Date: 10th June, 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- Q4FY21

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
Company Secretary & Compliance Officer

SHANKARA BUILDING PRODUCTS LTD. BANGALORE

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25
years

Shankara
Building Products Ltd.

Q4 & FY21 Results

Safe Harbor

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Leading Building Material Retailer

Retail Space	0.45 mn sqft
Products	75+
SKUs	30,000+
States/UT	9 / 1

Mysore, Karnataka

Thiruvalla, Kerala

Nellore, Andhra Pradesh

Chennai, Tamil Nadu

Q4 & FY21 Financial Highlights

Shankara Building Products Ltd.

Revenue	Q4FY21	FY21
	Rs. 642.3 Crs	Rs. 2,038.4 Crs

EBITDA	Q4FY21	FY21
	Rs. 28.0 Crs	Rs. 77.2 Crs
Margin	4.4%	3.8%

PBT	Q4FY21	FY21
	Rs. 15.7 Crs	Rs. 20.1 Crs
Margin	2.5%	1.0%

PAT	Q4FY21	FY21
	Rs. 11.1 Crs	Rs. 13.8 Crs
Margin	1.8%	0.7%

Margins

Note – Q4FY21 and FY21 figures are not comparable with Q4FY20 and FY20 figures due to Covid-19 and lockdowns imposed during FY21 and the general impact of the pandemic

Q4 & FY21 Operational Highlights

Shankara Building Products Ltd.

Sequential Highlights

- The Company's consistent emphasis throughout 4 quarters on **keeping operating expenses under strict control** resulted in a positive operating leverage from loss of Rs.9.3 Crore in Q1 FY21
- Interest costs have seen a significant reduction since Q1 FY21 to Q4 FY21
- Collective efforts taken by the Company from Q1FY21 resulted **in sequential positive net profit** from loss of Rs 25.3 Crore in Q1 FY21
- Sequential Same store sales growth has seen good traction of 15%+ growth each quarter
- Same store sales growth stood at 16.96%* from Q4 FY20 to Q4 FY21

Financial year Highlights

- Total overhead costs have shown drastic reduction in FY21 as compared to FY20
- During FY21, the Company strategized towards **effective inventory rationalization & debt reduction** to further strengthen the balance sheet and cash flows that will help in future growth plans
- **For FY21 Company's operating cash flow position stood at Rs. 133 Crores**

***The growth is calculated on mature store outlets (Store count – 94)**

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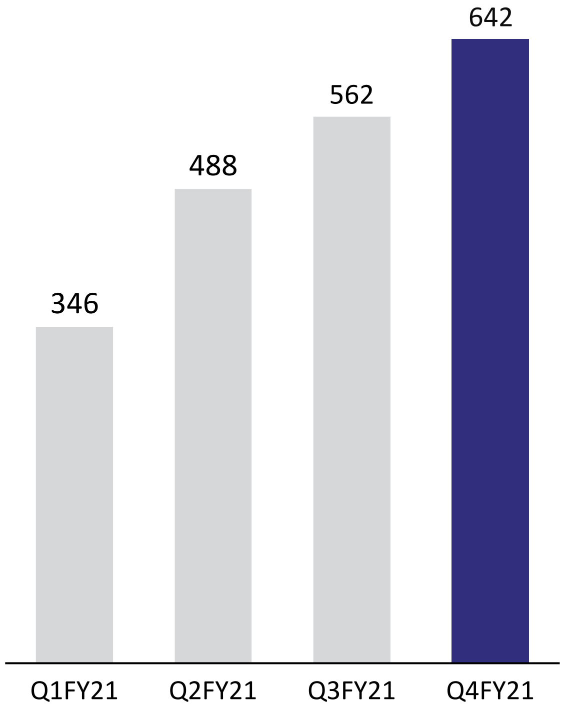
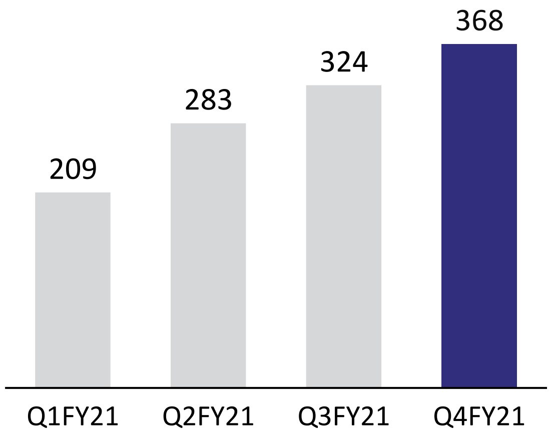
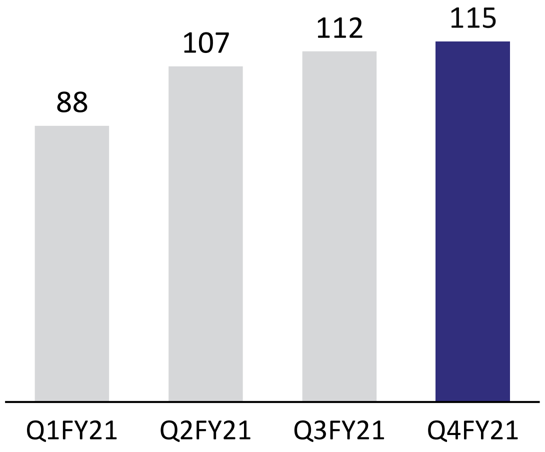
Pickup across all segments

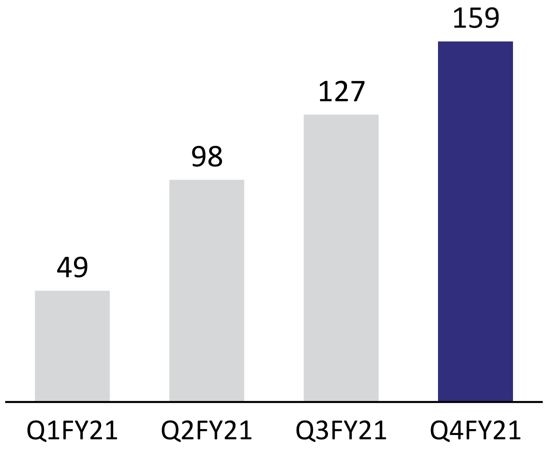
In Rs. Crs

Total Revenue = **Retail** + **Channel** + **Enterprise**







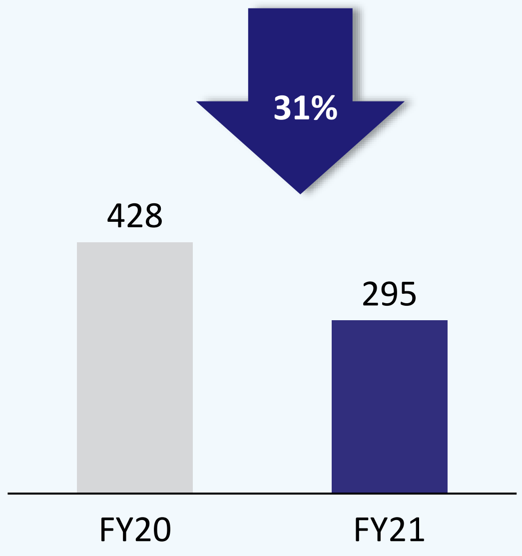


- **Retail Business Update:** The throughput from each store has increased substantially despite lesser no. of stores
- **Channel business Update:** Saw a positive growth primarily because of reasonable activity in the smaller towns and districts in many states. In this segment cash flow was consistent which was particularly useful in the pandemic year.
- **Enterprise business Update:** witnessed a good recovery in the auto segment in Q3 & and overall manufacturing activity had started picking up in the second half.

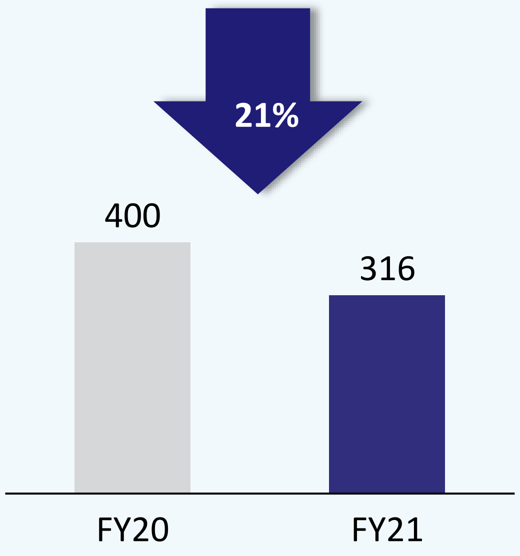
Strong Focus on Balance Sheet

Shankara Building Products Ltd.

Debtors (Rs. Crs)



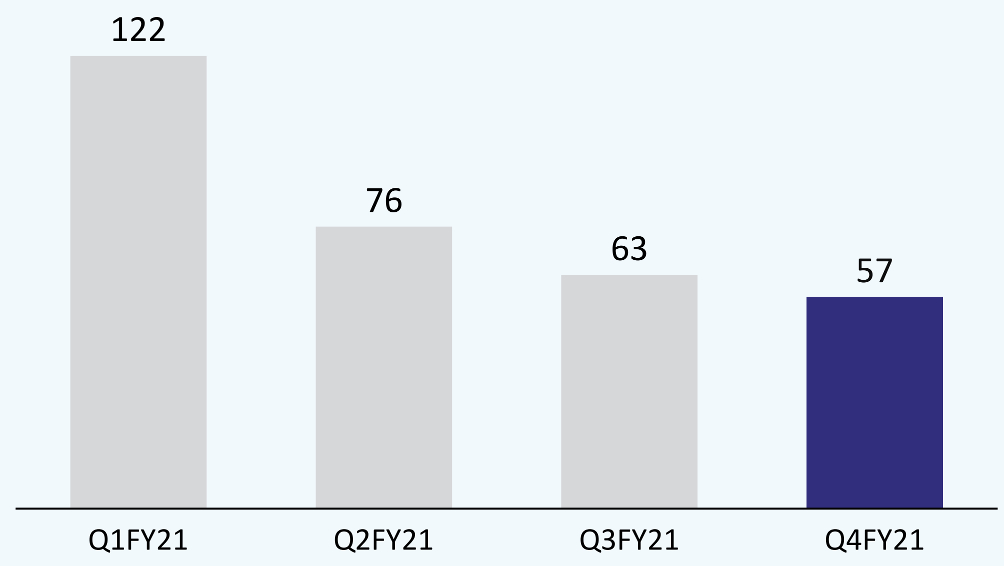
Inventory (Rs. Crs)



- During the financial year, with our continuous focus on balance sheet, we have been able to reduce Debtors by ~Rs. 133 Crs and Inventory by ~Rs. 84 crs as compared to March 2020
- Net debt + acceptances stands at Rs. 276 crores as on end of Mar 2021

Efficient Working Capital Management

Net working capital days



FY21 Operating cash flow stood strong at

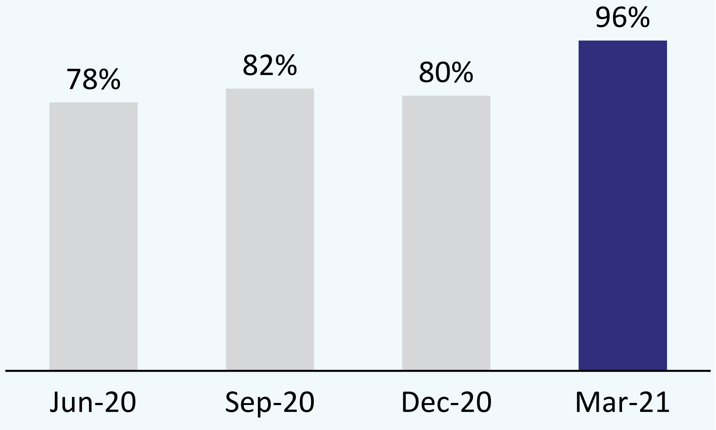
Rs. 133 Crs

- During FY21, the company focused on effectively rationalizing inventory levels & improve cash flows
- This has led to sequential increase in Net working capital and strong cash flow position

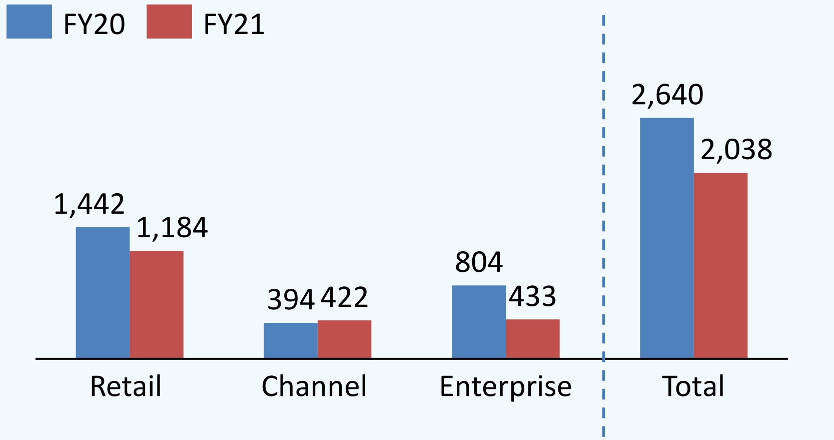
Revenue Break-Up

Shankara Building Products Ltd.

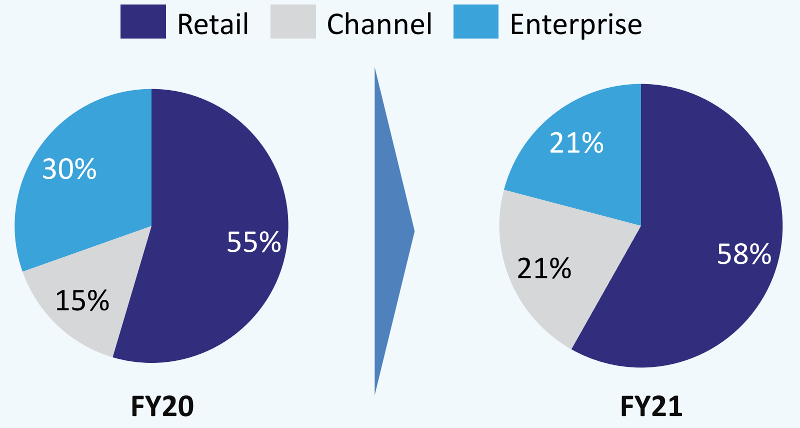
Revenue as a % of last year sales*



Revenue across Verticals (Rs. Crs)



Revenue share across Verticals



- Revenue for the quarter at ~96% of last year sales
- Tier 2 and 3 demand continued momentum
- Auto and end customer segment witnessed demand acceleration in H2
- Channel segment showed resilience

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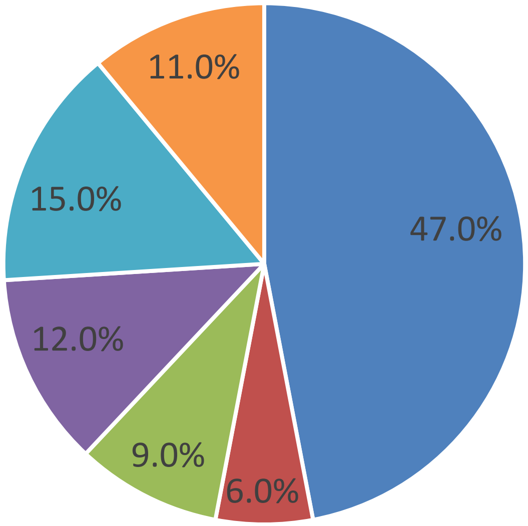
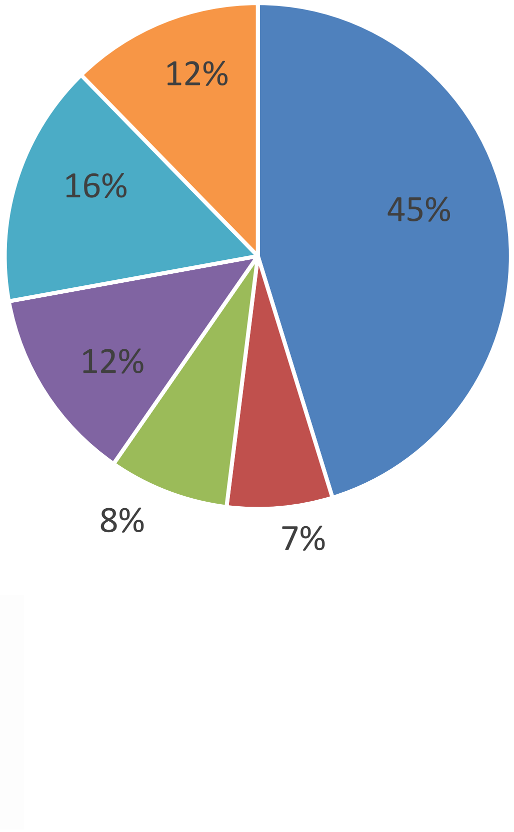
*Note: % of Sales as compared to same period last year

Revenue Break-up FY21

FY20
Revenue mix across States



FY21
Revenue mix across States



Operational Efficiencies

	Q4FY21		Q3FY21	Q2FY21	Q1FY21
No. of Retail Stores	95	-6.3%	101	115	115
Average Ticket Size	Rs. 33,982		Rs. 34,942	Rs. 30,640	Rs. 28,371
Revenue from Retail Stores	Rs. 368 Crs	13.5%	Rs. 324 Crs	Rs. 283 Crs	Rs. 209 Crs

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

Same Store Sales Growth (Sequential) quarterly			
Period	No of stores	Revenue (in Rs. Crs)	Growth
Q1 FY21	95	190.6	
Q2 FY21	95	260.3	36.54%
Q3 FY21	95	306.1	17.61%
Q4 FY21	95	365.1	19.27%

Same Store Sales Growth (YOY)			
Period	No of stores	Revenue (in Rs. Crs)	Growth
Q4-21	94	362.7	16.96%*
Q4-20	94	310.1	

*The growth is calculated on mature store outlets (Store count – 94)

Key Highlights – Retail Business

Particulars	Units	Q4FY21	Q3FY21	Q2FY21	Q1FY21
No of retail stores	Nos.	95	101	115	115
Total Area	Sq. Ft	447,904	471,264	520,576	520,576
Average Store size	Sq. Ft	4,715	4,666	4,527	4,527
Average Ticket size	Rs.	33,982	34,942	30,640	28,371
Revenue from retail stores	Rs. in Crs	368	324	283	209
Average rental cost per Sq. Ft. per month	Rs.	15.48	16.65	15.93	15.90

Significant savings in rental costs achieved

Consolidated Income Statement

Particulars (Rs. in Crs)	Q4FY21	Q3FY21	Q2FY21	Q1FY21	FY21	FY20
Total Income	**642.3**	**562.1**	**487.9**	**346.1**	**2,038.4**	**2,639.7**
Other Income	1.5	2.2	1.6	1	6.2	5
Raw Material	591.9	504.3	448.5	340	1,884.6	2,398.2
Employee Expenses	10.4	8.7	8.3	7.3	34.7	53.6
Other Expenses	13.4	13	12.5	9.2	48.1	70.9
EBITDA	**28**	**38.4**	**20.1**	**-9.3**	**77.2**	**122.1**
EBITDA %	**4.40%**	**6.80%**	**4.10%**	**-2.70%**	**3.80%**	**4.60%**
Depreciation	4.9	5.7	6.65	6.7	24	25.4
Finance Cost	7.4	8.2	8.04	9.5	33.1	43.3
Profit before Tax	**15.7**	**24.4**	**5.42**	**-25.5**	**20.1**	**53.4**
Extraordinary Expenses	-	-	-	-	-	(2.3)
Tax	4.7	2.6	-0.83	-0.2	6.3	11.2
Profit After Tax	**11**	**21.8**	**6.25**	**-25.3**	**13.8**	**39.9**
Profit After Tax (%)	**1.70%**	**3.90%**	**1.30%**	**-7.30%**	**0.70%**	**1.51%**

Consolidated Balance Sheet

Shankara Building Products Ltd.

Particulars (Rs. in Crs)	Mar-21	Mar-20
Total Equity	**521.7**	**507.5**
Equity Share Capital	**22.8**	22.8
Other Equity	**498.9**	484.6
Non-current liabilities	**60.4**	**43.6**
Financial Liabilities		
(i) Borrowings	37.8	0.9
(ii) Lease Liabilities	16.6	35.4
(iii) Other Financial Liabilities	0.1	0.1
Provisions		0.2
Deferred Tax Liabilities (Net)	5.9	6.9
Current liabilities	**343.7**	**623.5**
Financial Liabilities		
(i) Borrowings	113.0	238.1
(ii) Trade Payables	205.6	360.3
(iii) Lease Liabilities	0.9	2.3
(iv) Other Financial Liabilities	8.7	12.6
Provisions	0.4	1.9
Current Tax Liabilities (Net)	3.9	1.9
Other Current Liabilities	11.3	6.4
Total Liabilities	**925.8**	**1174.6**

Particulars (Rs. Mn)	Mar-21	Mar-20
Non-current assets	**274.0**	**299.4**
Property, Plant and Equipment	219.5	223.0
Investment Property	8.6	8.7
Capital Work in Progress	2.4	0.2
Right of use Assets	14.0	33.8
Goodwill on Consolidation	14.0	14.0
Intangible Assets		2.9
Financial Assets		
(i) Trade Receivables	3.8	3.8
(ii) Loans	9.4	11.2
Other non-current assets	2.3	1.9
Current assets	**651.8**	**875.2**
Inventories	316.1	400.4
Financial Assets		
(i) Trade receivables	295.1	428.5
(ii) Cash and cash equivalents	10.9	13.5
(iii) Bank balances other than above	4.3	7.3
(iv) Others financial assets	1.0	2.8
Other Current Assets	24.4	21.7
Current Assets Net	0.0	0.9
Non Current Assets held for sale		
Total Assets	**925.8**	**1174.6**

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For further information, please contact:

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