



25th May, 2023

STOCK. EXG/ AG/ 2023-24

The Corporate Relationship
Department
BSE Limited,
1st Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001

The Listing Department
National Stock Exchange of
India Limited
Exchange Plaza, 5th Floor,
Plot No.-C/1, 'G' Block,
Bandra- Kurla Complex,
Bandra (E)
Mumbai - 400051

Listing Department
The Calcutta Stock
Exchange Ltd.
7 Lyons Range,
Kolkata-700001

Scrip Code : 509480

Scrip Code: BERGEPAIN

Scrip Code : 12529

Dear Sirs,

Sub : Presentation

This is with reference to our letter no. STOCK. EXG/ AG/ 2023-24 dated 23rd May, 2023.

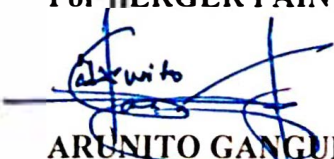
Please find enclosed a copy of the presentation made during the meeting (virtually) with a group of select Institutional Investors at a conference organised by J.P Morgan today.

We request you to take the above information on record.

This is for your information and record.

Yours faithfully,

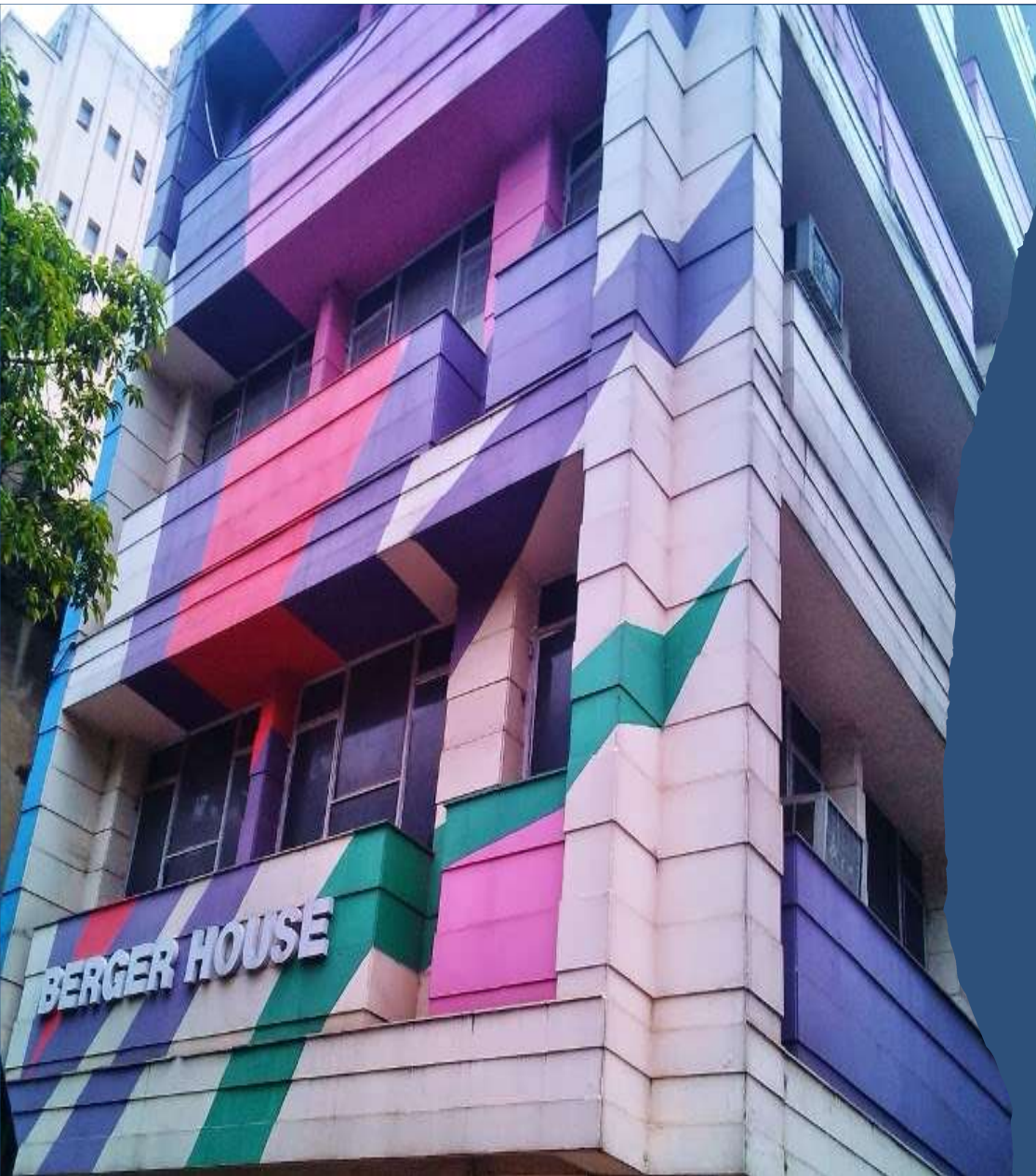
For **BERGER PAINTS INDIA LIMITED**


ARUNITO GANGULY
VICE PRESIDENT &
COMPANY SECRETARY

Encl.: as a/a

**Berger Paints India Ltd.
Corporate Presentation
May 25, 2023**





Berger India Group- Corporate Profile

- Berger Paints India(BPIL) Ltd started it's journey in India in Dec 1923. Gone through three ownership changes. Current owners have been there from 1991
- BPIL is the 2nd largest paint company in India having operations in Poland, Nepal and Russia , with a revenue of USD 1.3 Billion approximately
- Berger group is among the Top 15 paint companies in the world & Top 4 paint companies in Asia & Top 7 Architectural (Decorative) coating companies in the world.
- Present in all significant paint segments/business lines either directly or through JV's and collaborations. BNPA, Berger Rock,Berger Hesse,Berger Becker,Choguku , VIP
- Promoter group also controls Berger Bangladesh Ltd, the largest paint company in Bangladesh. However, their numbers are not consolidated in Berger India.

Enduring Success, Consistent Growth

Growth Path in last two decades

**22X Sales Growth in 22Yrs; GDP growth
in these 22 years - 7X**

33x Operating Profit Growth in 22 Yrs



2001

Revenue : Rs 490 crs
Operating Profit : Rs 44crs

2023

Revenue : Rs 10,568 crs
Operating Profit : Rs 1,487 crs

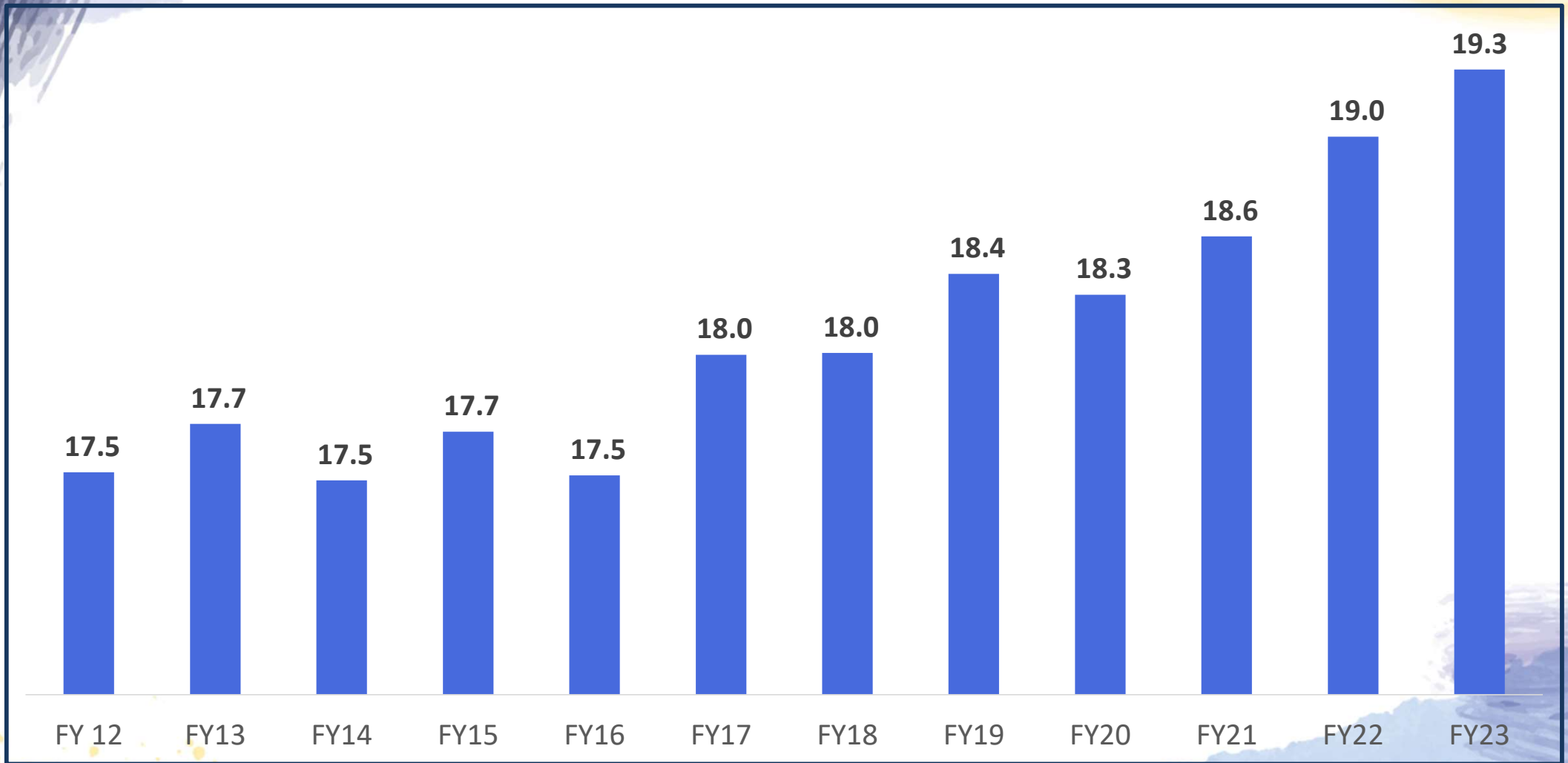
22 years CAGR Revenue : 15.0% Operating Profit : 17.4%



Consol > 10 k
Gained MS

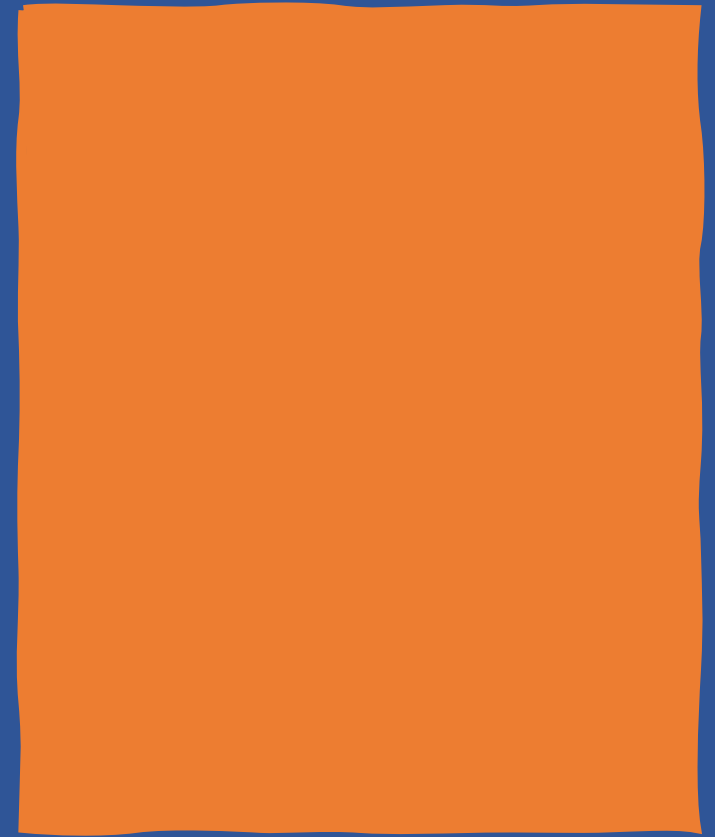
	FY23 Growth%	3 Year CAGR %
Revenue	20.6	18.4
Operating Profit	14.1	11.9

Market Share

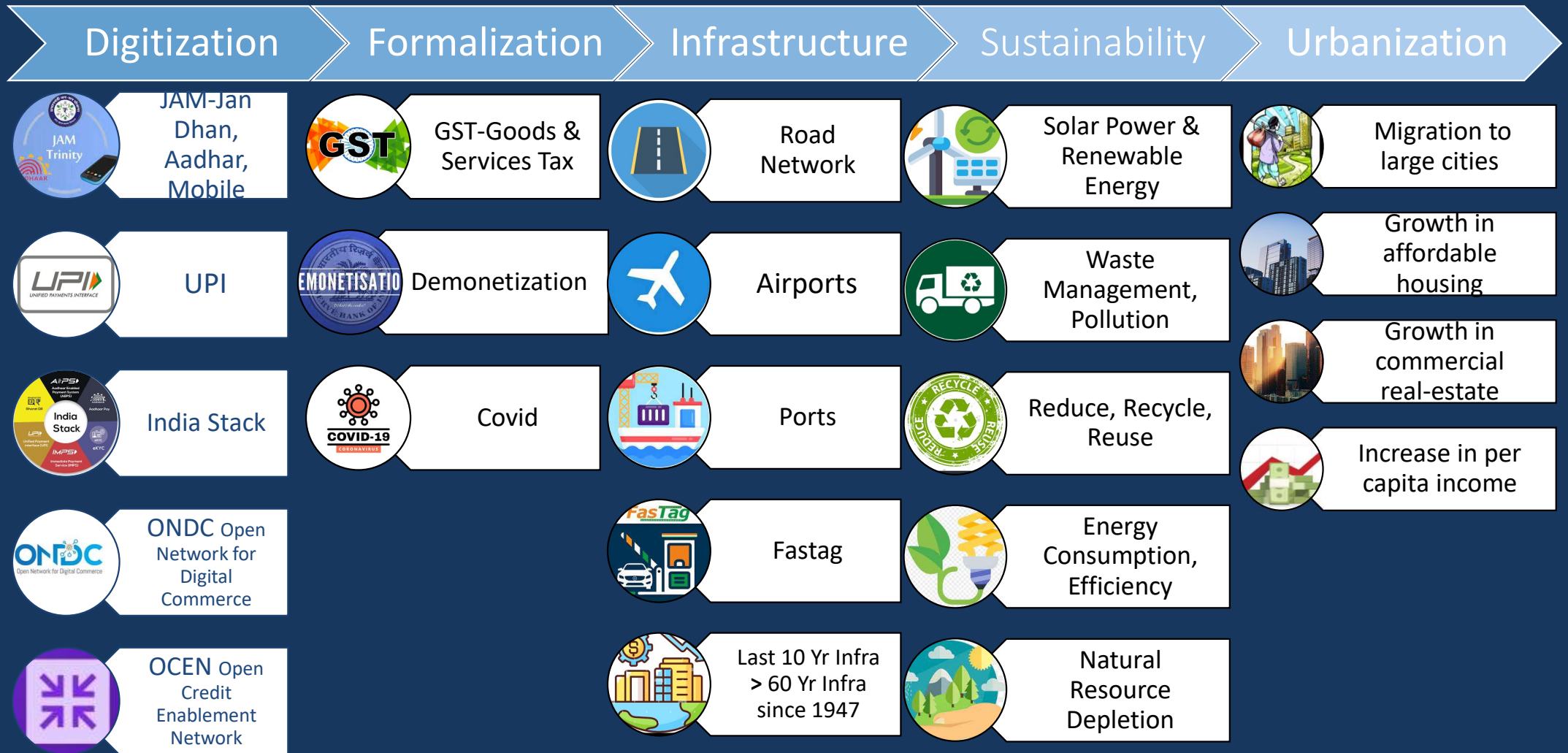


Market Share percentage calculated on 6 listed paint companies

What does the
future hold?



FIVE Transformational Changes in Indian Economy impacting Paint Industry





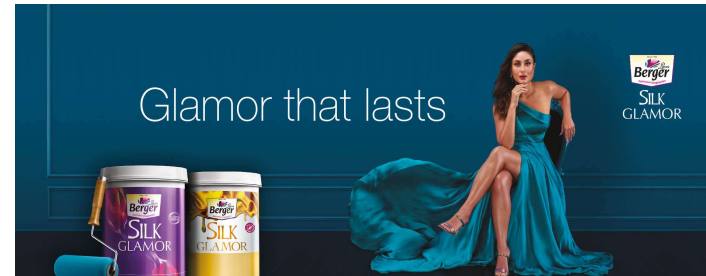
Our Growth
opportunities

Decorative Business



Network Expansion

- Build on existing strength
 - Company has approximately 40000 retailers
 - Plan to add 8000 retail touchpoints in FY24



Brand Building

- Increased spend on branding, % to sales more or less at similar level
- Focus on digital side of advertising



Product Innovation

- Several innovative products introduced over the years and some more in pipeline



Vande Bharat Bogie



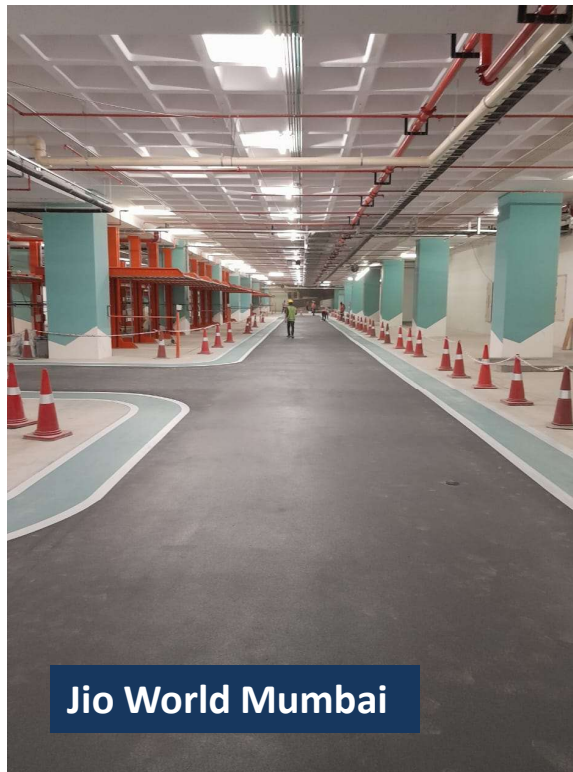
Rameswaram



Railway Wagon



Jio World Mumbai



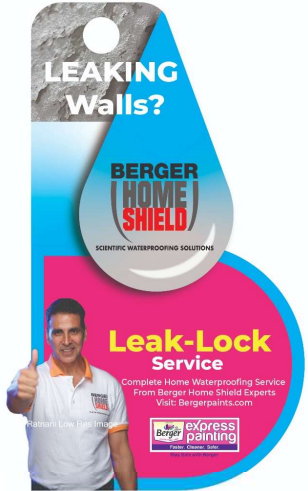
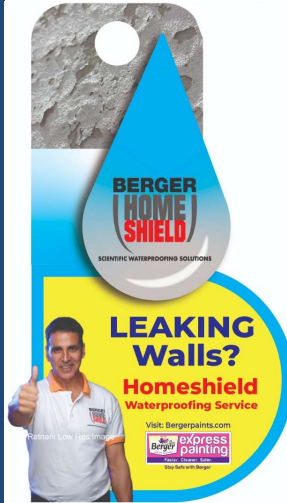
Protective & General Industrial Coatings Business

- We are market leaders in Protective Coatings business in India
- Protective Coatings business crossed INR 1000 cr in FY23 for the first time
- General Industrial business along with subsidiary SBL Speciality Coatings is also a Market leader
- Protective and General Industrial business likely to have a high compounded growth rate aided by government spend on infrastructure and focus on Make In India

Construction Chemical and Waterproofing Business



- Dominant player in Construction chemical business
- Along with subsidiary STP Ltd. Recorded revenue of about Rs 1000 cr in FY23
- Growing at a robust pace
- Company provides the whole range of products along with scientific waterproofing solutions



ADMIXTURE



GROUTS & ANCHOR



RANGE OF CONSTRUCTION CHEMICAL PRODUCTS

TILE ADHESIVE



REPAIR PRODUCTS



WATERPROOFING

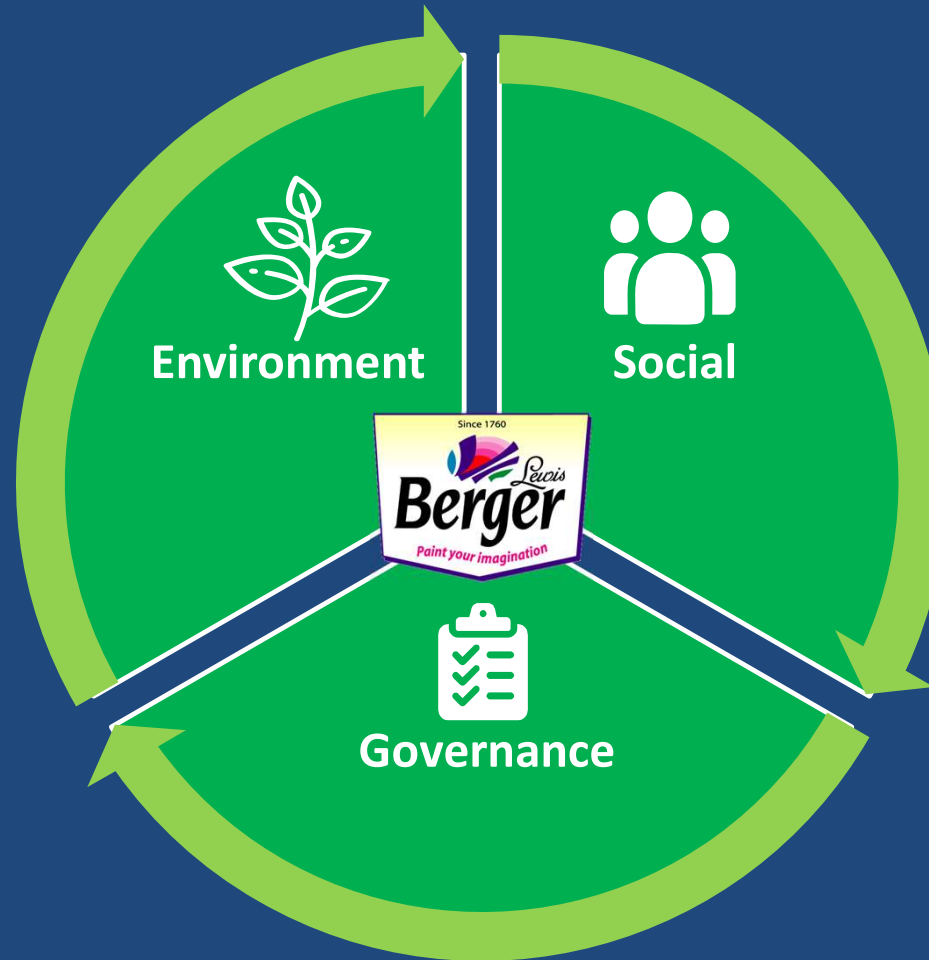


CEMENTITIOUS PRODUCTS



Investing in a sustainable future : ESG Initiative

- Adoption of green technology – Low VOC
- Reduction of Carbon footprint – Solar/Biofuels
- Waste reduction & recycling
- Rainwater harvesting
- Adoption of 4R policy – Reduce, Re-use, Recycle and Recreate
- Greenbelt development



- Workplace health and safety
- Employee wellness initiatives
- Workmen compensation policy
- Encouraging local employment
- Community development
- Gender equality

- Safety initiatives and training
- Dedicated safety team
- Risk assessment audit
- Adherence to labour laws
- Ethical business practices



Investing in a sustainable future : ESG Initiative

- All our manufacturing units are equipped with roof top solar power projects
- Newly commissioned Sandila plant is capable of running entirely on solar power through 2 MW capacity rooftop solar power plant.
- Carbon footprint reduction of around 17,256 MT in FY 22-23
- Initiative “JAL” – towards reduction in ground water intake and wastewater treatment and re-use
- Project “Stree Shakti” – Diversity and inclusion initiative
- “WOW” - Waste Solvent and powder being used to recreate Eco-friendly products under this initiative

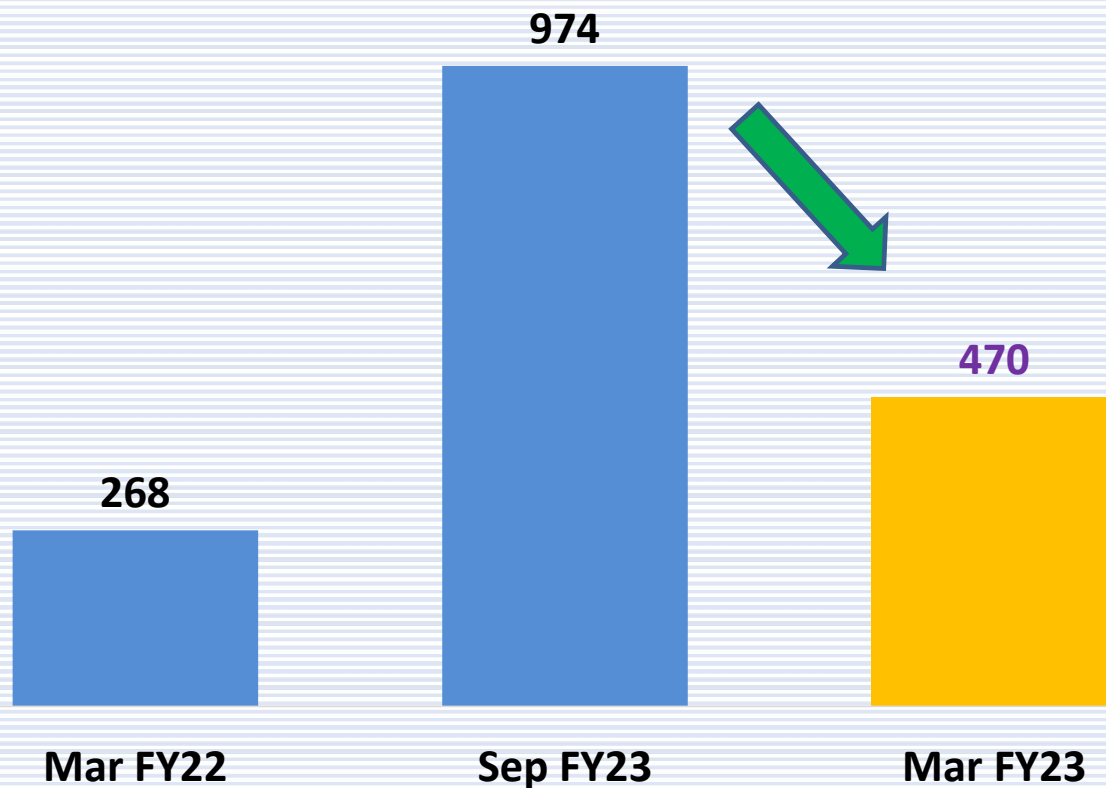


“OUR SLOGAN”

Improving financial health : Debt Position

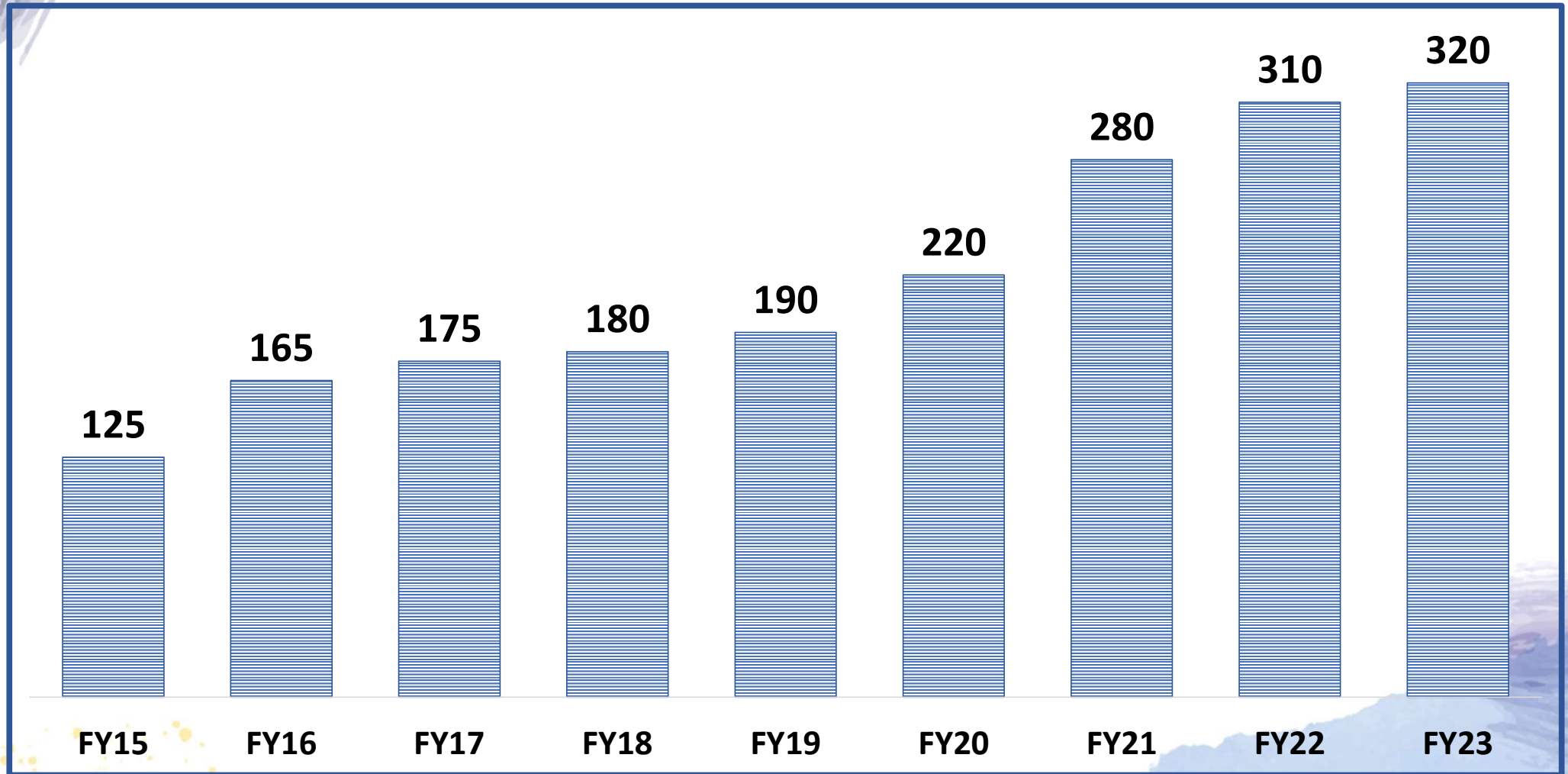


Net debt (Rs Crs)



We expect to get net cash positive by end of FY24

Rewarding shareholders : Dividend Trend(%)



Confident outlook for the business



FY 28 : 2.6 bn USD

**Company confident to
double its revenue in 5 years
at 14.5% CAGR**



FY 23 : 1.3 bn USD

Berger Track record

3 years CAGR : 18.4%

5 years CAGR : 15.4%

22 years CAGR : 15.0%



Thank you