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SAFE WAY
WITH



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GLAMOR**

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FOR YOUR WALLS



Berger

**BreatheEasy+
Hand Sanitizer**

**GHAR KA
SANITIZER**

The paint for healthy homes



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

*Disinfectant is a certified effective agent against Coronavirus as per the WHO guidelines for better indoor spaces.

Since 1760



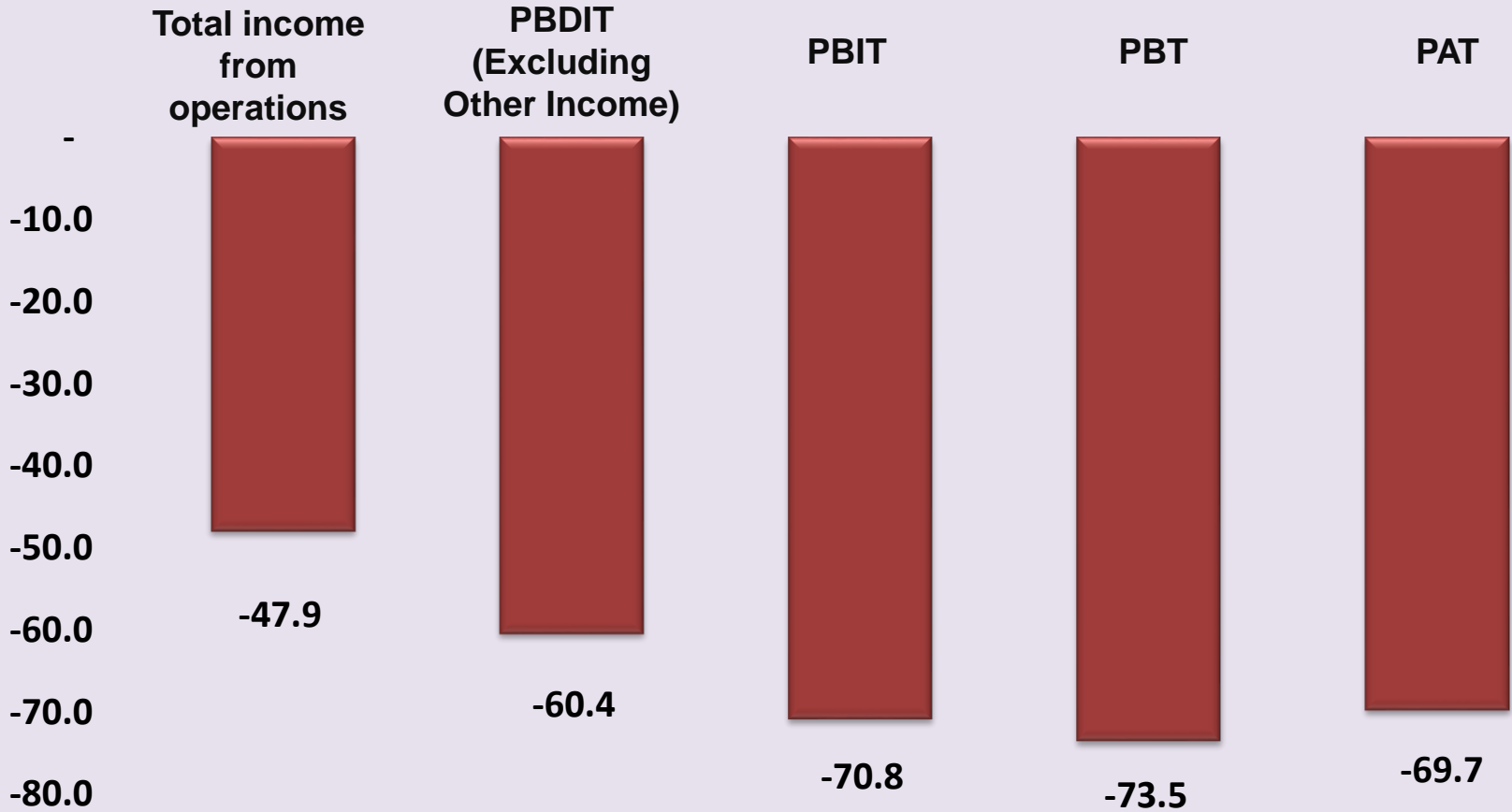
**Lewis
Berger**

Paint your imagination

**Berger Paints India Limited
Earnings Update Call Q1 FY21
August 17, 2020**

Q1 FY21 Performance

GROWTH (%) - Standalone Q1 FY21



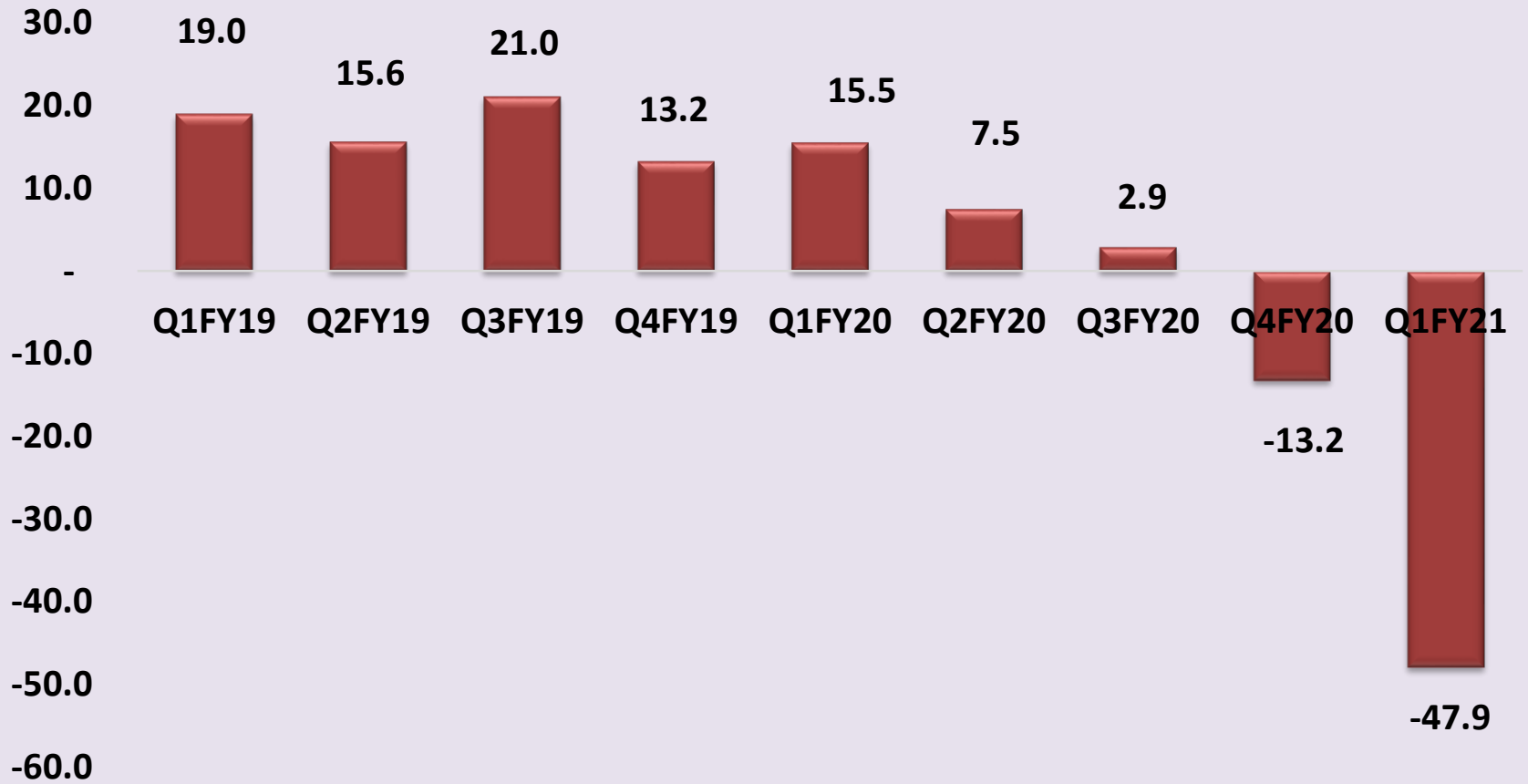
Financial Results – Standalone Q1 FY21

- Sale for decorative and industrial business was severely impacted by the nation wide lock-down in April. Thereafter demand and sales performance showed significant improvement in May & June though some parts of the country had extended lockdown impacting some metro & Tier 1 city sales
- Raw material consumption as a percentage of sales remained unchanged over corresponding quarter last year as the effect of lower raw material prices was offset by decorative paint price decreases in the trailing ten months, appreciation of USD and some product mix change

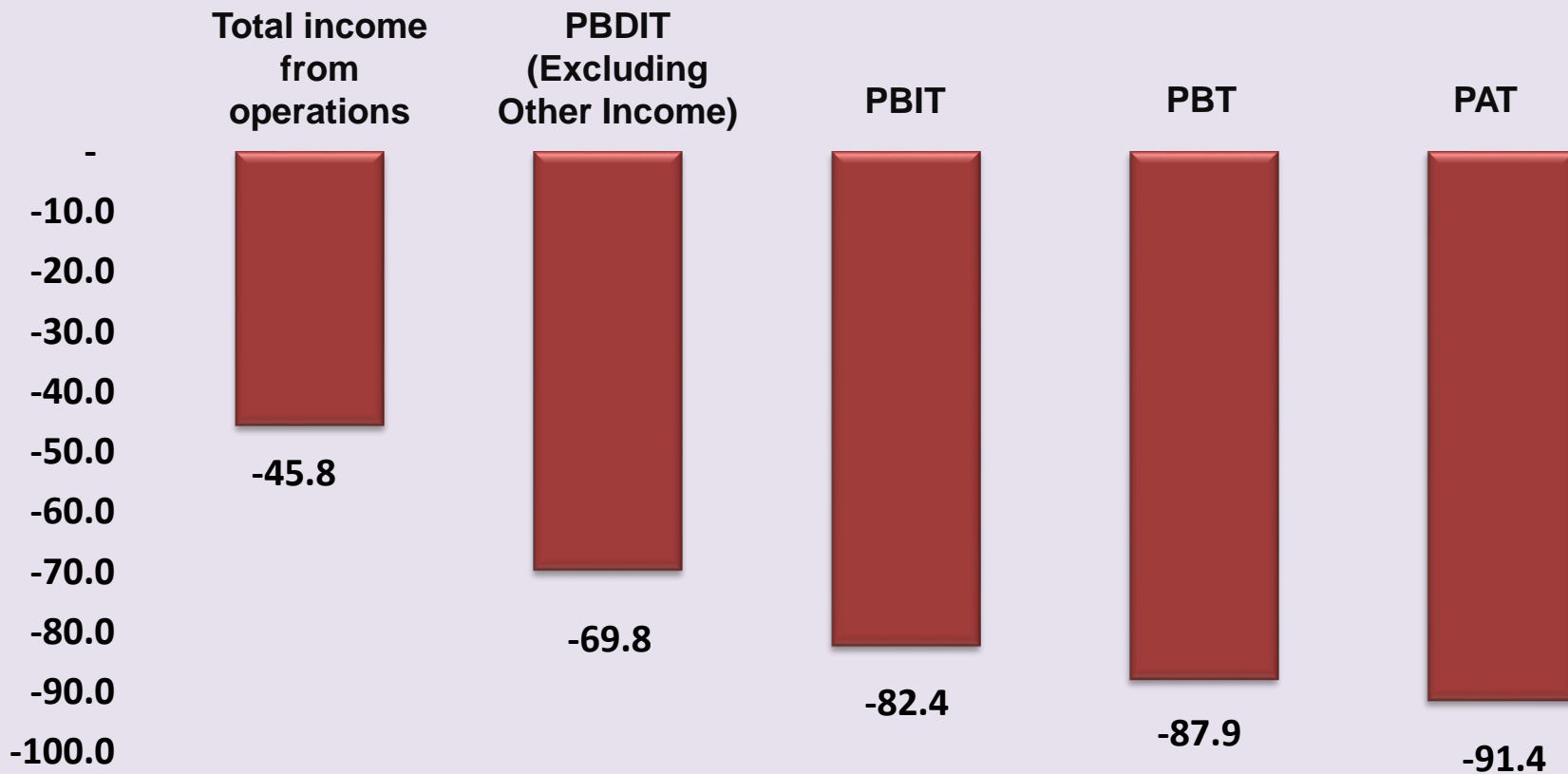
Financial Results – Standalone Q1 FY21

	Rs Crores				
	Q1 FY 21	% to Total Income	Q1 FY 20	% to Total Income	Growth %
Total income from operations	826.14		1,585.20		(47.9)
Material Cost	494.33	59.8	948.36	59.8	
Employee Cost	87.75	10.6	87.50	5.5	
Other expenses	130.56	15.8	262.80	16.6	
PBDIT (Excluding Other Income)	113.50	13.7	286.54	18.1	(60.4)
Depreciation	44.41	5.4	41.80	2.6	
Profit from operation before interest	69.09	8.4	244.74	15.4	
Other Income	7.06	0.9	16.39	1.0	
PBIT	76.15	9.2	261.13	16.5	(70.8)
Finance Cost	8.75	1.1	7.04	0.4	
PBT	67.40	8.2	254.09	16.0	(73.5)
Taxes	17.60	2.1	89.64	5.7	
PAT	49.80	6.0	164.45	10.4	(69.7)
Other comprehensive income, net of income tax	(0.37)	(0.0)	(1.48)	(0.1)	
Total comprehensive income for the period	49.43		162.97		

Income from operations Growth % -Standalone Q1 FY21



Consolidated Q1 FY21- Growth (%)



Financial Results- Consolidated: Q1 FY21

Rs Crores

	Q1 FY 21	% to Total Income	Q1 FY 20	% to Total Income	Growth %
Total income from operations	930.76		1,716.53		(45.8)
Material Cost	549.52	59.0	1,015.40	59.2	
Employee Cost	116.21	12.5	111.66	6.5	
Other expenses	172.94	18.6	284.29	16.6	
PBDIT (Excluding Other Income)	92.09	9.9	305.18	17.8	(69.8)
Depreciation	50.36	5.4	46.19	2.7	
Profit from operation before interest	41.73	4.5	258.99	15.1	
Other Income	7.83	0.8	21.88	1.3	
PBIT	49.56	5.3	280.87	16.4	(82.4)
Finance Cost	12.39	1.3	9.94	0.6	
PBT before share of joint ventures	37.17	4.0	270.93	15.8	(86.3)
Share of Profit / (loss) of associates and joint ventures	(4.47)		(0.12)		
PBT	32.70	3.5	270.81	15.8	(87.9)
Taxes	17.61	1.9	94.40	5.5	
PAT	15.09	1.6	176.41	10.3	(91.4)
Other comprehensive income, net of income tax	(3.42)		(8.39)		
Total comprehensive income for the period	11.67		168.02		

Financial Results- Consolidated: Q1 FY21

- Performance of Company's wholly owned subsidiaries BJN Nepal, SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) were impacted by the prolonged lockdown. Nepal had only 10 working days in the entire quarter.

BJN Nepal has since recovered after withdrawal of lockdown. SBL Speciality Coatings Pvt Ltd is expected to significantly improve performance going forward.
- Company's wholly owned Poland subsidiary Bolix S.A showed improved performance both in topline and profitability. This was largely possible because of the nature of the business which involves application of *external* insulation on building sites
- The consolidated profit was impacted significantly by mark to market foreign exchange loss on outstanding loans in BPOL Russia. With the subsequent appreciation of the Rouble, the gains will accrue in the subsequent quarter.

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.