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Berger Paints India Limited Earnings Update Call Q3 FY21 February 11, 2021

Anti
Bacteria

Approved by
Indian Medical
Association



Reduces
Pollution

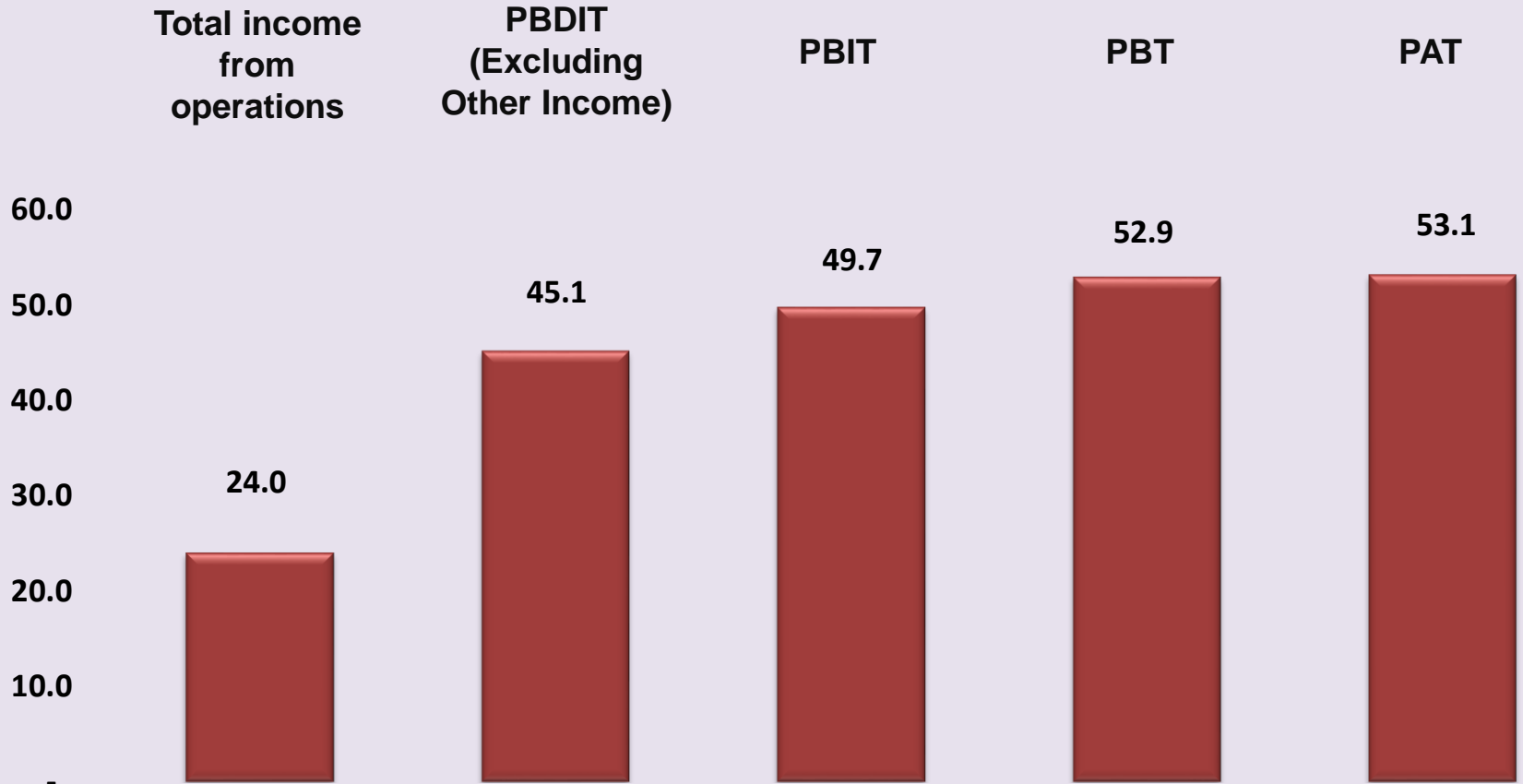


Protects from
Covid Virus

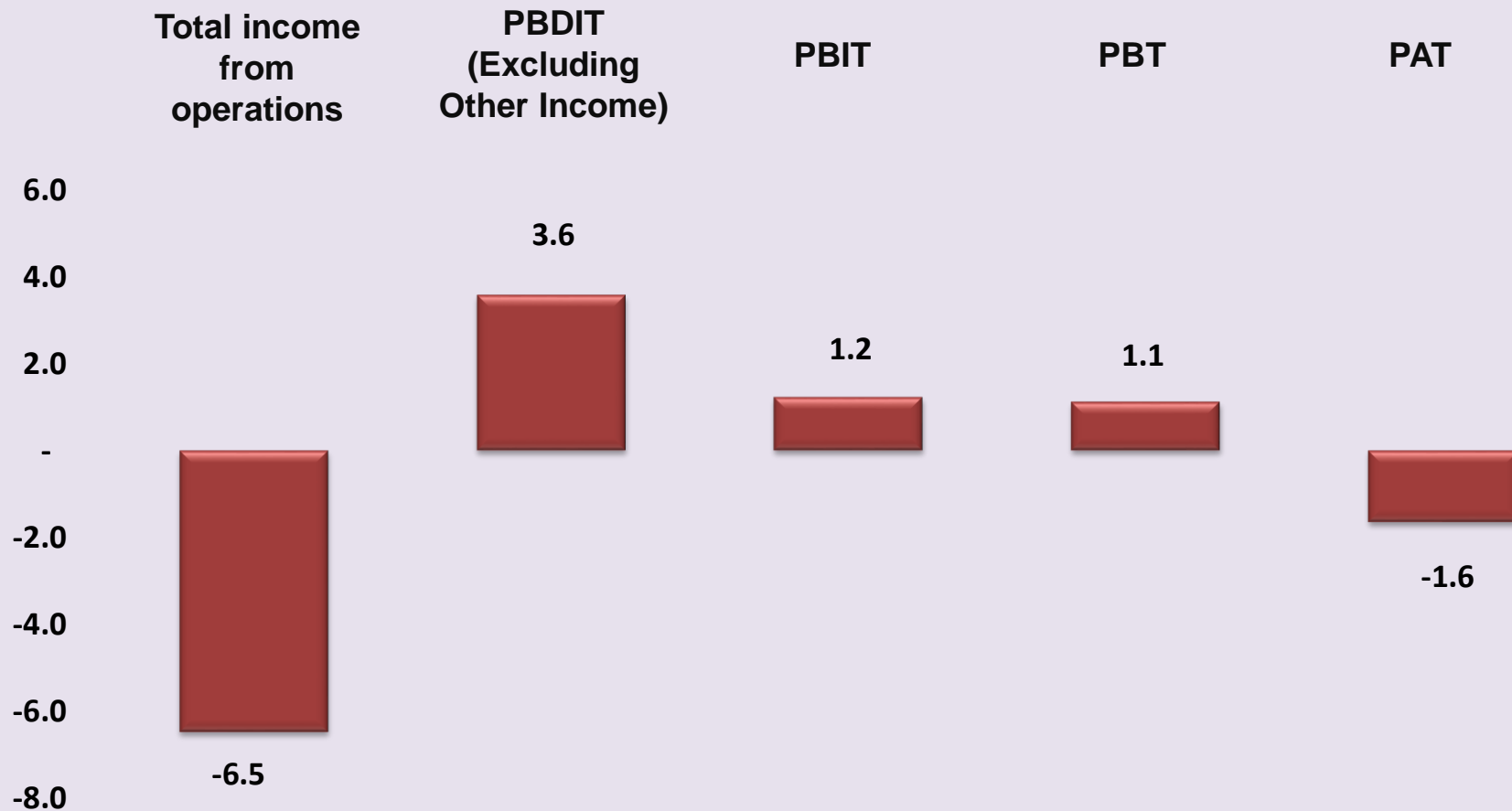


Q3 FY21 Performance

GROWTH (%) - Standalone Q3 FY21



GROWTH (%) -Standalone YTD DEC FY21



Financial Results – Standalone Q3 FY21

- Decorative business improved its growth trajectory with a robust performance for the quarter
- General industrial and automotive businesses showed significant recovery for the quarter
- Protective and infrastructure coatings business maintained reasonable growth even in this quarter
- Raw material consumption as a percentage of sales improved over corresponding quarter last year mainly on account of raw material price decreases particularly in solvents. The lower price purchases were inventorised in the previous quarter and was consumed and charged to sales in this quarter. However, going forward prices of some raw materials are firming up

Financial Results – Standalone Q3 FY21

	Rs Crores				
	Q3 FY 21	% to Total Income	Q3 FY 20	% to Total Income	Growth %
Total income from operations	1,861.87		1,501.79		24.0
Material Cost	1,047.48	56.3	891.80	59.4	
Employee Cost	91.83	4.9	83.88	5.6	
Other expenses	344.36	18.5	265.53	17.7	
PBDIT (Excluding Other Income)	378.20	20.3	260.58	17.4	45.1
Depreciation	46.79	2.5	42.93	2.9	
Profit from operation before interest	331.41	17.8	217.65	14.5	
Other Income	15.19	0.8	13.83	0.9	
PBIT	346.60	18.6	231.48	15.4	49.7
Finance Cost	6.24	0.3	8.83	0.6	
PBT	340.36	18.3	222.65	14.8	52.9
Taxes	86.79	4.7	57.07	3.8	
PAT	253.57	13.6	165.58	11.0	53.1
Other comprehensive income, net of income tax	(2.37)	(0.1)	(2.40)	(0.2)	
Total comprehensive income for the period	251.20		163.18		

Financial Results – Standalone YTD DEC FY21

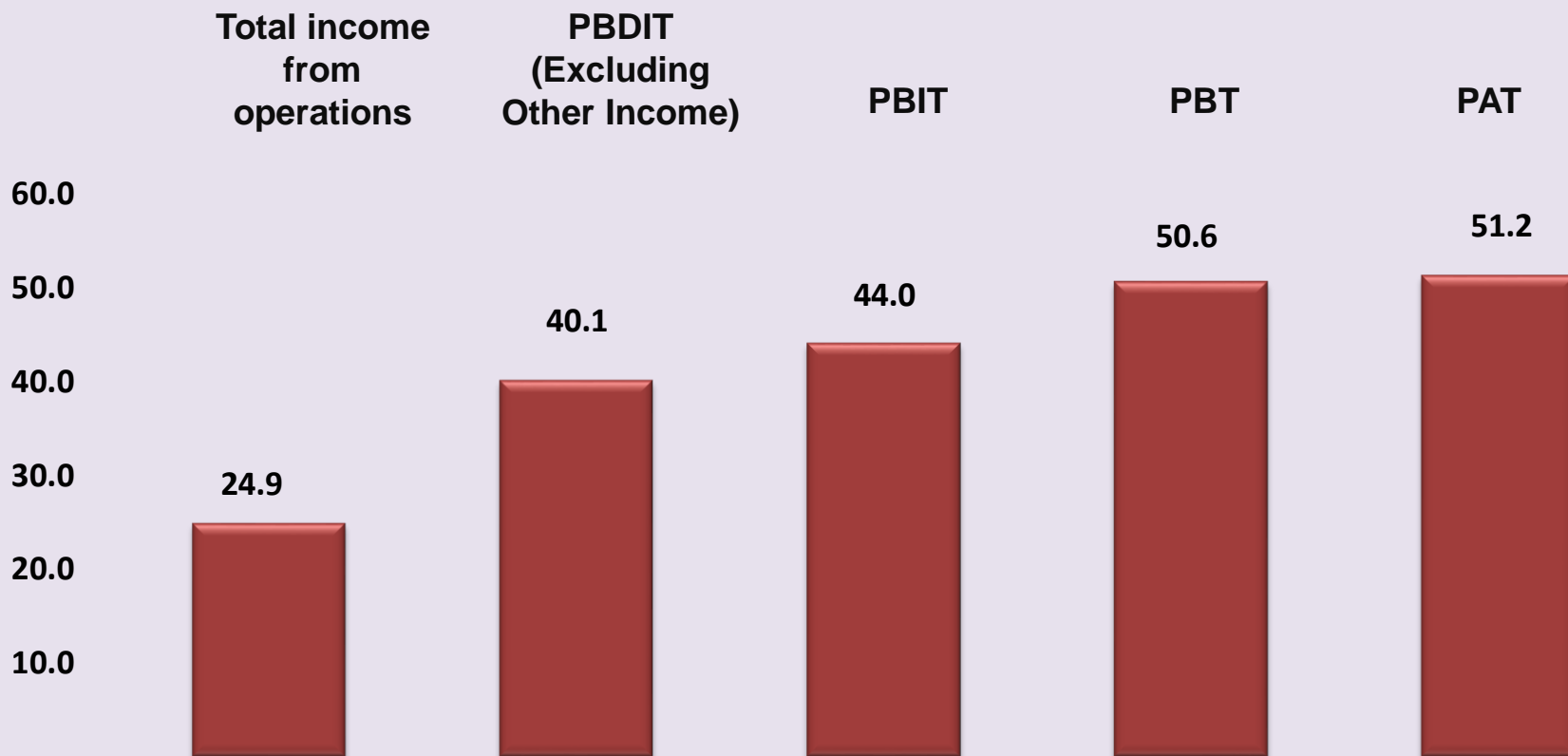
Rs Crores

	YTD DEC FY21	% to Total Income	YTD DEC FY20	% to Total Income	Growth %
Total income from operations	4,224.37		4,516.87		(6.5)
Material Cost	2,428.16	57.5	2,696.83	59.7	
Employee Cost	261.86	6.2	259.30	5.7	
Other expenses	740.08	17.5	793.85	17.6	
PBDIT (Excluding Other Income)	794.27	18.8	766.89	17.0	3.6
Depreciation	138.48	3.3	127.30	2.8	
Profit from operation before interest	655.79	15.5	639.59	14.2	
Other Income	34.49	0.8	42.31	0.9	
PBIT	690.28	16.3	681.90	15.1	1.2
Finance Cost	24.03	0.6	23.06	0.5	
PBT	666.25	15.8	658.84	14.6	1.1
Taxes	170.16	4.0	154.45	3.4	
PAT	496.09	11.7	504.39	11.2	(1.6)
Other comprehensive income, net of income tax	(1.66)	(0.0)	(5.59)	(0.1)	
Total comprehensive income for the period	494.43		498.80		

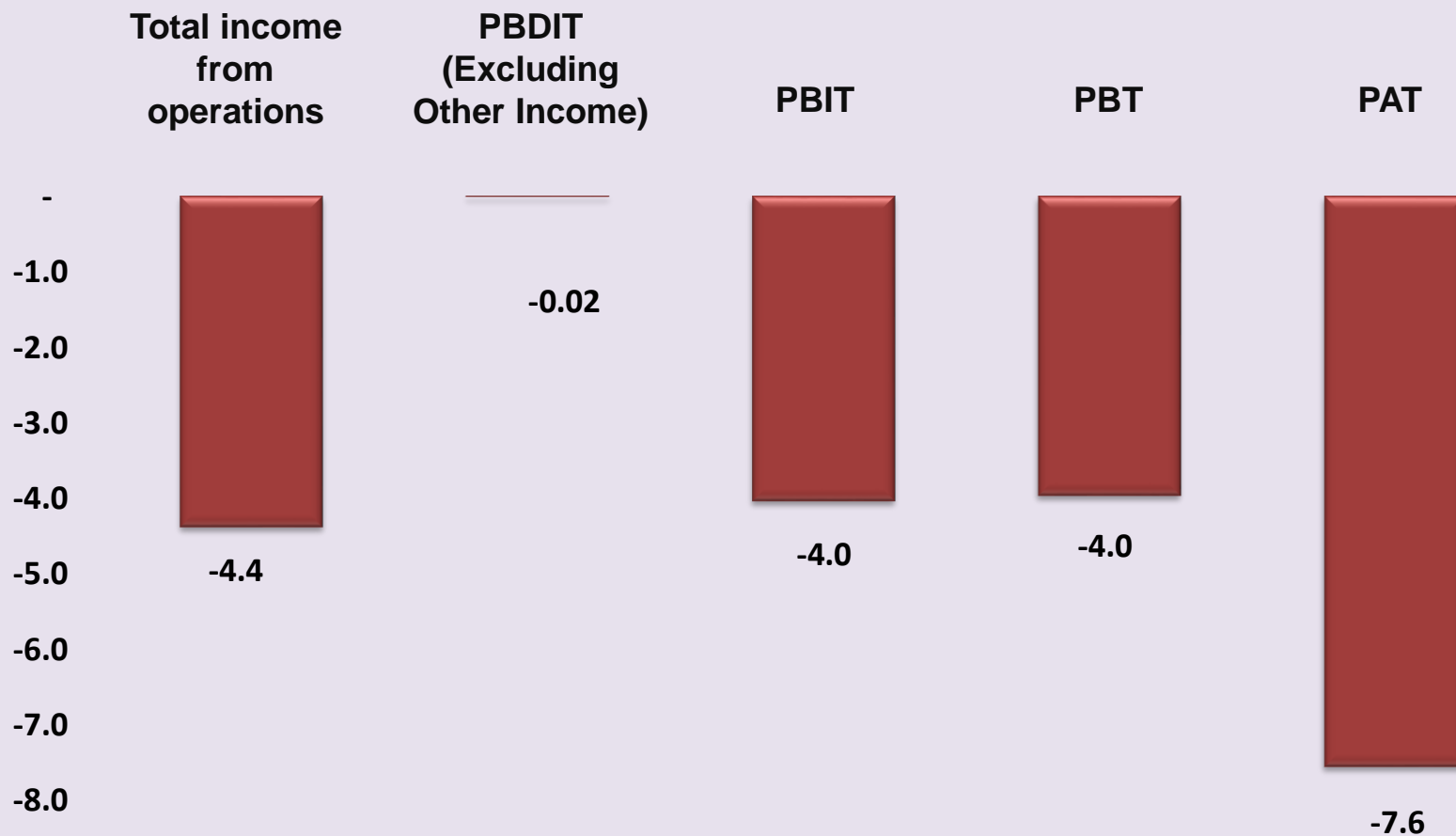
Income from operations Growth % - Standalone



Consolidated Q3 FY21- Growth (%)



Consolidated YTD DEC FY21 - Growth (%)



Financial Results- Consolidated: Q3 FY21

Rs Crores

	Q3 FY 21	% to Total Income	Q3 FY 20	% to Total Income	Growth %
Total income from operations	2,118.19		1,695.87		24.9
Material Cost	1,181.24	55.8	1,003.92	59.2	
Employee Cost	128.05	6.0	104.65	6.2	
Other expenses	393.91	18.6	291.03	17.2	
PBDIT (Excluding Other Income)	414.99	19.6	296.27	17.5	40.1
Depreciation	52.87	2.5	48.27	2.8	
Profit from operation before interest	362.12	17.1	248.00	14.6	
Other Income	15.60	0.7	14.26	0.8	
PBIT	377.72	17.8	262.26	15.5	44.0
Finance Cost	8.87	0.4	12.65	0.7	
PBT before share of joint ventures	368.85	17.4	249.61	14.7	47.8
Share of Profit / (loss) of associates and joint ventures	1.01		(4.03)		
PBT	369.86	17.5	245.58	14.5	50.6
Taxes	94.88	4.5	63.73	3.8	
PAT	274.98	13.0	181.85	10.7	51.2
Other comprehensive income, net of income tax	9.39		(5.12)		
Total comprehensive income for the period	284.37		176.73		

Financial Results- Consolidated: YTD DEC FY21

Rs Crores

	YTD DEC FY21	% to Total Income	YTD DEC FY20	% to Total Income	Growth %
Total income from operations	4,791.50		5,010.98		-4.4
Material Cost	2,727.55	56.9	2,961.93	59.1	
Employee Cost	358.35	7.5	328.81	6.6	
Other expenses	853.19	17.8	867.67	17.3	
PBDIT (Excluding Other Income)	852.41	17.8	852.57	17.0	-0.02
Depreciation	156.95	3.3	141.69	2.8	
Profit from operation before interest	695.46	14.5	710.88	14.2	
Other Income	36.49	0.8	51.87	1.0	
PBIT	731.95	15.3	762.75	15.2	-4.0
Finance Cost	32.17	0.7	32.97	0.7	
PBT before share of joint ventures	699.78	14.6	729.78	14.6	-4.1
Share of Profit / (loss) of associates and joint ventures	-4.53		(5.83)		
PBT	695.25	14.5	723.95	14.4	-4.0
Taxes	184.13	3.8	171.03	3.4	
PAT	511.12	10.7	552.92	11.0	-7.6
Other comprehensive income, net of income tax	9.55		(10.81)		
Total comprehensive income for the period	520.67		542.11		

Financial Results- Consolidated: YTD DEC FY21

- Performance of Company's wholly owned subsidiary :
 - BJN Nepal, showed healthy growth in topline and profitability as the situation started to normalise after multiple lockdowns
 - SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) also showed strong performance both in topline and profitability
 - STP Ltd showed improvement in topline and profitability
- Company's wholly owned Polish subsidiary Bolix S.A continued to show robust performance aided by some improved numbers in its UK operations
- Company's wholly owned Russian subsidiary BPOL had a mark to market loss on loan taken from Berger Cyprus Ltd on account of the Ruble depreciating against USD. Current trends, however, show that Ruble is appreciating against USD
- Company's JVs Berger Nippon Paints Automotive Coatings Ltd. and Berger Becker Coatings Ltd. showed improved performance in this 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.