

BERGER PAINTS NIGERIA PLC

102, OBA AKRAN AVENUE, IKEJA, LAGOS.

MANAGEMENT PERFORMANCE REPORT FOR THE PERIOD ENDED 31 DECEMBER 2020

BERGER PAINTS NIGERIA PLC

MANAGEMENT PERFORMANCE REPORT FOR THE PERIOD

ENDED 31 DECEMBER 2020

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BERGER PAINTS NIGERIA PLC					
FINANCIAL PERFORMANCE HIGHLIGHTS					
Financial Indices (N'000)	Actual 2020	Revised Budget 2020	% Achieved	Actual 2019	% Change 2020 Vs 2019
Production Volume ('000)	3,460	4,014	86%	3,507	-1
Sales Volume ('000)	3,492	4,014	87%	3,469	1
Revenue (Net) N'000	3,827,291	4,531,473	84%	3,552,726	8
Cost of Sales N'000	(2,392,812.78)	(2,583,423.20)	93%	(1,911,503.76)	25
Gross Profit N'000	1,434,478.48	1,948,050.04	74%	1,641,222.23	-13
Operating expenses N'000	(1,299,486)	(1,325,137)	98%	(1,147,245)	13
Operating profit N'000	134,992	622,913	22%	493,977	-73
Profit before tax N'000	150,912	619,423	24%	553,954	-72.76
Profit after tax N'000	102,620	421,208	24%	376,689	-72.76

PERFORMANCE RATIOS				
Ratio	UOM	2020		2019
Gross margin	%	37%		46.20%
Operating profit	%	3.74%		15.73%
Sales to Total Assets turnover	%	79.41%		77.81%
Inventory turnover	Times	7		7
Inventory (FG) holding period	Months	11		10
Creditors payment days	Days	32		37
Receivable Days	Days	8		31
Receivable Turnover ratio	Times	25		19
Revenue to working capital ratio	%	8.97%		7.29%
Current ratio	%	1.27		0.84
Quick/Cash ratio	%	0.71		0.57
Interest cover	Times	2		23
Debt to Equity Ratio	%	19.41%		26.39%
Return on Equity (ROE)	%	2.26%		15.74%
Return on Capital Employed (ROCE)	%	2.82%		15.48%

BERGER PAINTS NIGERIA PLC							
STATEMENT OF PROFIT OR LOSS FOR THE PERIOD ENDED 31 DECEMBER 2020							
	YEAR TO DATE 31 DECEMBER 2020						
	H1 2020	H2 2020	ACTUAL YTD 2020	REVISED BUDGET YTD 2020	ACTUAL YTD 2019	Vs Rvsd Bdgt	Vs PY 2019
Production Volume ('000 Ltrs)	1,784	1,676	3,460	4,014	3,507	(14)	(1)
Sales Volume ('000 Ltrs)	1,688	1,804	3,492	4,014	3,469	(13)	1
Stock Changes	121	(153)	(32)	-	38		
Average Realisation	1,083	1,108	1,096	1,129	1,024	(3)	7
	N'000	N'000	N'000	N'000	N'000	%	%
Revenue - Sales of Paints	2,008,351	2,320,899	4,329,250	5,350,116	4,040,937	(19)	7
Revenue - Contract Projects	134,994	66,300	201,294	192,971	170,308	4	18
Trade Discount	(251,312)	(299,525)	(550,838)	(762,174)	(529,460)	(28)	4
Rebate & other incentives	(63,631)	(88,784)	(152,415)	(249,439)	(129,059)	39	(18)
<i>Discount</i>	<i>(12)</i>	<i>(13)</i>	<i>(12)</i>	<i>(14)</i>	<i>(13)</i>		
<i>Rebate & others</i>	<i>(3)</i>	<i>(4)</i>	<i>(4)</i>	<i>(5)</i>	<i>(3)</i>		
Net Sales Revenue	1,828,402	1,998,889	3,827,291	4,531,473	3,552,726	(16)	8
Cost of Sales							
Variable Production Cost	(807,742)	(1,029,902)	(1,837,644)	(1,974,484)	(1,491,224)	7	(23)
Project costs	(72,898)	(26,280)	(99,178)	(109,993)	(92,890)		
Total variable costs	(880,640)	(1,056,182)	(1,936,822)	(2,084,478)	(1,584,114)	(7)	22
	<i>(44)</i>	<i>(52)</i>	<i>(48)</i>	<i>(44)</i>	<i>(42)</i>		
Direct Factory Overheads	(233,017)	(222,974)	(455,990)	(498,946)	(327,390)	9	(39)
	<i>(13)</i>	<i>(11)</i>	<i>(12)</i>	<i>(11)</i>	<i>(9)</i>		
Total Cost of Sales	(1,113,657)	(1,279,156)	(2,392,813)	(2,583,423)	(1,911,504)	7.4	(25)
Gross Profit	714,745	719,734	1,434,478	1,948,050	1,641,222	(26)	(13)
Gross Margin %	39	36	37	43	46		
Cost of Sales %	61	64	63	57	54		
	100	100	100	100	100		

BERGER PAINTS NIGERIA PLC							
STATEMENT OF PROFIT OR LOSS FOR THE PERIOD ENDED 31 DECEMBER 2020							
	YEAR TO DATE 31 DECEMBER 2020						
	H1 2020	H2 2020	ACTUAL YTD 2020	REVISED BUDGET YTD 2020	ACTUAL YTD 2019	Vs Rvsd Bdgt	Vs PY 2019
<u>Fixed Overheads:</u>							
<i>Administration</i>	(472,705)	(469,871)	(942,576)	(943,733)	(835,750)	0.12	(13)
	(26)	(24)	(25)	(21)	(24)		
<i>Marketing Expenses</i>	(41,492)	(52,111)	(93,602)	(130,432)	(84,684)	28	(10.53)
	(2)	(3)	(2)	(3)	(2)		
<i>Selling Expenses</i>	(38,248)	(38,101)	(76,349)	(86,019)	(50,109)	11	(52)
	(2)	(2)	(2)	(2)	(1)		
<i>Distribution Expenses</i>	(37,581)	(67,459)	(105,040)	(82,891)	(93,718)	(27)	(12)
	(2)	(3)	(3)	(2)	(3)		
<i>Depreciation</i>	(40,159)	(41,759)	(81,919)	(82,063)	(82,984)	0	1
	(2)	(2)	(2)	(2)	(2)		
<u>Total Fixed Overhead</u>	(630,185)	(669,301)	(1,299,486)	(1,325,137)	(1,147,245)	2	(13)
	(34)	(33)	(34)	(29)	(32)		
<i>Operating Profit</i>	84,560	50,432	134,992	622,913	493,977	(78)	(73)
	5%	3%	4%	14%	14%		
<u>Non Operating Income/Expense:</u>							
<i>Finance Income</i>	7,336	9,063	16,399	20,536	19,833	20	17
<i>Finance costs</i>	(40,046)	(19,769)	(59,815)	(72,654)	(24,613)	18	(143)
<i>Net Finance Income/(Cost)</i>	(32,710)	(10,706)	(43,416)	(52,118)	(4,780)		
<i>Rental income</i>	12,613	47,957	60,570	73,241	74,519	17	19
<i>Assets disposal income</i>	4,084	7,437	11,521	-	7,235	#DIV/0!	(59)
<i>Other non-operating income</i>	2,435	5,909	8,344	-	4,854	#DIV/0!	(72)
<i>Net other income</i>	19,132	61,303	80,435	73,241	86,608	(10)	
<i>Total Non-operating Income</i>	(13,578)	50,597	37,019	21,124	81,828	75	(55)
	-1%	3%	1%	1%	2%		
<i>Net cost on Investment Property</i>	(10,556)	(10,543)	(21,099)	(24,613)	(21,851)	14	3
<i>Profit Before Tax</i>	60,426	90,486	150,912	619,423	553,954	(76)	(73)
	3%	5%	4%	14%	16%		
<i>Provision for Tax</i>	(19,336)	(28,955)	(48,292)	(198,215)	(177,265)	(76)	(73)
<i>Profit for the period</i>	41,090	61,530	102,620	421,208	376,689	(76)	(73)
	2%	3%	3%	9%	11%		

Berger Paints Nigeria Plc
Statement of Financial Position
As at 31 December 2020

In thousands of naira

	Notes	31 December 2020 N'000	Audited 31 December, 2019 N'000
Assets			
Property, plant and equipment	1	2,741,586	2,823,810
Intangible Assets	2	52,579	44,911
Investment property	3	403,020	424,119
Total non-current assets		3,197,186	3,292,840
Inventories	4	707,809	812,048
Trade and other receivables	5	141,664	330,541
Deposit for imports		85,087	143,535
Prepayments and advances	6	76,754	61,588
Other financial assets		267,372	209,208
Cash and cash equivalents	7	356,598	216,689
Total current assets		1,635,283	1,773,609
Total assets		4,832,468	5,066,449
Equity			
Share capital		144,912	144,912
Share premium		635,074	635,074
Retained earnings		2,324,057	2,293,414
Total equity		3,104,043	3,073,401
Liabilities			
Loans and borrowings (non-current)	8	197,088	224,221
Deferred income	12	44,443	48,858
Deferred tax liabilities	9	231,462	231,945
Total non-current liabilities		472,993	505,024
Loans and borrowings (current)	8	147,422	171,114
Current tax liabilities	10	74,441	72,034
Trade and other payables	11	593,281	804,589
Deferred income	12	33,037	33,037
Dividend payable	13	407,251	407,251
Total current liabilities		1,255,432	1,488,025
Total liabilities		1,728,425	1,993,049
Total equity and liabilities		4,832,468	5,066,449

Berger Paints Nigeria Plc
Statement of Changes in Equity
Attributable to equity owners of the company
For the period ended 31 December 2020
In thousands of naira

Equity	Share capital N'000	Share premium N'000	Retained earnings N'000	Total equity N'000
Balance at 1 January 2020	144,912	635,074	2,293,893	3,073,879
Comprehensive income for the period				
Profit for the period			102,620	102,620
Other comprehensive income				-
Total comprehensive income for the period	-	-	102,620	102,620
Transactions with owners, recorded directly in equity				
Fair value reserve reclassified to profit or loss				
Dividend declared			(72,456)	(72,456)
Total transactions with owners	-	-	(72,456)	(72,456)
As at 31st December 2020	144,912	635,074	2,324,057	3,104,043
Balance at 1 January 2019	144,912	635,074	2,033,066	2,813,051
Comprehensive income for the year				
Profit for the period	-	-	376,689	376,689
Other comprehensive income	-	-	-	-
Total comprehensive income for the year	-	-	376,689	376,689
Transactions with owners, recorded directly in equity				
Fair value reserve reclassified to profit or loss				-
Dividend	-	-	(188,385)	(188,385)
Total transactions with owners	-	-	(188,385)	(188,385)
Balance at 30 November 2019	144,912	635,074	2,221,369	3,001,355

Berger Paints Nigeria Plc
Statement of cash flows
For the period ended 31 December 2020
In thousands of naira

	31 Dec 2020	30-Dec 2019
Cash flows from operating activities		
Profit for the period	102,620	376,689
Adjustments for:		
- Depreciation	278,894	143,386
- Amortization	9,352	20,857
- Finance income	(16,398)	(19,833)
- Finance cost	59,815	24,613
- Gain on sale of property, plant and equipment	(4,699)	(824)
- Tax expense	48,292	177,265
	477,876	722,154
<i>Changes in:</i>		
- Inventories	104,239	(215,906)
- Trade and other receivables	188,877	(109,617)
- Deposit for imports	58,448	(8,759)
- Prepayments and advances	(29,220)	(70,373)
- Trade and other payables	(211,308)	252,775
- Deferred income	(4,415)	(5,600)
Cash generated from operating activities	584,498	564,673
WHT credit notes utilised	(15,573)	(105,231)
Tax paid	(16,258)	(48,793)
Net cash used in operating activities	552,666	410,650
Cash flows from investing activities		
Acquisition of property, plant and equipment	(175,735)	(427,292)
Acquisition of intangible assets	(17,019)	(3,845)
Proceeds from sale of property, plants and equipment	4,699	2,955
Interest income on bank deposits	16,388	2,781
Other financial assets	(58,164)	(79,995)
Net cash (used in) / generated from investing activities	(229,831)	(488,344)
Cash flows from financing activities		
Proceeds from loans and borrowings	43,350	136,608
Repayment of borrowings	(153,821)	(136,856)
Interest accrued	-	-
Dividend paid	(72,456)	(224,233)
Net cash (used in) / from financing activities	(182,927)	(224,480)
Net (decrease) / increase in cash and cash equivalents	139,909	(302,175)
Cash and cash equivalents at 1 January	216,689	518,864
Cash and cash equivalents	356,598	216,689
As at 31 December 2020		

Berger Paints Nigeria Plc

Notes to the Accounts

For the period ended 31 December, 2020

In thousands of naira

Notes

1 Property, plant and equipment

	Leasehold Land	Building	Plant & Machinery	Office Fixture & Fittings	Motor Vehicles	Computer Equipment	Right of Use Assets	Capital work-in progress	Total Tangible Assets
Cost or Valuation:									
Beginning of the year	390,000	1,291,534	1,429,116	58,865	240,461	125,517	138,275	(0)	3,673,768
Additions	-	12,353	98,106	5,688	7,918	7,380	44,130	0	175,575
Transfers	-	-	-	-	-	-	-	-	-
Disposals	-	-	-	-	(14,725)	-	-	-	(14,725)
As at 31st December 2020	390,000	1,303,887	1,527,223	64,552	233,653	132,898	182,405	-	3,834,618
Accumulated depreciation & impairment:									
Beginning of the year	78,081	236,526	209,520	34,168	209,768	70,079	11,816	-	849,958
Charge for the period	0	60,992	126,098	8,011	9,394	19,653	33,647	-	257,795
Transfers	-	-	-	-	-	-	-	-	-
Disposals	-	-	-	-	(14,725)	-	-	-	(14,725)
As at 31st December 2020	78,081	297,518	335,618	42,179	204,437	89,732	45,463	-	1,093,028
Carrying amounts:									
As at 31st December 2020	311,919	1,006,370	1,191,605	22,373	29,216	43,166	136,942	-	2,741,590
As at 31 December, 2019	311,919	1,055,008	1,219,596	24,697	30,692	55,438	126,459	(0)	2,823,811

2 Intangible Assets

	Computer Software N'000	Intangible assets under N'000	Total N'000
Cost			
Balance at 1 January 2020	65,435	28,138	93,573
Additions	17,019	(0)	17,019
Reclassification from property, plant & equipment	-	-	-
Balance at 31 December 2020	82,454	28,138	110,592
Amortization			
At 1 January 2020	48,662	-	48,662
Additions during the period	9,352	-	9,352
Reclassification from property, plant & equipment	-	-	-
Balance at 31 December 2020	58,014	-	58,014
As at 31st December 2020	24,441	28,138	52,579
As at 31 December, 2019	16,774	28,138	44,912

3 Investment Property (Abuja Property)

	Leasehold Land N'000	Building N'000	Total N'000
Cost:			
At January 1, 2020	174,160	430,308	604,468
Additions during the period	-	-	-
As at 31st December 2020	174,160	430,308	604,468
Depreciation:			
At January 1, 2020	34,864	145,485	180,349
Additions during the period	-	21,099	21,099
As at 31st December 2020	34,864	166,584	201,448
As at 31st December 2020	139,296	263,724	403,020
As at 31 December 2019	139,296	284,823	424,119

Berger Paints Nigeria Plc

Notes to the Accounts

For the period ended 31 December, 2020

In thousands of naira

Notes	Dec 2020	Dec 2019
4 Inventories	N'000	N'000
Raw Materials	401,584	475,873
Finished Goods	344,176	343,525
Product-in-progress	13,795	35,151
Consumables and spare parts	42,716	24,721
Goods in transit	-	10,140
Sub-total	802,271	889,410
Provisions for finished goods	(94,462)	(77,362)
Total	707,809	812,048
5 Trade and other receivables	N'000	N'000
Trade receivables	78,744	229,415
Lease receivable	110,267	83,688
Staff debtors	172	3,616
Deposit with company registrar	70,593	113,433
Contract assets	46,808	46,808
Other receivables	17,192	11,693
Gross trade and other receivables	323,776	488,653
Impairment allowance	(182,112)	(158,112)
Total trade and receivable	141,664	330,541
6 Prepayment & Advances	N'000	N'000
Prepaid rent	(0)	540
Advance payment to suppliers	46,776	49,275
Prepaid insurance and others	22,660	11,773
TOTAL	76,754	61,588
7 Cash & cash equivalent	N'000	N'000
Cash on hand	216	500
Balance with banks	356,383	216,189
TOTAL	356,598	216,689
8 Loans and borrowings	N'000	N'000
<i>in thousands of naira</i>		
Balance, beginning of year	395,335	366,604
Additions	43,350	138,275
Repayments	(153,821)	(138,344)
Net gain on financial liabilities measured at amortised costs	-	(36,778)
Interest capitalised to property, plant and equipment	-	47,585
Interest accrued in profit or loss	59,646	17,993
Balance, end of the period	344,510	395,335

Berger Paints Nigeria Plc
Notes to the Accounts
For the period ended 31 December, 2020
In thousands of naira

30 September 2020

	Non-current liabilities	Current liabilities	Total
Development financing arrangement	44,896	32,100	76,996
Import finance facility	(726)	726	-
Bank of Industry loan	71,093	78,672	149,765
FDC - Finance Lease	81,825	35,924	117,749
Total	197,088	147,422	344,510

31 December 2019

	Non-current liabilities	Current liabilities	Total
Development financing arrangement	27,896	32,100	59,996
Import finance facility	-	726	726
Bank of Industry loan	130,990	78,675	209,665
FDC - Finance Lease	65,335	59,613	124,948
Total	224,221	171,114	395,335

	Balance at 1 January	At 30 September 2020	Deferred tax assets	Deferred tax liabilities
9 Deferred tax liabilities				
Property, plant and equipment	307,524	307,524		307,524
Allowance on trade receivable	(50,597)	(50,597)	(50,597)	
Provision for gratuity discontinued	(713)	(713)	(713)	
Provision for slow moving inventories	(24,756)	(24,756)	(24,756)	
Unrealised exchange losses/(gain)	4	4	4	
Total	231,461	231,462	(76,063)	307,524

	Dec 2020 N'000	Dec 2019 N'000
10 Current tax liabilities		
Balance, beginning of the year	72,034	193,629
Current period charge	48,292	13,966
Minimum tax charge	-	18,462
Cash payments	(16,258)	(48,793)
WHT credit notes utilised	(15,573)	(105,231)
Balance, end of the period	<u>88,494</u>	<u>72,034</u>
Withholding tax liabilities		
Balance, beginning of the year	-	17,980
Net WHT credit recovered	-	45,370
Additions	29,627	19,491
Transfer from prepayment and advances	-	22,390
WHT credit notes utilised	(15,573)	(105,231)
	<u>14,054</u>	<u>-</u>
Tax liabilities, end of the period	74,440	72,034

Berger Paints Nigeria Plc
Notes to the Accounts
For the period ended 31 December, 2020
In thousands of naira

	Dec 2020	Dec 2019
	N'000	N'000
11 Trade and other payables		
Trade payables	246,802	415,750
Customer deposits for paints	38,482	107,623
Value Added Tax payable	25,212	8,321
Withholding Tax payable	51,590	53,400
Related party payables	29,581	29,581
PAYE payable	29,568	22,675
Pension payable	9,382	5,974
Other statutory payable	27,453	19,888
Contract liabilities	4,495	4,495
Accruals	113,973	118,685
Other payables	16,743	18,197
TOTAL	593,281	804,589
	Dec 2020	Dec 2019
	N'000	N'000
12 Deferred income		
Deferred income comprises:		
<i>In thousands of naira</i>		
Government grant	73,612	73,612
Advance rent received	3,868	8,283
Deferred income	<u>77,480</u>	<u>81,895</u>
Current	33,037	48,858
Non-current	<u>44,443</u>	<u>33,037</u>
Total	77,480	81,895
	Dec 2020	Dec 2019
	N'000	N'000
13 Dividend payable		
At 1 January	407,251	352,333
Dividend declared	72,456	188,385
Dividend paid	<u>(72,456)</u>	<u>(133,467)</u>
As at 31st December 2020	407,251	407,251

BERGER PAINTS NIGERIA PLC					
SUMMARY OF ADMINISTRATIVE EXPENSES: DECEMBER 2020					
SUB-OVERHEADS =N='000	2020 ACTUAL YTD	YTD 2020 BUDGET	YTD 2019 ACTUAL	Vs BUDGET	Vs YTD 2019
Compensation	496,209	475,562	422,836	(4.16)	(14.79)
Repairs and Maintenance office	29,512	27,832	31,626	(5.69)	7.17
Office Expenses	13,332	9,748	17,884	(26.88)	34.14
Entertainment & Staff Welfare Expenses	39,343	32,102	35,177	(18.40)	(10.59)
Other Expenses	37,765	32,711	38,122	(13.38)	0.95
Training Expenses	9,506	6,624	18,125	(30.32)	90.66
Corporate Expense	284,473	325,642	236,117	14.47	(17.00)
Transport & Travels	6,243	7,268	22,558	16.42	261.34
Insurance	9,587	11,059	8,734	15.36	(8.89)
Rent and Rates	12,301	15,041	4,566	22.28	(62.88)
GRAND TOTAL	938,270	943,588	835,746	0.57	(10.93)
SUMMARY OF SALES & MARKETING EXPENSES: NOVEMBER 2020					
<i><u>FIGURES IN NAIRA</u></i>					
SUB-OVERHEADS =N='000	2020 ACTUAL YTD	YTD 2020 BUDGET	YTD 2019 ACTUAL	AGAINST BUDGET	AGAINST YTD 2019
Marketing Expenses	93,449	41,146	87,683	(55.97)	(6.17)
Distribution Expenses	100,268	82,891	93,718	(17.33)	(6.53)
Selling Expenses	52,349	86,019	50,109	64.32	(4.28)
GRAND TOTAL	246,066	210,056	231,510	(14.63)	(5.92)

**ANALYSIS OF ADMINISTRATIVE EXPENSES
FOR THE MONTH OF DECEMBER 2020**

1.COMPENSATION	BUDGET YTD	ACTUAL YTD 2020	ACTUAL PY YTD 2019	% Var Ytd Vs Bdgt	NGN Var Ytd Vs Bdgt
Basic Salary	150,688.92	160,021.71	130,240.28	(6)	(9,332.79)
Housing Allowance	41,761.26	43,460.22	35,267.35	(4)	(1,698.96)
Transport Allowance	42,757.83	43,617.57	35,235.66	(2)	(859.74)
Utility	7,239.45	7,750.62	6,452.20	(7)	(511.17)
Leave Allowance	15,223.93	11,693.12	10,680.50	23	3,530.81
Overtime	5,349.93	6,306.44	7,935.41	(18)	(956.51)
Paint Allowance	4,774.10	9,382.96	7,712.64	(97)	(4,608.87)
Staff Welfare	8,719.11	6,907.66	12,257.51	21	1,811.45
Furniture Allowance	17,326.64	17,722.79	12,028.69	(2)	(396.16)
Drivers Allowance	5,508.53	5,506.25	3,646.89	0	2.28
Upkeep Expenses	7,350.15	7,930.86	6,586.85	(8)	(580.72)
13Th Month Salary	7,395.98	9,089.85	7,995.50	(23)	(1,693.86)
Pension - Employer Contribution	18,882.72	34,408.76	26,615.35	(82)	(15,526.04)
Terminal Benefit	43,146.98	24,709.41	22,081.92	43	18,437.58
Casual Staff	27,509.79	28,318.91	18,499.57	(3)	(809.12)
Entertainment Allowance	7,469.21	8,144.20	6,800.20	(9)	(674.98)
IT/Corpors Allowance	4,170.35	2,041.72	2,633.53	51	2,128.63
Staff Uniform Expenses	898.66	1,729.02	1,606.94	(92)	(830.36)
ITF Expenses	3,180.00	2,915.00	2,632.46	8	265.00
National Social Ins. Trust Fund	3,180.00	2,915.00	2,120.00	8	265.00
Beverages	864.00	898.00	1,033.00	(4)	(34.00)
External Relations Allowance	7,619.34	7,522.57	6,796.41	1	96.77
Security Allowance	5,504.86	5,555.73	4,681.60	(1)	(50.87)
Air Condition Allowance	3,658.26	3,357.61	2,815.91	8	300.66
Economic Relief Allowance	19,717.46	20,288.63	15,998.26	(3)	(571.17)
Lunch Allowance	2,799.02	3,307.96	2,848.07	(18)	(508.94)
Ex-Gratia	9,350.00	14,875.00	14,062.50	(59)	(5,525.00)
Outstation Allowance	376.50	290.00	1,272.01	23	86.50
NHF- Expense	3,138.70	3,039.75	2,273.17	3	98.96
TOTAL	475,561.67	496,209.04	422,836.28	(4)	(20,647.37)
2. REPAIRS & MAINTENANCE					
Janitorial & Office Cleaning Exp	4,050.92	5,434.16	4,649.11	(34)	(1,383.24)
Repair & Mtc -Office Fixtures & Fittings	132.18	293.75	628.70	(122)	(161.57)
Repair & Mtc-Comp Hardware&IT Equip	256.50	474.21	528.48	(85)	(217.71)
Repair & Mtc - Motor Vehicles	20,057.77	25,280.04	25,424.25	(26)	(5,222.28)
Repair&Mtc - Equip/Plant & Machin	254.22	150.96	838.92	41	103.26
Repair& Mtc Premises	2,014.25	766.00	1,419.24	62	1,248.25
Repair & Maintenance - Buildings	1,065.71	(2,905.02)	(1,919.81)	373	3,970.73
TOTAL	27,831.54	29,511.60	31,626.28	(6)	(1,680.06)
3. OFFICE					
Newspapers & Periodicals	85.35	57.35	131.65	33	28.00
Printing & Stationery	2,635.39	(4,424.85)	5,246.61	268	7,060.24
Telephone Expens	6,300.11	7,710.45	8,807.79	(22)	(1,410.34)
Fuel-Petrol &Lubricant	727.15	10,002.79	3,547.33	(1276)	(9,275.64)
TOTAL	9,748.00	13,332.09	17,883.81	(37)	(3,584.09)
WELFARE					
Staff Canteen Expense	9,983.42	17,306.30	15,405.21	(73)	(7,322.88)
Medical & Clinical Exps.	20,466.68	20,645.37	18,098.80	(1)	(178.69)
Entertainment expenses	1,652.20	1,391.47	1,673.38	16	260.73
TOTAL	32,102.29	39,343.14	35,177.39	(23)	(7,240.85)

**ANALYSIS OF ADMINISTRATIVE EXPENSES
FOR THE MONTH OF DECEMBER 2020**

1.COMPENSATION	BUDGET YTD	ACTUAL YTD 2020	ACTUAL PY YTD 2019	% Var Ytd Vs Bdgt	NGN Var Ytd Vs Bdgt
5. OTHERS					
Cot & Other Charges	4,917.89	6,535.30	5,063.18	(33)	(1,617.42)
Licensing&Fees Exp.	17,786.48	20,451.75	21,749.67	(15)	(2,665.27)
Security Expenses	10,101.91	9,694.38	9,880.24	4	407.53
Tolls & Parking Fees	-	169.30	46.44	#DIV/0!	(169.30)
Waste Disposal	200.10	1,107.20	1,682.87	(453)	(907.10)
Software Maintenance Expenses	-	-	-	#DIV/0!	0.00
TOTAL	32,710.93	37,764.98	38,122.40	(15)	(5,054.05)
6. TRAINING					
Education & Training - Int	-	-	3,920.23	#DIV/0!	0.00
Subscription	2,028.12	2,872.54	5,150.55	(42)	(844.43)
Education & Training - Local	4,596.00	6,633.77	9,054.08	(44)	(2,037.77)
TOTAL	6,624.12	9,506.31	18,124.86	(44)	(4.00)
7. CORPORATE					
I T Consumables	189.00	439.95	609.30	(133)	(250.95)
Agm Expenses	24,000.00	12,000.00	20,000.00	50	12,000.00
Legal Fees	5,515.00	3,060.32	1,617.26	45	2,454.68
Audit Fees	22,320.00	22,320.00	20,125.00	0	0.00
Consultancy Fees	30,510.61	48,614.86	32,196.95	(59)	(18,104.25)
Internal Audit Fees	40,650.00	39,100.29	41,725.28	4	1,549.71
Foreign Travel Expenses	90,486.97	74,938.58	58,300.50	17	15,548.39
Registrar Expenses/Costs	4,600.00	4,644.00	4,600.00	(1)	(44.00)
Corporate Gifts	-	50.00	2,983.00	#DIV/0!	(50.00)
Director's Fees	70,250.00	48,125.00	17,416.67	31	22,125.00
Director's Year End Gift	2,000.00	-	2,000.00	100	2,000.00
Board Sitting Allowance	13,155.00	13,685.00	19,683.75	(3)	(368.73)
Director's Travels	6,825.00	7,150.00	8,033.00	(5)	(325.00)
Director's Birthday	240.00	-	89.85	100	240.00
Directors' Entertainment	4,438.80	4,130.85	4,696.41	7	307.95
Director'Paint Allowance	10,300.00	3,500.00	1,375.00	66	6,800.00
Directors' training	-	2,475.00	665.00	#DIV/0!	(2,475.00)
TOTAL	325,480.39	284,472.94	236,116.96	13	41,168.71
8. TRANSPORT & TRAVELLING					
Hotel Accomodation and Meals	1,764.03	890.03	6,137.50	50	874.00
Domestic Travel Expenses	1,149.22	762.57	8,290.27	34	386.65
Local Transport	4,354.83	4,590.31	8,130.18	(5)	(235.48)
TOTAL	7,268.08	6,242.91	22,557.94	14	1,025.17
9. INSURANCE & RENT					
Insurance - Motor Vehicles	4,225.97	2,815.17	1,960.67	33	1,410.81
Rental - Office/Residential Accom	15,041.00	12,300.50	4,565.84	18	2,740.50
Land Use and Ground Rent Charges	1,529.66	1,529.66	2,242.03	0	0.00
Rates & Levies	450.00	190.50	-	58	259.50
Life Policy Insurance	4,853.21	5,051.45	4,531.52	(4)	(198.24)
TOTAL	26,099.84	21,887.28	13,300.04	16	4,212.56
GRAND TOTAL OF ADMINISTRATIVE EXPENSES	943,426.86	938,270.30	835,745.97	1	8,196.04

**ANALYSIS OF ADMINISTRATIVE EXPENSES
FOR THE MONTH OF DECEMBER 2020**

I.COMPENSATION	BUDGET YTD	ACTUAL YTD 2020	ACTUAL PY YTD 2019	% Var Ytd Vs Bdgt	NGN Var Ytd Vs Bdgt
11. MARKETING EXPENSES					
Other Marketing Expenses	-	89,946.28	63,835.65	#DIV/0!	(89,946.28)
Business Promotions	-	967.50	-	#DIV/0!	(967.50)
Trade Fairs And Exhibitions	-	-	2,999.00	#DIV/0!	0.00
Advertising	41,146.45	2,535.06	20,848.05	94	38,611.39
		-			
TOTAL	41,146.45	93,448.84	87,682.70	(127)	(52,302.39)
121. SELLING EXPENSES					
Salesmen Incentives	67,181.65	23,240.29	10,298.85	65	43,941.36
Sales Canvasers transport fare	-	-	1,108.42	#DIV/0!	0.00
Commission On Sales	2,080.31	15,942.31	6,449.13	(666)	(13,862.00)
Entertainment expenses	-	41.74	-	#DIV/0!	(41.74)
Fuel-Petrol &Lubricant	16,756.85	13,124.90	18,647.36	22	3,631.95
OBP Training Cost	-	-	86.22	#DIV/0!	0.00
TOTAL	86,018.81	52,349.24	50,109.12	39	33,669.57
	(86,018.81)	(76,349.00)	(50,109.12)		(13,401.81)
13. DISTRIBUTION EXPENSES					
Distribution Expenses	67,047.90	87,261.54	63,608.47	(30)	(20,213.63)
Repair & Mtc - Motor Trucks	3,300.75	3,397.17	8,702.88	(3)	(96.42)
Fuel-Petrol &Lubricant	12,542.18	9,609.19	21,406.51	23	2,932.99
TOTAL	82,890.83	100,267.90	93,717.86	(21)	(8,839.95)
	(82,890.83)	(105,040.41)	(93,717.86)		
14. DEPRECIATION CHARGES - ADMIN ASSETS					
Amort. - Comp Software & Licences	5,828.24	7,614.80	20,856.66	(31)	(1,786.56)
Dep - Office Fixtures And Fittings	9,240.24	7,103.49	3,629.39	23	2,136.75
Dep - Computer Hardware & It Equip	18,290.95	19,390.67	25,449.57	(6)	(1,099.71)
Dep - Heavy Equip/Plant & Machinery	-	-	-	#DIV/0!	0.00
Depreciation - Motor Vehicles	15,728.36	13,998.36	27,130.70	11	1,738.90
Dep - Right of use Assets	32,975.53	33,647.10		(2)	(671.57)
Impairment - Heavy Equip/Plant & Mach	-	-	-		
TOTAL	82,063.32	81,754.42	77,066.33	0	989.37
15. INVESTMENT PROPERTY COST					
Dep - Buildings Abuja Properties	21,113.34	21,098.77	21,151.08	0	14.57
Repair & Maintenance - Buildings - Abuja P	3,500.00	-			
Total	24,613.34	21,098.77	21,151.08	14	14.57
	(24,613.34)	(21,099.00)	(21,850.50)		(440.92)
15. FINANCE/BANK CHARGES					
LC /Comm/ Charges	-	-	-	#DIV/0!	0.00
Lease finance interest	22,356.64	23,463.91		(5)	(1,107.28)
Interest expense (Berger Plaza)	17,000.00	17,000.00	16,403.66	0	0.00
Interest On BOI Loan	40,958.24	19,348.30			
Total	80,314.88	59,812.22	16,403.66	26	20,502.66

BERGER PAINTS NIGERIA PLC					
SCHEDULE OF REVENUE & COST OF SALES : DECEMBER 2020					
Cost of Production:	YTD 2020 ACTUAL	YTD 2020 BUDGET	YTD 2019 ACTUAL	AGAINST BUDGET	AGAINST YTD 2019
	=N=000	=N=000	=N=000	%	%
Revenue					
Gross revenue from sales of paints	4,329,250	5,350,116	4,040,937	(19.08)	7.13
Project revenue	201,294	192,971	170,308	4.31	18.19
	4,530,544	5,543,087	4,211,245		
Trade discount	(550,838)	(762,174)	(529,460)	(27.73)	4.04
Rebate	(97,652)	(166,293)	(79,761)	(41.28)	22.43
OBP support fee	(54,763)	(83,146)	(49,298)	(34.14)	11.09
	(703,253)	(1,011,613)	(658,519)		
Net revenue	3,827,291	4,531,473	3,552,726	(15.54)	7.73
Cost of sales					
Variable Production Cost	1,936,822	2,084,478	1,584,114	(7.08)	22.27
Factory Overhead:					
Salaries & Allowances	155,474	168,344	131,635	(7.64)	18.11
Canteen/Meal subsidy	12,005	7,482	11,274	60.46	6.48
Electrical	33,238	41,945	26,291	(20.76)	26.42
Rent	-	-	-		#DIV/0!
Other Expenses - Utilities	8,687	7,099	13,276	22.37	(34.57)
Factory insurance	2,756	2,756	2,813	0.00	(2.03)
Leave Allowances	6,023	6,022	5,714	0.01	5.41
Local transport/Hotel/training	3,379	2,963	9,913	14.03	(65.91)
Repairs & Maintenance	57,586	36,540	46,570	57.60	23.65
Research & Dev.	1,600	7,267	1,552	(77.98)	3.08
Staff welfare	1,594	3,149	5,497	(49.38)	(71.00)
Office Exp- Telephone/Printing	19,889	11,693	13,052	70.09	52.38
Depreciation	153,759	203,684	59,803	(24.51)	157.11
Total Overhead	455,990	498,946	327,390	(8.61)	39.28
Total Cost of Sales	2,392,812	2,583,423	1,911,504	(7.38)	25.18

BERGER PAINTS NIGERIA PLC
RENTAL AND OTHER INCOME FOR DECEMBER 2020

	Dec 2020	Dec 2019	YTD 2020	YTD 2019
	N'000	N'000	N'000	N'000
Rental Income:				
Abuja Plaza	29,698.00	-	29,698.00	-
Head office	8,219	31,658	30,875	74,519
Sub-total	37,917	31,658	60,573	74,519
	(37,917)	(31,658)	(60,570)	(74,519)
Assets disposal income:				
Profit from disposal of property, plants and equipment	-	1,046	4,699	7,235
Sale of empty drums	631	-	6,395	-
Sales of Scrap	77	-	426	-
Sub-total	708	1,046	11,520	7,235
	(708)	(1,046)	(11,521)	(7,235)
Other non-operating income:				
Insurance claims received	-	-	-	-
OBP Fees Received	-	-	4,312	-
Container deposit refund	-	-	-	-
Others misc (Discount Received, Container deposit)	414.00	15.17	4,031.00	4,854
Sub-total	414.00	15.17	8,343	4,854
	(414.00)	(15.17)	(8,344)	(4,854)
Net Finance Income/(Expense):				
Finance Income	4,370	4,455	16,398	19,833
Finance costs	11,429	(2,166)	(59,812)	(24,613)
Sub-total	15,799	2,289	(43,414)	(4,780)
	(15,799)	(2,289)	43,416	4,780
Grand Total	54,838	35,008	37,022	81,828

BERGER PAINTS NIGERIA PLC
SALES MIX MTD 31ST DECEMBER 2020

s/N	Brand	Volume	Sales Value	Cost	Margin	% to total volume
1	ACRYLIC	1,460	3,365,997.95	1,754,956.49	48%	0.35%
2	Aluminium	1,980	4,444,026.17	2,426,117.73	45%	0.47%
3	Auto	7,107	10,865,601.29	9,496,234.82	13%	1.69%
4	BERGERNO	5	10,042.21	4,601.23	54%	0.00%
5	Chlorubber	732	2,134,728.36	1,049,628.04	51%	0.17%
6	Clinstay	44,400	65,407,976.94	42,504,428.07	35%	10.57%
7	Epoxy	7,088	30,339,742.00	13,482,272.20	56%	1.69%
8	FRT	4,780	6,831,786.58	2,768,278.56	59%	1.14%
9	Lignolac	3,526	5,465,105.95	3,363,944.24	38%	0.84%
10	Luxol Emulsion	129,908	160,431,156.05	87,765,788.11	45%	30.94%
11	Luxol Gloss	13,680	29,187,374.60	14,943,915.12	49%	3.26%
12	Marine coatings	4,232	8,648,504.61	4,216,742.19	51%	1.01%
13	PRIMER	3,151	5,667,863.53	3,329,733.67	41%	0.75%
14	QDE	160	441,070.72	176,306.13	60%	0.04%
15	RMP	4,780	15,471,157.94	5,975,981.51	61%	1.14%
16	Robialac Emulsion	35,028	10,798,471.97	8,595,059.84	20%	8.34%
17	RUFHIDE	520	352,192.22	226,611.38	36%	0.12%
18	Star Emulsion	128,980	97,868,320.01	70,882,281.47	28%	30.72%
19	Star Gloss	9,780	16,186,262.52	10,189,846.11	37%	2.33%
20	Supatex	5,840	5,036,103.95	3,297,150.13	35%	1.39%
21	THINNER	2,964	3,249,228.64	1,920,225.44	41%	0.71%
22	Vinyl Silk	8,260	13,973,994.55	8,032,644.11	43%	1.97%
22	Alykd Gloss	16	36,812.41	16,662.95	55%	0.00%
22	Floor paint	232	321,663.69	226,426.33	30%	0.06%
22	SOLUTION	180	285,230.02	107,467.66	62%	0.04%
22	Robbialac Gloss	1,084	1,269,183.45	895,444.47	29%	0.26%
	Total Less Discount	419,874	498,089,598.33	297,648,747.99	40%	

FACTORY REPORT FOR THE MONTH OF DECEMBER, 2020.

EXECUTIVE SUMMARY

BATCH PROCESSING

No of Batches run in the month	370.00	
Total Volume achieved (Litres-YTD)	3,457,867.01	
Total Volume achieved (Litres-MTD)	388,980.40	
Planned volume for month	446,900.00	
Percentage Achieved (of budget)	87%	

Batch Size Distribution

10,000 litres and above per batch	0	0.00%
Over 5,000 litres but less than 10,000 litres per batch	25	7%
Over 2,000 litres but less than 5,000 litres per batch	38	10%
Over 1,000 litres but less than 2,000 litres per batch	49	13%
Over 500 litres but less than 1,000 litres per batch	48	13%
Less than 500 litres per batch	210	57%
	370	100%

PROFITABILITY

No of batches above 25% less than 40% gross margin	147.00	
No of batches with less than 25% gross margin	58.00	
No of batches with negative gross margin	6.00	
No of batches above 40% margin	159.00	
	370.00	

YIELD REPORT

No of batches with over 3% negative yield	36	
No of batches with over 3% positive yield	57	

TIME UTILISATION					
Standard Hours				176	
Hours available for month				192	