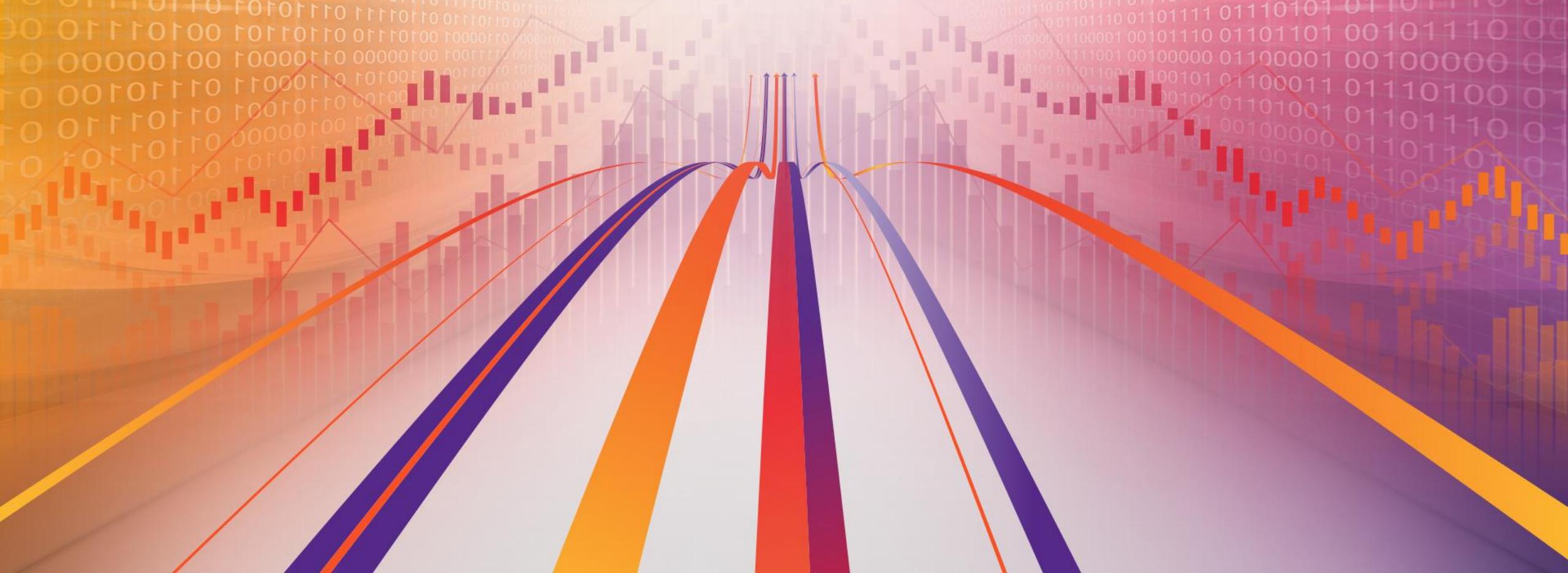




Investor Conference

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

**Personalized
Décor**

**Professional
Services**

**Best in class
Products**

**Cutting-edge
Delivery
Channels**





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

Safe PAINTING SERVICE
Bilkul safe hai

80504 80504

Asian Paints Safe Painting Service

Sanitization
is a state of mind with
San Assure

Kills 99.9%* Germs

Quick 60 Min Service

Mechanized Tool

Introducing Waterproofing Solutions from Safe Painting Service



Safety
Protocols



Expert
Waterproofing
Solutions



ezycolour
consultancy online

- ❖ 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**



Partnering for
delivering their
dream Décor



We create
*tailor-made
interior designs*
for you



BEAUTIFUL HOMES SERVICE with asianpaints

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

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

Force to reckon in Projects Space

Builders



Education



Corporates



Hotels



Hospitals

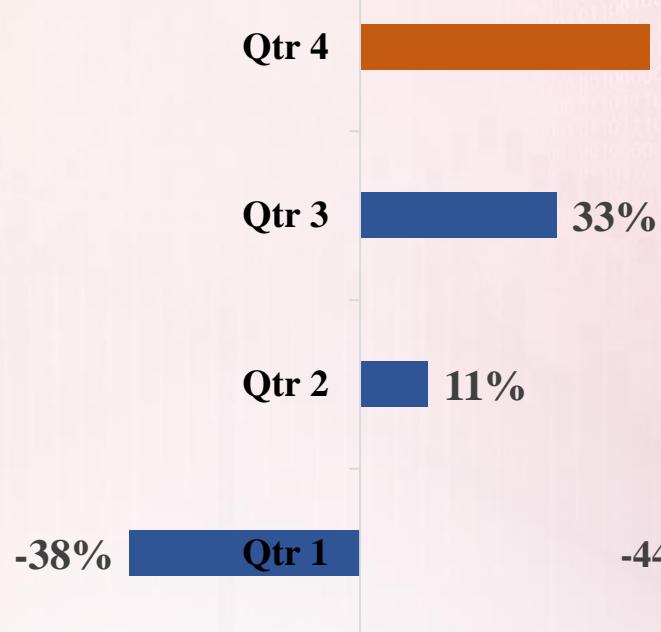


- ❖ Strong growth in Projects & large institutional sales, especially in Q3 & Q4
- ❖ Painting Solutions
- ❖ Waterproofing Solutions
- ❖ Technologists Support
- ❖ Premium Applicators
- ❖ Total Assure /Smart Assure Services

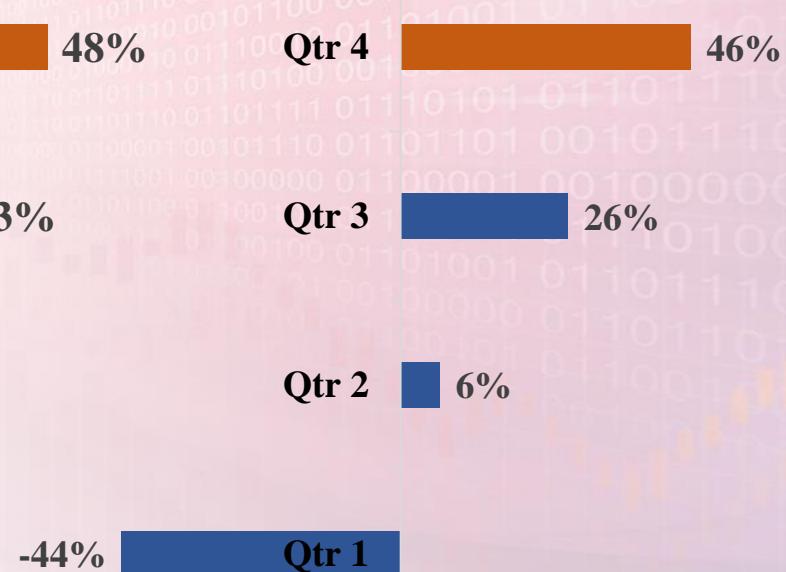
Domestic Decorative Business Performance

- ❖ 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

Volume Growth %



Value Growth %

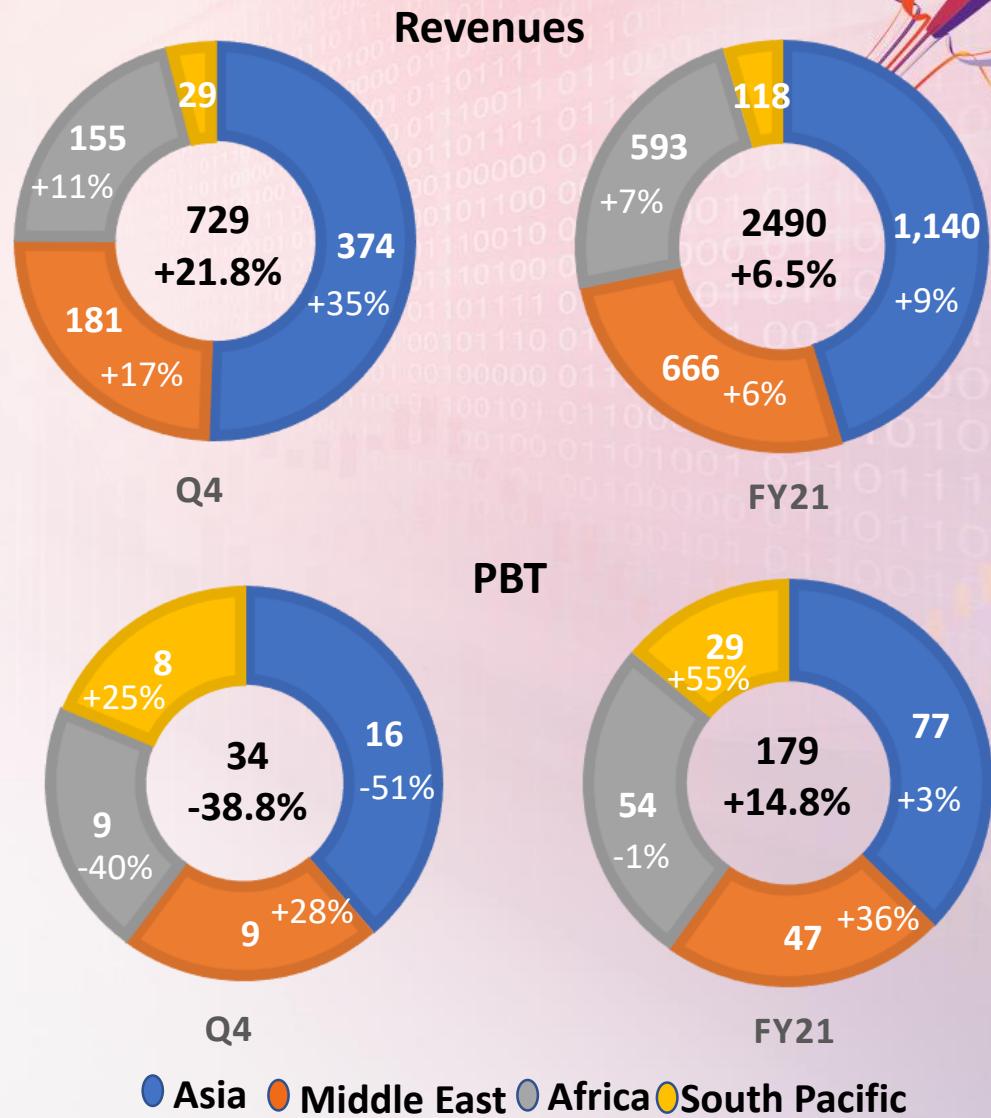


13% Volume growth in FY 20-21

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



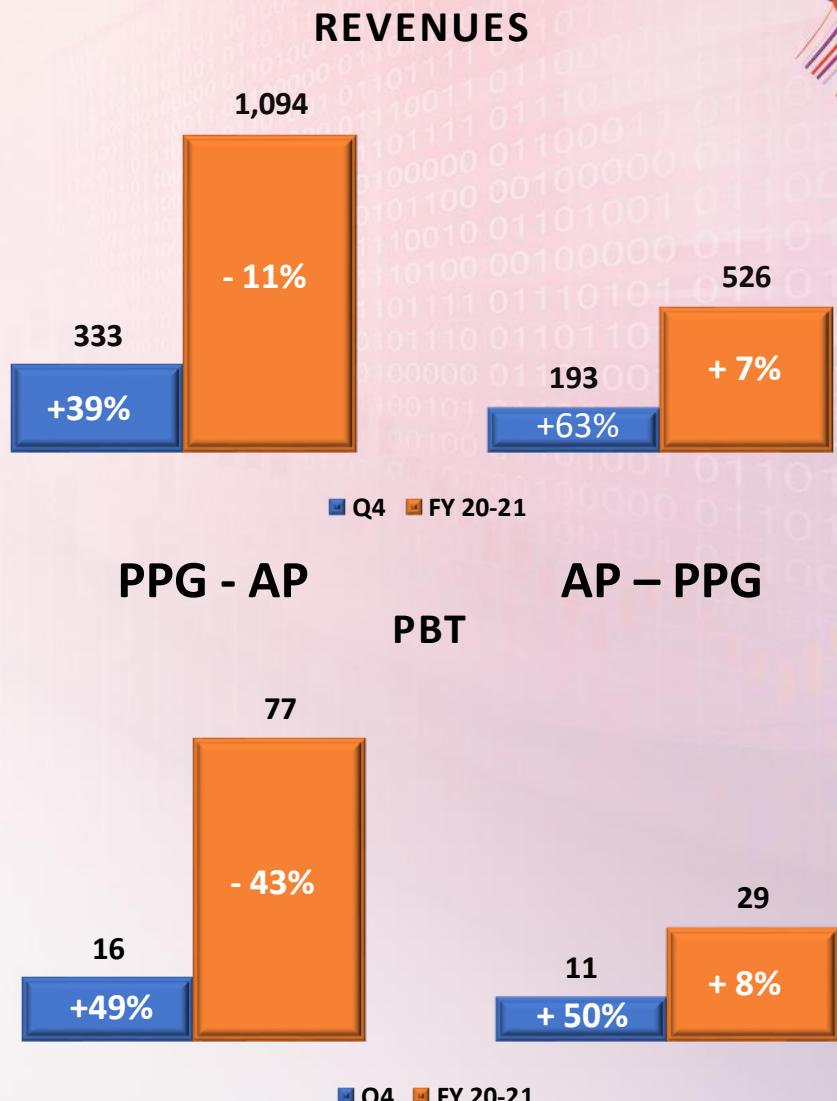
Industrial Business Performance



- ❖ 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

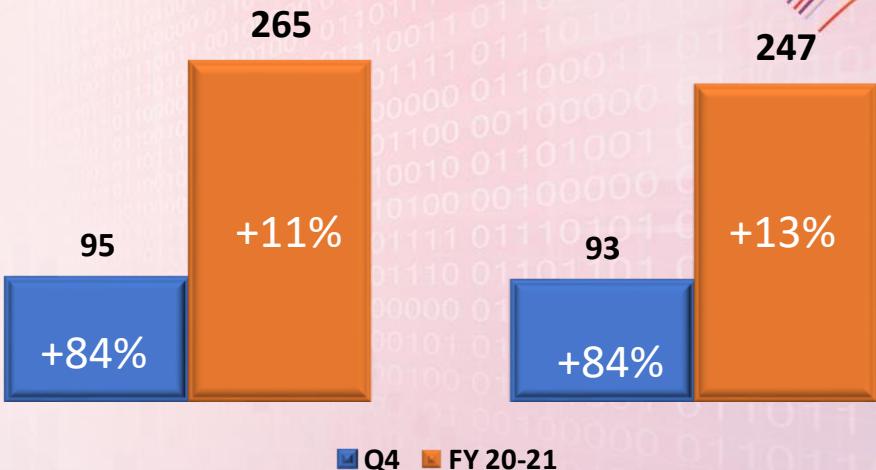
Kitchen Business

- ❖ 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

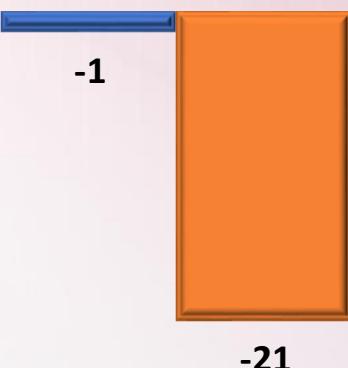
REVENUES



■ Q4 ■ FY 20-21

Kitchen Business

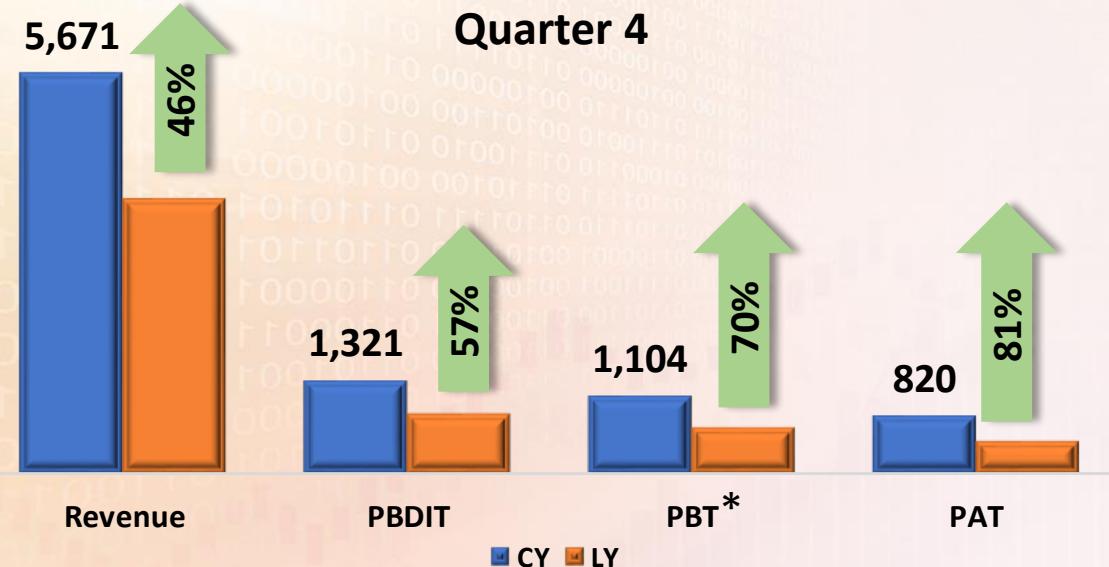
PBT



■ Q4 ■ FY 20-21

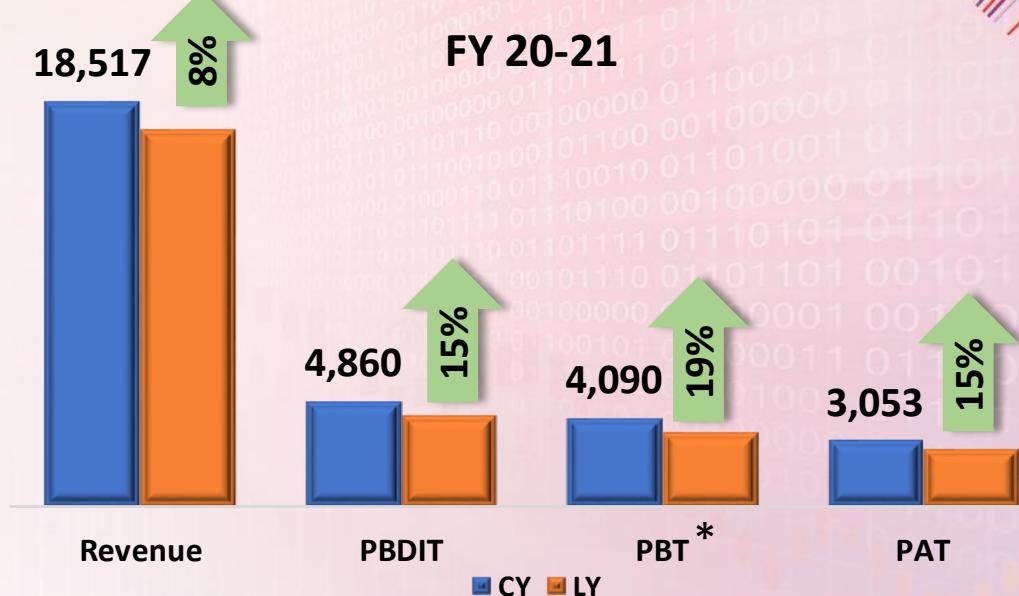
Figures in Rs. crores % figures are growth over last year

Standalone Financials



Figures in Rs. crores

PBDIT
margin
+162 bps

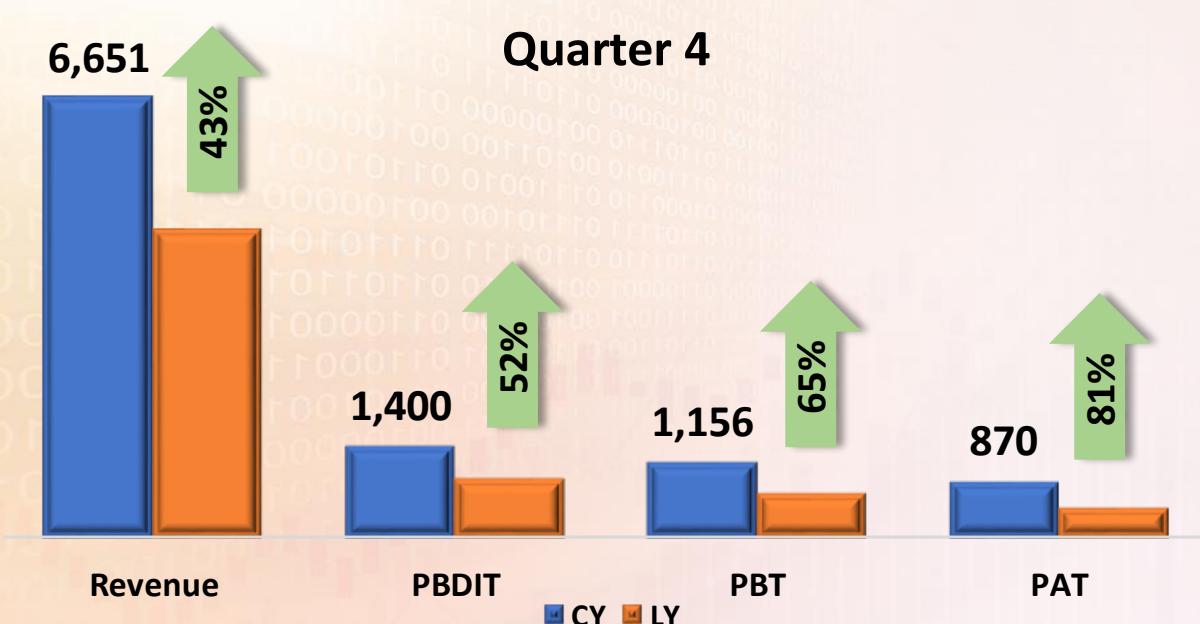


Figures in Rs. crores

PBDIT
margin
+173 bps

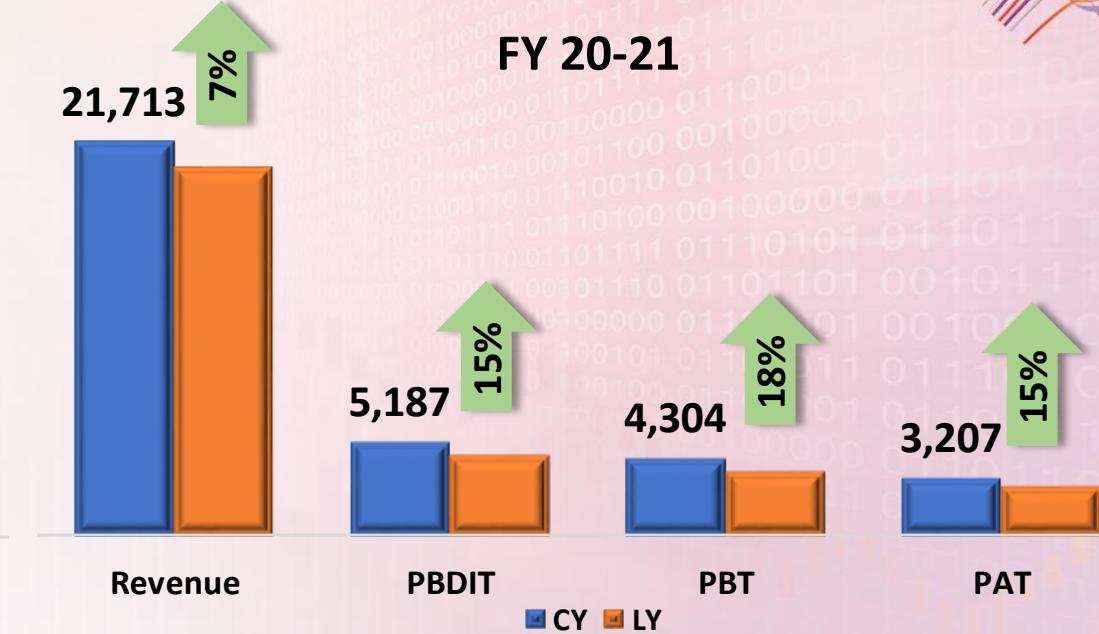
* PBT before Exceptional Item

Consolidated Financials



Figures in Rs. crores

PBDIT
margin
+120 bps

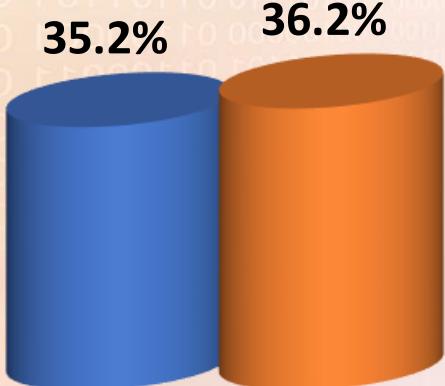


Figures in Rs. crores

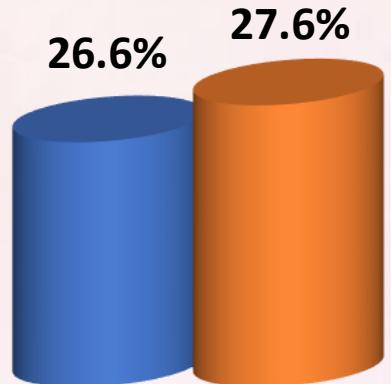
PBDIT
margin
+154 bps

Strong Returns

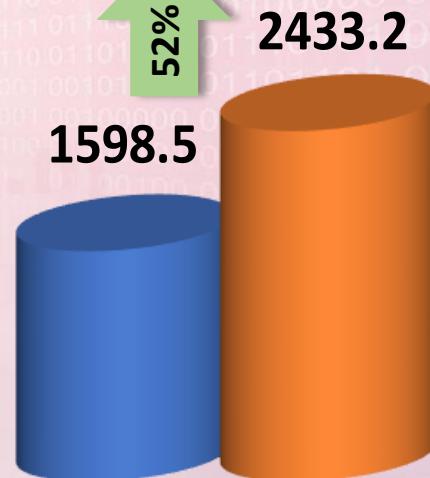
ROCE*



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

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



56% electricity
from Renewable Sources



75.9%* reduction
in Specific effluent generation



65.3%* reduction
in Specific emissions



SOCIAL



Strong Social Commitment



 **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 1st May'21 of 2.8% at portfolio level

Thank You