



STOCK. EXG/ AG/ 2024-25

15th May, 2024

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 T

Scrip Code : 12529

Dear Sirs,

Sub: Q4 FY 2023-24 Financial Results Conference Call - Presentation

With reference to our letter no. STOCK. EXG/ AG/ 2024-25 dated 7th May, 2024 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed a copy of presentation on Q4 FY 2023-24 Financial Results of the Company 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/investors/bpil-earnings.html>.

Yours faithfully,

For BERGER PAINTS INDIA LIMITED

ARUNITO GANGULY
VICE PRESIDENT &
COMPANY SECRETARY

Encl.: a/a

BERGER PAINTS INDIA LIMITED

Berger House, 129, Park Street, Kolkata - 700 017, Phone : 2229 9724-28, 2229 6005-06, Fax : 91-33-2249 9009/9729, www.bergerpaints.com
CIN - L51434WB1923PLC004793, E-mail : consumerfeedback@bergerindia.com



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TRUST



Berger Paints India Limited
Earnings Update Call, Q4 FY24
May 15, 2024

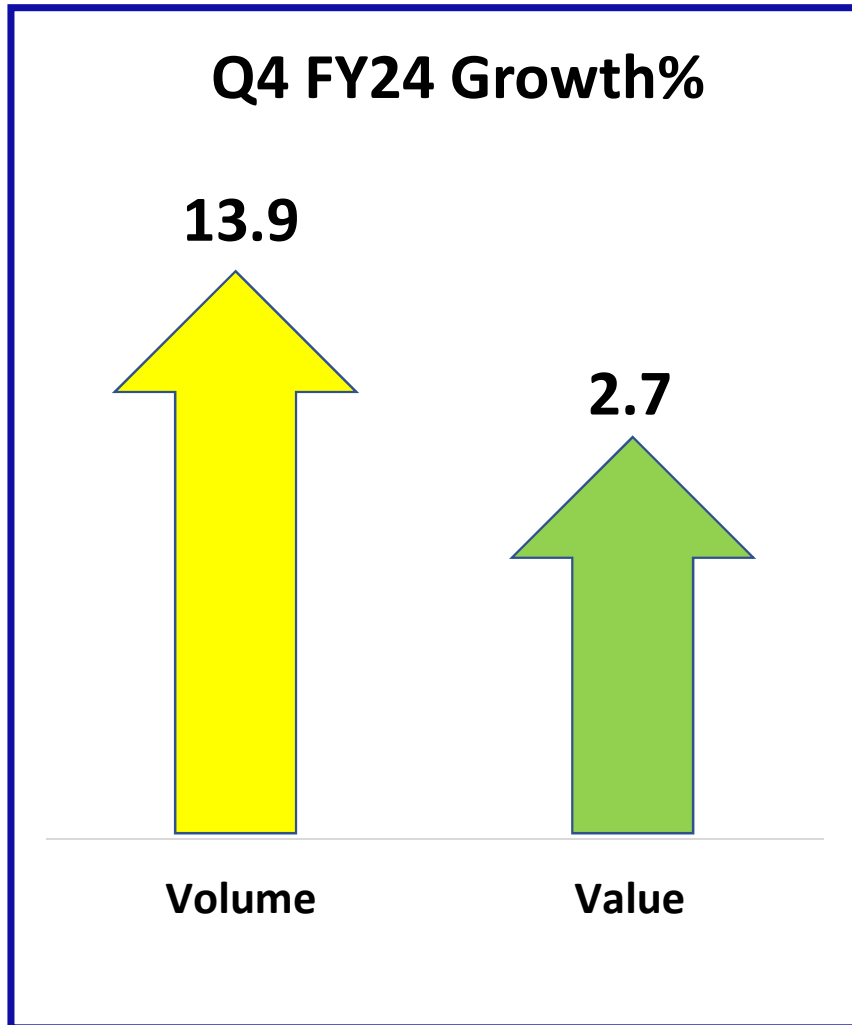
FY24 : Year of milestones





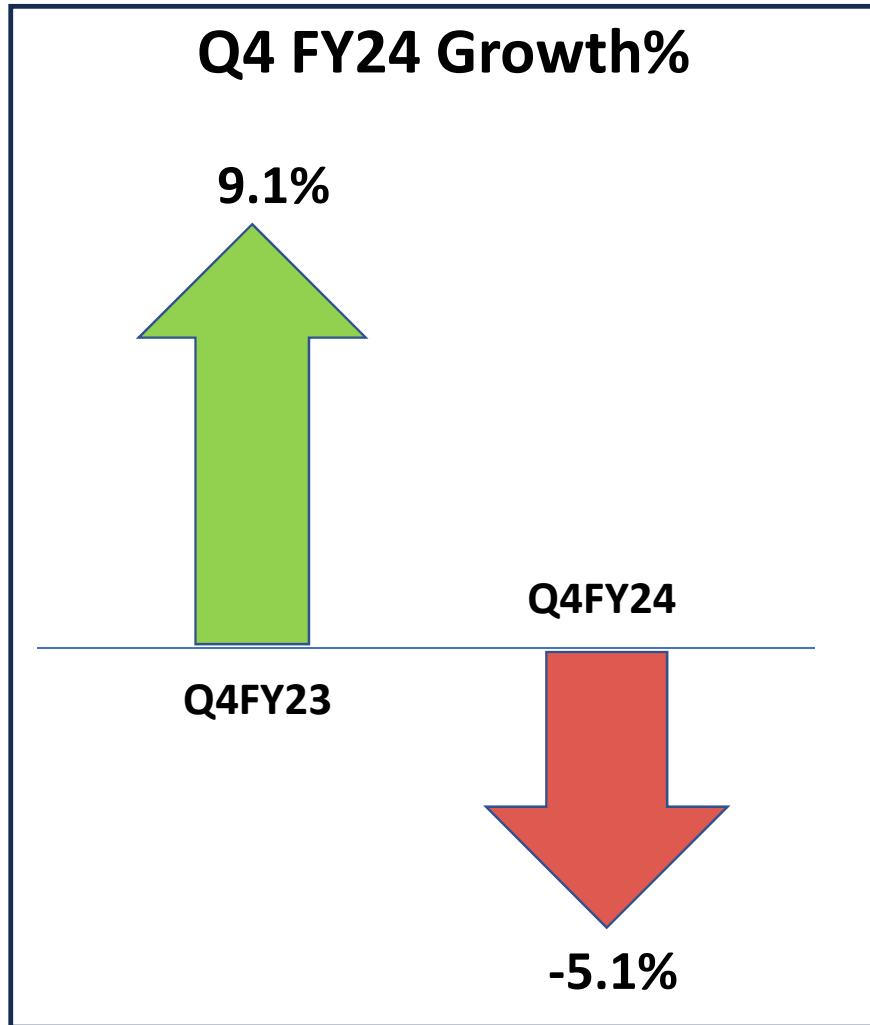
Q4FY24 Performance

Topline performance : Q4FY24 - Standalone



- Healthy double digit volume growth registered for the quarter
- Value growth moderated on account of
 - Impact of price reduction. Value sales impacted by about 5%
 - No price reduction in Luxury category - Dealers destocked Luxury products in anticipation of a price drop
 - High volume/low value products like Tile Adhesive & Admixtures saw higher growth during the quarter
- One-off effect of subsidy received in Q4FY23

Operating Profit performance : Q4FY24 - Standalone



Operating profit for the quarter showed a negative growth on the back of

- One off effect of subsidy received included in operating income in Q4FY23
- Negative operating leverage on account of fixed costs
- Incremental operating cost of Sandila plant
- Conscious call to increase advertisement expenses. Advertisement expenses went up by almost 1% of sales

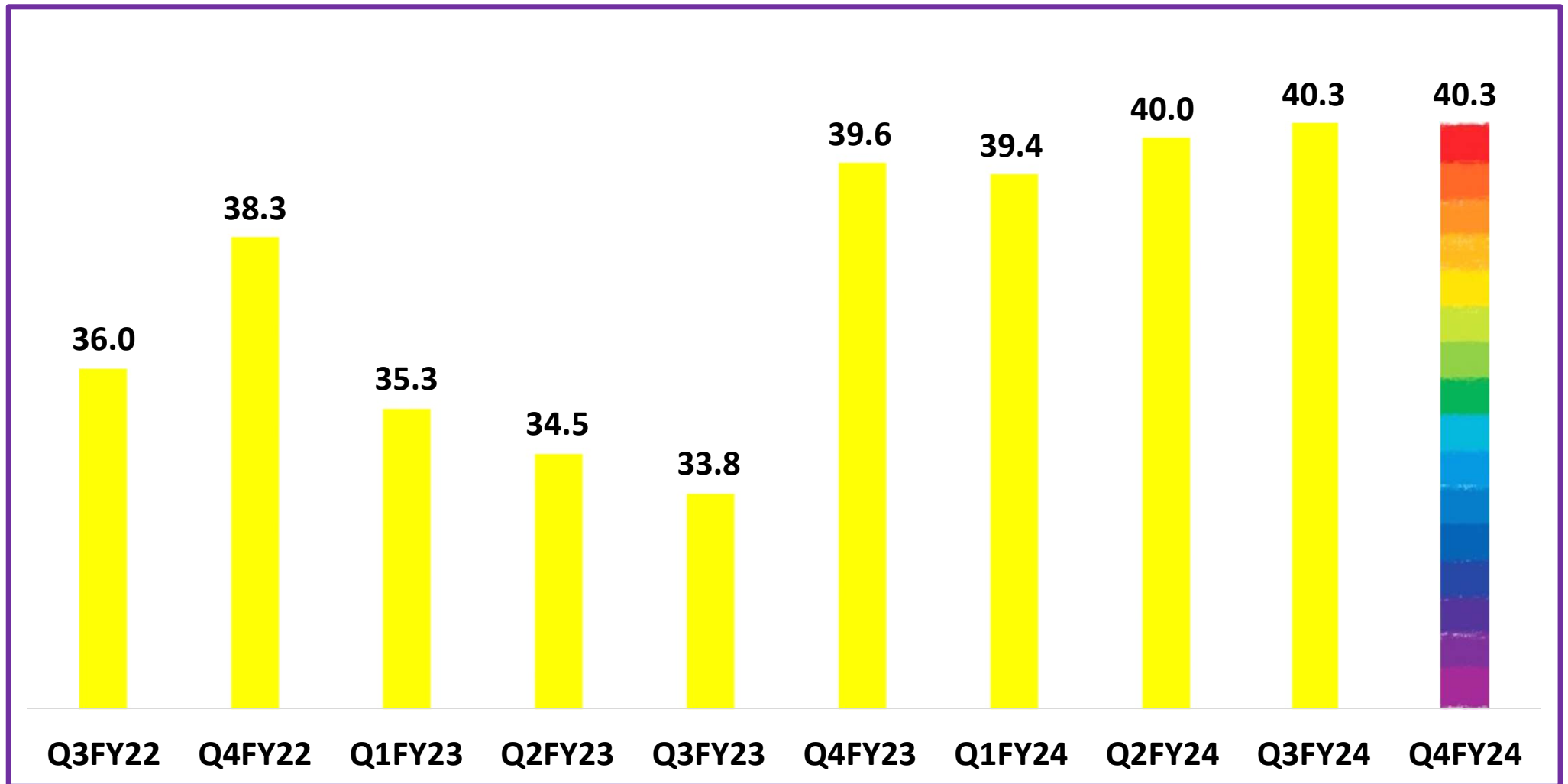
Financial Results – Standalone Q4 FY24



Rs Crores

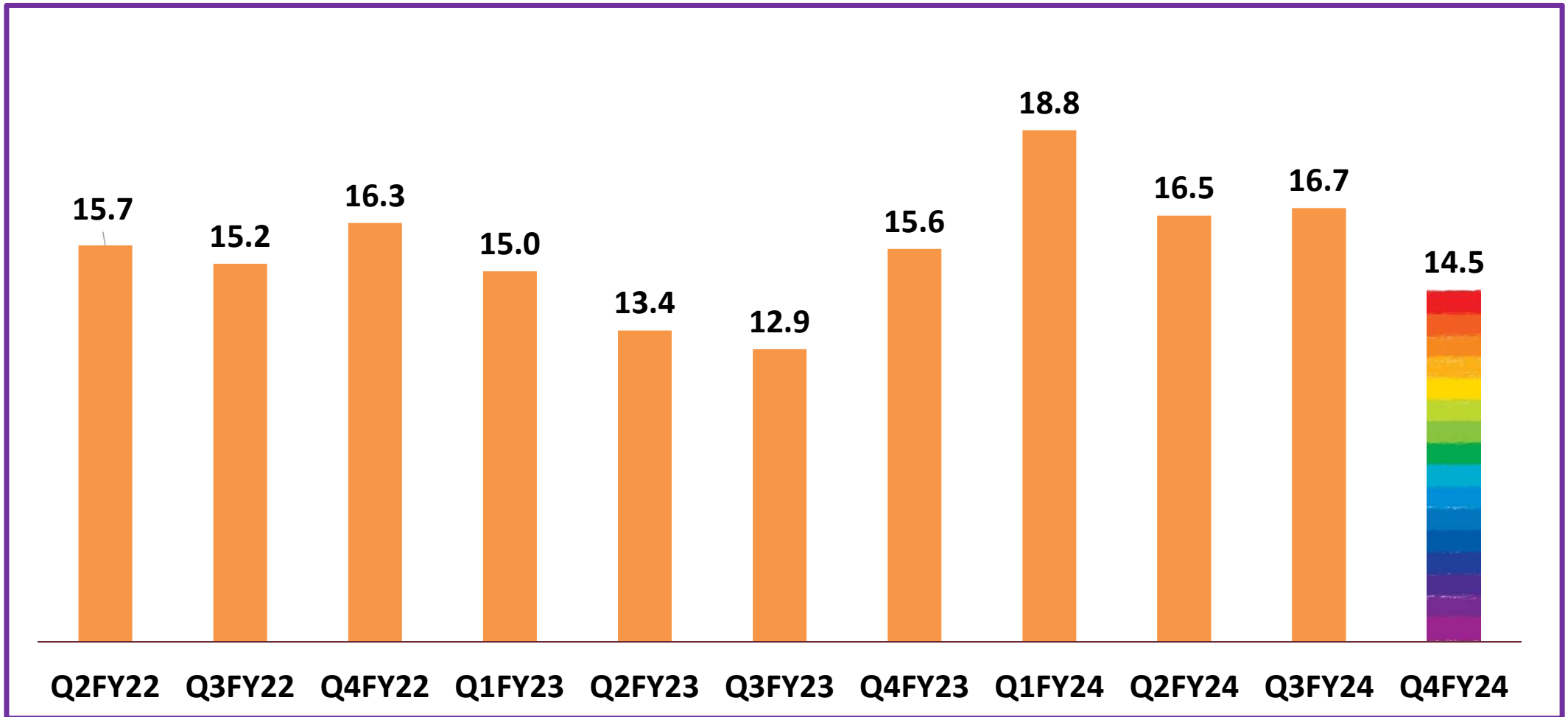
| | Q4 FY24 | % to Total Income | Q4 FY23 | % to Total Income | Growth % |
|--|---------------|----------------------|----------------|----------------------|---------------|
| Total income from operations | 2249.1 | | 2,189.3 | | 2.7 |
| Material Cost | 1343.7 | 59.7 | 1,321.3 | 60.4 | |
| Employee Cost | 129.0 | 5.7 | 115.4 | 5.3 | |
| Other expenses | 451.3 | 20.1 | 410.1 | 18.7 | |
| PBDIT (Excluding Other Income) | 325.1 | 14.5 | 342.5 | 15.6 | (5.1) |
| Depreciation | 77.9 | 3.5 | 66.6 | 3.0 | |
| Profit from operation before interest | 247.2 | 11.0 | 276.0 | 12.6 | (10.4) |
| Other Income | 13.4 | 0.6 | 12.8 | 0.6 | |
| PBIT | 260.7 | 11.6 | 288.8 | 13.2 | (9.7) |
| Finance Cost | 14.7 | 0.7 | 25.9 | 1.2 | |
| PBT | 246.0 | 10.9 | 262.9 | 12.0 | (6.4) |
| Taxes | 64.4 | | 66.7 | | |
| PAT | 181.6 | 8.1 | 196.2 | 9.0 | (7.4) |
| Other comprehensive income, net of income tax | 0.2 | 0.0 | (2.3) | (0.1) | |
| Total comprehensive income for the period | 181.8 | 8.1 | 193.9 | 8.9 | |

Standalone Gross Margin (%) – Scaling new heights

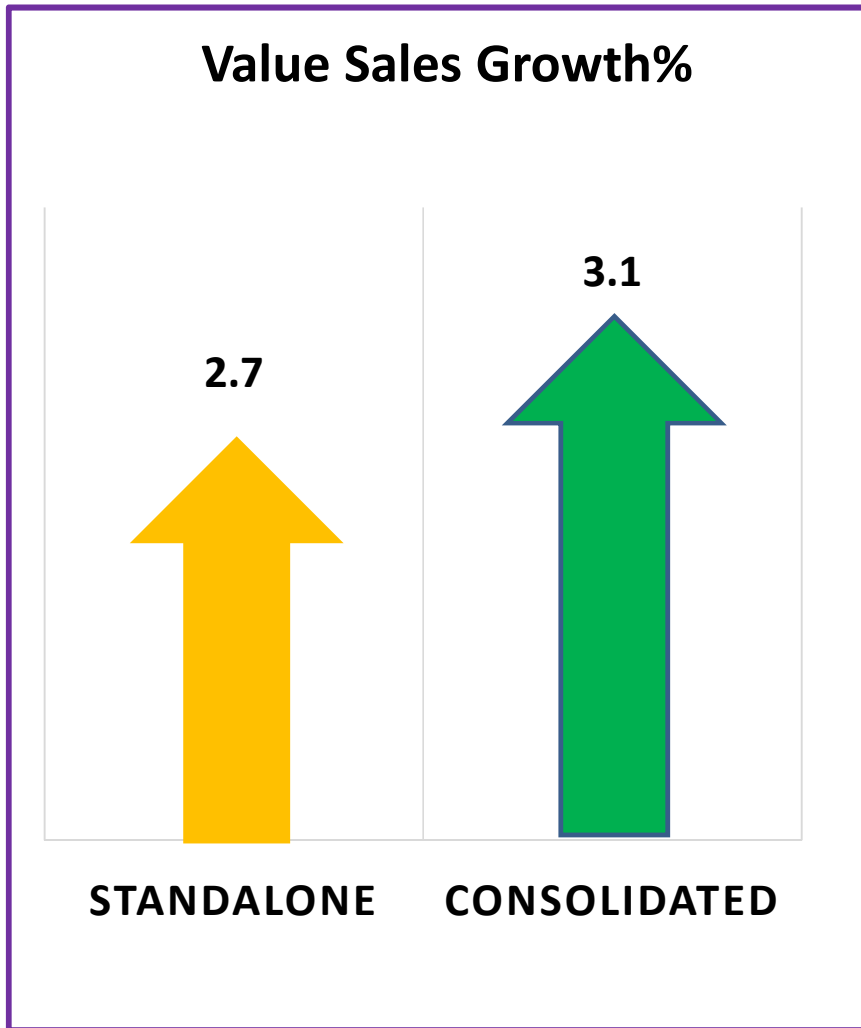


Sustained high Gross Margin aided by low value inventory and some formulation efficiencies

Standalone - Operating Margin Trajectory



Operating margin lower on account of low value sales growth and incremental advertisement expenses (Advertisement expenses increased by almost 1% as a percentage of sale)



Consolidated topline and profitability growth outperformed Standalone on the back of strong topline performance and consistent profit growth of most of the subsidiaries other than BJN Nepal

Financial Results- Consolidated Q4FY24



Rs Crores

| | Q4FY24 | % to Total Income | Q4FY23 | % to Total Income | Growth % |
|---|--------------|----------------------|--------------|----------------------|---------------|
| Total income from operations | 2,520.3 | | 2,443.6 | | 3.1 |
| Material Cost | 1,495.4 | 59.3 | 1,470.2 | 60.2 | |
| Employee Cost | 174.4 | 6.9 | 154.7 | 6.3 | |
| Other expenses | 499.6 | 19.8 | 450.0 | 18.4 | |
| PBDIT (Excluding Other Income) | 350.9 | 13.9 | 368.8 | 15.1 | (4.8) |
| Depreciation | 86.9 | 3.4 | 74.4 | 3.0 | |
| Profit from operation before interest | 264.0 | 10.5 | 294.4 | 12.0 | (10.3) |
| Other Income | 15.9 | 0.6 | 15.1 | 0.6 | |
| PBIT | 279.9 | 11.1 | 309.4 | 12.7 | (9.5) |
| Finance Cost | 17.8 | 0.7 | 29.3 | 1.2 | |
| PBT before share of joint ventures | 262.0 | 10.4 | 280.1 | 11.5 | (6.5) |
| Share of Profit / (loss) of associates and joint ventures | 32.0 | 1.3 | -22.2 | -0.9 | |
| PBT | 294.1 | 11.7 | 257.9 | 10.6 | 14.0 |
| Taxes | 71.4 | 2.8 | 71.9 | 2.9 | |
| PAT | 222.6 | 8.8 | 186.0 | 7.6 | 19.7 |
| Other comprehensive income, net of income tax | -1.1 | -0.0 | -4.3 | -0.2 | |
| Total comprehensive income for the period | 221.5 | 8.8 | 181.8 | 7.4 | |

Performance - Consolidated: Q4FY24



- Company's overseas subsidiary, Bolix S.A, Poland recorded a quarter of double-digit topline growth aided by better performance in its UK operations and robust profitability growth helped by a sharp expansion in operating margin. The company also achieved a constant currency growth in the quarter.
- Company's overseas subsidiary, BJN Nepal had another quarter of degrowth in topline and profitability impacted by macroeconomic and liquidity issues
- Company's subsidiary, STP Ltd had another quarter of strong double digit topline growth aided by higher sales in the AdMixture segment along with healthy profitability growth on the back of some operational leverage . We expect the growth performance to further continue in coming quarters.
- SBL Specialty Coatings Ltd also had a decent topline growth in the quarter aided by traction in the new line of business and a double digit profitability growth and margin expansion on the back of price increases.
- The joint venture Berger Becker Coatings had a turnaround performance with healthy double digit topline growth and strong profitability growth for the quarter. Company also received Rs 46 crs towards insurance claim on fire loss.
- Company's Joint venture Berger Nippon Paint Automotive Coatings Pvt. Ltd. continued its double digit topline and profitability growth riding the strong performance in Passenger car and SUV sector. Expect strong growth to continue in coming quarter.



FY24 Performance

Key Achievements: FY24



**Standalone
Operating
profit
growth
24.2 %**



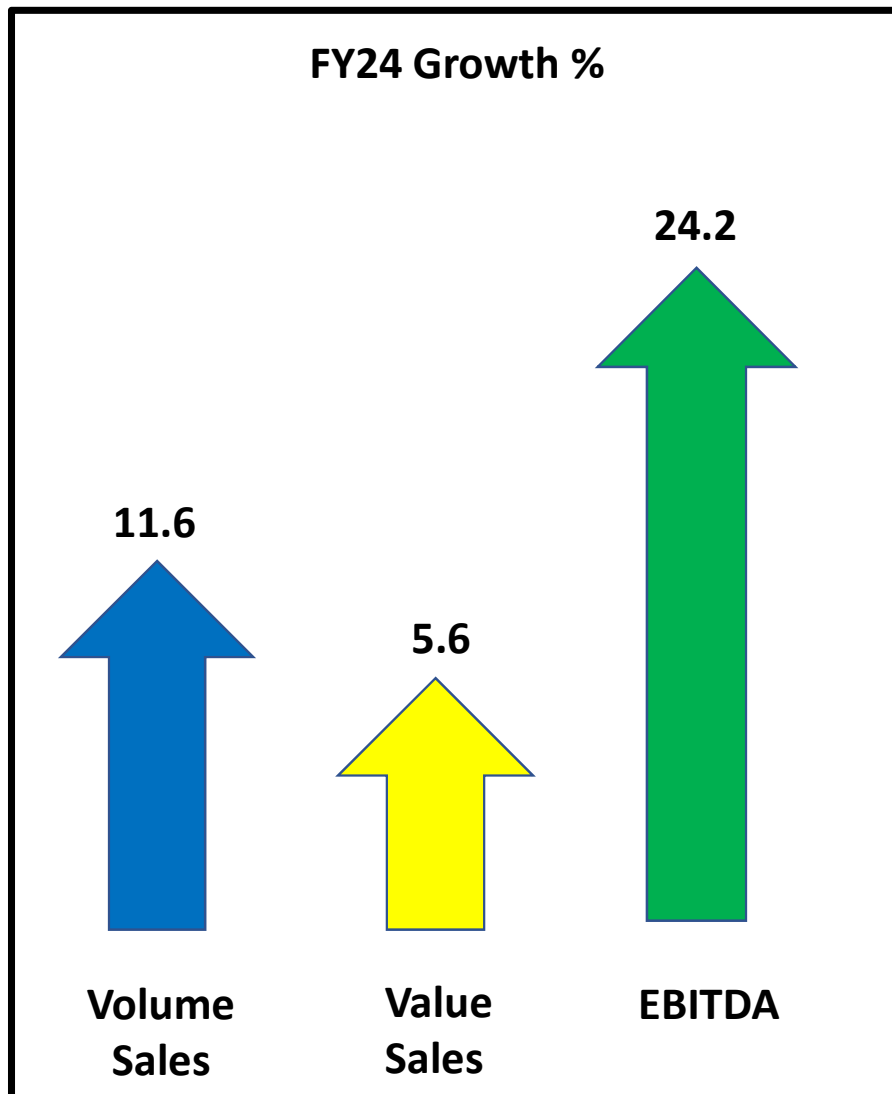
**India
operations
gained
Market Share
over FY23**

**Consolidated
Operating
profit
growth
25.2%**

**Company
turns
Net Cash
Positive**

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TRUST**

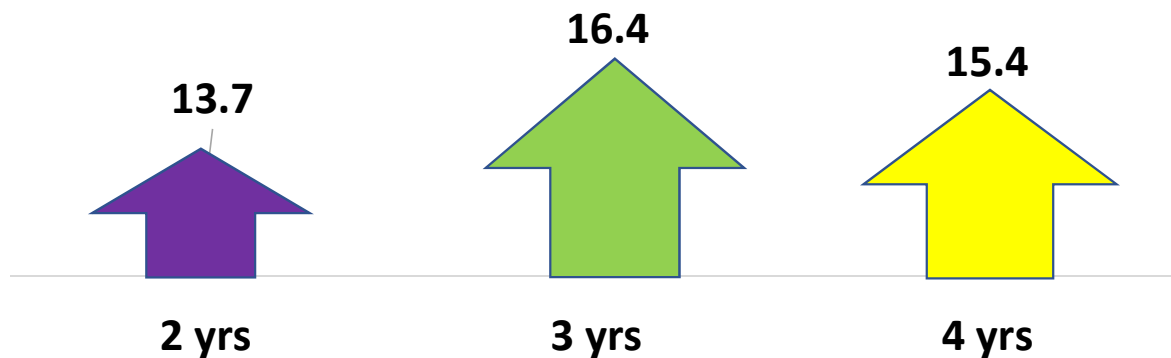
Business highlights : FY24 - Standalone



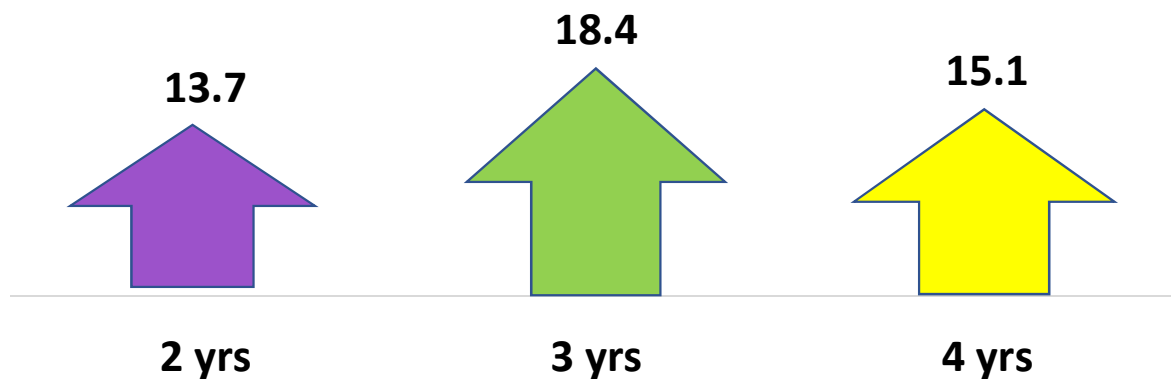
- Double digit volume growth for the year
- Value growth moderated on account of product price reduction
- Strong double digit profitability growth on YoY basis. Operating margin increased by 250 bps over previous year
- Decorative business had a strong double digit volume growth even in an inflationary environment
- All industrial business lines continued their growth trajectory with improved profitability

Consistent Growth Trajectory : Standalone

FY24 : Volume Sales CAGR%



FY24 : Value Sales CAGR%



Maintained double-digit compounded growth consistently over the past 2/3/4 years

Financial Results – Standalone FY24



Rs Crores

| | FY24 | % to Total Income | FY23 | % to Total Income | Growth % |
|--|-----------------|----------------------|----------------|----------------------|-------------|
| Total income from operations | 10,002.9 | | 9,470.6 | | 5.6 |
| Material Cost | 6,003.3 | 60.0 | 6,087.1 | 64.3 | |
| Employee Cost | 537.3 | 5.4 | 458.1 | 4.8 | |
| Other expenses | 1,790.7 | 17.9 | 1,579.5 | 16.7 | |
| PBDIT (Excluding Other Income) | 1,671.7 | 16.7 | 1,345.9 | 14.2 | 24.2 |
| Depreciation | 297.0 | 3.0 | 234.0 | 2.5 | |
| Profit from operation before interest | 1,374.7 | 13.7 | 1,111.9 | 11.7 | 23.6 |
| Other Income | 57.4 | 0.6 | 77.2 | 0.8 | |
| PBIT | 1,432.1 | 14.3 | 1,189.0 | 12.6 | 20.4 |
| Finance Cost | 64.7 | 0.6 | 86.3 | 0.9 | |
| PBT | 1,367.5 | 13.7 | 1,102.7 | 11.6 | 24.0 |
| Taxes | 352.4 | | 274.3 | | |
| PAT | 1,015.1 | 10.1 | 828.4 | 8.7 | 22.5 |
| Other comprehensive income, net of income tax | 0.1 | 0.0 | (0.6) | (0.0) | |
| Total comprehensive income for the period | 1,015.2 | 10.1 | 827.8 | 8.7 | |

Financial Results- Consolidated FY24



Rs Crores

| | FY24 | % to Total Income | FY23 | % to Total Income | Growth % |
|---|-----------------|----------------------|-----------------|----------------------|-------------|
| Total income from operations | 11,198.9 | | 10,567.8 | | 6.0 |
| Material Cost | 6,646.0 | 59.3 | 6,730.5 | 63.7 | |
| Employee Cost | 713.0 | 6.4 | 609.2 | 5.8 | |
| Other expenses | 1,978.6 | 17.7 | 1,740.9 | 16.5 | |
| PBDIT (Excluding Other Income) | 1,861.3 | 16.6 | 1,487.2 | 14.1 | 25.2 |
| Depreciation | 330.9 | 3.0 | 264.0 | 2.5 | |
| Profit from operation before interest | 1,530.4 | 13.7 | 1,223.2 | 11.6 | 25.1 |
| Other Income | 63.7 | 0.6 | 51.6 | 0.5 | |
| PBIT | 1,594.1 | 14.2 | 1,274.7 | 12.1 | 25.1 |
| Finance Cost | 78.3 | 0.7 | 99.2 | 0.9 | |
| PBT before share of joint ventures | 1,515.9 | 13.5 | 1,175.5 | 11.1 | 29.0 |
| Share of Profit / (loss) of associates and joint ventures | 41.0 | 0.4 | -13.2 | -0.1 | |
| PBT | 1,556.9 | 13.9 | 1,162.3 | 11.0 | 33.9 |
| Taxes | 387.1 | 3.5 | 301.9 | 2.9 | |
| PAT | 1,169.8 | 10.4 | 860.4 | 8.1 | 36.0 |
| Other comprehensive income, net of income tax | 22.3 | 0.2 | 4.4 | 0.0 | |
| Total comprehensive income for the period | 1,192.1 | 10.6 | 864.8 | 8.2 | |

Protect your loved ones, *glamorously.*

Berger
SILK BreatheEasy
LUXURY INTERIOR EMULSION

#SilkKaEhsaasChainKiSaans

Approved by Indian Medical Association
Anti Bacteria Association

Protects surface from Covid Virus

Reduces Pollution

Reduces Formaldehyde

*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).

NO JHANJHAT, DAMPSTOP FATAFAT

3 YEAR Waterproofing WARRANTY*

Berger Dampstop Advanced

Decorative Business : FY24

- Decorative business recorded strong volume growth and showed resilience in spite of high inflation and extended monsoon
- Strong traction in economy segment impacted value growth
- Construction chemical & waterproofing business had a stellar performance
- Aggressive Network expansion continued
 - Added 7300+ retail touchpoints
 - Installed 7100+ Colorbank machines
- Introduced a diverse range of products during the year
- Innovative steps taken towards enhancing influencer outreach

Berger express painting
Fast. Clean. Safe.

Your Imagination **Our Expertise**

- Accurate Price Estimation
- Waterproofing
- Dust Free Experience
- Trained Painters
- Expert Supervision

Consistent Top Performing Products – Leaders in the category



New products introduced during the year



WEATHERCOAT
LONG LIFE 15



Best in class
washability with *Luxury Finish*



Silky
Smooth Finish

No Crack
Technology

Superior
Washability

Digital Initiatives



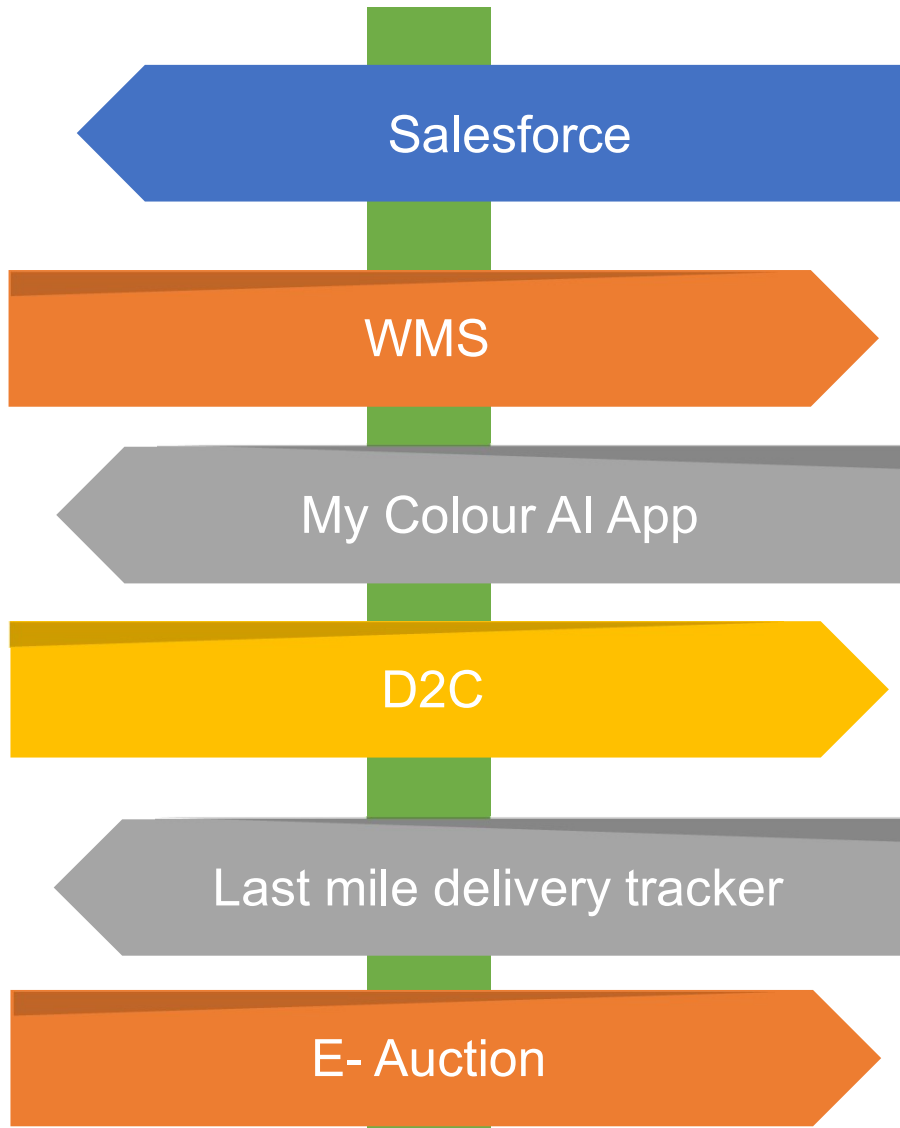
Cloud based Portal for better customer Engagement & 360 degree view



App designed to find perfect colour schemes for new/repainting purpose



Digital initiative for tracking of despatches from factory to warehouse and last mile delivery



Implementation in all warehouses for better working capital management and customer service



Digital tracking of D2C business like Express painting and waterproofing services



Industrial Business : FY24



**Protective Coating
business continued
its market leadership
with consistent
growth trajectory
and substantial
improvement in
profitability**

**Automotive and
General Industrial
business had an
improved
performance on the
back of some uptick in
2-wheeler demand**

**Powder Coatings
business line also
showed uptick over
previous year with
significant
improvement in
profitability**

Notable Endeavors in Industrial Realm



ITPO - Bharat Mandapam

Mumbai Coastal Bridge



Vande Bharath

Pipe Coating



Notable Endeavors in Industrial Realm



Khurja Super Thermal Power

HRRL Rajasthan Refinery

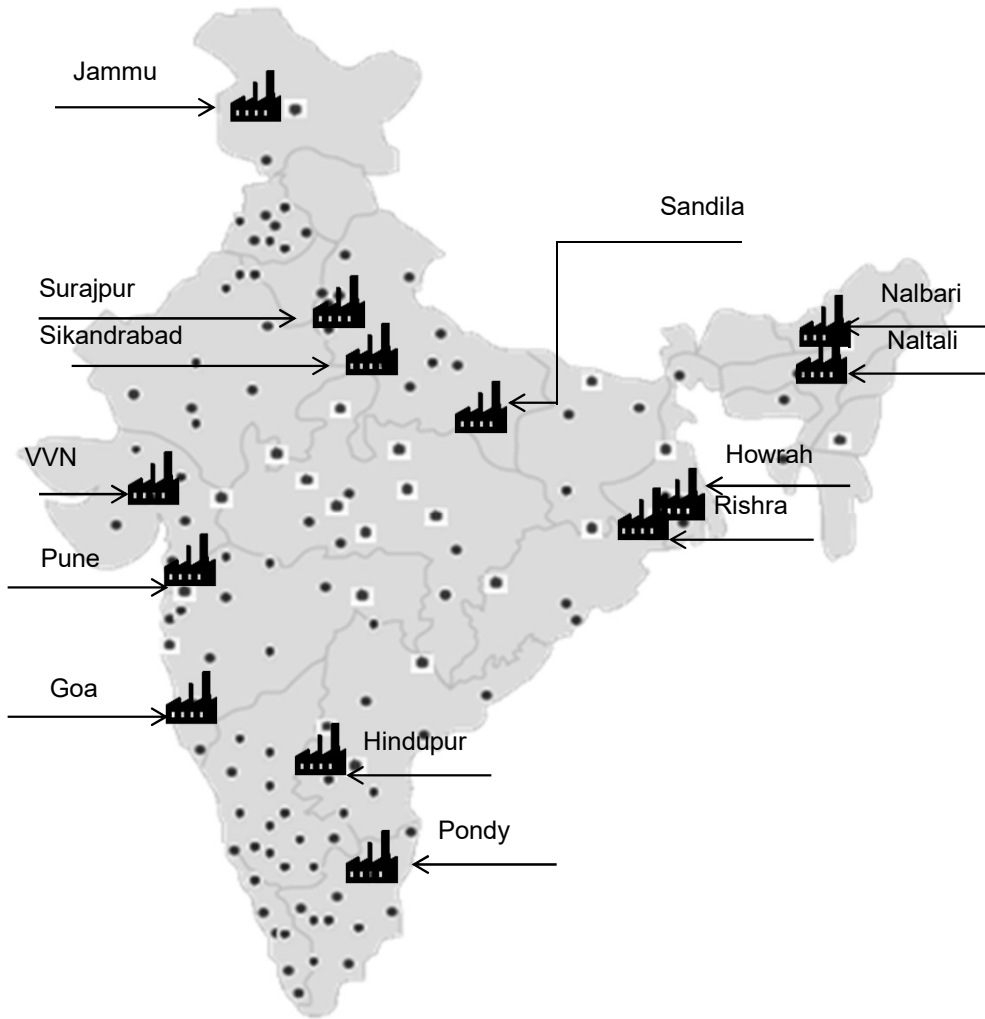


Lucknow Adani Airport

Reliance New Energy PV Solar



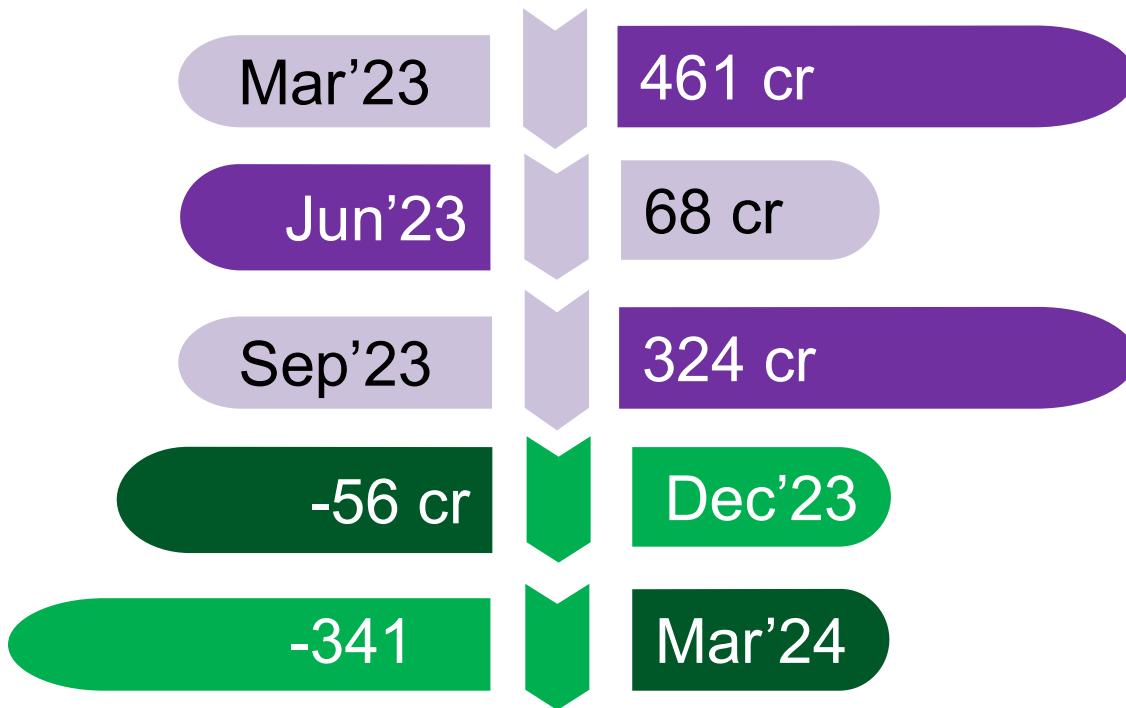
Manufacturing Capacity



- Present capacity – 1.27 mn MT
- Brown field expansions were carried out at some of the manufacturing units
- Work progressing at Panagarh, West Bengal
- Land acquisition completed at Khurda, Orissa

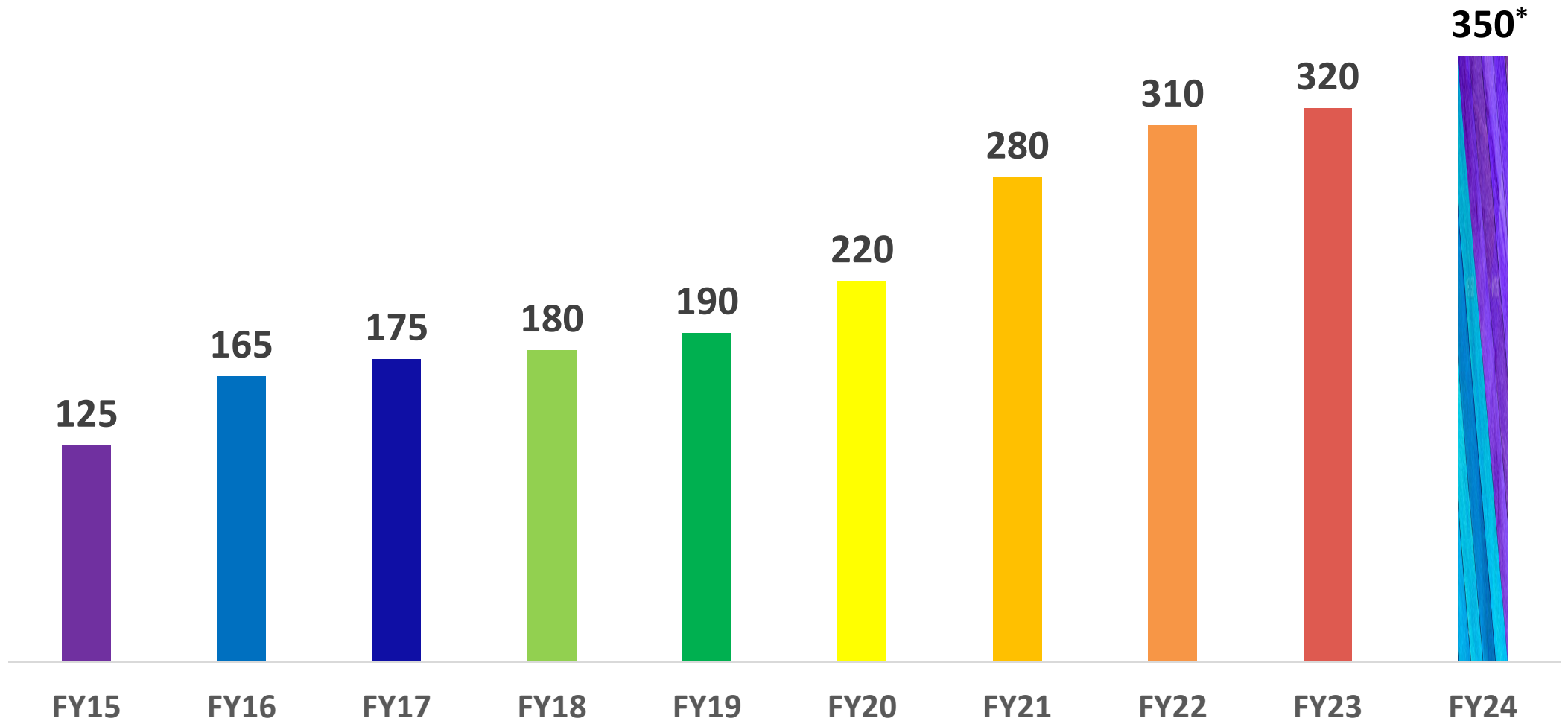


Net debt -Standalone : Promises kept



Attained Net cash positive position as guided at the beginning of FY24

Rewarding Shareholders consistently : Dividend trajectory (%)



* Final dividend recommended by the Board

Sustainability in Action : ESG Initiatives



GREEN ENERGY :

Carbon footprint reduction



STREE SHAKTI :

Women Empowerment



4R policy :

Reduce, Re-use,
Recycle and
Recreate



WOW :

Waste reduction &
recycling



Project JAL :

Water recycling &
Rain water
Harvesting



Safety First :

Workplace safety
and health

Solar strides / Electric rides

Project Urja Shakti



Roof top Solar Panel installed in all manufacturing locations

Charging Ahead – The EV Story



Introduced E-vehicles for last mile delivery

Project JAL



Saved 100,000,000 Ltrs

Reduction in water intake in FY24

- 20.4%

Reduction in ETP load - 16%

Enough to quench thirst of 100,000
people for whole year.

Business Outlook



- Decorative business expected to maintain double digit volume growth for Q1 and FY25 with a slightly lower value growth.
- Normal monsoon likely to propel rural demand. Markets expected to pick up second quarter onwards post general election.
- Industrial business expected to do well and maintain its strong profitability.
- Raw material prices have remained benign for some time. However, given the current geo-political situation, volatility in raw material prices remains a concern.

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.