

Date: 12<sup>th</sup> August, 2019

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**

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**





**Shankara**  
Building Products Ltd.

SHANKARA  
**Buiidpro**

Q1 FY20  
Result  
Presentation

August  
2019

# Safe Harbor

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zff \$#

# Improving Profitability & Balance Sheet



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\*\$%

# Awards & Accolades

Outstanding Performance

**Jaquar Group**

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**Kajaria Ceramics**

\$3:5, 4 fl(:, . 68 '%; :/'

**Varmora Tiles**

† 0/, 9 %3 ' 55, 8

**Somany Ceramics**

\$3:5, 4 fl3)





# Customer Outreach Activities Strengthened

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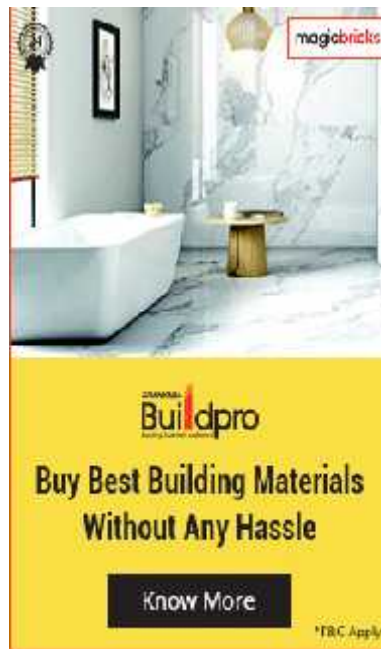
**Shankara Buildpro Stores**



- ✓ : R-BNZNH DUSTOMFR MFFTS BROSS  
LODBTIONS TO SI OMDBSF TIF WEF  
RBNHF OGPROEUDT OGGRNH-S
- ✓ : VFR\$Z/ JNGUFNDFRMFFTSI FILE OMFR  
TIF LBSTQUBRFR
- ✓ 8 OST OG TIF MFFTS I FILE JN  
DOLBCORBTION WTI PBRNFRCRBNE-S
- ✓ 7OOLUZE MBRKFTNH FGGRTS [  
NFWSPBPFR JNSFRSfi PBMPILFT  
EJSTRUCUTIONfi EJFDT OUTFRBD TO  
CONSTRUDION SJFSfiEJHTBL MBRKFTNH  
FTD
- ✓ ; ROEUDT TRBNJNH SFSSONS JN  
DOLBCORBTION WTI VBROUS CRBNE-S  
GOR CFTFR UNEFRSTBNEJNH BNE  
JNSH TS ON TIF PROEUDTS WF OGGR  
BNE TI FJRSBH-F

## Other outreach activities

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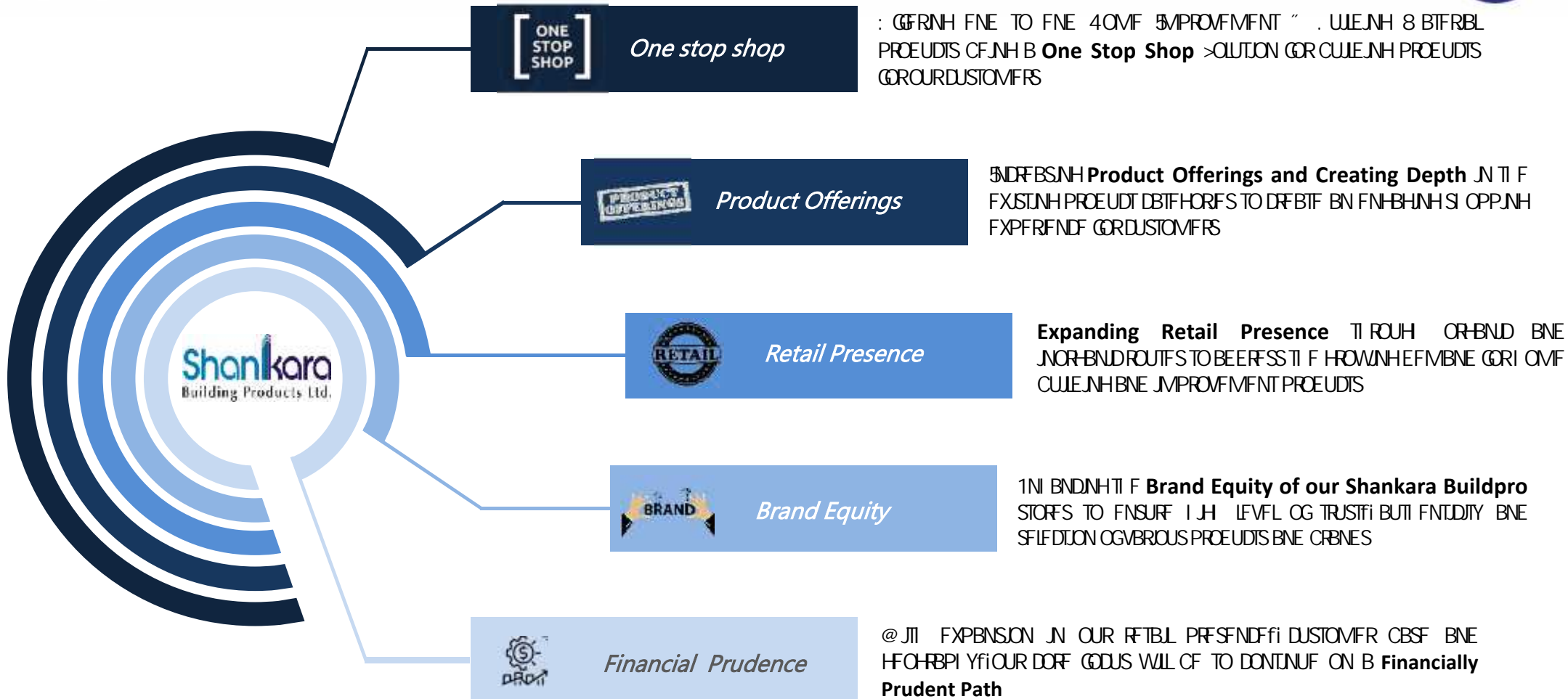


' , \*65:5; , :6-6\*; 965 6; 8) & 5+ ) ; 0-5. (\*:0009-68

**Shankara Buildpro**



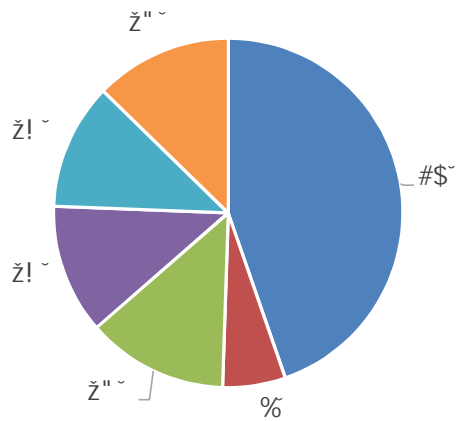
# Our Long Term Focus





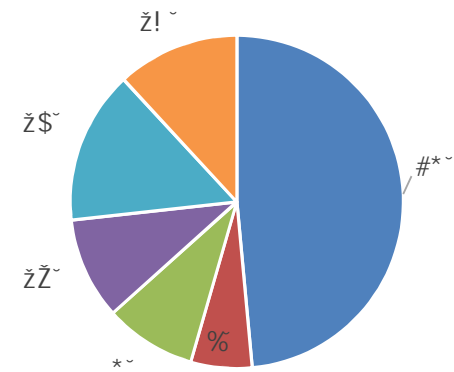
# Revenue Break up Q1FY20

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■ 6BRNBTBKB ■ - NEI RB ; RBEFS  
■ ?FLENHBNB ■ 6FRBLB  
■ ?BML9BEU ■ TI FR>TBIFS

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=FVFNUF MUX BDROSS >TBIFS



■ 6BRNBTBKB ■ - NEI RB ; RBEFS  
■ ?FLENHBNB ■ 6FRBLB  
■ ?BML9BEU ■ TI FR>TBIFS

## Key Highlights – Retail Business

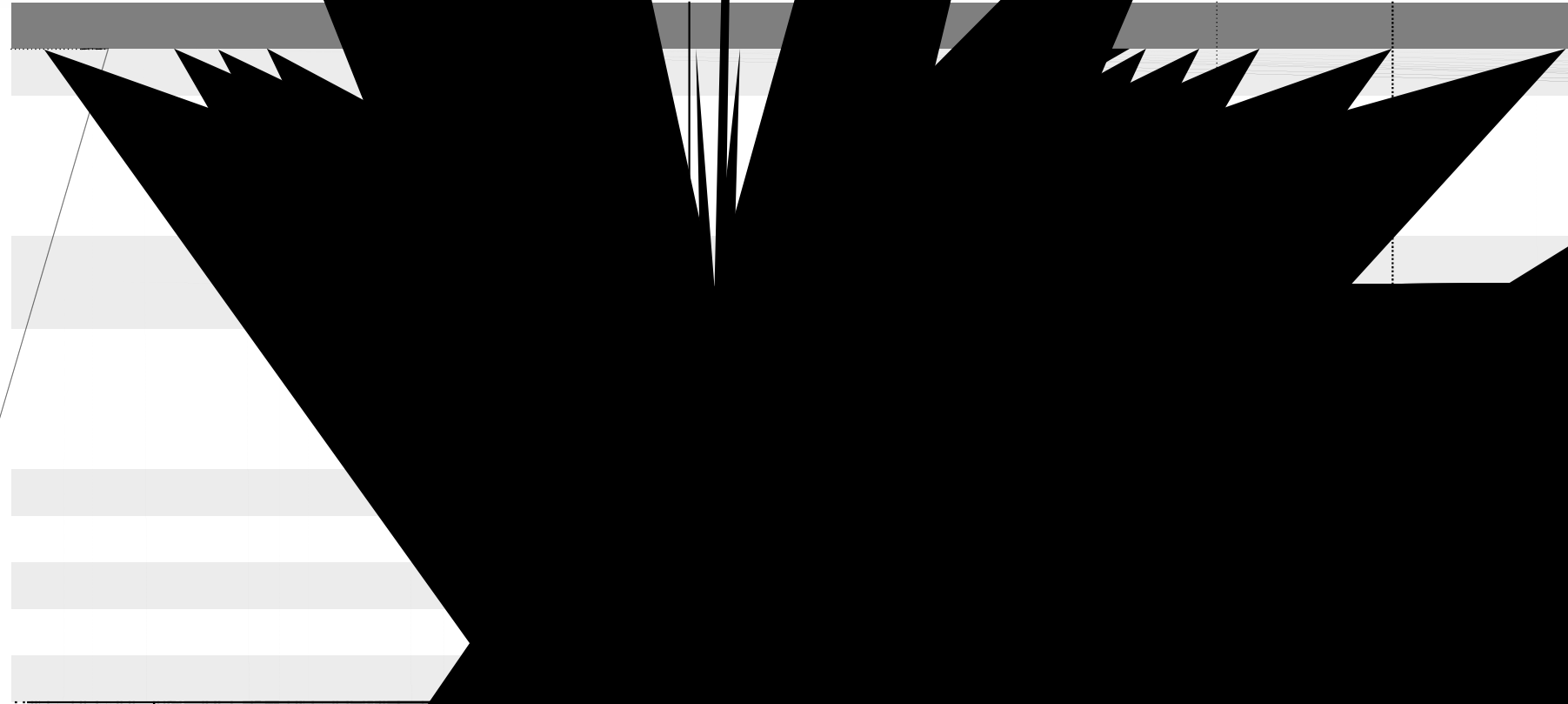
Particulars	Units	Q1FY20	Q4FY19	Q1FY19
900GRFTBLSTORES	90SL	129	ž" #	ž"!
?OTBL- RFB	>QŁ2T	5,55,622	\$f% fi ž!	\$f# f( %/
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8 BRIN ~ ~	~	8.1%	' Ł' ~	žžŁ' ~
1. 30- PFRSTORE	=SL8 N	2.25	žŁž	" Łž\$
- VFRBF RFTBLDOST PFR>QŁ2TŁPFRMONTI	=SL	20.2	ž *Ł	ž (Ł%

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# Q1FY20 Management

Shankara  
Building Products Ltd.

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# Ind AS 116: Impact on Profit & Loss, Balance Sheet & Cash Flows

## Profit & Loss A/c Impact

Particulars (Rs. in Mn)	Reported as per Ind AS 116	Ind AS 116 Impact	Without Ind AS 116
=FNT	#L'	/ #ZL	#\$L\$
OFPRFDBTCON	( \$L#	fl" ' Lž	\$(L'
2NBND / OST	žž" L'	fl* L*	žž" L#
<b>Net Impact</b>		<b>-5.8</b>	<b>PBT would have been higher by 5.8 Mn before the impact of Ind AS 116</b>

## Balance Sheet Impact

Particulars	Impact
. BLBND >I FFT - SSFT >EF	=JH T TOUSF - SSFT DRFBTFE BSBSFPBRBT LNF JTFMUNEFR2MFE - SSFT UP TO TI F TUNF OG= \$ <b>393.1 Mn</b> GRTI F LONHTFRM LFBF LBCJTYFSL: VFRBLCBND SI FFTWLLNDRBSF CY TI F BMOUNT OGBSSFT DRFBTFE GR7FBSFSL?I JSWLLI BMF BNJMPBDT ON=: /1 OG TI F DOMPBNI
. BLBND >I FFT 7BCJTY >EF	7FBSF LBCJTY OG= \$ <b>379.1 Mn</b> DRFBTFE GRJN GVMORLESFF BS BHBNST TI F BSSFT DRFBTFEL
/BSI 2LOWJMPBDT	?I FRF WOULE CF NODI BNHF JN TI F DBSI GOWOGTI F DOMPBNI EUF TO DI BNHFSJN BDDOUNTJNHSTBNEBRESL

The background is a light gray with abstract white geometric lines and shapes. A large dark blue circle with a white border is centered on the page. To its left is a smaller blue circle and a white circle. To its right is a larger blue circle. A faint gray line resembling a staircase or a path is visible on the right side.

# **Historical Financial Performan ce**

## FY19 Income Statement\*

Particulars (Rs. Mn)	FY19	FY18
<b>Total Income</b>	<b>26,541</b>	<b>25,487</b>
=BW8 BTFRBL	! " \$* #	! žff ( %
1MPLOYFF 1XPENSES	%#!	\$ \$*
: TI FR1XPENSES	žffž*	žff ( *
<b>EBITDA</b>	<b>1,197</b>	<b>1,752</b>
<b>EBITDA %</b>	<b>4.5%</b>	<b>6.9%</b>
: TI FR5NDOMF	#!	%
OFPRFDJTION	ž ( %	ž " %
2NBNDJ /OST	\$%	#%
<b>Profit before Tax</b>	<b>485</b>	<b>1,159</b>
?BX	ž \$(	#! ž
<b>Profit after Tax</b>	<b>327</b>	<b>738</b>
<b>Cash Profit</b>	<b>514</b>	<b>874</b>
<b>EPS</b>	<b>14.33</b>	<b>32.30</b>



# FY19 Balance Sheet\*

Particulars (Rs. Mn)	Mar-19	Mar-18
<b>Total Equity</b>	<b>4,791</b>	<b>4,558</b>
1. EQUITY > B.F. / B.P.J.B.L.	!! (	!! (
: T.F. R.1. EQUITY	#F\$%	#F! *
9. ON F. CONTROLLING B.N.T.F.F.S.T.	ž	ž
<b>Non-current liabilities</b>	<b>235</b>	<b>181</b>
2. N.B.N.D.B.L.7.B.C.U.T.F.S.		
J. . ORROWNHS	! #	*
J. : T.F. R.2.N.B.N.D.B.L.7.B.C.U.T.F.S.	fl	fl
; ROVS.SONS	"	"
OF G.F.F.E. ?B.X.7.B.C.U.T.F.S. 9.F.T.	! ž%	ž%
<b>Current liabilities</b>	<b>6,094</b>	<b>7,389</b>
2. N.B.N.D.B.L.7.B.C.U.T.F.S.		
J. . ORROWNHS	ž fl! '	! fl! ž
J. ?R.B.E.F. ; B.Y.B.C.I.F.S.	" fl ž#	# fl ž\$
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/U.R.R.F.N.T. ?B.X.7.B.C.U.T.F.S. 9.F.T.	! "	( ž
: T.F. R./U.R.R.F.N.T.7.B.C.U.T.F.S.	ž#"	( \$
<b>Total Liabilities</b>	<b>11,120</b>	<b>12,128</b>

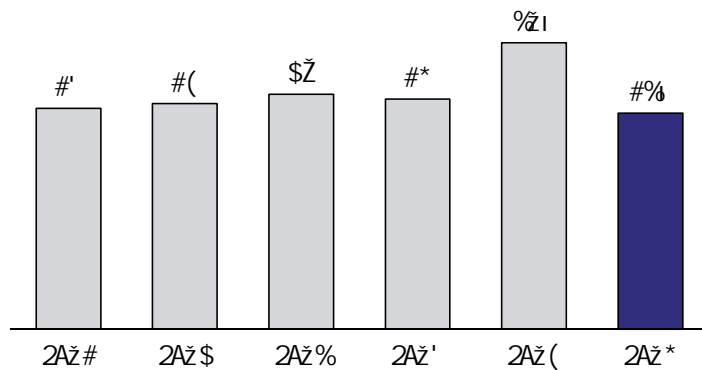
Particulars (Rs. Mn)	Mar-19	Mar-18
<b>Non-current assets</b>	<b>2,773</b>	<b>3,208</b>
; R.O.P.F.R.I.Y. ; L.B.N.T.B.N.E. 1. Q.U.P.M.F.N.T.	! fl \$!	! fl! %
B.M.F.S.T.I.M.F.N.T. ; R.O.P.F.R.I.Y.	' ž	ž
/B.P.J.B.L.@O.R.K.U.N. ; R.O.H.F.E.S.S.	#"	fl
B.N.T.B.N.H.O.L.F. - S.S.F.T.S.	%%	ž ž#
3. O.C.E.W.I.L.O.N. / O.N.S.O.L.E.B.T.I.O.N.	ž#ž	ž#ž
2. N.B.N.D.B.L. - S.S.F.T.S.		
J. ?R.B.E.F. =F.D.F.M.B.C.I.F.S.	#ž	" ž
J. ?O.B.N.S.	ž#(	ž ( ž
: T.F. R.N.O.N.F.U.R.R.F.N.T. B.S.S.F.T.S.	ž#	! %
<b>Current assets</b>	<b>8,346</b>	<b>8,919</b>
B.M.F.N.T.O.R.F.S.	" fl! *	# fl \$
2. N.B.N.D.B.L. - S.S.F.T.S.		
J. ?R.B.E.F. =F.D.F.M.B.C.I.F.S.	" fl! %	# fl! ž
J. /B.S.I. B.N.E. D.B.S.I. F.O.U.W.B.L.E.N.T.S.	*!	ž!
J. . B.N.K. C.B.L.B.N.D.F.S.O.T.I. F.R.T.I. B.N.B.C.O.M.F.	( "	#(
J. : T.F. R.S.G.N.B.N.D.B.L.S.S.F.T.S.	ž"	ž!
: T.F. R./U.R.R.F.N.T. - S.S.F.T.S.	! *%	# \$ž
/U.R.R.F.N.T. - S.S.F.T.S. 9.F.T.	'	fl
9. O.N./U.R.R.F.N.T. - S.S.F.T.S.I. F.I.E. G.O.R.S.B.L.F.	%ž	fl
<b>Total Assets</b>	<b>11,120</b>	<b>12,128</b>

# Maintaining Business Efficiency

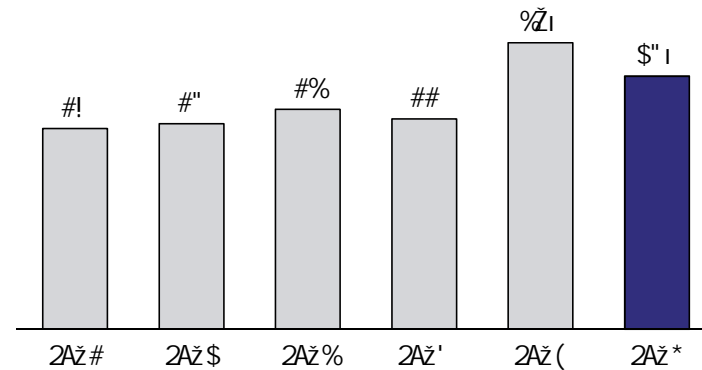
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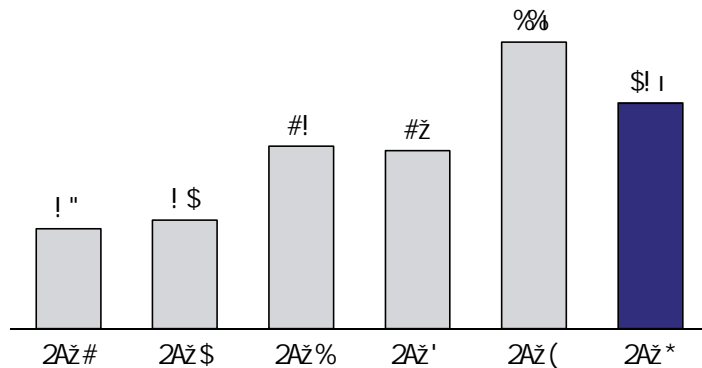
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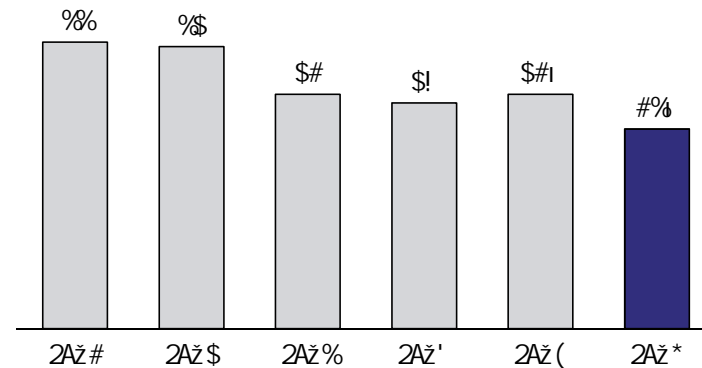
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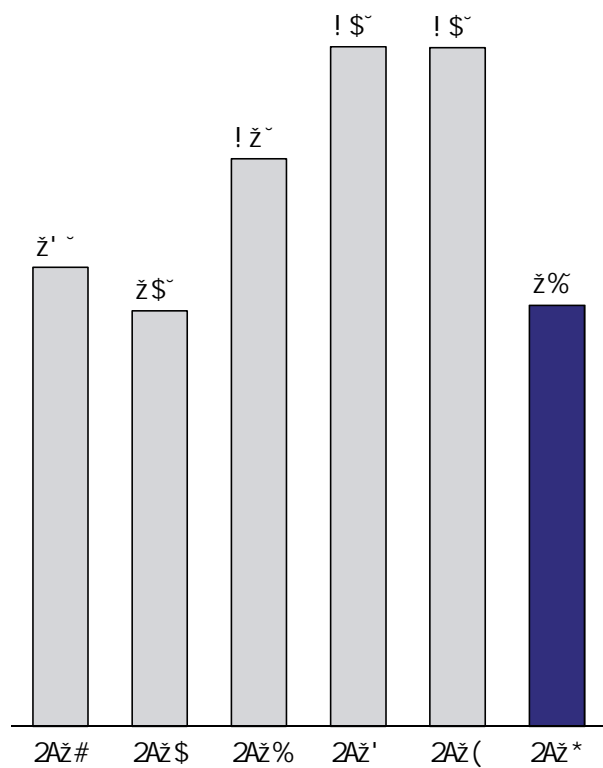


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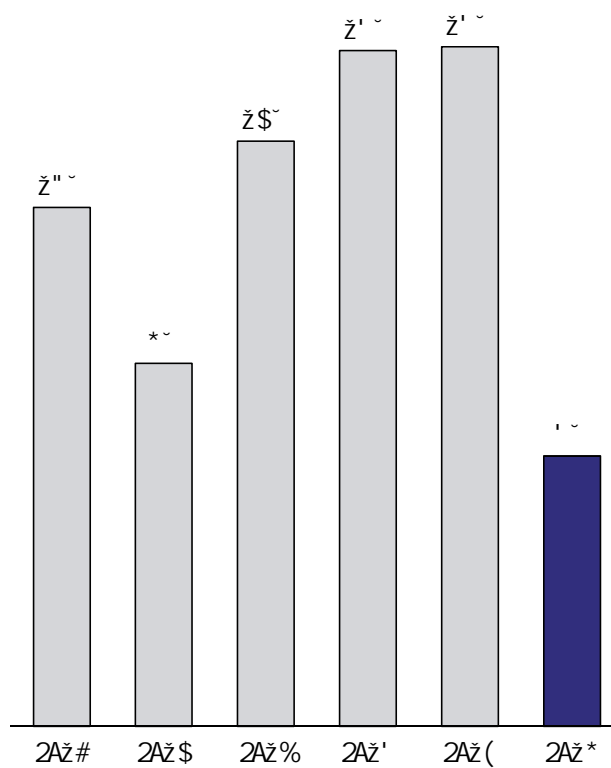


# Key Ratios

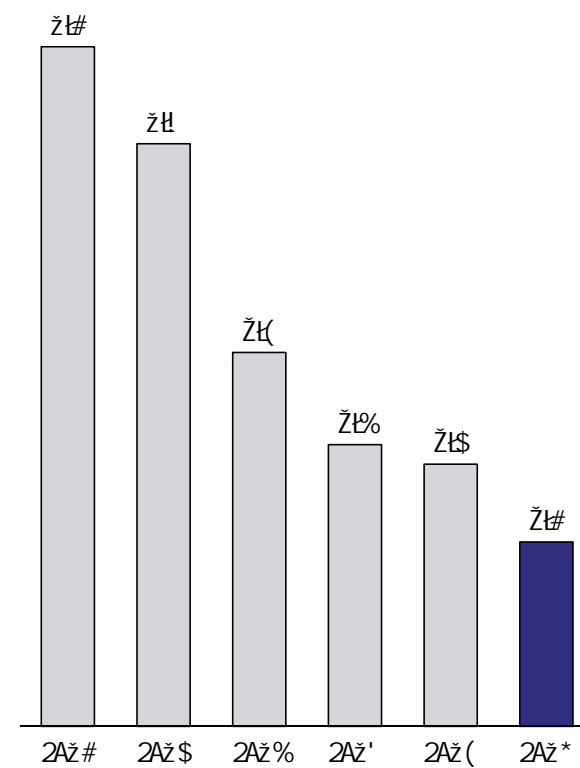
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- VFRBF = FURNON 1QJTY



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For further information, please contact:

**Company :**

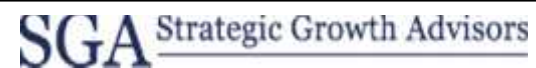


CIN - L26922KA1995PLC018990

Mr. Alex Varghese – CFO

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

**Investor Relations Advisors :**



CIN - U74140MH2010PTC204285

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