



**SHALIMAR
PAINTS**

September 02, 2020

BSE Limited
Corporate Relationship Department,
1st Floor, New Trading Ring,
Rotunda Building, P.J. Towers,
Dalal Street, Fort, Mumbai - 400 001

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

(Scrip Code: BSE – 509874, NSE – SHALPAINTS)

Subject: Submission of Investor's Presentation

Dear Sir/ Ma'am,

Please find attached Investor's Presentation in respect of Investor's Tele Conference which is scheduled to be held today on September 02, 2020 at 4:00 pm, IST.

You are requested to kindly take the above information on records.

Thanking You
For **Shalimar Paints Limited**


Gautam
(Company Secretary)





Investor Presentation

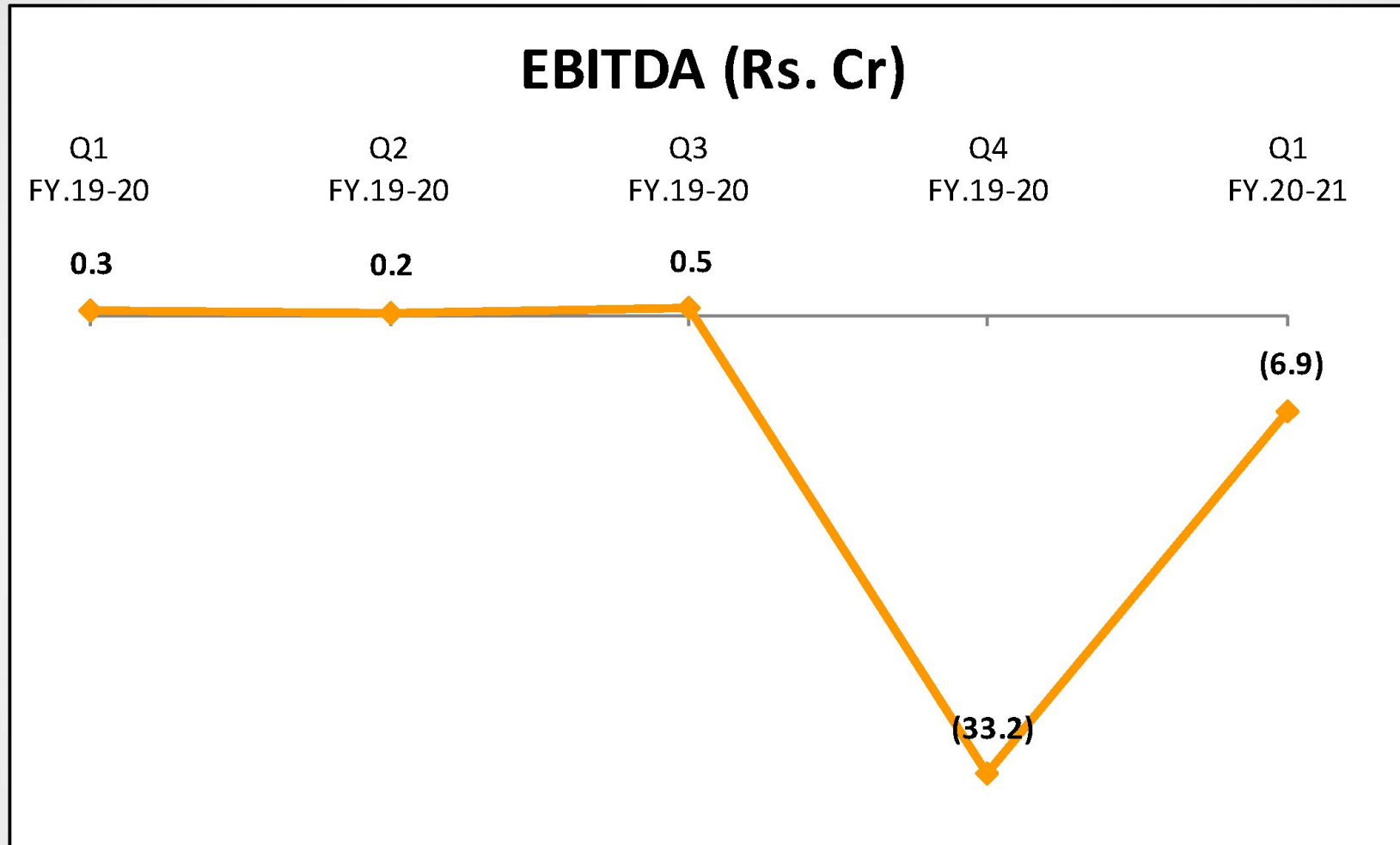
Q1 - FY'21

Financial Summary: Q1 FY21 (Standalone)

In Rs. Crore	Q1 FY21	Q4 FY20	Q1 FY20	FY20
Total Revenue	44.9	84.1	85.3	345.3
COGS	31.0	56.7	58.7	232.3
Employee Expenses	9.6	13.0	11.9	48.7
Other Expenses	9.2	47.6	14.3	96.4
EBITDA	(4.9)	(33.2)	0.3	(32.1)
Interest Expense	4.6	5.4	4.2	19.9
Cash Loss	(9.4)	(38.6)	(3.9)	(52.0)
Depreciation	3.3	3.3	2.2	10.8
PBT	(12.8)	(41.9)	(6.1)	(62.8)
Exceptional Items	(2.0)	6.9	-	6.9
Taxes	(4.2)	(12.7)	(0.8)	(18.0)
PAT	(10.5)	(22.3)	(5.3)	(37.9)

Financial Summary: Q1 FY21 (Consolidated)

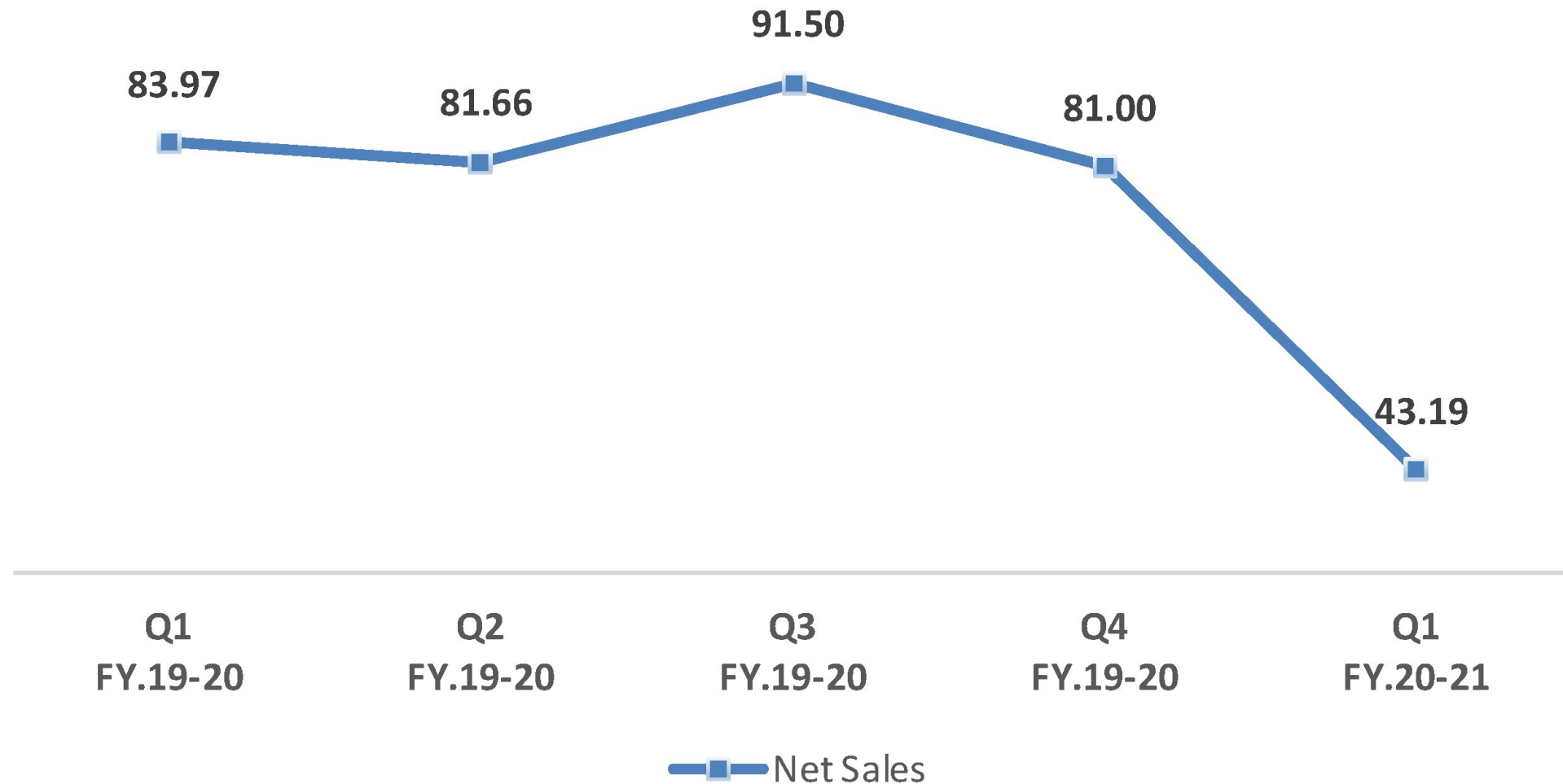
In Rs. Crore	Q1 FY21	Q4 FY20	Q1 FY20	FY20
Total Revenue	44.8	84.0	85.2	345.0
COGS	31.0	56.7	58.7	232.3
Employee Expenses	9.6	13.0	11.9	48.7
Other Expenses	9.2	47.6	14.3	96.4
EBITDA	(5.0)	(33.2)	0.3	(32.4)
Interest Expense	4.6	5.4	4.2	19.9
Cash Loss	(9.5)	(38.7)	(3.9)	(52.3)
Depreciation	3.3	3.3	2.2	10.9
PBT	(12.9)	(42.0)	(6.2)	(63.1)
Exceptional Items	(2.0)	6.9	-	6.9
Taxes	(4.2)	(12.7)	(0.8)	(18.0)
PAT	(10.6)	(22.4)	(5.3)	(38.2)



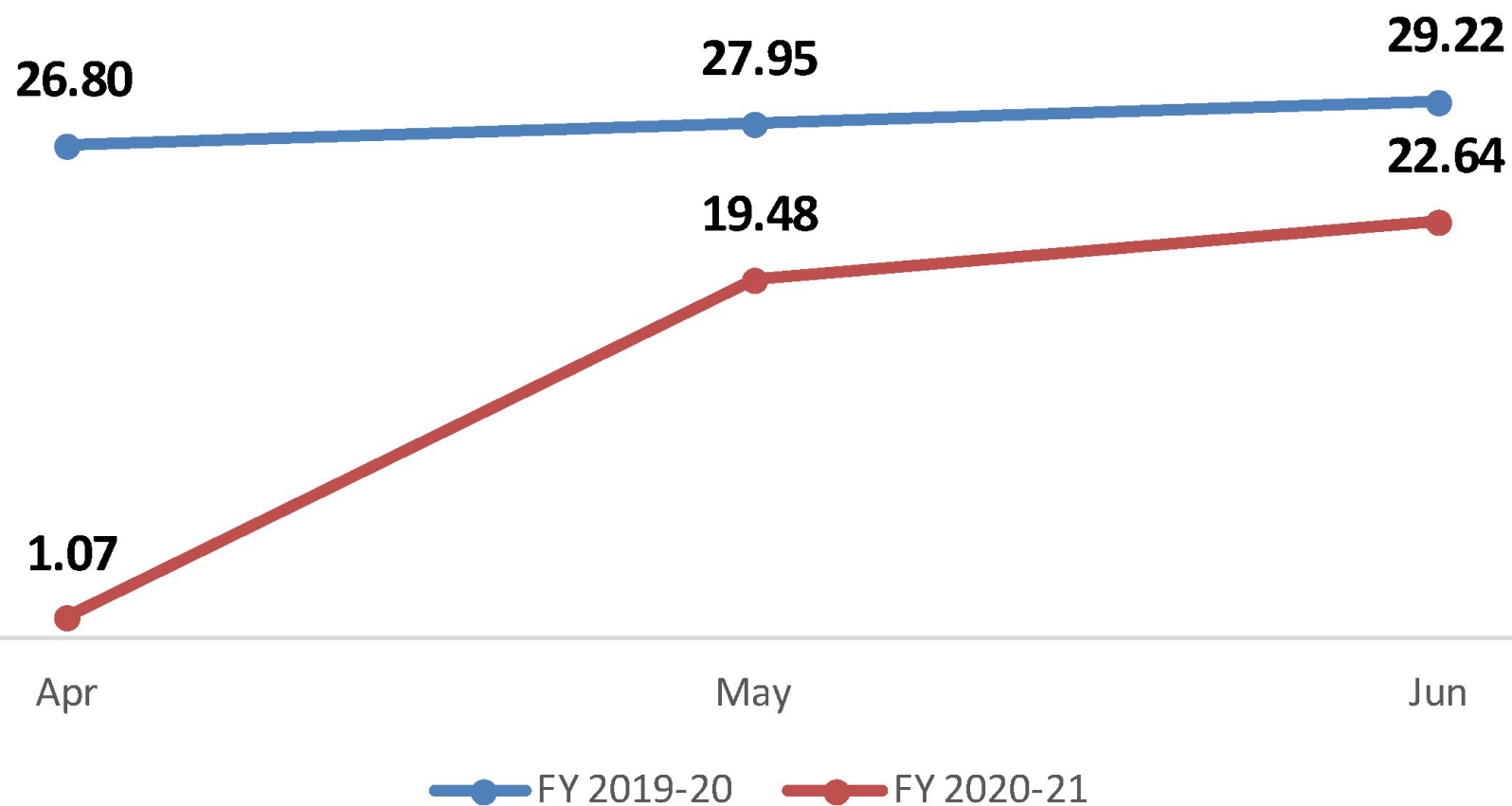
Net Sales -Quarter (Rs In Cr)

Particulars		2020-21	2019-20	Y-o-Y	2019-20	Q-o-Q
		Q1	Q1	Growth%	Q4	Growth%
Net Value (Rs. Cr.)	Industrial	19.0	35.2	-46.0%	32.4	-41.4%
	Decorative	24.2	48.8	-50.4%	47.8	-49.4%
	Total Paint	43.2	84.0	-48.6%	80.2	-46.2%

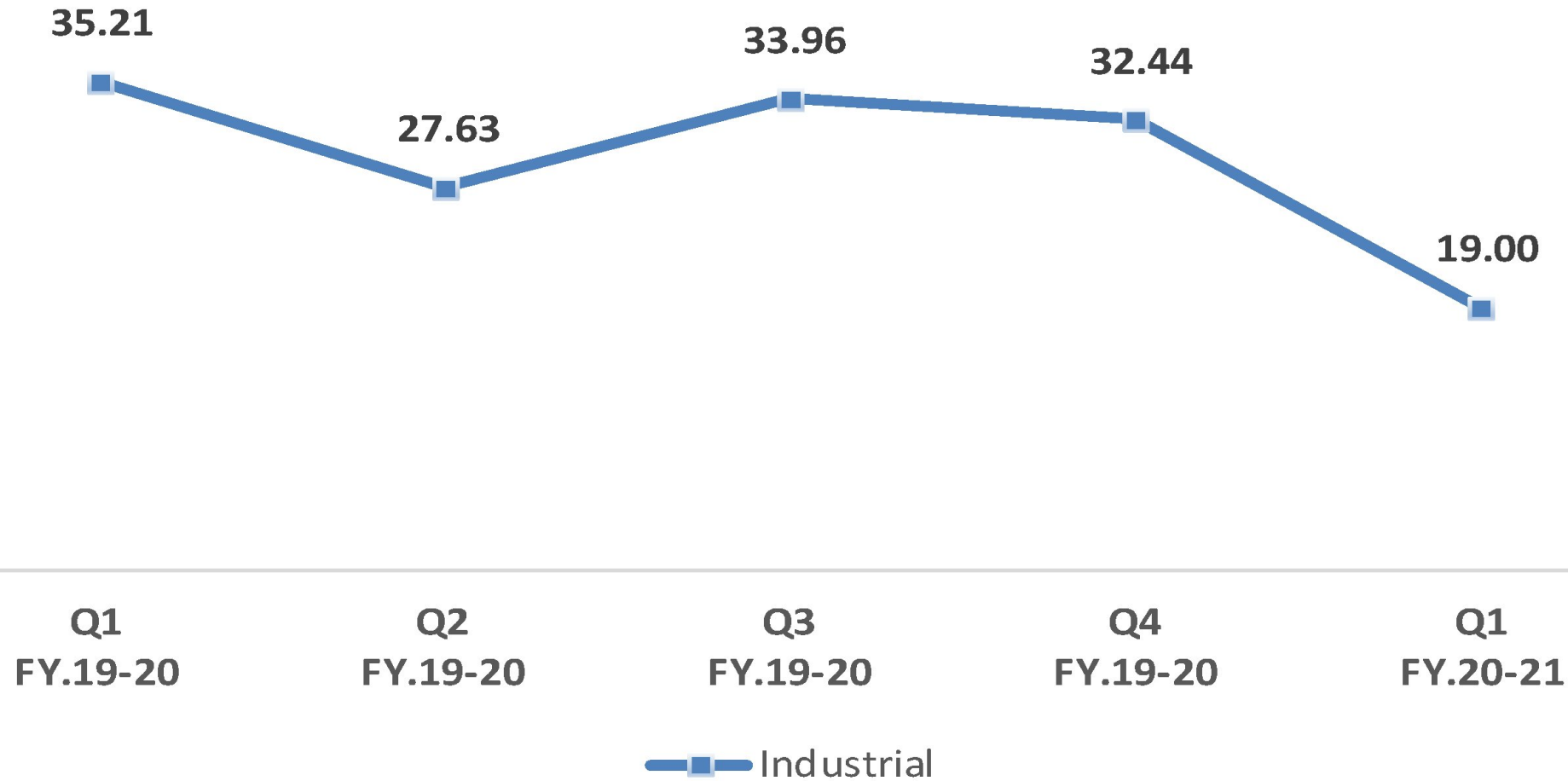
Total Sales (In Cr)



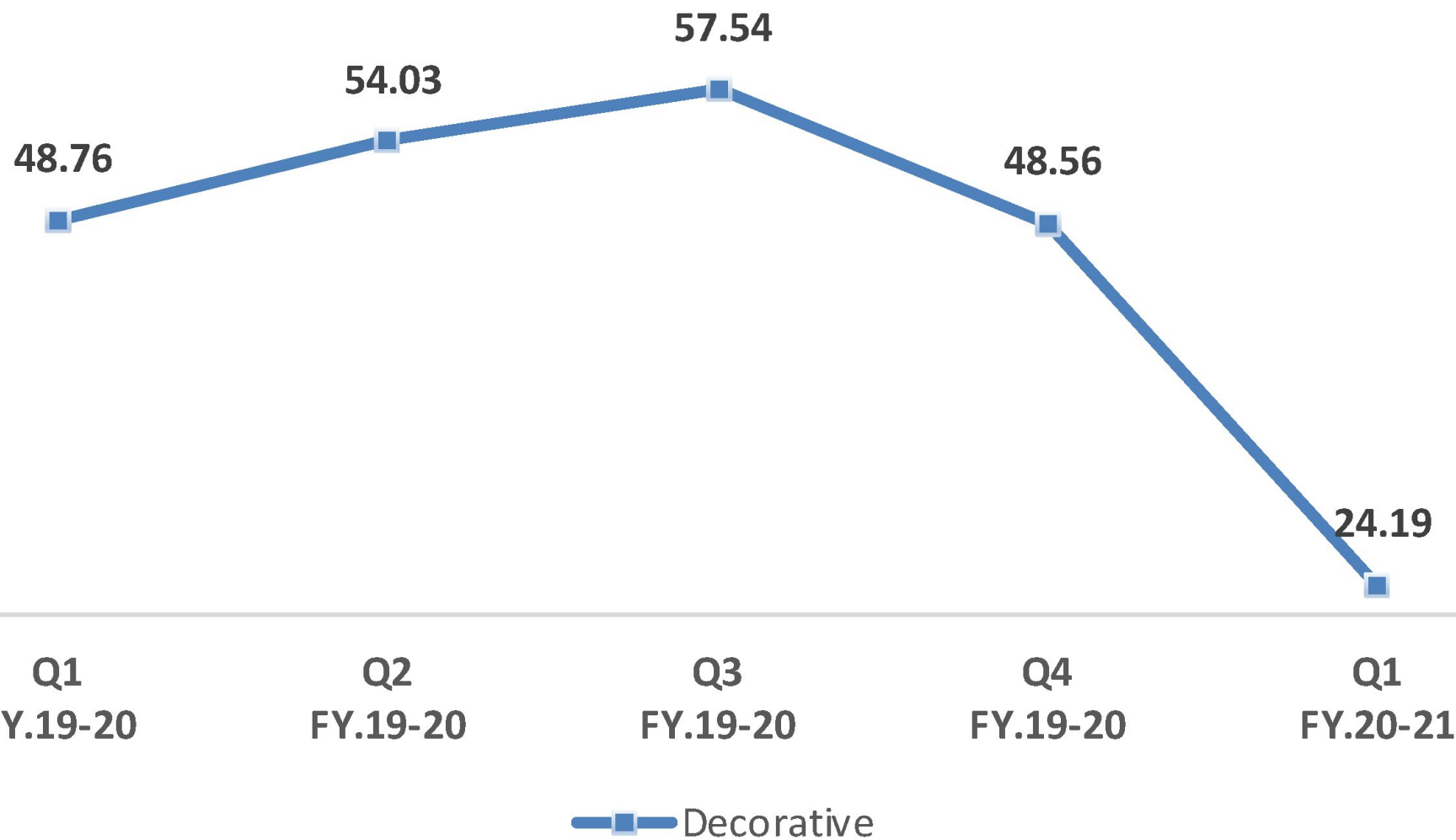
Total Sale (Rs. in Cr.)



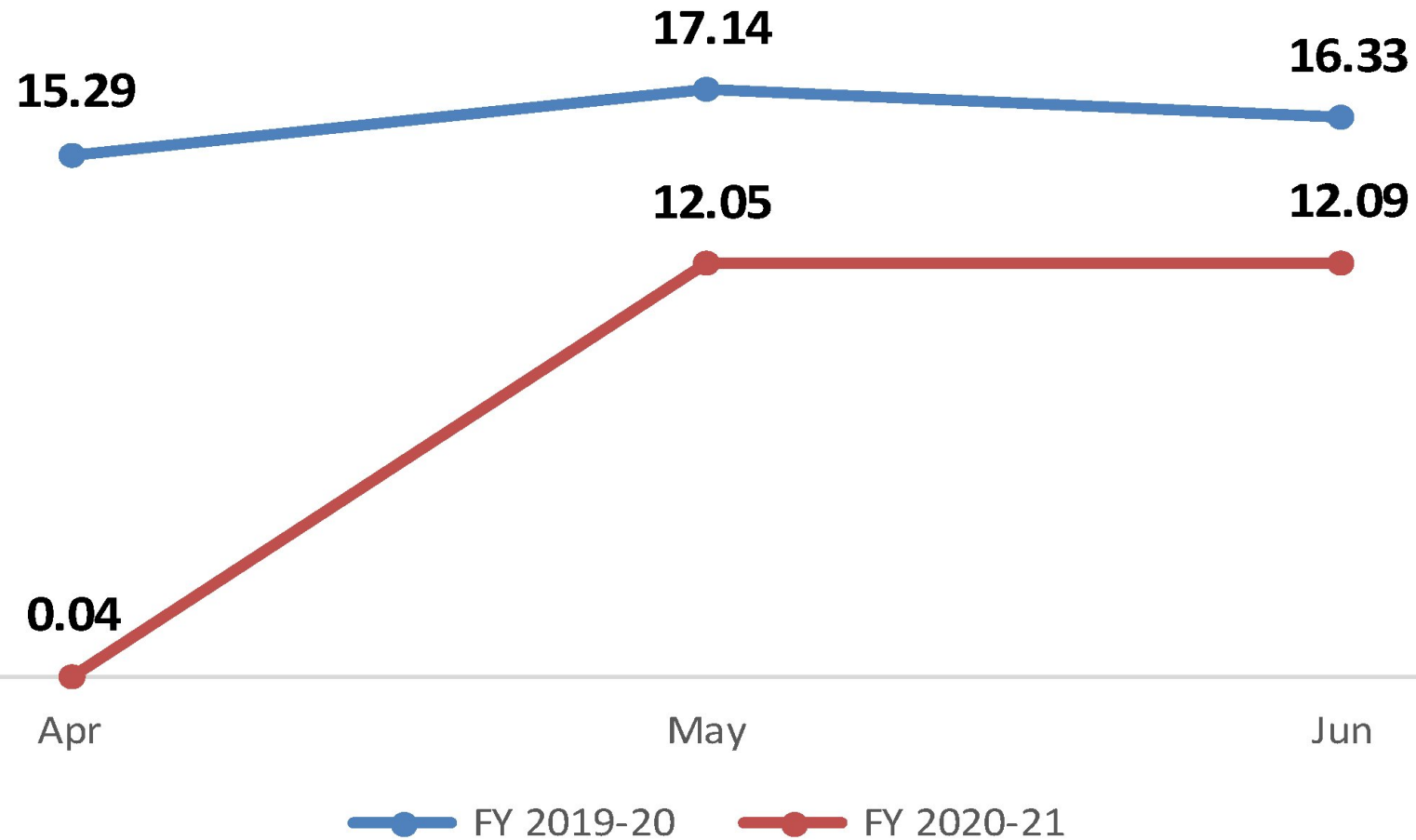
Industrial Sales (In Cr)



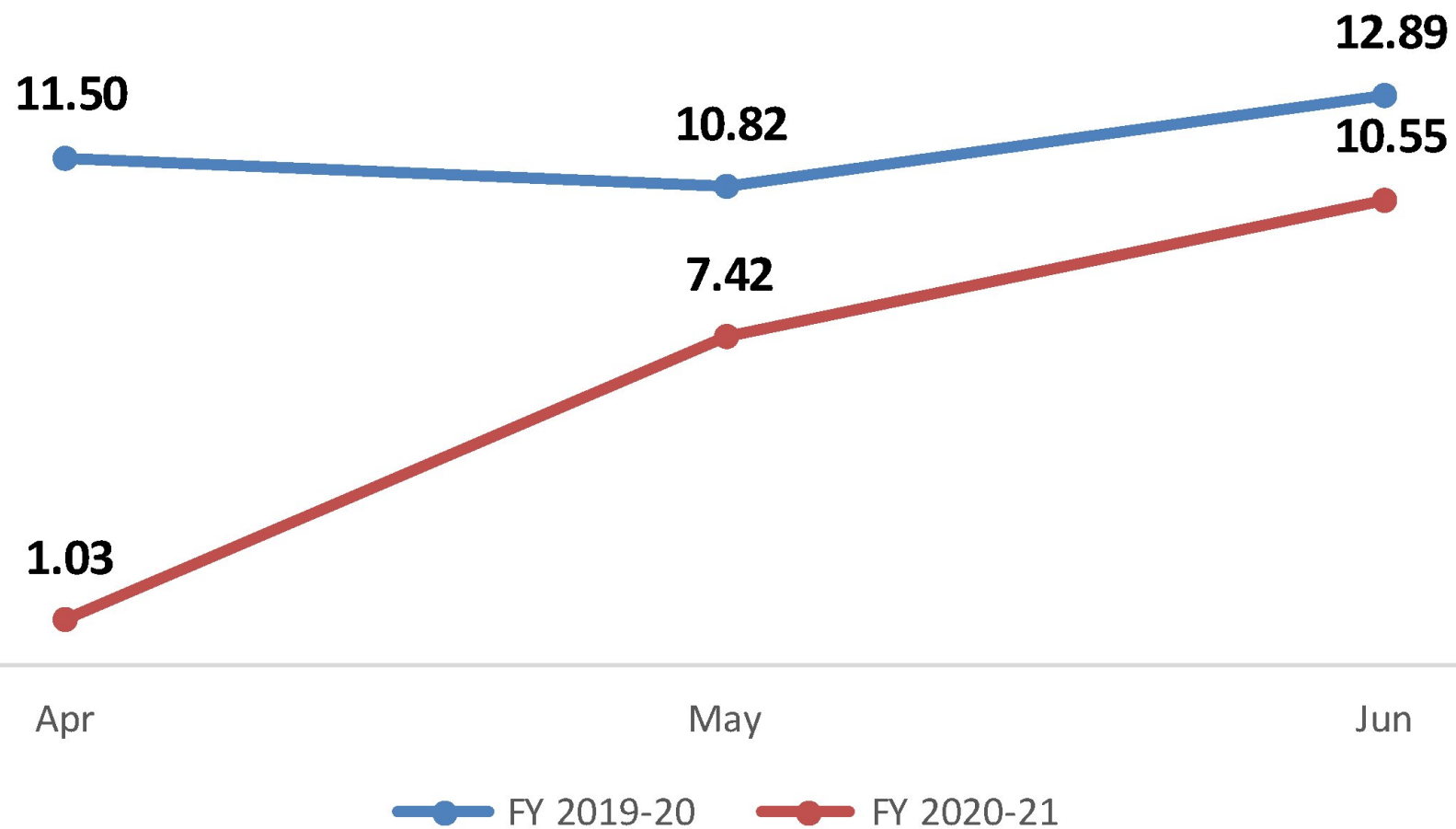
Decorative Sales (In Cr)



Deco Sale (Rs. in Cr.)

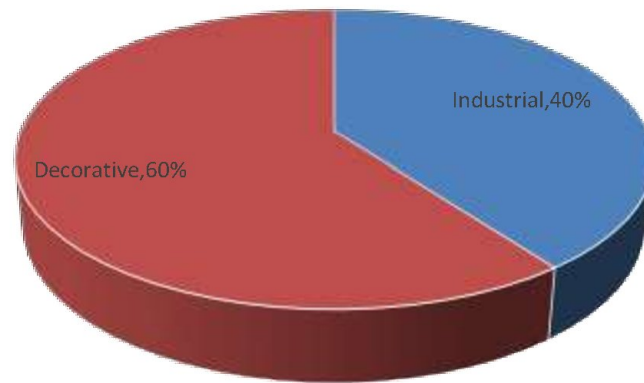


Industrial Sale (Rs. in Cr.)

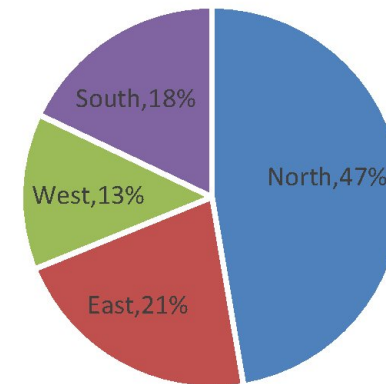


Q1 FY21: Break-Up

Revenue Segmentwise %



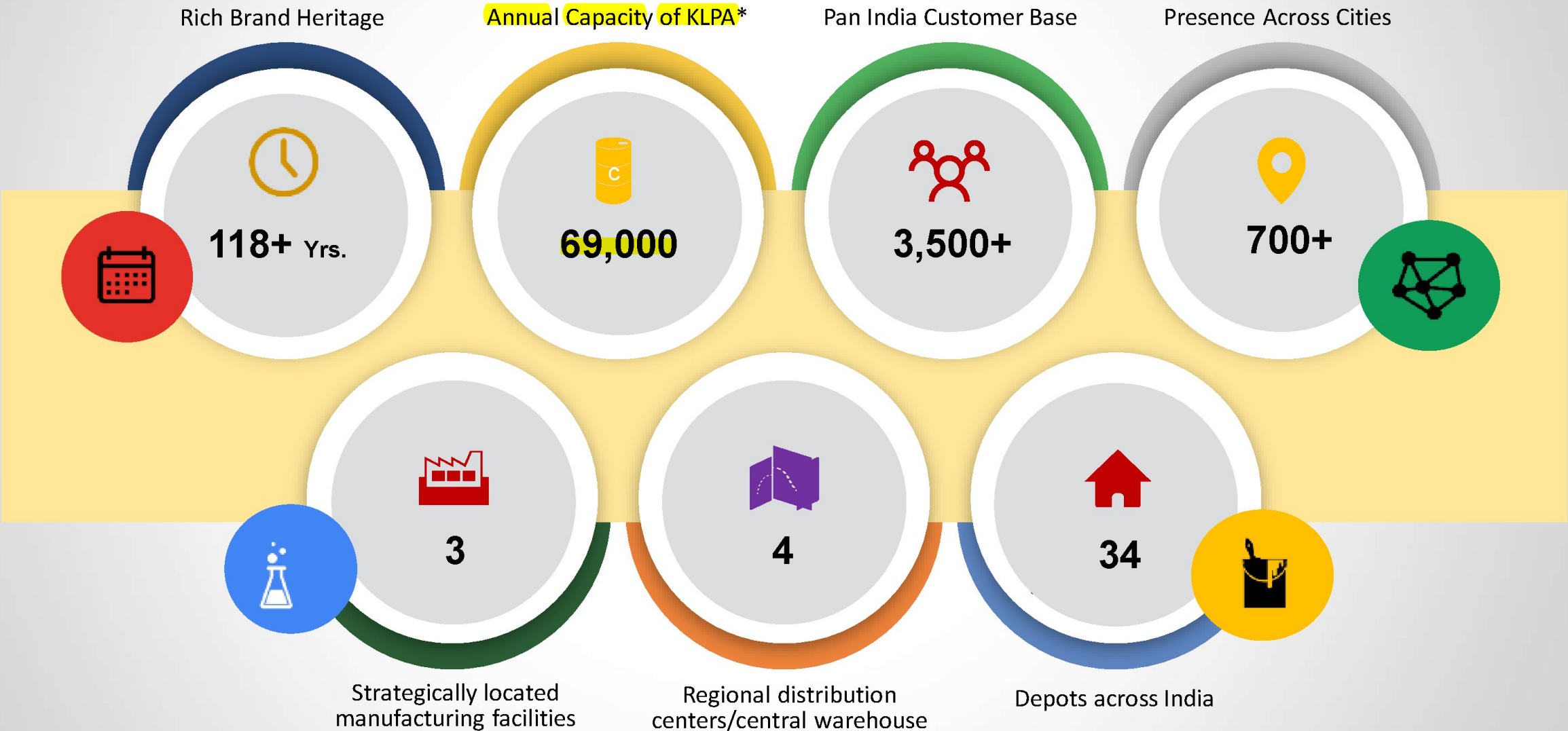
Revenue Region wise %



Production Qty. (KL)

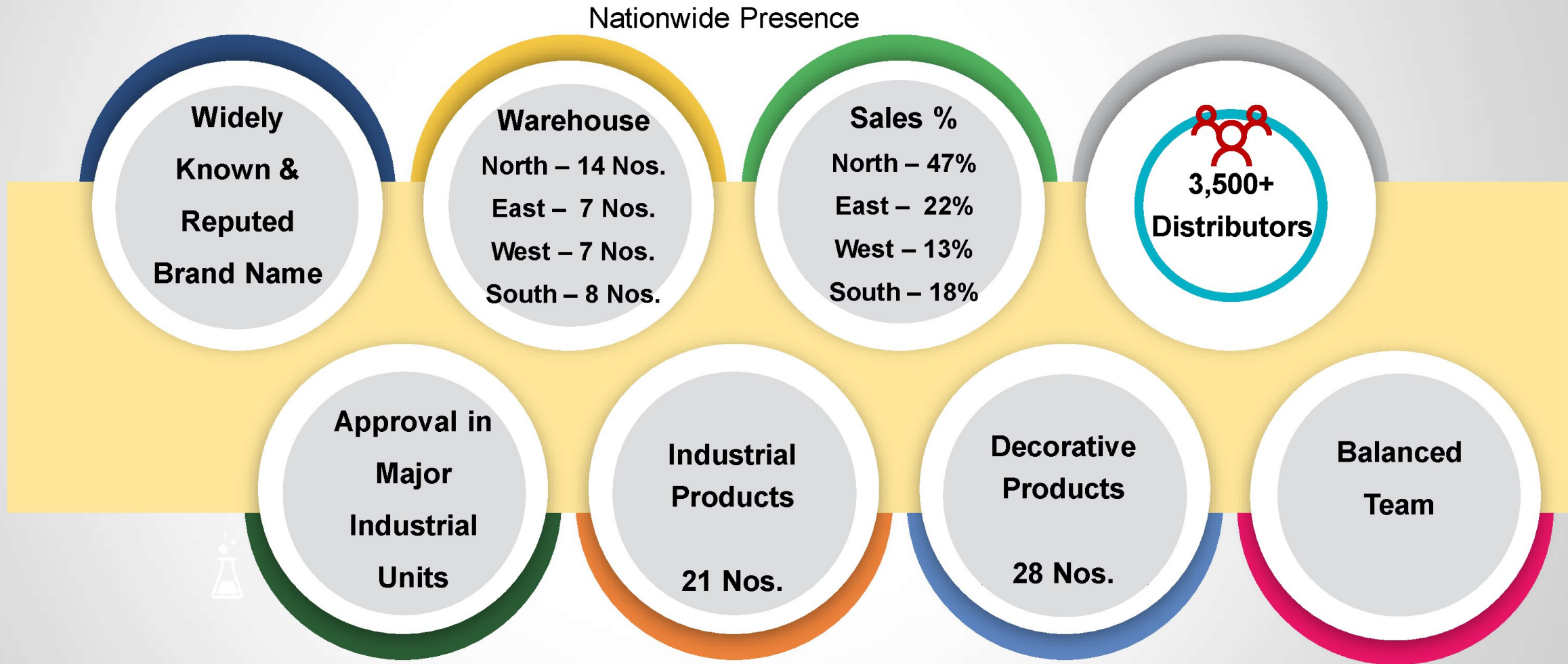
Particulars		2020-21	2019-20	Y-o-Y	2019-20	Q-o-Q
		Q1	Q1	Growth%	Q4	Growth%
Volume (KL)	Chennai	530	2,744	-81%	1,872	-72%
	SKBD	1,590	4,866	-67%	4,280	-63%
	Nasik	695	141	393%	1,696	-59%
	Total Paint	2,814	7,751	-64%	7,848	-64%

About Company:



* Capacity includes Nashik plant which started its commercial production * KLPA – Killo Ltr. Per Annum

Strengths



Strategy

- Expanding Sales

- Control Cost

- Being Cash Positive

- Limited Branding

Focus

Industrial

- Horizontal expansion in approvals and customer acquisition
- Regain Customers
- Customized Products

Decorative

- Focus on areas having significant presence
- Small Tier 3 & Tier 4 Towns
- Emulsion – Premium
- Service - Specially Supply

FOR FURTHER QUERIES

Disclaimer

Certain statements in this communication may be considered as “forward looking statements” within the meaning of applicable law and regulations. These forward – looking statements involves a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements , important development that could affect the company’s operations include changes in the industry structure, significant changes in politics and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Shalimar Paints Limited does not undertake to revise any forward – looking statement that may be made from time to time by or on behalf of the company.

Shalimar Paints Limited will not be in any way responsible for any action taken based on such statement and undertake no obligation to publicly update these forward looking statement to reflect subsequent event or circumstances.

CEO

Ashok Gupta

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THANK YOU



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