



STOCK. EXG/ AG/ 2021-22

11th February, 2022

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

Sub : Investor Presentation on Financial Results

With reference to our letter dated 9th February, 2022 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 and nine months ended on 31st December, 2021 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

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



Decorations 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

WARRANTY

BERGER HOME SHIELD WATERPROOF PUTTY

BERGER HOME SHIELD WALL SHIELD 2K

BERGER HOME SHIELD ROOF GUARD

BERGER HOME SHIELD DAMPSTOP



Q3 FY22 Performance

Category	Value	Change
Food & Beverage	1,290	87%
Consumer Product	1,925	1,067
Fashion	359.2	1,474.7
Home & Office Prod	1,695.75	1,916.51
Personal & Pharm	1,527.49	1,741.50
Financials	2,125.65	369.61
Banking	200.02	10,467.00
Financials	122.20	634.00
Financials	10,388.09	122.20
Financials	634.00	10,467.00
Financials	10,388.09	122.20
Financials	634.00	10,467.00

GROWTH (%) - Standalone Q3 FY22

Total income
from
operations

21.2

PBDIT
(Excluding
Other Income)

-9.1

PBIT

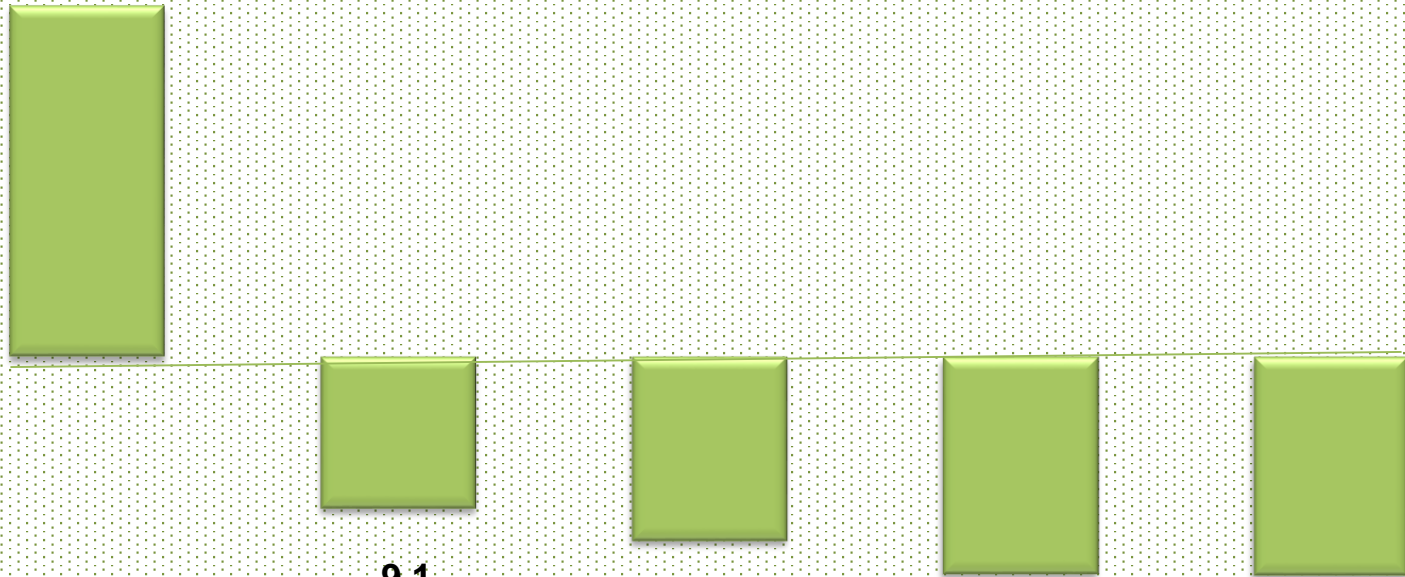
-11.1

PBT

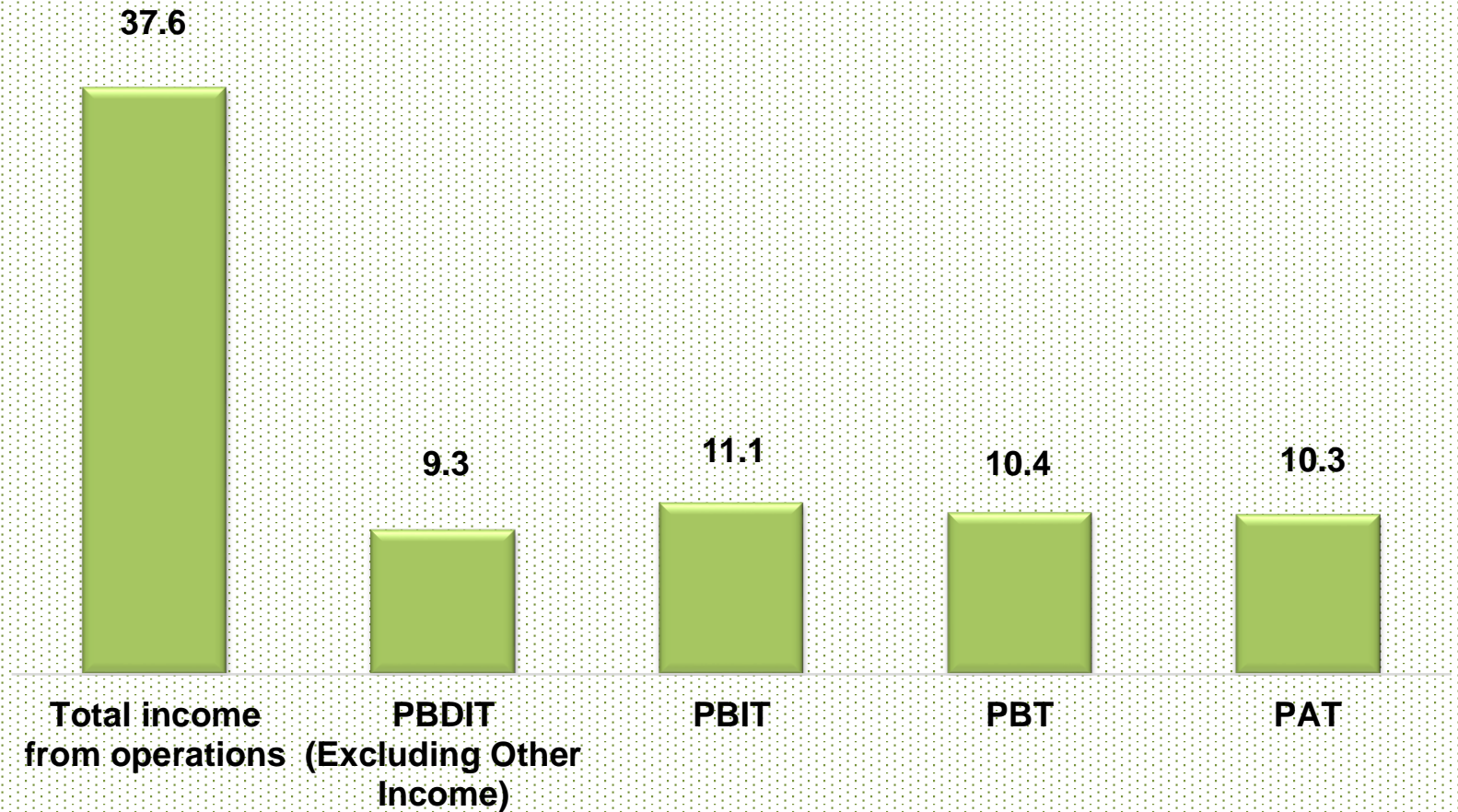
-13.1

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

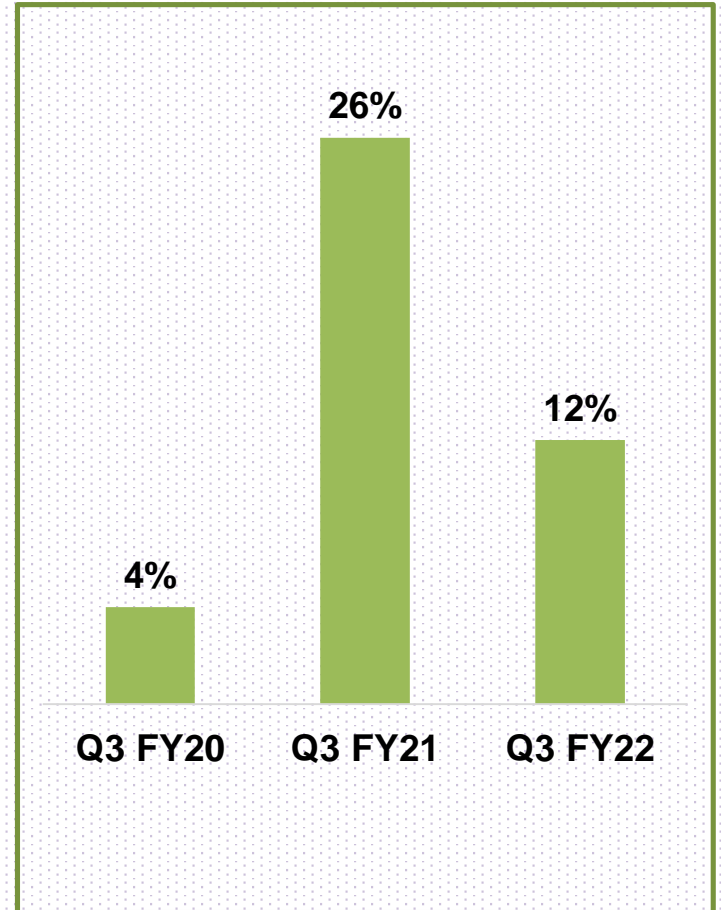
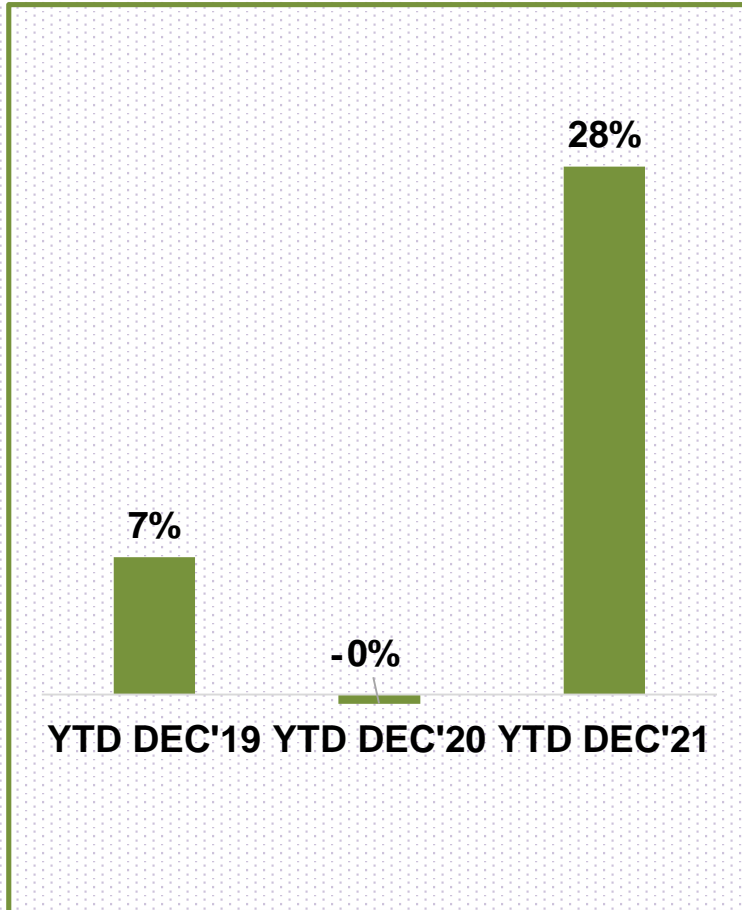
	Q3 FY 22	% to Total Income	Q3 FY 21	% to Total Income	Growth %
Total income from operations	2256.24		1861.87		21.2
Material Cost	1443.69	64.0	1047.48	56.3	
Employee Cost	98.34	4.4	91.83	4.9	
Other expenses	370.58	16.4	344.36	18.5	
PBDIT (Excluding Other Income)	343.63	15.2	378.20	20.3	(9.1)
Depreciation	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

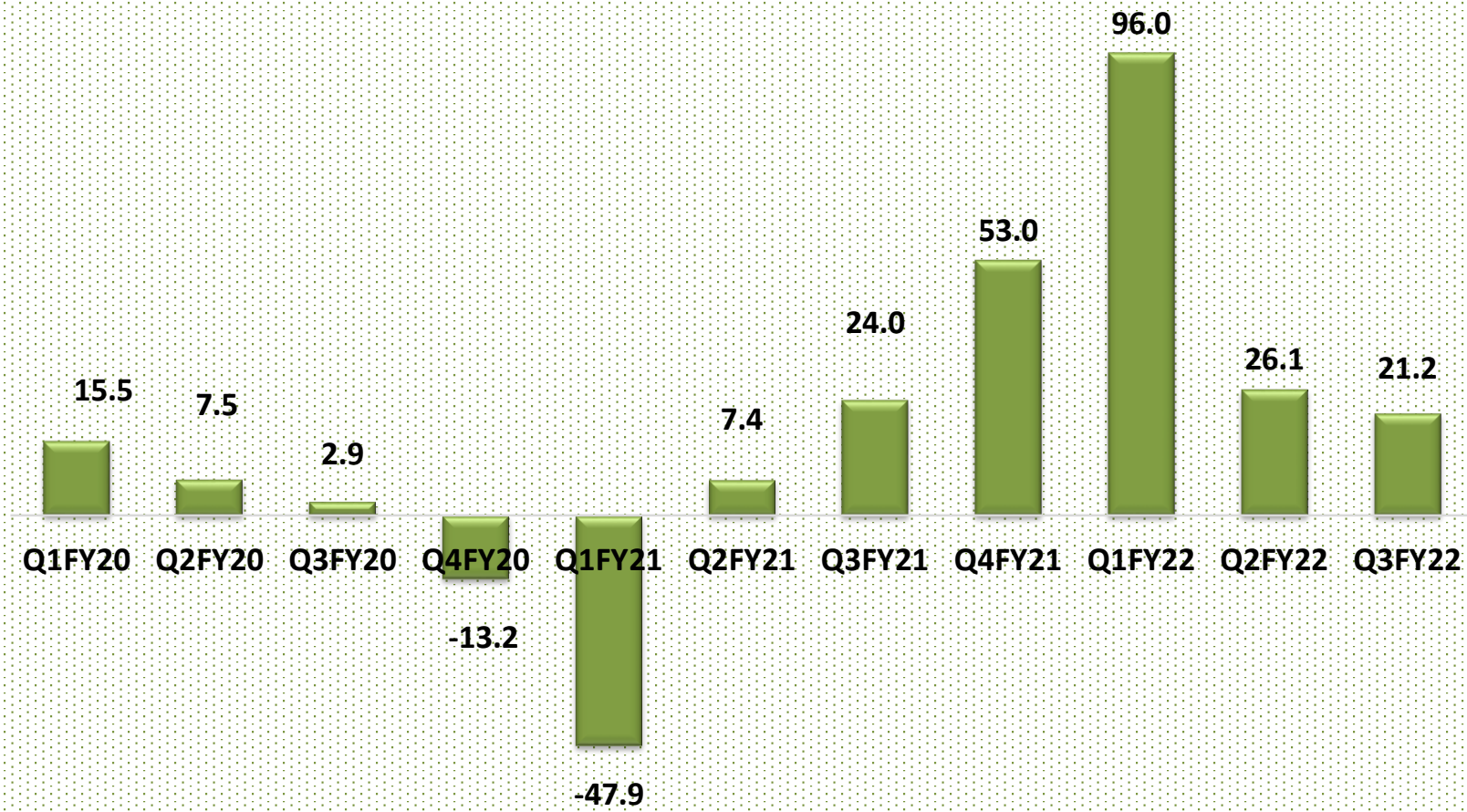
	YTD DEC FY 22	% to Total Income	YTD DEC FY 21	% to Total Income	Growth %
Total income from operations	5,813.10		4,224.37		37.6
Material Cost	3,655.83	62.9	2,428.16	57.5	
Employee Cost	302.26	5.2	261.86	6.2	
Other expenses	986.64	17.0	740.08	17.5	
PBDIT (Excluding Other Income)	868.37	14.9	794.27	18.8	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

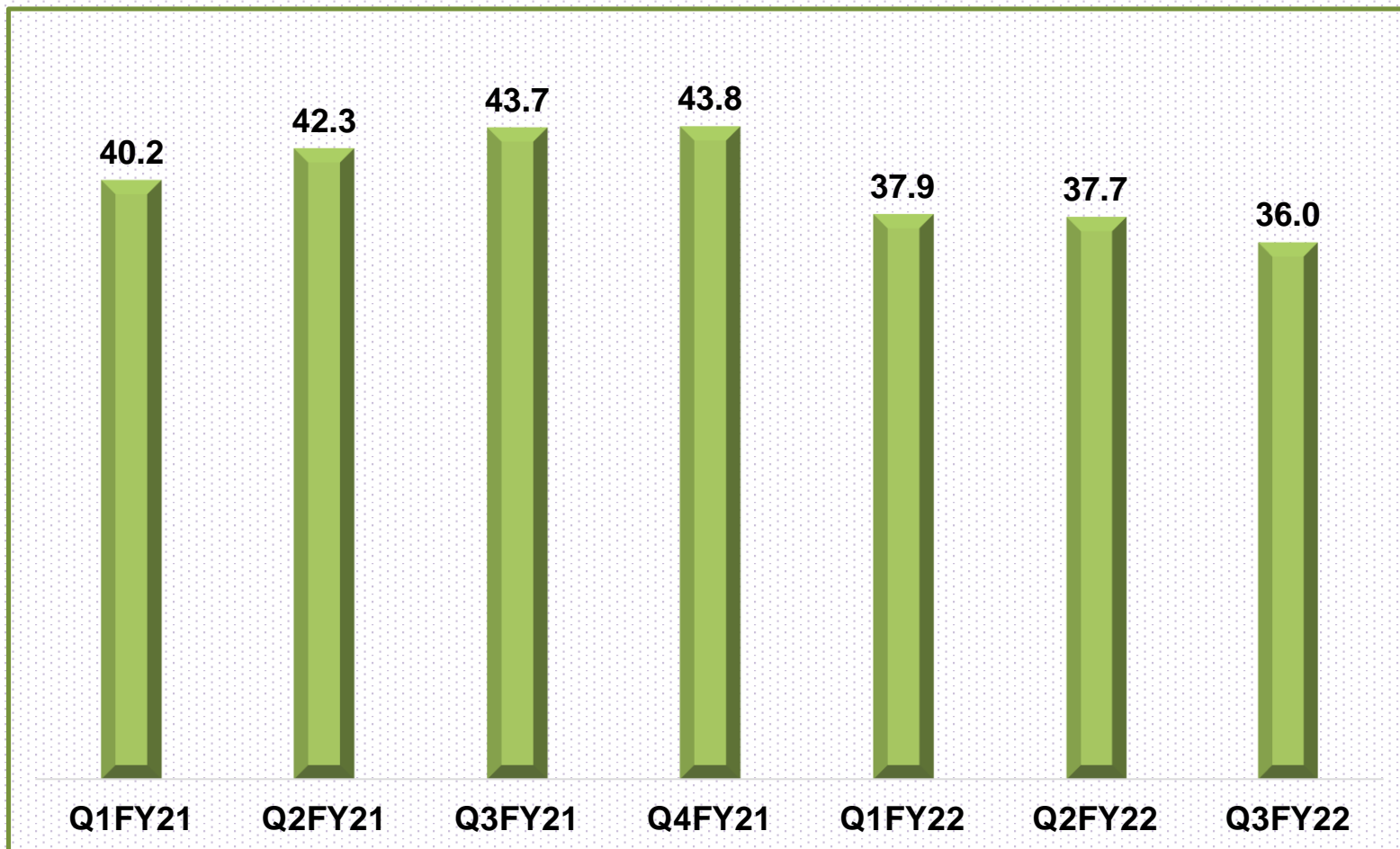


*Volumes expressed in MT has been converted to KL by using a normalizing factor

Income from operations Growth % - Standalone



Gross Margin Trend (%) - Standalone



Consolidated Q3 FY22- Growth (%)

Total income
from
operations

20.4



PBDIT
(Excluding
Other Income)

-5.5



PBIT

-6.9



PBT

-8.8

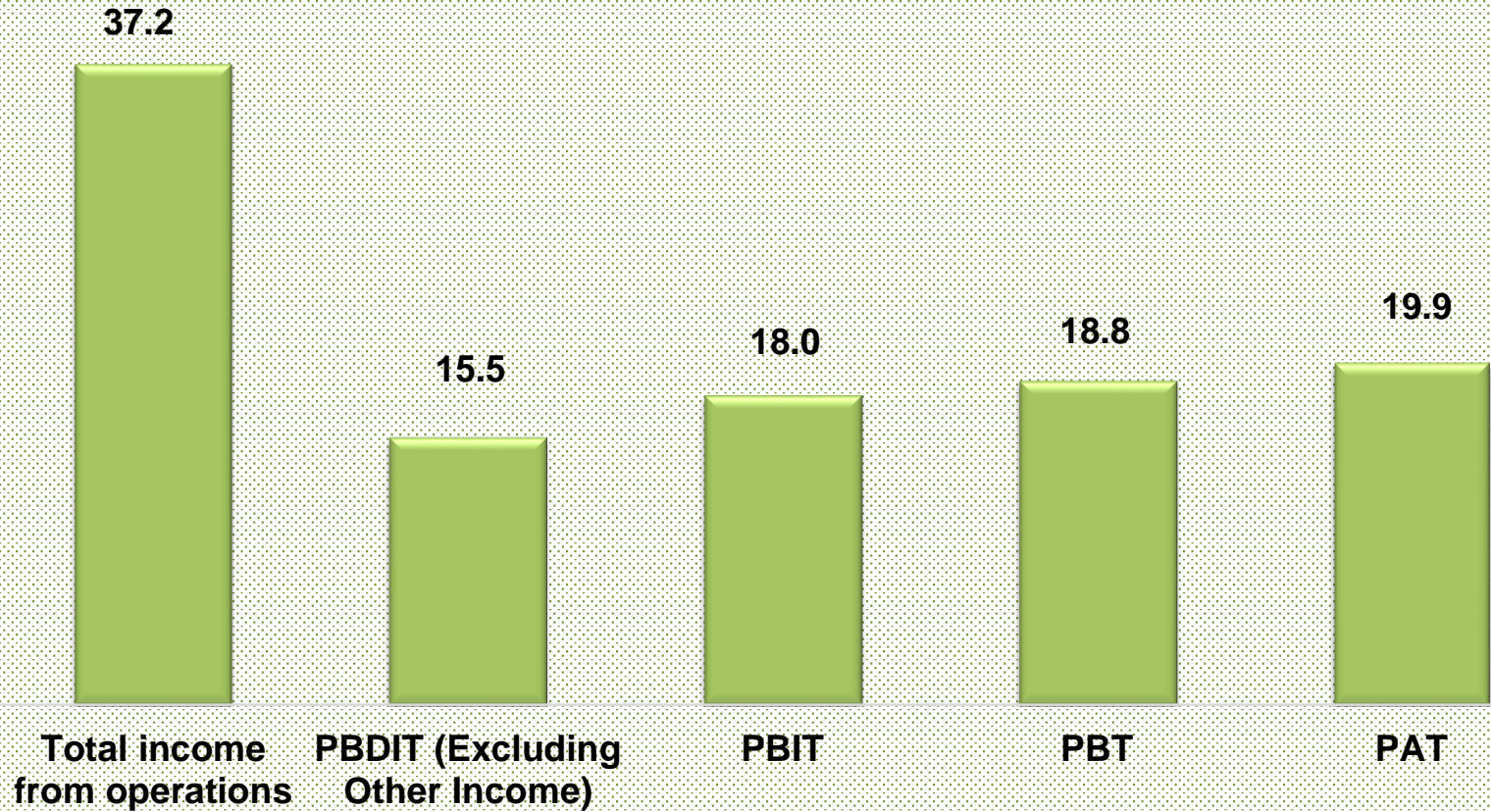


PAT

-8.0



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

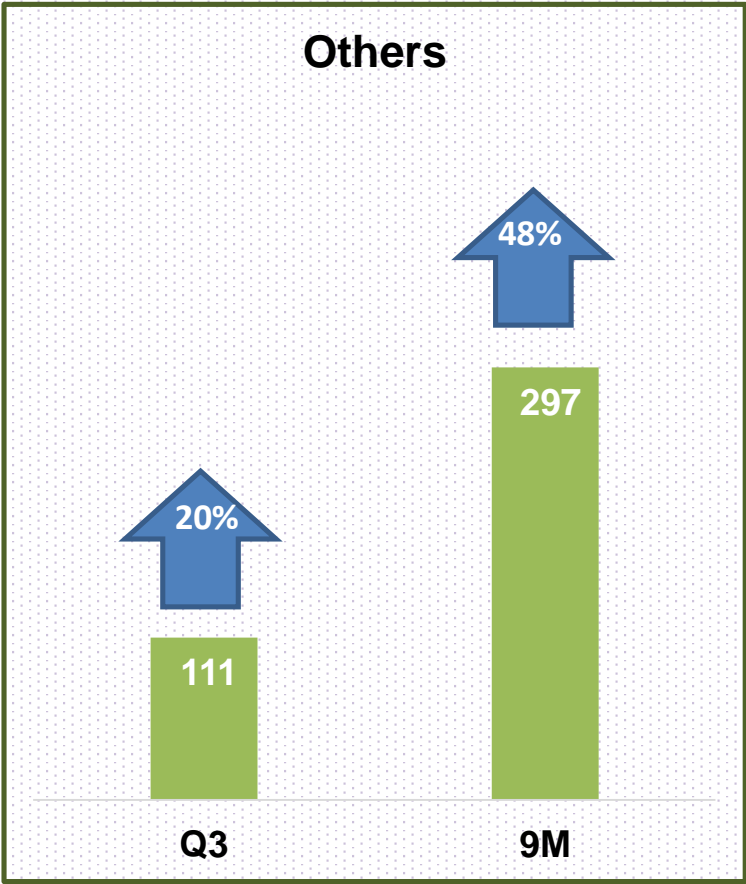
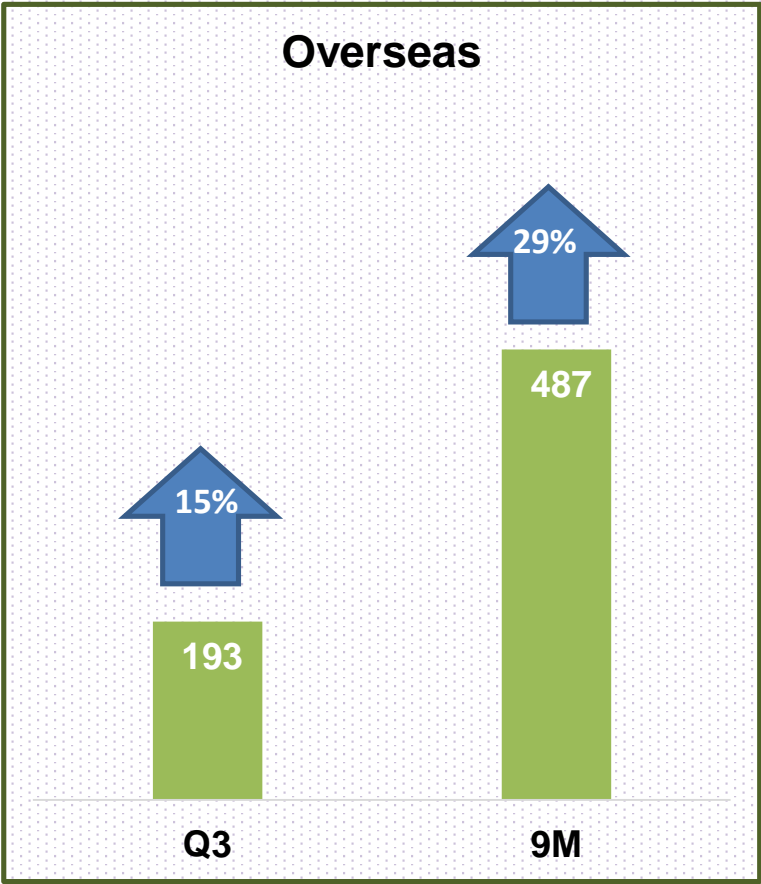
SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) and STP Ltd. also recorded strong top line performance with profitability impacted by higher raw material prices. However, some price negotiations with customers have been taken and some are underway

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.