



6th November, 2017

REF. STOCK. EXG/ AS/
2017-18

The Corporate Relationship Department Bombay Stock Exchange Limited, 1 st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, <u>Mumbai - 400001</u>	The Listing Department National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No.-C/1, 'G' Block, Bandra- Kurla Complex, Bandra (E) <u>Mumbai – 400051</u>	Listing Department The Calcutta Stock Exchange Ltd. 7 Lyons Range, <u>Kolkata-700001</u>
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Dear Sirs,

Sub : Investor Presentation on Financial Results

With reference to our letter no. STOCK. EXG/ AS/ 2017-18 dated 2nd November, 2017 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed a copy of the investor presentation on financial results of the Company for the quarter and six months ended 30th September, 2017.

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

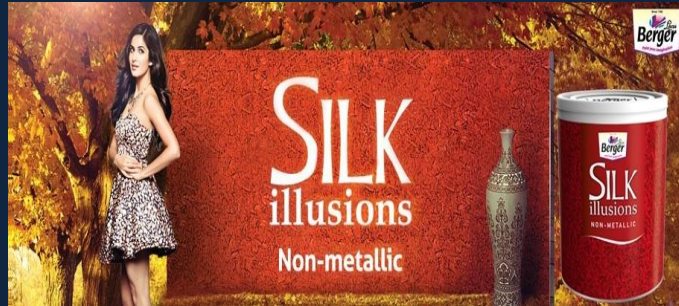
Yours faithfully,
For BERGER PAINTS INDIA LIMITED

ANIRUDDHA SEN
SR. VICE PRESIDENT &
COMPANY SECRETARY

Encl.: a/a

BERGER PAINTS INDIA LIMITED

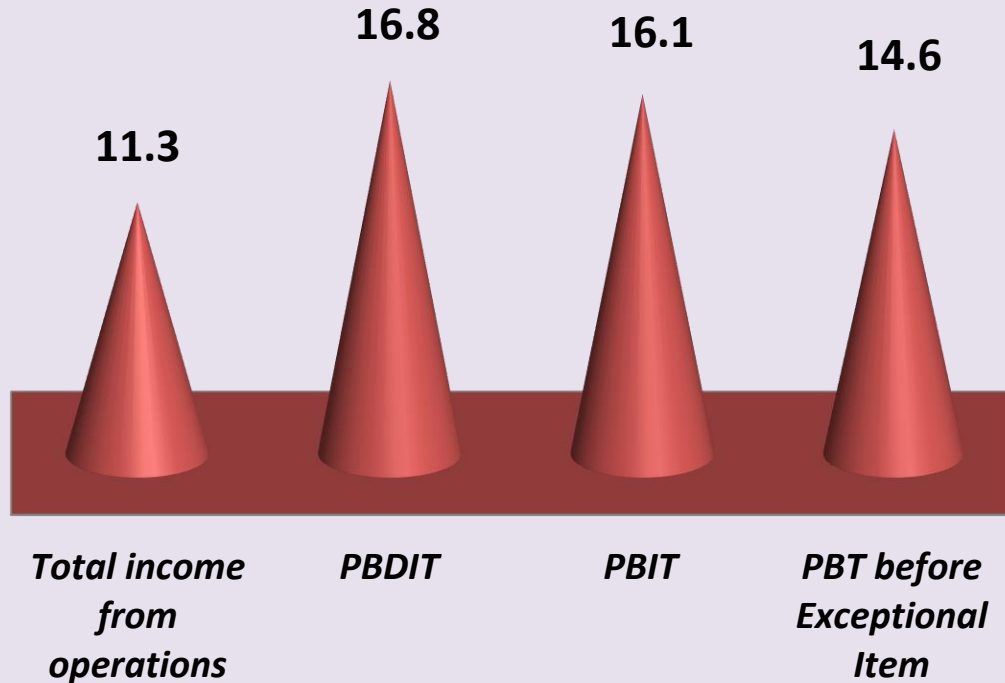
Berger House, 129, Park Street, Kolkata - 700 017, Phone : 2229 9724-28, 2229 6005-06, Fax : 91-33-2249 9009/9729, www.bergerpaints.com
CIN - L51434WB1923PLC004793, E-mail: consumerfeedback@bergerindia.com



Berger Paints India Limited Earnings Update Call Q2 FY18 November 6th , 2017

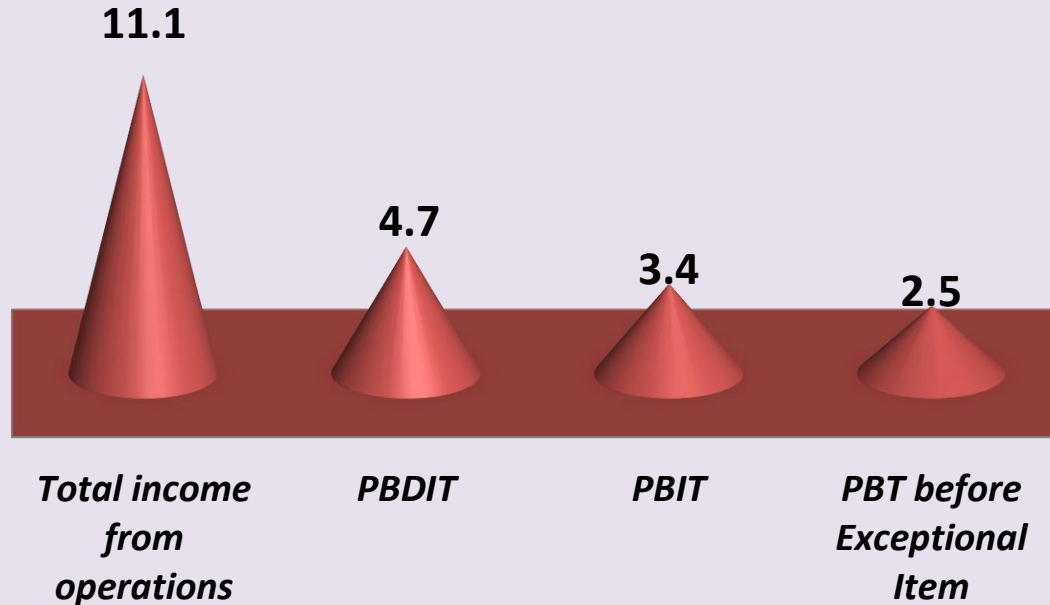
Q2 FY18 Performance

GROWTH (%) -Standalone Q2 FY18



- PBT and PAT figures for corresponding quarters are not comparable because of profit on sale of auto business to BNPAC during Q2 FY 17
- *Growth % from total income from operations above is adjusted for excise duty charge for quarter. However growth for the quarter after adjusting excise duty on sales is 10.7 %

GROWTH (%) -Standalone H1 FY18



- PBT and PAT figures for corresponding quarters are not comparable because of profit on sale of auto business to BNPAC during Q2 FY 17
- *Growth % from total income from operations above is adjusted for excise duty charge for quarter However growth for the quarter after adjusting excise duty on sales is 9.9 %

Financial Results – Standalone Q2 FY18

- Decorative business showed improved growth over corresponding quarter backed by good monsoon and early festive season
- Decorative business in July FY 18 was temporarily impacted to some extent due to GST migration procedure on the IT infrastructure
- Price of key solvents softened for the quarter
- General Industrial / Automotive business showed improved performance over corresponding quarter
- Other income for the quarter includes dividend received from Company's wholly owned subsidiary BJN Nepal

Financial Results – Standalone Q2 FY18

Rs Crores

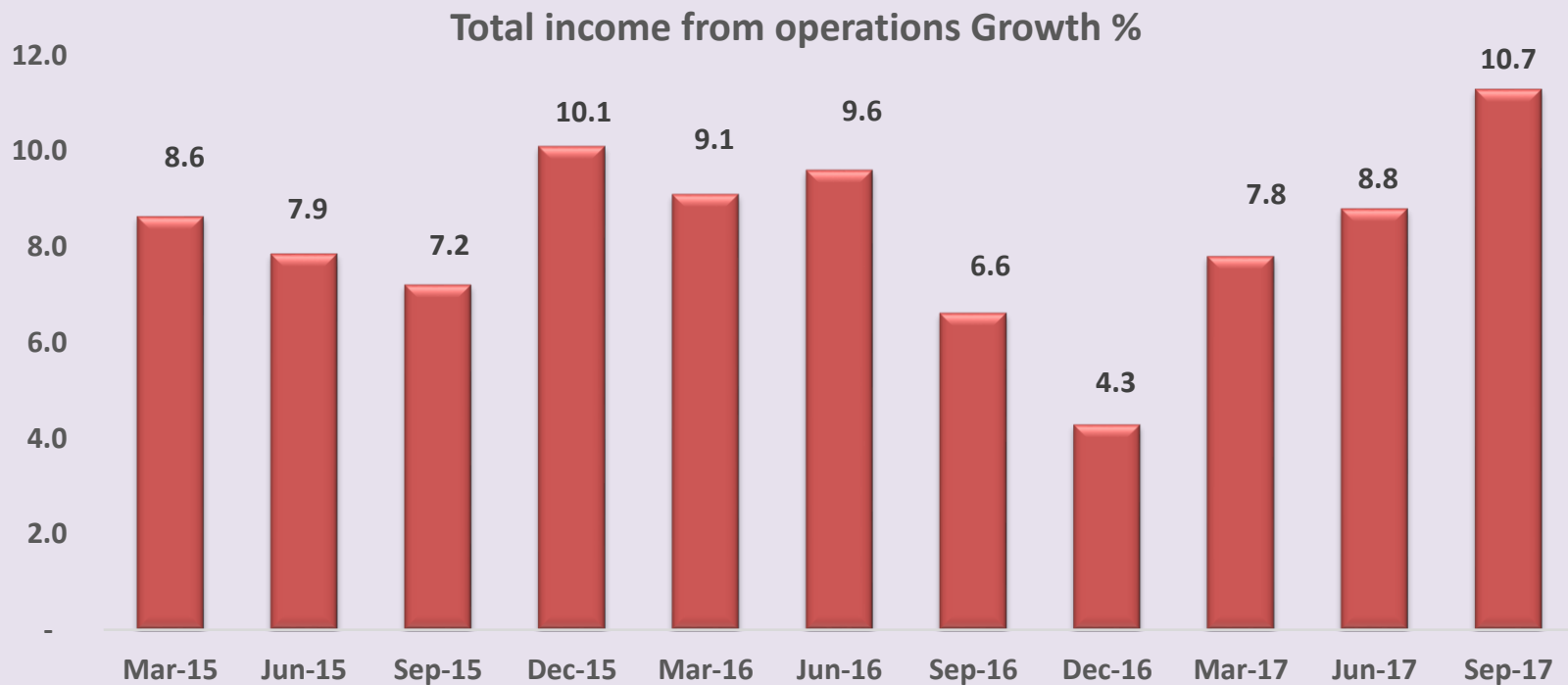
	Q2 FY 18	% to Total Income	Q2 FY 17	% to Total Income	Growth %
Total income from operations- Netted off with excise duty	1,136.41		1,021.10		11.3
Material Cost	655.78	57.7	585.09	57.3	
Employee Cost	66.59	5.9	55.57	5.4	
Other expenses	232.05	20.4	224.59	22.0	
PBDIT	181.99	16.0	155.85	15.3	16.8
Depreciation	27.32	2.4	24.23	2.4	
Profit from operation before interest	154.67	13.6	131.62	12.9	
Other Income	16.66	1.5	15.90	1.6	
PBIT	171.33	15.1	147.52	14.5	16.1
Finance Cost	5.28	0.5	2.59	0.3	
PBT before Exceptional Item	166.05	14.6	144.93	14.2	14.6
Exceptional Item	-	-	86.67	-	
PBT (Not comparable)	166.05	14.6	231.60	22.7	(28.3)
Taxes	57.80	5.1	70.28	6.9	
PAT (Not comparable)	108.25	9.5	161.32	15.8	(32.9)
Other comprehensive income, net of income tax	(0.12)	-	(2.22)	(0.2)	
Total comprehensive income for the period	108.13		159.10		

Financial Results – Standalone H1 FY18

Rs Crores

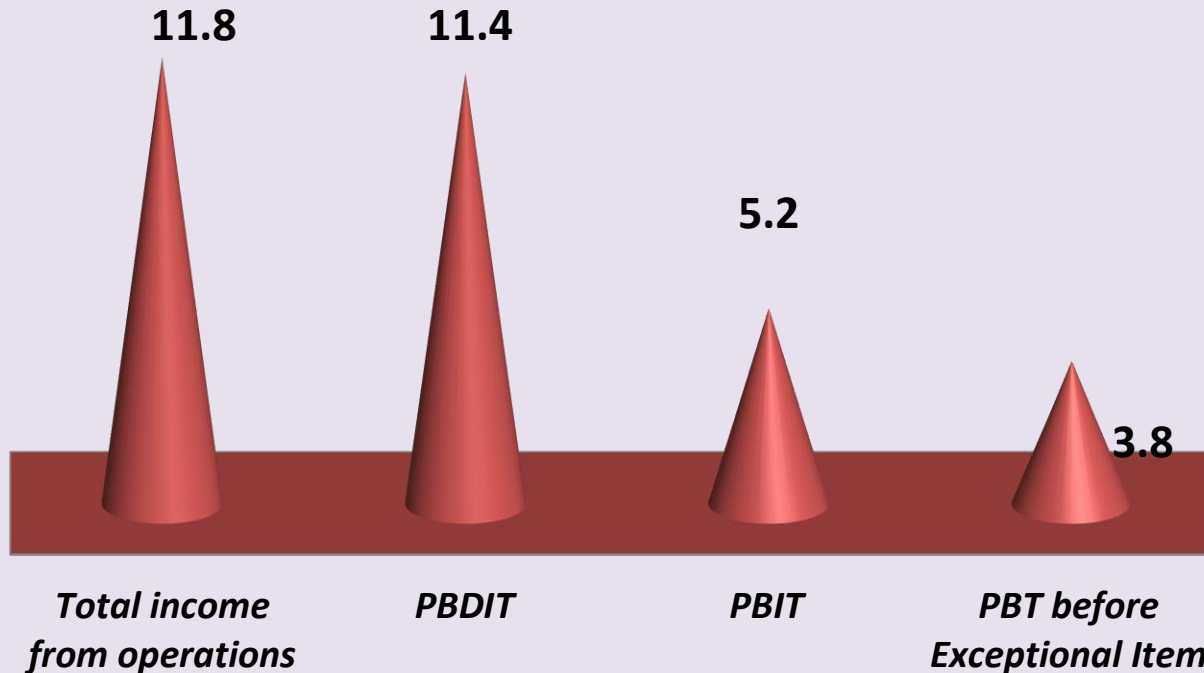
	YTD Sep'17	% to Total Income	YTD Sep'16	% to Total Income	Growth %
Total income from operations- Netted off with excise duty	2,285.62		2,056.76		11.1
Material Cost	1,346.61	58.9	1,165.72	56.7	
Employee Cost	130.00	5.7	113.01	5.5	
Other expenses	450.28	19.7	435.53	21.1	
PBDIT	358.73	15.7	342.50	16.7	4.7
Depreciation	54.72	2.4	47.35	2.3	
Profit from operation before interest	304.01	13.3	295.15	14.4	
Other Income	26.91	1.2	25.00	1.2	
PBIT	330.92	14.5	320.15	15.6	3.4
Finance Cost	6.07	0.3	3.35	0.2	
PBT before Exceptional Item	324.85	14.2	316.80	15.4	2.5
Exceptional Item	-	-	86.67	-	
PBT (Not Comparable)	324.85	14.2	403.47	19.6	(19.5)
Taxes	111.43	4.9	127.92	6.2	
PAT (Not Comparable)	213.42	9.3	275.55	13.4	(22.5)
Other comprehensive income, net of income tax	(0.50)	-	(2.45)	(0.1)	
Total comprehensive income for the period	212.92		273.10		

Total income from operations Growth % -Standalone Q2 FY18



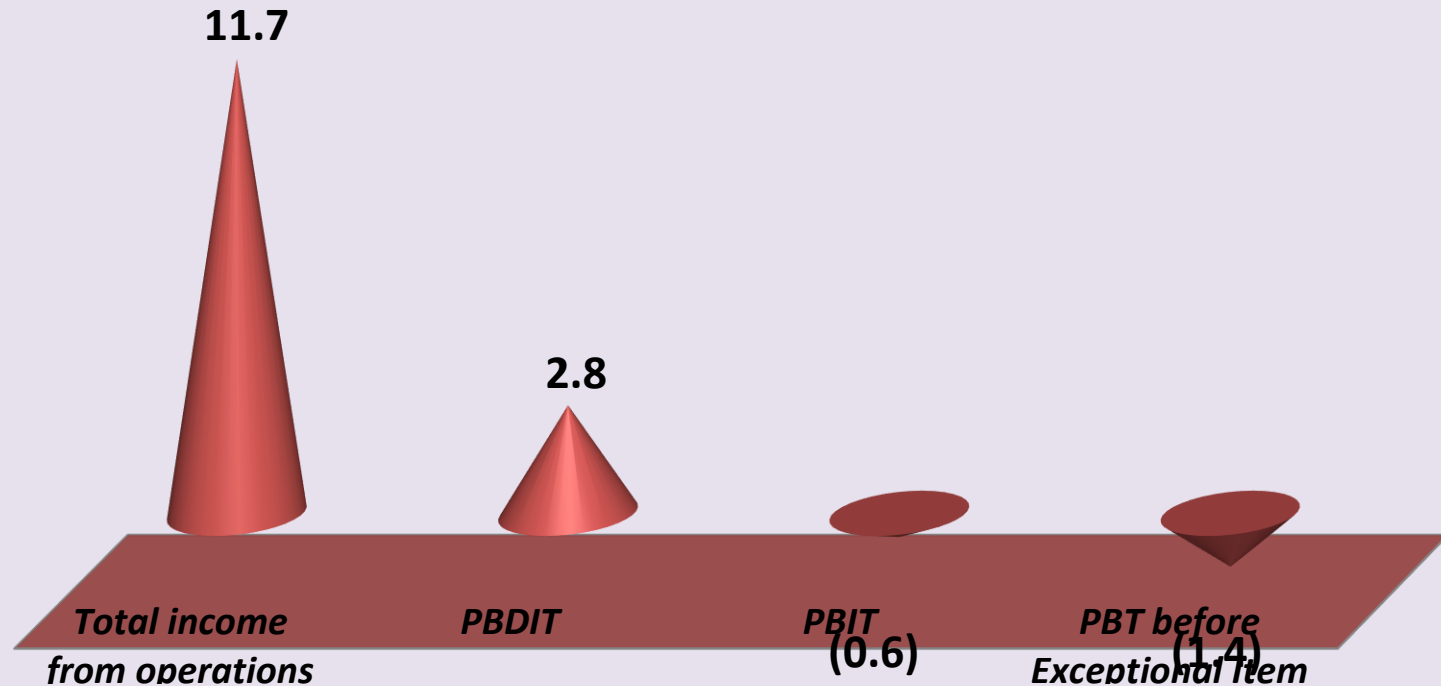
Growth % for previous quarters are based on gross sales and hence not comparable

Consolidated Q2 FY18- Growth (%)



- PBT and PAT figures for corresponding quarters are not comparable because of profit on sale of auto business to BNPAC during Q2 FY 17
- *Growth % from total income from operations above is adjusted for excise duty charge for quarter. However growth for the quarter after adjusting excise duty on sales is 11.3 %

Consolidated H1 FY18 - Growth (%)



- PBT and PAT figures for corresponding quarters are not comparable because of profit on sale of auto business to BNPAC during Q2 FY 17
- *Growth % from total income from operations above is adjusted for excise duty charge for quarter. However growth for the quarter after adjusting excise duty on sales is 10.5 %

Financial Results- Consolidated: Q2 FY18

Rs Crores

	Q2 FY 18	% to Total Income	Q2 FY 17	% to Total Income	Growth %
Total income from operations- Netted off with excise duty	1,281.71		1,146.58		11.8
Material Cost	731.59	57.1	643.52	56.1	
Employee Cost	94.88	7.4	75.82	6.6	
Other expenses	256.11	20.0	248.46	21.7	
PBDIT	199.13	15.5	178.78	15.6	11.4
Depreciation	30.59	2.4	27.27	2.4	
Profit from operation before interest	168.54	13.1	151.51	13.2	
Other Income	10.12	0.8	18.36	1.6	
PBIT	178.66	13.9	169.87	14.8	5.2
Finance Cost	7.61	0.6	5.06	0.4	
PBT before Exceptional Item	171.05	13.3	164.81	14.4	3.8
Exceptional Item	-	-	44.20	-	
PBT (Not comparable)	171.05	13.3	209.01	18.2	(18.2)
Taxes	62.21	4.8	72.95	6.4	
PAT (Not comparable)	108.84	8.5	136.06	11.8	(20.0)
Share of Profit / (loss) of associates and joint ventures	2.50		2.72		
Net Profit	111.34	8.7	138.78	12.1	(19.8)
Other comprehensive income, net of income tax	30.80		(2.19)		
Total comprehensive income for the period	142.14		136.59		

Financial Results- Consolidated: H1 FY18

Rs Crores

	YTD Sep'17	% to Total Income	YTD Sep'16	% to Total Income	Growth %
Total income from operations- Netted off with excise duty	2,528.83		2,264.80		11.7
Material Cost	1,472.49	58.2	1,265.00	55.9	
Employee Cost	178.72	7.1	150.66	6.6	
Other expenses	493.39	19.5	475.27	21.0	
PBDIT	384.23	15.2	373.87	16.5	2.8
Depreciation	61.04	2.4	53.35	2.4	
Profit from operation before interest	323.19	12.8	320.52	14.1	
Other Income	23.62	0.9	28.40	1.3	
PBIT	346.81	13.7	348.92	15.4	(0.6)
Finance Cost	10.40	0.4	7.86	0.3	
PBT before Exceptional Item	336.41	13.3	341.06	15.1	(1.4)
Exceptional Item	-	-	44.20	-	
PBT (Not comparable)	336.41	13.3	385.26	17.0	(12.7)
Taxes	117.79	4.7	132.43	5.8	
PAT (Not comparable)	218.62	8.6	252.83	11.2	(13.5)
Share of Profit / (loss) of associates and joint ventures	5.60		6.21		
Net Profit	224.22	8.9	259.04	11.4	(13.4)
Other comprehensive income, net of income tax	21.11		(2.46)		
Total comprehensive income for the period	245.33		256.58		

Financial Results- Consolidated: Q2 FY18

- Company's wholly owned subsidiary BJN Nepal showed robust performance both in top line & profitability
- Company's wholly owned subsidiary Bolix S.A had some start up costs in UK operations. Sales should consequently pick up from 2018 onwards
- Financials for the quarter include that of Saboo Coatings Private Limited acquired on 5th June 2017
- Company's JV, Berger Becker Coatings showed impressive performance for the quarter

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

Industry Outlook

- Decorative paint segment is expected to show improved performance quarter on quarter post GST implementation and unwinding of demonetization impact
- Infrastructure segment is expected to improve on the back of increased spending in government projects
- Raw material prices and any adverse movement in currency remains a potential concern

Disclaimer

The information presented herein includes the IND AS compliant financial results (unaudited) based on the principles/interpretations and regulations known to date

The key takeaways of IND AS has been detailed in the earlier slides so as to provide a clarity on the transition impact

This may further be affected by changes to IND AS or the interpretation thereof published/notified hereafter.

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.