



**Asian Paints Limited**  
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Santacruz (E)  
Mumbai 400 055  
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www.asianpaints.com

APL/SEC/19/2021-22/13

12<sup>th</sup> May, 2021

BSE Limited  
Corporate Relationship Department  
Phiroze Jeejeebhoy Towers,  
25<sup>th</sup> Floor, Dalal Street,  
Fort, Mumbai – 400 001  
Scrip Code: 500820

The National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1,  
Block G, Bandra – Kurla Complex,  
Bandra (East),  
Mumbai – 400 051  
Symbol: ASIANPAINT

Sir(s),

Sub: **Investor Presentation**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation made to the Investors on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended 31<sup>st</sup> March, 2021.

This is for your information and record.

Thanking you,

Yours truly,

For **ASIAN PAINTS LIMITED**

**R. J. JEYAMURUGAN**  
**CFO & COMPANY SECRETARY**

Encl: As above



# Investor Conference

## Q4 - FY2021 Results



## Disclaimer

***This communication, except for the historical information, may contain statements which reflect the Management's current views and estimates and could be construed as forward looking statements. The future involves certain risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange and commodity price fluctuations, competitive product and pricing pressures and regulatory developments.***





Delivering joy since 1942....

We exist to Beautify, Preserve, Transform all Spaces and Objects,  
bringing happiness to the World!





## Customer Joy : Our Passion



## Innovation / Product Portfolio Expansion







## World class Retail outlets with Phygital experiences



- ❖ Large count of Colour Worlds, distributed across the length and breadth of the country
- ❖ 450+ Colour Ideas stores, inspiring people across 400 cities
- ❖ World class 16 Beautiful Home stores
- ❖ 150+ EzyCR speciality stores (WoodTech, Waterproofing, Play, Implements)





## Professional & Relevant Services



**asianpaints**  
**Safe**  
PAINTING SERVICE  
Bilkul safe hai

80504 80504

Asian Paints Safe Painting Service

### Introducing Waterproofing Solutions from Safe Painting Service



ezycolour  
consultancy online



**SANASSURE**

### Sanitization

is a state of mind with

## San Assure

Kills 99.9%\* Germs

Quick 60 Min Service

Mechanized Tool

- ❖ 55,000+ sites serviced under Safe Painting Service
- ❖ 85,000+ sites (home, offices) covered under San Assure





**'Inspiration** that provides people with the means, to **help build their house of dreams'**

**BeautifulHomes.com:**  
**More than 45 lac**  
**visitors**



# BEAUTIFUL HOMES SERVICE with asianpaints

Partnering for delivering their dream Décor



We make your interior design journey **completely hassle-free**



Expert Interior Designers



End-to-End Service



Covid Safety Protocols



Professional Execution



Create your Beautiful Home Your Way



We create ***tailor-made interior designs*** for you



Extremely good response in a short span of time to Beautiful Home Service, with 500+ sites



## Force to reckon in Projects Space

**Builders**



**Education**



**Co-op Hsg Societies**



**Factories**

**Corporates**



**Hotels**



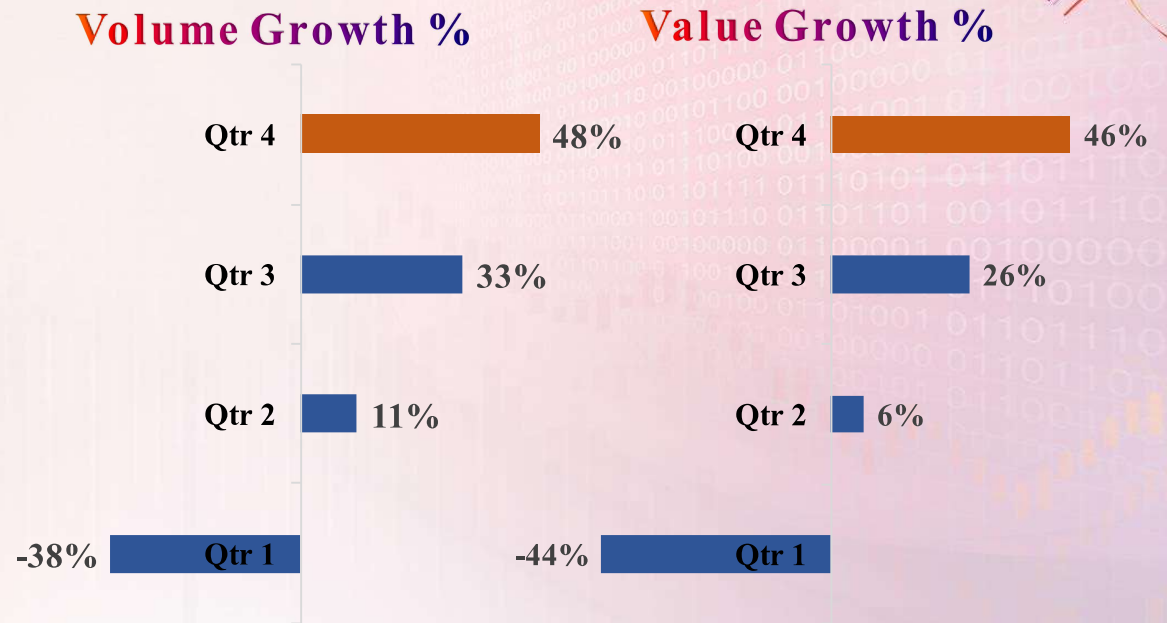
**Hospitals**



- ❖ Strong growth in Projects & large institutional sales, especially in Q3 & Q4
- ❖ Painting Solutions
- ❖ Waterproofing Solutions
- ❖ Technologists Support
- ❖ Premium Applicators
- ❖ Total Assure/Smart Assure Services

## Domestic Decorative Business Performance

- ❖ **Strong growth momentum continued in Q4 following a positive Q2 & Q3**
  - ❖ Strong performance continued in Tier 2/3/4 markets
  - ❖ Tier 1 & Metros picked up further from Q3
  - ❖ Strong volume growth in each of the months in the quarter; as well as low base of Mar'20
- ❖ **Material price inflation impacted gross margins adversely in Q4**



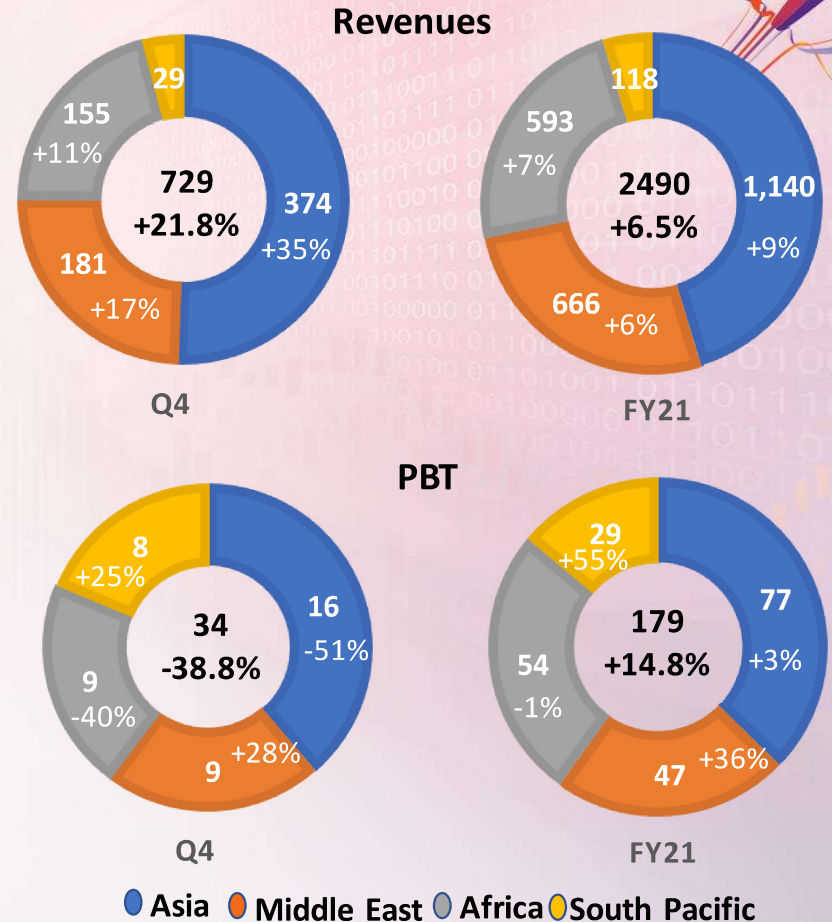
**13% Volume growth in FY 20-21**

**8% Value growth in FY 20-21**



# International Business Performance

- ❖ **Strong Volume growth continued in Q4, like in India**
  - ❖ Robust performance in Asia, Middle East & Africa
  - ❖ Double digit volume growth for all units in Q4
  - ❖ Ethiopia, Bahrain, Indonesia & South Pacific – few of the exceptions
  
- ❖ **Product portfolio expansion initiatives working well in focus markets**
  - ❖ Waterproofing and Premium/Luxury emulsions segments doing very well
  
- ❖ **Services (Safe Painting Services) introduced across markets; gaining traction**
  
- ❖ **Q4 margins adversely impacted by higher material prices**



Figures in Rs. crores % figures are growth over last year

# Industrial Business Performance

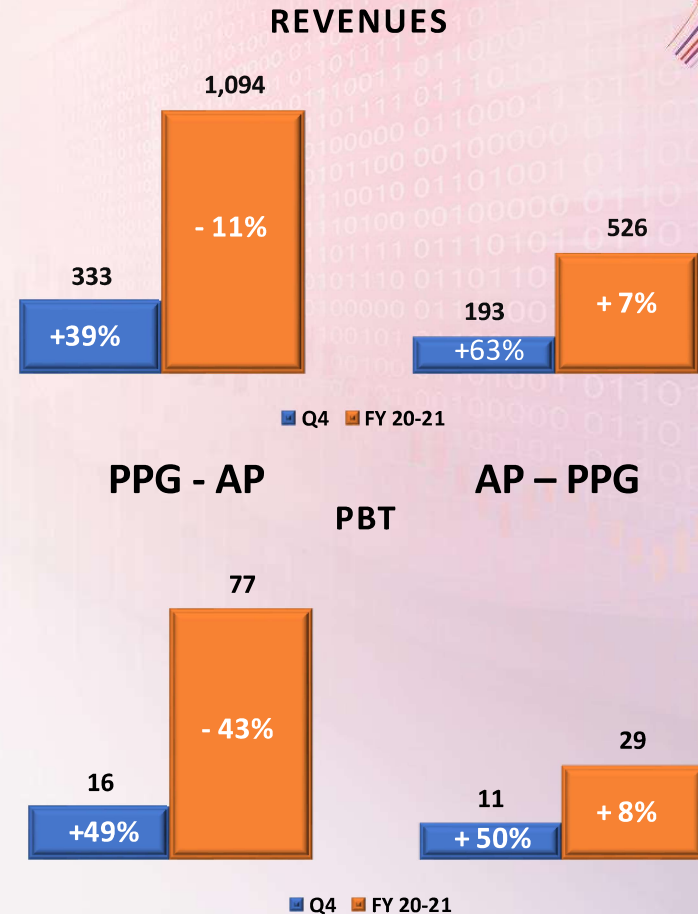


- ❖ Auto sector sales and builds data exhibit a continued recovery momentum
- ❖ Sequential uptick in all business segments
- ❖ Robust performance in Q4 supported by strong growth across business segments



- ❖ Strong double digit value growth in Q4
- ❖ Growth supported by both Industrial Liquid Paints and Powder Segment
- ❖ Sequential uptick continue in both the segments

❖ Profitability in Q4 adversely impacted due to higher material prices in both businesses



Figures in Rs. crores % figures are growth over last year



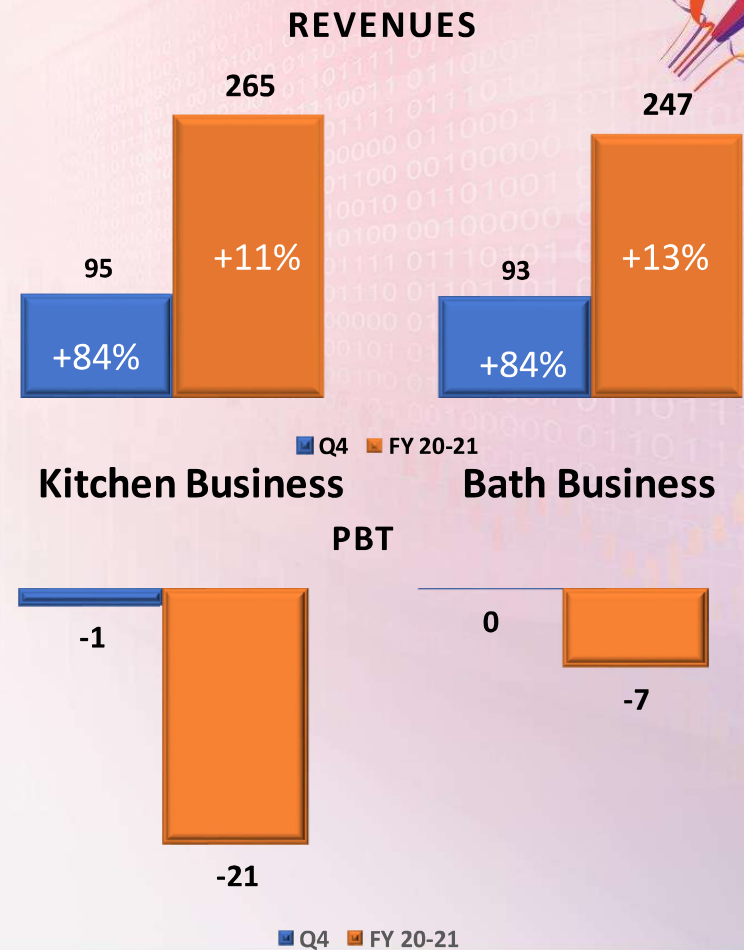
# Home Improvement Business Performance

## Kitchen Business

- ❖ Strong growth in Q4 supported by both Components as well as Full Kitchens; Full year double digit growth
- ❖ Project segment sequential up tick continued in Q4
- ❖ PBT level loss substantially lesser for full year; supported by improving scale of business & cost optimization
  - ❖ Full year loss at Rs. 21 crs vs Rs. 41 crs loss LY

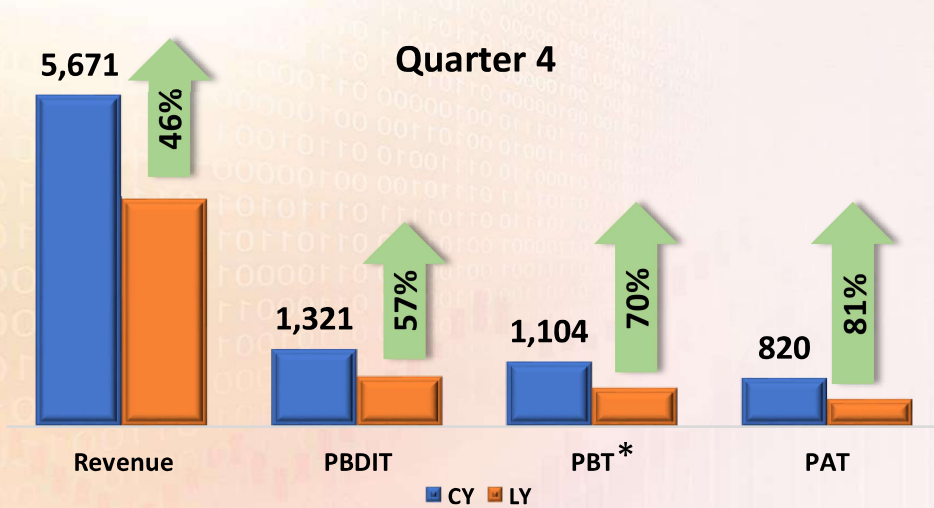
## Bath Business

- ❖ Strong sequential pick-up in demand across product segments continued in Q4; Full year double digit growth
- ❖ Project business sequential uptick continued in Q4
- ❖ Benefit of improving scale and cost optimization for the year
  - ❖ Full year loss at Rs. 7 crs vs Rs. 29 crs loss LY



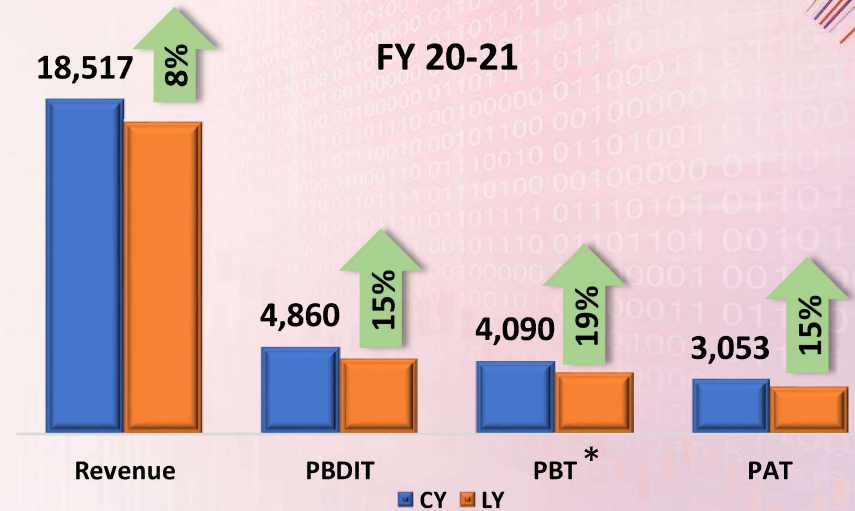
Figures in Rs. crores % figures are growth over last year

# Standalone Financials



Figures in Rs. crores

**PBDIT margin +162 bps**



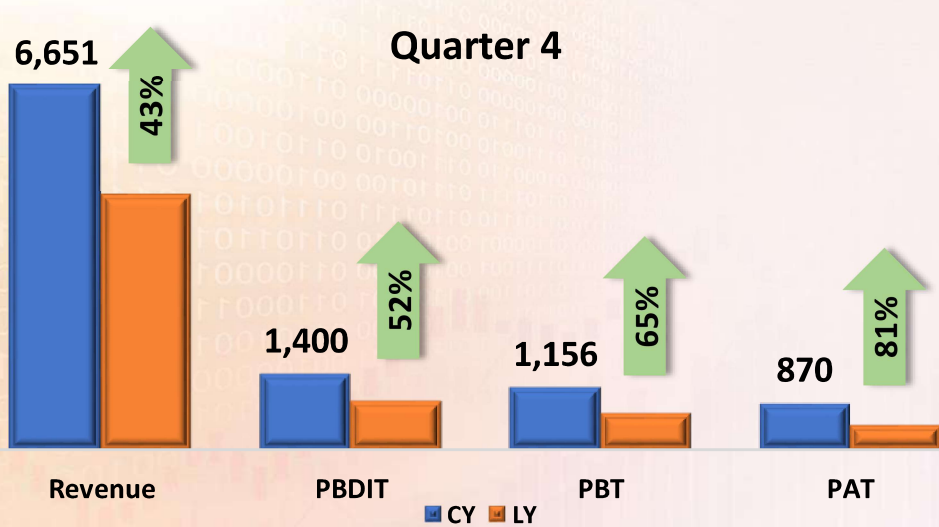
Figures in Rs. crores

**PBDIT margin +173 bps**

\* PBT before Exceptional Item

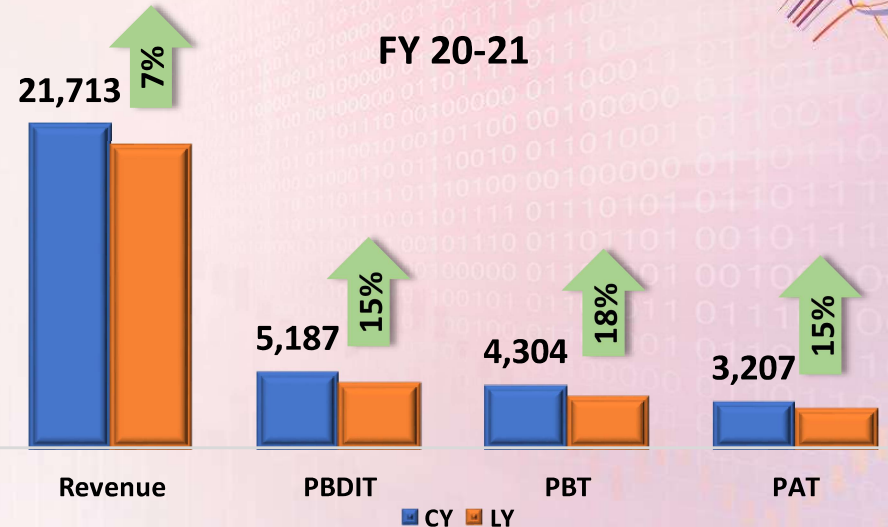


# Consolidated Financials



Figures in Rs. crores

**PBDIT margin +120 bps**

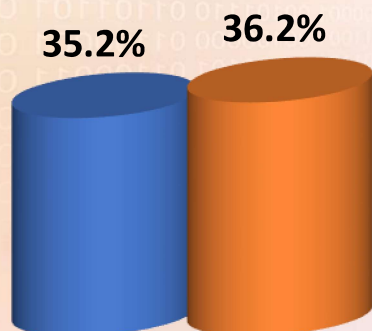


Figures in Rs. crores

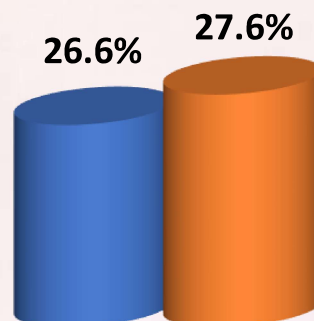
**PBDIT margin +154 bps**

## Strong Returns

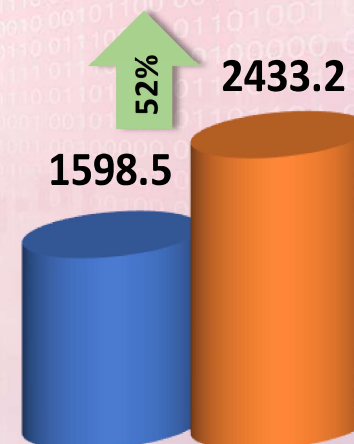
### ROCE\*



### ROE\*



### Market Cap (Rs. bn)



■ FY 19-20 ■ FY 20-21

Consolidated ROCE & ROE: FY 19-20 ROCE & ROE adjusted for the one-time impact (write back) of tax rate change on deferred tax balance



## Consistently rewarding Shareholders

### Dividend Payout



\* FY 16-17 data including Rs. 2 per share special dividend

Figures in Rs. are Dividend per share

## Investing for Sustainable Future



### ENVIRONMENT



**188%** Water Replenishment  
**58.9%\*** reduction  
in Specific Non-process Fresh Water  
Consumption



**34.7%\*** reduction  
in Specific Electricity Consumption



**75.9%\*** reduction  
in Specific effluent generation



**65.3%\*** reduction  
in Specific emissions



**56% electricity**  
from Renewable Sources

\* From Baseline year 2013-14



## Strong Social Commitment



SOCIAL



**Vocational Training: 1,68,000+ lives touched**



**Education: 6,500+ lives touched**



**Health & Hygiene: 1,70,000+ lives touched**



**Disaster Management**

Contribution to various State Disaster Management Authorities & Implementing Agencies against COVID-19 pandemic

## Looking Forward

- ❖ **Uncertainty again on the rise with the Second wave of Covid-19 seemingly far more wide-spread**
  - ❖ **In India as well as some in International markets, especially in South Asia**
- ❖ **Vaccination rollout, across a wide cross section of the population, very critical**
- ❖ **Well positioned to capture the recovery cycle once we put this wave behind**
  - ❖ **Dynamic management in the evolving business conditions would be the key**
- ❖ **Elevated inflationary pressures on the raw material front posing a challenge**
  - ❖ **Significant increases in input prices since Dec'20; uptrend continues**
  - ❖ **Implemented one price increase effective 1<sup>st</sup> May'21 of 2.8% at portfolio level**



**Thank You**

