



6th June, 2018

The Corporate Relationship
Department
Bombay Stock Exchange
Limited,
1st Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001

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

Listing Department
The Calcutta Stock Exchange
Ltd.
7 Lyons Range,
Kolkata-700001

Dear Sirs,

Sub : Investor Presentation on Financial Results

Please find enclosed a copy of the investor presentation on financial results of the Company for the year and quarter ended 31st March, 2018 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The aforesaid presentation will also be uploaded on the website of the Company i.e <https://www.bergerpaints.com>

Yours faithfully,

For BERGER PAINTS INDIA LIMITED

RAJIB DE

DEPUTY COMPANY SECRETARY

Encl.: a/a

BERGER PAINTS INDIA LIMITED

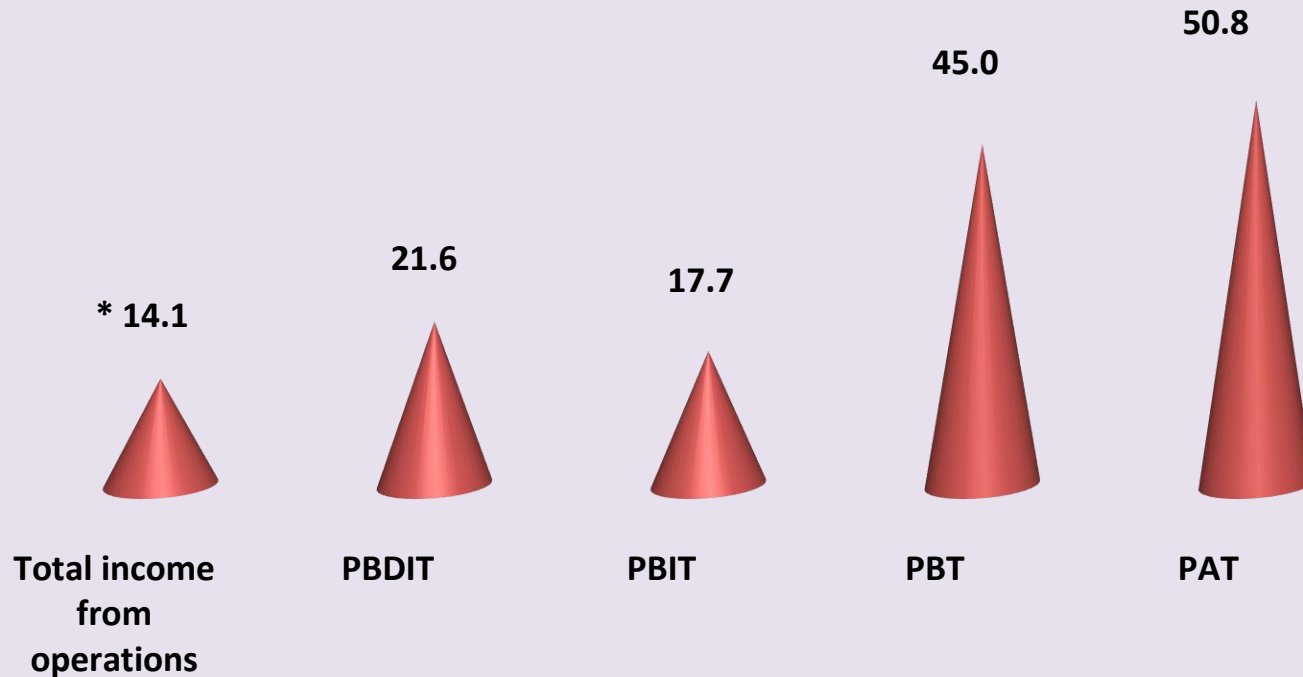
Berger House, 129, Park Street, Kolkata - 700 017, Phone : 2229 9724-28, 2229 6005-06, Fax : 91-33-2249 9009/9729, www.bergerpaints.com
CIN - L51434WB1923PLC004793, E-mail : consumerfeedback@bergerindia.com



Berger Paints India Limited
Earnings Update Call Q4 FY18
June 6th, 2018

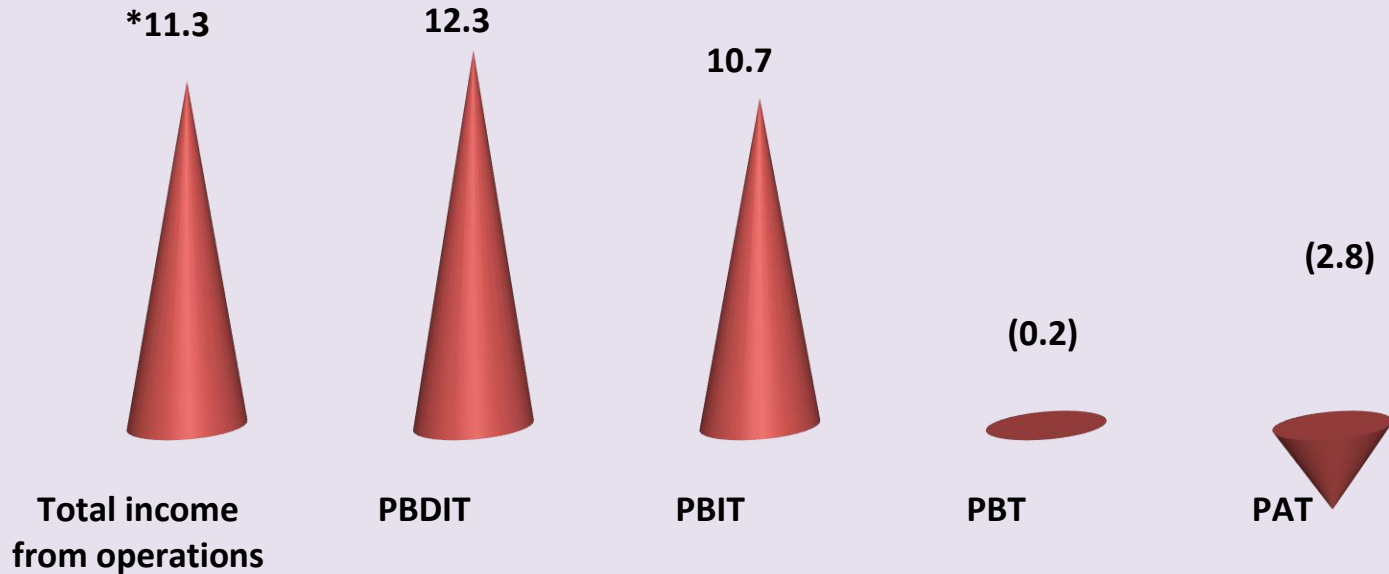
Q4 FY18 Performance

GROWTH (%) -Standalone Q4 FY18



- **Consistent with note 2 of published results on excise duty adjustment*
- *PBT and PAT figures for Q4 FY 18 and Q4 FY 17 are not comparable on account of impairment recognised for Berger Paints Overseas Limited –Russia (BPOL) during Q4 FY 17 (Rs 28 crores)*

GROWTH (%) -Standalone YTD MAR FY18



- **Consistent with note 2 of published results on excise duty adjustment*
- *PBT and PAT figures for YTD March 2018 and YTD March 2017 are not comparable on account of profit on sale of Company's 4 wheeler passenger cars and SUV's, 3 wheeler and related ancillaries during Q2 FY 17 (Rs 86.67 crores) and impairment recognised for Berger Paints Overseas Limited – Russia (BPOL) during Q4 FY 17 (Rs 28 crores)*

Financial Results – Standalone Q4 FY18

- Decorative business continued to show improved performance over corresponding quarter
- General Industrial / Automotive business continued to show robust growth
- Both Protective Coatings and Powder coatings segment showed significantly improved performance over corresponding quarter
- Effective Tax rates were higher on account of one time benefits on project related capital expenditure during Q4 FY 17

Financial Results – Standalone Q4 FY18

Rs Crores

	Q4 FY 18	% to Total Income	Q4 FY 17	% to Total Income	Growth %
Total income from operations	1,194.81		1,044.78		14.4
Material Cost	711.20	59.5	611.28	58.5	
Employee Cost	66.40	5.6	58.46	5.6	
Other expenses	228.15	19.1	219.61	21.0	
PBDIT	189.06	15.8	155.43	14.9	21.6
Depreciation	28.86	2.4	25.44	2.4	
Profit from operation before interest	160.20	13.4	129.99	12.44	
Other Income	11.10	0.9	15.50	1.48	
PBIT	171.30	14.3	145.49	13.93	17.7
Finance Cost	4.45	0.4	2.46	0.24	
PBT before Exceptional Item	166.85	14.0	143.03	13.69	16.7
*Exceptional Item	-	-	(28.00)	-	
PBT	166.85	14.0	115.03	11.0	45.0
Taxes	56.48	4.7	41.85	4.0	
PAT	110.37	9.2	73.18	7.0	50.8
Other comprehensive income, net of income tax	0.74	0.1	0.28	0.0	
Total comprehensive income for the period	111.11		73.46		

- The total income from operations growth rate as per note 2 of published results would have been 14.1 % as against 14.4 %
- * Exceptional item includes impairment recognised for Berger Paints Overseas Limited –Russia (BPOL) during Q4 FY 17 (Rs 28 crores)

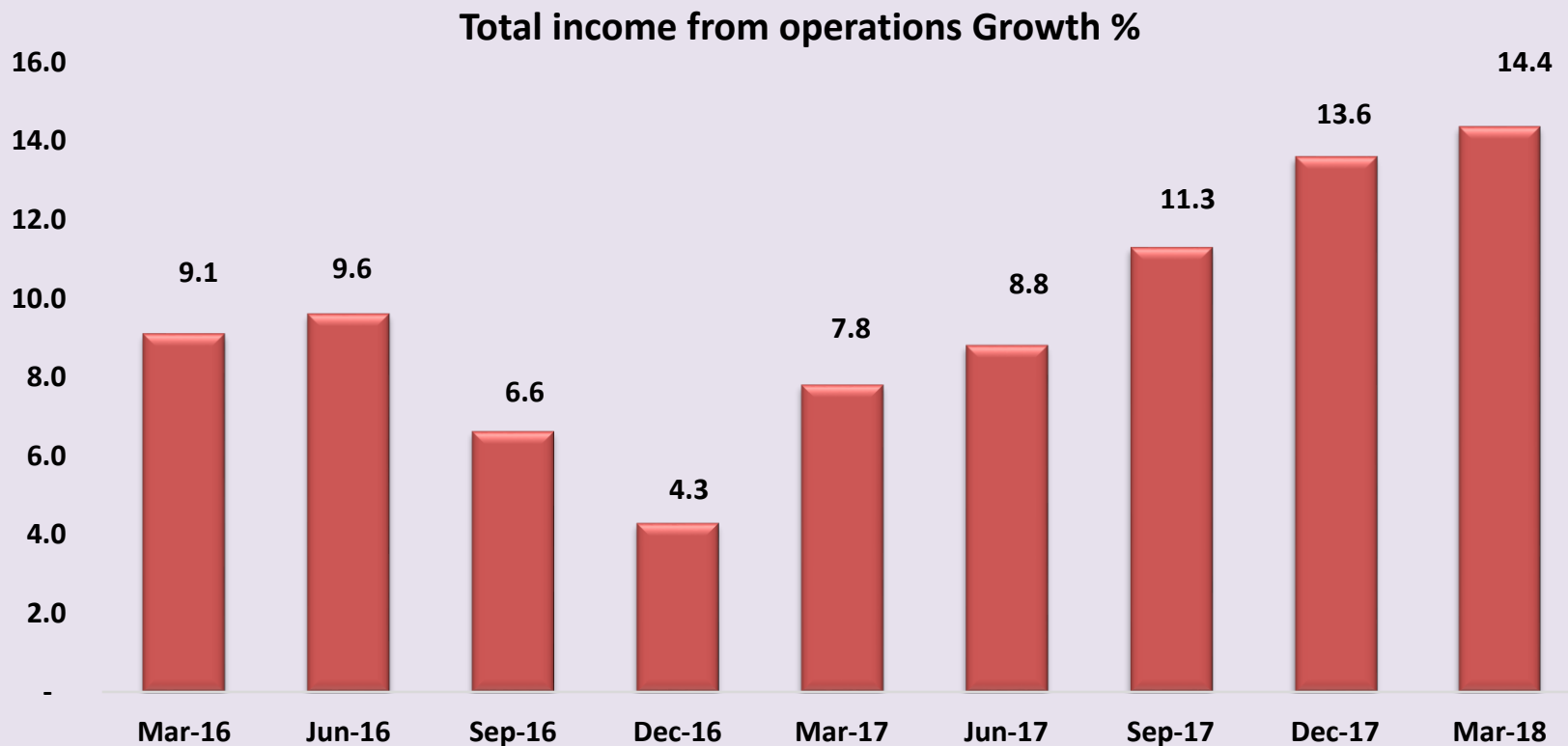
Financial Results – Standalone YTD MAR FY18

Rs Crores

	YTD Mar'18	% to Total Income	YTD Mar'17	% to Total Income	Growth %
Total income from operations	4,723.79		4,225.32		11.8
Material Cost	2,788.34	59.0	2,442.09	57.8	
Employee Cost	269.84	5.7	244.51	5.8	
Other expenses	922.21	19.5	876.60	20.7	
PBDIT	743.40	15.7	662.12	15.7	12.3
Depreciation	111.92	2.4	98.00	2.3	
Profit from operation before interest	631.48	13.4	564.12	13.4	
Other Income	46.53	1.0	48.31	1.1	
PBIT	678.01	14.4	612.43	14.5	10.7
Finance Cost	16.20	0.3	7.76	0.2	
PBT before Exceptional Item	661.81	14.0	604.67	14.3	9.4
*Exceptional Item	-	-	58.67	-	
PBT	661.81	14.0	663.34	15.7	(0.2)
Taxes	229.97	4.9	219.25	5.2	
PAT	431.84	9.1	444.09	10.5	(2.8)
Other comprehensive income, net of income tax	1.16	0.0	(1.44)	(0.0)	
Total comprehensive income for the period	433.00		442.65		

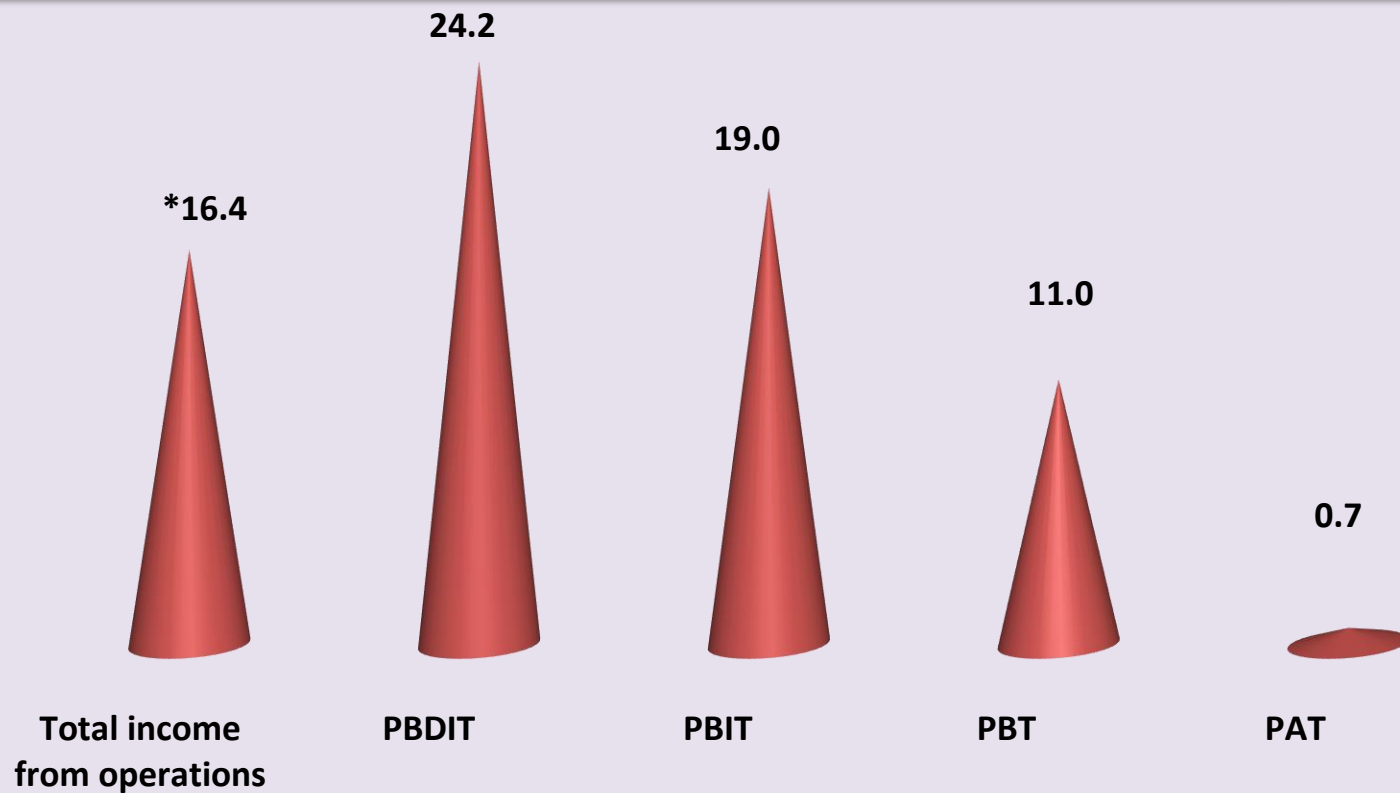
- The total income from operations growth rate as per note 2 of published results would have been 11.3 % as against 11.8%
- * Exceptional item includes impairment recognised for Berger Paints Overseas Limited –Russia (BPOL) during Q4 FY 17 (Rs 28 crores) and profit on sale of Company's 4 wheeler passenger cars and SUV's, 3 wheeler and related ancillaries during Q2 FY 17 (Rs 86.67 crores)

Total income from operations Growth % -Standalone Q4 FY18



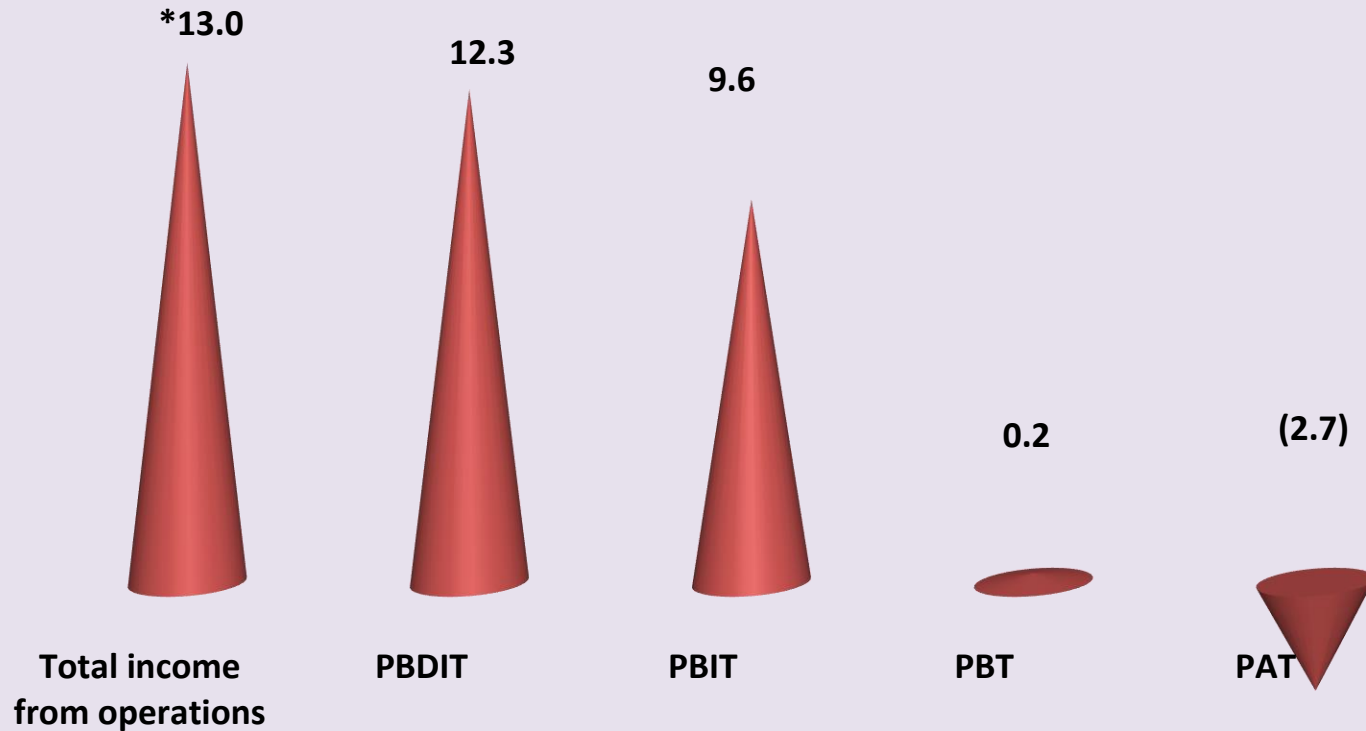
Growth % for previous quarters are based on sales (grossed up for excise duty) and hence not comparable

Consolidated Q4 FY18- Growth (%)



- **Consistent with note 2 of published results on excise duty adjustment*

Consolidated YTD MAR FY18 - Growth (%)



- **Consistent with note 2 of published results on excise duty adjustment*
- *PBT and PAT figures for YTD March 2018 and YTD March 2017 are not comparable on account of profit on sale of Company's 4 wheeler passenger cars and SUV's, 3 wheeler and related ancillaries during Q2 FY 17 (Rs 44.20 crores –after elimination of intercompany profit portion)*

Financial Results- Consolidated: Q4 FY18

Rs Crores

	Q4 FY 18	% to Total Income	Q4 FY 17	% to Total Income	Growth %
Total income from operations	1,298.27		1,112.90		16.7
Material Cost	761.67	58.7	643.49	57.8	
Employee Cost	90.77	7.0	76.31	6.9	
Other expenses	245.66	18.9	231.97	20.8	
PBDIT	200.17	15.4	161.13	14.5	24.2
Depreciation	31.99	2.5	27.53	2.5	
Profit from operation before interest	168.18	13.0	133.60	12.0	
Other Income	12.20	0.9	18.00	1.6	
PBIT	180.38	13.9	151.60	13.6	19.0
Finance Cost	6.38	0.5	3.96	0.4	
PBT before share of joint ventures	174.00	13.4	147.64	13.3	17.9
Share of Profit / (loss) of associates and joint ventures	(7.33)		2.47		
PBT before exceptional Items	166.67	12.8	150.11	13.5	11.0
Exceptional Item	-	-	-	-	
PBT	166.67	12.8	150.11	13.5	11.0
Taxes	60.46	4.7	44.61	4.0	
PAT	106.21	8.2	105.50	9.5	0.7
Other comprehensive income, net of income tax	9.64		(17.22)		
Total comprehensive income for the period	115.85		88.28		

- The total income from operations growth rate as per note 2 of published results would have been 16.4 % as against 16.7%

Financial Results- Consolidated: YTD MAR FY18

	Rs Crores				
	YTD Mar'18	% to Total Income	YTD Mar'17	% to Total Income	Growth %
Total income from operations	5,165.73		4,552.25		13.5
Material Cost	3,009.96	58.3	2,592.30	56.9	
Employee Cost	356.58	6.9	306.72	6.7	
Other expenses	992.20	19.2	934.67	20.5	
PBDIT	806.99	15.6	718.56	15.8	12.3
Depreciation	124.21	2.4	108.05	2.4	
Profit from operation before interest	682.78	13.2	610.51	13.4	
Other Income	45.87	0.9	54.54	1.2	
PBIT	728.65	14.1	665.05	14.6	9.6
Finance Cost	24.55	0.5	16.22	0.4	
PBT before share of joint ventures	704.10	13.6	648.83	14.3	8.5
Share of Profit / (loss) of associates and joint ventures	0.64		10.05		
PBT before exceptional Items	704.74	13.6	658.88	14.5	7.0
*Exceptional Item	-	-	44.20	-	
PBT	704.74	13.6	703.08	15.4	0.2
Taxes	243.91	4.7	229.42	5.0	
PAT	460.83	8.9	473.66	10.4	-2.7
Other comprehensive income, net of income tax	34.44		(18.94)		
Total comprehensive income for the period	495.27		454.72		

- The total income from operations growth rate as per note 2 of published results would have been 13 % as against 13.5%
- Exceptional item includes profit on sale of Company's 4 wheeler passenger cars and SUV's, 3 wheeler and related ancillaries during Q2 FY 17 (Rs 44.20 crores – after elimination of intercompany profit portion)

Financial Results- Consolidated: Q4 FY18

- Company's wholly owned subsidiary BJN Nepal continued to show robust performance both in top line & profitability
- Company's wholly owned subsidiary Bolix S.A, Poland showed overall improved performance over corresponding quarter
- Company's newly acquired subsidiary Saboo Coatings Private Limited continued its steady performance for the quarter
- Profitability of Company's JV, Berger Nippon Paints Automotive Coatings Ltd was impacted by foreign exchange fluctuations (INR Vs JPY) and initial start up costs for business expansion

The company's JV's are consolidated under equity method

Industry Outlook

- Decorative paint segment expected to show improved growth going forward on the back of prediction of normal monsoon and uptick in rural demand
- Automotive segment is expected to sustain its steady performance
- Volatility in crude oil prices and any adverse movement in currency continue to remain potential concerns

Disclaimer

This presentation has been prepared by Berger Paints India Limited for information purposes only.

The forward looking statements, if any, involve risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the statements.