



**SHALIMAR  
PAINTS**

September 02, 2020

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

National Stock Exchange of India Ltd  
Exchange Plaza, 5<sup>th</sup> 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

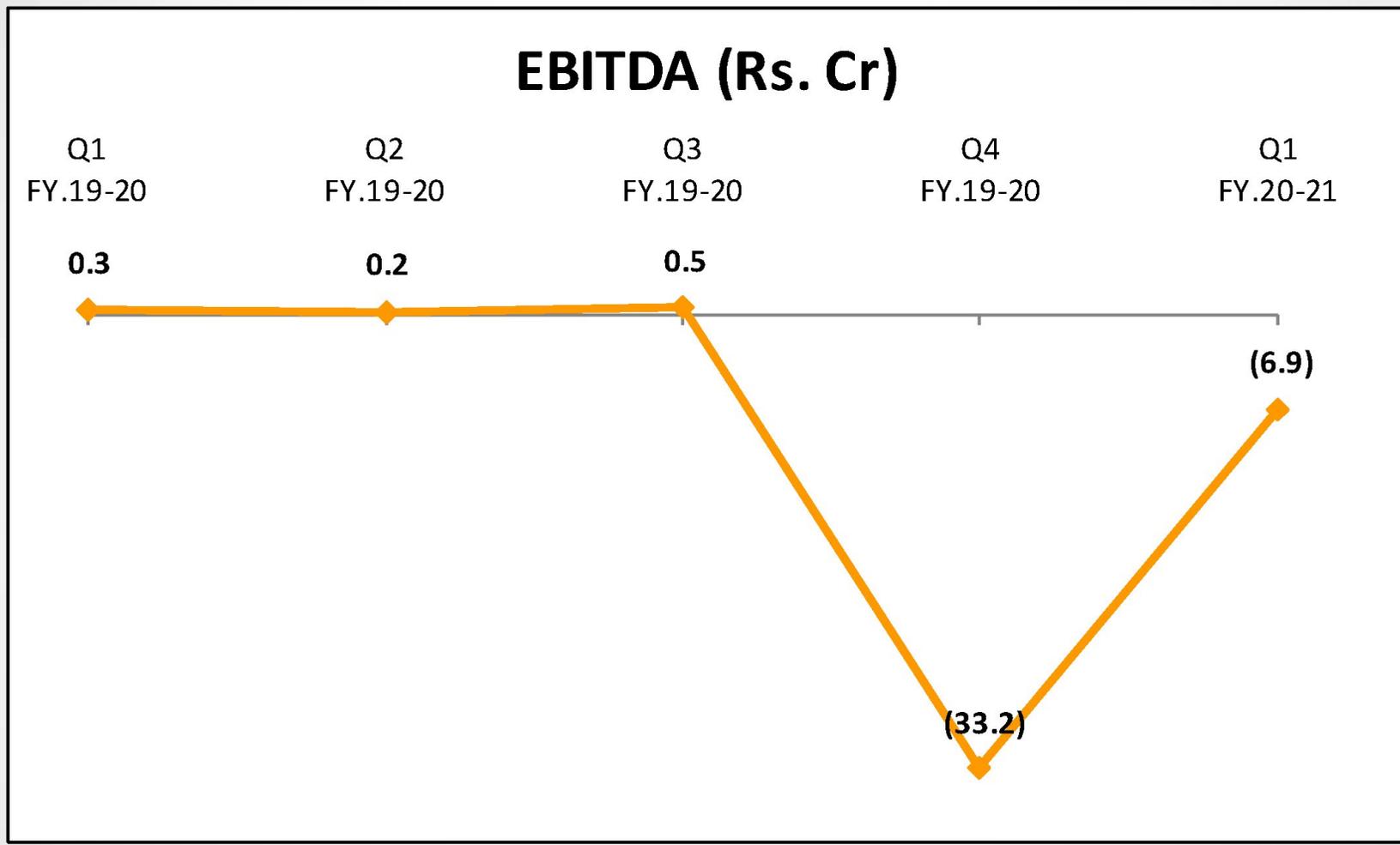
## Q1 - FY'21

## Financial Summary: Q1 FY21 (Standalone)

In Rs. Crore	Q1 FY21	Q4 FY20	Q1 FY20	FY20
<b>Total Revenue</b>	<b>44.9</b>	<b>84.1</b>	<b>85.3</b>	<b>345.3</b>
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
<b>EBITDA</b>	<b>(4.9)</b>	<b>(33.2)</b>	<b>0.3</b>	<b>(32.1)</b>
Interest Expense	4.6	5.4	4.2	19.9
<b>Cash Loss</b>	<b>(9.4)</b>	<b>(38.6)</b>	<b>(3.9)</b>	<b>(52.0)</b>
Depreciation	3.3	3.3	2.2	10.8
<b>PBT</b>	<b>(12.8)</b>	<b>(41.9)</b>	<b>(6.1)</b>	<b>(62.8)</b>
Exceptional Items	(2.0)	6.9	-	6.9
Taxes	(4.2)	(12.7)	(0.8)	(18.0)
<b>PAT</b>	<b>(10.5)</b>	<b>(22.3)</b>	<b>(5.3)</b>	<b>(37.9)</b>

## Financial Summary: Q1 FY21 (Consolidated)

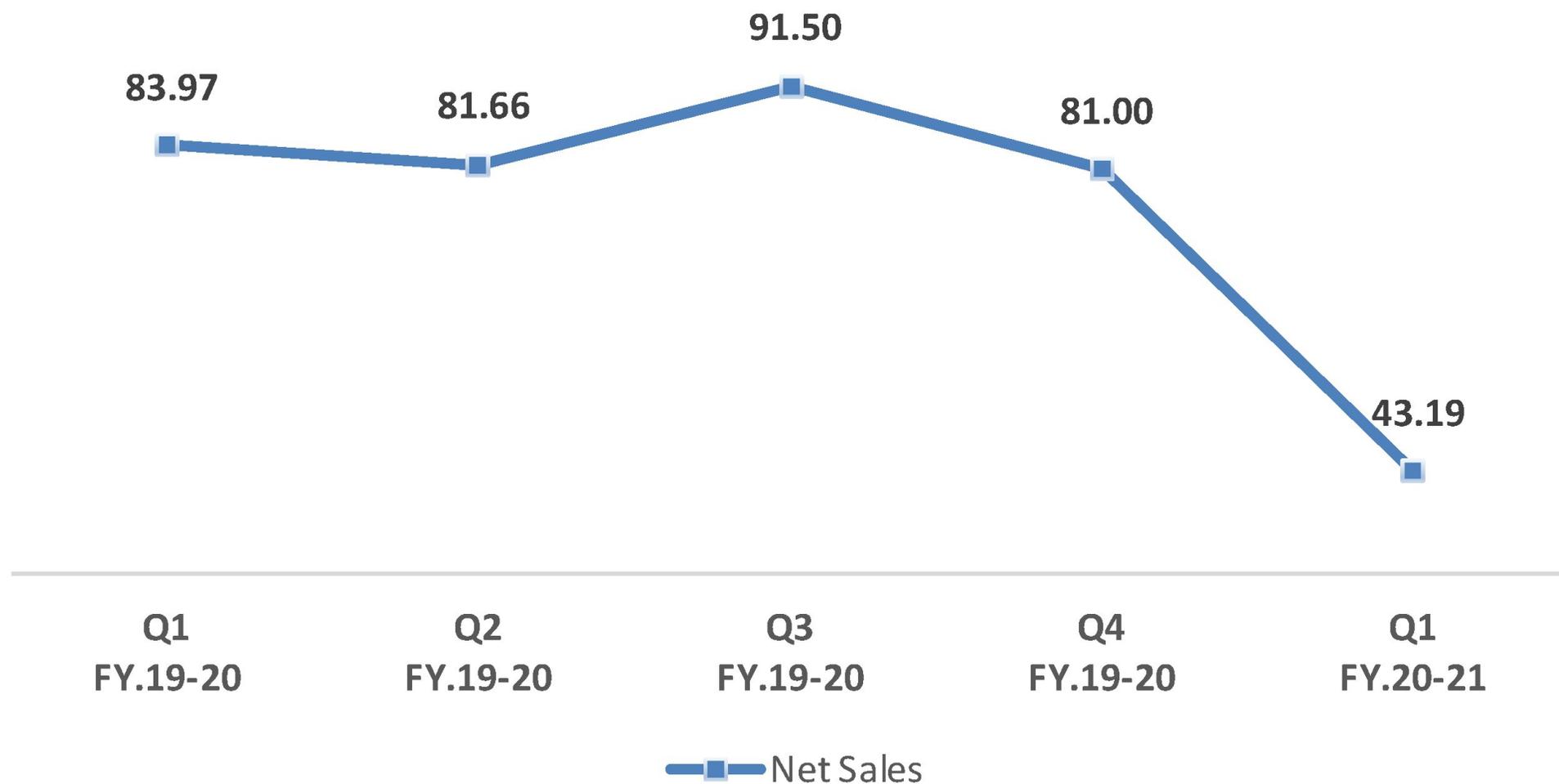
In Rs. Crore	Q1 FY21	Q4 FY20	Q1 FY20	FY20
<b>Total Revenue</b>	<b>44.8</b>	<b>84.0</b>	<b>85.2</b>	<b>345.0</b>
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<b>EBITDA</b>	<b>(5.0)</b>	<b>(33.2)</b>	<b>0.3</b>	<b>(32.4)</b>
Interest Expense	4.6	5.4	4.2	19.9
<b>Cash Loss</b>	<b>(9.5)</b>	<b>(38.7)</b>	<b>(3.9)</b>	<b>(52.3)</b>
Depreciation	3.3	3.3	2.2	10.9
<b>PBT</b>	<b>(12.9)</b>	<b>(42.0)</b>	<b>(6.2)</b>	<b>(63.1)</b>
Exceptional Items	(2.0)	6.9	-	6.9
Taxes	(4.2)	(12.7)	(0.8)	(18.0)
<b>PAT</b>	<b>(10.6)</b>	<b>(22.4)</b>	<b>(5.3)</b>	<b>(38.2)</b>



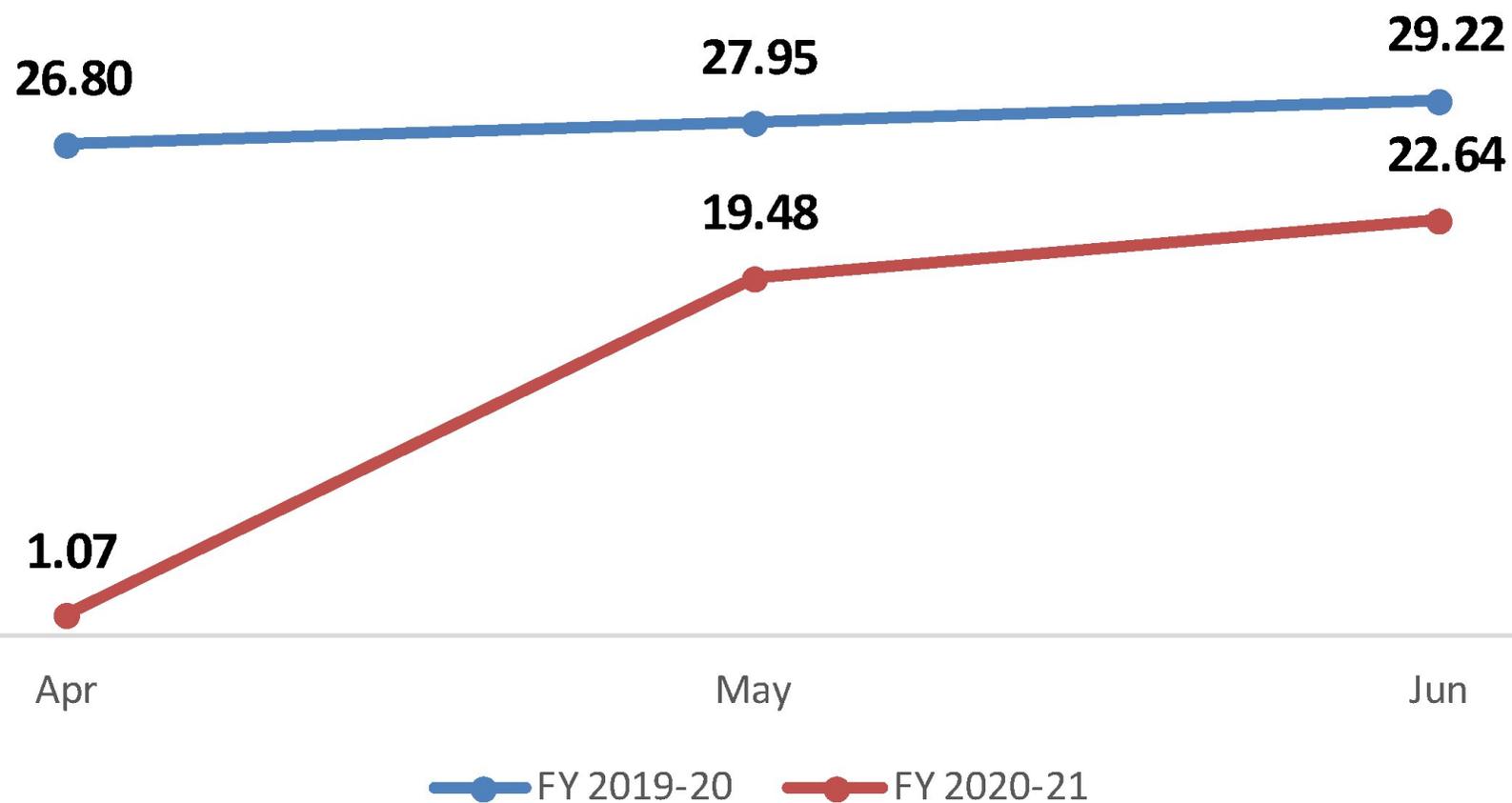
## Net Sales -Quarter (Rs In Cr)

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%
	<b>Total Paint</b>	<b>43.2</b>	<b>84.0</b>	<b>-48.6%</b>	<b>80.2</b>	<b>-46.2%</b>

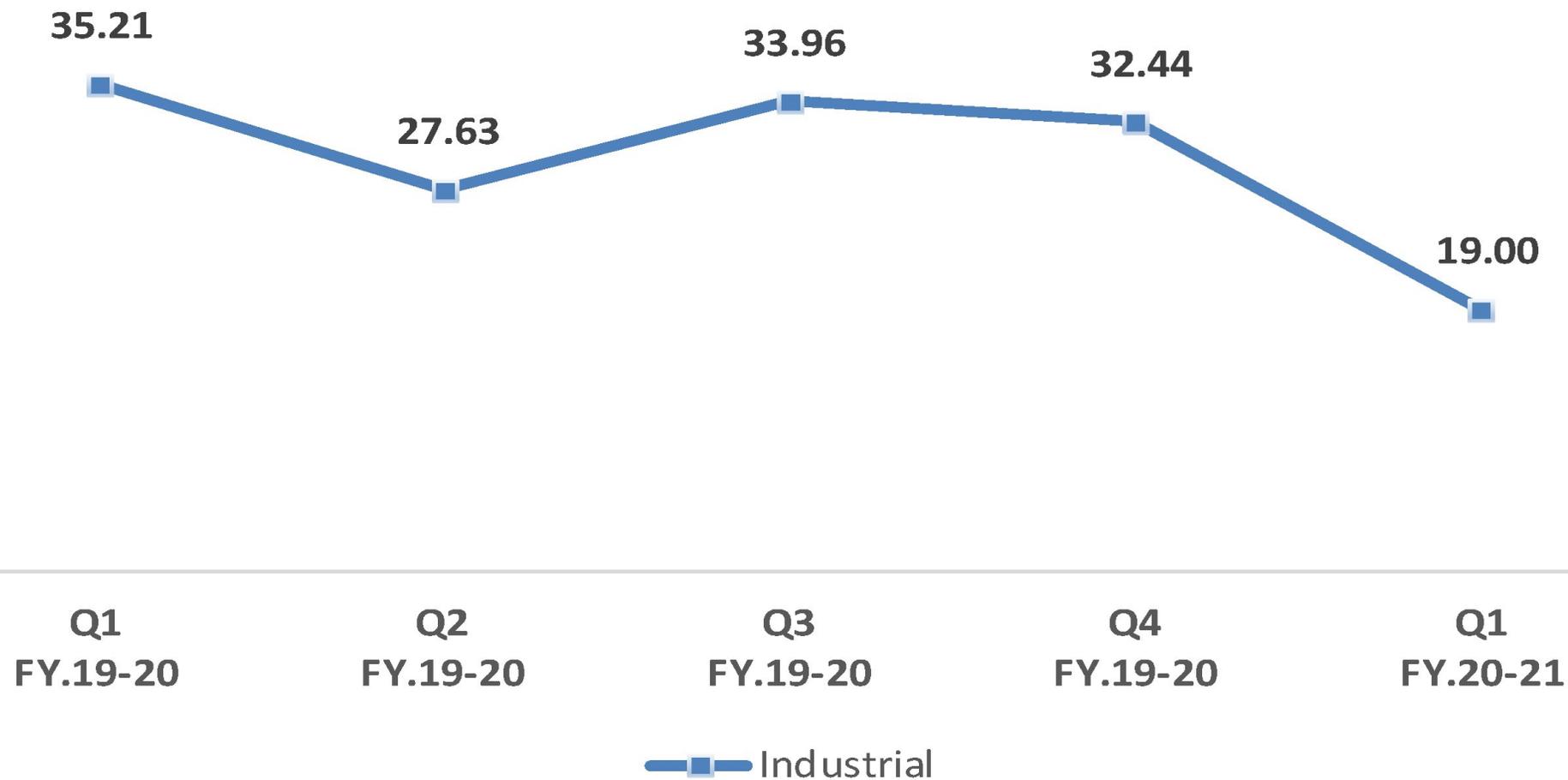
## Total Sales (In Cr)



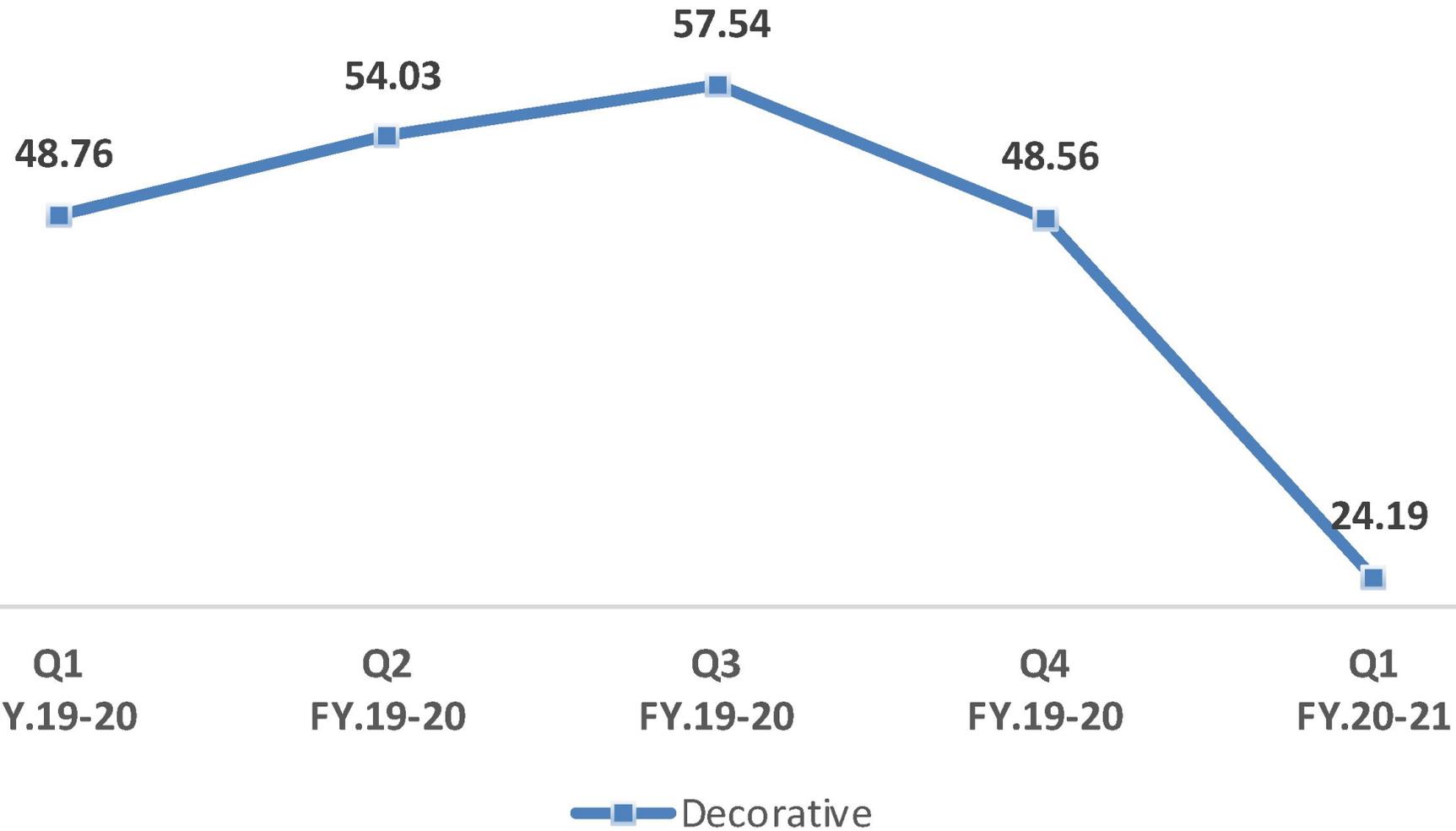
## Total Sale (Rs. in Cr.)



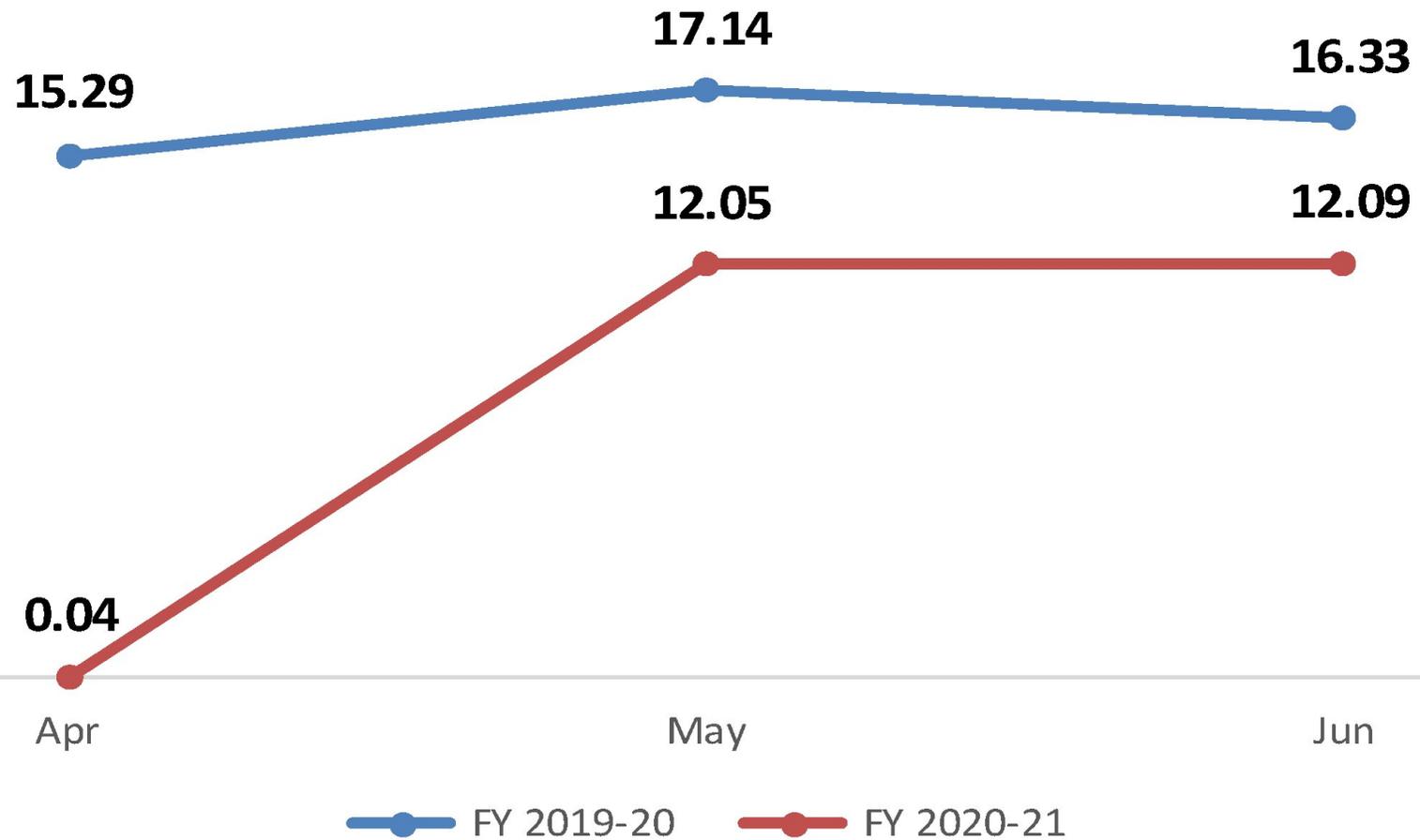
## Industrial Sales (In Cr)



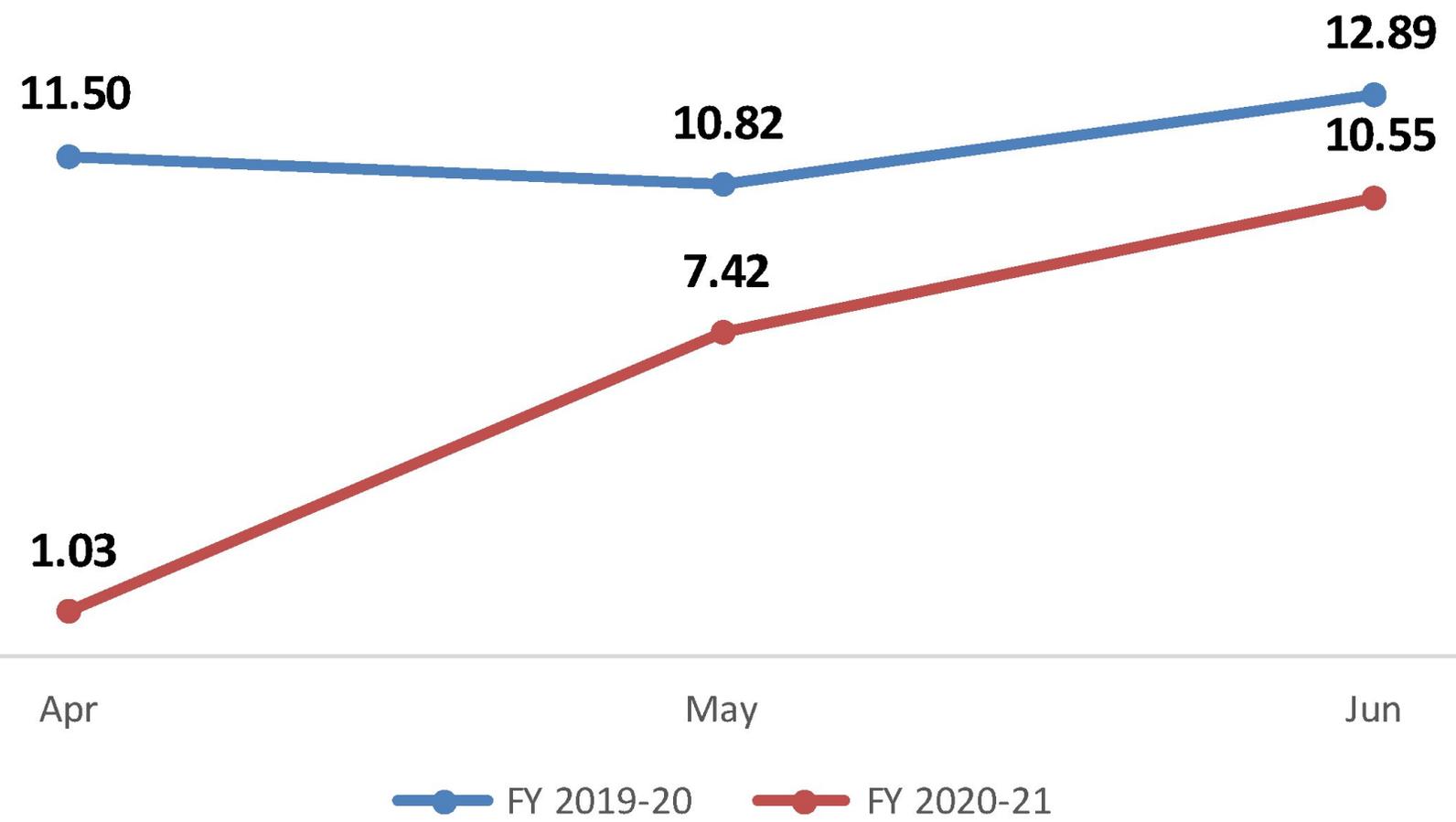
## Decorative Sales (In Cr)



## Deco Sale (Rs. in Cr.)

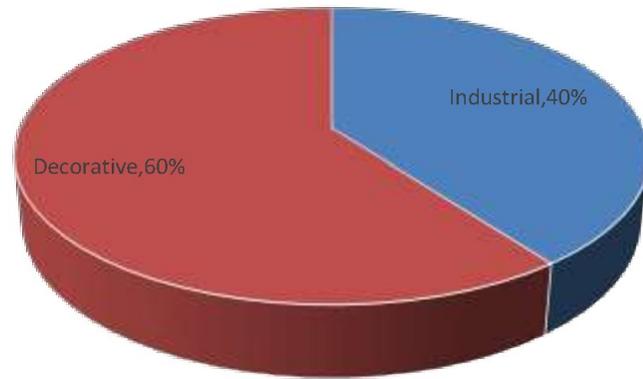


## Industrial Sale (Rs. in Cr.)

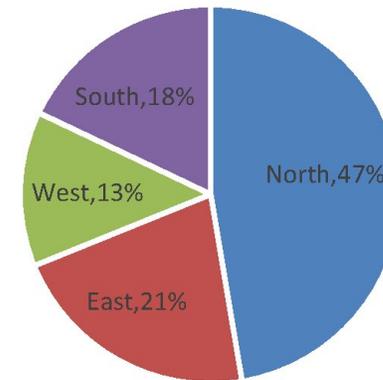


# Q1 FY21: Break-Up

Revenue Segmentwise %



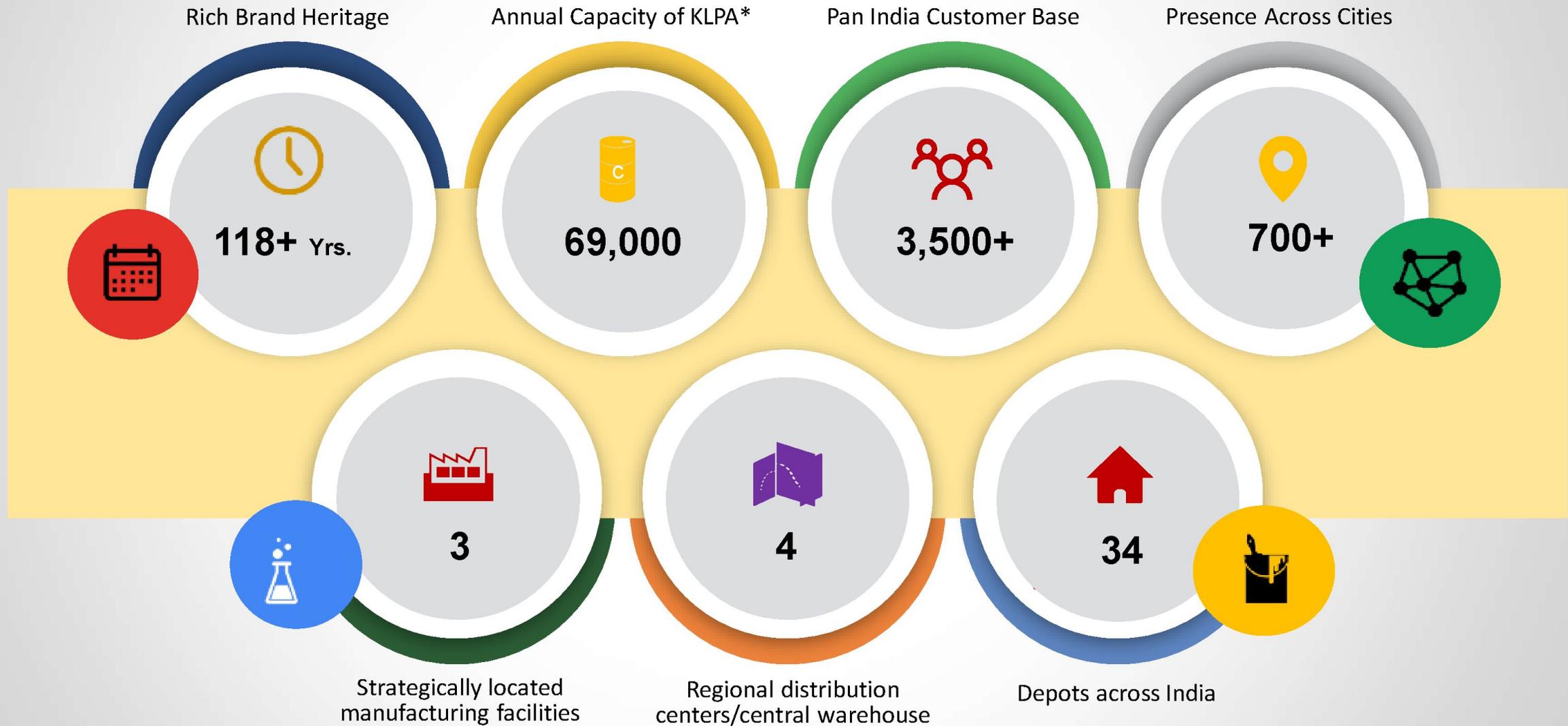
Revenue Region wise %



# 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%
	<b>Total Paint</b>	<b>2,814</b>	<b>7,751</b>	<b>-64%</b>	<b>7,848</b>	<b>-64%</b>

# About Company:



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

# Strengths

## Nationwide Presence

**Widely  
Known &  
Reputed  
Brand Name**

**Warehouse**  
North – 14 Nos.  
East – 7 Nos.  
West – 7 Nos.  
South – 8 Nos.

**Sales %**  
North – 47%  
East – 22%  
West – 13%  
South – 18%



**3,500+  
Distributors**



**Approval in  
Major  
Industrial  
Units**

**Industrial  
Products**  
  
21 Nos.

**Decorative  
Products**  
  
28 Nos.

**Balanced  
Team**

## Expertise in Manufacturing

# 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**

**Email Id – [ashok.gupta@shalimarpaints.com](mailto:ashok.gupta@shalimarpaints.com)**

# THANK YOU



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