

Berger Paints India Limited Earnings Update Call, Q3 FY22 February 11, 2022



Berger
Since 1958
Paints plus possibilities

Decoration bhi.
Protection bhi.

**SILK
BreatheEasy**
LUXURY INTERIOR EMULSION

#SilkKaEhsaasChainKiSaans

Approved by
**Indian Medical
Association**

Anti
Bacteria

Reduces
Pollution

Reduces
Formaldehyde

Protects from
Covid Virus

*The Indian Medical Association has satisfied itself on the Anti-Bacterial Action of Silk Breathe Easy which results in killing of 99% bacteria on the surface under standard test conditions.
*99% efficiency within 30 minutes of treatment as per study done by Rajiv Gandhi Centre for Biotechnology (Government of India Certified Laboratory)

WATERPROOFING

NO GYAN ONLY VIGYAN !

**BERGER
HOME
SHIELD**

BERGER HOME SHIELD
WATERPROOF PUTTY

BERGER HOME SHIELD
WALL SHIELD 2K

BERGER HOME SHIELD
ROOF GUARD

BERGER HOME SHIELD
DAMPSTOP

WARRANTY

WARRANTY



Q3 FY22 Performance

Food & Beverage
Consumer Product
Fashion
Home & Office Prod
Personal & Pharm
Financials
Banking
Financials

| Category | Q3 FY22 | PREV |
|--------------------|----------|----------|
| Food & Beverage | 1,290 | 1,290 |
| Consumer Product | 870 | 870 |
| Fashion | 1,920 | 1,920 |
| Home & Office Prod | 1,067 | 1,067 |
| Personal & Pharm | 359.2 | 359.2 |
| Financials | 1,474.7 | 1,474.7 |
| Banking | 1,695.7 | 1,695.7 |
| Financials | 1,916.5 | 1,916.5 |
| Banking | 1,527.49 | 1,527.49 |
| Banking | 1,741.50 | 1,741.50 |
| Banking | 2,125.65 | 2,125.65 |
| Banking | 369.61 | 369.61 |
| Banking | 200.02 | 200.02 |
| Banking | 10,467 | 10,467 |
| Banking | -10.98 | -10.98 |
| Banking | -6.39 | -6.39 |
| Banking | -4.04 | -4.04 |

GROWTH (%) - Standalone Q3 FY22

Total income
from
operations

21.2

PBDIT
(Excluding
Other Income)

-9.1

PBIT

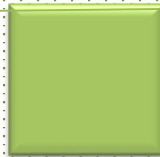
-11.1

PBT

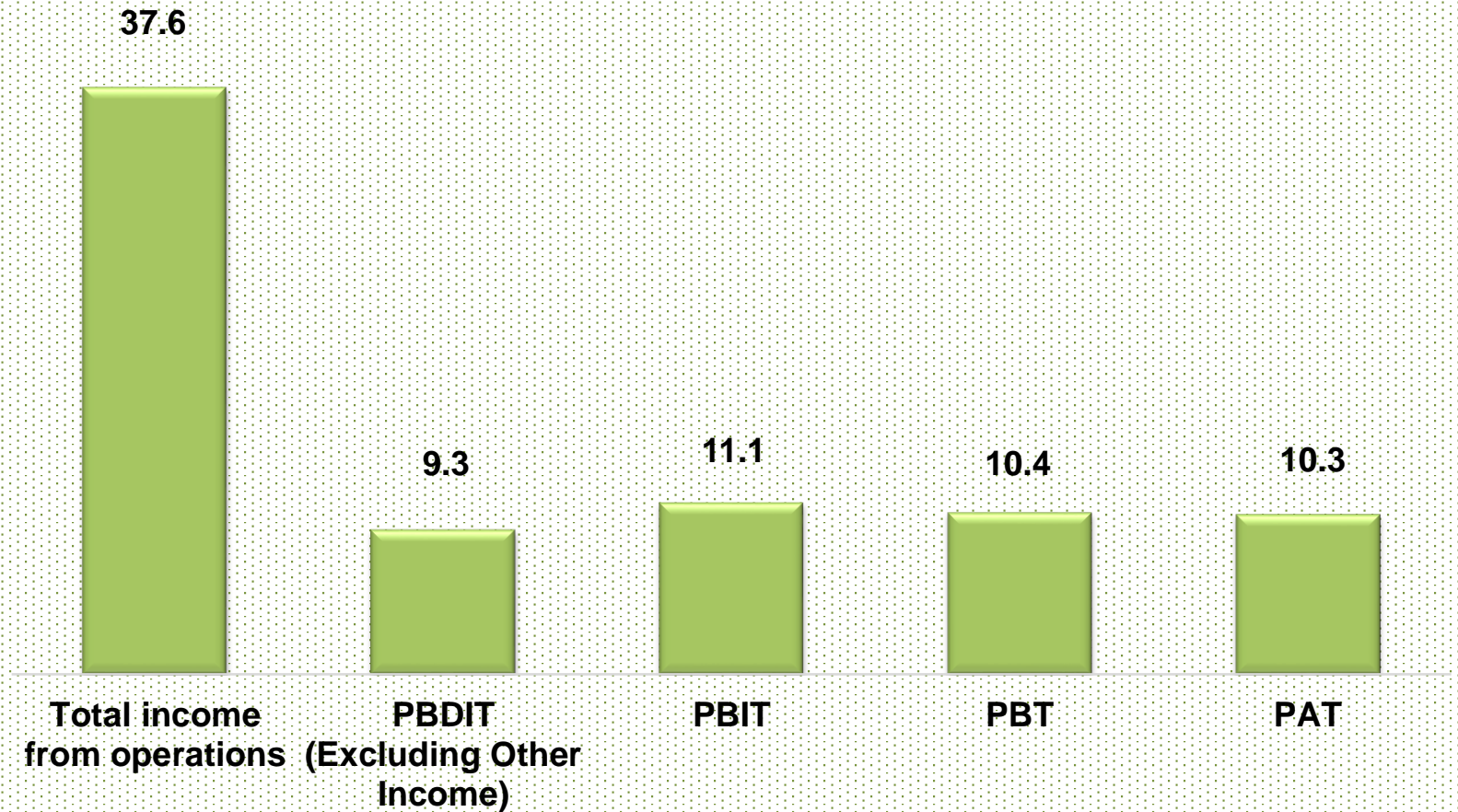
-13.1

PAT

-13.1



GROWTH (%) - Standalone YTD December FY22



Financial Results – Standalone Q3 FY22

- Decorative business continued to show strong top line growth sequentially and over corresponding quarter last year. The demand was sustained even with significant price increase during the later half of the quarter
- General industrial and automotive business also maintained its growth trajectory in the quarter
- Protective and Infrastructure coatings business showed robust growth over corresponding quarter last year
- Raw material consumption as a percentage of sales went up substantially mainly because the inventory impact of lower cost purchases had played out fully and the effect of price increase in the current quarter was only partially realised. However, the full impact of price increase both in decorative and industrial business lines will kick in from Q4FY22 onwards

Financial Results – Standalone Q3 FY22

Rs Crores

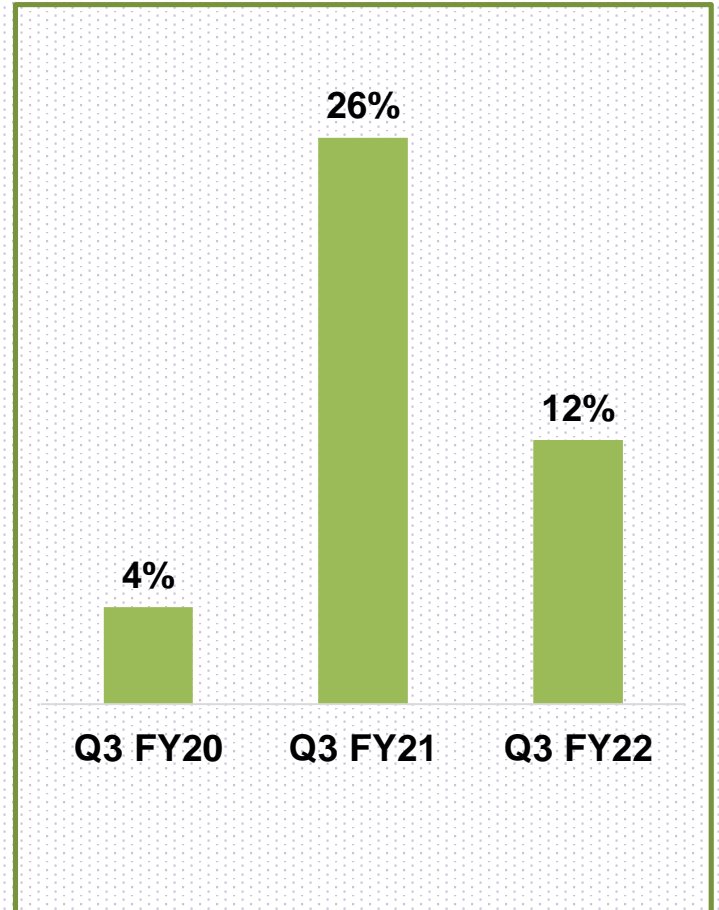
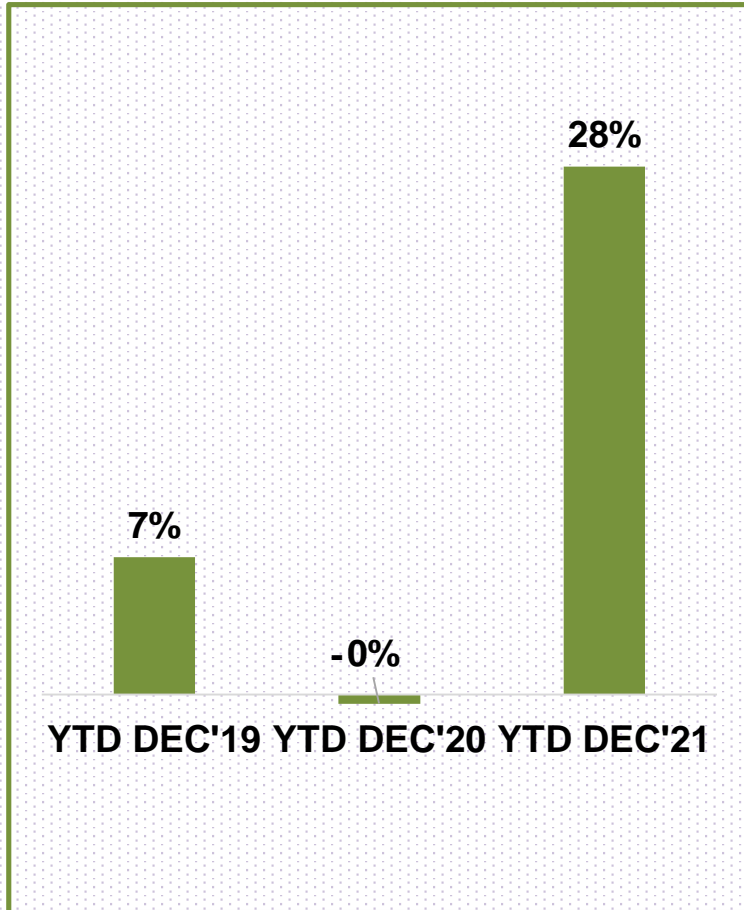
| | Q3 FY 22 | % to Total Income | Q3 FY 21 | % to Total Income | Growth % |
|--|---------------|----------------------|---------------|----------------------|---------------|
| Total income from operations | 2256.24 | | 1861.87 | | 21.2 |
| Material Cost | 1443.69 | 64.0 | 1047.48 | 56.3 | |
| Employee Cost | 98.34 | 4.4 | 91.83 | 4.9 | |
| Other expenses | 370.58 | 16.4 | 344.36 | 18.5 | |
| PBDIT (Excluding Other Income) | 343.63 | 15.2 | 378.20 | 20.3 | (9.1) |
| Depreciation | 49.39 | 2.2 | 46.79 | 2.5 | |
| Profit from operation before interest | 294.24 | 13.0 | 331.41 | 17.8 | |
| Other Income | 13.98 | 0.6 | 15.19 | 0.8 | |
| PBIT | 308.22 | 13.7 | 346.60 | 18.6 | (11.1) |
| Finance Cost | 12.32 | 0.5 | 6.24 | 0.3 | |
| PBT | 295.90 | 13.1 | 340.36 | 18.3 | (13.1) |
| Taxes | 75.61 | 3.4 | 86.79 | 4.7 | |
| PAT | 220.29 | 9.8 | 253.57 | 13.6 | (13.1) |
| Other comprehensive income, net of income tax | 0.45 | 0.0 | (2.37) | (0.1) | |
| Total comprehensive income for the period | 220.74 | | 251.20 | | |

Financial Results – Standalone YTD December FY22

Rs Crores

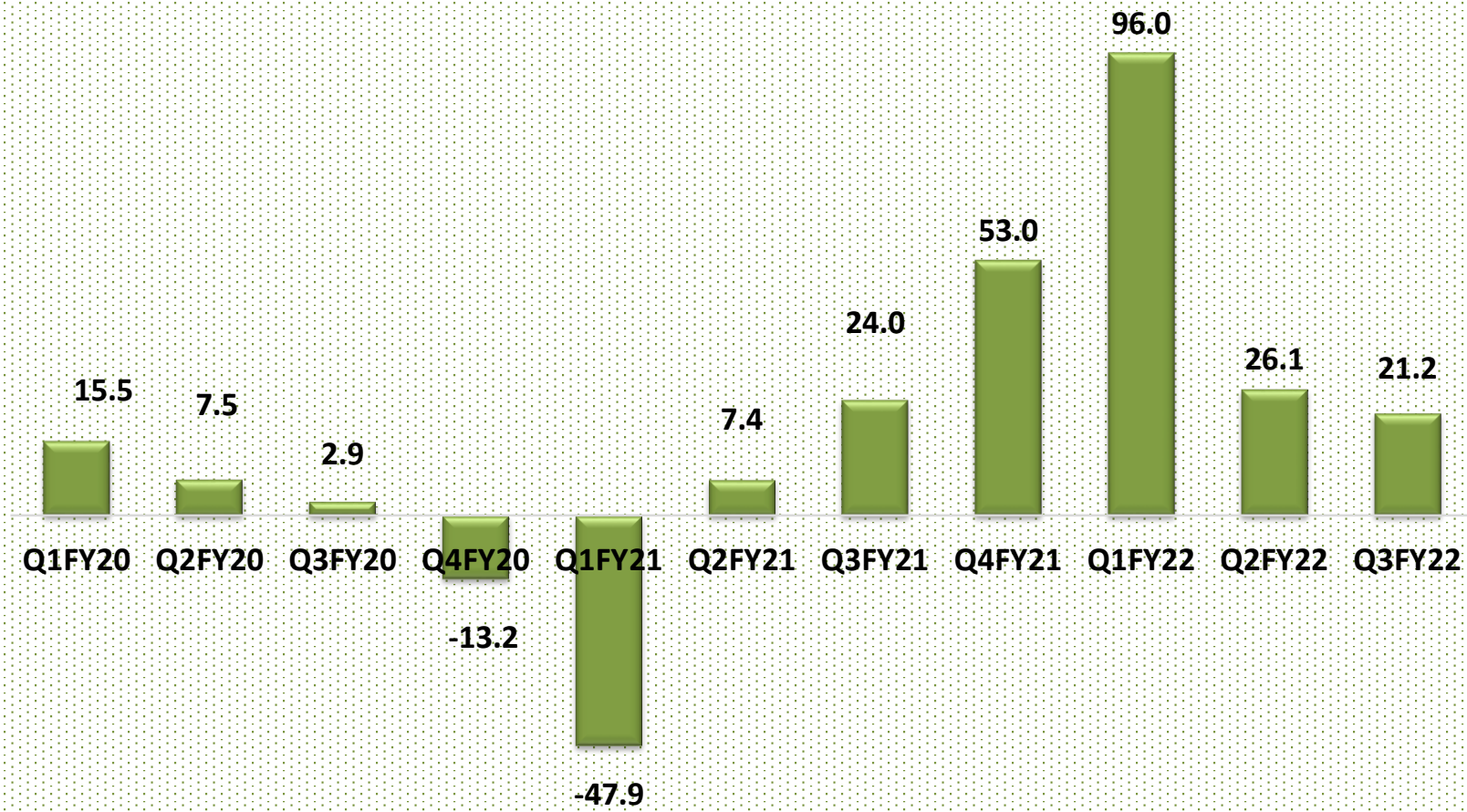
| | YTD DEC FY 22 | % to Total Income | YTD DEC FY 21 | % to Total Income | Growth % |
|--|------------------|----------------------|------------------|----------------------|-------------|
| Total income from operations | 5,813.10 | | 4,224.37 | | 37.6 |
| Material Cost | 3,655.83 | 62.9 | 2,428.16 | 57.5 | |
| Employee Cost | 302.26 | 5.2 | 261.86 | 6.2 | |
| Other expenses | 986.64 | 17.0 | 740.08 | 17.5 | |
| PBDIT (Excluding Other Income) | 868.37 | 14.9 | 794.27 | 18.8 | 9.3 |
| Depreciation | 145.77 | 2.5 | 138.48 | 3.3 | |
| Profit from operation before interest | 722.60 | 12.4 | 655.79 | 15.5 | |
| Other Income | 44.15 | 0.8 | 34.49 | 0.8 | |
| PBIT | 766.75 | 13.2 | 690.28 | 16.3 | 11.1 |
| Finance Cost | 31.19 | 0.5 | 24.03 | 0.6 | |
| PBT | 735.56 | 12.7 | 666.25 | 15.8 | 10.4 |
| Taxes | 188.39 | 3.2 | 170.16 | 4.0 | |
| PAT | 547.17 | 9.4 | 496.09 | 11.7 | 10.3 |
| Other comprehensive income, net of income tax | (0.36) | (0.0) | (1.66) | (0.0) | |
| Total comprehensive income for the period | 546.81 | | 494.43 | | |

Volume* Growth (%) - Standalone

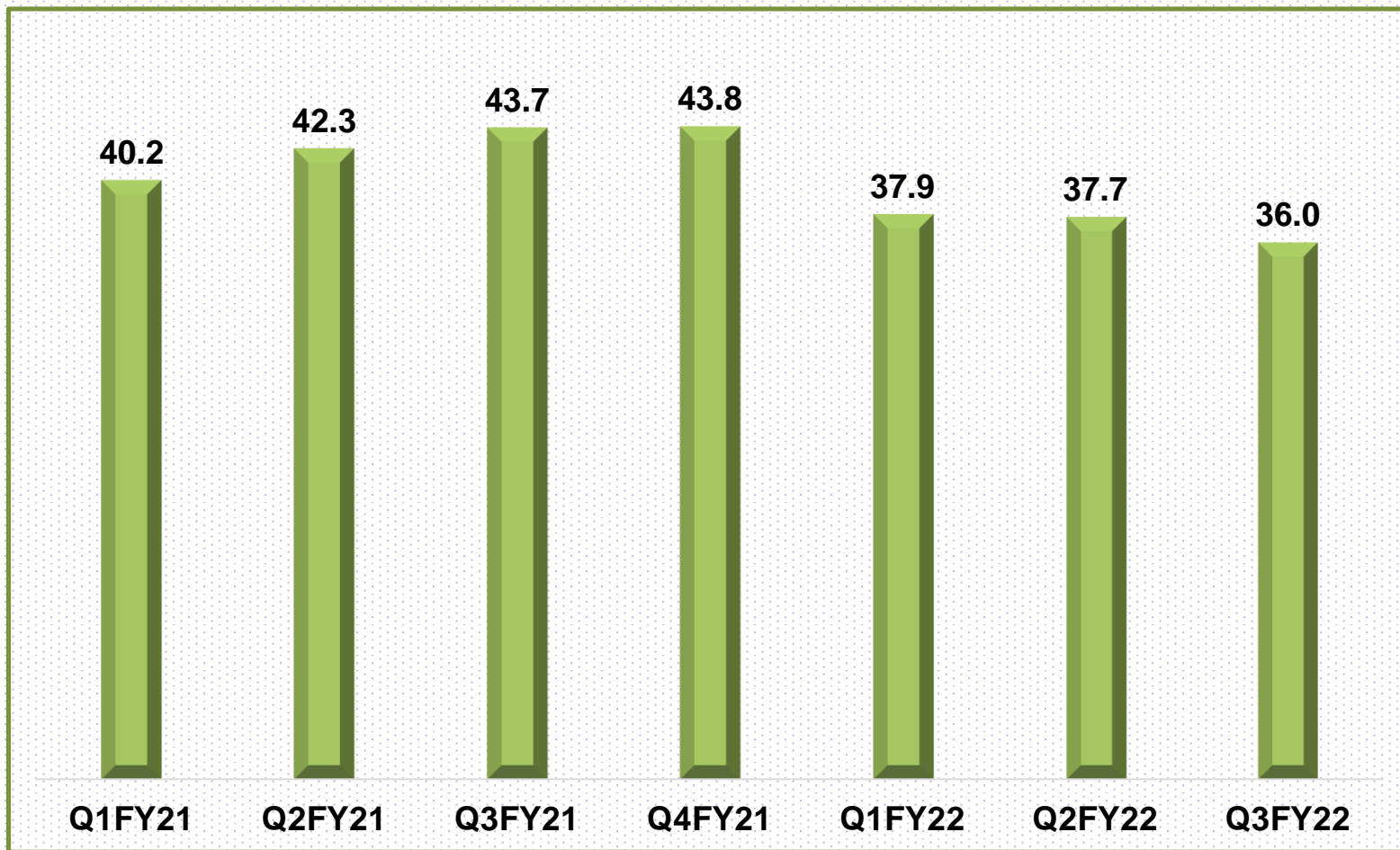


*Volumes expressed in MT has been converted to KL by using a normalizing factor

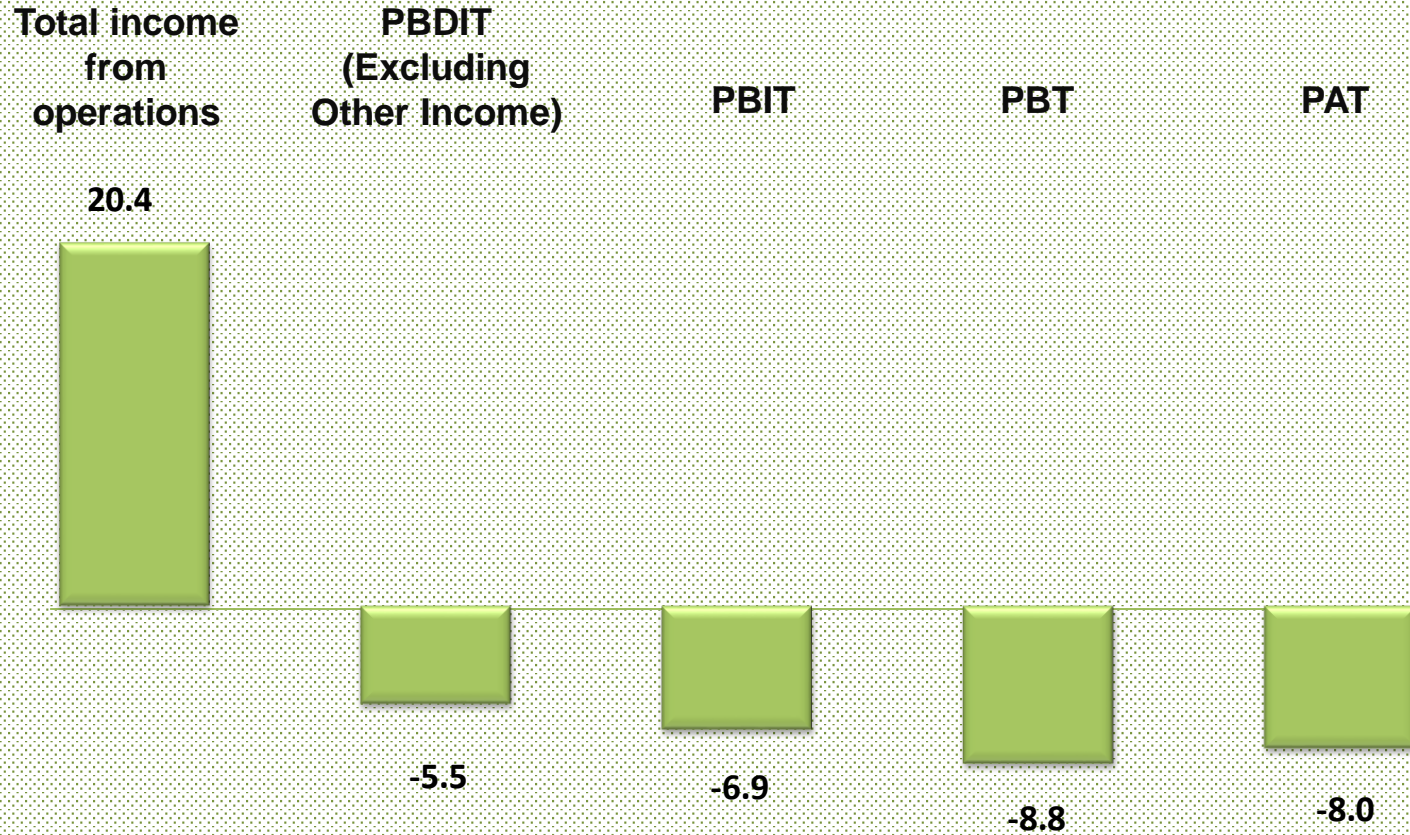
Income from operations Growth % - Standalone



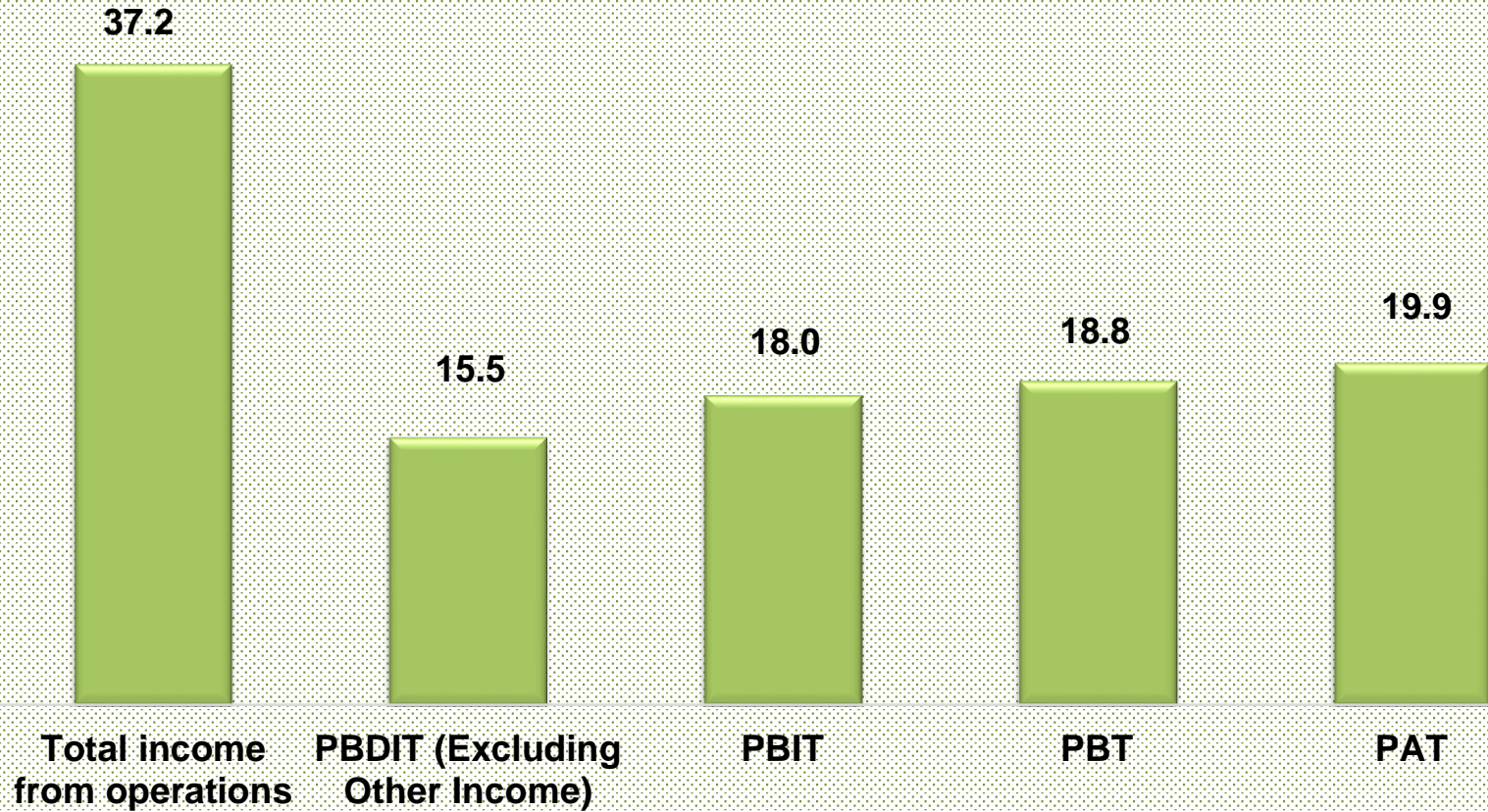
Gross Margin Trend (%) - Standalone



Consolidated Q3 FY22- Growth (%)



Consolidated YTD December FY22- Growth (%)



Financial Results- Consolidated: Q3 FY22

Rs Crores

| | Q3 FY 22 | % to Total Income | Q3FY 21 | % to Total Income | Growth % |
|--|---------------|----------------------|---------------|----------------------|--------------|
| Total income from operations | 2,550.77 | | 2,118.19 | | 20.4 |
| Material Cost | 1,615.26 | 63.3 | 1,181.24 | 55.8 | |
| Employee Cost | 136.03 | 5.3 | 128.05 | 6.0 | |
| Other expenses | 407.37 | 16.0 | 393.91 | 18.6 | |
| PBDIT (Excluding Other Income) | 392.11 | 15.4 | 414.99 | 19.6 | (5.5) |
| Depreciation | 56.05 | 2.2 | 52.87 | 2.5 | |
| Profit from operation before interest | 336.06 | 13.2 | 362.12 | 17.1 | |
| Other Income | 15.45 | 0.6 | 15.60 | 0.7 | |
| PBIT | 351.51 | 13.8 | 377.72 | 17.8 | (6.9) |
| Finance Cost | 13.85 | 0.5 | 8.87 | 0.4 | |
| PBT before share of joint ventures | 337.66 | 13.2 | 368.85 | 17.4 | (8.5) |
| Share of Profit / (loss) of associates and JVs | (0.52) | (0.0) | 1.01 | 0.0 | |
| PBT | 337.14 | 13.2 | 369.86 | 17.5 | (8.8) |
| Taxes | 84.17 | 3.3 | 94.88 | 4.5 | |
| PAT | 252.97 | 9.9 | 274.98 | 13.0 | (8.0) |
| Other comprehensive income, net of income tax | (10.56) | | 9.39 | | |
| Total comprehensive income for the period | 242.41 | | 284.37 | | |

Financial Results- Consolidated: YTD December FY22

Rs Crores

| | YTD DEC FY 22 | % to Total Income | YTD DEC FY 21 | % to Total Income | Growth % |
|--|------------------|----------------------|------------------|----------------------|-------------|
| Total income from operations | 6,574.27 | | 4,791.50 | | 37.2 |
| Material Cost | 4,092.67 | 62.3 | 2,727.55 | 56.9 | |
| Employee Cost | 408.99 | 6.2 | 358.35 | 7.5 | |
| Other expenses | 1,087.98 | 16.5 | 853.19 | 17.8 | |
| PBDIT (Excluding Other Income) | 984.63 | 15.0 | 852.41 | 17.8 | 15.5 |
| Depreciation | 166.76 | 2.5 | 156.95 | 3.3 | |
| Profit from operation before interest | 817.87 | 12.4 | 695.46 | 14.5 | |
| Other Income | 45.47 | 0.7 | 36.49 | 0.8 | |
| PBIT | 863.34 | 13.1 | 731.95 | 15.3 | 18.0 |
| Finance Cost | 36.11 | 0.5 | 32.17 | 0.7 | |
| PBT before share of joint ventures | 827.23 | 12.6 | 699.78 | 14.6 | 18.2 |
| Share of Profit/(loss) of Associates & JV | (1.38) | (0.0) | (4.53) | (0.1) | |
| PBT | 825.85 | 12.6 | 695.25 | 14.5 | 18.8 |
| Taxes | 213.19 | 3.2 | 184.13 | 3.8 | |
| PAT | 612.66 | 9.3 | 511.12 | 10.7 | 19.9 |
| Other comprehensive income, net of income tax | (16.14) | | 9.55 | | |
| Total comprehensive income for the period | 596.52 | | 520.67 | | |

Financial Results- Consolidated: Q3 FY22

- Performance of Company's subsidiaries :

BJN Nepal had another strong quarter of top line and profitability growth.

Company's wholly owned Polish subsidiary Bolix S.A also had a quarter of strong topline growth

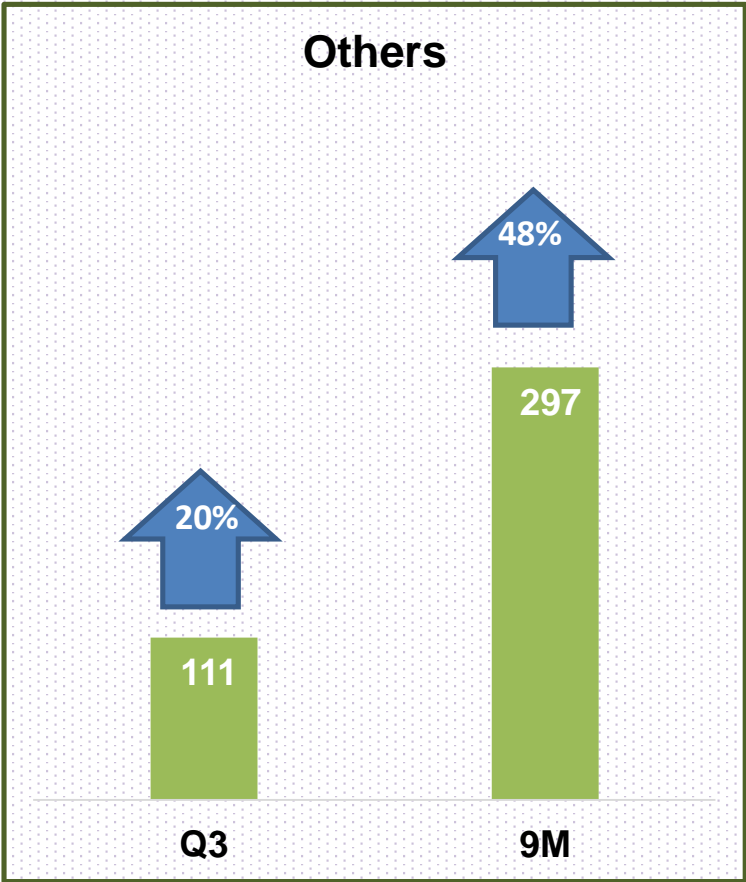
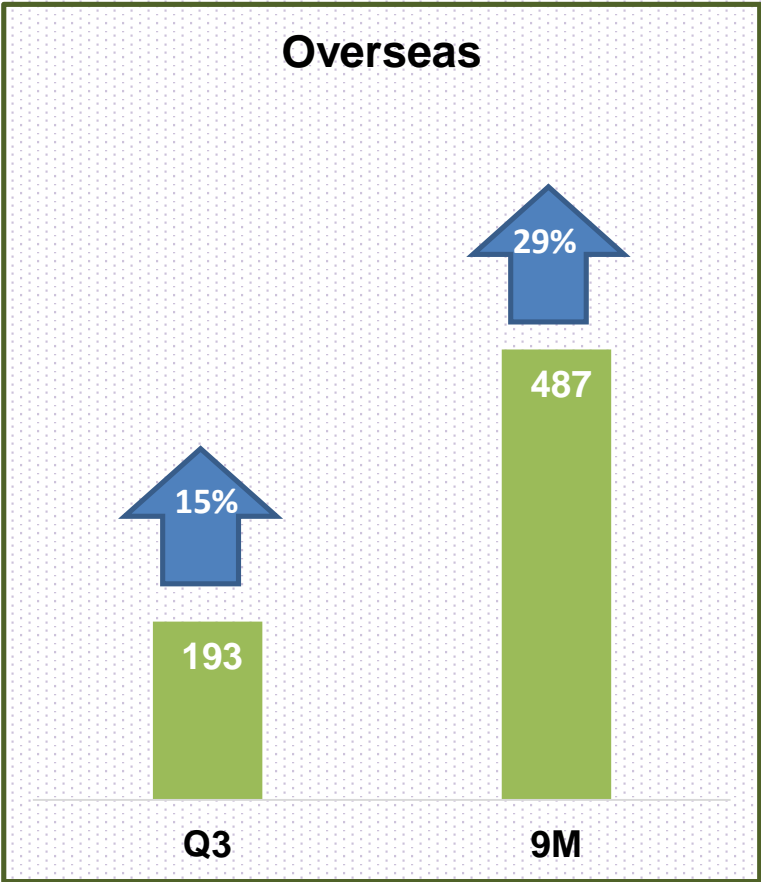
SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) and STP Ltd. also recorded strong top line performance with profitability impacted by higher raw material prices. However, some price negotiations with customers have been taken and some are underway

Company's wholly owned subsidiary BPOL, Russia's Q3FY21 numbers had been negatively impacted on account of mark to market fluctuations on Foreign exchange loan . There was no significant mark down in Q3FY22 having a beneficial impact on the profitability growth numbers

- Company's JV, Berger Becker Coatings Ltd. also showed improved performance in this quarter

Subsidiaries – Income from operations

Rs Crores



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.