



STOCK. EXG/ AG/ 2020-21

17<sup>th</sup> August, 2020

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

The Listing Department  
National Stock Exchange of  
India Limited  
Exchange Plaza, 5<sup>th</sup> 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

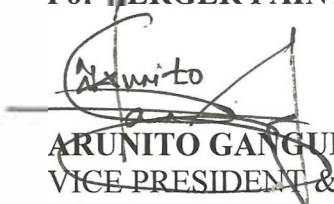
Scrip Code : 12529

**Sub : Investor Presentation on Financial Results**

With reference to our letter no. STOCK. EXG/ AG/ 2020-21 dated 14<sup>th</sup> August, 2020 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed a copy of the investor presentation on financial results of the Company for quarter ended on 30<sup>th</sup> June, 2020 to be made during the day.

The aforesaid presentation will also be uploaded on the website of the Company i.e <https://www.bergerpaints.com>.

Yours faithfully,  
**For BERGER PAINTS INDIA LIMITED**

  
**ARUNITO GANGULY**  
VICE PRESIDENT &  
COMPANY SECRETARY

Encl.: a/a

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GLAMOR**

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- ✓ Protects from virus\*

\*Disinfectant is a certified effective agent against Coronavirus as per the results of the tests conducted by Indian Council for Medical Research.

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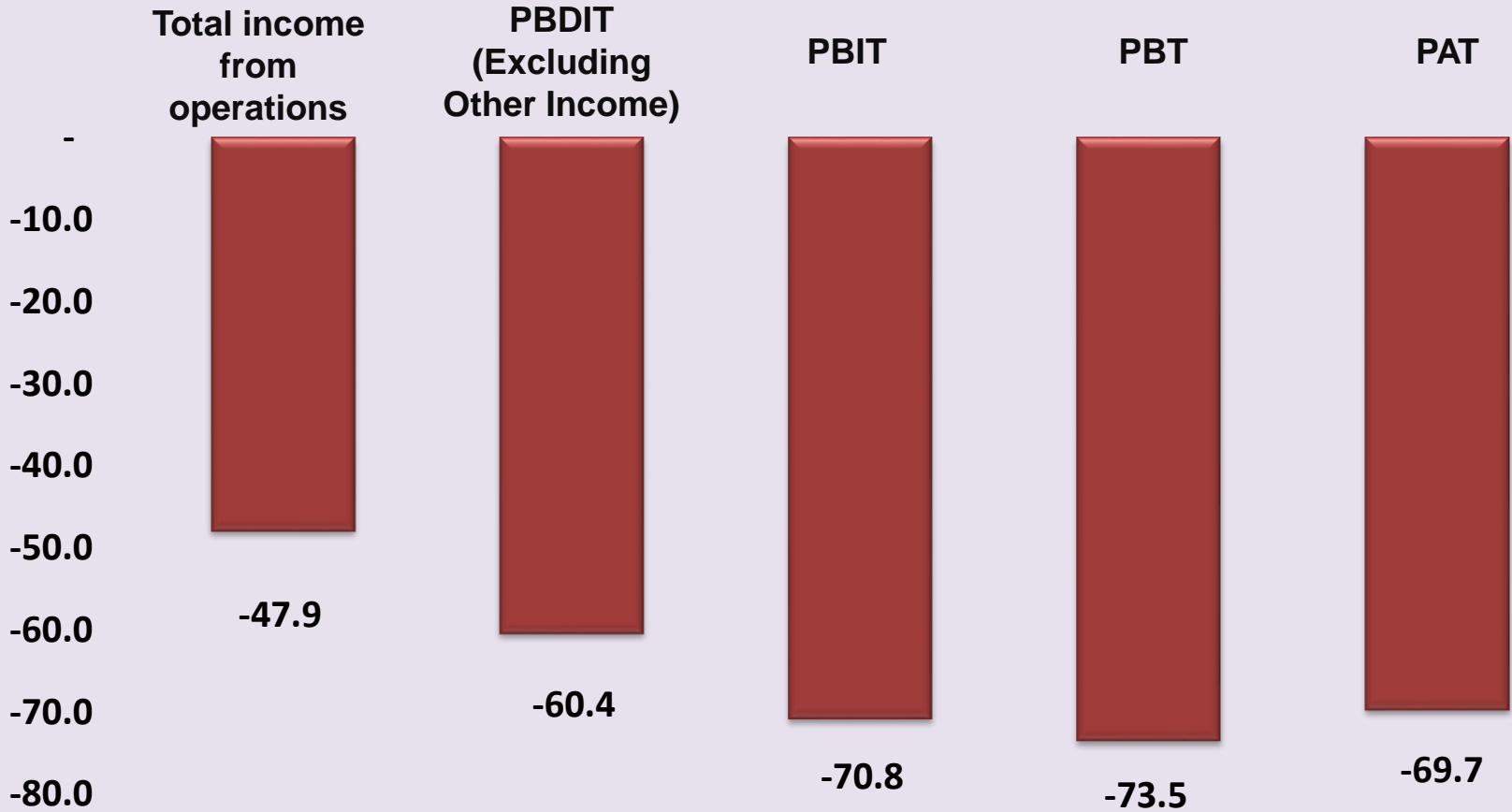
**Lewis  
Berger**

Paint your imagination

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

# Q1 FY21 Performance

# GROWTH (%) - Standalone Q1 FY21



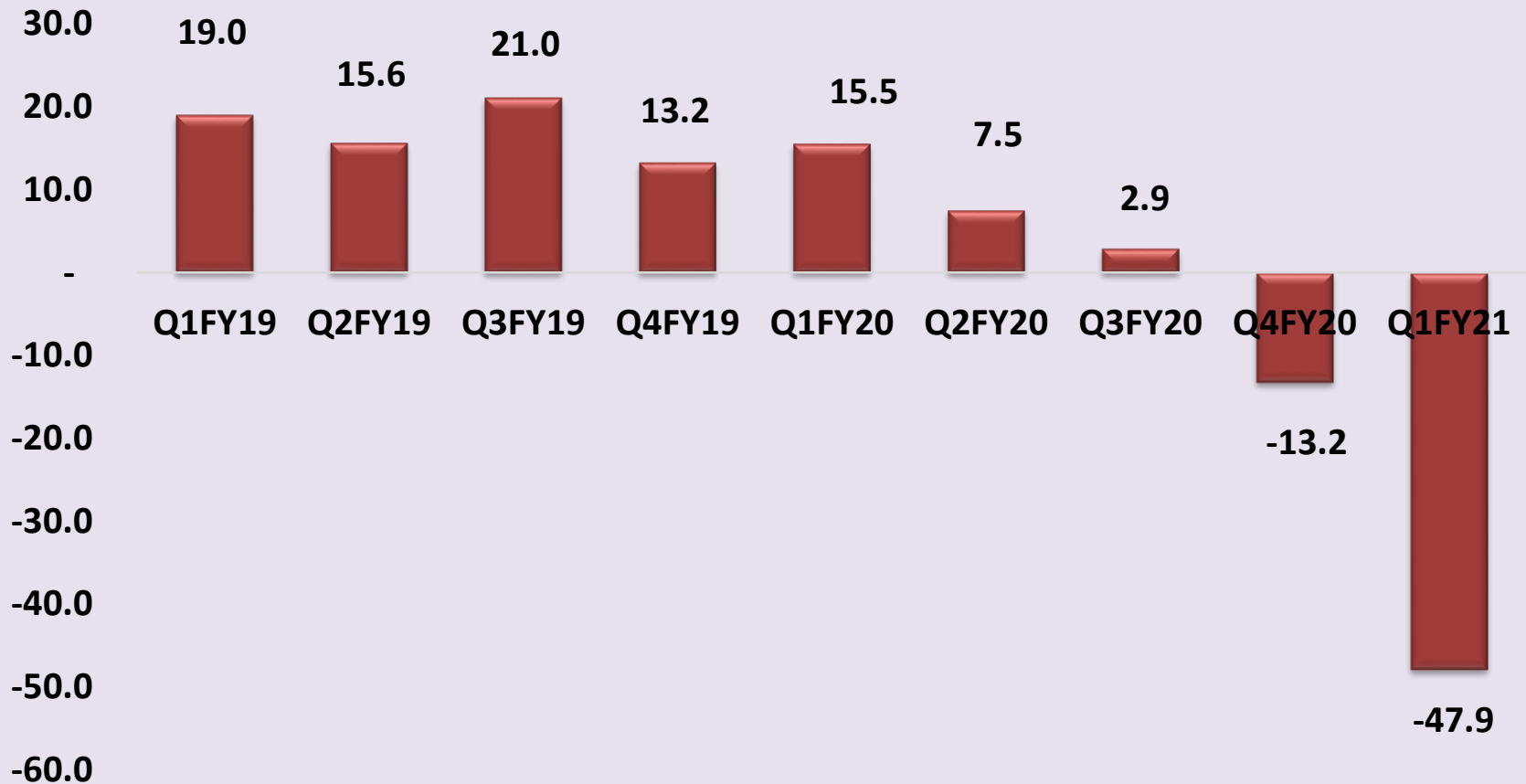
## Financial Results – Standalone Q1 FY21

- 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

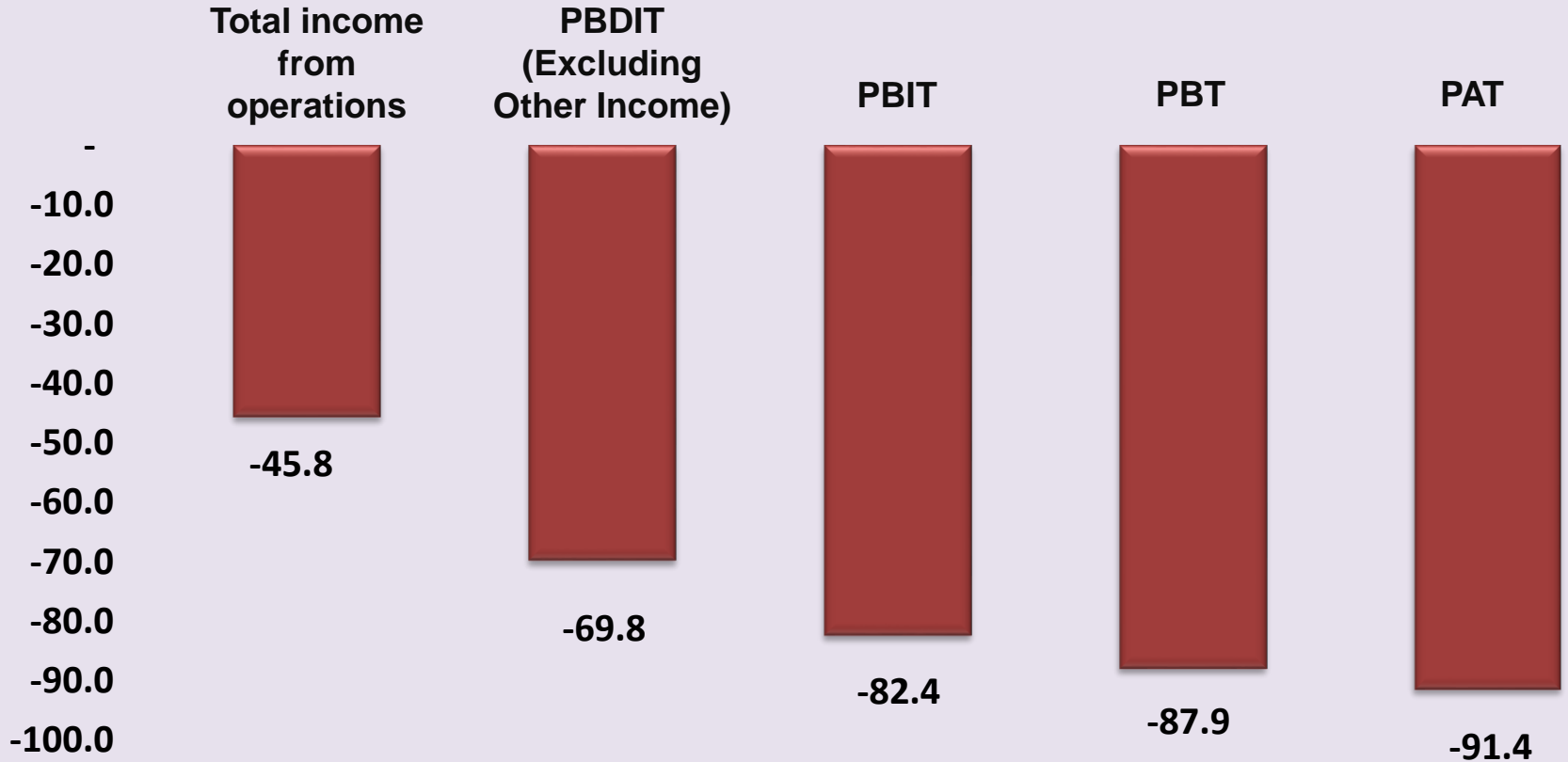
# Financial Results – Standalone Q1 FY21

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

# 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 %
<b>Total income from operations</b>	930.76		1,716.53		<b>(45.8)</b>
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	
<b>PBDIT (Excluding Other Income)</b>	<b>92.09</b>	<b>9.9</b>	<b>305.18</b>	<b>17.8</b>	<b>(69.8)</b>
Depreciation	50.36	5.4	46.19	2.7	
<b>Profit from operation before interest</b>	<b>41.73</b>	<b>4.5</b>	<b>258.99</b>	<b>15.1</b>	
Other Income	7.83	0.8	21.88	1.3	
<b>PBIT</b>	<b>49.56</b>	<b>5.3</b>	<b>280.87</b>	<b>16.4</b>	<b>(82.4)</b>
Finance Cost	12.39	1.3	9.94	0.6	
<b>PBT before share of joint ventures</b>	<b>37.17</b>	<b>4.0</b>	<b>270.93</b>	<b>15.8</b>	<b>(86.3)</b>
Share of Profit / (loss) of associates and joint ventures	(4.47)		(0.12)		
<b>PBT</b>	<b>32.70</b>	<b>3.5</b>	<b>270.81</b>	<b>15.8</b>	<b>(87.9)</b>
Taxes	17.61	1.9	94.40	5.5	
<b>PAT</b>	<b>15.09</b>	<b>1.6</b>	<b>176.41</b>	<b>10.3</b>	<b>(91.4)</b>
Other comprehensive income, net of income tax	(3.42)		(8.39)		
<b>Total comprehensive income for the period</b>	<b>11.67</b>		<b>168.02</b>		

## 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.*