2	27%	614.7	486.9	26%
EPS	7.73	6.25		22.85	18.37	

The background features a light gray color with abstract 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*

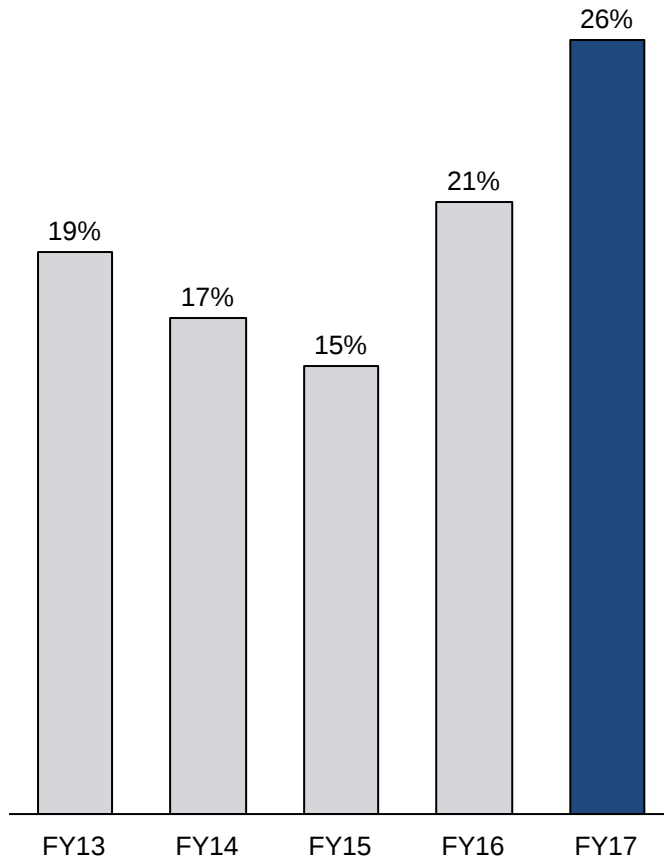
Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	CAGR
Total Income	17,666	19,271	19,788	20,359	23,101	6.9%
Raw Material	15,920	17,364	17,580	17,672	19,794	
Employee Expenses	212	264	350	413	494	
Other Expenses	664	757	963	1,079	1,270	
EBITDA	869	886	895	1196	1544	15.4%
EBITDA %	4.9%	4.6%	4.5%	5.9%	6.7%	
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*

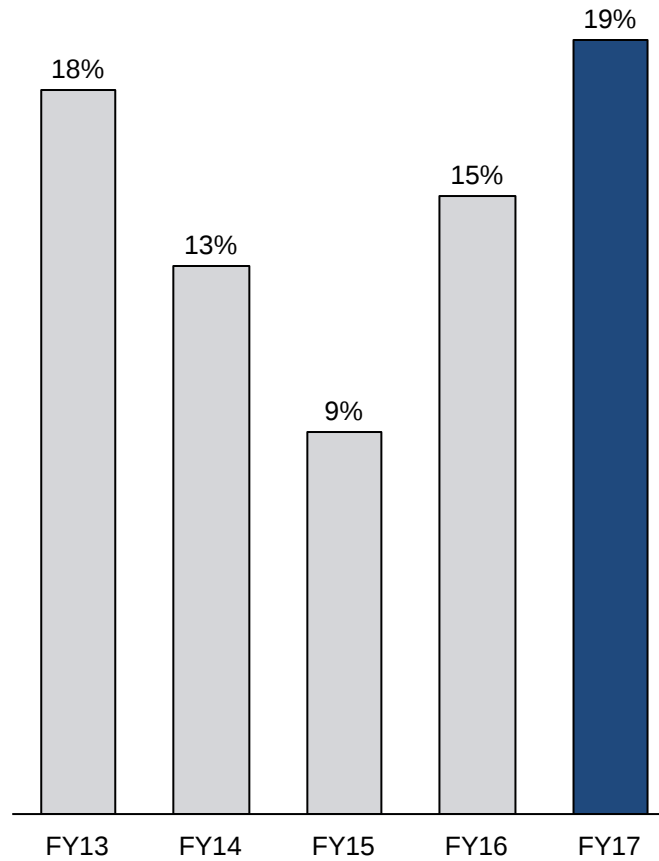
Rs. Mn	Mar-17	Mar-16
Shareholder's Fund	3,937	2,911
Share Capital	229	219
Reserves & Surplus	3,708	2,692
Minority Interest	1	0
Non-current liabilities	229	190
Long term borrowings	59	53
Deferred Tax Liabilities (net)	161	131
Other non-current liabilities	0	0
Long-term provisions	8	6
Current liabilities	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

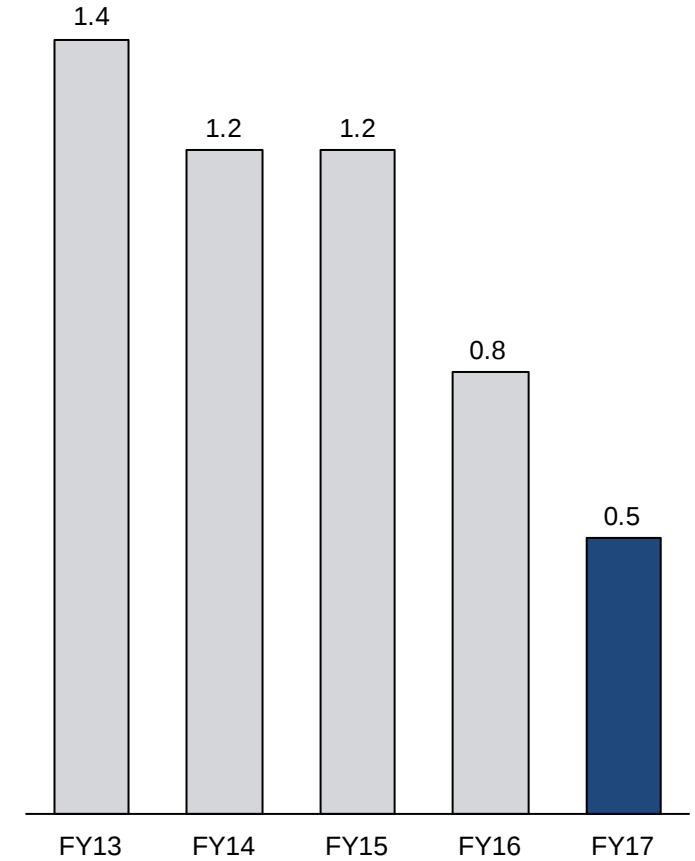
Average Return on Capital Employed*



Average Return on Equity*

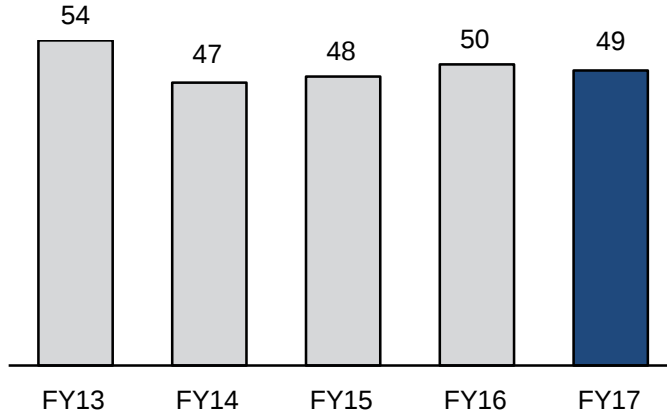


Net Debt : Equity*

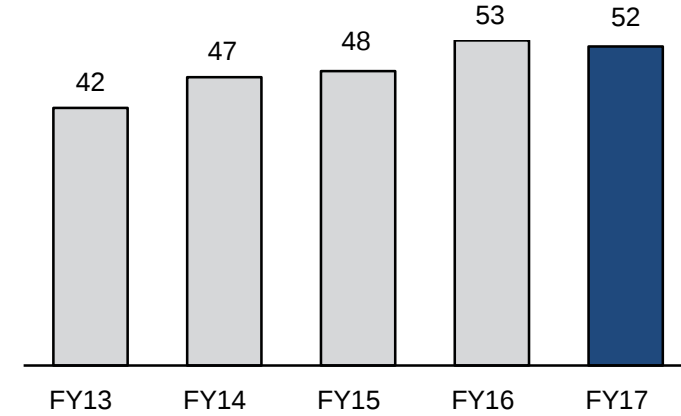


Maintaining Business efficiency

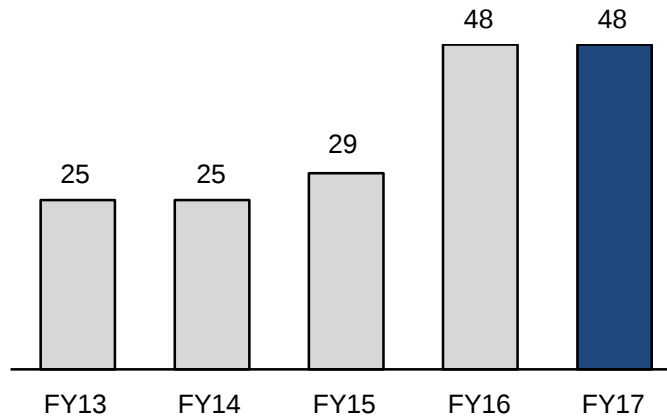
Receivable Days



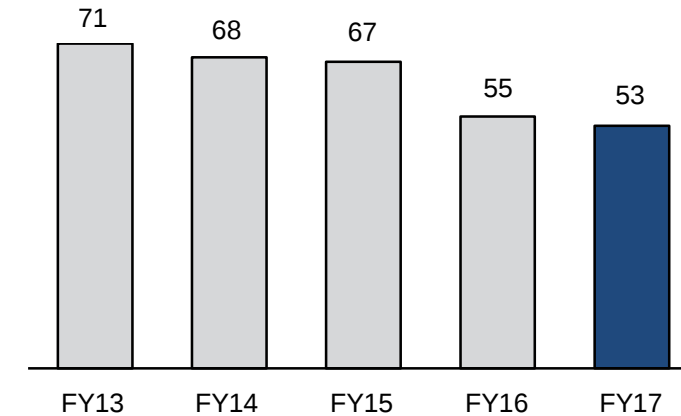
Inventory Days



Creditor Days



Working Capital Days



For further information, please contact:

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Investor Relations Advisors :



CIN - U26922KA1995PLC018990

Mr. Alex Varghese – CFO

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