

PAINT THE  
SAFE WAY  
WITH



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painting**

Faster. Cleaner. Safer.

**SILK  
GLAMOR**

LUXURIOUS PAINT  
FOR YOUR WALLS



**BreatheEasy+**  
Hand Sanitizer



**GHAR KA  
SANITIZER**

The paint for healthy homes



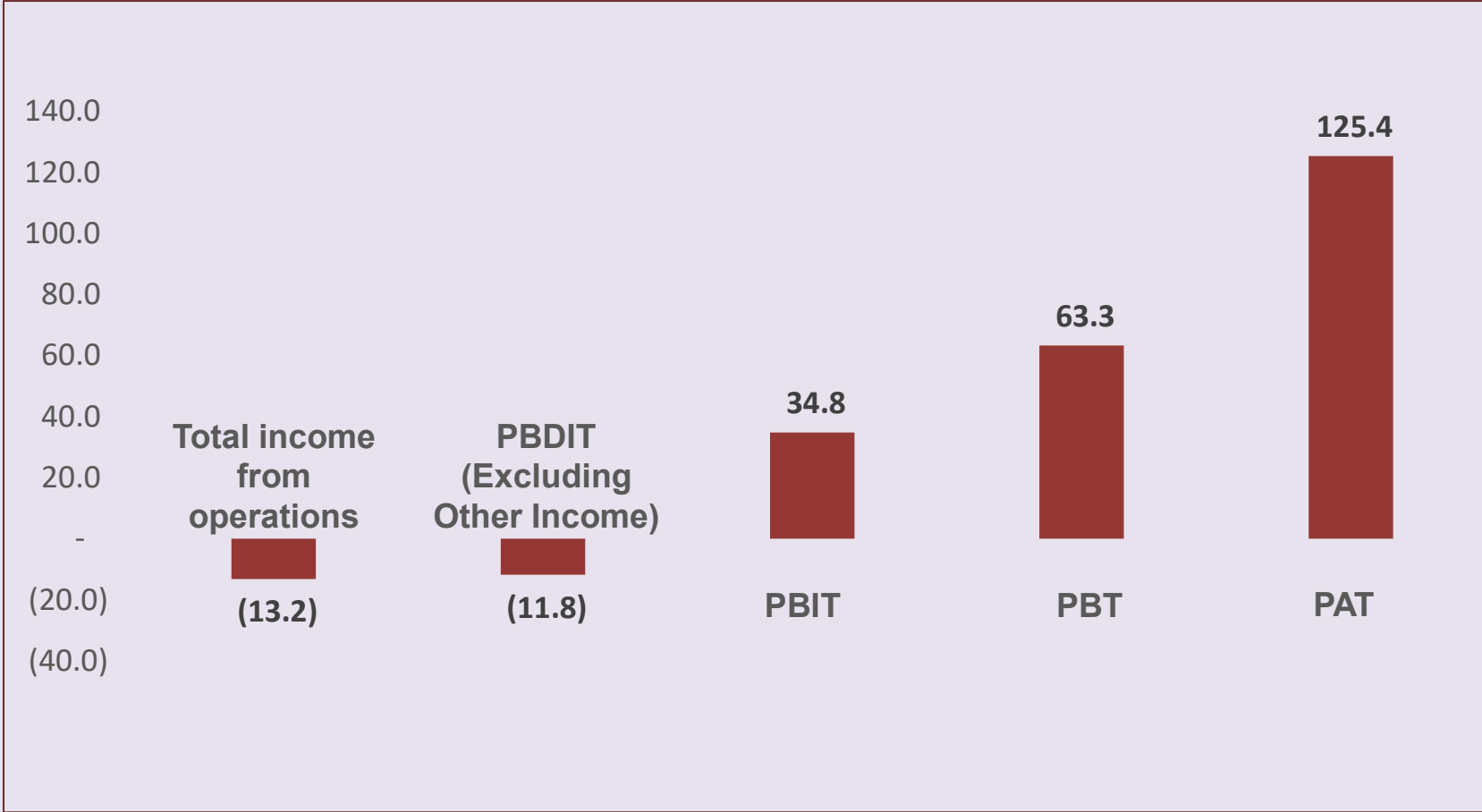
- ✓ Kills 99% Bacteria
- ✓ Reduces Pollution & Protects Immunity
- ✓ Protects from virus\*



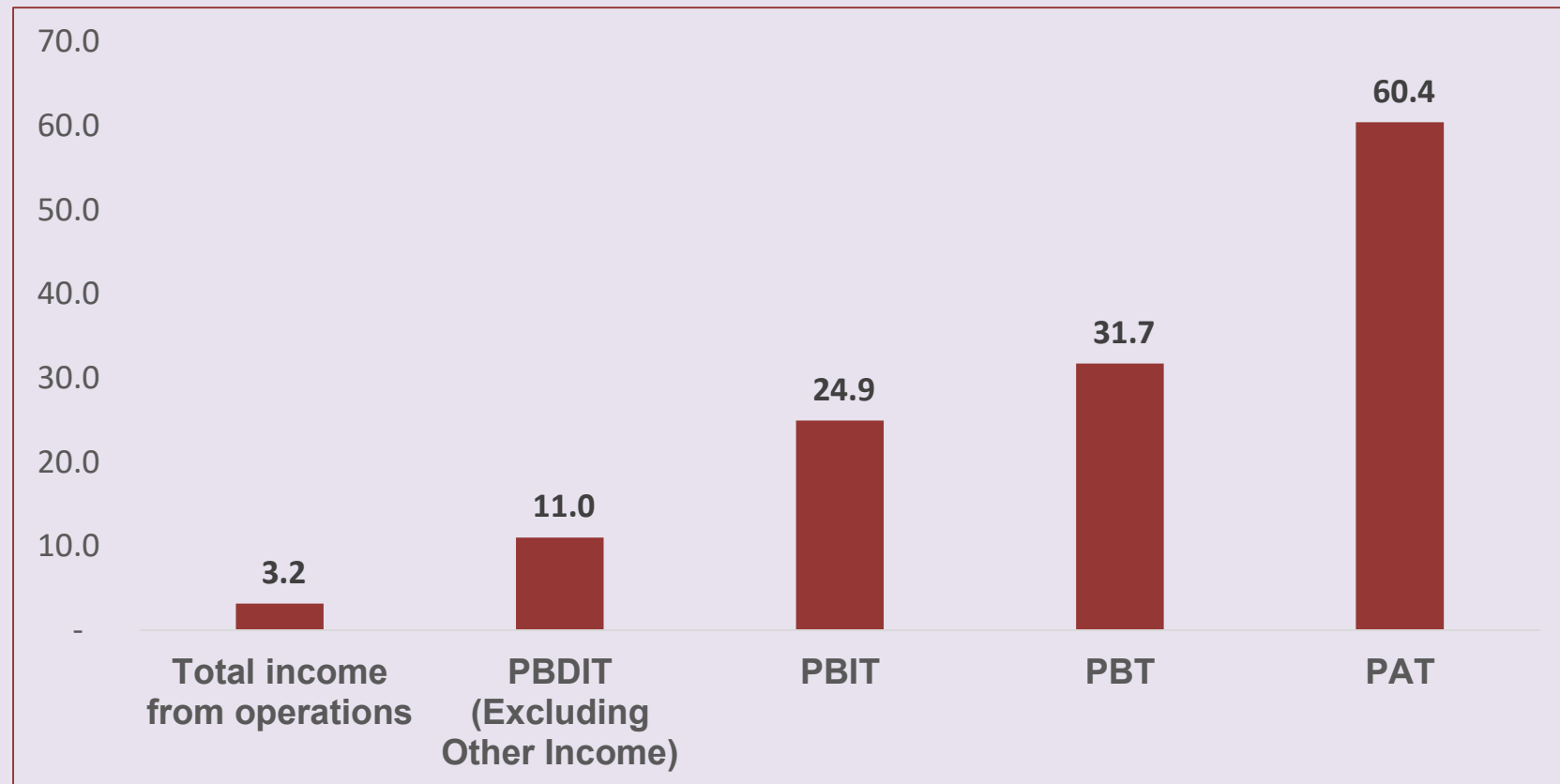
**Berger Paints India Limited  
Earnings Update Call Q4 FY20  
June 26, 2020**

## Q4 FY20 Performance

# GROWTH (%) - Standalone Q4 FY20



## GROWTH (%) -Standalone FY20



## Financial Results – Standalone Q4 FY20

- Sales growth was impacted by the nation wide lock-down
- Material cost as a percentage to sales declined mainly on account of lower raw material prices which were partially offset by decorative paint price decreases

## Financial Results – Standalone Q4 FY20

Rs Crores

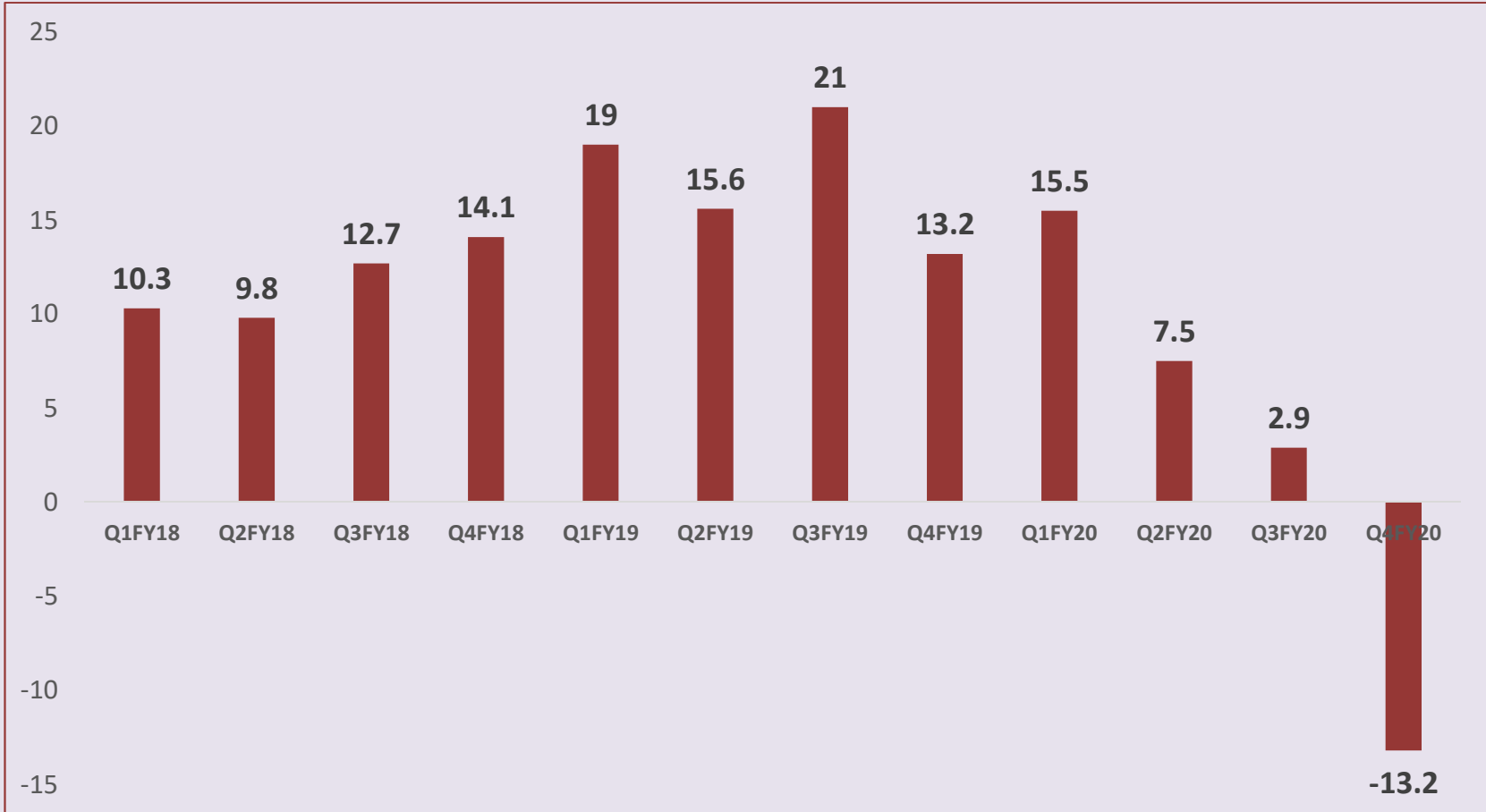
	Q4 FY 20	% to Total Income	Q4 FY 19	% to Total Income	Growth %
<b>Total income from operations</b>	1,174.82		1,352.73		<b>(13.2)</b>
Material Cost	670.49	57.1	823.02	60.8	
Employee Cost	83.22	7.1	81.04	6.0	
Other expenses	230.21	19.6	232.14	17.2	
<b>PBDIT (Excluding Other Income)</b>	<b>190.90</b>	<b>16.2</b>	<b>216.53</b>	<b>16.0</b>	<b>(11.8)</b>
Depreciation	43.22	3.7	41.90	3.1	
<b>Profit from operation before interest</b>	<b>147.68</b>	<b>12.6</b>	<b>174.63</b>	<b>12.9</b>	
Other Income	108.51	9.2	15.48	1.1	
<b>PBIT</b>	<b>256.19</b>	<b>21.8</b>	<b>190.11</b>	<b>14.1</b>	<b>34.8</b>
Finance Cost	9.62	0.8	10.50	0.8	
<b>PBT before share of joint ventures</b>	<b>246.57</b>	<b>21.0</b>	<b>179.61</b>	<b>13.3</b>	<b>37.3</b>
Exceptional Item	-	-	(28.60)	-	
<b>PBT</b>	<b>246.57</b>	<b>21.0</b>	<b>151.01</b>	<b>11.2</b>	<b>63.3</b>
Taxes	51.92	4.4	64.64	4.8	
<b>PAT</b>	<b>194.65</b>	<b>16.6</b>	<b>86.37</b>	<b>6.4</b>	<b>125.4</b>
Other comprehensive income, net of income tax	(0.93)	(0.1)	0.06	0.0	
<b>Total comprehensive income for the period</b>	<b>193.72</b>		<b>86.43</b>		

## Financial Results – Standalone FY20

Rs Crores

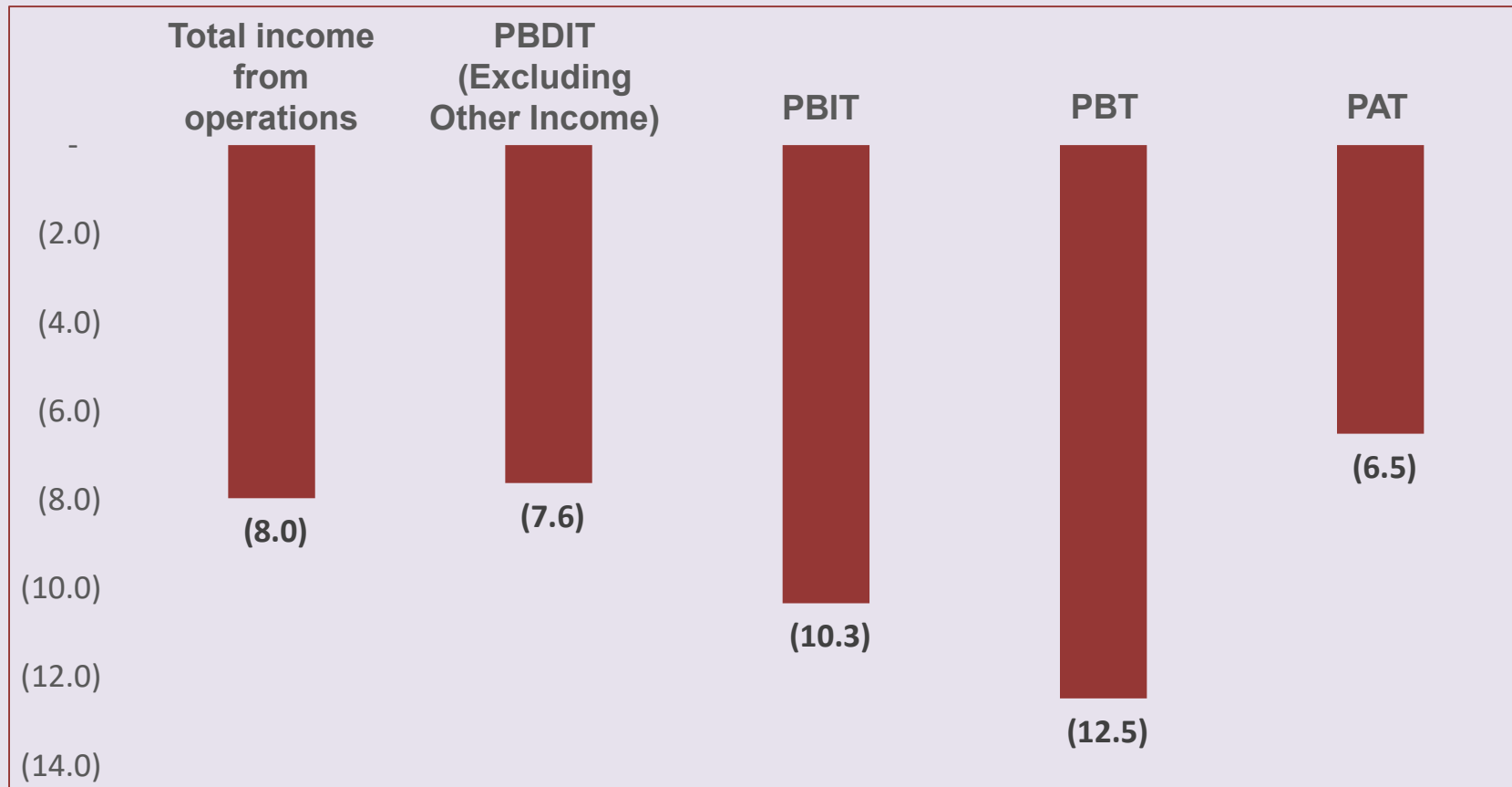
	FY20	% to Total Income	FY19	% to Total Income	Growth %
<b>Total income from operations</b>	5,691.69		5,515.55		<b>3.2</b>
Material Cost	3,367.32	59.2	3,413.82	61.9	
Employee Cost	342.52	6.0	311.67	5.7	
Other expenses	1,024.05	18.0	927.42	16.8	
<b>PBDIT (Excluding Other Income)</b>	<b>957.80</b>	<b>16.8</b>	<b>862.64</b>	<b>15.6</b>	<b>11.0</b>
Depreciation	170.52	3.0	165.45	3.0	
<b>Profit from operation before interest</b>	<b>787.28</b>	<b>13.8</b>	<b>697.19</b>	<b>12.6</b>	
Other Income	150.82	2.6	53.63	1.0	
<b>PBIT</b>	<b>938.10</b>	<b>16.5</b>	<b>750.82</b>	<b>13.6</b>	<b>24.9</b>
Finance Cost	32.68	0.6	34.87	0.6	
<b>PBT before exceptional Items</b>	<b>905.42</b>	<b>15.9</b>	<b>715.95</b>	<b>13.0</b>	<b>26.5</b>
Exceptional Item	-	-	(28.60)	-	
<b>PBT</b>	<b>905.42</b>	<b>15.9</b>	<b>687.35</b>	<b>12.5</b>	<b>31.7</b>
Taxes	206.37	3.6	251.50	4.6	
<b>PAT</b>	<b>699.05</b>	<b>12.3</b>	<b>435.85</b>	<b>7.9</b>	<b>60.4</b>
Other comprehensive income, net of income tax	(6.52)	(0.1)	(2.05)	(0.0)	
<b>Total comprehensive income for the period</b>	<b>692.53</b>		<b>433.80</b>		

# Income from operations Growth % -Standalone Q4 FY20

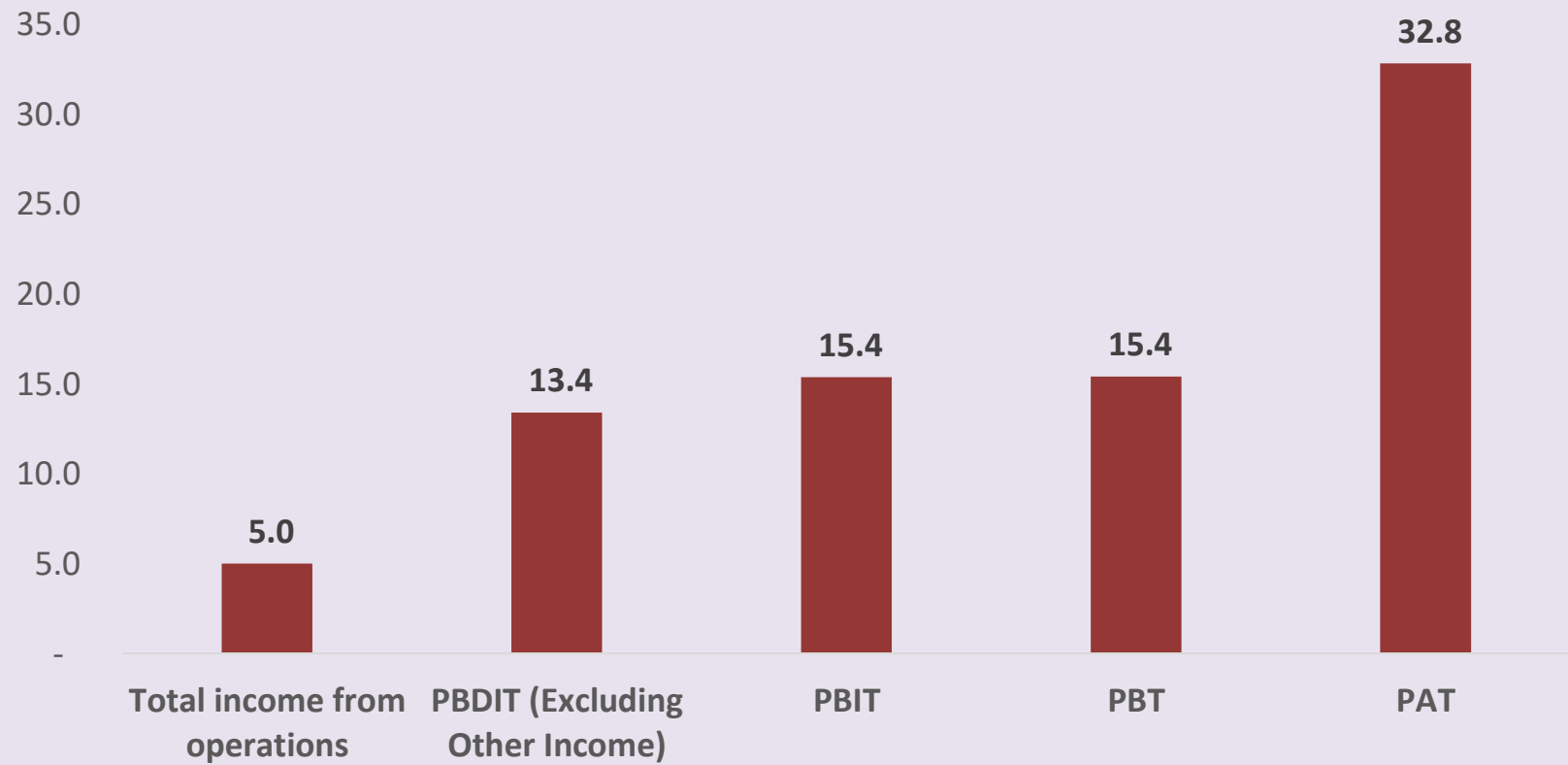




## Consolidated Q4 FY20- Growth (%)



## Consolidated FY20 - Growth (%)



## Financial Results- Consolidated: Q4 FY20

Rs Crores

	Q4 FY 20	% to Total Income	Q4 FY 19	% to Total Income	Growth %
<b>Total income from operations</b>	1,354.84		1,472.09		<b>(8.0)</b>
Material Cost	763.88	56.4	883.75	60.0	
Employee Cost	123.69	9.1	105.26	7.2	
Other expenses	258.85	19.1	257.45	17.5	
<b>PBDIT (Excluding Other Income)</b>	<b>208.42</b>	<b>15.4</b>	<b>225.63</b>	<b>15.3</b>	<b>(7.6)</b>
Depreciation	49.32	3.6	46.09	3.1	
<b>Profit from operation before interest</b>	<b>159.10</b>	<b>11.7</b>	<b>179.54</b>	<b>12.2</b>	
Other Income	16.65	1.2	16.47	1.1	
<b>PBIT</b>	<b>175.75</b>	<b>13.0</b>	<b>196.01</b>	<b>13.3</b>	<b>(10.3)</b>
Finance Cost	14.07	1.0	13.70	0.9	
<b>PBT before share of joint ventures</b>	<b>161.68</b>	<b>11.9</b>	<b>182.31</b>	<b>12.4</b>	<b>(11.3)</b>
Share of Profit / (loss) of associates and joint ventures	(2.47)		(0.39)		
<b>PBT</b>	<b>159.21</b>	<b>11.8</b>	<b>181.92</b>	<b>12.4</b>	<b>(12.5)</b>
Taxes	56.03	4.1	71.55	4.9	
<b>PAT</b>	<b>103.18</b>	<b>7.6</b>	<b>110.37</b>	<b>7.5</b>	<b>(6.5)</b>
Other comprehensive income, net of income tax	(8.19)		(2.55)		
<b>Total comprehensive income for the period</b>	<b>94.99</b>		<b>107.82</b>		

## Financial Results- Consolidated: FY20

Rs Crores

	YTD Mar'20	% to Total Income	YTD Mar'20	% to Total Income	Growth %
<b>Total income from operations</b>	6,365.82		6,061.86		<b>5.0</b>
Material Cost	3,725.81	58.5	3,699.61	61.0	
Employee Cost	452.50	7.1	408.51	6.7	
Other expenses	1126.52	17.7	1018.20	16.8	
<b>PBDIT (Excluding Other Income)</b>	<b>1,060.99</b>	<b>16.7</b>	<b>935.54</b>	<b>15.4</b>	<b>13.4</b>
Depreciation	191.01	3.0	182.27	3.0	
<b>Profit from operation before interest</b>	<b>869.98</b>	<b>13.7</b>	<b>753.27</b>	<b>12.4</b>	
Other Income	68.52	1.1	60.03	1.0	
<b>PBIT</b>	<b>938.50</b>	<b>14.7</b>	<b>813.30</b>	<b>13.4</b>	<b>15.4</b>
Finance Cost	47.04	0.7	47.24	0.8	
<b>PBT before share of joint ventures</b>	<b>891.46</b>	<b>14.0</b>	<b>766.06</b>	<b>12.6</b>	<b>16.4</b>
Share of Profit / (loss) of associates and joint ventures	(8.30)		(0.90)		
<b>PBT</b>	<b>883.16</b>	<b>13.9</b>	<b>765.16</b>	<b>12.6</b>	<b>15.4</b>
Taxes	227.06	3.6	271.27	4.5	
<b>PAT</b>	<b>656.10</b>	<b>10.3</b>	<b>493.89</b>	<b>8.1</b>	<b>32.8</b>
Other comprehensive income, net of income tax	(19.00)		(10.73)		
<b>Total comprehensive income for the period</b>	<b>637.10</b>		<b>483.16</b>		

## Financial Results- Consolidated: Q4 FY20

- Company's wholly owned subsidiaries Bolix S.A, BJN Nepal, SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) had a good quarter in terms of performance.

## Disclaimer

*This presentation has been prepared by Berger Paints India Limited for information purposes only.*

*The forward looking statements, if any, involve risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the statements.*